

Washoe County Golf Council

April 16, 2009

Golf Council Present:

John Chism
Bonnie Foard
Judy Hall
Jim Pruitt
Larry Schultze, Chairman

Staff Present:

Julie Lester
Al Rogers

Liaison and Guests Present:

Bob Jacobsen
Bonnie Weber

Golf Professionals Present:

Barney Bell
Steve Bell

Larry Schultze called the meeting to order at 4:05 p.m.

1. Roll Call.

A quorum was present with 4 members and 1 alternate.

Bonnie Foard asked to speak a few words before relinquishing the gavel to Larry Schultze. Ms. Foard said in 2000, her first year as chairperson, she learned what altruism meant, as did everyone, because they have given unselfish concern for the welfare of others. This brings to mind the words of Darin Conforti, a former Golf Council member. Upon receiving his certificate from Mr. Rogers, he said that although he had worked on the fiscal side of the golf courses, when you just look at the numbers it is easy to lose sight of the recreational side of things. Becoming a part of the Golf Council broadened his horizons to understand the value that golf has to our community. Unforgettable and still so vividly endearing were his closing words, when he also said, "He wished more people would conduct public meetings like Mrs. Foard does. The formality and preparation that she brings, if that was brought to each meeting government would probably run a lot better." The uneasy wonderment she felt in each meeting as it was called to order, always left her at the end of each meeting feeling more cognizant of the contributions, time, patience, and respect of the council members. She thanks each and every member, and the staff, who are always so prompt and willing to keep them informed with their efficient statistics so they knew what direction to take for the best welfare of all golfers. It is now time for her to relinquish this symbol of authority, which was her gift to the Golf Council in 2001. After six years of serving as the chairperson, she now places this in the competent hands of the new Chairman, Larry Schultze, for his successful leadership.

On behalf of the Golf Council, Mr. Schultze thanked Bonnie Foard for her many years of service as Chairperson.

2. Public Comments.

There were no public comments.

3. Approval of the minutes of the February 20, 2009 and March 5, 2009 meetings.

Bonnie Foard made the motion to approve the minutes of the February 20, 2009 meeting as read, John Chism seconded the motion, the vote was unanimous. John Chism made the motion to approve the minutes of the March 5, 2009 meeting, Jim Pruitt seconded the motion, the vote was unanimous.

4. Golf Course Reports.

Barney Bell reviewed the written report for Washoe Golf Course; there were no questions.

Al Rogers reviewed the maintenance report for Sierra Sage. Steve Bell reviewed the report for Sierra Sage. He thanked Patti Cook for being the driving force behind the upcoming junior programs with Stead Elementary and O'Brien Middle Schools.

5. Discussion of possible funding and operations for Sierra Sage Golf Course.

Mr. Rogers recognized and thanked Commissioner Weber for being here today.

Commissioner Weber introduced herself as the Washoe County Commissioner for District 5, Sierra Sage is in her district and she lives near the golf course. She is trying to be their advocate for the Board of County Commissioners (BCC). As they probably know, the BCC is not in favor of golf courses at this time. Our goal needs to be to work with the BCC and get three votes. She has been working with the community on Northgate Golf Course. That course no longer has water rights, and everything has been removed from the clubhouse. The residents are trying to resume golf there, and last Tuesday the BCC voted to at least work with the community to see what they can do for the next 60 days. The attorney for the property owners has said they would give them 60 days to come together as a community and see how they can either save it as a golf course, which seems unlikely, or possibly keep as open space, or put in a 9-hole golf course.

