



# Tellico Village Golf

World Class Golf at a Value

GAC Meeting – April 12<sup>th</sup>, 2021

# Agenda

- ▶ Welcome & Opening Comments (Hybrid Meeting)
- ▶ Approval of Minutes
- ▶ Golf Rounds and Financial Report
  - Capital Requests
    - Golf Cart Fleet Updates
    - Kahite Bunkers
    - Toqua Rough Mower
- ▶ Golf Advisory Committee Updates
  - Committee Liaisons Reports
    - FAC – Ron Coles
    - LRPAC – Bob Brunetti
    - CAC – Larry Fox
    - RAC – Rose Howard
    - ACC – Daryl Blevins
  - 2021 Goals and Objectives
  - 2021 Tellico Village Handicap Committee
- ▶ Golf Operations Updates – C. Sykes
  - COVID-19 – Procedure Update (Status quo)
  - Golf Calendar Updates/ Upcoming Events
    - Available on the [www.golftellicovillage.com](http://www.golftellicovillage.com) website
- ▶ Golf Course Updates – Golf Supers
- ▶ Golf Marketing Updates
- ▶ Other?

# Approval of March Minutes

## **GOLF ADVISORY COMMITTEE MINUTES**

March 8, 2021

Present: Ron Coles, Rose Howard, Ricky Moore, Larry Fox, Bob Brunetti, Anne Parkhill, Howard Higby, Lisa McCray (Marketing), and Pat White (POA)

Virtual attendees – Jordan Clark, George Curran and Norris Shake

The meeting was called to order by Ron Coles at 3:30 PM.

The February 2021 meeting minutes were approved.

### **ROUNDS**

Chris Sykes reported on the rounds for February 2021. The total of member and guest rounds for February was 3603. This is really good considering we had a very cold and wet February. There were 17 CPO days across all three courses.

Rainfall for February – 5.57" @ Toqua, 5.5" @ Tanasi, 5.7" @ Kahite

### **FINANCIALS**

February also was a very strong month for golf, member and guest revenue was up and expenses were down

## **GOLF CAPITAL REQUESTS FOR 2021**

1. Number 1 priority is the replacement of the entire golf cart fleet for all three courses (180 Carts). Many failures during the year that took away from the overall golf experience on our three courses. We have been working on this for months to come up with the best solution possible. Trying to get one course with new carts in April and the other two courses in May in anticipation of another heavy golf season.

- Seller's Market = Opportunity of a Lifetime (approx. \$400K trade value).
- Free Use Equipment with Operating lease at a value of \$60K.
- Regional market trend is going with Lithium on a 4–5-year Operating Lease
- Lithium Batteries
  - Can be quick charged if necessary, as does not lose life, battery life is level over time
  - Carts must go 45-54 holes
- Better Cars with more standard options for a better overall Golf Experience
  - Premium Seats
  - USB Ports
  - Coolers
  - Sand Bottles
- 60-month Operating Lease - \$69.51 per car and \$150,141.60 per year

GAC made a motion to move forward with purchasing the golf carts and was approved. This will now move to the next level of approval.

2. Front 9 Bunker completion at Kahite
3. Golf Training Facility

# Approval of March Minutes

## **GOLF OPERATIONS**

Bunker renovation at Tanasi complete  
Cart path replacement at Tanasi complete except for a couple of curbs  
Range Pad at Toqua completed in December

Golf Calendar is on the Golf Website. [www.golftellicovillage.com](http://www.golftellicovillage.com)

Trackman Tuesdays have started in the Toqua Pavilion.

Mini Golf Wednesdays Jan 27<sup>th</sup> – March 10<sup>th</sup>

Golf and Food Service are working on new incentives. A beverage cart will be tested at Tanasi starting in late March.

All Vendor Demo Day April 9<sup>th</sup> at Toqua

## **GOLF COURSE UPDATES**

March 15-19 will be Aeration on all three courses. See schedule and course closures below.

Toqua

- March 17 Closed
- March 18 Closed
- March 19 Noon start time

Tanasi

- March 15 Closed
- March 16 Closed
- March 17 Noon start time

Kahite

- March 16 Closed
- March 17 Closed
- March 18 Noon start time

## **Election of Officers for 2021 and Liaison Roles**

- Ron Coles – Chair and FAC Liaison (2023)
- Bob Brunetti – Vice Chair and LRPAC Liaison (2021)
- Larry Fox – Secretary and CAC Liaison (2023)
- Rose Howard – RAC Liaison (2021)
- Daryl Blevins – ACC Liaison (2022)
- Anne Parkhill – (2023)
- Ricky Moore – (2023)

Meeting adjourned at 4:48 PM

Next meeting is scheduled for April 12, 2021 at 3:30

Thanks,

Larry Fox, Secretary



# Rounds Report – March 2021

- March is green aeration month and we had well above average rainfall.
- Rainfall for month – 8.26" @ Toqua, 8" @ Tanasi, 7.6" @ Kahite over 8-11 rain events, which lead up to 12 days of CPO across the three courses.

