

### Tellico Village Golf

World Class Golf at a Value

GAC Meeting – February 14<sup>th</sup>, 2022

## Agenda

- Welcome & Opening Comments
- Approval of January Report
- Golf Rounds and Financial Report
  - Program Tracking
  - Subsidy History
  - Capital Requests / LRIP
    - G.E.T. Facility Update
    - CCI Land Acquisition & Golf Opportunities
- Golf Advisory Committee Updates
  - Officers
  - Committee Liaisons
  - 2022 Goals and Objectives
- Golf Operations Updates C. Sykes
  - Golf Cart Policies and Standards
  - Golf Calendar Highlights
  - Full Calendar Available on the <u>www.golftellicovillage.com</u> website
- Golf Course Updates Golf Supers
- Golf Marketing-Advertising Updates
- Other?

### **Approval of January Minutes-Report**

2021 A Year to Remember (2).docx 273 KB

Team,

Please see the attached article entitled '2021 A Year to Remember in Tellico Village Golf' that will be going out in the next newsletter.

You all deserve much of the credit for an outstanding 2021. Kudos and Thank you

Year-end Golf Rounds summary - December was mild and another outstanding month for rounds. January 2022 thus far has been terrible so we will have some catching up to do.

		Current Month				
		2021	2020	Variance	Variance	
	Dec-21	Budget	Actual	From Budget	From 2020	
Member Rounds	5,033	2,471	3,762	2,562	1,271	
Guest Rounds	680	337	473	343	207	
Total Rounds	5,712	2,808	4,234	2,904	1,478	
			Year to Da	te		
	Through	2021	2020	Variance	Variance	
	Dec-21	Budget	Actual	From Budget	From 2020	
Member Rounds	90,431	66,595	88,569	23,837	1,862	
Guest Rounds	17,470	10,920	14,201	6,550	3,269	
Total Rounds	107,901	77,515	102,770	30,387	5,131	

### Approval of January Minutes-Report

'21 Total Revenue

Actual -\$3,787,464.15 Budget -\$3,018,962.02 \$768,502.13 Variance -

'21 Total Expense

Variance -

\$4,186,811.22 Actual -\$4,406,318.79 Budget --\$219,507.57 Variance -

'21 Net Income Actual --\$747,310.26 Budget --\$1,570,558.59 \$823,248.33

2022 Annual Memberships as of 1/14/22 (approaching budget and haven't had many good golf days yet this month) Unlimited Member Individual - 127 sold YTD versus a budget of 150 Unlimited Member Two-Person Household - 67 sold YTD versus a budget of 75

Unlimited Member Twilight - 172 sold YTD versus a budget of 250

Hope we get out of this winter pattern soon and thanks for all your continued support!

Christopher C. Sykes Director of Golf - Tellico Village (865) 310-9621 Golftellicovillage.com Twitter - @TellicoGolf



### Rounds Report - January 2022

January was a miserable month for golf where the courses were unplayable for 11 days due to snow or freezing temperatures. Overall, a very cold and wet month – we had over 6.2" of rain plus multiple snow events versus only 3.2" of precipitation in 2021.

		<u>Current Month</u>						
		2022	2021	Variance	Variance			
	Jan-22	Budget	Actual	From Budget	From 202			
Member Rounds	2,295	2,635	3,386	-340	-1,091			
Guest Rounds	204	0	227	204	-23			
Total Rounds	2,499	2,635	3,612	-136	-1,114			
			Year to Do	<u>ite</u>				
	Through	2022	2021	Variance	Variance			
	Jan-22	Budget	Actual	From Budget	From 202			
Member Rounds	2,295	2,635	3,386	-340	-1,091			
Guest Rounds	204	0	227	204	-23			
Total Rounds	2,499	2,635	3,612	-136	-1,114			

### **Unlimited Package Update**

2022 Members	hip count		
as of 1/31/22			
		<u>#</u>	<b>Budget</b>
	Annual Individual Golf	142	150
	Individual POA Cart	16	
	Individual Private Cart	17	
	Annual Family Golf	75	75
	Family POA Cart	20	
	Family Private Cart	23	
	Twilight Golf	191	250
	POA Cart	111	
	Private Cart	53	