Regarding Sierra Sage, Commissioner Weber said she was very happy the BCC was in agreement to at least keep the golf course open through this season. It is not even through the season, it is only through September 30th. She has asked the BCC to put back on the agenda the possibility of at least keeping it open through the end of the season, which she understands is October 31st. That is her next goal; she has to do this little bits at a time. She hopes that by going back to the BCC they will figure out a way to work with the vendors to at least keep it open through the natural season. Mr. Rogers said the natural season is through October, but historically October takes a big dive in terms of revenue and the subsidy goes up. Ms. Weber said she intends to ask for the extra 30 days, and that will also give them until the end of August to come up with a plan. There are two things she wants to share. First, she wants to help Sierra Sage. If the Golf Council wants her to, she will work with them as an advocate. Second, she thinks everyone needs to hear again about the water rights. She has had lots of comments about the water rights, that if only we could get the water rights back to Sierra Sage. In her opinion, that is beside the point. That money is going to be owed to the City of Reno, and it is in the Enterprise Fund, and that is not what the BCC is looking at. They are looking at how much play we have, and how much is happening at Sierra Sage. Those monies will be owed until the end of the debt, but the BCC knows that is money that either gets paid today or gets paid at some point in time, so those monies really are not the issue. The issue is getting people to play the course, and showing the County Commission that it can be a successful course taking away the money that is owed. If we put this debt aside, she believes it is the responsibility of the County Commission as policy makers. Her thought is to take that and put it aside, and make Sierra Sage be productive for this season, to show the BCC that it can be productive, within that range of about \$250,000 to \$300,000. Then, in her opinion, it would be wise to have fundraising, or amount of money, and she was saying \$250,000 to \$300,000, to be able to show the County Commission that we have raised over and above the increased play. Then we can say, next year we have this money, and we want you to look at this and say, we can make this course productive by our play and bringing the community in. It tells the BCC that here we are, we've got this, and we want you to open the course next season. Our goal is to get the course to stay open for another season, and how do we prove to the County to do that?

Commissioner Weber then asked Mr. Rogers to review the water rights again, it is important that everyone know where we are with the water rights. Mr. Rogers said the water rights were sold in 2003 and 2005, approximately 300 acre feet. There is actually 335 acre feet associated with Sierra Sage Golf Course, there is still 35 acre feet tied to Sierra Sage for existing domestic that we need, and for emergency. Those water rights did not come with the granting of the land. The land was granted by the Federal Government in 1964 for a cost, but there were no water rights. What he is substantiating right now, is where did those water rights come from? They came from Washoe County. We are still waiting for information on if the water rights already existed as Washoe County assets, or were they purchased specifically for Sierra Sage, and he will come back with that information. The key piece is that they are in no way tied to Sierra Sage and the acquisition of that land. The water rights sale moved forward legally. Remember, the water rights and the acquisition of the land at Sierra Sage are in no way tied together, so when the sale happened, there was nothing done out of legal means. 300 acre feet were

sold, and that generated approximately \$8 million. As part of the effluent reuse agreement with the City of Reno, the money was specified to go to the North Valleys Regional Park. Today about \$2 million has been spent on Phase II and Phase III that included the entry gate and the parking lot. There is \$6 million still in that fund, with another \$1 million in interest sitting off on the side. Mr. Rogers will get the confirmation of when the water rights were acquired, he thinks it was late 1960s or early 1970s; he does know they were not tied to the deeding of the land.

Claudia Chesney asked, because a bond was taken out and that bond was borne by the golfers, why is that specific to golfers, but not the proceeds? Everyone who benefits should share the cost.

Mr. Rogers said the operating loss at Sierra Sage last year was \$220,000, that is without debt. Then, you overlay the \$240,000 of bond payments and we are at about a \$460,000 loss for just Sierra Sage. But as Commissioner Weber pointed out, what we are focused on, putting the bond aside, is the operating loss of \$220,000, we need to get that to zero to probably entertain any future of Sierra Sage Golf Course.

Ms. Chesney said because that is an integral part of how the golf course got into financial difficulty, shouldn't there be a way to readdress how that bond is spent? Commissioner Weber said that is a misnomer as to how it got into financial difficulty; it has been operating at a deficit for quite a few years, above and beyond those monies. Commissioner Weber thinks that the County really is responsible for that \$240,000 per year, and that is why she says put it aside and focus on the \$220,000 loss. If they can increase revenues, that will show the Commission, because you have to have three commissioners to support whatever is proposed.

