

Parks and Recreation Board Agenda Department of Public Services 851 South Eton-Conference Room Tuesday, July 10, 2018 6:30 PM

#### I. Call to order

- II. Roll Call
- **III.** Approval of the minutes of: Tuesday, June 5, 2018(*regular meeting*)

## **IV.** Agenda Items-Written and submitted by 5pm Monday at the Birmingham Ice Sports Arena, one week prior to the meeting.

1) Appointments To The Parks and Recreation Board Sub-Committees

#### V. Communications/Discussion Items

- 1) Parks Bond Opportunity Update (*verbal*)
- 2) Press Release: Pontiac Mayor, Council Unite To Restore Youth Recreation Services
- **3**) Department Project Updates
  - a) Kenning Park Ballfield Construction Project
  - **b**) Quarton Lake Lily Pads
  - c) Eagle Scout Projects
- **4)** The Detroit News Article dated 7/3/2018 Pro golf's return to Michigan could spark industry rebound

- **5)** Golf Course Updates
  - a) Finance Report Golf Courses
  - b) Golf Course Report

#### 6) 2018 In The Park Concert Series

- Wednesday, July 11, 2018 Jill Jack (Folk) (12pm-2pm)
- Wednesday, July 11, 2018 Mainstreet Soul (Variety) (7pm-9pm)
- Wednesday, July 18, 2018 Magic Bus (Psychedelic Music, 60's & 70's)
- Wednesday, July 25, 2018 The Invasion (Beatles)
- Wednesday, August 1, 2018 Blue Cat (Blues, Rock and Contemporary) (12pm-2pm)
- Wednesday, August 1, 2018 Gia Warner and Bobby Lewis (Rock Classics) (7pm-9pm)
- Wednesday, August 8, 2018 Surreal Humdinger (Classic Rock) (7pm-9pm)
- Wednesday, August 15, 2018 JoeyVee (Country) (7pm-9pm)

#### VI. Unfinished Business

VII. New Business

#### VIII. Open To The Public for Items Not On the Agenda

#### IX. Next Regular Meeting – *Tuesday, August 14, 2018(DPS)*

Individuals requiring accommodations, such as interpreter services, for effective participation in this meeting should contact the City Clerk's Office at (248) 530-1880 at least one day in advance of the public meeting. Las personas que requieren alojamiento, tales como servicios de interpretación, la participación efectiva en esta reunión deben ponerse en contacto con la Oficina del Secretario Municipal al (248) 530-1880 por lo menos el día antes de la reunión pública. (Title VI of the Civil Rights Act of 1964).

If you cannot attend the meetings, please contact Connie Folk at the Birmingham Ice Arena (248) 530-1642. Minutes are available for review at the Birmingham Ice Sports Arena, 2300 East Lincoln, Birmingham, MI 48009

#### PARKS & RECREATION BOARD MISSION STATEMENT

The Parks and Recreation Board strives to provide opportunities for the enjoyment, education, and inspiration for present and future generations of residents and visitors through stewardship of natural, cultural and recreational resources. By continuously elevating the beauty and quality of the parks and recreation system of Birmingham, the Parks and Recreation Board will promote health and wellbeing, and strengthen the community.

#### PARKS AND RECREATION BOARD MEETING MINUTES June 5, 2018

John Meehan, Chairperson, called the meeting to order at 6:30 p.m. at 851 S. Eton.

| MEMBERS PRESENT:                    | Heather Carmona, Ross Kaplan,<br>Therese Longe, John Meehan, Ryan Ross,<br>Lilly Stotland and Bill Wiebrecht                           |
|-------------------------------------|--|
| STUDENT<br>REPRESENTATIVES PRESENT: | CeCe Cousins, Seaholm Student<br>Jakob Sayers, Seaholm Student   |
| ADMINISTRATION:                     | Lauren A. Wood, Director of Public Services<br>Carrie A. Laird, Parks and Recreation Manager<br>Connie J. Folk, Recreation Coordinator |
| GUESTS:                             | Cindy Rose, John Rusche and David Young  |

It was moved by Therese Longe, seconded by Ryan Ross the minutes of the Tuesday, April 3, 3018 regular meeting be approved.

Yeas – 7 Heather Carmona, Ross Kaplan, Therese Longe, John Meehan, Ryan Ross, Lilly Stotland and Bill Wiebrecht

#### Nays – 0

It was moved by Ryan Ross, seconded by Therese Longe the minutes of the Tuesday, May 1, 3018 regular meeting be approved.

Yeas – 7 Heather Carmona, Ross Kaplan, Therese Longe, John Meehan, Ryan Ross, Lilly Stotland and Bill Wiebrecht

#### Nays – 0

It was moved by Therese Longe, seconded by Lilly Stotlan to add the Parks Bond Opportunity as communication number five to the June 5, 2018 Parks and Recreation Board Agenda.

- Yeas 7 Heather Carmona, Ross Kaplan, Therese Longe, John Meehan, Ryan Ross, Lilly Stotland and Bill Wiebrecht
- Nays 0

**AGENDA ITEM #1** – Appointment of one Parks and Recreation Board member to the Ad Hoc Committee to review the City-wide Master Plan proposals

Lauren stated that the City of Birmingham Planning Department is requesting Ad-Hoc committee members as stated in the memorandum from Jana Ecker, Planning Director, one member from the Parks and Recreation Board.

It was moved by Lilly Stotland to appoint Heather Carmona as the Parks and Recreation Board to Ad Hoc Committee to review the City-wide Master Plan proposals

Yeas – 7 Heather Carmona, Ross Kaplan, Therese Longe, John Meehan, Ryan Ross, Lilly Stotland and Bill Wiebrecht

#### Nays – 0

#### COMMUNICATION/DISCUSSION ITEM #1a Trail Extension completed

Carrie shared with the Parks and Recreation Board pictures of the trail extension that was installed with porous pave and limestone.

#### No action was taken by the Parks and Recreation Board

#### COMMUNICATION/DISCUSSION ITEM #1b Springdale Golf Courses Bridges completed Lauren stated that the four bridges at the Springdale Golf Course have been completed

Bill stated that the bridge that is located on the right side of the 5<sup>th</sup> hole at Springdale Golf Course would be the same type of bridge that the department should review for the connection at Linden Park and Lynn Smith Park if the project ever comes to fruition.

#### No action was taken by the Parks and Recreation Board

#### COMMUNICATION/DISCUSSION ITEM #1c Kenning Park Baseball Fields update

Lauren state administration has been working on the construction drawings and specifications.. Lauren stated that construction would begin in August.

#### No action was taken by the Parks and Recreation Board

#### COMMUNICATION/DISCUSSION ITEM #2 Pickleball at Birmingham Ice Sports Arena, Summer 2018

Connie provided to the Parks and Recreation Board an update on the new Pickelball program at the Birmingham Ice Sports Arena.