### Financial Report - January 2022

		January 2022				
	2022	2022				
	Actual	Budget	Variance			
Gross Profit	\$86 <mark>,</mark> 520.80	\$94,683.03	-\$8,162.23			
Expense	\$328,295.27	\$361,971.85	(\$33,676.58)			
Net Income (Loss)	(\$241,774.47)	(\$267,288.82)	\$25,514.35			
		Highlights				
	Member Reve	nue	13,237.84	Under Budg	et	
	Guest Revenue	9	3,248.50	Over budge	t	
	Annual Cart Re	Annual Cart Revnue		Under Budg	et	
	Employee Ben	Employee Beneifts			et - staff i	makeup
	Maintenance (	16,047	Under budg	et - timin	g	

# Golf Subsidy Snapshot

Act	tual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual
20	06	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
\$ (9)	15,586)	\$ (712,566)	\$ (1,256,752)	\$ (937,623)	\$ (1,225,745)	\$ (1,768,446)	\$ (1,408,982)	\$ (1,441,726)	\$ (1,576,075)	\$ (1,541,173)	\$ (1,578,373)	\$ (1,658,919)	\$ (1,857,883)	\$ (1,797,480)	\$ (1,064,135)	\$ (747,310)

The Golf subsidy was at a 10-year low in 2020 and hit a 15-year low in 2021. The total golf subsidy was less than 750,000 in 2021, which is more than a million dollars less than it was as recently as 2019.

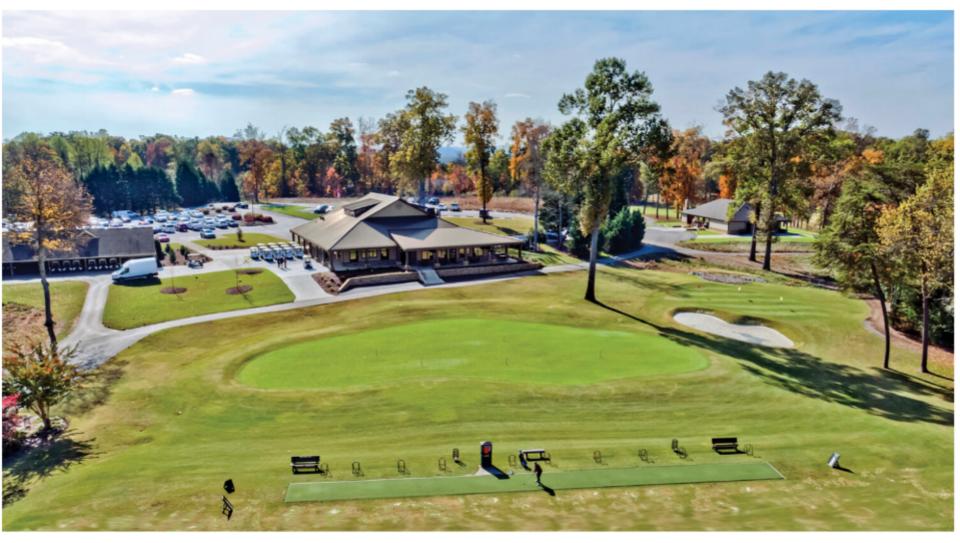
Golf activity is at a record level with golf rounds and merchandise sales that have both led to record revenues in golf. Continuous Improvement efforts in golf and grounds maintenance have also contributed to significant savings and positively affected the POA's bottom line.

Golf has benefited from near record growth of the game as well as overall growth in the Village. We are planning for the future to best capitalize on and accommodate this growth while we strive to continue to work on improving the Tellico Village Golf Experience.