Bonnie Foard said she knows the commissioners expect them to show substantial proof that they can keep the course open, does it have to go longer than one year to prove success?

Commissioner Weber said she is only one commissioner, and she can only share her thoughts about her fellow commissioners. They have already voted to close the course in September. That is bad news, they are serious about that. However, to keep it open is a great thing, and they have given us an opportunity to prove this year, that we can do something at the golf course, that we can prove to have good revenues coming in. In her opinion to be able to say to them, when we revisit it at the end of July, that we can show to them that per month, we have had an increase in play and had all this great stuff happening. But, above and beyond that, she thinks you have to have a fundraising mechanism, a pot of money, if you will, that says we have raised this much money to show you, Board of County Commissioners, for those three votes, that we can do this, we have proven to you that we can increase the play. But to start the next season we are going to put up our \$225,000, or she thinks it should even be \$300,000, but she thinks it can be done. Otherwise it will come and go. The meeting with the BCC will come, they will look at the play this year, and say well you increased play, but it is not enough to open the course next year.

Jean Maxwell said then, no matter how much they improved, it would not make any difference then?

Commissioner Weber said she did not think that would be enough, to increase play. We have had consultants, and we have all been dealing with this, RSCVA and the City of Reno has been dealing with this, and every consultant that has come in to talk about golf, and we have been doing this for three or four years, maybe longer, but they are saying we have too many holes on public courses. You have to convince the commissioners that it can be successful. Now you are down eighteen holes at Northgate, so that is bringing it down. She does not want it to go away, but she is telling them as one Commissioner, it is going to take two more Commissioners to agree with her. She thinks they have the ability to really show them they can do this. The community will rally with them, and she will work with them too, if they want her to.

Shirley Canale said the Enterprise Fund consists of Washoe and Sierra Sage, it always has. Sierra Sage has never been able to make as much money as Washoe, but it is supposed to be the combined income from both to cover all the expenses, all the gain and everything else. You are breaking it in two and saying oh no, Sierra Sage has got to do it their own. If Washoe comes out with \$100,000 extra, that doesn't go towards the expenses of Sierra Sage. That is not the way the Enterprise has run for the

last 25 years. Mr. Rogers said she is exactly right. When we are looking at the golf fund that is not doing what it is supposed to do as an enterprise account, we have to look at the course that is not making the money, or at least making enough to where it is flush, to where it is cost covering as an enterprise fund is established to be. So it is not a matter that we have changed the philosophy of how the Enterprise Fund should operate, we are looking at it saying, we can no longer operate that way, and the fact that the General Fund can not and will not support the Enterprise Fund anymore. It is not a matter that we can say, well we have operated that way before and it has had losses, so why not continue. As we have talked about since the inception two months ago, we are in dire times now so we are looking at those things maybe we didn't look at the same before. We have to go in and make some changes, and Sierra Sage is the piece that is not carrying the weight right now.

Ms. Canale asked then, are you going to make Washoe pay all the expenses of the bond now? Mr. Rogers said if Sierra Sage closes on September 30th, just to use that as a what-if, then Washoe would continue to operate, we would no longer have that \$220,000 loss at Sierra Sage. Last year Washoe made \$200,000, the bond payment is \$325,000, so we have now lost \$125,000, that is a lot better than \$500,000. They will still be responsible for that entire bond, but certainly the reduction in the impact on the County is greatly reduced. And that is if it closes, if we get a proposal that says we will run Sierra Sage at no cost to the County, no financial responsibility whatever to the County but you take the debt, which we are obligated to, that would be the same scenario where Washoe would make \$200,000 and pay for the bond, and Sierra Sage is run and operated under the premise that the County would not have to put another dime into it in terms of subsidizing the operating loss.

Ms. Canale asked if we were still going to accept proposals. Mr. Rogers said yes, and he will quickly cover that piece now.

