



Tellico Village Golf

World Class Golf at a Value

GAC Meeting – November 8th, 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?
 - 2021 Goals and Objectives
 - 2021 Tellico Village Handicap Committee
- ▶ Golf Operations Updates – C. Sykes
 - Golf Cart Policies and Standards
 - Golf Calendar Updates/ Recaps/ Upcoming Events
 - Available on the www.golftellicovillage.com website
- ▶ Golf Course Updates – Golf Supers
- ▶ Golf Marketing Updates
- ▶ Other?

Approval of October Minutes

GOLF ADVISORY COMMITTEE MINUTES

October 18, 2021

Present: Chris Sykes, Ron Coles, Rose Howard, Larry Fox, Bob Brunetti, Howard Higby, Ricky Moore, Pat White, Tyler Theis, Anne Parkhill, Michael Ledbetter, Dick Parkhill, Charles Roffers, Lisa McCray

The meeting was called to order by Ron Coles at 3:31 PM.

The September 2021 meeting minutes were approved.

ROUNDS

Golf rounds for September 2021.

Member Rounds 8982

Guest Rounds 1834

Still running ahead of 2020 by almost 6000 rounds, but in the last couple of months we are starting to lag behind 2020.

Rainfall for month – 2.43" @ Toqua, 2.7" @ Tanasi, 3" @ Kahite which lead up to 5 days of CPO across the three courses. September was a little cooler than normal but still another great month of golf.

FINANCIALS

Finishing up on the 2022 budget process

Sales of the old fleet of golf carts has been completed, \$277K net sales of the old carts.

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

Budget follow-up on Golf Training Facility

Approval of October Minutes

Golf Calendar Highlights

Recent Events:

- 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
- 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

Upcoming:

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

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

GOLF OPERATIONS

- New golf carts have had an immediate positive impact on golf operations and overall golf experience
- Kahite bunker project turned out great on the Front nine
- March 2022 will be the start of the Kahite bunkers on the back nine

Fall Agronomics

- Winterizing has started
- Have to do a number of applications on all three courses
- Rye seed has been planted on the tee boxes, grass seed was very difficult to get this year
- Bringing in all the fans
- Poa cure is now being used for the putting surfaces. 26,000 sq ft were treated at Toqua this year and the results were very good. For Fall they did all the greens at Toqua.
- All Courses are now using this product
- Leaf season is starting.

Meeting adjourned at 4:51 PM, ext meeting is scheduled for November 8, 2021 at 3:30

Thanks,

Larry Fox, Secretary

Rounds Report – October 2021

- Rainfall for month – 3.18” @ Toqua over 8 rain events, which lead up to 2 days of CPO. Annual rainfall is at 48.39” at Toqua, which is slightly ahead of normal but much drier than the past few seasons.
- October was mild and another great month for golf. Average first frost is October 27th and average first freeze is November 6th. We have had some patchy frosts but have yet to have anything widespread that lead to a delay.
- Rounds unexpectedly beat 2020 for the first time since May.

	Oct-21	<u>Current Month</u>		
		2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	7,809	7,086	7,551	723 258
Guest Rounds	1,723	1,118	1,780	605 -57
Total Rounds	9,532	8,204	9,331	1,328 201

	Through Oct-21	<u>Year to Date</u>		
		2021 Budget	2020 Actual	Variance From Budget Variance From 2020
Member Rounds	79,202	60,078	77,409	19,124 1,792
Guest Rounds	15,711	9,960	12,512	5,751 3,199
Total Rounds	94,912	70,038	89,921	24,874 4,991

