



Tellico Village Golf

World Class Golf at a Value

GAC Meeting – September 13th, 2021

Agenda

- ▶ Welcome & Opening Comments
- ▶ Approval of Minutes
- ▶ Golf Rounds and Financial Report
- ▶ 2022 Golf Budget Updates
 - Budget Calendar
 - 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 August Minutes

GOLF ADVISORY COMMITTEE MINUTES

Aug 9, 2021

Present: Chris Sykes, Ron Coles, Rose Howard, Larry Fox, Bob Brunetti, Howard Higby, Daryl Blevins, Ricky Moore, Lisa McCray, Pat White, Tyler Theis, George Curran, Ann Parkhill

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

The July 2021 meeting minutes were approved.

ROUNDS

Golf rounds for July 2021.

Member Rounds 9991

Guest Rounds 2457

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.

FINANCIALS

Starting to work on the 2022 budget process

Working on Priority of capital items for 2022 budget

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

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, production is set for September for carts at Toqua and Tanasi

Approval of August Minutes

Golf Calendar Highlights

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

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

GOLF OPERATIONS

Kahite Bunkers are about 80% complete, wrapping up hole #9, need to still do hole #4 for this year. Next year back nine bunkers at Kahite.

All courses are in a transition period after losing their summer help.

Meeting adjourned at 4:37 PM

Next meeting is scheduled for September 13, 2021, at 3:30

Thanks,

Larry Fox, Secretary

Rounds Report – August 2021

- Rainfall for month – 10.24” @ Toqua, 9.7” @ Tanasi, 14.25” @ Kahite over 7 – 12 rain events, which lead up to 6 days of CPO across the three courses.
- Multiple tropical events that lead to a very wet month and more disruption than normal.
- Trending slightly behind 2020 for the third month in a row.

| | Aug-21 | <u>Current Month</u> | | | |
|---------------------|---------------|----------------------|----------------|-------------------------|-----------------------|
| | | 2021 Budget | 2020 Actual | Variance From Budget | Variance From 2020 |
| Member Rounds | 9,410 | 7,593 | 10,019 | 1,817 | -610 |
| Guest Rounds | 1,855 | 1,300 | 1,795 | 555 | 60 |
| Total Rounds | 11,264 | 8,893 | 11,814 | 2,371 | -550 |

| | Through Aug-21 | <u>Year to Date</u> | | | |
|---------------------|-------------------|---------------------|----------------|-------------------------|-----------------------|
| | | 2021 Budget | 2020 Actual | Variance From Budget | Variance From 2020 |
| Member Rounds | 62,411 | 46,175 | 59,294 | 16,236 | 3,117 |
| Guest Rounds | 12,154 | 7,567 | 8,838 | 4,587 | 3,316 |
| Total Rounds | 74,565 | 53,742 | 68,132 | 20,823 | 6,433 |

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 – August 2021


| | | | | August 2021 | | |
|-------------------|--|-------------------|--|----------------|------------------------------|----------------|
| | | | | 2021 | 2021 | |
| | | | | Actual | Budget | Variance |
| Gross Profit | | | | \$345,089.08 | \$324,492.27 | \$20,596.81 |
| Expense | | | | \$327,520.68 | \$372,939.71 | (\$45,419.03) |
| Net Income (Loss) | | | | \$17,568.40 | (\$48,447.44) | \$66,015.84 |
| | | | | | | |
| | | | | Year-to-date | | |
| | | | | 2021 | 2021 | |
| | | | | Actual | Budget | Variance |
| Gross Profit | | | | \$2,323,159.11 | \$1,971,690.77 | \$351,468.34 |
| Expense | | | | \$3,024,018.97 | \$3,151,795.35 | (\$127,776.38) |
| Net Income (Loss) | | | | (\$700,859.86) | (\$1,180,104.58) | \$479,244.72 |
| | | | | | | |
| Highlights | | | | | | |
| | | Member Revenue | | 38,544.37 | Over budget | |
| | | Merchandise Sales | | 5367.02 | Over budget | |
| | | Salaries | | 15,090.92 | Under budget - under staffed | |

2022 Budget Calendar

- ▶ August 16th – September 21st – Controller meets with individual department heads to review/ answer questions
 - ▶ September 27th – FAC Workshop for Golf from 10:30 a.m. – Noon
 - ▶ October 1st – 8th – BOD Recommends Strategic Investments
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- 

2022 Golf Budget Directives

Goal is to best setup Tellico Village Golf for success in 2022 and beyond.

