



Tellico Village Golf

World Class Golf at a Value

GAC Meeting – August 9th, 2021

Agenda

- ▶ Welcome & Opening Comments
- ▶ Approval of Minutes
- ▶ Golf Rounds and Financial Report
- ▶ 2022 Budget Calendar
 - Golf Budget Directives
 - Capital Placeholders
- ▶ Golf Advisory Committee Updates
 - Committee Liaisons Reports
 - FAC – Ron Coles/ Chris Sykes
 - LRPAC – Bob Brunetti
 - CAC – Larry Fox
 - RAC – Rose Howard
 - Other?
 - Long-Range Planning Survey
 - Golf SWOT Analysis
 - 2021 Goals and Objectives
 - 2021 Tellico Village Handicap Committee
- ▶ Golf Operations Updates – C. Sykes
 - Golf Calendar Updates/ Recaps/ Upcoming Events
 - Available on the www.golftellicovillage.com website
- ▶ Golf Course Updates – Golf Supers
- ▶ Golf Marketing Updates
- ▶ Other?

Approval of June Minutes

GOLF ADVISORY COMMITTEE MINUTES

July 12, 2021

Present: Chris Sykes, Ron Coles, Rose Howard, Larry Fox, Bob Brunetti, Howard Higby, Daryl Blevins, Ricky Moore, John North, Wells McClure, Lisa McCray, Lucas Forstrom, Jim Barton, Pat White, Jeff McMillan

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

The May 2021 meeting minutes were approved.

ROUNDS

Golf rounds for June 2021.

Member Rounds 9534

Guest Rounds 2414

Rainfall for month – 3.34” @ Toqua, 4.25” @ Tanasi, 5.05” @ Kahite over 6 – 20 rain events, which lead up to 4 days of CPO across the three courses.

FINANCIALS

Unlimited Golf YTD 157 Unlimited Carts YTD 33

Unlimited 2 person Households Golf YTD 82 Unlimited Carts YTD 32

Unlimited Twilight Golf YTD 267

Revenue is up and expenses are down

Capital for 2021

- Golf Carts have been replaced at Kahite
- Good carts from Kahite have been redistributed to Toqua and Tanasi
- Club Car is having trouble getting plastic for new carts which will delay the carts at Toqua and Tanasi
- Request from Capital plan for another trackman.
- Motion approved to proceed with capital request
- Going to have a demo day for customers with private carts to get ClubCar Connect in their private carts.

Golf Calendar is available on the website www.golftellicovillage.com

Approval of June Minutes

Recent Events:

- ▶ Red-Tailed Hawk Invitational
- ▶ LGA18 – Diamonds in the Rough Member-Guest
- ▶ Junior Golf Camp

Upcoming:

- ▶ British Open Par 3 Event at Tanasi on Tuesday, July 13th
- ▶ LGA18 Member-Member at Kahite on Monday, July 26th
- ▶ MGA Match Play – July 29th, 30th and August 5th
- ▶ VFW Golf Tournament at Toqua on Saturday, August 7th

GOLF OPERATIONS

Kahite

- Bunker project going extremely well
- Mother nature throwing us a curve with all the rain over the last couple of weeks
- Project is still ahead of schedule
- Hired an Assistant Pro, Lucas Forstrom

Toqua

- Still down 2 full time employees
- Slowing down the green speeds due to the heat
- Aerated Orange and White tees
- Sodded hole #3 yellow tee box
- Toqua turns 35 this year

Tanasi

- Hired two full time positions
- Losing some student help at the end of August
- Adjusted greens and fairways, mowing a little higher for warmer temperatures
- Tanasi turns 25 this year

Meeting adjourned at 4:46 PM

Next meeting is scheduled for August 9, 2021 at 3:30

Thanks,

Larry Fox, Secretary

Rounds Report – July 2021

- Rainfall for month – 6.56" @ Toqua, 5.1" @ Tanasi, 5.95" @ Kahite over 7 – 10 rain events, which lead up to 5 days of CPO across the three courses.
- Typical disruptive summer thunderstorms in July for an otherwise average weather month.