No action was taken by the Parks and Recreation Board

Parks and Recreation Board Meeting 6/5/2018

#### COMMUNICATION/DISCUSSION ITEM #3a Golf Course Report

Lauren provided the golf course report to the Parks and Recreation Board. No action was taken by the Parks and Recreation Board

#### COMMUNICATION/DISCUSSION ITEM #4 2018 In The Park Concert Series

Connie provided the 2018 In The Park Concert Series Schedule to the Parks and Recreation Board. No action was taken by the Parks and Recreation Board

#### COMMUNICATION/DISCUSSION ITEM #5 Parks Bond Opportunity

Lauren stated the Parks Bond Opportunity was presented to the City Commission on Monday, June 4, 2018 by Mr. Joe Valentine, City of Birmingham Manager. Lauren stated that a parks and recreation bond is an attractive option to consider.

Lauren stated that the City Commission directed the Parks and Recreation Board to review the 2018 Parks and Recreation Master Plan's Five-Year Capital Improvement Plan and work with staff to identify facility needs related t the Parks and Recreation operation through a public engagement process to identify a priority list of projects and associated amounts to be considered for a potential parks bond to be implemented over the 3 to 5 years, and further, to return to the City Commission with a recommendation for consideration.

Lauren stated that Mr. Valentine would like to meet with the Parks and Recreation Board Chairperson, Vice-Chairperson and herself to discuss next steps. **No action was taken by the Parks and Recreation Board** 

#### UNFINISHED BUSINESS:

No unfinished business

#### **NEW BUSINESS:**

Lauren stated that potentially the lily pads might be treated at Quarton Lake.

#### OPEN TO THE PUBLIC FOR ITEMS NOT ON THE AGENDA:

Cindy Rose stated that on Sunday, June 10, 2018 at 4:30 pm at Barnum Park Arch a small reception honoring the donors of Barnum Park will occur.

Cindy stated that she wanted to thank everyone who has assisted with the maintenance of Barnum Park for the last fifteen years.

John Meehan stated the next meeting will be held on Tuesday, July 10, 2018 at 6:30 pm at DPS.

John Meehan adjourned the meeting at 6:55pm

Connie J. Folk, Recreation Coordinator

Parks and Recreation Board Meeting 6/5/2018

|                         | ACTIVE/NON-ACTIVE  |               |       |       |       |                |                            |
|-------------------------|--------------------|---------------|-------|-------|-------|----------------|----------------------------|
| COMMITTEE LISTING       | <b>RE-ACTIVATE</b> | ADDRESS       | CITY  | STATE | ZIP   | PHONE          | E-MAIL ADDRESS             |
| NEXT                    | OPEN               |               |       |       |       |                |                            |
|                         |                    |               |       |       |       |                |                            |
| CROWDFUNDING SUB-       |                    |               |       |       |       |                |                            |
| COMMITTEE               | AS NEEDED          |               |       |       |       |                |                            |
| Therese Longe           |                    | 1253 Yosemite | B'ham |       | 48009 | (248) 258-6744 | tmquattro@gmail.com        |
| Lilly Stotland          |                    | 698 Hanna     | B'ham | MI    | 48009 | (248) 433-3148 | Istotland@vescooil.com     |
| GOLF SUB-COMMITTEE      | ACTIVE             |               |       |       |       |                |                            |
|                         | VACANT             |               |       |       |       |                |                            |
| Bill Wiebrecht          |                    | 1714 Torry    | B'ham | MI    | 48009 | (248) 703-6503 | whw989@wowway.com          |
| Ross Kaplan             |                    | 635 Oak       | B'ham | MI    | 48009 | (248) 645-6526 | rkaplan@neumannsmith.com   |
| ICE ARENA COMMITTEE     | AS NEEDED          |               |       |       |       |                |                            |
|                         | VACANT             | 1243 Ruffner  | B'ham | MI    | 48009 | (248) 514-3740 | art2953@gmail.com          |
| Thomas Maliszewski, BHA |                    |               |       |       |       |                |                            |
| President               |                    | PO Box 249    | B'ham | MI    | 48012 | (248) 763-9509 | tmaliszewski3@gmail.com    |
| Christine Shin, FSCB    |                    |               |       |       |       |                |                            |
| President               |                    | 1930 Stanley  | B'ham | MI    | 48009 | (248) 645-0640 | christinejshin@gmail.com   |
| MASTER PLAN COMMITTEE   |                    |               |       |       |       |                |                            |
|                         | ACTIVE             |               |       |       |       |                |                            |
| Therese Longe           |                    | 1253 Yosemite | B'ham | MI    | 48009 | (248) 258-6744 | tmquattro@gmail.com        |
| Ryan Ross               |                    | 1872 Derby    | B'ham | MI    | 48009 | (248) 705-6465 | ryan.countryside@gmail.com |
|                         | VACANT             | 1243 Ruffner  | B'ham | MI    | 48009 | (248) 514-3740 | art2953@gmail.com          |
| TRAIL SUB-COMMITTEE     | ACTIVE             |               |       |       |       |                |                            |
| Therese Longe           |                    | 1253 Yosemite | B'ham |       | 48009 | (248) 258-6744 | tmquattro@gmail.com        |
| John Meehan             |                    | 656 Chester   | B'ham | MI    | 48009 | (248) 644-5923 | john.meehan@att.net        |
| KENNING PARK FIELD SUB  |                    |               |       |       |       |                |                            |
| COMMITTEE               | AS NEEDED          |               |       |       |       |                |                            |
| Ryan Ross               |                    | 1872 Derby    | B'ham |       | 48009 | (248) 705-6465 | ryan.countryside@gmail.com |
| Bill Wiebrecht          |                    | 1714 Torry    | B'ham | MI    | 48009 | (248) 703-6503 | whw989@wowway.com          |
| POPPLETON PARK SUB-     |                    |               |       |       |       |                |                            |
| COMMITTEE               | AS NEEDED          |               |       |       |       |                |                            |
| Ross Kaplan             |                    | 635 Oak       | B'ham | MI    | 48009 | (248) 645-6526 | rkaplan@neumannsmith.com   |
| Therese Longe           |                    | 1253 Yosemite | B'ham | MI    | 48009 | (248) 258-6744 | tmquattro@gmail.com        |
| Bill Wiebrecht          |                    | 1714 Torry    | B'ham | MI    | 48009 | (248) 703-6503 | whw989@wowway.com          |



For Immediate Release Contact: Executive Offices 248-758-3326 June 11, 2018

#### MAYOR DEIRDRE WATERMAN, CITY COUNCIL UNITE ON PLAN TO RESTORE YOUTH RECREATION IN PONTIAC

City Council votes to levy youth recreation millage, adopts 2018-2019 budget

Pontiac youth will soon enjoy their own recreation center and programming after City Council voted Friday to levy the youth recreation millage, approved by voters in November 2016, and adopted a balanced 2018-2019 city budget with a \$15-million surplus.

The Council accepted the mayor's recommendation to approve the millage and support the choice of 825 Golf Drive as the new youth center site. The millage ensures that youth recreation services are restored to the city effective July 1. \$960,642 will be allocated for programming, site, and staffing costs at the proposed new center. The city has 18,000 eligible youth ages 4-21.