# Golf LRIP-Capital for 2022

	GOLF LRIP				
Process	ETA	2022		Budget	Status
March	May	Toqua Medium Utility Vehicles (2)	Replacement	27,000	2010-2012 Models With over 4000
March March	May May	Tanasi Medium Utility Vehicles (2) Kahite Medium Utility Vehicles (2)	Replacement Replacement	27,000 27,000	hours on most units
May	August	All Super 600 Multi-Purpose Vac - all courses	Replacement	52,000	Vac-shredder system
Jan	Mar-Aug	Renovate Back 9 Bunkers at Kahite	28-Mar	300,000	Inflation impact + scope
April	June	Tanasi secondary rough mower (Out-Front Unit)	Replacement	36,000	2002 Model w/ 5543 hours
May	August	Tanasi Turbine Blower	Replacement	10,400	
July	August	Kahite Pickup Truck	Replacement	36,400	Current truck becomes parts truc
February	March	Ice-Water Dispenser at each clubhouse	Improvement	30,000	10K each installed
February	March	Pressure Washer System for each cart barn	Improvement	15,000	5K installed for each facility
January	March	Kahite Range Ball Dispenser	RECEIVED	7,280	Automates
April	July	Greens Fan for Toqua	Replacement	10,000	Turfbreeze VFD - hole #13
April	July	Greens Fan for Tanasi	Replacement	10,000	Turfbreeze VFD - hole #2
January	February	Heavy Duty Utility Vehicle for Tanasi	RECEIVED	32,000	2001 Model with 3385 hours
January	February	Heavy Duty Utility Vehicle for Kahite	RECEIVED	32,000	Carryover
January	February	Expedite skid steer to offset some project costs - all courses	RECEIVED	50,000	\$11K to rent for project
				702,080	
		Golf Reservation-POS	Replacement	TBD	Alloted \$ in Operating
	2023	Teaching-Fitting-Simulator Facility	Improvement	750,000	Fundraising

### G.E.T. – GOLF ENTERTAINMENT AND TRAINING FACLITY



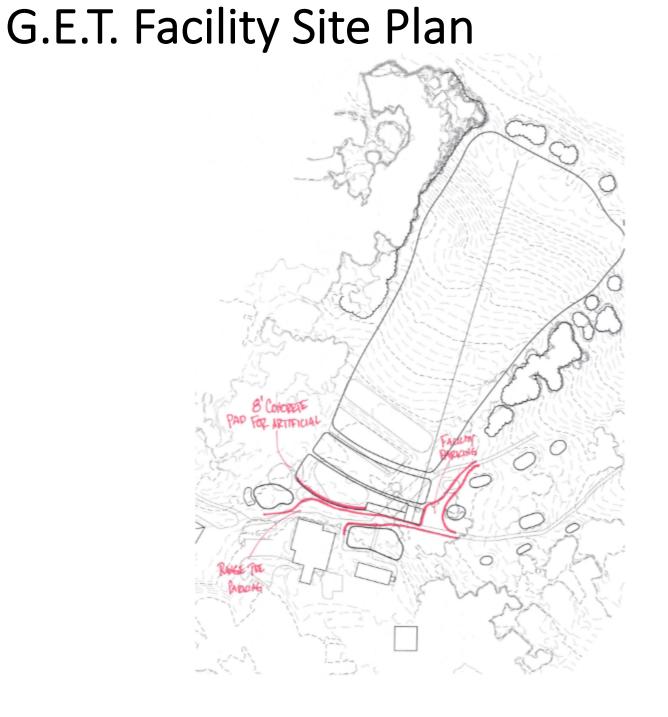
Toqua Golf Entertainment And Training Facility



