

KALAMAZOO MUNICIPAL GOLF ASSOCIATION
BOARD OF GOVERNORS MEETING
January 18th , 2018

MEMBERS PRESENT

President	Curt Wiser
Vice President:	Mike Dunphey
Secretary:	John D. Bradshaw
Board Members:	Larry Braithwaite, Ruthie Walker

MEMBERS ABSENT:

Economic Development:	Jerome Kisscorni
Dir. of Management Services/CFO:	Thomas Skrobola
Dir. Parks and Recreation	Sean Fletcher
Board Member:	Steve Feffer

STAFF PRESENT

Director of Golf	Dean Marks
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VISITORS PRESENT

Approved minutes are forwarded to: Shelby Moss for Scott Borling, City Clerk

The meeting was called to order at 5:40 pm; at Milham Park Golf Club. Minutes of the November 14th, 2017 meeting were approved.

1. Director of Golf Report:

- Dean submitted a written report.
- The year-end numbers should be the highest to date: That is, \$233K profit—before the debt payments. Debt service was \$255,830. DMG will show loss of (\$41,279) for the year with a cumulative loss of (\$227,439).
- The Member Pre-Sales were \$140,600, slightly up from previous year. Hoping for 350-380 members.
- Dean reviewed the 2017 Capital Expenditures and asked for a Vote on those purchases :

**A Motion to Approve Capital Expenditures for 2017 was made by Larry, 2nd by Mike.
Upon a Vote, the Motion Passed.**

- Dean stated that he has signed on with GolfStatus rewards App, and they are looking for Sponsors to either be on the flags or to advertise on the App. Further, He is going to use a company called Direct Fairways, who will put advertising on the score cards and provide them for free to the courses.
- Dean is making a switch in the POS system to Pro Shop Tee Times, and he is awaiting confirmation as to the transfer of current data.
- Dean has met with the new owners of the Dome—to perhaps partner in developing golf interest in the area—not as competition.
- Kalamazoo Community Golf Show is February 17th at Wings.
- There has been some discussion about reversing the 9's at MPGC, over the years. One problem with the idea in the past has been the granite Tee monuments. However, with GAM re-rating the

course last summer and changing the yardages—this might be a good time to do it. Other reasons for doing it are:

- Can start 30 minutes earlier on frost days
- Playing easier side first may speed up play
- Less cart traffic on first shot of the day
- Not hitting into the sun in the early morning
- Can monitor turning to hole 10 easier
- When people finish, they have to walk past Club House—may stop in.

A Motion was made to switch the 9's at MPGC
Upon a Vote, the Motion Passed.

- Dean reviewed the Contract which he had proposed to submit to the City Council for approval. The Highlights were: 10 Year contract and that the Contract was a 'net cash proceeds' contract, defined as -Gross proceeds (-) operating costs (-) debt payment (-) minus asset purchases = amount paid to DMG.

A Motion was made to approve the proposed contract of DMG, for submission to City Attorney:
Upon a Vote the Motion Passed.

2. Events:

- No events update.

3. Greens Report: No Greens update.

4. Eastern Hills Update:

- No Update.

5. New Business:

- The Red Arrow Fund Raising Event was confirmed for July 27th, 2018. The Committee headed by Curt will meet prior to the February Meeting at MPGC.
- Officers were Elected to the Board:

A Motion was made to approve the current Officers for another year.

Upon a Vote the Motion Passed.

The Officers are: Curt Wiser, President: Mike Dunphey, Vice President: John Bradshaw, Secretary.

- The next City Commission Meeting visit will be arranged after the signing of the DMG Contract.
- Mike raised the issue of having a plan for Capital purchase's, for example: Ice machine, lower lot paving, etc. Dean suggested that the Board create a "list of needs" and present it to him to incorporate into his Capital Plan.

The meeting was adjourned at 7:00 PM.

Respectfully submitted by

John D. Bradshaw
Secretary