"Our children deserve the best opportunities we can afford as a community. By restoring youth recreation and enrichment activities, we are delivering on that promise," said Mayor Deirdre Waterman.

Pontiac City Council President Kermit Williams said the city's youth will once again have comprehensive recreation programming after a roughly decade-long absence.

"This is a victory for the City of Pontiac," Williams said. The youth recreation site "couldn't be in a better location with the new development coming into the city. It shows that if you have a righteous cause and believe in it and work hard enough, it will happen, despite every obstacle."

Council voted to lease the former Midwestern Baptist College at 825 Golf Drive from a private owner as the city's primary recreation site and set aside \$3.2 million in the city's general fund surplus for the eventual purchase of the property. Per state law, millage funds cannot be used to repair, purchase or build property.

47450 Woodward Avenue• Pontiac, Michigan 48342 Direct: (248) 758-3181 • Appointments: (248) 758-3326 • Fax: (248) 758-3292 E-mail: DWaterman@pontiac.mi.us • www.pontiac.mi.us https://www.facebook.com/pontiacmayor/

Communication/Discussion Item #2

The 50,000-square-foot property sits on 12.5 acres of land near the Village at Bloomfield redevelopment and the Links at Crystal Lake. The site features a recently updated regulation gymnasium, baseball diamond, and commercial kitchen, classrooms equipped with the latest smartboard technology, high-speed internet and fiber optic capability.

Two council resolutions were passed to secure the youth recreation center. The resolutions to approve the one year lease agreement with an option to purchase passed 4-2 (YES: Councilwomen Waterman, Miller and Taylor-Burks; NO: Pro Tem Carter and Councilwoman Pietila; ABSENT: Councilman Woodward).

The resolution to commit \$3.2 million from the surplus of the General Fund for the future purchase of the youth recreation center on Golf Drive was passed unanimously 6-0.

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| City of B | irmingham                           | MEMORANDUM                    |
|-----------|-------------------------------------|-------------------------------|
| DATE:     | July 2, 2018                        | Department of Public Services |
| TO:       | Parks and Recreation Board Mem      | bers                          |
| FROM:     | Lauren A. Wood, Director of Public  | c Services                    |
| SUBJECT:  | Kenning Park Ballfield Construction | on Project                    |

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This serves as another update on the status of the baseball field improvement project at Kenning Park. As of June 29, 2018, bid documents have been posted on MITN, per normal procedure. The bid opening date is set for July 17, 2018. We are planning to award this project at the July 23, 2018 City Commission meeting.

Last year, prior to the formal survey work by Nowak & Fraus and the development of design documents by JHLE, the preliminary cost estimate for a basic field reconfiguration and construction was estimated at approximately \$303,000. Now with the final design process completed with plans and specifications it not only will provide a better end result, but it also incrementally begins to comport with the overall concept Master Plan of Kenning Park, at least for this initial ballfield phase along the easterly park property.

Some of those additional items now included in the construction project will increase the original total estimated project cost from October, 2017. But, we will know better once the bid results come in on July 17, 2018. The potential increase in the total construction costs is attributed to some of the following features/elements. Ultimately, they contribute to why the project is estimated to exceed the original pre-design estimate.

- Twenty (20) new trees scattered for placement around the project area. These will replace the ten (10) trees required to be removed because they were located at the north end of existing fields and will interfere with new field layout. Tree ratings for the removals are mostly fair or poor condition.
- Accessible concrete pathway from parking lot to ballfields and walkway area, comports with Kenning Master Plan.
- Additional irrigation quantity for all turf areas.
- Additional fencing quantity needed for dugouts and sideline areas.
- Electrical added in park for two scoreboards and irrigation system.
- Drainage improvements project wide as currently the infield/outfield have extremely wet ground conditions. This is very important for the use of the fields every season

particularly since an extensive construction project is being undertaken, now is the time to address this.

In addition to shifting and performing the basic ballfield reconstruction of the two existing easterly fields, other essential items are expected with this initial site work in order to have a well-designed and planned project. This will afford us with the ability to have site elements ready for future phases in developing the other two fields while keeping with the Kenning Park Master Plan.

| City of  | Birmingham<br>A Walkable Community | MEMORANDUM                    |
|----------|------------------------------------|-------------------------------|
|          |                                    | Department of Public Services |
| DATE:    | July 2, 2018                       |                               |
| TO:      | Parks and Recre                    | eation Board Members          |
| FROM:    | Lauren A. Wood                     | , Director of Public Services |
| SUBJECT: | Quarton Lake Li                    | ly Pads Update                |
|          |                                    |                               |

The following serves as a brief update on the lily pad treatment at Quarton Lake for 2018.

The City of Birmingham was issued a permit by the Department of Environmental Quality (MDEQ) for performing aquatic nuisance plant control at Quarton Lake. Tri-County Aquatics, Inc. will be performing a treatment on Monday, July 16, 2018, contingent upon the weather. Postcards have been mailed to lake-area residents and notices will be posted at and around the lake near the treatment areas before the work begins. A 24 hour water use restriction (swimming, drinking, fishing, etc.) is recommended after the lake is treated. A forty-eight (48) hour restriction for the irrigation of lawns will be in effect after the treatment.

According to the Contractor and based on the reduction of lily pads as a result of treatment the past four years, only one treatment this summer is recommended.

| City of T | Birmingham          | MEMORANDUM                    |
|-----------|---------------------|-------------------------------|
|           |                     | Department of Public Services |
| DATE:     | June 25, 2018       |                               |
| TO:       | Parks and Recreat   | ion Board Members             |
| FROM:     | Carrie A. Laird, Pa | ks and Recreation Manager     |
| SUBJECT:  | Eagle Scout Project | ts                            |
|           |                     |                               |

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Two local Scouts have recently contacted me with proposed Eagle Scout projects and both (separate projects) would like to name the City of Birmingham Parks System as the beneficiary.

Zach Miller, Troop 1001, will build bat houses and install them near the Rouge River in Fairway Park and Linden Park. There will be a total of 3 bat houses, 1 at Fairway Park and 2 at Linden Park. Bat houses placed near water are the most successful, if it's within 1500 feet of a stream or pond it will be very attractive to bats as they require a drink on very hot summer days and the fresh water guarantees a nearby feeding zone. They should be located in an open area, but 20 to 30 feet from the nearest tree line to provide quick cover from predators such as owls, and between 12 and 20 feet from the bottom of the house to ground level. Bat boxes require seven hours of direct morning sunlight. Zach has researched the design of the house as well, and he will meet with City representatives prior to the installation to determine locations. He is leading his troop in the construction of the boxes and hopes to install late July/early August in the parks.