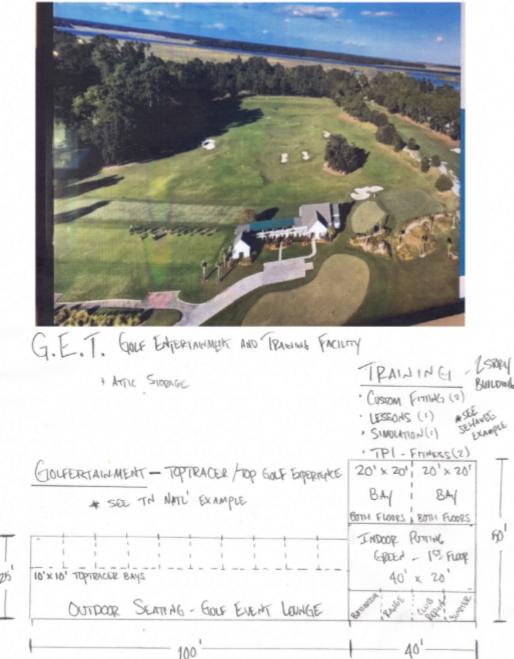
STUDIO FOUR DESIGN

Conceptual Design Package FEBRUARY, 2022

PG 1 of 3



### G.E.T. Facility Building Concept





Conceptual Design Package FEBRUARY, 2022

PG 2 of 3



Toqua Golf Entertainment And Training Facility





Conceptual Design Package FEBRUARY, 2022

PG 3 of 3

### **CUSTOMIZED TO FIT YOUR NEEDS**

Consulting to fit the vision of the range experience at your facility



**WTOPTRACER RANGE** 





#### INTERTAINMENT & COLF

#### GAMES

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# **TOPTRACER -**TECHNOLOGY

### CCI LAND ACQUISITION – Golf Applications for Parcels 31 & 34



### **TELLICO VILLAGE 'GOLF PARK'**

A Cooperative Concept Campaign between Golf, Rec and F&B

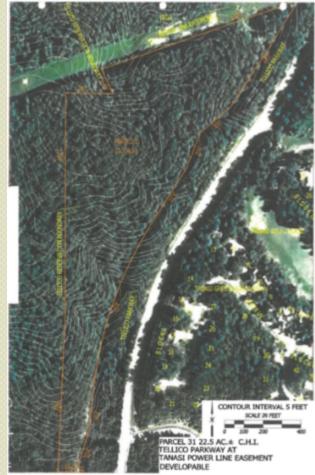
CCI Parcel 31 – approximately 22.13 acres **P34** P31 A PNAS TOMMOTLEY DR. WAKITA DI 1. TANASI CLUBHOUSE S CA WEWOKA OUAPAN TAHLEQUAH LN AL AZO

### **TELLICO VILLAGE 'GOLF PARK'**

Golf Park – Protected, usable greenspace for outdoor entertainment and recreational activities

### **Outdoor Recreation Features:**

- Reversible Executive Golf Course
  - Clockwise and Counterclockwise layouts
- Paved Biking, Running and Walking trail
  - E-bikes and scooters available
- Putting Course
- Disc Golf
- Access for Food Trucks and interactive self pour beverage stations
- Outdoor social areas with firepits (dining options)
- Additional considerations
  - Multi-use Athletic Field
  - Multi-use Sport Court
  - Foot golf and Sling golf
  - Climbing wall, ropes course and zip line
  - Archery range



### VESTAVIA COUNTRY CLUB ON THE HORIZON



- 9-Hole Reversible Short Course
- Bluetooth
- Virtual Reality
- Video
- Hospitality Stations
- 18-Hole Putting Course
- Indoor Teaching Facility
- Interactive Short-Game Facil
- Indoor Golf Simulator
- Entertainment Facility
- Fitness Trail
- Wellness Center
- Family Multipurpose Center



### COUNTRY CLUB OF FLORIDA COURSE WITHIN A COURSE



#### CARDINAL AND CANARY COURSES

CARDINAL	CANARY
77	79
110	121
57	87
45	80
63	62
107	78
60	73
54	90
87	113
660	783
	77 110 57 45 63 107 60 54 87



### A Reimagined Short Course Experience at Pebble Beach

The Hay has been a fixture at Pebble Beach since 1957, when famed Head Professional Peter Hay revolutionized the concept of a short course. Hay's vision was to create a fun place where juniors, families, and friends, regardless of their ability, could gather around the game of golf.

In 2021, Tiger Woods amplified Hay's vision in a way few could have imagined with his brilliant redesign of the property. The result is a course overflowing with fun, including an exact replica of the famed No. 7 at Pebble Beach Golf Links, as well as holes designed to be played with any club in the bag, and an additional 20,000 square-foot putting course that sprawls 100 yards, yielding endless routings.

It's Pebble Beach, the Tiger Woods way. Play The Hay!

