

**STATE OF TEXAS
COUNTY OF TARRANT
CITY OF GRAPEVINE**

The Golf Course Advisory Board of the City of Grapevine, Texas met in regular session on this **20th day of October 2022** at 5:00 p.m. at the Grapevine Golf Course, 3800 Fairway Drive, with the following members present:

Louis Capone	Member
Mario Valles	Member
Robert Blalock	Member
Tom Cherry	Member
Deborah Gore	Member
Ronnie Hatley	Member
Dion Christison	Member
Bryan Humphreys	Member

Constituting a quorum, with the following members of the City Staff:

Robert Singletary	Director of Golf
Eric Hunt	Head Golf Professional
Merlin Tielkemeier	Superintendent
Archie Grine	Persimmon's Manager
Paul Slechta	City of Grapevine Council Member

CALL TO ORDER

Tom Cherry call to order at 5:10pm.

CITIZEN COMMENTS

No citizen comments.

New Business

- 1) Robert Blalock, Louis Capone, Tom Cherry, Deborah Gore and Mario Valles were sworn in as golf advisory board members.
- 2) Dion Christison and Bryan Humphreys nominated Tom Cherry to continue being the golf advisory committee chairman. Tom accepted and the vote passed unanimously.
- 3) Robert Singletary did a recap of the last 90 days and the overall year. Rounds have continued to increase along with revenues. We did 83,337 rounds for 2022 which is up 4% over previous year. A question was asked if we could do more rounds and the answer is yes if we wish to have a product that is not to the level we want. We have blocked the off 9 till noon which gives Merlin and his crew time to get work done. All revenue streams are up and merchandise is up 42% (404K vs 284K). Dion asked about order anything customer and RS said we do that every day. The new clubhouse has helped with merchandise sales. The range revenue is up 20% with no increase in prices and the lights continue to be off (up 12% over 2021). Any surpluses we incur will be added to capital needs. As an enterprise fund, we don't pull any monies from the general fund. We eat what we kill. RS mentioned the successes as hiring the restaurant management team and approving the 2023 budget with a rate increase. The challenges would be the transfer of the managing and owning Persimmon's from Coury Hospitality. Louis Capone asked about the perception of the new management in the city and if we would advertise

to the citizens of GV. We will be doing so in the upcoming months. Staffing continues to be a big challenge. The golf shop has hired 2 new employees... Sally Kay and Blake Johnston to fill the void of Lance Venable being on medical leave. RS is waiting on some color renderings from Steve Wolford on the range improvements. Contractors will be the next step in the process but are quoting 2024 to begin projects. They met with people to help reinforce a couple of the lakes that need to be addressed. DC asked about the annual pass program and pricing. The annual pass was part of the rate increase.

4) Paul Slechta talked about the status of the concourse building and the old clubhouse. He has met with the CVB and the thought is to gut the inside of the concourse to have a better view from the inside. They are waiting on drawings. The old clubhouse will look like an open pavilion once completed. These would be used for tournaments, sitting areas, fire places and possible outdoor weddings. TC asked about any competition between new clubhouse and concourse when opened. We would be able to fit more people in the new concourse as the new clubhouse was not built to host events of over 150 people. We could use the concourse and clubhouse at the same time. BH commented they had their golf banquet in the new clubhouse and it was too crowded.

5) Eric Hunt talked about the instruction programs GV has to offer. Gabe and Sally are heading up the junior academy with great success. They are averaging 10-14 kids on Wednesday and Sunday. They have been taking them on the course more to play or just work on a certain skill. EH's last Get Golf Ready class is this month with 7 adults and he has taken them on the course every class as well. The adults are having a great time and using the facility before and after the classes. EH also commented on the outings. He is receiving 10-15 inquires every week. Anywhere from 12-212 players and 95% of the inquires have asked about doing some sore of f&b before or after play. We are quoting the events a per player price which includes golf and food. EH commented that we don't discount the price of a tournament and in fact they charge more.

6) Archie Grine says thanks for working at GV as he is having lots of fun but it is challenging. Several Coury employees joined our team and spirits are up with the employees. Bob (kitchen manager) is very careful to act on adjusting the menu. AG has received some feedback about the future menu but they will be slow to act to make sure they can deliver what they promise. Buffets prepared for outings have been very well received and executed. AG promoted Chelsey to restaurant supervisor and is doing great. She knows the golfer and has help tremendously during the transition. They hired Hunter to be the other RS and know how city governments run and operate and does well with the setup of events. AG has implemented more systems which was not in place before GV took over. Staffing is a challenge but we are using Indeed and Facebook to advertise. He has used current employees to recruit new employees with good success. AG has talked to several golfers to receive their feedback to have more, better options on the menu, and have the Bunker open, more items on the beverage carts, more proteins. Several people asked about if they will do breakfast and they have talked about some grab and go items. They had to switch POS systems with some challenges.

7) Merlin commented about losing his pump and having to share a pump with Cowboys. There were some brown areas but they have recovered. Some of the greens have had some disease on them but they have aggressively sprayed those areas and good percentage of them have come back. TC asked about the patches on Mockingbird #5 and MT said they are 419 Bermuda. They may have to do patch work on some of the greens. They have started a poa prevention that has been used in years past. They are

spraying every 60 days for poa. They overseeded the tee boxes along with the range. Winter projects are abundant and have started. BH asked about the roots left of Bluebonnet #2. MT would like to remove some trees to help with root problem. There will be some strategic trees removed during the winter months.

CONSIDERATION of MINUTES

Consideration to approve the minutes from the July 21st, 2022 meeting were approved by a motion by Tom Cherry with a second from Ronnie Hatley.

ADJOURNMENT

Tom Cherry asked for an adjournment of the meeting (6:06pm) and a second was made by Bryan Humphreys. All were in favor and no one opposed.

ATTEST:



Robert Singletary
Director of Golf

APPROVED:



Tom Cherry
Chairman