Mr. Rogers said since we started this discussion and knew that July 30th was the date we needed to come back to the Commission with a proposal, certainly we want to come back with something that is very substantial and quantified and done within the legal bounds of the County. Our process is to put out a request for proposals and say, Sierra Sage is now on the table again, how would you operate it? This will be released to the public Wednesday April 22nd; it will look the same as what went out last fall, except this will say you must run Sierra Sage as a full management. Those proposals will have to greatly reduce or eliminate the current subsidies. The two proposals we got last time for full management said basically they would operate Sierra Sage for a fee, and that fee was anywhere from \$70,000 to \$100,000 on top of the loss they were projecting. This will have to be a proposal that says they will manage the course, and all financial risk will fall on the proposers, not the County. It will have to be very specific that they will take on that obligation. The bids will be due May 20th, they will be reviewed and in the first part of June we will look at the proposers, and ones that have substance to them will be called in for interviews. We will then go back to the BCC July 28th and lay out this proposal along with everything that has been done to that date. That will include, as Commissioner Weber pointed out, fundraising, increase in play, the whole package, but a major component of that package needs to be a proposal through the RFP process that identifies a substantial way to reduce the subsidy. Mr. Rogers has spoken with two groups that have indicated an interest and have some ideas as to how they can operate, which is great. He hopes we have more so we can bring something back to the County that is a little more than, we have raised \$250,000, which is great, but it is not sustainable for a long term potential.

Commissioner Weber said, again, her point in being here is to share with them, she thinks we take the Enterprise Fund that is still owed, and we take the City of Reno note, and put it aside for a moment, the County is still going to be responsible for this other amount of money. She thinks we are better off to say, this money is over here, and we will figure out how to do it. They also need to know, as living in the North Valleys, there are two citizen groups, the North Valley Citizen Advisory Board and the North Valley Neighborhood Advisory Board, that are in the community and see the money we are talking about that was dedicated to the North Valleys Sports Complex. And she was on the Commission, and she voted in favor of it and she has to stand on that, she did it, it is done. So the BCC needs to be responsible for that. That is not the reason why we are here today and why the Commission is looking at closing Sierra Sage. We are here today because the County has \$47 million in the budget that has to be cut. When the community hears that we are cutting \$47 million, and we are not done cutting by the way, we are laying off staff. The community is making phone calls and sending emails and saying,

close the golf course down, we don't think you need it. The same thing with the Sun Valley pool, there is a part of the community that says we need to have the pool open and there is another part of the community that says no, we don't care if the pool is closed. You have to know that if people are not golfers, they really do not care. So we need to get the golf community enthused and excited, and say, we can do this, we can come together and we can try to keep this golf course open. That is all she can offer, and they need to convince three Board members. They have already voted to close Sierra Sage. So, it is not great news but there is a light at the end of the tunnel.

Claudia Chesney asked if anyone had done a study comparing the amount of use on the golf courses, the thousands of rounds, and compared that with other sports things, hiking trails and tennis. Are there other things that have as much use? Mr. Rogers said last year the golf courses did 65,000 rounds. That is not 65,000 participants, but 65,000 rounds. In perspective, the regional parks had 2.7 million people come through. Ms. Chesney said they are not paying so they get more use. They have golfers who are willing to pay a substantial amount to participate, where other things that have good participation are free. This is something the County needs to look at. Mr. Rogers said when you look at the free things, it appeals to a broader demographic. But when you look at the fee based things, golf is right there but it is being subsidized. When we look at fee and charges we look at reducing that subsidy, we do the same when we look at the pools. We have to weigh our rates with what the market will bear too, when we try to raise the cost of each round we are met with resistance. It is that give-and-take in terms of the fee based programs and finding that piece that makes it affordable. We are in the business of providing affordable recreation. In terms of numbers golf is certainly up there, but we have a lot of other programs, facilities, and parks that are heavily used.

