

KALAMAZOO MUNICIPAL GOLF ASSOCIATION
BOARD OF GOVERNORS MEETING
August 17th 2017

MEMBERS PRESENT

President:	Curt Wiser
Vice President:	Mike Dunphey
Secretary:	John D. Bradshaw
Dir. Parks and Recreation	Sean Fletcher
Dir. of Management Services/CFO:	Thomas Skrobola
Board Members:	Ruthie Walker, Larry Braithwaite

MEMBERS ABSENT:

Economic Development:	Jerome Kisscorni
Board Member:	Steve Feffer

STAFF PRESENT

Director of Golf	Dean Marks
------------------	------------

VISITORS PRESENT: None

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

The meeting was called to order at **12 noon** at Kalamazoo City Hall, 3rd floor Meeting Rm. Minutes of July 20th 2017 were approved.

1. Deans Report:

- Dean submitted a written report.
- Jr. Golf was great this year. We had 365 participants and were well received. KJGA awarded scholarships, selected Player of the Year, and everyone stated it was a great experience.
- Additionally, Milham PGA Jr League had 15 players and placed 2nd in their league.
- Dean did a review of the budget and stated that Income/Expenses were "As Budgeted" and therefore, DMG was on track to lose \$64K this year!
- Dean stated that he would prepare a report to begin discussions for the 2018 rates. Additionally a Sub Committee was formed to look at rates for the coming year. That subcommittee includes:
Mike Dunphey, Curt Wiser, Dean Marks and John Bradshaw.
- Dean stated that during the Boys 16/18 USTA event, there were out of town people playing golf and all made very positive comments on the course.
- Dean reviewed the financials with the board.

Events:

- Dean noted the father/Son (8-6-17) had 77 teams, and the Club Championships would be held the next weekend (8-20-17).
- A list is on the web-site.

2. Greens Report:

- Course in "great shape", as was the notation at the last meeting.

3. Red Arrow:

- The RA Outing was a HUGE success with 29 teams and \$11K raised.
- Additionally, Dean stated that RA was doing well with a good group of volunteers, and although it is not going to make a profit, it continues to be a good 'feeder course' for the other courses.

4. Eastern Hills Update:

- The only update is that there has been a "letter of intent" for \$1.9M and 'due diligence' has been initiated.

5. New Business:

- There was a discussion regarding the 'loss of rounds'—(**2 leagues lost at EHGC = 1,000 rounds**), at the courses, with a Question raised: "What can/should we do regarding this and income"? Some ideas that were discussed:

*Attempt to get some of the Leagues from the closing of Thomapple.
Attempt to get some of the Outings which Thomapple had,
Interplay with 'rate increases'
Modification food/alcohol service, per last month's discussion.*

No Motions were made.

- Continued discussion regarding Dean's long term contract. Tom discussed the Cities position 'currently', as to KMG/DMG may 'not' be in line with where it was 2 years ago. That is, two years ago the City was willing to give Deans losses back to him---but because it is a New Board, this is now unclear. Additionally, there seems to be **no new movement** towards a new long-term contract at this time.
- Curt stated that we (KMG/DMG Board) need to step up/in and initiate a **Positive PR Campaign** in front of the City Of Kalamazoo Board. Some ideas in that discussion were;

**Show the value of Milwood to the community at large,
Show the value of RA for beginners as well as being a feeder,
Show the value of the Non-profit outings such as WMU, HCP,
Show the positive economic impact of the courses
Show how kids are benefited by the courses**

Curt initiated a sub-committee to get started on a presentation to the City at a regular Monday Night Counsel meeting to be determined, and he Noted: **The presentation should be 100% positive and focus on the 'good' the courses bring to Kalamazoo**

The next Meeting of the KMG/DMG will be held on 9-20-17 at 12 noon in the City Hall 3rd floor meeting room.

The meeting was adjourned at **1:15PM**.

Respectfully submitted by

John D. Bradshaw
Secretary