	<u>Current Month</u>			
	Jul-21	2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	9,991	7,943	10,915	2,048 -924
Guest Rounds	2,457	1,351	2,019	1,106 438
Total Rounds	12,448	9,294	12,934	3,154 -486

	<u>Year to Date</u>			
	Through Jul-21	2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	53,002	38,582	49,274	14,420 3,727
Guest Rounds	10,300	6,267	7,044	4,033 3,256
Total Rounds	63,301	44,849	56,318	18,452 6,983

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 – June 2021

				June 2021		
				2021	2021	
				Actual	Budget	Variance
Gross Profit				\$354,570.86	\$344,862.45	\$9,708.41
Expense				\$386,695.10	\$385,338.93	\$1,356.17
Net Income (Loss)				(\$32,124.24)	(\$40,476.48)	\$8,352.24
				Year-to-date		
				2021	2021	
				Actual	Budget	Variance
Gross Profit				\$1,572,050.72	\$1,308,112.99	\$263,937.73
Expense				\$2,300,475.42	\$2,391,716.38	(\$91,240.96)
Net Income (Loss)				(\$728,424.70)	(\$1,083,603.39)	\$355,178.69

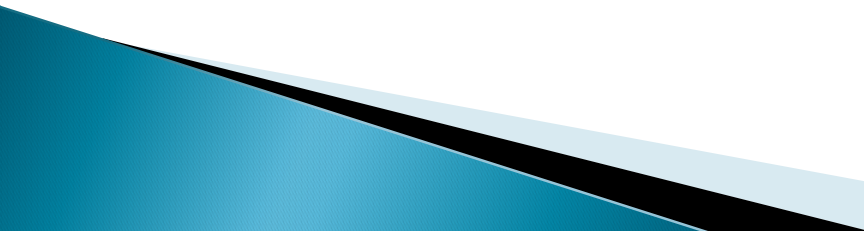
Golf LRIP–Capital for 2021

GOLF LRIP						
Priority					Budget	
1	Golf Cart Fleet at Kahite			Replacement	210,000	Cart Lease
2	Tanasi Golf Cart Batteries			Replacement	50,000	Cart Lease
3	Finish Bunker Renovation at Tanasi			Renovation	30,000	Completed
4	Renovate Front 9 Bunkers at Kahite			Renovation	250,000	In Process
5	Cartpath Replacement at Tanasi			Replacement	40,000	Completed
6	Toqua Practice Facility Design			Renovation	5,000	In Process
7	Extend Range Pad at Toqua			Improvement	10,000	Completed
	Toqua Clubhouse Parking Lot			Improvement	50,000	In Process
8	Rough Mower for Toqua			Replacement	75,000	Purchased
9	Greensmowes for Tanasi			Replacement	80,000	In Process
10	Greensmowes for Kahite			Replacement	80,000	In Process
11	Second Trackman Unit			Improvement	25,000	Request
12	Purchase Finn Cycles at Kahite			Improvement	10,000	Deferred
13	Range Picker for Toqua			Replacement	10,000	Cart Lease
14	Greens Fan for Toqua			Replacement	10,000	Completed
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

2022 Budget Calendar

- ▶ August 13th – FAC recommends preliminary budget assumptions at regular FAC meeting
 - ▶ August 18th – BOD approves budget guidance and assumptions for 2022 Operating Budget and 10-year plan
 - ▶ August 16th – September 21st – Controller meets with individual department heads to review/ answer questions
 - ▶ September 28th – FAC Workshop for Golf from 10:30 a.m. – Noon
 - ▶ October 1st – 8th – BOD Recommends Strategic Investments
 - ▶ October 27th – 28th – BOD Review of Final Draft from 9:00 a.m. – Noon at the POA Office
 - ▶ November 17th – BOD Approval of 2022 Budget at regularly scheduled Board Meeting
- 

2022 Golf Budget Directives

- ▶ World Class Golf at a Value
 - Provide our Members and Guests with the best possible Golf Experience at a Value
 - Afford Maximum Member access to the tee sheet, strategically fill need periods, maximize yield and control expenses
 - ▶ Golf Rates and Programs
 - Adjust Standard Fees for Inflation
 - Use Data to Direct Unlimited Programs
 - Tweak Promotional Programs to best fill need periods
- 