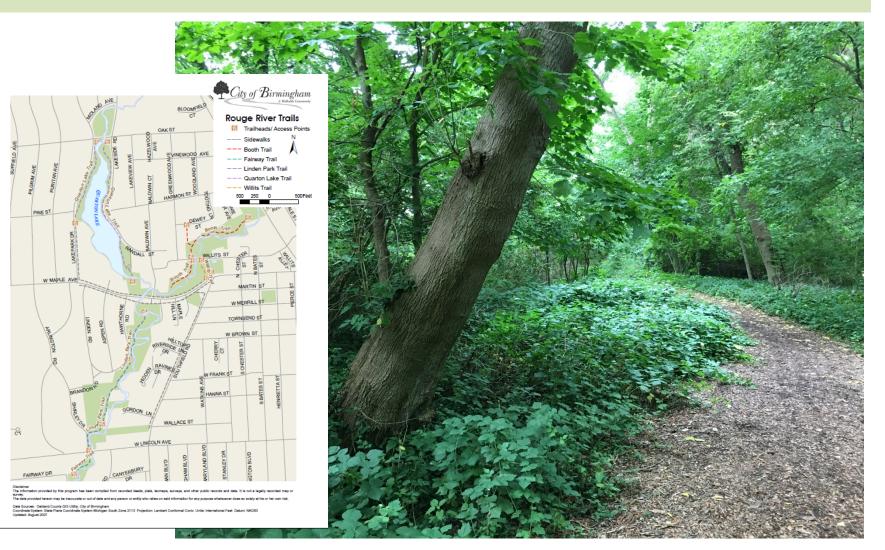
Joseph Ciemenski, Troop 1032, has proposed to create an arboretum along sections of the Rouge River Corridor. The arboretum creation will involve placing signs that identify various existing trees that can be found along the trail system. Joseph provided a power point presentation for your review. The posts holding the identification signs will be at a height of approximately 3 to 4 feet high and placed close enough to the trail to view from the trail, without having to navigate over rough terrain. Joseph will lead his troop in the building and installation of the signs for the new arboretum and will also meet with City representatives prior to his project installation date. He anticipates starting late July/early August as well.

We welcome the proposed projects and are happy to support the Eagle Scouts program!

# **Birmingham Arboretum**

### Eagle Scout Project

Joseph Ciemniecki



# **Birmingham Arboretum**

Eagle Scout Project

Joseph Ciemniecki

• Objective/Description:

Create an arboretum in Birmingham. The arboretum would be located along the trails that follow Rouge River. The Rouge river trails are made up of three different trails which are Fairway Trail, Linden Park Trail, and Booth Trail. My proposed arboretum will include all or part of these trails and will positively affect the community by adding an element of environmental education to the trails. The Rouge river trails are enjoyed by hundreds of people a week including many school children who hike these trails during field trips and nature hikes. The proposed arboretum will enhance our trails and help the entire community become more interested in the trees that make up our forest and promote local environmental education.

• Scope:

Place 10 to 15 signs on the side of the Fairway, Linden Park and Booth Trail which will identify and describe roughly 10 different species of trees that are found along the trail. Signs will be off the trail and positioned not damage the tree base.



The information provided by this program has been compiled from recorded deeds, pists, taxmaps, surveys, and other public records and dats. It is not a legally recorded map or survey. The data provided hereon may be inaccurate or out of date and any person or entity who relies on said information for any purpose whatsoever does so solely at his or her own risk.

The data provided hereon may be inaccurate or out or data and any period or entity who relies on said information for any purpose whatsoever does so ablery at his o

Data Sources: Oakland County GIS Utility, City of Birmingham Coordinate System: State Plane Coordinate System Michigan South Zone 2113 Projection: Lambert Conformal Conic Units: International Feet Datum: NAD83 Updated: August 2007

## Birmingham Arboretum Sign Design

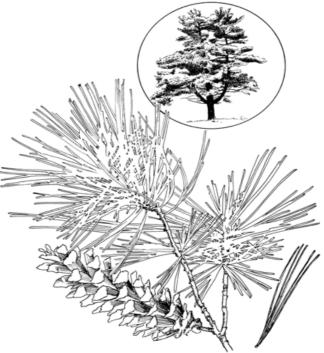
### Informational sign will be 8" x 10" metal gauge tan poly with green print. Voss Signs<sup>®</sup> Tree Tags:

- Tree Common Name
- Latin name
- Leaf design
- Background information about the tree species
- Sign backing : Forest Green Painted 2X12 wood.
- Post: 4x4 Forest Green Painted wood post
- Post will be placed beside the tree in a position not to instruct the walking path and damage the tree

## Birmingham Arboretum Sign Design

# Eastern White Pine Pinus Strobus

The Eastern White Pine grows primarily in the upper northeast region of the US and is the state tree of Michigan and Maine. The Eastern White Pine has the distinction of being the tallest tree in eastern North America. In the 19th century, the harvesting of Midwestern white pine forests played a major role in America's westward expansion. In addition to supplying lumber the Eastern White Pine provides food and shelter for numerous forest birds, such as the red crossbill, and small mammals such as squirrels.



# **Birmingham Arboretum**

### Eagle Scout Project

Joseph Ciemniecki

• Project Timing

|   |                               |   | Ju | ne |    |   | - | July | -  |    | Aug | gust |
|---|-------------------------------|---|----|----|----|---|---|------|----|----|-----|------|
|   | Project Phase                 | 3 | 10 | 17 | 24 | 1 | 8 | 15   | 22 | 29 | 5   | 12   |
| 1 | Boy Scout Approval            |   |    |    |    |   |   |      |    |    |     |      |
| 2 | City of Birmingham Approval   |   |    |    |    |   |   |      |    |    |     |      |
| 3 | Completed Tree Identification |   |    |    |    |   |   |      |    |    |     |      |
| 4 | Sign Design and Order         |   |    |    |    |   |   |      |    |    |     |      |
| 5 | Complete Fund Raising         |   |    |    |    |   |   |      |    |    |     |      |
| 6 | Post painting and assembly    |   |    |    |    |   |   |      |    |    |     |      |
| 7 | Install                       |   |    |    |    |   |   |      |    |    |     |      |
| 8 | Complete BSA paperwork        |   |    |    |    |   |   |      |    |    |     |      |

- Cost
  - ➢ Signs = \$37
  - Post and hardware = \$34
  - Installation (hole digger, rocks, material) = \$200
  - Total = 10 X \$71 = \$710 + \$200 = \$910.00

# **Birmingham Arboretum**

## Eagle Scout Project

Joseph Ciemniecki



# Pro golf's return to Michigan could spark industry rebound

Matt Charboneau, The Detroit News Published 12:00 a.m. ET July 3, 2018 | Updated 5:54 a.m. ET July 3, 2018



(Photo: Stacy Revere, Getty Images)

Near the turn of the last century, professional golf was booming in the state of Michigan.

Fullscreen

All three major pro tours – the PGA Tour, LPGA and PGA Champions – had regular stops in the state while major events were also making frequent visits, most notab **Pro Galfrid Michigan: Scenes through the years** 

However, by the end of 2009, all had disappeared. With the final playing of the PGA Tour's Buick Open et Warwick Hills in Grand Blanc, none of the major tours had a presence in Michigan. For five years, the ck ist professional event was the LPGA's regular stop just over the border in Sylvania, Ohio.

