

Minutes of the Special Board Meeting of the New Lenox Community Park District Board of Commissioners held on Thursday, April 13, 2017 at 6:00 pm at the New Lenox Community Park District Administrative Building, New Lenox, IL.

### **GENERAL FUNCTIONS:**

- Call to order** President Fischer called the April 13, 2017 meeting to order at approximately 6:01 pm.
- Attendance** The following were present: Commissioners: Larson, Thomson, Kraemer, Schulz and President Fischer.
- Also in Attendance** Executive Director Greg Lewis, Director of Business Services Kathy Lynch and Director of Golf Bob Schulz

### **General Golf Industry**

#### **Statistics**

Director of Golf Schulz noted not only is the economy coming back but golf is coming back with it, even considering many golf courses have closed. Unfortunately, the trend in this industry is to cut back on services along with management companies. Sanctuary is still one of the best golf courses in the area for the price. Director of Golf Schulz added 18-hole rounds of golf have become more popular due to the fact players have more money and time to play.

### **Golf Course Operation**

#### **(Power Point**

#### **Presentation)**

Director of Golf Schulz began his presentation with an overview of the golf course rates. Director of Golf Schulz stated senior rate, Wednesday rate, 18-hole league and resident rate are all staying the same. Director of Golf Schulz suggested moving the Golf Budget Workshop for 2017-2018 to January to review the possibility of rate increases. Director of Golf Schulz believes the residential rate which is currently \$47.00 should be increased by \$1.00, which would help the golf course increase revenue, along with increasing the senior and 18-hole league rates. Director of Golf Schulz added the non-resident rate should stay the same since it had a \$1.00 increase last year. Director of Golf Schulz stated utilizing GolfNow has increased dynamic pricing by adding specials or reducing rates depending on how booked the golf course is. Director of Golf Schulz reported the golf pricing will stay the same on Sanctuaries website. Director of Golf Schulz added no-shows were down this year because anyone who booked on line had to guarantee with a credit card through GolfNow Premiere along with accepting terms of the cancellation policy which in turn helped reduce no-shows. Commissioner Thompson stated he does not believe there will be an issue with raising the rates and asked Director of Golf Schulz if he believes raising the rates by \$1.00 this year would have been a problem. Director of Golf Schulz noted the resident rate was raised \$2.00 three years ago and the golf course typically raises the rate every other year but Director of Golf Schulz would like to keep a gap for the residents so they are still receiving a value.

Director of Golf Schulz noted all outings are returning along with two new outings for 2017; Troy Fire District and Rockdale Fire District who both had bad experiences at their currently facility. Commissioner Kraemer stated it is pretty impressive both decided to come to Sanctuary since there were many more options closer to their location. Director of Golf Schulz noted all outings are still on Saturdays so the general public can play the golf course on Sundays. Director of Golf Schulz reported last year the Lady's Invitational sold out, Pro-Am sold out in less than two hours, the Chili Open sold out in less than six hours, Golf and Fish sold out the first day and there was 34 people on the waitlist for the I-80 Amateur Tournament.

Director of Golf Schulz discussed staffing for the upcoming season and noted the golf course is cross training with line cooks and cart attendants both working in the golf shop and golf shop employees helping with carts. Director of Golf Schulz noted this will downsize staffing to help reduce costs. This year the golf course will again have volunteers to help with the carts so the employed cart attendant does not have to come in until after outings which also helps with costs. Director of Golf Schulz stated food and beverage services were limited last year which did not effective the numbers too much. During the Wednesday leagues, the golf course closes the kitchen when the last cart comes in, this was explained to the leagues who had no problems with it. Director of Golf Schulz explained the beverage cart attendant have now been combined with bartending, so now the bartender will open the bar and when the outing begins the bartender becomes the beverage cart attendant with the food and beverage coordinator manning the bar. Director of Golf Schulz noted all but one retired part time grounds help will be back this year. Hiring retired workers helps the golf course save money since they receive a pension they cannot collect unemployment during the off season. The problem however it's a very competitive market and for what we are paying the employees who work in maintenance a lot of other golf courses are paying a lot more for the same type of job. So Director of Golf Schulz is trying to review job skills

to increase the entry level pay to keep the employees happy. Executive Director Greg Lewis stated there are too many categories of employment at the golf course which need to be become more universal by combining skills.