	Mar-21	2021 Budget	2020 Actual	Variance From Budget	Variance From 2020
Member Rounds	6,767	3,562	4,799	3,205	1,969
Guest Rounds	901	468	500	433	401
Total Rounds	7,668	4,030	5,298	3,638	2,370

	Through Mar-21	2021 Budget	2020 Actual	Variance From Budget	Variance From 2020
Member Rounds	13,434	7,182	9,243	6,252	4,191
Guest Rounds	1,449	807	990	642	459
Total Rounds	14,883	7,989	10,233	6,894	4,650

# 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		

# Unlimited Package Update – as of 4/1/2021

- ▶ Unlimited Member Individual – YTD – 159/ Budget – 120
    - Unlimited Cart – YTD – 33/ Budget – 14 ('20 – 15, '19 – 15)
  
  - ▶ Unlimited Member Two-Person Household – YTD – 83/ Budget – 40
    - Unlimited Cart – YTD – 32/ Budget – 16 ('20 – 18, '19 – 11)
  
  - ▶ Unlimited Member Twilight – YTD – 267/ Budget – 200 ('20 – 220, '19 – 138)
    - POA Cart – YTD – 146
    - Private Cart – YTD – 89
- 

# Financial Report – February 2021

				February 2021		
				2021	2021	
				Actual	Budget	Variance
Revenue				\$93,310.64	\$86,226.72	\$7,083.92
Expense				\$527,091.99	\$491,416.91	\$35,675.08
Net Income (Loss)				(\$433,781.35)	(\$405,190.19)	-\$28,591.16
					Year-to-date	
				2021	2021	
				Actual	Budget	Variance
Gross Profit				\$182,477.51	\$137,912.58	\$44,564.93
Expense				\$800,481.62	\$825,363.08	(\$24,881.46)
Net Income (Loss)				(\$618,004.11)	(\$687,450.50)	\$69,446.39

# 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	

# New Golf Cart Fleets

TE\_SC-PLATINUM\_SS-GREY\_BLACK\_BLACK



# Visage Control Center

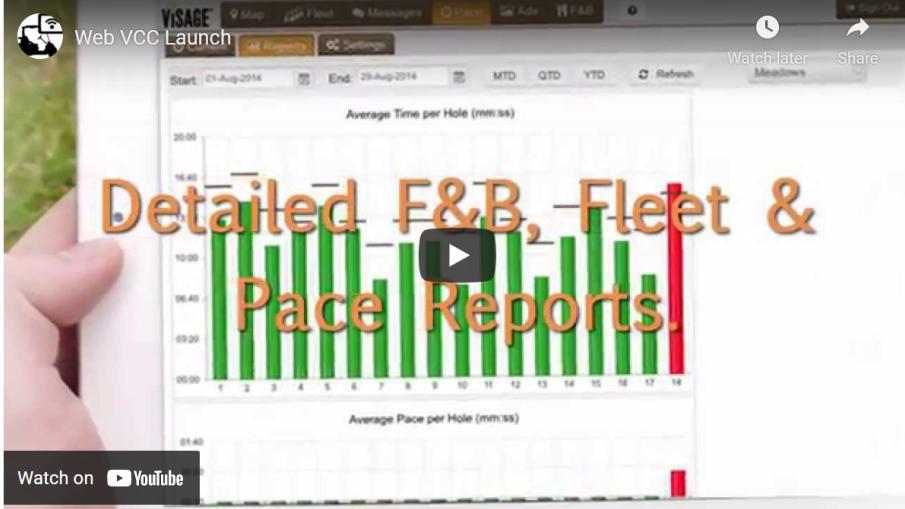
HOMETRAININGRESOURCESFAQCONTACT USSearch

Google Custom Search

## VISAGE TRAINING CENTER


- GETTING STARTED
- REAL-TIME MAP
- ACTION ZONES
- FLEET MANAGEMENT
- PACE OF PLAY
- FOOD & BEVERAGE
- SENDING MESSAGES
- PIN PLACEMENTS
- VISAGE DISPLAY UNIT
- TROUBLESHOOTING
- ADVERTISING

## THE VISAGE CONTROL CENTER (VCC)




Web VCC Launch

Watch on YouTube



VCC OVERVIEW



ACCESSING THE VCC

View the [Summer 2016 Visage Release Notes](#) to learn about new features in the latest release.

