

Meeting Minutes
New Prague Golf Board
Tuesday, January 25, 2011
City Hall

The meeting was called to order at City Hall at 6:30 P.M. by Chairman Becker with the following members present: Eric Kallal, Kevin Berglund, Dwayne Anderson and Curt Guerrette. Mark Bartusek and Jeremy Stafne were absent.

City Staff Present: City Administrator Johnson, Golf Superintendent Jeff Pint and Administrative Services Director Solheid.

The minutes from January 11, 2011 were reviewed. It was moved by Guerrette, seconded by Anderson to approve the minutes. Motion carried. 5-0.

The January 21, 2011 accounts payable list with claims for payment totaling \$41,688.22 for January 14, 2011, January 31, 2011 and February 28, 2011 were reviewed. It was moved by Anderson, seconded by Kallal to approve the A/P list. Motion carried 5-0.

The December, '2010 financial reports were reviewed. It was moved by Anderson, seconded by Guerrette to approve the reports. Motion carried 5-0.

City Administrator Johnson reviewed the City Council approved agreement with Golf Management Enterprises, LLC (Wade Brod) with the Board. The agreement was approved knowing that there might be additional changes forthcoming to the agreement in the next 90 days. The Board requested a copy of the final document if it gets changed.

Wade Brod of Golf Management Enterprises, LLC (GME) was present and reviewed membership and pricing information for 2010/2011 with the Board. He also inquired about extending the incentive date for obtaining a golf membership to February 28, 2011 and providing some reward or credit to members who had obtained a membership. Following discussion, it was moved by Kallal, seconded by Anderson to recommend to the City Council to extend the sign up date with the discount from January 1st to February 28th and to provide (2) five dollar 19th hole credits/gift certificates to the food/bar for the 133 members who had obtained a membership. All voted in favor. Motion carried 5-0.

Mr. Brod also reviewed the membership categories for Juniors and College students and recommended changes to encourage growth in those categories. After discussion, it was moved by Guerrette, seconded by Berglund, to recommend to the City Council to reduce the Junior Golf membership rate from \$330 plus tax to \$300 after taxes; the College Membership golf rate from \$425 plus taxes to \$400 after taxes; and for GME's staff to provide 3 (1/2) hour group golf lessons at no cost to the youth. All voted in favor. Motion carried 5-0.

There was discussion on the Single Seat Cart Pass at \$515 plus tax and the Drive on Trail Fee at \$370 plus tax. No final action was taken.

Mr. Brod also discussed with the Board various Ideas/Concepts for Marketing and a Marketing Plan process and timeline. His company will be holding a Meet the Management Event (wine/beer tasting) on February 26th at the Golf Club. Other ideas and suggestions were reviewed and discussed. The plan will be presented at the next Board meeting in February and to the City Council in March. No additional action occurred.

The next Board meeting was set for 6:00 P.M. on February 22nd in order to attend the City Council meeting if necessary.

There being no further business, motion by Anderson, seconded by Berglund to adjourn at 8:10 P.M. Motion carried 5-0.

Respectfully Submitted

Michael J. Johnson
City Administrator