Director of Golf Schulz noted Monday night men's leagues are returning with 175 players signed-up, junior leagues have 150 players signed-up and the couples league which was a huge success last year is already sold out with a waitlist of 60. Director of Golf Schulz noted the couples league can only take 30 couples since there is not enough room in the clubhouse and there are only 73 carts available to be used with all events going on at the golf course at the same time. Director of Golf Schulz reported for non-Sanctuary outings, Shooters, Bunker Babes and Golfing Buddies are three of the ladies leagues which are all back again this year. Mokena Lions Eagles are returning on Thursday nights. Also, Every Other Tuesday are back along with a new league called Bogies and Stogies who will be going off on 9 holes on Tuesdays opposite the ladies league. Director of Golf Schulz added the high school has added a couple more matches this year which does not effected the regular golf schedule along with hosting the Lincoln-Way Central Girls Regional.

Food and beverage update, new stickers are going to be purchased to place on the side of the new golf carts to show food and beverage pricing. Director of Golf Schulz noted the number of carts will be cut down and only be out on the course on certain days. Director of Golf Schulz added food costs are on the rise which is why the golf course is downsizing the menu. The golf course will be offering different types of wraps and specials to help reduce waste and costs. Director of Golf Schulz stated for outings, the golf course spend a little more but made more in return. A lot of outings changed their packages to a pork chop dinner so the golf course charged more to be able to still make money. Beer costs are increasing to \$2.50 for drafts and \$4.00 for imports. Director of Golf Schulz noted gaming machine have been a success and brought in extra revenue of \$900 with \$28,000 put into the machines. Commissioner Thompson asked if the banner outside the golf courses door which advertises the slot machines is part of the contract with the vendor. Director of Golf Schulz stated it is not part of the contract and the banner is off to the side to not be intrusive but only to inform golfers that the slot machines are available to play inside. Commissioner Kraemer noted he believes the banner is a good idea to inform players during an outing that we offer slot machines who might not come inside otherwise.

Director of Golf Schulz reported ball marks have been an issue on the greens and plans to top dress them heavily and add sand in them when the greens get aerated. Signs on the flags along with stickers on the golf carts have been added which state to please keep golf carts off the greens and to repair ball marks. Director of Golf Schulz added the tees and fairways will be cut differently this year in a more traditional contour style which will take three extra hours of cutting on the fairways but the gaming points on the fairways will be easier to aim at. Director of Golf Schulz added sand has been added to bunkers, heavy rains have been a problem this year. Director of Golf Schulz stated the driving range was not covered this year due to the inconsistency of the weather however the range tee looks the best it has looked in five years. Flowers will be added around the clubhouse along with adding stamped concrete around the flagpole. Director of Golf Schulz noted the budget for chemical and fertilizer will be slightly increased to help the grounds but if this summer is extremely hot the budget may have be increase even more. Chemicals and fertilizer are bought as needed to avoid chemicals sitting on the shelves not being unused. Director of Golf Schulz reported a new net will be installed at the driving range to help reduce the amount of golf balls going near the railroad tracks. The net is 6 feet tall with posts on the back-top of the mounds, four sections of nets at \$170 each 25 posts at \$10 each will be needed.

New cameras have been installed to help with security around the golf course and possibly in the future cameras will be installed at the maintenance building. Director of Golf Schulz noted the installment of LED lighting has dropped the electric bill. Director of Golf Schulz added the fire system in the clubhouse needs to be changed which should cost around \$25,000. Executive Director Greg Lewis added the golf course is going to need a new provider since the current company Andromeda is no longer going to be providing this service. Executive Director Greg Lewis stated we will most likely join 911 but it will come at a cost. Director of Golf Schulz

reported exterior building maintenance is underway with pulling pavers out around the clubhouse and caulking holes in the metal roof at the maintenance building along with replacing some pieces which is going to cost \$1,600. Director of Golf Schulz reported planning resources along with the golf courses architect are updating the facility portion of the master plan. Director of Golf Schulz stated bunkers on hole 3 may possibly be removed and drainage will be added near hole 5 and hole 15. Director of Golf Schulz reported the par 3 tee boxes on 4, 6 and 11 were looked at and Director of Golf Schulz suggests a large square flat area built for more teeing surface and have 6 and 11 together to get an extra 7 days on each tee box of playing space for each tee which will give the grass 7 extra days longer to grow. Hole 4 is a tiered tee box and if it was made to be one level 6 to 7 extra positions will be gained. Director of Golf Schulz noted a new rough mower has been purchased and will be arriving around April 20<sup>th</sup> and the new fairway mower is working out well.

**Adjournment**

At approximately 7:14 p.m. President Fischer requested a motion to adjourn the April 13, 2017 Special Board Meeting of the New Lenox Community Park District Board of Commissioners. Motion made by Commissioner Kraemer, seconded by Commissioner Schulz. Upon voice vote, all were in favor and the motion passed unanimously.

Respectfully Submitted,  
Lori Mennite  
Recording Secretary