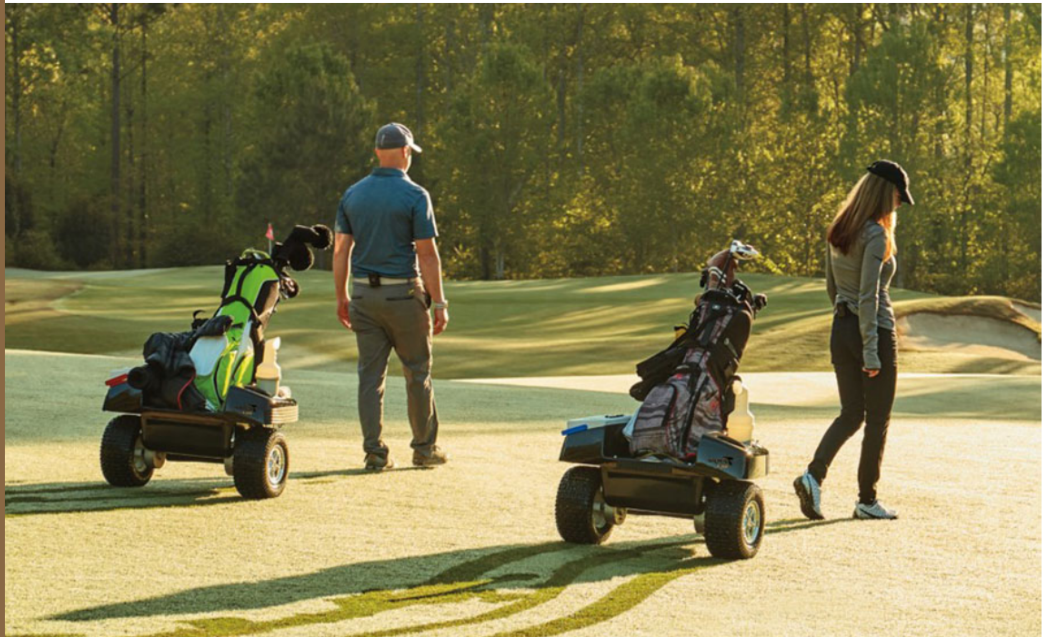


# TEMPO WALK

## A NEW OPPORTUNITY FOR REVENUE, HEALTH WELLNESS, AND PLAY

Help golfers rediscover the beauty of your course with Tempo™ Walk, a hands-free, autonomous caddy that offers GPS yardage, carries bags, coolers, and other accessories.

When golfers don't have to worry about pushing and pulling a handcart or carrying their clubs, they can focus on everything that first attracted them to the game: the traditions, strategy, competition, and friendship found in a foursome.



## THE ANYTIME CADDIE

Caddies and cars will always have a place in the game. Tempo Walk combines the best that both have to offer by using technology to bring back the simplicity of the game in an exciting, revenue-generating way.

The Tempo Walk is a smart way to build new relationships with golfers, improve the pace of play, and generate excitement across the course.

Contact Us ✓



## 2021 Capital Project Funding Request – Kahite F9 Bunker Renovation

- Manager: Jordan Clark/ Chris Sykes
- Budget Amount: \$250,000
- Request Amount: \$ 250,000
- Source of Funds: Amenity Reserve
- Finance Advisory Committee Approval? TBD
- Project Justification: The bunkers at Kahite for all intent and purposes failed years ago. A total renovation-rebuild is necessary and long overdue. We are recommending the low bid from 'A Little Bit of Everything' who has performed work at high level in the Village before in addition to multiple high-end golf course projects in the greater Knoxville area. We are fortunate to have someone with their expertise local.
- Bid #1 – A Little Bit of Everything (Hybrid) \$250,000
- Bid #2 – Sanders Golf (Turnkey) \$415,651.75
- Bid #3 – Duinick (Hybrid) \$367,171.64
- Requested Board of Directors Action: Approve request for purchase and funding from the Amenity Reserve.

## 2021 Capital Project Funding Request – Toqua Rough Mower

- Project Description: Rough Mower for Toqua Golf Club.
- Manager: Chris Sykes
- Budget Amount: \$ 75,000
- Request Amount: \$ 73,481.08
- Source of Funds: Amenity Reserve
- Finance Advisory Committee Approval? TBD
- Project Justification: Replacement Rough Mower for Toro 4700 that is 10 years old with over 4000 hours
- Bid #1 - Combo bid with Ladd's Trimax Snake S2 400 Tri-Deck Roller Mower and Kubota MX6000HST 4WD Turf Tractor from Tyler Brothers Equipment
- Requested Board of Directors Action: Approve request for purchase and funding from the Amenity Reserve.



