

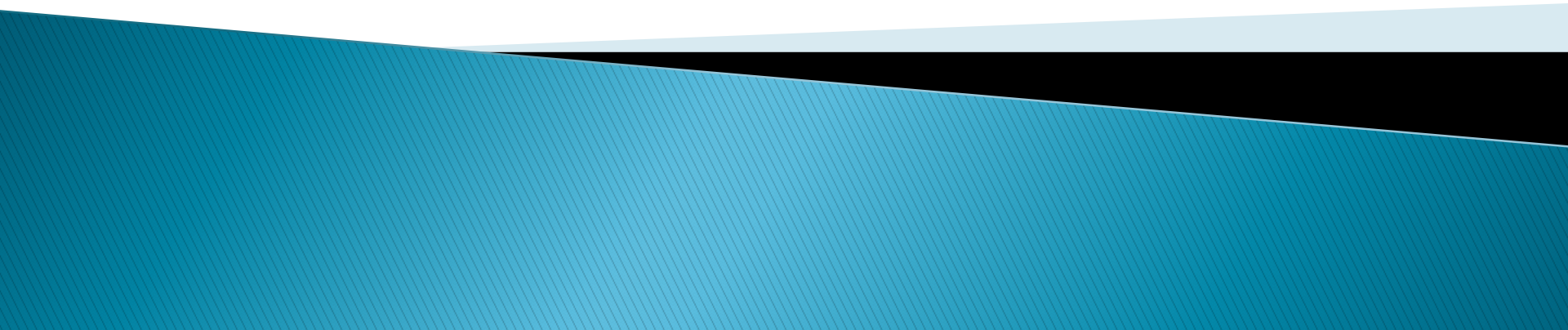


# Tellico Village Golf

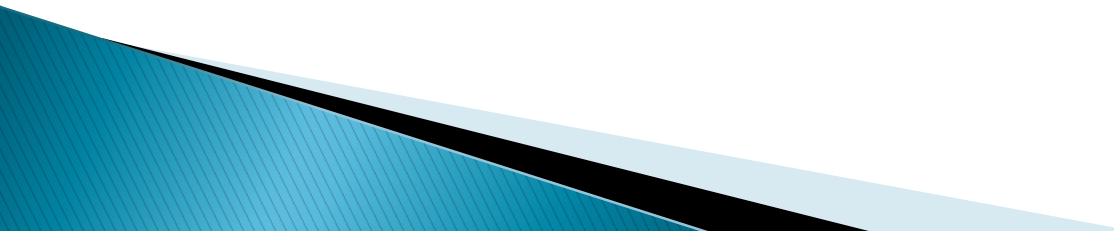
World Class Golf at a Value

# Golf Advisory Committee

December 14, 2020



# Agenda

- ▶ Welcome & Opening Comments – Hybrid Meeting
  - ▶ Approval of Minutes – H. Higby
  - ▶ Golf Rounds and Financial Report – C. Sykes
  - ▶ Golf Operations Updates – C. Sykes
    - COVID-19 – Process and Procedure Update (Status quo)
    - Recent Events
    - Golf Calendar Updates
  - ▶ Golf Course Updates – Golf Supers
    - Audubon Cooperative Sanctuary Program
    - General Course Updates
  - ▶ Golf Marketing Updates
  - ▶ Other?
  - ▶ Golf Advisory Committee Updates
- 

# Approval of November Minutes

## GOLF ADVISORY COMMITTEE MINUTES NOVEMBER 9, 2020

Present: Chris Sykes, Ron Cole, Bob Brunetti, Rose Howard, Kristin Farrington, Daryl Blevins, Howard Higby, Jon North, Wells McClure, Craig Andrews, Sue English-Kover, Larry Fox, Tyler Theis, Jeff McMillian and Mike Ledbetter.

The meeting was called to order at 3:30 by Howard Higby

The minutes of the October 2020 meeting were approved.

### ROUNDS

Chris Sykes reported that rounds for October 2020 were 1,019 over budget and year to date they are 19,052 over budget. We are on pace to play 100,000 rounds an all-time record.

### FINANCIALS

October was another good month for revenue. Income for the month was \$59,408.00 over budget. Expenses were \$9948.00 over budget resulting in a monthly profit of \$49,460.00. Year to date Expenses are \$184,807 under budget and income is \$319,396 over budget.

