




# Tellico Village Golf

World Class Golf at a Value

GAC Meeting – January 11<sup>th</sup>, 2021

# Agenda

- ▶ Welcome & Opening Comments (Hybrid Meeting)
  - ▶ Approval of Minutes
  - ▶ Golf Rounds and Financial Report
    - January Capital Requests
    - 2021 Capital Plan
    - Unlimited Program Tracking
  - ▶ Golf Operations Updates – C. Sykes
    - COVID-19 – Procedure Update (Status quo)
    - Golf Calendar is available on the [www.golftellicovillage.com](http://www.golftellicovillage.com) website
  - ▶ Golf Course Updates – Golf Supers
  - ▶ Golf Marketing Updates
  - ▶ Dress Code Review
  - ▶ Golf Advisory Committee Updates
    - Officers, Liaisons and 2021 Goals
  - ▶ Other?
- 

# Approval of December Minutes

## GOLF ADVISORY COMMITTEE MINUTES DECEMBER 14, 2020

Present: Chris Sykes, Ron Coles, Howard Higby, Rose Howard, Bob Brunetti, Craig Andrews, Kristin Farrington, Jon North, Jordan Clark, Larry Fox and Sue English-Kover.

Absent: Daryl Blevins

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

The minutes of the November meeting were approved unanimously.

### ROUNDS

Chris reported that rounds for November were 3,783 over budget due to the mild temperatures. Year to date rounds are 22,834 over budget. Through November 20, the total rounds played were 98,536. We will easily go over 100,000 for the year. This total eclipse the previous record of 92,500 rounds played in 2006. This may be the one positive result of Covid-19 along with the excellent conditions of our golf courses, people are playing golf.

### Financials

Income for the month of November was \$86,233.17 over budget. Year to date income is \$416,041.00 over budget. Expenses are \$175,940.11 under budget. Net income year to date is a positive \$591,981.13

Another positive note is that Merchandise sales are over \$300,000 for the year. Since this is the first year the POA owns the Pro Shops this is very encouraging.

### GOLF OPERATIONS

Golf continues to be played under the Phase 2 Covid restrictions.

On a personnel note, Two Tellico Village Professionals were recognized by the Knoxville PGA. Adam Jacobs PGA Professional at Toqua was the 2020 Player Development Award Winner, and Casey Flenniken Tanasi head professional was awarded the 2020 Merchandiser of the year by the Knoxville PGA.

The Santa Claus Open on December 5 was a great success. Congratulations also goes out to Meri Coles the Palmer Cup Champion for 2020.

Trackman Tuesday will be starting in December and running through February. There are two starting times 9:00 AM and 1:00 PM Cost is \$100 per foursome, come and play some of the world's best courses. For further information call Charles Roffers 865-458-6546 or email Charles at croffers @tvpoa.org

Tellico Village has received a request from the Tennessee Golf Association to host the Tennessee Women's Four Ball Championship in 2022. Further details are needed to consider this request.

The Men's Golf leagues will continue throughout the winter months.

The 2021 Golf Calendar is being finalized and should be available in January.

### GOLF COURSE UPDATES.

The AUDUBON SOCIETY review has been completed and Tellico Village has been Certified. This certification is good for three years.

All Three courses are presently in good condition. The Bermuda grass has gone Dormant and the maintenance crews are working on winter projects. Leaf blowing is continuing at Toqua.

A new driving range pad has been installed at Toqua with space for 24 golfers.

The golf website is being updated in conjunction with the Marketing and Communications staff. The golf website is: GolfTellicoVillage.com

### OTHER BUSINESSS

The dress code is under review. The recommendation is to modify the dress code to allow Dress Denim and Dress Tee Shirts on the golf course and driving ranges. In addition, collarless or mock golf shirts such as the one's by Nike worn by Tiger Woods be allowed.

# Approval of December Minutes

Tellico Village residents will not be posting local Scores during the months of January and February.

The Kahite bunker project timeline is being established. Work on this project is projected to start in March weather permitting.