**6881 APPLING FARMS PARKWAY  
MEMPHIS TENNESSEE 38133**  
jrump@bobladd.com

# PROPOSAL

**Quotation To:** Tellico Village

**Date:** 3/30/2021

**Reference** Turf Equipment

**ATTN:** Wells McClure

WE ARE PLEASED TO SUBMIT THE FOLLOWING QUOTATION FOR YOUR CONSIDERATION

	Equipment Specifications	Price Ea	Total
<b>1</b>	<b>Trimax Snake S2 400 Tri-Deck Roller Mower</b> 13' 1" cutting width, 3 multi-spindle double roller mowing decks, PTO drive, sealed blade spindles, full length rollers easy height adjustment, road transportable with optional kit, minimum 45hp tractor required.		<b>\$ 35,690.00</b>
	<b>Options:</b>		
<b>2</b>	Anti-Wear Skid Assembly	\$ 145.00	<b>\$ 290.00</b>
<b>1</b>	On-Call Kit		<b>\$ 279.00</b>
<b>1</b>	Kubota Orange Cool Top Canopy		<b>\$ 1,085.00</b>
<b>1</b>	<b>Kubota MX5400HST 4WD Tractor</b> With rear remote hydraulics, front weight bar & weights.		<b>\$ 29,900.00</b>
	<b>Total</b>		<b>\$ 67,244.00</b>

Prices quoted are those in effect at the time of quotation. This quotation is subject to acceptance within 15 days.

**ACCEPTED:**

**Company**

**By**

**Title**

**Date**

Yours Very Truly,

**Jeff Rumph**

**LADD'S**



**TYLER BROTHERS  
FARM EQUIPMENT, INC.**

1832 W. Lamar Alexander Pkwy • Maryville, TN 37801  
Tel: (865) 983-2245 • Fax: (865) 982-1419

**Kubota**

**BUSH HOG**

Invoice #	100-0
Date	4/9/2021
Time	3:13 PM

PO #:	
Document #:	100-15120
Due Date:	4/9/2021

Salesman:	BYRON HOUGHTON
Ship Via:	
Terms:	Upon Receipt

LADD'S
6881 APPLING FARMS PARKWAY
MEMPHIS TN 37932
Contact: RUMPH, JEFF (865) 680-4836

Wholesale Estimate

Reprint

Ship To:

Item Number	Description	Qty	Price	Amount	Disc	Subtotal	Sales Tax	Extended Amount	Back Order	Drop Ship
3	WHOLEGOOD ITEM									
2021	KUBOTA MX6000HST WITH REAR REMOTE, FRONT WEIGHTS	1.00	\$31,300.00	\$31,300.00		\$31,300.00		\$31,300.00		

Cash	Check/Check#	CC/CC Type	On Acct.	Mfg Credit	CIT	Deposit	Other
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

**THANK YOU FOR YOUR BUSINESS.**



Summary of Charges
\$0.00 Taxable
\$31,300.00 Non-Taxable
\$31,300.00 Subtotal
\$0.00 Sales Tax
\$31,300.00 Total
\$0.00 Amount Tendered
\$0.00 Change Due

Customer Signature	Date
--------------------	------

Exempt Tax Cert #:	101173740
Expiration Date:	12/31/2023

Printed: 4/9/2021 4:01 PM

Page 1 of 1 Pages



# Greenville Turf & Tractor

701 Sandy Springs Rd.  
Piedmont, SC 29673  
866-485-8873 Toll Free  
888-884-7562 Fax

4.6.21  
Tellico Village  
Wells McClure  
200 Toqua Club Way Loudon TN 37774  
865-458-6546  
[wmcclure@tvpooa.org](mailto:wmcclure@tvpooa.org)

Territory Manager  
David Sluder  
[dsluder74@yahoo.com](mailto:dsluder74@yahoo.com)  
864-419-3369

## John Deere Golf & Turf Equipment Lease Proposal

Qty.	Order Codes	Description	National Account Unit Price	Extended National Account Total
4	1171TC	John Deere 2550E Hybrid Greens Mower	\$42,957	\$171,826
4	001A	US/Canada		
4	443	All Other Countries		
4	1024	20x10-10 4 Ply Smooth Tires		
4	1192	3 Wheel Drive		
4	1203	QAS 11 Blade Reels		
4	1300	Machine Grooved Front Rollers		
4	1602	Smooth Rear Rollers		
4	1490	Less Counter Weights		
4	3200	Yokes and Grass Catchers		
4	9743	Groomer Gear Drive		
4	9742	Groomers		
4	9750	Rear Roller Brush Drive		
4	9791	Power Rear Roller Brushes		
4	2009	Standard Seat		
4	BUC10675	LED Light Kit		
		2 Year Factory Warranty		
		Parts and Operators Manuals		
Net 10 Days				

2	1409TC	John Deere 2030A Pro Gator	\$27,386	\$54,773
2	001A	US/Canada		
2	1190	2 Wheel Drive		
2	1139	Standard Front Tires 23x10.5-12		
2	1161	Fairway Rear Tires 26x14-12		
2	2200	Factory Installed Hydraulics		
2	9776	Cargo Box		
2	9838	Rear Panel Window Kit		
2	9773	Governor Control Kit		
		2 Year Factory Warranty		
		Parts and Operators Manuals		