Golf LRIP–Capital Placeholders for 2022

Priority	2022			Budget	Status
	Toqua Buffalo Blower		Replacement	10,400	
	Toqua Medium Utility Vehicles		Replacement	27,000	
	Tanasi Medium Utility Vehicles		Replacement	27,000	
	Kahite Medium Utility Vehicles		Replacement	27,000	
	All Super 600 Multi-Purpose Vac		Replacement	46,800	
	All Fairway Aerator		Replacement	41,600	
	Renovate Front 9 Bunkers at Kahite		Renovation	250,000	
	Toqua GPS Guided Spray System		Improvement	8,800	
	Tanasi secondary rough mower (OF)		Replacement	36,000	
	Tanasi Turbine Blowers		Replacement	19,400	
	Kahite Pickup Truck		Replacement	36,400	
	Kahite small primary rough mower 3500		Replacement	46,800	
	Kahite Greens Roller		Replacement	20,800	
	Tanasi Golf Shop Carpet		Replacement	10,000	
	Kahite Range Ball Dispenser		Replacement	7,280	
	Greens Fan for Toqua		Replacement	10,000	
	Heavy Duty Utility Vehicle for Tanasi		Replacement	32,000	Carryover
	Heavy Duty Utility Vehicle for Kahite		Replacement	32,000	Carryover
				689,280	
	Pressure Washer System for each cart barn		TBD		Operating?
	Washer and Drier for each golf location		TBD		Operating?
	Expedite skid steer to offset some project costs				
	Golf Reservation-POS		Replacement	TBD	
	Teaching-Fitting-Simulator Facility		Improvement	500,000	Fundraising

NEW GOLF CART FLEET

The new Kahite golf cart fleet was delivered and put into operation on Monday, June 7th. The Golf Advisory Committee was on hand for a ribbon cutting ceremony to properly recognize this big day for Tellico Village Golf. This is the first of the three replacement fleets and we anticipate receiving the Toqua and Tanasi fleets sometime in mid-late July.

The new carts are a game changer for Tellico Village golf and will have an immediate positive impact on the overall golf experience.

The Club Car Tempo Connect was recently recognized as the 2020 Best Electric Golf Car by Golf Digest and more information can be found at www.clubcar.com.



Clubcar Connect will be available for Tellico Village Members Carts



CLUB CAR CONNECT

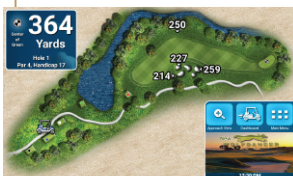
The Beginning of Greater Connectivity with Onward.

Use your own golf car on your neighborhood course now with Club Car Connect. Connect monitors available travel range, gives accurate pin placement and shows the status of your battery charge. Bluetooth Speakers allow for personalized music on and off the course. Connect is here and is now compatible with your electric Onward.

FEATURES

ENTERTAINMENT EVERYWHERE

No need for other hand held accessories like range finders. Visage Golf Experience provides accurate pin placement, and touch for distance on the screen.



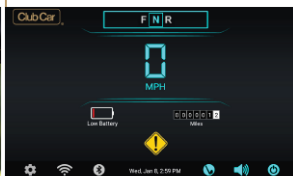
YOUR CAR, YOUR COURSE, YOUR WAY

The convenience helps reduce the hassle of having to lug your golf bag, your range finder and other equipment from your car to the fleet car.



PEACE OF MIND

Reduce anxiety around available travel range, receive alerts to status of your car battery charge, real time speedometer, odometer and engine alerts as needed.



NEED HELP FINDING SOMETHING?

Contact your sales representative or consumermarketing@clubcar.com

Part Number	MSRP	Description
47670557001	\$1,200	Club Car Connect for Onward (HP LHON)
47670557002	\$1,200	Club Car Connect for Onward

This product is also compatible with 2016 and newer electric Precedent and Tempo Club Cars.

©2019 Club Car LLC. Club Car believes the information and specifications in this piece of literature were correct at the time of printing. Specifications, standard features, options, fabrics and colors are subject to change without notice. Some features may be unavailable when your vehicle is built. There are no warranties, expressed or implied, contained herein. See the Limited Warranty in the owner's manual or write to: Club Car, PO Box 204658, Augusta, GA 30917. The company reserves the right to make design changes without obligation to make these changes on previously sold units or systems.