Replacement of the cart batteries at Tanasi has begun.

## GAC Membership

The terms of Howard Higby, Craig Andrews and Kristin Farrington expire at the end of December. The committee and the golf staff thank them on behalf of all of Tellico Village for their service on this Committee.

The proposed new members for 2021 are Ron Coles for another 3-year term, along with Ricky Moore, Anne Parkhill and Larry Fox for three-year terms. These candidates will be reviewed by the POA board at its January 6, 2021 meeting.

There being no further business the committee adjourned at 4:10 PM. The next meeting is scheduled for January 11<sup>th</sup> 2021 at 3:30 PM.

Respectfully Submitted,

Robert Brunetti, Secretary



# Rounds Report – December 2020

- December was another record month for rounds with average weather conditions and reduced holiday travel due to COVID.
- Rainfall for month – 4.42" @ Toqua, 4.75" @ Tanasi 5.55" @ Kahite over 7–10 rain events and the courses were closed for 2 days due to snow. 5–9 days of CPO across the three courses.
- Rainfall for year – 67" @ Toqua, 76" @ Tanasi & 94.53" @ Kahite over 126 rain events

	<u>Current Month</u>				
	Dec-20	2020 Budget	2019 Actual	Variance From Budget	Variance From 2019
Member Rounds	3,762	2,689	2,815	1,073	947
Guest Rounds	473	325	395	148	78
Total Rounds	4,234	3,014	3,210	1,220	1,025
	<u>Year to Date</u>				
	Through Dec-20	2020 Budget	2019 Actual	Variance From Budget	Variance From 2019
Member Rounds	88,569	68,216	71,172	20,353	17,397
Guest Rounds	14,201	10,500	1	3,701	14,200
Total Rounds	102,770	78,716	71,173	24,054	31,597

# Historical Rounds Summary

2021 – budgeted 78,107

2020 – 102,770

2019 – 75,351

5 yr. average excluding 2020 – 71,740

## Total Rounds

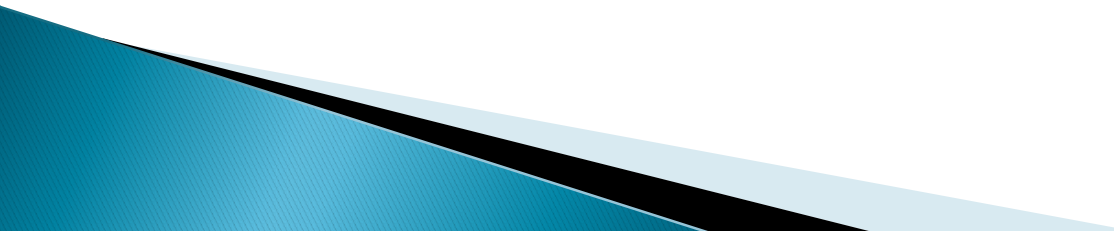
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	Over/Under Prior Year	
2005	3,341	3,656	4,852	7,814	10,097	9,702	9,655	9,222	9,124	9,587	6,571	3,870	87,491		
2006	4,427	3,318	6,399	8,905	10,353	9,908	10,383	9,245	8,789	9,256	6,403	4,872	92,258	5.4%	
2007	3,178	2,822	7,415	7,015	9,055	8,289	8,137	7,084	6,694	7,682	5,326	3,494	76,191	-17.4%	*Toqua was closed 4/1 - 12/31
2008	2,453	3,007	4,002	10,428	10,429	10,676	10,297	10,328	9,177	9,723	5,564	3,128	89,213	17.1%	*Toqua was closed 1/1 - 4/1
2009	2,113	3,400	8,776	8,424	9,545	10,389	9,829	9,389	7,844	7,276	6,578	1,903	85,466	-4.2%	Unusual Year Due to Toqua Closure
2010	1,695	1,645	6,033	9,306	9,785	8,968	9,325	8,740	7,199	7,192	4,589	1,184	75,661	-11.5%	*Tanasi and Toqua Closed Part of Year
2011	1,406	2,984	5,578	6,774	9,903	9,469	8,759	9,081	7,154	7,943	5,507	4,031	78,589	3.9%	
2012	2,673	3,521	6,475	8,720	9,787	8,814	8,439	9,284	7,513	7,831	5,678	3,322	82,057	4.4%	
2013	1,847	2,779	3,487	7,350	9,265	8,411	8,943	9,037	7,802	8,119	4,395	2,522	73,957	-9.9%	
2014	1,462	2,264	4,877	7,245	9,408	8,671	8,878	8,344	8,174	7,891	4,161	2,791	74,166	0.3%	
2015	1,911	1,188	4,285	7,574	9,894	7,740	8,436	8,368	7,132	7,193	4,289	3,331	71,341	-3.8%	
2016	1,270	2,095	5,010	8,011	9,222	8,330	7,820	7,902	7,437	8,426	5,413	1,766	72,702	1.9%	
2017	2,250	3,227	4,361	6,695	8,417	7,600	8,421	8,606	7,871	7,981	4,784	2,914	73,127	0.6%	
2018	1,673	2,133	3,603	6,429	8,695	8,160	8,652	8,180	6,930	7,660	3,389	2,218	67,722	-7.4%	
3-Yr. Avg	1,731	2,485	4,325	7,045	8,778	8,030	8,298	8,229	7,413	8,022	4,529	2,299	71,184	-10.0%	Cumulative Increase/Decline Since 2011
4-Yr. Avg	1,776	2,161	4,315	7,177	9,057	7,958	8,332	8,264	7,343	7,815	4,469	2,557	71,223		