Net 10 Days

1	1736LV	John Deere 5055E Utility Tractor	\$33,203	\$33,203
1	202	US		
1	409	Operators Manuals		
1	1363	9/3 SyncSHuttle Transmission		
1	2006	4 Wheel Drive		
1	6040	Mechanical Front Wheel Drive		
1	6400	Less Mid Valves		
1	5113	21.5-16.1 Turf Tires		
1	6171	9.5-16 Turf Tires		
1	1799	Less Loader Prep Package		
1	LVB25334	Canopy		
1	BSJ10341	Canopy Mounting Kit		
1	BSJ10077	Horizontal Side Exhaust		
1	R133359	Offset Drawbar		
		3 Year Warranty		
		Parts Manual		
Net 10 Days				

2	1409TC	John Deere 2030A Pro Gator	\$29,069	\$58,138
2	001A	US/Canada		
2	1190	2 Wheel Drive		
2	1139	Standard Front Tires 23x10.5-12		
2	1161	Fairway Rear Tires 26x14-12		
2	2200	Factory Installed Hydraulics		
2	9776	Cargo Box		
2	9838	Rear Panel Window Kit		
2	9773	Governor Control Kit		
		2 Year Factory Warranty		
		Parts and Operators Manuals		

Net 10 Days

1		Progressive TDRX10	\$27,650	\$27,650
		1 Year Warranty		

Date: \_\_\_\_\_

## DISTRIBUTORS

**Quoted To:**  
Tellico Village Golf



**Quoted From:**  
Nashville Office  
525 Fairground Court  
Nashville, TN 37211  
615-726-8811

**Attn:**  
Chris Sykes

**Territory Manager:** G. Timothy Long, SCPS

Qty	Model	Description	Unit Price	Extended
4	04530	Greensmaster TriFlex Hybrid 3320		\$212,155.42
12	04655	14 Blade Cutting Unit		
12	04255	Narrow Wiehle Roller (One roller)		
12	04648	Universal Groomer Drive		
12	04802	Twin Tip Groomer Blade Assembly (21 Inch)		
12	04650	Universal Rear Rotating Brush		
4	04554	Light Kit - LED		
4	04714	3WD Kit		
2	07384	Workman HDX - 2WD (Kubota Gas)		\$51,159.29
2	117-4831	2 Inch Receiver Hitch Kit		
1	31905	Groundsmaster 1200	\$25,685.30	No Charge
1	31905	Groundsmaster 4700D		\$85,189.41
1	30669	Universal Sunshade, White		
1	MX5400	Kubota MX 5400 Tractor		\$27,605.00

Applicable taxes not included in prices or payment values

All pricing and payments based on total volume shown on this quote

<b>Payment Terms:</b>	<b>Net 10th Prox (Upon Credit Approval)</b>	<b>Sub Total</b>	\$376,109.11
Prices And Terms Shown Will Be Valid For 30 Days From Date Quoted. After This Period, We Reserve The Right To Make Any Necessary Adjustments To Prices And/Or Payment Terms.		<b>*Sales Tax</b>	
		<b>Total</b>	
<b>Quote Prepared By:</b>	<b>G. Timothy Long</b>	<b>Date:</b>	4/8/2021
<b>Quote Accepted By:</b>		<b>Date:</b>	

\* Sales Tax is subject to change based on the current rules and regulations in effect at the time of delivery.

# Golf Advisory Committee Updates

## ➤ Committee Liaisons Reports

- FAC – Ron Coles
- LRPAC – Bob Brunetti
- CAC – Larry Fox
- RAC – Rose Howard
- ACC – Daryl Blevins

# Golf Advisory Committee

## ▶ 2021 Goals and Objectives

1. Golf Course Value Statement – further Qualify and Quantify (Big for golf moving forward to Quantify total financial impact to all Villagers, not just golfers)
2. Develop Maintenance Guidelines for Golf Course and Landscape Maintenance Activities (Support Routine activities)
3. Continue to refine LRIP for all areas (Support Golf Projects)
  - a. Golf carts – improve program for major touch point related to overall golf experience
  - b. Complete F9 Bunkers at Kahite
  - c. Golf Training Facility plans
4. Marketing and Communications
  - a. Strategically target golfers for future Tellico Village Residents
  - b. Continue to expand-improve overall communications
5. Golf Programming (revenue)
  - a. Continue to evaluate and properly position Unlimited Programs
  - b. Continue to expand Player Development Programming
  - c. Continue to expand non-traditional Golf Opportunities
6. TEAM
  - a. Develop working relationship with Golf Management Team – orientation/ onboarding
  - b. BOD and all advisory committee relations

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

# Tellico Village Handicap Committee

- Chair – Howard Higby
- MGA – Mark McMahan
- LGA18 – Nancy McDaniel
- LGA9 – Penny Manczko

[www.usga.org/handicapping](http://www.usga.org/handicapping)

## Featured Handicapping Content



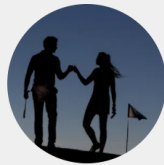
### Infographic: How to use your Handicap Index

Learn about the new Course and Playing Handicap calculations under the WHS



### Handicapping Statistics

Find out where your Handicap Index stacks up against other golfers in the U.S.



