



**LOVELAND GOLF ADVISORY BOARD**  
**Wednesday, April 26, 2017 – 5:15 p.m.**  
☞ Mariana Butte Maintenance Building ☞  
**499 Rossum Drive, Loveland**

Notice of Meeting Posted

**Call to Order at 5:15 p.m.**

**Citizen Comments**

**Council Liaison Report**

**Approval of 02/22/17 Minutes**

**Non-Action Items – Information**

1. Introduction of Maintenance Staff/2017 Goals	Jordan McCormick
2. Introduction of Clubhouse Staff/2017 Goals	Winston Howe

**Discussion/Action Items**

3. Budget 2018	Steve Southard/Robert Walkowicz
*Preliminary Discussions	

**Reports/Correspondence**

4. Quarterly Financial Report	Andrea Sheldon
5. Golf Manager Report	Steve Southard

**Board Member Comments**

Next Regular Meeting Date **05/24/2017 – The Olde Course at Loveland – Maintenance Facility**

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**LOVELAND GOLF ADVISORY BOARD**  
**MINUTES**  
02/22/2017  
PARKS AND RECREATION CONFERENCE ROOM

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**PRESENT:** Joe Lopo, Julie Nelson, Jan Wall, Robert Walkowicz, Chuck Weirauch, Jim Whitenight, Charlie Dyer, Hope Chrisman, Rex Lamoreaux,

**ABSENT:** Jack Stringer

**STAFF:** Steve Southard, Andrea Sheldon

**COUNCIL:** Don Overcash

**CITIZENS:** None

Notice of meeting posted.

Robert Walkowicz called the regular meeting of the Loveland Golf Advisory Board to order Wednesday, February 22, 2017 at 5:15 pm.

**Minutes** The minutes for the 01/25/17 meeting approved as submitted.

**Citizen Comments** None

**NON-ACTION/INFORMATIONAL ITEMS**

**2016 Year-End Financial Review** Steve Southard reviewed the year-end 2016 financials included in the packet. The largest expense in 2016 was the purchase of the new rental cart fleet; historically, the rental cart fleet is replaced every 12 years. Overall revenues for 2016 were below projections due to the weather during January and February. The Mini-Course exceeded rounds played in 2015 and continues to provide a non-intimidating pathway for beginning golfers.

*Councilor Overcash arrives at 5:30 pm*

**Council Liaison Report** Robert Walkowicz related that he had met with Councilor Overcash regarding long-term funding challenges facing the Golf Fund. Councilor Overcash stated that he felt the topic warranted a Council Study Session and that the Board should seek the support of the Director of Parks and Recreation and that she should bring the topic forward.

**Roadmap to Growth** Steve made a presentation regarding the Golf Division focusing on converting current athletes from other stick and ball sports (e.g. baseball, softball, hockey, tennis) to golf by taking what they already know and applying it to golf. The baseball swing and the golf swing are almost the same – just on a different plane. This provides a great opportunity to tap the non-golfing, athletic person. Steve also discussed the concept of “placemaking” and the goal to make the golf courses visually more inclusive of all types of golfer.

**\*Sports Converts**

**\*Placemaking**

**2018 Budget  
\*Capital  
Improvements**

Steve reviewed the Capital Improvement projects scheduled for 2017

- Driving range tee renovation at The Olde Course
- Cattail Creek clubhouse stabilization
- Mariana Butte parking lot resurfacing/crack seal

And also the projects slotted for 2018

- Replacing the small irrigation lines at Cattail Creek
- Cattail Creek parking lot milling and resurfacing
- Refurnishing (sandblasting/painting) 13 pedestrian and cart bridges at OCAL and MBGC

Steve related that a much deeper discussion was needed regarding the 10 year plans for 2019 forward and that he would be bringing revised 10 year plans to future meetings.

*Councilor Overcash leaves at 6:00 pm*

**Denver Public  
Golf Expo**

Andrea Sheldon reviewed the expo. Per the EXPO organizers, attendance was down 20-25%. This did not equate to fewer sales though, as overall sales were up from 2016 reaching over \$31,000 of pre-sale round revenue.

**Waitlist  
Methodology**

Steve introduced the topic of the 3-Course pass waitlist methodology and the current perpetual list method; many man-hours are spent each year maintaining the list and fulfilling the empty pass spots in January. A discussion ensued with topics including:

- Emailing list names each January to notify golfers of position on the list and to ascertain whether the golfer wants to remain on the list
- Eliminating the 3-Course pass
- Using a lottery to decide open spots recipients rather than a wait list
- Put the responsibility on the golfer to maintain their spot on the list and to provide current contact information

*No action taken*

**Board Member  
Comments**

- Rex Lamoreaux – Cattail Creek should be part of the EXPO booth
- Julie Nelson – Like the emphasis on sports conversion – need to reach out to people that are not golfers
- Hope Chrisman –Connie DuBois has taken over the concessions/catering at Highland Meadows golf course
- Jan Wall – Tee signs at Mariana Butte are shabby and worn.
- Charlie Dyer – Can we put up signs that say No Smoking on the on-course restrooms. When will the tee box on #9 open? Steve: still topdressing it.
- Robert Walkowicz – Councilor Overcash is very aware and tied into the Golf Division and the Golf Advisory Board, even as his schedule prevents him from attending most meeting.