### CAPITOL PLAN 2021

The Capital plan for 2021 has been finalized it includes 16 items totaling \$987,000.00

### GOLF FEES 2021

The Unlimited and Daily Golf and Cart fees has been finalized and will voted on by the POA on November 18<sup>th</sup>. There are small increases in most fees. The largest increase is in the Unlimited Twilight Golf Rate. In 2021 the Unlimited twilight rate does not include the cart fee. A separate fee of \$275.00 for a private cart and \$375.00 for a POA cart. If the player does not to pay the Unlimited Cart fee, he or she would simply pay the daily after 2 PM cart fee.

### MEMBER GUEST 2021

The 2021 Men's Member-Guest was played October 21-24 and was a huge success. The courses were in great shape and the weather was spectacular. Congratulations to the overall winners Terry Paschak and son-in-law Tom Olsen.

### GOLF OPERATIONS UPDATE

The golf staff is looking into Gas Carts vs Electric Carts, the staff has testing carts from three companies Club Car, EZ-GO and Yamaha.

The golf staff is setting up a program for Simulator Tuesday's in the Toqua Pavilion for the Winter months. Detail are still being worked out.

The COVID-19 Rules are still in effect.

Tournaments, the Turkey shoot is scheduled for November 14, 2020 and the Santa Claus Open is scheduled for December 5, 2020.

### AUDOBON UPDATE

The Audubon society recently conducted a site visit, and we are awaiting a report. The Butterfly Garden at Toqua is flourishing. Three types of milkweed, Swamp, Butterfly Weed and Common milkweed have added.

### GOLF COURSE UPDATE

All three courses are now working with full-time staff only. Winterization fertilizing and pesticides treatment are being done on all three courses. Due to the warm weather the grass is still growing, and the Bermuda has not gone dormant. The Kahite woodworkers have made new Tee Markers and they will be put in play Shortly. New tee markers are also being designed for Toqua.

### NEW BUSINESS

The following matters were discussed and will need further review.

1. A dress code for the Driving Range.
2. Moving either the Men's Member-Member, or the Member-Guest to the fall.
3. The posting of scores in January and February.
4. Scoreboards for Kahite and Tanasi.

The meeting adjourned at 4:37 PM, the next meeting is scheduled for December 14, 2020

Respectfully Submitted,

Robert Brunetti, Secretary



# Rounds Report – November 2020

- November was another record month for rounds with mild temps, drier conditions than normal and reduced travel due to COVID (Thanksgiving also fell at very end of month on 26<sup>th</sup>)
- Rainfall for month – 1.85” of rain at Kahite, 2.6” of rain at Tanasi and 1.2” of rain at Toqua. 5 rain events that lead up to 2 days of CPO.

		<u>Current Month</u>			
	Nov-20	2020 Budget	2019 Actual	Variance From Budget	Variance From 2019
Member Rounds	7,399	4,233	4,494	3,166	2,905
Guest Rounds	1,217	600	564	617	653
Total Rounds	8,616	4,833	5,058	3,783	3,558

		<u>Year to Date</u>			
	Through Nov-20	2020 Budget	2019 Actual	Variance From Budget	Variance From 2019
Member Rounds	84,808	65,527	68,358	19,281	16,450
Guest Rounds	13,729	10,175	10,932	3,554	2,797
Total Rounds	98,536	75,702	79,290	22,834	19,246

# Financial Report – November 2020

				November 2020		
				2020	2020	
				Actual	Budget	Variance
Gross Profit				\$242,515.32	\$156,292.15	\$86,223.17
Expense				\$292,555.21	\$283,687.39	\$8,867.82
Net Income (Loss)				(\$50,039.89)	(\$127,395.24)	\$77,355.35
				Year-to-date		
				2020	2020	
				Actual	Budget	Variance
Gross Profit				\$2,951,661.62	\$2,535,620.60	\$416,041.02
Expense				\$3,783,525.36	\$3,959,465.47	(\$175,940.11)
Net Income (Loss)				(\$831,863.74)	(\$1,423,844.87)	\$591,981.13

- \$43,882.63 over in Member Revenue
- \$9,263.22 over in Guest Revenue
- \$17,379.64 over in Merchandise Revenue
- \$10,705.88 over in Maintenance Costs (Timing – \$20K under YTD)
  - Fall Programming, Golf Carts, Equipment, etc.