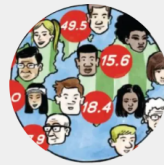
### Article: Want to Establish a Handicap Index? Join the Club

Learn about how to get a Handicap Index and what you need to know when starting out



### Infographic: Conducting a Competition Under the WHS

A detailed infographic to assist Committees with conducting net competitions



### Digital Book: Handicapping Reference Guide

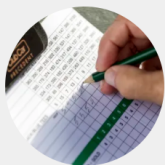
Digital version of an easy-to-read booklet covering everything a player needs to know



### Video: Playing Conditions Calculation Explained

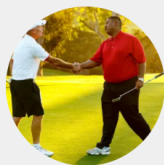
Learn about how daily scores are used to evaluate course and weather conditions

## Learn More About Handicapping



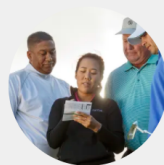
### Getting a Handicap Index

Find out how easy it is to establish a Handicap Index!



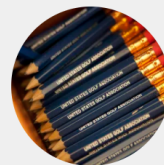
### Resources for Club Admins

Educational Materials for the Club Administrator



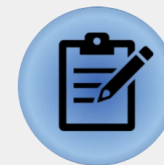
### Resources for Players

Educational Materials for Players



### FAQs

In Q&A form, learn about the WHS and Rules of Handicapping



### Articles

Read about popular topics and various features of the WHS





## 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 – April – June

## Highlights:

- ▶ Beautification Tournament @ Toqua on Saturday, April 17<sup>th</sup>
- ▶ Sr. Club Championship @ Toqua on Saturday, April 24<sup>th</sup> & @ Tanasi on Sunday, April 25<sup>th</sup>
- ▶ MGA Spring Fling – May 8<sup>th</sup>
- ▶ Lion's Club – May 15<sup>th</sup>
- ▶ Red-Tailed Hawk Invitational – June 16<sup>th</sup> – 19<sup>th</sup>
- ▶ LGA18 – Diamonds in the Rough Member-Guest – June 22<sup>nd</sup>
- ▶ Junior Golf Camp – July 5<sup>th</sup> – 9<sup>th</sup>

Entire 2021 Calendar is available @ [www.golftellicovillage.com](http://www.golftellicovillage.com)



14<sup>th</sup> Annual Beautification Tournament  
Saturday, April 17, 2021 – 9 a.m. Shotgun  
Toqua Golf Course

# SUPERINTENDENT'S REVENGE TOURNAMENT

- Entry - \$45 per person
- Includes lunch & range balls.
- Excludes Green & Cart Fees

Great surprises from our “Supers”  
on the course!  
Lunch & silent auction in the pavilion.

Signup sheets at  
all pro shops.

Payment by cash or check  
at Toqua on the day of the tournament.

SIGNUP DEADLINE – Wednesday, April 14.

Proceeds fund golf course beautification.

## Benefits: Kahite, Tanasi, and Toqua Volunteer Beautification Committees

Volunteers weed, plant, paint, build, fertilize golf course property surrounding club house grounds, areas around course restrooms, gardens bordering greens, tee boxes, fairways.

## Superintendent's Revenge

Regular scramble with the enhanced fun of playing around obstacles that the Toqua supers and their helpers will put out to surprise players.

## Door Prizes

Wonderful variety of donated door prizes given out at lunch. One chance per \$5 ticket that also gives a player 2 mulligans.

## Silent Auction

A Silent Auction has been added this year. Make your bids, check to make sure no one is outbidding you. Awarded at lunch.

## Cost

\$45 paid when you arrive at Toqua. Excludes cart and greens fees. Includes cash prizes based on a full field of competitors, lunch and beer.

Hope to see you there!





**TELLICO VILLAGE**  
**Red-Tailed Hawk Invitational**  
**June 16<sup>th</sup> – 19<sup>th</sup>, 2021**

**April 9, 2021**

**TO:** Tellico Village Membership

**FROM:** 2021 Red-Tailed Hawk Invitational Tournament Committee

**RE:** 2021 Tournament Entry

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The *Red-Tailed Hawk Invitational* (formerly known as the Men's Member-Guest Tournament) is the elite event in Tellico Village, showcasing our golf courses, our facilities and the lifestyle that makes the Village such a special place to live and enjoy the great game of golf.

The 2021 Tournament Committee has been working to put together the best event possible, which includes going back to our traditional dates and format following our golf only event during the coronavirus pandemic of 2020. The 2021 Red-Tailed Hawk Invitational is scheduled to be held on **Wednesday, June 16<sup>th</sup> – Saturday, June 19<sup>th</sup>**. Our guests will be able to experience the best that East Tennessee and Tellico Village has to offer.