> Nine-hole short course

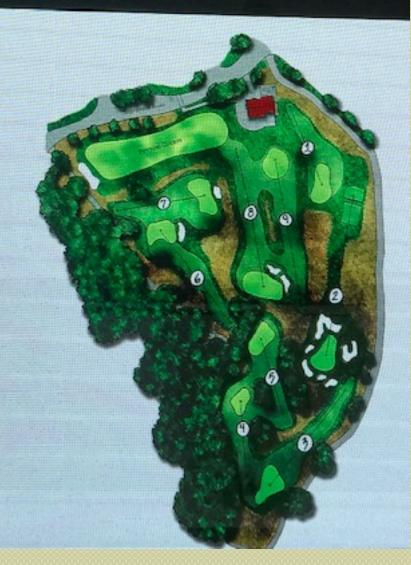
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- \$65 for general public and resort guests
- > Juniors 12 and under play free
- \$5 for Youth on Course members
- Re-rounds available at 50% discount
- Putting course open to the public at no cost





		THE HAY
-	2	
HOLE	YARDS	
1	57	HAY
2	106	SEVEN
3	82	WATSON
4	47	BING
5	48	GRACE
6	11	LANNY
7	61	JACK
8	92	KITE
9	100	TIGER
TOTAL	670	



### **ALTERNATIVE CART OPTIONS FOR GOLF PARK**





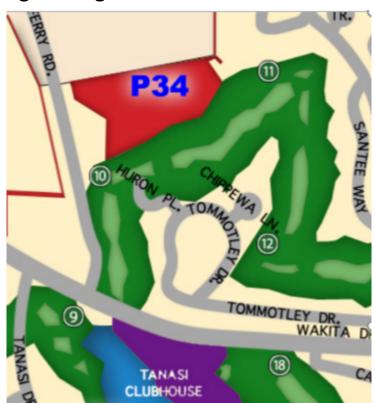
### Tanasi Driving Range



# Tanasi Driving Range

Parcel 34 – approximately 9 acres left of Tanasi hole #2

- Level area that has comparable dimensions to the existing Toqua Facility at approximately 900' long by 450' wide.
- Runs adjacent to hole #2 and ends at pond
- Would preserve existing green space for neighboring homes







# Tanasi Driving Range

Driving range would add tremendous value to the Tanasi Golf Club and the overall Golf Experience

- Rapid Return on Investment with warmup alone if you assume 30,000 rounds and a small bucket each at \$6 = \$180,000 a year just in warm-up
- Would afford ability to host more tournament events at Tanasi GC
- Would take pressure off the overloaded driving range at Toqua GC
- Would take pressure off the other courses for larger events
- Golf cart accessible via the cartpath on hole #1, plus could add parking area for vehicle access from Davis Ferry Rd.
- Would help create more neighborhood feel with golf course experience





## **Golf Advisory Committee**

- > 2022 GAC Members
- Ron Coles Chair and FAC Liaison (2023) recommendation
- Howard Higby Vice Chair (2024) recommendation
- Larry Fox Secretary (2023) recommendation
- Rose Howard RAC Liaison (2024)
- Daryl Blevins (2022)
- Anne Parkhill (2023)
- Ricky Moore (2023)
- Committee Liaisons
- Long-Range Planning (LRPAC) –
- Communications (CAC) -
- Recreation (RAC) Rose Howard

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

## **Golf Advisory Committee**

2022 Goals and Objectives for consideration

- Develop a Mission, Vision and Comprehensive Golf Course Value Statement for Golf.
- Approve Maintenance Guidelines for Golf Course and Landscape Maintenance Activities.
- Work with Golf Management on continuing to improve the overall 'Golf Experience' in Tellico Village through programming and golf course improvement efforts.
  Establish Golf Cart Policies and Standards

  - Improve Synergism with F&B as well as other golf partners. 0
  - Revamp Hole Location Sheet at Kahite in 2022. 0
  - Golf Course Improvement Projects. 0
- Continue to refine LRIP for all areas (Support Golf Projects)
  - Finalize Business Plan for G.E.T. Facility by end of second guarter of '22.
  - Develop Potential Golf Concept Plans for new CCI property acquisitions. 0
  - **Complete B9 Bunkers at Kahite** 0
- Marketing-Advertising and Communications
  - Strategically target golfers for future Tellico Village Residents
  - Continue to expand-improve overall communications 0
- **Golf Programming** 
  - Continue to evaluate and properly position Unlimited Programs
  - Continue to expand Player Development Programming 0
  - Continue to expand non-traditional Golf Opportunities 0
- TEAM
  - Develop working relationship with Golf Management Team orientation/ onboarding 0
  - BOD and all advisory committee relations 0
  - Director of Golf office located at Togua Golf Maintenance 0
    - Office # 865.310.9621
    - Mobile # 865.228.3370

THANK YOU FOR YOUR CONTINUED SUPPORT OF TELLICO VILLAGE GOLF!



