



Tellico Village Golf

World Class Golf at a Value

GAC Meeting – October 18th, 2021

Agenda

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

GOLF ADVISORY COMMITTEE MINUTES

September 13, 2021

Present: Chris Sykes, Ron Coles, Rose Howard, Larry Fox, Bob Brunetti, Howard Higby, Daryl Blevins, Ricky Moore, Pat White, Tyler Theis, Anne Parkhill, Wells McClure, Jordan Clark, John North

The meeting was called to order by Ron Coles at 3:01 PM.

The August 2021 meeting minutes were approved.

ROUNDS

Golf rounds for July 2021.

Member Rounds 9410

Guest Rounds 1855

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. This was a very unusual amount of rain for August which was caused by the tropical storms.

FINANCIALS

Starting to work on the 2022 budget process

Working on Priority of capital items for 2022 budget

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
- ▶ 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

- ▶ New Carts are setup and delivered to both Tanasi and Toqua.
- ▶ A large group of volunteers assisted the staff to get all the new carts ready for play on the day they arrived

Approval of September Minutes

Golf Calendar Highlights

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

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

GOLF OPERATIONS

- ▶ Working on the last hole for this year on the bunker project at Kahite, hole #4. Sod is coming this Friday and they will also be adding a new White Tee box.
- ▶ All Courses have had the Fall Aeration completed
- ▶ All are working on Fall Fertilization

Meeting adjourned at 4:12 PM

Next meeting is scheduled for October 11, 2021 at 3:30

Thanks,

Larry Fox, Secretary

Rounds Report – September 2021

- Rainfall for month – 2.43” @ Toqua, 2.7” @ Tanasi, 3” @ Kahite over 8-9 rain events, which lead up to 5 days of CPO across the three courses.
- September was a little cooler than normal and another great month for golf.
- Rounds trending slightly behind 2020 for the fourth month in a row.

	<u>Current Month</u>			
	Sep-21	2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	8,982	6,817	9,421	2,165 -439
Guest Rounds	1,834	1,275	1,894	559 -61
Total Rounds	10,816	8,092	11,315	2,724 -499

	<u>Year to Date</u>			
	Through Sep-21	2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	71,393	52,992	68,714	18,401 2,679
Guest Rounds	13,988	8,842	10,732	5,146 3,256
Total Rounds	85,381	61,834	79,446	23,547 5,934

Historical Rounds Summary

2022 – budget 85,692

2021 – budgeted 78,107, forecasting 103,907

2020 – 102,770

2019 – 75,351

5 yr. average 2015–2019 – 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 – September 2021

				September 2021		
				2021	2021	
				Actual	Budget	Variance
Gross Profit				\$409,090.48	\$297,909.24	\$111,181.24
Expense				\$97,930.78	\$357,414.75	(\$259,483.97)
Net Income (Loss)				\$311,159.70	(\$59,505.51)	\$370,665.21
					Year-to-date	
				2021	2021	
				Actual	Budget	Variance
Gross Profit				\$2,732,249.59	\$2,269,600.01	\$462,649.58
Expense				\$3,121,949.75	\$3,509,210.10	(\$387,260.35)
Net Income (Loss)				(\$389,700.16)	(\$1,239,610.09)	\$849,909.93
				September Highlights		
	Gain on Dis. Asset			\$277,465.21	Net on sale of Golf Carts	
	Member Revenue			\$66,107.95	Over budget	
	Merchandise Sales			\$17,408.98	Over budget	

2022 Budget Calendar

- ▶ *August 16th – September 21st – Controller meets with individual department heads to review/ answer questions*
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- 

2022 Budget Follow-up

- ▶ FAC recommended raising rounds to 95,000 but BOD agreed with previous GAC recommendation of 85,962
- ▶ FAC has raised questions about promotional rounds and average guest yield, which the Golf Management Team will continue to monitor closely and adjust accordingly to best fill need periods.
- ▶ A BOD member had concern about proposed Unlimited Member Twilight Rate, but all packages were left as previously recommended.
- ▶ 2022 Proposed Golf Budget, Operating and Capital has been accepted as presented.
- ▶ BOD would like to see some level of business plan sometime in the first quarter of 2022 for the proposed 'Golf Training Facility' currently slated for 2023. Larry Fox has offered to serve as GAC Project Liaison and Carla Johnson has offered her assistance with fundraising.