## Golf Operations Updates

---



### **Tellico Village Golf Operations Update – 5/31/2020**

First and foremost, we want to thank the entire golf community for keeping golf a safe haven in Tellico Village.

We are excited to announce the Board of Directors has approved **Phase 2 COVID-19 Golf Operations, which will go into effect on Monday, June 1<sup>st</sup>**. The primary changes are related to Golf Shop operations and golf carts.

#### **Golf Shop Operations**

We will be reopening the golf shop lobbies for check-in and retail shopping in adherence with state guidelines.

- We ask that you stay home if you have any COVID-19 symptoms or have been exposed to anyone with COVID-19 in the last 14-days.
- We encourage everyone to check-in via the golf shop, but we will still be able to process via telephone.
- As a convenience and social distancing precaution, all league play will be automatically checked-in prior to your round unless you cancel in advance.
- Traffic flow – please enter the golf shop through the main clubhouse entrance and exit through the golf shop side door.
- Social Distancing – please abide by all postings and placards.
- We will continue to disinfect all touch points. Sanitizing stations are available at all locations.
- Golf shop merchandise will continue to be marketed via social media and on the [www.golftellicovillage.com](http://www.golftellicovillage.com).
- Golf shop purchases can be made online or via telephone with delivery options available.



#### **Golf Carts**

- We have fabricated and installed a barrier system in the golf carts so we can most effectively and safely return to two-persons per cart. **These dividers can be pinned up or rolled up for storage; please see a member of the golf staff to adjust up or down.**
- Two persons per cart will lead to more tee time availability and therefore a greater likelihood of fulfilling tee time requests.
- We will also continue to afford the option of a solo cart for a modest surcharge of \$5 per nine holes.
  - Carts are still first come first serve.
  - Private carts are exempt.
  - Does not apply to second cart in a threesome.
- We will continue to disinfect golf carts prior to use. Divot bottles and scorecards will be placed back on the golf carts and disinfected accordingly.



#### **Additional**

- Shotgun starts – guidelines now allow for groups of up to 50 persons so we will carefully bring back shotgun starts taking social distancing into consideration.
- Range balls – we will be shifting back to a token system to be placed in baskets, all of which will be disinfected between users.
- All non-essential items will remain off the golf course to remove any unnecessary touch points for the time being.

#### **Golf Calendar Updates – please stay tuned for additional updates**

- Parent-Child on Father's Day Sunday, June 21<sup>st</sup> @ Toqua – tee times starting at Noon
- 2020 Palmer Cup set to begin on Wednesday, June 24<sup>th</sup> @ Toqua Golf Club
- Independence Day Scramble – Saturday, July 4<sup>th</sup> @ Toqua Golf Club – TBD
- Junior Golf Camp – Monday, July 6<sup>th</sup> – Friday, July 10<sup>th</sup>
- Lions Club - August 1<sup>st</sup> @ Toqua GC
- Smoky Mountain Service Dogs - August 29<sup>th</sup> @ Toqua GC
- Hopewell Fire Department - September 12<sup>th</sup> @ The Links at Kahite
- MGA Member-Member - September 26<sup>th</sup> & 27<sup>th</sup> @ Toqua GC & The Links at Kahite
- MACA - October 10<sup>th</sup> @ The Links at Kahite
- Men's Member-Guest - October 20<sup>th</sup> – 23<sup>rd</sup> @ Toqua GC & The Links at Kahite

\*\*\*We appreciate your patience and understanding as we work to navigate these difficult times as this remains a fluid situation where everything is subject to change.\*\*\*

Your Golf Management Team

# Tellico Village Golf Professionals Recognized

---



## **Adam Jacob, PGA - Player Development Award Winner**

Adam Jacob the Head Golf Professional at Toqua Golf Club was named the 2020 Knoxville PGA Growth of the Game winner. His outstanding work with the Lady Linksters league, Men's Golf Association, Beginner clinics, and fittings earned him this incredible award. Adam is always committed to helping players with their games!



## **Casey Flenniken, PGA - Merchandiser of the Year Award Winner**

Casey Flenniken the Head Golf Professional at Tanasi Golf Club was named the Knoxville PGA Merchandiser of the Year. His record breaking sales year in the Tanasi Golf & Gift Shop earned him this award! Casey and his team strive to always offer the latest and greatest merchandise in the Tanasi Golf Shop.