**EVENT HIGHLIGHTS:**

- The 2021 *Red-Tailed Hawk Invitational* will be held at Toqua Golf Club and The Links at Kahite
  - Wednesday, June 16<sup>th</sup> – Practice Round
  - Thursday, June 17<sup>th</sup> – Two 9-hole Matches
  - Friday, June 18<sup>th</sup> – Two 9-hole Matches
  - Saturday, June 19<sup>th</sup> – Final 9-hole Match
  - Saturday, June 19<sup>th</sup> – Championship Shootout at Toqua Golf Club
- Matches will begin at 8:30 a.m.
- Field will consist of a maximum of 14 flights with six teams per flight
- Five 9-hole matches: your team will play a match against every team in your flight for a fun and challenging competition
- The format for all five matches will be four-ball (2-person best ball)
- All tee assignments will be from the tee from which your handicap is established
- The maximum handicap differential between partners is 15.0. Teams with greater differentials may still participate; however handicaps will be based on the maximum allowable differential.
- Optional "Skins Game" within each flight
- Breakfast and lunch on Thursday and Friday, Breakfast on Saturday
- Tellico Village Home Tour on Friday afternoon featuring beautiful homes from some of Tellico Village's finest home builders
- Awards Cocktail and Dinner Party at the Tellico Village Yacht Club
- ***Unparalleled FUN!!!***

Past year participants have the first opportunity to sign up for this event. However, every year there have been numerous opportunities for NEW teams to sign up and participate in the event. Because there is an excellent probability that there will be more NEW teams applying than available slots, a lottery will be held to determine which teams get in the event and also determine the order of the waiting list. Based on prior years' experience the chance of "winning" this lottery and gaining entry into the *Red-Tailed Hawk Invitational* will likely be as great as **\$0:50 or greater!**

Attached, please find an application for the 2021 *Red-Tailed Hawk Invitational*. If you are interested in participating in this year's event, **you must return a completed application to the Toqua proshop by Friday, April 30<sup>th</sup> at 5:00 p.m.** The lottery to determine new teams in the event will be held at the Toqua Proshop at **9:30 a.m. on Monday, May 3<sup>rd</sup>**. Incomplete applications will be returned and not considered in the lottery (*including entry fee, all necessary information about your guest's home course and handicap information*).

Below is an outline of more specific details about the *Red-Tailed Hawk Invitational*:

**Wednesday, June 16<sup>th</sup>:** Optional practice round at Toqua Golf Club, The Links at Kahite or Tanasi Golf Club (included in entry fee).

**Wednesday Night, June 16<sup>th</sup>:** Enjoy a "Stag" Party for competitors. This event includes a buffet dinner and tournament gift shopping in the **Titleist and FootJoy** proshops. Each player receives \$100 credit, with products deeply discounted for participants. Tournament programs will also be distributed this evening.

**Thursday, June 17<sup>th</sup>:** First day of competition, matches 1 and 2. Play will begin at 8:30 a.m. at Toqua Golf Club and The Links at Kahite. Breakfast will be available at the Toqua Pavilion and Kahite Portico at 7:00 a.m. with lunch served after play.

**Friday, June 18<sup>th</sup>:** Second day of competition, matches 3 and 4. Play will begin at 8:30 a.m. at Toqua Golf Club and The Links at Kahite. Breakfast will be available at the Toqua Pavilion and Kahite Portico at 7:00 a.m. with lunch served after play.

**Friday, June 18<sup>th</sup>:** *"Builders of Tellico Village"* Home Tour in the afternoon – based on availability.

**Saturday, June 19<sup>th</sup>:** Final day of competition at Toqua Golf Club and The Links at Kahite, match 5. Play will begin at 8:30 a.m. Full breakfast at 7:00 a.m.

**Saturday, June 19<sup>th</sup>:** Our **CHAMPIONSHIP SHOOTOUT** will begin at 1:00 p.m. at Toqua Golf Club where all flight winning teams will compete to determine the **2021 RED-TAILED HAWK INVITATIONAL CHAMPIONS**. Spectators are allowed and *encouraged!*

**Saturday, June 19<sup>th</sup>:** Awards presentation, cocktail party and closing dinner at the Tellico Village Yacht Club.

You may return your application by mail or in person to the Toqua Golf Club. The cost for the 2021 Member-Guest is just **\$700.00** per team, which affords you and your guest the following:

- 63-holes of golf for each Member and Guest
  - Breakfast for all three tournament rounds on Thursday, Friday and Saturday
  - Lunch for the tournament rounds on Thursday and Friday
  - Dinner for each Member and Guest including spouses on Saturday night
  - Beverages including beer at each event location
  - \$100 shopping spree for each member and guest
  - Ladies Luncheon and home tour on Friday afternoon
  - Additional prize opportunities for Flight Winners, Runners-up and Overall Champion
- \*\*\*Overall value of well over \$800\*\*\*

A check payable to the *"TVPOA"* must be included with your completed application. **Applications are due by 5:00 p.m. on Monday, May 3<sup>rd</sup>**.