- ▶ 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
- 

2022 Golf Budget Directives

- ▶ The FAC has provided the following directives:
 - Work to achieve lower subsidies in user-based departments (Golf, Rec, Food)
 - 4% inflation over 2021 Budget baseline expenses
 - Staff wage increases at 5–5.5% based on market studies
 - The labor market has never been more competitive, and we continue to struggle to fill open positions.
- ▶ Growth in total Golf Revenue must outpace the increase in expenses for us to achieve these goals.
There are four primary factors that make up our golf revenue:
 1. Standard Golf Rates
 2. Unlimited Member Golf Programming Structures
 3. Golf Rounds and Spread of Round Type
 4. Merchandise Sales

Golf LRIP–Capital Placeholders for 2022

| GOLF LRIP | | | | |
|-----------|--|--------------------|---------------|----------------------------------|
| Priority | 2022 | | Budget | Status |
| | Toqua Medium Utility Vehicles (2) | Replacement | 27,000 | |
| | Tanasi Medium Utility Vehicles (2) | Replacement | 27,000 | |
| | Kahite Medium Utility Vehicles (2) | Replacement | 27,000 | |
| | All Super 600 Multi-Purpose Vac | Replacement | 46,800 | Check pricing |
| | All Fairway Aerator | Replacement | 41,600 | Alternative? |
| | Renovate Front 9 Bunkers at Kahite | Renovation | 300,000 | Inflation |
| | Tanasi secondary rough mower (OF) | Replacement | 36,000 | |
| | Tanasi Turbine Blower | Replacement | 10,400 | |
| | Kahite Pickup Truck | Replacement | 36,400 | No trade, current truck to parts |
| | <i>Kahite small primary rough mower 3500</i> | <i>Replacement</i> | <i>*46800</i> | Move to '23 |
| | Ice-Water Dispenser at each clubhouse | Improvement | 30,000 | 10K each installed |
| | Pressure Washer System for each cart barn | Improvement | 15,000 | 5K for each facility |
| | <i>Tanasi Golf Shop Carpet</i> | <i>Replacement</i> | <i>*10000</i> | <i>Can defer another year</i> |
| | Kahite Range Ball Dispenser | Replacement | 7,280 | Double check pricing |
| | Greens Fan for Toqua | Replacement | 10,000 | Turfbreeze VFD - hole #13 |
| | Greens Fan for Tanasi | Replacement | 10,000 | Turfbreeze VFD - hole #2 |
| | Heavy Duty Utility Vehicle for Tanasi | Replacement | 32,000 | Carryover |
| | Heavy Duty Utility Vehicle for Kahite | Replacement | 32,000 | Carryover |
| | | | | |
| | Trencher for Ventrac | Improvement | | |
| | | | 688,480 | |
| | | | | |
| | Expedite skid steer to offset some project costs | | 50,000 | \$11K to rent for project |
| | Golf Reservation-POS | Replacement | TBD | |
| | Teaching-Fitting-Simulator Facility | Improvement | 750,000 | Fundraising |

New Carts are finally here!



Tellico Village Golf @TellicoGolf · Sep 1

...

Out with the old and in with the new @Tanasigolf today. Huge step forward for @TellicoVillage Golf. We will receive the new fleet for @Toquagolf and be fully setup for the foreseeable future. Thank you to our GAC members for all your help with transition.



Tellico Village Golf @TellicoGolf · Sep 2

...

GAC has process down for flipping carts. First group out @Toquagolf today in new Tempo Lithium @clubcar carts with Visage technology. Beautiful day so one of our tempo walks is headed out as well. Big step forward for the golf experience @TellicoGolf



Fleet and Visage Updates.
Thanks for all your help!

Clubcar Connect will be available for Tellico Village Members Carts



The GPS Technology and Features you are experiencing on your New POA Clubcar Golf Cars is also Now Available to add to your Personal Golf Car

Club Car Connect includes two integrated premium Bluetooth speakers and a 10.2" color touch screen that displays automotive style dashboard information while exploring the neighborhood and full-screen, dynamic touch-for-distance GPS yardage while golfing. Connect is here and is fully compatible with your Club Car vehicle as well as EZGO and YAMAHA vehicles with some limitations.