# 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
  - \$28,608 in December for annual total of \$332,000
- \$10,705.88 over in Maintenance Costs (Timing – \$10K under YTD)
  - Fall Programming, Golf Carts, Equipment, etc.

# Golf Capital Requests – January 2021

- ▶ Cartpath Replacement at Tanasi
    - Budget amount – \$40,000
    - Request amount – \$40,000
    - Bid is from 'Equipment on Call' who did the previous cartpath work as well as the range pad extension at Toqua
  
  - ▶ Bunker Renovation at Tanasi
    - Budget amount – \$30,000
    - Request amount – \$30,000
    - In-house project includes all materials costs
  
  - ▶ Purchase Finn Cycles at Kahite
    - Budget amount – \$10,000
    - Request amount – \$8,592
    - Ride share program includes the option to purchase within first 6-months
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# Golf LRIP–Capital for 2021

GOLF LRIP							
Priority					Budget		
1	Golf Cart Fleet at Kahite			Replacement	210,000		
2	Tanasi Golf Cart Batteries			Replacement	50,000		
3	Finish Bunker Renovation at Tanasi			Renovation	30,000		
4	Renovate Front 9 Bunkers at Kahite			Renovation	250,000		
5	Cartpath Replacement at Tanasi			Replacement	40,000		
6	Toqua Practice Facility Design			Renovation	5,000		
7	Extend Range Pad at Toqua			Improvement	10,000		
	Toqua Clubhouse Parking Lot			Improvement	50,000	F&B pays for other 1/2	
8	Rough Mower for Toqua			Replacement	75,000		
9	Greensmowes for Tanasi			Replacement	80,000		
10	Greensmowes for Kahite			Replacement	80,000		
11	Second Trackman Unit			Improvement	25,000		
12	Purchase Finn Cycles at Kahite			Improvement	10,000		
13	Range Picker for Toqua			Replacement	10,000		
14	Greens Fan for Toqua			Replacement	10,000		
15	Heavy Duty Utility Vehicle for Tanasi			Replacement	26,000		
16	Heavy Duty Utility Vehicle for Kahite			Replacement	26,000		
					987,000		
	Golf Reservation-POS			Replacement	TBD		
	Teaching-Fitting-Simulator Facility			Improvement	500,000	Fundraising	