**There being no further business, the meeting was adjourned at 7:30 p.m.**

**Respectfully submitted,**

**Andrea Sheldon**



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**AGENDA ITEM:** 1

**MEETING DATE:** 04/26/17

**DESCRIPTION:** **Introduction of Mariana Butte Maintenance Staff/Goals for 2017**

**SUMMARY:**



**JORDAN MCCORMICK:** Jordan was hired to lead Mariana Butte in August of 2010. Jordan is a native of Nebraska but saw the light and became a Coloradoan in 1985. Prior to the Butte, Jordan was the superintendent at the Broadmoor West golf course in Colorado Springs for 6 years. Wife is Danielle; two daughters: Haley and Lauren. Enjoys the Colorado outdoors: skiing/snowboarding, golfing, & cycling both motor and human powered.



**PAUL MASON** – Began working for the Mariana Butte golf course in 1994. Paul is a former Florida golf maintenance supervisor.

Musician: plays guitar, sings, & paints; music & art are his hobby and passion.



**LARRY RUDEEN** – assisted in construction of Cattail Creek golf course & then started at Mariana Butte in 1991. Avid skier and knows all the wildlife on the course; lives in Ft. Collins



**ED WARD** – joined the team in 2000, former aircraft mechanic  
Motorcyclist and active member of Harley owners group; lives in Greeley.  
Ed received the 2016 Edwin Budding Award given to an equipment manager or related innovator, technician, educator, or engineer who has made a significant impact in the golf and turf business for his innovation in helping to design lifts for specialized golf equipment.

**Discussion: Information Only**



**AGENDA ITEM:** 2

**MEETING DATE:** 04/26/17

**DESCRIPTION:** **Introduction of Mariana Butte Pro Shop Staff/Goals for 2017**

**SUMMARY:**



**Winston Howe, PGA, Class A**

Head Golf Professional

Winston Howe is a 24 year member of the PGA. He has been active in the Colorado golf scene for many years from his days as a top junior golfer in the state to his tenure as General Manager/Head Golf Professional at Eagles Nest Golf Course and Mountain View Golf Course. Winston formed Colorado Golf Management, Inc., in 1993 to lease and operate Eagles Nest. Winston received the Junior Golf Leader Award by the Colorado Section PGA in 2004 and is an active participant in many PGA activities. Winston was hired as the Head Golf Professional at Mariana Butte in 2006.



**Kevin Cohrs, PGA, Class A**

Assistant Golf Course Professional

Kevin Cohrs joined the Mariana Butte pro shop team in 2014. Kevin Cohrs is a Class A PGA member, with 5 years of teaching experience and over 10 years in the golf industry including his most recent tenure at Todd Creek Golf Club in Thornton, CO. Kevin graduated from Colorado State University in 2008 with a bachelor's degree in Technical Journalism with an emphasis in Public Relations. His favorite courses to play, in Colorado, are The Club at Cordillera - Mountain Course, Coal Creek Golf Course, and of course Mariana Butte Golf Course.

**Discussion:** Information Only



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**AGENDA ITEM:** 3

**MEETING DATE:** 04/26/17

**DESCRIPTION:** Preliminary Budget 2018 Discussions

### SUMMARY:

#### 2018 Expenditures:

- **Capital Improvements and Equipment Budget:**
  - Capital Improvement Plan for 2018 and beyond. Highlights for 2018 could include:
    - Maintenance equipment purchase/replacement; CCGC parking lot, walk and cart bridges (13) refurbishing; replacement of CCGC irrigation system.
- **Line Item Maintenance and Operation Budgets**
  - Staff has not received official word on a city-wide operational budget increase percentage. Staff does not feel that an increase to any 20180 maintenance line items is warranted, except for those that clearly need a market adjustment. Operation budgets include 3% for PILT and general fund transfers.
- **Salaries and Benefits:** The suggested percentage of increase (if any) has not been made part of the official budget numbers as of this meeting. However, discussions are ongoing regarding the Affordable Care Act in regards to mandatory insurance benefits; benefit line items may need to increase if certain part-time/part-year positions are determined to be insurance-benefit eligible.
- **Long Term Funding financial strategies**

#### 2018 Revenues:

- **Preliminary Discussion 2018 Fees:** Review of 2017 fees for any changes necessary; revenues from fees ensure golf fund meets short term operational needs as well as current cash balance objectives to fund future projects and purchases.

**Discussion:** Discussion, recommendations for 2018 budget package