Historical Rounds Summary

2022 – budget 85,962

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		

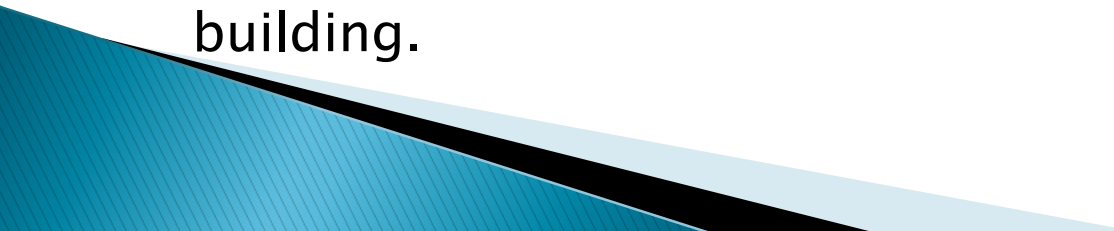
Financial Report – September 2021

				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

- ▶ 2022 Proposed Golf Budget, Operating and Capital has been accepted as presented and should be formerly approved at the November 17th regularly scheduled BOD Meeting.
 - ▶ The BOD had extensive dialogue about the proposed Unlimited Member Twilight Rate, but ultimately settled on following the GAC's recommendation.
 - ▶ BOD would like to see some level of business plan sometime in the first quarter of 2022 for the proposed 'Golf Entertainment and Training Facility'(G.E.T.) currently slated for 2023. Larry Fox has offered to serve as GAC Project Liaison and Carla Johnson has offered her assistance with fundraising. Things are progressing as the site plan is completed for which our golf architect is putting together budget for earthwork. The building concept is completed as well, and a building architect is working on renderings for the building.
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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 TELlico VILLAGE GOLF!

Tellico Village Handicap Committee


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

www.usga.org/handicapping



Golf Operations Updates

Golf Cart Policies and Standards

- ▶ Looking for a couple of volunteers from the committee to assist with developing more comprehensive standards related to use of POA golf carts, private carts and single rider vehicles.
 - ▶ What we currently have in our 'Golf Rule Book' is lacking as there are no real standards in place (see excerpt below).
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Golf Cart Policies and Standards

▶ Golf Carts

1. To operate a golf cart, whether the property of the TVPOA or a member's cart, the player must be at least eighteen years of age and have a valid driver's license. The player may be required to present the player's driver license to the Golf Shop.
2. No more than two persons and two golf bags per golf cart are allowed, whether the cart is the property of the TVPOA or a member's cart.
3. Golf carts used on the property of the TVPOA must be registered in the Golf Shop.
4. Only two (2) carts per foursomes or only one (1) cart per twosome is permitted. This is necessary to ensure good flow of play and helps reduce the maintenance required on the course.
5. Good judgment, reasonable care and observation of TVPOA rules are expected of any member or guest when operating a cart whether rented or privately owned. Rental carts will be returned in good condition or, if damaged, repaired at the renter's expense. Each member, guest or outside player who rents a Tellico Village golf cart agrees to indemnify and hold TVPOA harmless from any and all damages, judgments, court costs and attorney's fees or other expenses incidental to and incurred by TVPOA that arise from the misuse or improper operation of any golf cart by such member or guest.
6. Cart users are responsible for damage to the cart or damage to the course or TVPOA property caused by misuse or improper operation of the cart. Cost of repair to the golf cart damaged by a member, member's dependents or member's guest will be charged to that member.
7. Golf carts owned by TVPOA are rented for the express purpose of playing golf and may not be used for any other purpose.

Golf Cart Policies and Standards

▶ Private Carts

9. All private carts must be operated in accordance with these rules.
10. All private carts are subject to inspection.
11. Private cart owners must use their golf cart when playing their home golf course. There are two approved exceptions to this rule.
 - If a private cart owner's golf cart becomes inoperable; or
 - If a spouse is using the golf cart at the home course and the golf cart is unavailable to the other spouse.
- ▶ Private golf carts that become inoperable must be repaired within one month.
9. Each member; guest or outside player who uses a private golf cart agrees to indemnify and hold TVPOA harmless from any and all damages, judgments, court costs and attorney's fees or other expenses incidental to and incurred by TVPOA that arise from misuse or improper operation of any golf cart by such member or guest. The owner must provide proof of liability coverage for the cart on TVPOA golf courses.
10. Only the owner of a private cart and his immediate family (i.e. those covered under the cart owner's membership) are permitted to ride in the member's private cart by paying a private cart fee. The regular cart fee must be paid at the Golf Shop prior to play for any other "rider" except when two private cart owners ride together.