SPECIAL EVENT

Club Car representatives will be at Kahite on September 23rd from Noon – 4 p.m. for the Folds of Honor Golf Marathon event with a demo unit so you can see Club Car Connect in action and to answer any questions you may have.

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.



©2021 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

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

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)

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:

- Kiwanis Tournament at Toqua on Saturday, September 4th
- Fall Green Aeration (Dryject) Tuesday, September 7th – Thursday, September 9th (TA–TQ–KA)
- SQHS Golf Event at Kahite on Saturday, September 11th

Upcoming:

- 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
- RIO Missions Golf Outing at Kahite on Saturday, September 25th
- MGA Member–Member Saturday, October 2nd – Sunday, October 3rd
- Lake Tellico Challenge at Rarity Bay on Friday, October 15th and Toqua on Saturday, October 16th
- Tanasi Golf Club 25th Anniversary Event at Tanasi on Saturday, October 30th

Entire 2021 Calendar is available @ www.golftellicovillage.com

Golf²⁰²¹ Challenge

Four Person Scramble

Sponsored By:



Saturday, September 18, 2021
Toqua Golf Course, Tellico Village, Loudon TN

Proceeds Benefiting Smoky Mountain Service Dogs
 501(C) (3) Organization



**SPONSORSHIPS
AVAILABLE!**

7AM : Registration & Breakfast
 9AM : Shotgun Start
 \$65 per Player Registration Fee (\$260 per Team)
 Four Person Men or Women or Mixed Teams (2 Men, 2 Women)
 Individual Registrations Welcome : Teams Will Be Assigned
 Max 120 Players



Prizes will be presented at the awards & recognition ceremony held at the Toqua Pavilion with buffet lunch (included). CASH BAR.



Bradley Walker, USMC Veteran

Advantages of Challenge Golf

You don't have to be a great player to win: (plumbing, billiard and yard games skills may help)
 Mulligans offered & Golf Pros available on certain holes to advise & assist for a small donation.
 Bring your \$ bills. **Beer & cigar carts will be on the course.**

★ SPONSORSHIPS AVAILABLE (contact Romano Sims @ 571-251-1640) ★

All donations graciously accepted. Please visit our website: www.smokymountain servicedogs.org

SMOKY MOUNTAIN SERVICE DOGS 2021 CHALLENGE GOLF TOURNAMENT HOLE CHALLENGES

| HOLE # | CHALLENGE |
|--------|---|
| 01 | Whiffle Ball - Putt with a supplied whiffle ball |
| 02 | Tee It Up - Every shot must be teed up including putt |
| 03 | Hole in One Chance Plus Closest to the Hole |
| 04 | Straightest Drive To Curvy Line - Second shot must be taken from closet ball to the line (men & women must play their respective balls) |
| 05 | Beat the Pro - Participants make a \$5 minimum donation. Beat the pro closer to the hole and they double their donation |
| 06 | Iron Bryon - You must play the entire hole with an iron except putt |
| 07 | Small Cup - (2) inch diameter hole - US flag marks the hole |
| 08 | Old School - Tee off with supplied wooden driver |
| 09 | Normal - Use the club of your choice |
| 10 | The Heckler - Get heckled by a volunteer as you swing |
| 11 | Croquet Anyone - Must putt with a supplied croquet mallet |
| 12 | Pros Drive - Donate a minimum of \$5 for the pro to drive the ball for your foursome |
| 13 | Clapper Slapper - Tee off while sitting on a toilet seat Plus Closest to Hole |
| 14 | Hockey Stick - Must putt with a supplied hockey stick |
| 15 | Normal - Use the club of your choice |
| 16 | Woody For All - Play the entire hole with a wood (Incl. Putt) |
| 17 | Circle Jerk - All 4 golfers tee off to hit a circle on the green (Left Circle -3 to par; Middle Circle -2 to par; Right Circle -1 to par; On the green 0 to par and off the green +1 to par). Add the net total of all 4 scores to arrive at a total score for the hole |
| 18 | The Sheriff - A Loudon County Sheriff Officer will place your drive with an AR-15 golf ball launcher (Donations Appreciated) |

- Notes:** 1) Mostly Orange tees -Men; Yellow Tees - Women
 2) Must use each golfers drive at least once
 3) Mulligans \$5 each or 4 for \$20 (**Maximum 4 per foursome**)
 4) A hybrid is **NOT** a wood
 5) Hold the American flag pin on hole #7 or place it on peg stick while putting

FREE LADIES CLINIC

2021 PGA Women's Leadership
Conference presents

FREE LADIES GOLF CLINIC

All sign-ups will be
done via Chelsea
Event Request!