Commissioner Weber said in our reductions, if they haven't heard, the reductions to the Parks and Open Space Department are tremendous. We are looking at regional parks that will not have staffing. They are cutting rangers, they are not employing seasonal staff, they have closed the swimming pools, there is so much. What they have to think about, and she argued this last week at the budget hearings, her concern is that during these economic times we need to have our local resources, our regional parks, our golf courses, our swimming pools, available to the community that are right there. She is having a hard time seeing why are we still working towards trailheads and other park spots, doing those kind of things doesn't make sense to her during these economic times, she wants our parks and golf courses to be available to people. But, in a cut like this, they had to cut 58% of their budget in the last two years. It is difficult for them, we have the Wilbur D. May Museum that is a foundation, and there is monies going into that, and those people want that Great Basin Adventure and Rancho San Rafael and all of that to be open. So we have a bit of a battle because golf courses are utilized and folks pay for it, but when you look at it as a Commissioner or someone who oversees it, there is still this deficit. And when you look at the big picture of \$47 million, and by the way, \$47 million, we are not done with, the legislature has not sent down their unfunded mandates that will be coming back, and there are other issues that are coming out, so the \$47 million, we have not seen all of it yet.

John Chism said he hopes Commissioner Weber continues to support them, he appreciates it. He sees our biggest challenge as time. We have a short amount of time to be able to turn things around. Fundraising is one way, maybe a partnership with the City of Reno, he is throwing out different kinds of things, different types of options, we have to be able to think about things as quickly as possible. If we can't show any kind of substantial change in the next 90 days, he thinks it is a foregone conclusion that it is going to close. We need some new ideas, maybe a brainstorming workshop, how to save Sierra Sage?

Larry Schultze said they have a few things in the works, he would like to move on from how we got here, to how do we get out of here.

Ralph Fellows said they have Save Sierra Sage bumper stickers for \$1 each. Also the Men's Club is working to get things going. To have new golf tournaments, they are working with Steve Bell, they have had one event already with Patti Cook last week. A letter should be out in two weeks to get donations from corporations. They are trying to work with Commissioner Weber on a sign. They want to put signs on the tee boxes, but he understands we have rental agreements. Mr. Rogers said we have a contract with a national company, he will get an answer on them putting signs next to those. Mr. Fellows said they want to put up a donor sign for all the donors that donated to Sierra Sage, and put their names on

a plaque on the golf course, somewhere in the vicinity of the #1 tee box, or the putting green. Those are some of the things they are coming up with, they are working also with the Ladies Club, doing everything they can, they need to get \$300,000 in a little kitty so they can send it to the County Commissioners, and say this is what we've got. They understand that the bond has to be paid no matter how they get it, if they get it from Washoe or from Sierra Sage if they get so much play they can protect both of them. This is the second golf course he has tried to save because the seniors have no place to go. They also have a banner from Coors that says Play It Save It, he will put one up at his house too. Like Commissioner Weber said, he has a lot of neighbors who do not play golf, but the rest of them say, "you are kidding me, they are closing the golf course, why? That helps people." So, there are people who do not play golf who want to keep it open.

Larry Schultze said they have a very short time frame to raise that amount of money, but they have several things they are working on. He agrees, if we can get enough rounds of golf increase at Sierra Sage over this summer, hopefully it will be a good summer to play so they do not have an operating loss, or at least it is very small, then that pretty much negates the primary reason to close the golf course. They are absolutely right, they are looking at losing money all over the place, they are closing swimming pools, they are closing libraries, they are closing parks, they are laying off people, there is a quarter million dollars a year going away. We have to do something about that if we want to keep our course.

Barney Bell asked Commissioner Weber, if the \$240,000, or whatever the amount is, if that money is raised, and he agrees it is a very short time to raise that much money, and they take it back to the Commissioners and show them, and it will have to be done next year and the next year, how can they convince the Commissioners that they will be able to raise that every year to take away the debt? Commissioner Weber said she does not know, she thinks they should take one hurdle at a time, and look at the goal of four months to do this. It is scary, and it is hard, but if they don't move and try to do something, we know we have the course closing. Her goal is for all of us to step up to the plate and try to do this. They have nothing to lose except for, the course will be closed. In her opinion it will look very good, and then it will prove to the community, when we want to go back and try to maybe take some monies, or try to do something to pay off that debt sooner, which might save us some money, it will prove to them that we can do this. That is what is happening with Sun Valley Pool, we have already said we are closing the Sun Valley Pool, the GID stepped up to the plate, they sent out letters to all their community asking to raise the GID fees, and the community, some of them say yes and some say no, but right now the majority are saying they are willing to give up \$5 a month to pay for this. It is the community now. We are looking at government like none of us has ever seen before.