Golf Calendar Updates

Upcoming:

- ▶ MGA Turkey Shoot at Toqua on Saturday, November 13th

- ▶ Drive, Chip and Putt–Putt Series
 - Drive is on Wednesday, November 10th at Toqua Driving Range
 - Chip is on Wednesday, November 17th at Tanasi Putting Green
 - Putt–Putt is at the Toqua Pavilion on Wednesday, December 1st

- ▶ Santa Claus Open at Tanasi on Saturday, December 4th

Entire 2021 Calendar is available @ www.golftellicovillage.com



Tellico Village

Drive Chip Putt-Putt



Multiple Age Divisions for both Men and Women!

- Costs is \$10 per person
- Drive session is at Toqua 11/10 @ 3 PM
- Chip session is at Tanasi 11/17 @ 3 PM

Sign Up on Chelsea!

Final Putt Putt session will be at the Toqua Pavilion Dec. 1st @ 3 PM

Tellico Village is presenting the first ever Drive, Chip, and Putt-Putt. Similar to the event hosted at the Masters for juniors, we will test your driving skills, chipping skills, and putting skills amongst your age group to determine an overall champion. Available to both Men and Women in the following age groups:

- 55 and under (Juniors)
- 56-64 (Seniors)
- 65-74 (Super Seniors)
- 75 and up (Legends)

Drive – Players will hit 5 tee shots to score points based on distance and accuracy.

Toqua driving range on 11/10 at 3 pm.

Chip – Players will hit 5 chip shots attempting to land as many shots inside the target area, or in the hole for points.

Tanasi putting green on 11/17 at 3 pm.

Putt-Putt – As the name implies, we will conclude our event with our mini golf course at the Toqua pavilion to crown our division champions.

Toqua Pavilion on 12/1 at 3 pm.

The cost is \$10 per player, all registration fees will be paid out in gift certificates to the field. Sign up on Chelsea today!

Questions please contact:

Charles Roffers

Assistant Golf Professional

Tellico Village – Toqua

croffers@tvpoa.org

Preserving our History

We just recently celebrated the 25th Anniversary for Tanasi Golf Club and Tellico Village will be turning 35 next year. Toqua Golf Club will also be 35 years old in 2022 and our newest golf facility, The Links at Kahite, will have been around for 20 years. While our courses are not considered classics, they are World Class, and we have a growing golf history worthy of being preserved.

We have a number of Villagers that have been around since close to the beginning and the first step in preserving our golf history is to document. Please reach out to me directly via email at csykes@tvpoa.org if you have anything at all that may be of historical value. While it may seem insignificant, we would love any old pictures, scorecards, etc. as we want to chronicle everything. We want to properly preserve and celebrate our growing history and need your help to do so.

This year we added a new permanent Overall Champions Trophy for our Annual Red-Tailed Hawk Invitational. This trophy is a one-of-a-kind work of art that will properly symbolize the most elite event in Tellico Village. We will be adding a plaque for each overall champion and need your help with that information. When was the first member guest and who won? We currently only include the winners dating back to 2004 in our printed program, but the event predates that period.

Thanks for your assistance with this matter as we have a lot to celebrate in Tellico Village Golf and need to properly preserve our history.

Christopher C. Sykes
Director of Golf





Golf Course Updates

Golf Course Updates

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

Golf Marketing-Communications

- Big presence in 3rd Quarter Newsletter – ‘Record Pace’
- Monthly ‘Tellico Village Golf Talk’ – filming season finale on Tuesday, November 9th
- Constantly Updating Website – Chelsea 101 added to 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 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

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

TANASI GOLF COURSE

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

THE LINKS AT KAHITE

400 Kahite Trail
Vonore, Tennessee 37885
(865) 488-7829
@kahitegolf

www.golftellicovillage.com

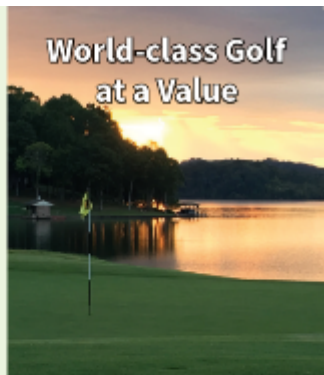
@tellicogolf



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info@tellicovillage.org • www.tellicovillage.org
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World-class Golf at a Value



Tellico Village is home to three of the most beautiful and challenging championships 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 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 tee 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!**