Times: 10:30 AM to
11:45 AM

12:00 PM to
1:15 PM

FEMALE PGA PROFESSIONALS
FROM ALL OVER THE COUNTRY
WILL BE @ TOQUA TO OFFER
FREE INSTRUCTION TO THE
FIRST 25 LADIES PER CLASS
WHO SIGN-UP !

PGA WOMEN'S LEADERSHIP CONFERENCE
MONDAY, SEPTEMBER 20TH
TOQUA GOLF CLUB



FOLDS of HONOR

GOLF PRO MARATHON



FOLDS OF HONOR
Tellico Village
GOLF PRO MARATHON

HOW CAN YOU HELP?

-  **DONATE IN ANY GOLF SHOP**
-  **WWW.FOH.ORG/TV**
-  **CALL ANY GOLF SHOP**

THURSDAY, SEPTEMBER 23RD
LINKS AT KAHITE

On Thursday, September 23rd all six Golf Professionals will participate in a Golf Marathon at Kahite. We will be using our Finn Scooters to complete our round and "tag-in" the next professional. After completion we will total up to 108 holes! The Sports Animal 99.1 FM will be live on site for the event.

We will be taking donations to support The Folds of Honor in all Golf Shops now through September 23rd.

The Folds of Honor Foundation provides educational opportunities to children of fallen soldiers who sacrificed their lives for our country. Tellico Village was one of the largest donating golf communities in the country last year after turning in close to \$12,000 for military families! We need your help to meet our goal this year!



TELICO VILLAGE - LINKS AT KAHITE

Folds of Honor Golf Marathon September 23rd
benefiting our most honorable military families.



scan me



The First Tee Cup

About the First Tee

First Tee is an international youth development organization introducing the game of golf and its inherent values to young people. Through after school and in school programs, First Tee helps shape the lives of young people from all walks of life by reinforcing values like integrity, respect and perseverance through the game of golf. And it's making a difference.

The First Tee Cup

An interclub competition between Tanasi, Toqua and Kahite Golf Courses where members from each club compete in a dual component competition to benefit The First Tee Tennessee - Greater Knoxville.

Pledge Fundraiser

- Members of each course solicit donations from friends and family for each hole they play for the month of **September 2021**. Ex: Jim Brown gets 10 individuals to pledge \$1 for every hole he plays during the month of April. If Jim plays 100 holes, each individual donates \$100 in Jim's name toward The First Tee Cup.
 - Fundraiser will be run through PledgeIt.com:
<https://charity.pledgeit.org/FirstTeeCup>
 - It is very easy to use and user friendly. There is nothing the player has to do on their end except invite friends/family to pledge and enter the number of holes they play for the month.
- Prizes will be awarded to participants for reaching various fundraising levels.

The First Tee Cup Tournament

- Each club/facility that had a minimum of two players participate in the fundraiser will participate in The First Tee Cup Tournament to be held at Williams Creek GC in **October 2021**.
- Each club's team will be made up of the top eight fundraisers from the club (if club only had two or three individuals raise money, those individuals will represent the club)
- Clubs will compete against each other in a double low-ball tournament at Williams Creek Golf Course
- Teams will earn points based on their finish in the tournament. Points TBD once facility participant list is confirmed.

First Tee Cup Champions

The course with the most combined points from the fundraising and tournament components will be crowned the First Tee Cup Champions. The overall winning team will win a premiere golf experience at one of Tennessee's top golf courses at a date convenient for all four members of the winning team.

Getting Started


- Step 1: Click on the PledgeIt link below
Step 2: Click on the course that you will be competing for
Step 3: Click on Create a Campaign
Step 4: Create your profile
Step 5: Share with Friends, Family, Businesses, etc.
Step 6: Play Golf!