### Golf Operations Updates

# **Golf Cart Policies and Standards**

- Ron Coles, Howard Higby and Anne Parkhill are working with Golf Management on a comprehensive policy for GAC review.
- This will be reviewed by legal and then brought before the GAC for approval in March. These policies were pulled from dozens of similar properties and consolidated into best format for Tellico Village.
- Once approved communications will go out to the entire golf community.
- The 'Solo Cart Fee' will remain at \$5 per 9-holes and the 'Single Rider' Fee will be \$8.50 for 18-holes, which will be 50% of standard member cart fee moving forward.

# Golf Calendar Updates – February

Please stay tuned for additional updates:

- MGA and Rainbow Linksters continue through the winter
- President's Day Skins Game Monday, February 21<sup>st</sup> at all three golf courses
- Winter Golf Classic Saturday, February 26<sup>th</sup> at Tanasi Golf Club
- Trackman Tuesdays for Golf Simulation plus other bookings upon request
- Winter Mini-Golf Series on Wednesdays at 4 p.m. @ The Toqua Pavilion
- 2022 Calendar is posted on the <u>www.golftellicovillage.com</u> website

## Tellico Village Golf – Tennessee's Home for Senior Championship Golf

Tellico Village has been selected to host the 2022 Tennessee Senior and Super Senior Four-Ball Championships. We are honored to host at Toqua Golf Club the week of May 9<sup>th</sup> – 13<sup>th</sup>.

Tellico Village has been selected to host the 2022 Tennessee Women's Senior and Women's Mid–Am Championships. We are honored to host at The Links at Kahite on September 27<sup>th</sup> – 28<sup>th</sup>.



Preserving our History

We just recently celebrated the 25<sup>th</sup> 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 <u>csykes@tvpoa.org</u> 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

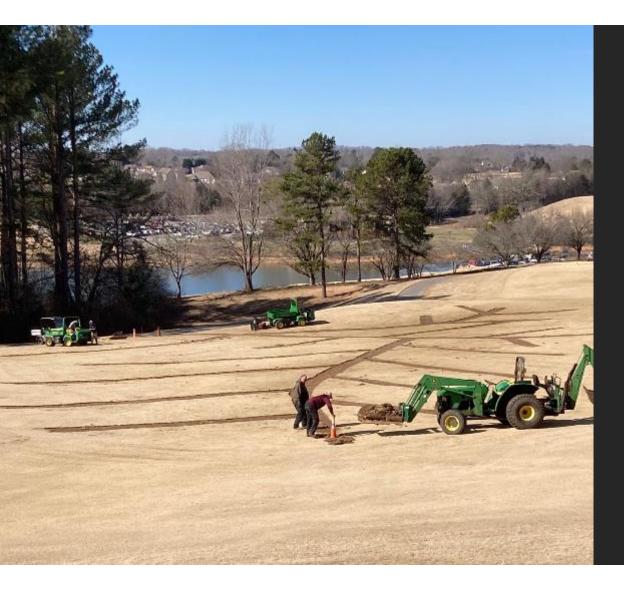
# **Golf Course Updates**

### Winter Project Updates

- Tanasi Golf Club
- Toqua Golf Club
- The Links @ Kahite



# Winter Project Updates



### 11 Fairway

Has been a problem wet area for years. Now that other major projects have been complete, we can start on or drainage list.







Used mini ex to remove dirt/ stockpile for tee construsction We then laid down a 3-4" base layer of gravel before installing 4" slit drain pipe.



Tied in pipe to catch basins and then filled the rest of the ditches with another 12" of gravel



## Add Sand

 Once Sand has been added, compacted and added again to bring up to grade we will then lay sod back down.