# Unlimited Package Update – as of 1 / 5 / 2021

- ▶ Unlimited Member Individual – YTD – 124 / Budget – 120
  - Unlimited Cart – YTD – 29 / Budget – 14 ('20 – 15, '19 – 15)
- ▶ Unlimited Member Two-Person Household – YTD – 67 / Budget – 40
  - Unlimited Cart – YTD – 29 / Budget – 16 ('20 – 18, '19 – 11)
- ▶ Unlimited Member Twilight – YTD – 181 / Budget – 200  
( '20 – 220, '19 – 138)
  - POA Cart – YTD – 98
  - Private Cart – YTD – 58



## Golf Operations Updates

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### **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



# Golf Calendar Updates

Please stay tuned for additional updates:

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

# 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



- ▶ 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

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# Golf Course Updates

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



# Golf Marketing-Communications

- Year-end Newsletter is in production where Golf will again have a big presence
- Monthly 'Tellico Village Golf Talk' –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 3,000 acres along Tellico Lake. Established in 1976, 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, four 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 18,000 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  
@tanasi

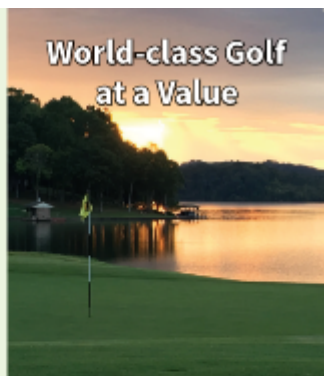
## THE LINKS AT KAHITE

400 Kahite Trail  
Vonore, Tennessee 37885  
(865) 488-7829  
@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 dining terrace, short-game practice area and practice putting green. It has a brand-new clubhouse that opened in 2015, 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 2015 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 abilities, as well as a selection of teas to best fit your game. Our Black Championship tees measure 6,251 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 fat landing areas and big undulating greens.

Tanasi also has an expansive parking 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 300 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 2009, 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@tellicovillage.org • www.tellicovillage.org  
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# Dress Code Review–Recommendations

## Golf Facility Dress Code

TV POA dress code is mandatory for all players. Players improperly dressed will be asked to change before being allowed to begin play. The dress code is as follow:

### GENTLEMEN


Acceptable: Shirts with a collar and sleeves, mocks and golf crew polos (i.e. Tiger Woods) are considered appropriate golf attire. Sweatshirts and hoodies are acceptable for winter attire. Slacks, dress denim and golf shorts up to four inches above the knee are considered appropriate golf attire.

Unacceptable: tank tops, tee shirts, fishnet tops, cut-offs, overalls, sweatpants, swim trunks, tennis shorts or other athletic shorts more than four inches above the knee and anything torn or tattered.

### LADIES

Acceptable: dresses, skirts, slacks, leggings, golf shorts up to six inches above the knee, dress denim, golf shirts, blouses and golf specific t-shirts are considered appropriate golf attire.

Unacceptable: halter tops, tank tops, fishnet tops, cut-offs, bathing suits, sweatpants, short shorts, other athletics shorts or anything torn or tattered.





# Golf Advisory Committee

## ▶ 2021 GAC Members

- Bob Brunetti – 2021
- Rose Howard – 2021
- Daryl Blevins – 2022
- Ron Coles – 2023
- Larry Fox – 2023
- Anne Parkhill – 2023
- Ricky Moore – 2023

## ▶ Election of Officers – can facilitate in February if lack attendance

- President -
- Vice President -
- Secretary -

## ▶ Committee Liaisons – can place in February if necessary

- Finance -
- Long-Range Planning -
- Recreation -
- Communications -

## ▶ 2021 Goals and Objectives – brainstorm and will finalize in February

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



# Other Business

➤ Other?

A serene sunset scene over a body of water. The sun is low on the horizon, creating a bright, glowing orb that reflects on the water's surface. The sky is filled with soft, orange and yellow clouds. In the foreground, a dark, silhouetted sand dune is visible, with a small flag on a pole standing on its right side. The overall mood is peaceful and contemplative.

Thank you? Any questions?