- Consumer Connectivity Kit can be installed on a member of Tellico Village that has a Club Car private cars year model 2014 or new gas or electric
- Kit comes with the “Golfer Experience Module” along with BlueTooth speakers, odometer, speedometer, battery range, engine alerts.
- Member will have access to GPS Yardages and Food and Beverage ordering for all three courses.
- Compatible with Ezgo and Yamaha cars. Package **would not** come with Bluetooth speakers.
- Ladd’s Knoxville would be the official dealer of the program.
- Tellico Village would have the opportunity to Track or Control the members cars once on property if they choose. (controlling Ezgo and Yamaha cars would have limitations)

Golf Advisory Committee Updates

- Committee Liaisons Reports
 - FAC – Ron Coles/ Chris Sykes
 - LRPAC – Bob Brunetti
 - CAC – Larry Fox
 - RAC – Rose Howard

Long-Range Planning Survey

GOLF – LRPAC Survey Questionnaire

Is someone in your household a golfer or interested in learning to play golf?

___ Yes

___ No

If you are not a golfer, do you have an appreciation for the Value that Golf has for all Tellico Village Residents? Tellico Village Golf has a huge positive impact on Golfers and Non-Golfers alike including but not limited to the following:

Golf and Recreation for overall health and well-being, Parkland activities, Added property value, Protected Greenspace including the Audubon Sanctuary Program, Neighborhood Drainage System, Clubgrounds and Common Property Maintenance, Golf Pro Shop and Gift Shop Revenues, Food and Beverage Revenue Impact, etc.

1. Do you feel that our golf courses should remain available for 'Parkland' activities so long as they do not interfere with golf activities? Y/N
2. Do you feel we should continue to partner with the Recreation Department in order to utilize our courses for other activities (such as biking)? Y/N
3. Do you feel that our courses should remain Audubon Certified in an effort to be good stewards of the environment? Y/N

Would you be willing to pay more for Golf to go 'Private'? (Member Play and Guest of Member Play only)

___ Yes

___ No



Long-Range Planning Survey

If you answered yes, how much more per round would you be willing to pay?

___ \$10

___ \$5

___ \$3

___ \$7

Golf has a number of infrastructure needs and is growing at a rapid rate. Please rank the following Golf Course Improvement Project Concepts from 1 – 7 (in order of priority where 1 is the top priority):

___ Expand the driving range-practice facility at Toqua

___ Build a climate-controlled golf studio for golf simulation, custom fitting, lessons and golf specific training

___ Redesign the Tanasi putting green into a world class short-game area

___ Build a separate Par 3 Course or Executive 9

___ Add a putting course


___ Redesign the 15th green at Tanasi to improve playability

___ Add a short-game practice area at Kahite

Other? _____

Golf SWOT Analysis – 9/3/2020

Strengths

- World Class Golf Courses – improving reputation across region-state
 - Excellent Golf Management Team, highly talented and thought of in golf community
 - Continuing Education and Strong Network
 - Core group of golfers (unlimited)
 - Large golfing groups and leagues
 - Greenspace – parkland environment
 - Villager pool for pro shop staff
 - New Golf Carts and available technology
- 


Golf SWOT Analysis – 9/3/2020

Weaknesses

- Lack of facilities
 - Not enough tee times to accommodate requests during peak demand
 - Dedicated golf training-fitting-simulator facility
 - No indoor facilities
 - Could use an executive nine
 - No driving range at Tanasi
 - No dedicated short-game facility
 - Lack of parking at Tanasi (carpooling, schedule coordination)
- Three totally separate golf facilities (6 operations in total with one 20 minutes away)
- 'Golf Subsidy' negative connotation
- Chelsea POS and Reservation System – data extraction
- Cheap to live in Tellico Village
- Labor market to fill technical and grounds maintenance positions
- No administrative help
- Aging equipment fleet and infrastructure


Golf SWOT Analysis – 9/3/2020

Opportunities

- Evolving demographic with high number of new villagers with higher expectations and more disposable resources
 - New Villagers mean new Golfers
 - New and returning to the game
 - Partner / Reciprocal programs
 - Marketing Kahite to nearby communities
 - Marketing externally to fill need periods
 - Reducing subsidy
 - Expanding Programs with new prospective facilities
 - Private funding (Timeless Tellico)
- 

Golf SWOT Analysis – 9/3/2020

Threats

- Non-Golfing Tellico Village Resident – lack of full value of golf to golfers and non-golfers as well
 - Uncontrolled growth – need to recruit golfers to Village
 - Mob mentality i.e. Next door platform
 - Weather/ Natural Disasters – negative to play and course
 - Golf was on the decline pre-pandemic (will there be a negative rebound post-pandemic?)
 - Golf options outside of the village
 - Economic downturn as golf is luxury item
 - Water – TVA regulations? External controls
 - Government – consideration for increasing minimum wage
 - Inflation and product availability
 - Turnover to competition
 - Pandemic
- 

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 TELlico VILLAGE GOLF!