The mini excavator allowed us to remove dirt and save for later projects like our tee additions and tee expansions we have planned throughout the course this spring/summer

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## Stats

- 11 Played as par 3 for 2 weeks while we worked
- Dug 2' deep ditch for 850'
- Added 850' of 4" drain pipe
- Added 2 additional 12" catch basins to help with surface runoff but to also allow us a spot to inspect our pipe and flow.
- Took us approximately 250 man hours
- 2 loads (50 tons) of rock installed
- Capped top 6-8" with old and free bunker sand
- Material removed will be used for tee construction





## Winter Project Updates

Toqua Clubhouse Grounds Improvement Projects in Cooperation with the Toqua Beautification Committee





Winter is the season for Tree Maintenance Activities which are never-ending

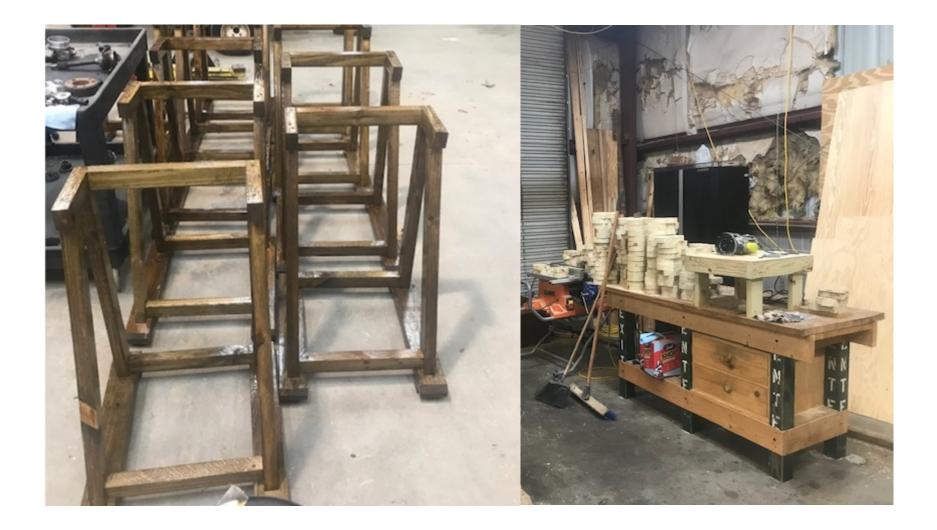


### New Fan Infrastructure installed on hole #2 and geese deterrent on hole #14





Sample of indoor projects – all courses refurbish course accessories each winter season





# Winter Project Updates

Numerous small improvement projects ongoing throughtout the golf course





## Lots of corrective plugwork for bermudagrass encroachment and Poa Annua pressures



Pole barn extension to get more of our equipment safely stored out of the elements



## Golf Marketing-Communications

- Year-end Newsletter is in production where Golf will again have a big presence
- Monthly 'Tellico Village Golf Talk' –Winter Series will include; Tips from the Pros, Rules of the Game, a Product Spotlight and Tricks of the Trade featuring the entire Golf Management Team
- Constantly Updating Website

#### ABOUT TELLICO VILLAGE

#### **TOQUA GOLF COURSE**

Tellics Village is a lakefront community that offers a unique combination of natural beauty, outstanding representional facilities, and proximity to the benefits of a thriving oity.

Nearistics, Tolice Village comprises nearly 5(00) Meantains, Tolice Village comprises nearly 5(00) across along Tolica Tolics, tabilitation of TNIN, it has become one of the promer gall and notice chargeonship gall courses offer a pristine resource for basting. Afring, and severation gallow and the for basting. Afring, and severating. Other amenities include a state-of the set wellows contex, that ing the set of the set wellows contex, that is the set of the set wellows contex, that is the set of the set of the set wellows contex, that is the most beaution of the set wellows contex, the most beaution of the set of the set of the set of the most beaution of the set of the set of the set of the set wellow of the set of the set of the set of the set of the most beaution of the set of the set of the set of the set of the most beaution of the set of t

Just 31 miles from Knowile—home to the University of Lemeasce—Tellico Village has 8,800 residents who came from all over the Unite States. Logether they have created a friendly, welcoming community. 200 Toque Club Way Loudon, Tennessee 37774 (865) 453 6546 (860) gitoquegali

#### TANASI GOLF COURSE 450 Childrense Print

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#### THE LINKS AT KAHITE

400 Kahite Trail Vonore, Tennessee 37885 (165) 400-250N 🕐 ((kahitegolf World-class Golf

all 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 prectigious firm of Aut, Clark, and Associates, architects of come of Americal granulate courses.