# Happy Thanksgiving

## Happy Thanksgiving from your Golf Staff

The Golf Courses are closed in observance of the Thanksgiving Holiday. I want to give Thanks to the entire Tellico Village Golf Community for your unwavering support through what has been a very trying year. I also want to give credit to the best Golf Management Team in the business for your willingness to do whatever it takes, no questions asked. Hope everyone has a great Thanksgiving Holiday, and we look forward to seeing you for our Black Friday festivities.



**BLACK FRIDAY**  
*Par 3 Contest*  
*Tanasi Golf Club*  
Introducing "The Feather"  
Tanasi's new Par 3 course!  
**NOV. 27 ALL DAY**  
*Tanasi Golf Club*  
Request a tee time through Chelsea  
**\$5**






Tanasi Golf Club is pleased to introduce a brand new option for our members and guests. "The Feather" is an 18-hole Par 3 course that is mapped out on each hole at Tanasi. The course design offers a unique chance to play the course in a fun-filled fashion. "The Feather" will soon have it's own scorecard as well as yardage markers on each hole. Incredible views on every hole - such as on top of the hill on hole #10 overlooking the Tellico Reservoir and between the firs on hole #12 will surely add an exciting twist to the Par 3 course.

On Friday, November 27th TVPGA Members will have the first chance to play the course. Simply request a tee time as you normally would for next Friday. We will have a Black Friday Par 3 Tournament which will be a \$5 entry fee + standard green and cart fees. There will be Closest to the Hole competitions for Men & Women throughout the day and we will payout in Golf Shop Certificates. We hope you will join us on this new adventure at Tanasi! Girls Handicaps are NOT required for this event.

Don't forget to stop in the Golf Shop before/after your round and check out our incredible Black Friday deals!

**FRIDAY.**  
*EVER.*  
**Tellico Village Golf Shops**

With deals like these, it's easy to wrap up your holiday shopping early!

	<b>Pro V's and Chromesofts</b> \$40 a dozen
	<b>Men's &amp; Ladies Polos</b> 25% off
	<b>Shoes</b> 20% off
	<b>Golf Bags &amp; Headwear</b> 20% off
	<b>Outerwear / Sweatshirts</b> 20% off

**Many more deals going on!! Stop by any shop today!!**  
All sale items are in-stock only. Any special orders will not be discounted.





## 2020 Santa Claus Open

This year's Santa Claus Open was a tremendous success. We had an incredible turnout of 96 players who enjoyed a sunny Saturday morning! The Loudon County Sheriff's Office was on site to collect toys for the boys and girls of Loudon County. The Toys for Tots program provides toys for underprivileged children in our area.

We are happy to announce that over 100 toys were donated this year! Thank you to each of you who donated!

The winners of this year's event are below. Thank you to everyone who participated! Congratulations to all of our winners. The gift certificates will be available soon for pickup at Tanasi!



# TRACKMAN TUESDAYS

DECEMBER THRU MARCH  
TOQUA PAVILION

- 100+ Golf Course around the world
- Semi-climate controlled
- Fun for all skill levels
- Up to 4 players per tee time



**\$100 PER TEE TIME**  
**9AM TEE TIME**  
**1PM TEE TIME**

EMAIL  
[CROFFERS@TVPOA.ORG](mailto:CROFFERS@TVPOA.ORG) OR  
CALL  
865-458-6546 TO BOOK TEE  
TIMES



MORE INFO CALL **CHARLES ROFFERS**  
TEL: 865-458-6546

Trackman Tuesdays! Starting in December and going through the end of February every Tuesday. The cost is \$100 per tee time. Bring a foursome and check out some of the most renowned golf courses in the world when the weather gets cold and rainy, or just for a change of pace from traditional golf. Tee times will be available at 2 separate times on Tuesdays, 9 am or 1 pm. To book your time, please contact:

Charles Roffers at Toqua Golf Course. (865) 458-6546 or  
[croffers@tvpoa.org](mailto:croffers@tvpoa.org)

\*Golf equipment not provided

# Golf Calendar Updates

Please stay tuned for additional updates:

- ▶ MGA and Rainbow Linksters continue through the winter
- ▶ 2021 Calendar is in process and will be posted on the [www.golftellicovillage.com](http://www.golftellicovillage.com) website



- ▶ TGA survey or members lead to a request for us to host the 2022 Tennessee Women's Four-Ball Championship – TBD

# Golf and F&B Synergism

- The Golf Management Team and AWE have been working very closely together on identifying opportunities to improve the Golf and Restaurant experience in 2021.