Tellico Village Handicap Committee

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

www.usga.org/handicapping

Handicap Score Adjustment for the Kahite Bunker Project

The Kahite Bunker Project is going extremely well and while the team is working to minimize the impact to play there will be some minor interruptions. We have had some questions about how to enter the proper score on a hole that is under construction, so please note the following:

Skipping a Hole – under handicapping rules this is treated the same as if a round is not completed. You would take par plus any handicap strokes you would get on that hole and enter that as your score on the hole.

Shortened Holes – if a hole is shortened to a par 3 you should adjust your score by 1 if regularly plays as a par 4 and by 2 if regularly plays as a par 5.

Handicap Committee



Golf Operations Updates

Golf Calendar Updates

Recent Events:

- ▶ British Open Par 3 Event at Tanasi on Tuesday, July 13th
- ▶ LGA18 Member-Member at Kahite on Monday, July 26th
- ▶ MGA Match Play – July 29th, 30th and August 5th
- ▶ VFW Golf Tournament at Toqua on Saturday, August 7th

Upcoming:

- Fore the Kids Golf Outing at Kahite on Saturday, August 14th
- MGA Club Championship – Toqua on Thursday, August 19th and Kahite on Friday, August 20th
- TGF Pro-Am's at Kahite and Toqua over weekends of August 22nd and 29th – select tee times
- Kiwanis Tournament at Toqua on Saturday, September 4th
- Labor Day Holiday Monday, September 6th
- Fall Green Aeration (DryJect) Tuesday, September 7th – Thursday, September 9th (TA-TQ-KA)
- SQHS Golf Event at Kahite on Saturday, September 11th
- Smoky Mountain Service Dogs at Toqua on Saturday, September 18th
- Women's Leaders in Golf Platform at Toqua Pavilion and Practice Facility on Monday, September 20th
- Patriot Golf Day at Kahite on Thursday, September 23rd
- Tanasi Golf Club 25th Anniversary Event at Tanasi on Saturday, October 30th

Entire 2021 Calendar is available @ www.golftellicovillage.com



Golf Course Updates

Golf Course Updates

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

Kahite Bunker Project – Hole #7

- Going extremely well and continues to exceed expectations.
- Approximately 80% completed, ahead of schedule and within budget.

Before



After



Kahite Bunker Project – Hole #6

Before



After



Kahite Bunker Project – Hole #8

Before



After



Golf Marketing-Communications

- Big presence in 2nd Quarter Newsletter – ‘Making The Turn’ on 2021
- Monthly ‘Tellico Village Golf Talk’ – current episode is a on the new carts and technology, next episode will highlight the Kahite Bunker Project
- 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 20th
- TGA Partner Program
 - Incremental found revenue and free state-wide advertising at a value of \$4K
- Constantly Updating Website – Chelsea 101 added to website

ABOUT TELLICO VILLAGE

Tellico Village is a lakeshore 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 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, three 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

2010 Toqua Club Way
Loudon, Tennessee 37774
(865) 458-6546
@tellicogolf

TANASI GOLF COURSE

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

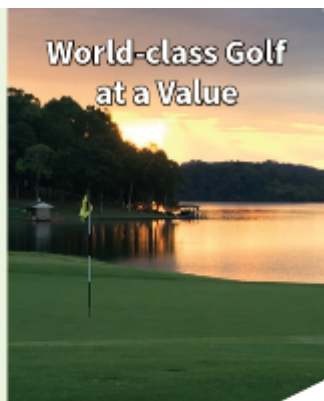
THE LINKS AT KAHITE

400 Kahite Trail
Vonore, Tennessee 37785
(865) 481-7824
@kahitegolf

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 2016 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 flat 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.



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'Making the Turn' on 2021

We are officially to the ½ way point of 2021 and making the turn from the front side of the year to the back. The front was another great first half of the year, where we experienced a continuation of the increased activity that we experienced in 2020. As we make the turn and assess the front ½ of the year you can say that it was simply a continuation of 2020 where we are now in month 18 of the pandemic. Golf has experienced a boom as a result of COVID due the nature of the game that is played in the great outdoors. Things have not slowed down, and we are ahead of last year's record pace. Through the end of June, we are 15,299 rounds ahead of budget and 7,469 rounds ahead of what we experienced in 2020. We expect a post-pandemic slow down at some point and June was the first month where rounds were behind 2020.