Mr. Fellows added that all of the money collected, if they do close the golf course, the money that is collected in their fund will go directly to North Valley High School in the form of scholarships. It will be rolled over into the Men's Club scholarship fund. They will give three scholarships this year, and they have enough funds set aside to go at least one more year even if the golf course closes. And if they have the funds from this they will go as long as they can.

Mimi Davis asked Commissioner Weber, when the comment was made that the Board is considering entertaining the idea of taking over Northgate and the possibility of a 9-hole golf course, why are we hearing that when we are having so much trouble with Sierra Sage? Commissioner Weber said it may not have been explained correctly. RSCVA closed Northgate, and Washoe County is the conduit to send the golf course back to the trustees, RJB. So, it transferred, as a matter of fact yesterday RSCVA gave it to Washoe County, and Washoe County is going to give it back to RJB because they want it back. The community around Northgate and the homeowners associations want Washoe County to buy this, but we are saying, we have no money, there are no water rights there, there is nothing there to keep it as a golf course. So, the community came together at meetings, and they say they do not want homes to be built on that golf course. We have approached the attorney who represents this trust, the family wants that golf course back and it is rightfully theirs. But, what the community is worried about, is if we give the golf course back and there is going to be homes built and everything else. So the community has come together to say, we really want it to be a golf course. But, her position is, the likelihood of it being a golf course again is probably pretty nil because it has all been given away. But what they want to do, is try to at least keep it as an open space area, parks, trails, whatever, and possibly we can figure out, this community is like working together. They have 60 days to figure this out

and come up with a plan, she is working with them as well. Ms. Davis asked, even if it becomes open space, that will still cost the County money, won't it? Commissioner Weber said no, we have no idea what is going to come out of this. In the motion that was made, the City of Reno would be responsible for viability, maintenance, and operations of whatever it could be. It is completely surrounded by Reno residents, so that is where that part comes in. Again, we are only the conduit, so there could be a special assessment district that is made for those homes, these people are going to come together and figure out a plan. It should not fall back on the County, we can't afford that.

Ms. Davis added that with the closing of Northgate, and the possibility of closing Sierra Sage, Washoe is going to be inundated with golfers, where else are they going to go? Larry Schultze said it gets worse; Fernley has an October 31st drop dead date, if they don't turn a profit they will close.

Jean Maxwell asked, how are they going to do anything up at Northgate if there aren't any water rights? Commissioner Weber said that is part of the discussion. RSCVA owns 240 acre feet of that, Washoe County has appropriated 200 acre feet so it is now all sitting in the Nevada Land Conservancy. She does not know anything about that, there is more information that goes along with that, on the water rights.

Al Rogers said he would like to wrap up this item. Given that he will probably be the one who comes before the Board in July or August, he is taking the approach right now that there are multi-prongs to this. One being the fund raising, he thinks whatever we can step forward with on that date and show that the community has given in support of Sierra Sage, not necessarily that it may be sustainable, but as Commissioner Weber pointed out, that will be heard and he thinks that will be a major part. The next part we have taken on is the RFP, which is the business part of this, to say hopefully we will come as part of this package, with a proposal or multi proposals that could be considered. The other one is hopefully in July or August, we will be able to show the increase in volume, and we will have that report in there too. Mr. Rogers thinks it will be a combination, he sees it as three-pronged right now but there may be other things he is not thinking of. He will come forward with this complete package, versus just saying we have raised this money, or we think we have a proposal but we really don't know what it is. That is the direction he is working in and through the next couple months we will discuss this in detail as to how that is coming to fruition.