But things have rebounded. The announcement of the PGA Tour's return next year with an event in Detra

highlights a major resurgence. The Champions Tour will play the inaugural Ally Challenge this fall at Warwick Hills while the LGPA will have three ents by next year as a new team event in Midland – the Dow Great Lakes Bay Invitational – joins the Meijer Classic near Grand Rapids and the Volvik Championship in Ann Arbor as yearly events.

"There's just a lot of golf interested fans in the state of Michigan," said Jon Podany, chief commercial officer for the LPGA. "The number of people who play golf in Michigan, it ranks among the top five in the country on per-capita basis. Even though it's a northern climate where you can't play year-round, there's a lot of golf-interested fans and a lot of sports-interested fans. Summers in Michigan it stays light late and it's a great environment to have a tournament."

More: Registration is open for Detroit News / GAM Hole In One Contest (https://www.detroitnews.com/story/sports/golf/2018/06/28/detroit-news-golfassociation-michigan-hole-one-contest-back/742958002/)

While Michigan is once again becoming a popular place for the pros, members of the local golf community are hoping the same rebound is coming for the industry.

"What's cool is seeing the upswing now with the professional events," said David Graham, executive director of the Golf Association of Michigan, "There's a pendulum that swings and I think there's an extraordinary correlation between participation and excitement about the game and having the best golfers in the world coming to our state to play the game. It excites people. They see their role models walking the fairways."

If more professional golf means more golfers, that rebound could very well be coming for a state that was experiencing a golf boom for the better part of 30 years. From the 1970s into the early 2000s, golf was exploding in the state, reaching its peak around the turn of the century as the popularity of Tiger Woods sparked a new generation of golfers while there were nearly as many courses in Michigan as there are in Florida or California.

At one point, there were more than 900 courses in the state and plenty of folks willing to play. If you wanted to golf in Michigan then, you had your pick of championship-level venues.

Communication/Discussion Item #4

### Support Local Journalists and the Stories They Tell \$2.99 / week

are economy began to take a dowinght and the you mutably was dealt a gut punch.

Subscribe Now (http://offers.detroitnews.com/specialoffer? gps-

source=BEAZjul&utm\_medium=agilityzone&utm\_source=bounceexchange&utm\_campaign=EVERGREEN17)

"The recession had a profound impact," Graham said. "There really was kind of a mass exodus of folks out of Michigan. The ripple effect of that, not only how it affected other segments within the golf industry, but the number of golfers was contracting and we saw that contraction then occurring in some of the lesser well-run operations."

Each year since has brought news of more course closings in every part of the state.

From places like the Links of Pinewood and El Dorado Country Club in Commerce Township in 2007 to Elk Ridge near Atlanta in 2016 and Thornapple Creek near Kalamazoo last fall, the closings have been consistent.

By the end of 2017, Michigan had 766.5 golf courses, according to the National Golf Foundation, a number that has been shrinking but still enough to rank third in the nation behind Florida and California.

"This is some right-sizing," Graham said. "It's an ongoing process. The reality is these are still small businesses and the mortality rate on small businesses outside of the industry is dramatically higher."

Getting those numbers to even out is the goal of the entire industry, and while times have been tough, there is optimism.

According to the NGF, 23.8 million people played on a course in 2017, the same number from the year before, while another 8.3 million played in offcourse activities such as driving ranges, Topgolf facilities or indoor golf simulators, representing an increase of 7 percent.

"Golf participation is evolving," NGF president Joe Beditz said. "On-course, green-grass participation is holding its own and off-course is continuing to grow. There's no denying that we're down from our pre-recession highs, but it appears to us that traditional participation is stabilizing and there may be a new support level between 23 million and 24 million."

More: Pro golf in Michigan: Here are 150-plus champions (https://www.detroitnews.com/story/sports/golf/2018/05/07/pro-golf-michiganchampions/34668345/)

That stabilization has been evident at the Gaylord Golf Mecca, a co-op of 15 courses in Northern Michigan headlined by Treetops Resort.

"We've seen a nice, I'd call it a modest, comeback," director Paul Beachnau said. "I wouldn't say that it's been screaming but we've seen rounds rise modestly, like in the couple-percent range. But the expenditures — the amount of money that people are spending at the course — has gone up pretty nicely. We've seen a really nice increase in purchases in pro shop, food and beverage and some of those supplementary areas."



Treetops Resort is part of the Gaylord Golf Mecca. (Photo: Treetops Resort)

The most important aspect, though, for any operator is getting players on the course. Whether it's introducing the game to younger golfers or finding ways to reach new customers, innovative programs have started to show positive results.

The GAM is in its second year of participating in Youth on Course, a program that began in northern California and has spread to 24 states. It allows kids to play area courses for \$5 or less in an effort to make the game more accessible.

Graham said in year one, more than 2,600 players signed up with more than 60 courses participating and 3,100 rounds of golf played. The goal for this year is to have 5,000 golfers on more than 100 courses and better than 7,000 rounds of golf.

"It's the bridge, as we call it," Graham said. "There are some great junior programs across the state and we've partnered with all the First Tee chapters, partnered with a number of the big junior programs to get kids involved. Kids learn the fundamentals and how you're supposed to play (in these programs) but often times golf can be a little too expensive to do it enough. When we can get kids out for \$5 or less to play, now you start building those 'aha' moments. We need to continue to develop programming to get the kids involved, more women involved and get the recreational golfers playing the game.

"It's proven to be something that is resonating. It's a home run."

At the Gaylord Golf Mecca, a partnership with Cherry Capital Airport in Traverse City has helped open its partners to an entirely new market of golfers.

After five years of advertising and marketing in the Dallas area – one of the top golf markets in the country – Beachnau and his group were aided by American Airlines introducing a non-stop flight from Dallas to Traverse City once per day during the summer season. It began last year, and according to Beachnau, it was profitable for the airline.

"What it's done for us is open up a new market," Beachnau said, "Dallas is important for us because it's absolutely stifling hot and you can't play golf there in the summer, It's one of the largest golf markets in North America, it's created some interest and (the area) is very affluent.

"It's proving to be very, very interesting for us."

Add in the benefit of marketing campaigns like Pure Michigan and things seem to be on the upswing. According to the Michigan Golf Alliance, golf accounts for \$4.2 billion in total economic impact in the state along with wage contributions of \$1.4 billion, 58,000 jobs and the \$118 million in charitable impact.

In the spring, the World Golf Foundation commissioned the U.S. Golf Economy Report. It said that in 2016, golf drove \$84.1 billion in economic activity across the country, a 22.1-percent increase from the \$68.8 billion seen in 2011.

And while the images of overgrown greens and dilapidated former clubhouses make course closings tougher to take, some new courses have popped up as well. from Tom Doak described as the first "reversible course."

Add in the planned openings this summer of Sage Run at the Island Resort & Casino in Harris of the Upper Peninsula as well as a second course at Arcadia Bluffs on Lake Michigan in the northwest part of the state and there are signs things are headed in the right direction.

