

KALAMAZOO MUNICIPAL GOLF ASSOCIATION
BOARD OF GOVERNORS MEETING
January 17th, 2019

MEMBERS PRESENT

President	Curt Wiser
Vice President:	Mike Dunphey
Secretary:	John D. Bradshaw
Board Members:	Larry Braithwaite, Ruthie Walker,
Dir. Parks and Recreation	Sean Fletcher

MEMBERS ABSENT:

Economic Development:	Steve Feffer Jerome Kisscorni
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STAFF PRESENT

Director of Golf	Dean Marks
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GUESTS PRESENT:

Josh Baird, Mandy Kokales, Sue Campbell

Approved minutes are forwarded to:

Shelby Moss for Scott Borling, City Clerk

The meeting was called to order at 5:05 PM at Milham Park Golf Club. Minutes of the December 6th, 2018 meeting were approved

1. Director of Golf Report:

- Dean submitted a written report.
- Dean reported December saw good weather and therefore good revenue. However, year-end revenue fell short of budget by \$36,000. A Summary is as follow:

Memberships, Alcohol, merchandise were all above budget.
Greens fees, power cart, driving range and non-alcohol food/drink, were under budget
Expenses were under budget by \$12,000
Operationally the courses profited \$190,351
Debt Service was \$249,399 leaving a net cash flow of (\$59,048)
DM Golfs cumulative losses projected to be (\$286,522) at end of 2018

Membership presales were \$132,855---slightly down from last year.

- Dean presented a list of capital purchases and leases totaling \$93,231 (see attached) and asked for a Vote to approve said purchases and leases.

**A Motion was made to approve purchases and leases,
Upon a vote the Motion Passed.**

- Dean attended the USGA/PGA Rules of Golf, 4 day workshop and scored 90 on the 4 hour test, which qualifies him for **Expert Certification in the Rules.**
- Dean is working with KWGA to offer incentives to their participants in the pro shop and for playing golf.
- Dean has agreed to have Swing King set up a 'Hole in One' camera at MPGC and EHGC where players can have a chance to win \$10,000 or \$20,000 for a hole in one. Details to come.

- EHGc FAIRWAYS: A lot of dirt was moved in mid-December but work had to be halted b/c of weather. The flooded west EHGc fairway is now in a holding pattern to decide if more dirt needs to be moved or not. Consumers came out to review the site for 'a quote' on moving the transformer, but have not gotten back to Dean. Additionally, Dean and Terry have discussed options for the Pump Pad and structure -nothing definitive has been decided.
 - MPGC: The septic at Milham is completed ---now just need to re-seed the area. Have been informed by the County/City the kitchen sink drain line also needs to be moved--- Total cost approximately \$12,000.
 - Dean Reported that Mandy Kokales has agreed to manage the Food and Beverage Milham. She will oversee the bar and Grill as well as the beverage carts. She has lots of ideas on how to improve this revenue.
 - The Kalamazoo Community Golf Show is scheduled for March 2nd at the Wings Even Center.
 - Mike had a Question about what to tell the Leagues about EHGc and the West 9: Dean responded that we must wait to see how the fairways look with the new dirt--and that the main concern right now is the Pumping Station.
2. Events.
- See Attached List. **[Includes proposed summer events under New Business]**
3. Greens Report:
- No Greens update.
4. Runners and Eastern Hills Update:
- Per Sean, he sent them some \$ numbers for weekends and daily use, we would need to re-coup the costs/losses etc. on the days they would want to use the course. Have not heard back.
5. Old Business
- Mike mentioned we need to get the Survey Committee ready to do the "Course reviews" 3 times each year, beginning with the opening survey.
6. New Business:
- Mike brought up some ideas for Food and Beverage and some potential Golf Events which could be held this season at the Courses. His ideas are included in the Events Attachment.
 - Mandy discussed some of her ideas about promotional food and drink deals at the courses--- **which were well received!** The consensus was that "all ideas are on the table"
7. Red Arrow Golf Course/Outing:
- July 26th 2019 is the date scheduled for the RA/KJGA Golf outing this year.
 - Curt will get everyone up to speed and Dean will get the information from 2018, out to the Board.

The meeting was adjourned at 6:00 PM

Respectfully submitted by

John D. Bradshaw
Secretary

2018 KMGGA Capital Purchases

Date	Amount	Description	Note
31-Mar	\$2,500.00	Lowes	Milham Hole 4 drainage
3-Apr	\$11,112.26	AIS Construction	Eastern Dewatering
26-Apr	\$4,499.20	Control Dynamics	Eastern Irrigation
24-May	\$3,220.00	Spartan	Fertilizer spreader
6-Aug	\$3,249.72	Home Depot	Milham on course bathroom
11-Aug	\$1,874.87	Home Depot	Milham maintenance building
31-Aug	\$2,100.00	Acme tree	Milham/Red Arrow
18-Oct	\$7,079.00	Control Dynamics	Eastern Irrigation
18-Oct	\$15,000.00	Turf Pro	Eastern dredging
18-Oct	\$6,600.00	Turf Pro	Eastern Irrigation
19-Oct	\$3,724.07	Spartan	Pro Force blower engine
2-Nov	\$1,200.00	Acme tree	Red Arrow
6-Nov	\$1,072.46	Spartan	Pro Force blower engine
23-Dec	\$30,000.00	Turf Pro	Eastern Fairway, road ✓

\$93,231.58



New Equipment to be financed through TORO

\$22,664.84	HDX Maintenance Cart	Milham
\$7,853.63	GTX Maintenance Cart	Eastern
\$30,467.00	Kubota tractor	
\$27,679.33	Pro Core aereator	

\$88,664.80



KMGA/GKGA/KWGA Schedule 2019

Deadline to enter most events will
be the Friday a week before the event!