The new POA Golf Retail and Gift Shops continue to exceed expectation as well. The all-Vendor Demo- day earlier this spring was a huge success that led to over \$60,000 in club sales on that day alone. Our Golf Professional Staff continues to bring in new, exciting offerings and the Golf Shops have truly evolved into the go to place to get all your Tellico Village merchandise. Remember that these are your Golf and Gift Shops where all the proceeds go back to the POA.

The record pace has put more pressure on the team, who continues to operate a little short-handed due to one of the worst labor markets in history. Thankfully, we have an incredible team and the best Golf Management Team in the industry in my opinion. They continue to go above and beyond willing to do whatever it takes to get the job done, so please tell them thank you every chance you get. I am beyond proud of what the team has accomplished all things considered.

The biggest highlight on the front nine of 2021 is the New Fleet of Golf Carts at Kahite. Our cart situation has been the second biggest burden to the operation behind our ongoing challenges finding people. We simply were not setup for our new business volume and were experiencing catastrophic failure at all three courses. The old carts at Kahite were simply that, old. They were on year 7 and literally falling apart. The carts at Toqua have been a lemon from day 1 and have chronic motor failures. The carts at Tanasi are our newest fleet, but the batteries simply could not keep up and were failing prematurely. Thankfully, we were able to find a way to flip all three fleets at once. We are in the process of upgrading our carts all the while saving money in the process by going the lease route. The new Lithium technology is a solution for Tellico Village and will best set us up for long-term success. The new fleet at Kahite has already proven to be a gamechanger for the operation and the overall Golf Experience. We expect the new carts at Toqua and Tanasi later this summer and are making use of some of the old carts from Kahite to backup those failing fleets until our new ones arrive.

The Club Car Tempo Connect was recently recognized as the 2020 Best Electric Golf Car by Golf Digest and more information can be found at www.clubcar.com. Please also check out the recent Episode of Tellico Village Golf Talk that highlights our new golf carts which can be accessed via the www.golftellicovillage.com website. We have literally just scratched the surface on the technological capabilities of our new golf carts so please stay tuned for future updates.



We just completed our two largest events on the Golf Calendar in the Red-Tailed Hawk Invitational and Tellico Jr. Golf Camp. These events were both a rousing success and the credit all goes to the Golf Management Team and supporting committees.

Congratulations again to the team of Ellis and Ellis who claimed 2021 Red-Tailed Hawk Invitational Overall Championship, capping this achievement off over a five-hole shootout at Toqua Golf Club. They are the first to receive our new overall Champions Trophy. The new trophy is a literal work of art, a life size Red-Tailed Hawk carving, that will properly symbolize the most elite event in Tellico Village. The Trophy is currently located in the Toqua Pro Shop, so please stop by and take a look if you have not already seen it, but please do not touch as this is a one-of-a-kind custom creation.



The 2021 edition of the Tellico Village Jr. Golf Camp rebounded nicely from the pandemic with 77 campers this year. They had a week full of instruction, competition and most importantly a lot of fun. This is one of the best things that we do and one of the largest camps around. The Golf Professional Staff of Adam Jacob, Casey Flenniken, Charles Roffers and Michael Ledbetter ran the camp that will be a memory of a lifetime for all participants.

The record rounds played have obviously led to record traffic on our Golf Courses which all remain in pristine condition in spite of the additional traffic and challenges finding staff. They have literally never been better, and the team works very hard to make them better with each passing day. Some of the course highlights thus far over the front-nine (1/2) of 2021 include completing the bunker renovation at Tanasi, cartpath repairs at Tanasi, a new pole barn at Toqua, breaking ground on the bunker project at Kahite in addition to countless small improvements at all three courses. Golf is the epitome of C.I. where we strive for Continuous Improvement every day. The Kahite bunker project will go down as one of the most impactful in the history of Tellico Village Golf. The results of the bunker renovation project continue to exceed expectations. The end result will be far more sustainable, playable, and better architecturally. This project will save countless man-hours having to repair washouts and a significant overall impact of the golf experience.



Please do not hesitate if there is ever anything the golf team can do for you. Thank you for all your continued support and 'Tee it Up Tellico Village.



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