If you have questions, please contact Chris Sykes via email at [csykes@tvpoa.org](mailto:csykes@tvpoa.org) or by phone at (865) 458-6546. We hope that you consider participating in this outstanding event.

Your Member-Guest Committee,

Howard Higby, Barry Corle, Tom McPhee, Neal Cowley, Chris Sykes, Adam Jacob



## 2021 Red-Tailed Hawk Invitational

*Toqua Golf Club and The Links at Kahite*

*June 16<sup>th</sup> – 19<sup>th</sup>, 2021*

**Tournament Format:** 2-Person Teams, Multiple 9-Hole Matches  
Practice round on Wednesday, Two Matches on Thursday and Friday, One Match on Saturday with the Championship Playoff on Saturday afternoon.

**Entry Fee:** \$700.00 per 2-person team, including:

- *Green & Cart Fees for 3 Tournament Rounds and 1 Practice Round*
- *Full Breakfast for 3 Tournament Rounds, Lunch for 2 Tournament Rounds*
- *Awards Dinner for each Member and Guest including spouses*
- *\$100 shopping spree for each Member and Guest*
- *Flight Winner Trophies*
- *Champion's Award for the Overall Winning Team*

Name: \_\_\_\_\_ Email Address: \_\_\_\_\_

Address: \_\_\_\_\_ GHIN Number: \_\_\_\_\_

\_\_\_\_\_ Current Handicap Index: \_\_\_\_\_

Phone: \_\_\_\_\_ Tee: \_\_\_\_\_

### **Guest Information**

Name: \_\_\_\_\_ Email Address: \_\_\_\_\_

Address: \_\_\_\_\_ GHIN Number: \_\_\_\_\_

\_\_\_\_\_ Current Index: \_\_\_\_\_

Home Club: \_\_\_\_\_ Tee: \_\_\_\_\_

Home Club Address: \_\_\_\_\_

\_\_\_\_\_

Club Professional: \_\_\_\_\_ Home Club Phone: \_\_\_\_\_

# First ever All Vendor Demo Day a Huge Success!

**DEMO DAY**  
APRIL 9, 2021

**HÁMARKI**  
HAMARKIESO.COM

**Callaway**  
**cobra**

**Tellico Village**  
Toqua Tononi Kohite

**Tecolast**  
**PING**

**12 PM to 5PM**  
**TOQUA GOLF CLUB**

**FITTINGS** | **WELLNESS**  
FREE USING TRACKMAN | HAMARKI WELLNESS ON-SITE SAMPLES

**DISCOUNTS** | **MEDIA**  
INCREDIBLE DEALS | SPORTS ANIMAL RADIO COVERAGE

FREE HOT DOGS, BURGERS, WATER, & SOFT DRINKS COURTESY OF AWE HOSPITALITY!

COLD BEER AVAILABLE FOR PURCHASE!





## Golf Course Updates

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# Golf Course Updates

- ▶ Spring Green Aeration Recap
- ▶ General Golf Course Updates
  - Toqua Golf Club
  - Tanasi Golf Club
  - The Links @ Kahite

# Drill and Fill Aeration

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# Benefits of Drill and Fill

- Team killed it and were able to knock out the entire process across all three courses in a week!
- Kudos to the entire Golf Course Team for pulling off this amazing accomplishment.







# Setup for Success

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# Golf Marketing-Communications

- Monthly 'Tellico Village Golf Talk'
- PGA Magazine Strategic Marketing via State Associations (Chicago, New York and California)
  - Women's Leaders in Golf Platform - Fall Event at Toqua on Monday, September 20<sup>th</sup>
- TGA Partner Program
  - Incremental found revenue and free state-wide advertising at a value of \$4K
- 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 1,800 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  
@tanasi-golf

## THE LINKS AT KAHITE

400 Kahite Trail  
Vonore, Tennessee 37785  
(865) 488-7829  
@kahitegolf

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

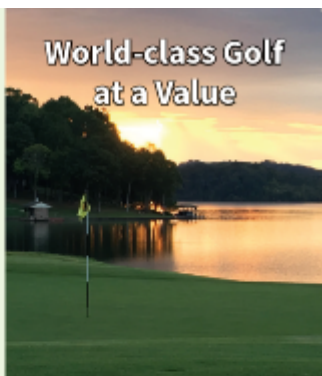
@tellicogolf



865-458-7061

info@mpcc.org @www.tellicovillage.org  
© 2012 Chris Reed Loudon, Tennessee 37774

## 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 Coff 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 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.







- **Other business?**
- **Any questions?**
- **Thank you for all your support for Golf in Tellico Village!**