Golf Advisory Committee Updates

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

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

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

New Carts have had an immediate positive impact on Golf Operations and the overall Golf Experience. Thanks to all that helped make this happen!



Tellico Village Golf @TellicoGolf · Sep 1

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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



Golf Calendar Updates

Recent Events:

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- 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
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- Lake Tellico Challenge at Rarity Bay on Friday, October 15th and Toqua on Saturday, October 16th

Upcoming:

- Tanasi Golf Club 25th Anniversary Event on Saturday, October 30th

Entire 2021 Calendar is available @ www.golftellicovillage.com





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



10.30.2021
**SPOOKY
SCRAMBLE**

CELEBRATING TANASI GOLF CLUB'S 25TH ANNIVERSARY

**9:30 AM
SHOTGUN**



**TEAM PRIZES. BEST DRESSED CONTEST. GAMES.
FOOD & LIVE MUSIC AFTER PLAY. ENTRY \$30 + GOLF FEES.
SIGN-UPS VIA CHELSEA EVENTS.**

**YOU'RE
INVITED**

**Tanasi Golf Club
25th Anniversary Celebration Event**

Join us for a day you will never forget! We will have a Spooky Scramble golf tournament followed by lunch, live music, costume contest, & more!

Prizes for the Scramble will be awarded in Men Only, Women Only, & Mixed Divisions. The cost will be \$30/player + standard golf fees.

Grab a team and sign-up via Chelsea Events today! This will fill up quickly!

October 30th at 9:30 AM

[Sign-Up Now](#)





Golf Course Updates

Golf Course Updates

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

Kahite F9 Bunker Project a huge success. 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

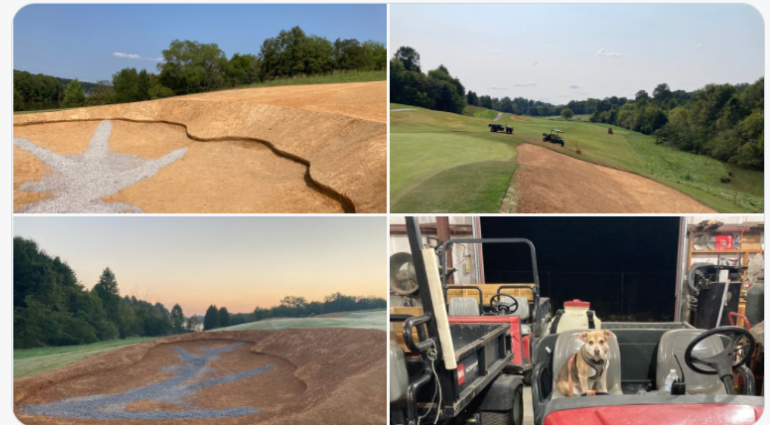


You Retweeted



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.



Golf Marketing-Communications

- Big presence in 2nd Quarter Newsletter – ‘Making The Turn’ on 2021
- Monthly ‘Tellico Village Golf Talk’ – current episode highlights the Kahite Bunker Project and there will be a follow-up episode related to the new golf cart technology
- PGA Magazine Strategic Marketing via State Associations (Chicago, New York and California)
- 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 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, 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 11,800 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
@tanasigolf

THE LINKS AT KAHITE

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

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 2019, as well as a pavilion that is used for tournaments, banquets, and other large gatherings and events. The new clubhouse features a Golf Pro Shop and sports bar-themed restaurant that provides a spacious veranda for post-play food and refreshments.

Toqua has hosted numerous Tennessee Golf Association events—including the 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 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.

www.golftellicovillage.com

[@tellicogolf](#)



865-458-7061

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