



# Golf Committee Minutes September 30, 2015



## Golf Committee Minutes

Date of Meeting: September 30, 2015 Time: 1:30 PM

Location of Meeting: Clubhouse Downstairs Meeting Room

Members Present: Shelly Borak, Sue Miller, Goodie Mollen, Russ Porges, Nat Willner  
Stephanie Harmon (FSR Management)  
Shannon Pfundheller, Dave Wasenda (appliedgolf)

Absent: Michael Chait (Board of Trustees)

### Discussion:

1. Dave reported on the membership numbers for 2015. This year the membership prior to refunds was 397 as opposed to 417 for 2014. Most of the reduction was due to people joining another golf course for the season. The number of rounds played was 8450 which was also down from 2014 as was cart fees, green fees and guest fees. Overall revenue was \$184,700 as opposed to revenue in 2014 of \$189,800.
2. Sue Miller stated that we should consider multi-year memberships with a small discount in order to help maintain membership levels. Stephanie stated this may be a problem. She will know more after Friday when she discusses with Toll whether they are subsidizing the golf course operation in 2016.
3. A discussion was held about the refund policy which was not written out and is very malleable. The committee members voted to not provide refunds to anyone who has played at Regency or taken advantage of the Toll or appliedgolf programs, after June 15<sup>th</sup>, and before that date provide a 50% refund to be applied towards the following year's membership. This does not include refunds due to death or permanent disability.
4. Stephanie stated that in her meeting Friday with Toll Brothers, she will be discussing the Toll Advantage Program to find out if we still are approved for its use, and if so, what changes were made to the list of locations that are in the program. She also stated that we should start emphasizing the use of the appliedgolf reciprocal program.
5. There have been no further complaints from people living alongside the course, that the maintenance of the course starts too early and disturbs them.
6. Nat Wilner stated that he has heard all the pro's and cons about trying to move the starting hole to where the 7<sup>th</sup> hole currently exists. Additional reasons not to consider it were brought up and the matter has been dropped. The only way a member can start a hole 7 is if the Golf Shop recognizes the course is fairly empty and starting there will not interfere with persons who are scheduled to play starting at hole 1.
7. Russ Porges suggested that more information about membership and the golf course be provided to new residents. Stephanie stated the Toll welcome packages provide all the information and also in the past have included a free round of golf on the course to entice new memberships.
8. Dave will revamp the packages to include a new date for paying for membership and possibly receiving a discount. The date suggested was January 1<sup>st</sup>. Dave will also indicate that the enticements of a free round of golf at Knob Hill or Clearbrook will not only be sent to those persons who pay by the early date of January 1<sup>st</sup>. He will also look at including the ability to pay by charge card, with a 2% service charge being included in the price.
9. Dave stated he could get the packages back to Stephanie and the committed by the next meeting. Stephanie is hoping to get the completed membership packages in the mail by



November 15<sup>th</sup>. The cover letter for the packages will state that no increase in any of the fees for 2016.

10. Russ asked how many Regency members are not residents. The only person who was a non-resident member was an additional household member who had lived here at Regency.
11. Russ stated that we should highlight the benefits of members selecting the unlimited golf cart option, by stating the relative cost based on how many times a person plays, whether in league, special events, or regular weekly tee times.
12. Shannon provided information to the committee on the amount of players who actually showed up each Monday and Wednesday morning to play in the Ladies League. Shelly stated that the new President of the Ladies League provided numbers on which days they would prefer to play and the result was Tuesday becoming the most desirable. The committee voted unanimously to withdraw the recommendation for Monday, and submit a new recommendation for having Tuesday as the day for Ladies League play.
13. Shannon stated that there are about a dozen people that took advantage of the Fall Special of \$50 for new members to play thru the end of the season.
14. Dave suggested that a survey be instituted on line to find out the reasons why residents either do not join the Regency memberships, or simply do not want to play at Regency. It will provide information on the potential for membership in the community.
15. Dave stated for the committee's benefit that applied golf's role as far as the Concordia Golf Course is concerned is as an advisor to the bank. There are no benefits to Regency residents at this time although that can change at any time in the future.
16. The meeting was adjourned at 3PM. The next meeting of the Golf Committee will be held Wednesday, October 14th at 1:30PM.

Submitted for the Golf Committee: Shelly Borak



*Committee Recommendations to the Board of Trustees*

Committee Name: Golf Committee  
Date of Meeting: September 30, 2015  
Location of Meeting: Clubhouse Downstairs Meeting Room  
Members Voting: Shelly Borak, Susan Miller, Goodie Mollen,  
Russ Porges, Nat Willner

Motion:

1. To withdraw the previous selection of Monday for the Ladies League, and recommend that the Ladies Golf League be permitted to play on Tuesdays using shotgun starts at 8am and 10am.

Vote: Yes\_\_5\_\_ No\_\_0\_\_ Absent\_\_0\_\_

2. To restrict membership fee refunds as follows: no refunds to members submitting requests after June 15<sup>th</sup>; for requests prior to that date, a 50% refund to be credited towards the following year's membership for those that have played the Regency course, or taken advantage of reciprocal playing privileges at a participating golf course. This policy will not be applied in case of death or to those sustaining a permanent disability.

Vote: FOR\_\_5\_\_ AGAINST\_\_0\_\_ Absent\_\_0\_\_