"In a nutshell, the game is improving," Graham said. "I think the opportunities continue to be good for golfers to get access to good values in golf. In general the capacity and availability in Michigan is still good.

"We're moving in a good direction and I'm thrilled about the pro tournaments coming to the state that will bring more eyes to the game, increase interest and get more folks engaged."

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Michigan No. 3

Michigan ranks third in the U.S. in golf courses, measured in 18-hole equivalents. For example, a facility with 27 holes would have 1.5 golf courses.

1. Florida (1,145.5)

2. California (857.5)

3. Michigan (766.5)

4. New York (723)

5. Texas (705.5)

#### CITY OF BIRMINGHAM GOLF COURSE OPERATING REPORT FOR THE MONTH ENDED MAY 2018

|                           | SPRIN   | IGDALE         | LINCOL       | _N HILLS       | CON          | IBINED         | PRIOR YEA    | R COMBINED     |
|---------------------------|---------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|
|                           | CURRENT | CALENDAR-      | CURRENT      | CALENDAR-      | CURRENT      | CALENDAR-      | CURRENT      | CALENDAR-      |
|                           | MONTH   | <u>TO-DATE</u> | <u>MONTH</u> | <u>TO-DATE</u> | <u>MONTH</u> | <u>TO-DATE</u> | <u>MONTH</u> | <u>TO-DATE</u> |
| REVENUES                  |         |                |              |                |              |                |              |                |
| FOOD & BEVERAGE SALE      | 2,787   | 2,787          | 5,932        | 9,166          | 8,719        | 11,953         | 10,802       | 15,945         |
| MERCHANDISE SALES         | 782     | 782            | 2,019        | 3,263          | 2,801        | 4,045          | 3,927        | 6,401          |
| WEEK DAY GREENS FEES      | 20,768  | 20,768         | 34,453       | 51,655         | 55,221       | 72,423         | 73,671       | 98,359         |
| WEEKEND & HOLIDAY GREENS  | 7,237   | 7,237          | 14,107       | 20,904         | 21,345       | 28,142         | 27,981       | 48,404         |
| PULL CART RENTALS         | 328     | 328            | 989          | 1,337          | 1,317        | 1,665          | 1,375        | 2,298          |
| TOURNAMENT ENTRY FEES     | -       | -              | -            | -              | -            | -              | 1,156        | 1,300          |
| CLASSES                   | -       | -              | 58,430       | 58,430         | 58,430       | 58,430         | 46,408       | 46,408         |
| GOLF CART RENTALS         | 6,109   | 6,109          | 13,482       | 17,877         | 19,591       | 23,986         | 22,515       | 31,924         |
| BUSINESS MEMBERSHIP       | 800     | 800            | 2,700        | 6,800          | 3,500        | 7,600          | 2,800        | 7,480          |
| NON-RESIDENT MEMBERSHIPS  | 8,500   | 8,500          | 29,900       | 100,525        | 38,400       | 109,025        | 33,280       | 112,480        |
| UNLIMITED GOLF PASS       | -       | -              | -            | 4,200          | -            | 4,200          | 600          | 3,900          |
| PACKAGE CLUB PASS         | -       | -              | -            | -              | -            | -              | -            | 290            |
| GOLF HANDICAP FEE         | -       | -              | -            | -              | -            | -              | -            | -              |
| INVESTMENT INCOME         | -       | -              | 3,132        | 11,488         | 3,132        | 11,488         | 1,333        | 8,068          |
| LEASE PAYMENTS            | 1,648   | 8,144          | 587          | 2,937          | 2,235        | 11,081         | 2,170        | 10,850         |
| SUNDRY & MISCELLANEOUS    | -       | -              | 157          | 174            | 157          | 174            | 130          | 158            |
| CASH OVERAGE/(SHORTAGE)   | -       | -              | (1)          | (1)            | (1)          | (1)            | (11)         | 10             |
|                           |         |                |              |                |              |                |              |                |
| TOTAL REVENUES            | 48,958  | 55,454         | 165,888      | 288,755        | 214,846      | 344,210        | 228,137      | 394,275        |
|                           |         |                |              |                |              |                |              |                |
| EXPENSES<br>FINANCE       |         |                |              |                |              |                |              |                |
| ADMINISTRATION COST       | 1,343   | 6,717          | 1,343        | 6,717          | 2,687        | 13,433         | 2,948        | 14,740         |
| AUDIT                     | 1,343   | 0,717          | 1,343        | 0,717          | 2,007        | -              | 2,940        | 14,740         |
|                           |         |                |              |                |              |                |              |                |
| SUB-TOTAL FINANCE         | 1,343   | 6,717          | 1,343        | 6,717          | 2,687        | 13,433         | 2,948        | 14,740         |
| MAINTENANCE               |         |                |              |                |              |                |              |                |
| SALARIES & WAGES DIRECT   | 4,099   | 15,857         | 7,001        | 20.653         | 11.100       | 36,510         | 9,270        | 37,573         |
| OVERTIME PAY              | 117     | 118            | -            | 0              | 117          | 118            | 1,748        | 1,818          |
| LONGEVITY                 | -       | -              | -            | -              | -            | -              | -            | -              |
| FICA                      | 319     | 1.200          | 532          | 1,558          | 850          | 2.758          | 836          | 2.972          |
| HOSPITALIZATION           | 627     | 3,449          | 627          | 3,494          | 1,254        | 6,943          | 758          | 4,641          |
| LIFE                      | 14      | 76             | 14           | 76             | 28           | 152            | 28           | 160            |
| RETIRE CONTRIB HEALTH     | 212     | 1,063          | 212          | 1,063          | 424          | 2,126          | 447          | 2,257          |
| DENTAL/OPTICAL            | 50      | 275            | 50           | 277            | 100          | 553            | 97           | 562            |
| LT/ST DISABILITY          | 22      | 121            | 22           | 122            | 44           | 243            | 43           | 246            |
| WORKER'S COMPENSATION     | 38      | 143            | 64           | 187            | 102          | 330            | 102          | 387            |
| SICK LEAVE PAYOUT         | -       | -              | -            | -              | -            | -              | -            | -              |
| RETIREMENT EMPLOYER CNTRB | 115     | 582            | 115          | 582            | 230          | 1,164          | 137          | 721            |
| HRA BENEFIT               | -       | 10             | -            | 10             | -            | 20             | -            | 20             |
|                           |         |                |              | .0             |              | 20             |              |                |