Get your 30 oz Tellico Village Tumbler and start saving 25% on any non-alcoholic or



beer 'To Go Refills' at any of your Tellico Village participating restaurants including Toqua Sports Bar and Grill, Tanasi Restaurant and the Kahite Pub. These 30 oz Stainless Steel Tumblers are available at your Tellico Village Golf and Gift Shop for \$30.







## Golf Course Updates

---



Chris,

Thank you for hosting the Recertification Site Visit and on your continuing commitment to the Audubon Cooperative Sanctuary Program. Scott Turner of our staff impressed with the course. We really appreciate all that you and everyone at the Toqua Golf Course have done to enhance wildlife habitat and protect environmental quality. Congratulations on recertification as a Certified Audubon Cooperative Sanctuary!

In case you haven't received it previously, I have attached a zip file containing our certification seal for you to use on your website, marketing materials, etc. Please let me know if you have trouble with any of the files or if you need a different file type. Please note that before you have anything printed using the seal, I ask you to first send a digital proof to us, so we can assure it meets our branding standards. Also, as a certified member you are eligible to purchase our official Audubon International Certified Property signs, available at our online store: <https://www.auduboninternational.org/promotions-products>.

Also attached is your Site Visit Recertification Report and a sample press release announcing recertification of the course. We will be sending you a Certificate of Recertification via mail within the next few weeks.

Frank



Frank LaVardera, M.S.

Director of Environmental Programs for Golf

Audubon International | 120 Defreest Drive, Troy, NY 12180 | Office: 518-874-4666 | Cell: 518-424-3420

<http://www.auduboninternational.org>

*This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed.*

*If you have received this email in error, please notify the sender immediately.*

*Email transmission cannot be guaranteed to be secure or error-free, as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses.*

*Audubon International accepts no liability for any damage caused by any virus transmitted by this email.*



# Golf Course Updates

- ▶ General Golf Course Updates
  - Toqua Golf Club
  - Tanasi Golf Club
  - The Links @ Kahite

# Golf Marketing-Communications

- Newsletter is in production where Golf will again have a big presence
- Monthly 'Tellico Village Golf Talk' – November Episode has been released and Winter Series will include; Tips from the Pros, Rules of the Game, a Product Spotlight and Tricks of the Trade featuring the entire Golf Management Team
- Creating brochures for Trackman and Finns
- Constantly Updating Website

## ABOUT TELLICO VILLAGE

Tellico Village is a lakefront community that offers a unique combination of natural beauty, outstanding recreational facilities, and proximity to the benefits of a thriving city.

Nestled in the foothills of the Great Smoky Mountains, Tellico Village comprises nearly 5,000 acres along Tellico Lake. Established in 1986, it has become one of the premier golf and water communities in the southeast. Its three private championship golf courses offer a pristine resource for boating, fishing, and swimming. Other amenities include a state-of-the-art wellness center, Har-Tru tennis courts, pickleball, indoor and outdoor swimming pools and a library. The Tellico Village Yacht Club offers casual upscale dining in one of the most beautiful settings in East Tennessee.

Just 31 miles from Knoxville—home to the University of Tennessee—Tellico Village has 8,800 residents who come from all over the United States. Together they have created a friendly, welcoming community.

## TOQUA GOLF COURSE

200 Toqua Club Way  
Loudon, Tennessee 37774  
(865) 458-6546  
@toquagolf

## TANASI GOLF COURSE

450 Clubhouse Point  
Loudon, Tennessee 37774  
(865) 458-4707  
@tanasisgolf

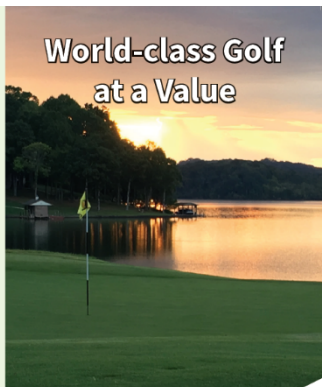
## THE LINKS AT KAHITE

400 Kahite Trail  
Vonore, Tennessee 37885  
(865) 408-2639  
@kahitegolf

[www.golftellicovillage.com](http://www.golftellicovillage.com)

@tellicogolf

## World-class Golf at a Value



Tellico Village is home to three of the most beautiful and challenging championship golf courses in East Tennessee. All three courses were designed by the prestigious firm of Ault, Clark, and Associates, architects of some of America's greatest courses.