Commissioner Weber wanted to share two things. She thinks the idea of the brainstorming session; she is very willing to work with that. She thinks it can be a really good idea, it can be a meeting dedicated to the ideas and talking about how to do some fundraisers. One of the things she thinks we should do to save Sierra Sage, is to have a big community-wide weekend out at Sierra Sage with elected officials and all of their stars, golfers, or whatever, and that might be able to bring in a large amount of revenue as a fundraising event. She is not a golfer, but she is willing to help out doing things. The brainstorming session would be very good, if they could do it some morning at Sierra Sage, or however they could do that would be great.

6. Assistant Director's Report.

Mr. Rogers said there are a lot of marketing efforts going on at both courses. We are trying to delve into new markets and get new marketing ideas. The Haggin Oaks event was successful last year and that is something we will continue to do. We offered a new aerification special of 9 holes for \$10. We also have a promotion with Fox 21 this spring, their "Just Pay Half" promotion. We provide them with gift certificates that they sell online for half price, and they are promoting it with TV advertising. That is no hard dollars out of our pocket, just some certificates. Another thing is the Smart Cards, we are not selling the multi-play discount cards at Plumas Street, they are available at the golf courses, which we hope will drive the volume up and provide a better service to those players. An update on the High Desert Five, he has a meeting with the RSCVA and the City of Reno, they are both interested in pursuing that marketing campaign that we initiated last year. That was a card for \$35 that included one free play at each of the golf courses, discounts on range balls, and early twilight times. Hopefully for \$35, even now with four golf courses that is still a value.

Mr. Rogers said they will be moving tee markers at Washoe, the Men's Club graciously donated \$2,000 and they will be installing new tee makers. The gold ones will be moved and added to the Sierra Sage

layout. Nice little things, but hopefully things that will be noticed by the players in terms of them seeing that we are trying to put as much of our limited resources back into the golf courses.

Larry Schultze asked about the contract for advertising on the tees and benches. Mr. Rogers said we have a contract with Benchcraft, that contract expires September 6th of this year. Sixty days out we have to give them notice whether or not we will discontinue. If we do, we would be responsible for maintaining those tee signs and they would no longer provide them for us, but we would also have the opportunity, if we wanted to, to sell the advertising directly. Or we can re-up with that company for another three year period, and they would actually give us cash in hand of \$5,000 and replace everything out there, and keep the ongoing maintenance, for the privilege of selling the advertising. So we will be looking at that in terms of what direction we should go in. Mr. Rogers said he would check with Benchcraft regarding Sierra Sage, and also ask them about other signage, but he does not think their contract is exclusive.

Jean Maxwell asked where that money from Benchcraft would go, Mr. Rogers said it would go to the Golf Course Enterprise Fund.

Jim Pruitt asked how much they make on the advertising, Mr. Rogers said he did not know, but it was certainly in excess of \$5,000. Mr. Pruitt asked about the process when the contract was awarded to Benchcraft, he thinks the Men's Club would be very interested in that contract.

7. Council's Comments.

Bonnie Foard said she was invited to play in a Wine and Dine at Lakeridge, they play golf then they are served dinner. That may be another idea for fundraising.

Ms. Foard said the by-laws require them to schedule the meeting dates for the year at the March meeting. She would like to see the dates set, and adhere to them. Mr. Schultze said he thought we were going to continue with the second Thursday of each month. Ms. Foard said those dates would be May 14th, June 11th, July 9th, August 13th, September 10th, and November 12th. We usually only have six meetings, but with what all the issues facing us this year Mr. Schultze agreed that we should meet monthly.

Al Rogers said it is our intent to keep monthly meetings, this meeting was moved to accommodate Commissioner Weber as she wanted to be here. Mr. Rogers cannot say that won't happen again in the future, but for now we will put the second Thursday on the calendar. Ms. Foard thinks with regular meetings perhaps we would have better attendance.

Mr. Pruitt made the motion to adjourn, Ms. Foard seconded it. With a unanimous vote the meeting was adjourned at 5:30p.m.

Respectfully submitted,

Julie Lester
Recording Secretary