#### CITY OF BIRMINGHAM GOLF COURSE OPERATING REPORT FOR THE MONTH ENDED MAY 2018

|                           | SPRIN        | GDALE      | LINCOL       | N HILLS   | COM     | IBINED    | PRIOR YEA    | R COMBINED |
|---------------------------|--------------|------------|--------------|-----------|---------|-----------|--------------|------------|
|                           | CURRENT      | CALENDAR-  | CURRENT      | CALENDAR- | CURRENT | CALENDAR- | CURRENT      | CALENDAR-  |
|                           | <u>MONTH</u> | TO-DATE    | <u>MONTH</u> | TO-DATE   | MONTH   | TO-DATE   | <u>MONTH</u> | TO-DATE    |
| RETIREMNT-DEF CONTR EMPLR | 215          | 1,182      | 215          | 1,191     | 430     | 2,373     | 415          | 2,380      |
| RET HLTH SVGS CONTR EMPLR | 74           | 404        | 74           | 407       | 147     | 812       | 147          | 865        |
| OPERATING SUPPLIES        | 6,536        | 9,958      | 2,727        | 5,938     | 9,263   | 15,896    | 6,520        | 35,181     |
| OTHER CONTRACTUAL SERVICE | 9,214        | 11,424     | 45           | 2,373     | 9,259   | 13,797    | 19           | 3,785      |
| TELEPHONE                 | -            | -          | -            | -         | -       | -         | -            | -          |
| ELECTRIC UTILITY          | 310          | 920        | 622          | 2,269     | 932     | 3,189     | 837          | 2,678      |
| GAS UTILITY               | 84           | 870        | 61           | 790       | 145     | 1,660     | 172          | 1,781      |
| WATER UTILITY             | -            | -          | -            | 74        | -       | 74        | -            | 62         |
| TRAINING                  | -            | 562        | -            | 446       | -       | 1,008     | 375          | 540        |
| PRINTING & PUBLISHING     | -            | -          | -            | -         | -       | -         | -            | -          |
| EQUIPMENT RENTAL OR LEASE | 2,417        | 12,083     | 2,417        | 12,083    | 4,833   | 24,167    | 4,833        | 25,166     |
| SUB-TOTAL MAINTENANCE     | 24,462       | 60,297     | 14,796       | 53,596    | 39,258  | 113,893   | 26,784       | 123,795    |
|                           | 21,102       | 00,201     | 14,700       | 00,000    | 00,200  | 110,000   | 20,104       | 120,700    |
| CLUBHOUSE                 |              |            |              |           |         |           |              |            |
| SALARIES & WAGES DIRECT   | 3,880        | 16,737     | 10,967       | 27,938    | 14,848  | 44,675    | 22,542       | 56,391     |
| OVERTIME PAY              | -            | 0          | 111          | 112       | 111     | 112       | 366          | 366        |
| LONGEVITY                 | -            | -          | -            | -         | -       | -         | -            | -          |
| FICA                      | 292          | 1,282      | 842          | 2,120     | 1,135   | 3,403     | 1,744        | 4,295      |
| HOSPITALIZATION           | 1,022        | 5,623      | 1,089        | 5,701     | 2,112   | 11,324    | 2,667        | 13,093     |
| LIFE                      | 2            | 9          | 2            | 10        | _,      | 19        | _,3          | 21         |
| RETIRE CONTRIB HEALTH     | 217          | 1,092      | 217          | 1,092     | 434     | 2,184     | 460          | 2,330      |
| DENTAL/OPTICAL            | 60           | 329        | 63           | 333       | 122     | 662       | 118          | 553        |
| LT/ST DISABILITY          | 26           | 144        | 29           | 148       | 56      | 292       | 52           | 243        |
| WORKER'S COMPENSATION     | 35           | 154        | 106          | 260       | 141     | 414       | 226          | 559        |
| SICK TIME PAYOUT          | -            | -          | -            | -         | -       | -         | -            | -          |
| RETIREMENT EMPLOYER CNTRB | 126          | 643        | 126          | 643       | 252     | 1,286     | 157          | 834        |
| HRA BENEFIT               | -            | 20         | -            | 20        | -       | 40        | -            | 40         |
| RETIREMNT-DEF CONTR EMPLR | 245          | 1,346      | 277          | 1,381     | 521     | 2,727     | 484          | 2,694      |
| RET HLTH SVGS CONTR EMPLR | 71           | 393        | 82           | 404       | 153     | 797       | 143          | 805        |
| OPERATING SUPPLIES        | 872          | 3,926      | 1,540        | 6,013     | 2,412   | 9,939     | 2,541        | 11,321     |
| FOOD & BEVERAGE           | 1,337        | 1,337      | 2,417        | 4,051     | 3,754   | 5,388     | 2,364        | 6,919      |
| BEER AND WINE             | 410          | 410        | 1,581        | 2,313     | 1,991   | 2,723     | 2,714        | 4,220      |
| MERCHANDISE               | 734          | 3,093      | 270          | 5,253     | 1,004   | 8,346     | 1,925        | 8,282      |
| INSTRUCTORS               | -            | -          | -            | -         | -       | -         | -            | -          |
| OTHER CONTRACTUAL SERVICE | 285          | 591        | 1,725        | 4,859     | 2,010   | 5,450     | 1,195        | 3,020      |
| TELEPHONE                 | 137          | 598        | 128          | 708       | 2,010   | 1,306     | 224          | 938        |
| CONTRACTUAL ALARM         | 79           | 394        | 145          | 700       | 204     | 1,120     | 224          | 1,120      |
| ELECTRIC UTILITY          | 383          | 925        | -            | -         | 383     | 925       | 298          | 801        |
| GAS UTILITY               | 50           | 923<br>904 | 39           | 148       | 89      | 1,052     | 126          | 1,302      |
| WATER UTILITY             | 50           | 424        | - 59         | 289       | - 09    | 713       | -            | 1,029      |
| PRINTING & PUBLISHING     | 190          | 1,566      | 253          | 891       | 443     | 2,457     | _            | 1,434      |
|                           | 190          | 1,000      | 200          | 091       | 443     | 2,407     | -            | 1,404      |