## TOQUA GOLF COURSE

Toqua is a beautiful golf course cut through a forest on Tellico Lake. You have everything from tree-lined holes to a links setting on the lake. The genius of the course is that it is playable for all levels of golfers.

The Toqua course offers a driving range, short-game practice area and practice putting green. It has a brand-new clubhouse that opened in 2019, as well as a pavilion that is used for tournaments, banquets, and other large gatherings and events. The new clubhouse features a Golf Pro Shop and sports bar-themed restaurant that provides a spacious veranda for post-play food and refreshments.

Toqua has hosted numerous Tennessee Golf Association events—including the 2005 Senior Amateur Championship, the 2009, 2011 and 2018 Four-Ball Championships and the 2009, 2011, and

2017 Senior Four-Ball Championships—as well as the 2008, 2009, and 2010 PGA Tour Nationwide Knoxville Open Qualifier.

## TANASI GOLF COURSE

Tanasi was the second of the Tellico Village courses to open. It has a fun and contemporary layout that winds through the Tanasi neighborhood, and even has some holes that run over and alongside parts of Tellico Lake.

Tanasi offers options for players of all ages and skillsets, as well as a selection of tees to best fit your game. Our Black Championship tees measure 6,731 yards, while our yellow tees offer a fun short course at 4,486 yards. Tanasi is a fun course to play with wide fairways, large flat landing areas and big undulating greens.

Tanasi also has an expansive putting green with large undulations that mimic the greens you will encounter throughout the golf course. The Tanasi Clubhouse includes an excellent restaurant that offers casual dining with beautiful views of Tellico Lake. The wrap-around porch invites you to relax and enjoy the spectacular lake and golf course view while you dine.

## THE LINKS AT KAHITE

Opened in 2002, the Links at Kahite is Tellico Village's hidden gem in Vonore, TN. The golf course is surrounded by Tellico Lake and offers breathtaking, panoramic views of the Great Smoky Mountains. It sits on over 200 acres of property and offers a variety of turfgrass species that adds difficulty and beauty on every hole. Kahite has six sets of tees that play from 7,170 yards to 4,435 yards to provide a variety of options and difficulty while making the experience fun and challenging.

Kahite features a practice facility that includes a driving range and practice putting green. The Kahite Pub & Grill offers casual dining and an outdoor patio with a great view.

In 2003, the Links at Kahite was nominated by Golf Digest as best new private course and has since hosted many Tennessee Golf Association events, including the 2009 and 2011 Four-Ball and Senior Four-Ball Championships, as well as the 2009 and 2010 PGA Tour Nationwide Open Qualifier.



865-458-7061

info@typoa.org www.tellicovillage.org  
202 Chota Road Loudon, Tennessee 37774



# Other Business

- Winter Rules
- Dress Code Review–Recommendations
- Other?

# Golf Advisory Committee

- ▶ 2020 expiring terms
  - Howard Higby
  - Kristin Farrington
  - Craig Andrews
  - Ron Coles – re-committing for a second 3-year term during which time he will be serving as the member liaison for the Kahite Bunker Project

Concluded interviews for GAC candidates and we are recommending the following:

- ▶ 3-Year Term beginning in 2021
  - Larry Fox
  - Anne Parkhill
  - Ricky Moore

Committee selections will be confirmed at the January 6th BOD Meeting so will pass the torch at our January GAC meeting on Monday, January 11th

THANK YOU FOR YOUR CONTRIBUTIONS AND CONTINUED SUPPORT OF TELICO VILLAGE GOLF!



A photograph of a sunset over a body of water. The sun is low on the horizon, creating a bright orange and yellow glow that reflects on the water. The sky is filled with soft, orange-tinted clouds. In the foreground, a dark silhouette of a beach is visible, with a small flag on a pole standing on the right side. The text "Thank you? Any questions?" is overlaid in white, centered in the middle of the image.

Thank you? Any questions?