April 13th	1 Person Scramble	Milham Park
April 20th & 21st	Spring Festival	Eastern/Milham
April 28th	Spring Scramble (KWGA)	The Moors
May 4th	Demo Day	Milham Park
May 4th & 5th	Shawn Boyd (GKGA Event)	
May 18th & 19th	Spring Medal (GKGA Event)	
May 20th	KWGA One Day Event	Kalamazoo CC
June 1st & 2nd	Bob Millar	Milham Park
June 1st & 2nd	2-Lady BB (KWGA)	The Prairies
June 2nd	Match Play Entry Deadline	Milham Park
June 4th	Women's Golf Day	Eastern/Milham
June 9th	Big Hole 2-Person Scramble	Eastern Hills
June 10th	KWGA One Day Event	Shamrock Hills
June 22nd & 23rd	Kalamazoo County Amateur	Eastern/Milham
July 8th	Forty-niners (KWGA)	Indian Run
TBA	Rock and Golf	Eastern Hills
July 13th & 14th	Dan Parker (GKGA Event)	
July 20th & 21st	City Medal Play (KWGA)	Pine View
July 26th	KJGA/Red Arrow Benefit	Milham Park
July 29th	KWGA One Day Event	Gull Lake CC
August 4th	KJGA Parent-Child	Eastern Hills
TBA	Rock and Golf	Eastern Hills
August 10th & 11th	Buckeye Junior Tour	Eastern Hills
August 12th	KWGA One Day Event	Klinger Lake CC
August 17th & 18th	Buckeye Junior Tour	Milham Park
August 18th	Points Race (GKGA Event)	
August 24th	Mixed Two-Ball (KWGA)	Cedar Creek
August 24th & 25th	Club Championship	Eastern/Milham
September 6th-8th	City Match Play (KWGA)	Eastern Hills
September 8th	Big Hole 2-Person Scramble	Milham Park
September 16th	KWGA One Day Event	Gull Lake East
TBA	Fall Medal (GKGA Event)	Gull Lake CC
September 28th	Haner Scramble (KWGA)	States
September 29th	Ryder cup GKGA	Milham Park

Subject to Change

POTENTIAL GOLF EVENTS

1-17-19

BIG HOLE WEEKENDS - WEST 9

- BOTH BIG HOLE + SMALL HOLE (PURCHASE 1 PIECE COP + HOLE CUTTER)
- SPECIAL "FAMILY PRICES" - FOURSOME / THREESOME?
- 2 PERSON SCRAMBLES (COUPLES, MEN, WOMEN DIVISIONS)
- START W/ SAT + SUN (EXPAND TO FRIDAYS IF POPULAR)
- KIDS 9 HOLE TOURNAMENT

WEEK DAY SENIOR EVENTS - EASTERN

- AFTERNOON SCRAMBLE EVENTS (NOT ON TUES OR TH)
- 2 MAN TEAMS MEN + LADIES
- SENIOR + SUPER SENIOR DIVISIONS
- HOT DOG / CHIPS / POP INCLUDED (11:00 START?) LUNCH AFTER
- 9 HOLE? 18 HOLE?
- LOW ENTRY FEE + SMALLER PRIZES + (FREE ROUNDS - RANGE TOKEN)
- SHOTGUN START?

ANNUAL SENIOR TOURNAMENT (CALHOUN COUNTY MODEL)

- 2 DAY (WEEKDAY) EVENT
- 1 ROUND @ MILHAM + 1 @ EASTERN
- AGE + HANDICAP DIVISIONS
- GOLF, CART, 2ND DAY LUNCH INCLUDED
- "GORDON'S LUNCH" MENU - PULLED PORK BUNS, POTATO SALAD, BAKED BEANS, COOKIES, WATER
- BAR SPECIAL AFTER? - "DRAFT SPECIAL"
- CAN WE GET OTHER COURSES TO ALLOW ADVERTISING @ PRO SHOPS? (DONATE GOLF PASSE AS PRIZES + ACKNOWLEDGE)

(OVER)

Director of Golf Report
January 17, 2019

RED ARROW TOURNAMENTS

- KID'S 9 HOLE TOURNAMENT (\$5⁰⁰ FEE)
 - AGE BRACKET DIVISIONS
 - SMALL TROPHY OR MEDALS (1ST PLACE)
 - POPSICLES - OR - TREATS AFTER
 - STRICTLY PROMOTIONAL

- REGULARS EVENT
 - SATURDAY DATE
 - 9 HOLES (BIG HOLE?)
 - LOW ENTRY FEE
 - MINIMAL PRIZES (SMALL TROPHY?)
 - "FEEL GOOD" PROMOTION

FRIDAY NIGHT - PEORIA TOURNAMENT

- ⇒ EASTERN HILLS
- ⇒ BILL HAUKE PROPOSAL (3 BLIND HOLE HD CP)
- ⇒ GIFT CARD PRIZES
- ⇒ INDIVIDUAL, TEAMS, OR SCRAMBLE FORMATS
- ⇒ MONTHLY (NOT ON BIG HOLE WEEKENDS)
- ⇒ GAILL SPECIALS? BEVERAGE SPECIALS?