[Click Here to Begin Competing or Pledging](#)



Golf Course Updates

Golf Course Updates

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

Kahite F9 Bunker Project wrapping up this week. Kudos to everyone involved!



Tellico Village Golf @TellicoGolf · Sep 3

Place is awesome and getting better! Thanks Bill, Jordan and Team



Bill Bergin, ASGCA @bergingolf · Sep 3

On the last hole for this phase at Kahite. Looking great out there @Kahitegolf

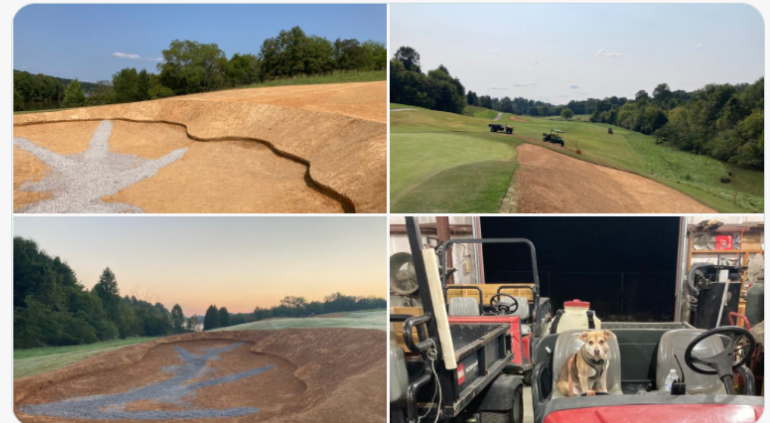


You Retweeted



The Links at Kahite @Kahitegolf · 3h

8am single tee off the Back with hole location 1 and all carts are 90 degrees. Hole #4 is closed today. We will be putting in liner and sand today and tomorrow. Sod is tentatively coming on Wednesday. If so, we will be back to a full 18 and single tee off #1 by the weekend.



Kahite Bunker Project – Hole #3

Before



After



Kahite Bunker Project – Hole #6

Before



After



Kahite Bunker Project – Hole #7

Before



After



Fall Green
Aeration went
extremely well.
Great season
with putting
surfaces and
setup for an
excellent fall
golf season.



You Retweeted

ToquaGolf @Toquagolf · Sep 8

A perfect morning to start the day along with [@DryjectTN](#) Everything is running smoothly.



You Retweeted

Tanasi Golf @Tanasigolf · Sep 8

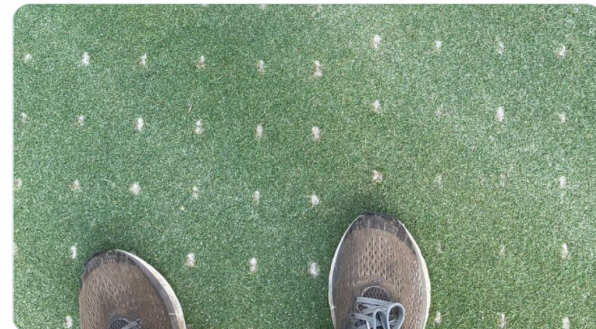
Aggressive spring aeration, monthly venting and weekly-biweekly topdressing through the season and a conservative approach to aeration in the fall working wonders. The greens at Tanasi are very playable one day after Dryject. This process sets us up for a great fall golf season



You Retweeted

Tanasi Golf @Tanasigolf · Sep 7

Great weather, well oiled machines and great operators have made today a success. Finishing up the last few greens. Very happy with the finished product. [@DryjectTN](#)



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

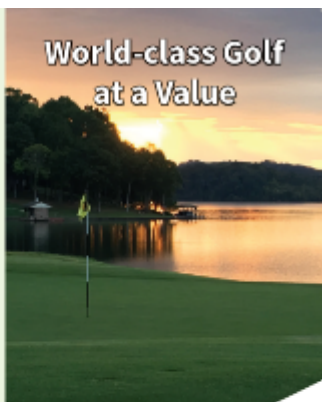
THE LINKS AT KAHITE

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 fair 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 @tellicovillage.org
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- **Other business?**
- **Any questions?**
- **Thank you for all your support for Golf in Tellico Village!**