#### TOQUA GOLF COURSE

toque is a boautiful golf course out through a forest on telico Lake. You have everything from ten-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 Toque course offerers driving energy, short-generpractice area and practice putting green. It has a loand-new chickmane that opposed in 20%, as well as a powise that is used for fournements, banquets, and other large gatherings and events. The new dathouse features a Colf Pro Shop and sports for themeefires/surrant that provides a spacious versards to post-play food and elementments.

Toqua has hosted numerous Tennessee Colf Association events—including the 2006 Senior Anneses Championship, the 2009, 2011 and 2018 Four-Ball Chempionships and the 2009, 2011, and 2017 Senior Four-Ball Championships—as well as the 2008, 2009, and 2010 PGA Tour Nationwide Knowlile Open Qualifier.

#### TANASI GOLF COURSE

Tanasi was the second of the Tellico Village courses to open. It has a fun and contempority layout that winds through the Tanasi neighborhood, and even has some holiss that run over and alongside parts of Tellico Lake.

been office options for physes of all ages and whites, as well as a selection of tens to beet fit your game. Our Black Chempionality tens measure 6,251 yatch, while our yollow teos offer a fun short ocurse of A486 yatch. Trans is a fun ourse to pky with while fallways, large fat landing areas and big undulating greens.

tonasi ako has an espanske patting green with large undiakations that mimic the greens you will encourser includes an excellent restaurant that offers casual doing with beautiful views of Telico Lake. The wagescanda pach inclus you to note and wijy the generacida lake and gaf course view withey ou disc.

#### THE LINKS AT KAHITE

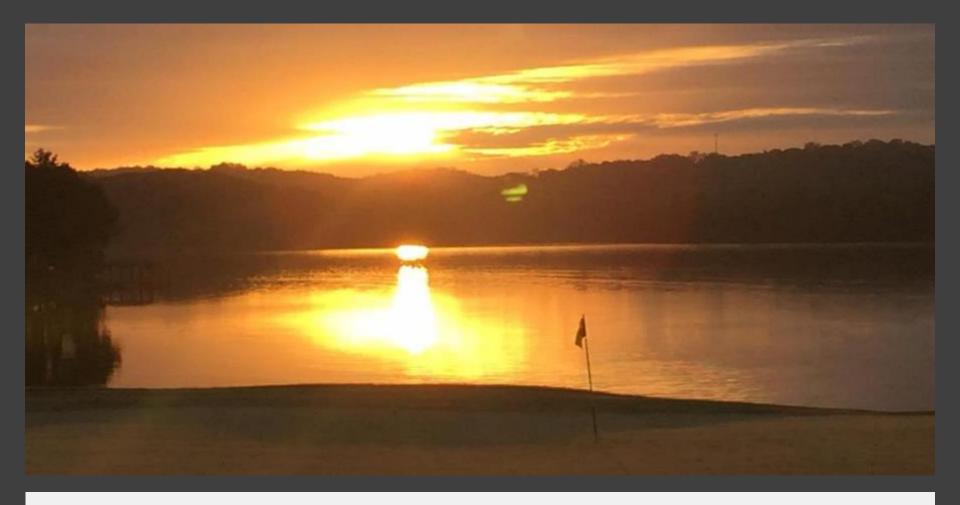
Opened in 2002, that indext Malikie Table voltagets hidden gam. In Vorone, TN. The golf course is summarized by Tables Loke and Offen brusthaling, penetrarile Views of the Creat Smoly Mountains, it is as on over 200 acres of property and offens a writery of turfgases species that adds offensity and brusty on overy hole. Within the size arts of home that play from 7.1.40 yards to 4.435 yards to posside a warkey of options and difficulty with making the experience than of childinging.

Kabile features a practice facility that includes a driving range and practice putting green. The Kabile Pub & Guil Offers cascad during and an outdoor patie with a great view.

In 2008, the Links of Rahle was noninsed by Colf Digest as best new private course and has since housed many Tennessee Golf According needs, including the 2009 and 2001 from and and Same Four Ball Championings, as well as the 2009 and 2000 PGA four Nationwide Open Qualifies.

www.golitelliervillaga.com

865-458-7061 mintagrupoe.org @ www.tellicevillage.org 0 302 Offers RestLoaden Tameance 3774



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