#### CITY OF BIRMINGHAM GOLF COURSE OPERATING REPORT FOR THE MONTH ENDED MAY 2018

|  | SPRING<br>CURRENT (<br>MONTH | DALE<br>CALENDAR-<br>TO-DATE | LINCOL<br>CURRENT<br>MONTH | N HILLS<br>CALENDAR-<br>TO-DATE | COM<br>CURRENT<br>MONTH | BINED<br>CALENDAR-<br>TO-DATE | PRIOR YEAI<br>CURRENT<br>MONTH | R COMBINED<br>CALENDAR-<br>TO-DATE |
|--|------------------------------|------------------------------|----------------------------|---------------------------------|-------------------------|-------------------------------|--------------------------------|------------------------------------|
| MARKETING AND ADVERTISING                                  | (13)                         | 3.050                        | (13)                       | 3,562                           | (25)                    | 6,613                         | <u>10000111</u><br>75          | 4,028                              |
| TRAINING   | -                            | 2,381                        | -                          | 2,381                           | -                       | 4,762                         | 10                             | 270                                |
| DEPRECIATION   | 4,333                        | 21,667                       | 4,917                      | 24,583                          | 9,250                   | 46,250                        | 9,083                          | 45,415                             |
| EQUIPMENT RENTAL OR LEASE                                  | 2,925                        | 8,775                        | 3,057                      | 8,920                           | 5,982                   | 17,695                        | -                              | 149                                |
| LIAB INSURANCE PREMIUMS                                    | 339                          | 11,595                       | 339                        | 11,595                          | 678                     | 23,191                        | 678                            | 23,574                             |
| LIQUOR LICENSE   | -                            | 1,253                        | -                          | 1,253                           | -                       | 2,505                         | -                              | 2,505                              |
| TRANSFER TO GENERAL FUND                                   |                              | -                            | 8,333                      | 41,667                          | 8,333                   | 41,667                        | -                              | -                                  |
| SUB-TOTAL CLUBHOUSE  | 18,040                       | 90,662                       | 38,643                     | 159,374                         | 56,684                  | 250,036                       | 50,419                         | 198,551                            |
| TOTAL EXPENSES   | 43,846                       | 157,676                      | 54,783                     | 219,686                         | 98,628                  | 377,362                       | 80,151                         | 337,086                            |
| NET PROFIT (LOSS)  | 5,113                        | (102,221)                    | 111,105                    | 69,069                          | 116,218                 | (33,152)                      | 147,986                        | 57,189                             |
| NET OPERATING PROFIT (LOSS)<br>(EXCLUDING DEPRECIATION AND | TRANSFERS)                   |                              |                            |                                 |                         | 54,765                        |                                | 102,604                            |

#### Golf Report - June 2018

Overall, we are down by 4,244 rounds or 18% compared to last year at this time. However, the main factor was the closure of Springdale as we had played 4,012 rounds last season during the period of April 1, 2017 through May 19, 2017. Junior Golf has been another success and we have heard many positive comments of our new Teaching Professional, Bridget Ackley. We generated 2,408 rounds and they are recorded in June (1,204 rounds) and July (1,204 rounds).

#### History of Rounds Calendar Years 2014 - 2018

|           |        | 2014   |        |        | 2015                |        |        | 2016   |        |        | 2017   |        |        | 2018  |        |
|-----------|--------|--------|--------|--------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|
| MONTH     | LH     | SD     | Total  | LH     | SD                  | Total  | LH     | SD     | Total  | LH     | SD     | Total  | LH     | SD    | Total  |
|           |        |        |        |        |                     |        |        |        |        |        |        |        |        |       |        |
| January   | 0      | 0      | 0      | 0      | 0                   | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0     | 0      |
| February  | 0      | 0      | 0      | 0      | 0                   | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0      | 0     | 0      |
| March     | 0      | 0      | 0      | 0      | 0                   | 0      | 321    | 0      | 321    | 60     | 0      | 60     | 0      | 0     | 0      |
| April     | 3,705  | 652    | 4,357  | 3,087  | 1,713               | 4,800  | 2,389  | 1,616  | 4,005  | 2,816  | 1,383  | 4,199  | 2,466  | 0     | 2,466  |
| May       | 4,393  | 3,493  | 7,886  | 4,892  | 4,293               | 9,185  | 5,461  | 3,910  | 9,371  | 4,759  | 3,975  | 8,734  | 4,296  | 2,402 | 6,698  |
| June      | 5,330  | 4,216  | 9,546  | 5,556  | 4,268               | 9,824  | 5,595  | 4,269  | 9,864  | 5,812  | 4,431  | 10,243 | 5,284  | 4,544 | 9,828  |
| July      | 5,139  | 4,636  | 9,775  | 5,718  | 5,218               | 10,936 | 5,788  | 4,856  | 10,644 | 6,027  | 4,720  | 10,747 | 0      | 0     | 0      |
| August    | 4,376  | 4,084  | 8,460  | 4,408  | 4,403               | 8,811  | 4,273  | 3,873  | 8,146  | 3,631  | 3,974  | 7,605  | 0      | 0     | 0      |
| September | 3,074  | 2,746  | 5,820  | 3,411  | 3,059               | 6,470  | 3,163  | 2,698  | 5,861  | 3,057  | 3,089  | 6,146  | 0      | 0     | 0      |
| October   | 915    | 2,493  | 3,408  | 2,666  | 908                 | 3,574  | 2,037  | 1,990  | 4,027  | 2,556  | 1,610  | 4,166  | 0      | 0     | 0      |
| November  | 33     | 675    | 708    | 1,489  | 0                   | 1,489  | 2      | 1,545  | 1,547  | 610    | 0      | 610    | 0      | 0     | 0      |
| December  | 0      | 124    | 124    | 514    | 0                   | 514    | 0      | 54     | 54     | 185    | 0      | 185    | 0      | 0     | 0      |
|           |        |        |        |        |                     |        |        |        |        |        |        |        |        |       |        |
| TOTALS    | 26,965 | 23,119 | 50,084 | 31,741 | <mark>23,862</mark> | 55,603 | 29,029 | 24,811 | 53,840 | 29,513 | 23,182 | 52,695 | 12,046 | 6,946 | 18,992 |

### 2018 Membership Analysis

|                           | CY 2 | 2013    | CY 2014 |         | CY 2015 |         | CY 2016 |         | CY  | 2017    | YTD June 2018 |         |
|---------------------------|------|---------|---------|---------|---------|---------|---------|---------|-----|---------|---------------|---------|
| MEMBERSHIPS               | #    | %       | #       | %       | #       | %       | #       | %       | #   | %       | #             | %       |
|                           |      |         |         |         |         |         |         |         |     |         |               |         |
| Business                  | 99   | 13.20%  | 102     | 13.42%  | 109     | 12.73%  | 109     | 12.56%  | 92  | 10.24%  | 90            | 10.84%  |
| Non-Resident - Individual | 401  | 53.47%  | 406     | 53.42%  | 475     | 55.49%  | 465     | 53.57%  | 502 | 55.90%  | 472           | 56.87%  |
| Non-Resident - Dual       | 185  | 24.67%  | 175     | 23.03%  | 194     | 22.66%  | 209     | 24.08%  | 220 | 24.50%  | 213           | 25.66%  |
| Non-Resident - Family     | 65   | 8.67%   | 77      | 10.13%  | 78      | 9.11%   | 85      | 9.79%   | 84  | 9.35%   | 55            | 6.63%   |
|                           |      |         |         |         |         |         |         |         |     |         |               |         |
| Total                     | 750  | 100.00% | 760     | 100.00% | 856     | 100.00% | 868     | 100.00% | 898 | 100.00% | 830           | 100.00% |

|                             | CY 2  | 2013 | CY 2014 |  | CY 2015 |  | CY 2016 |  | CY 2017 |  | YTD Ju | ine 2018 |
|-----------------------------|-------|------|---------|--|---------|--|---------|--|---------|--|--------|----------|
| <b>RESIDENT MEMBERSHIPS</b> | #     |      | #       |  | #       |  | #       |  | #       |  | #      |          |
|                             |       |      |         |  |         |  |         |  |         |  |        |          |
| Resident                    | 2,007 |      | 1,733   |  | 2,090   |  | 1,874   |  | 1,898   |  | 1330   |          |

### YTD 2017 and YTD 2018 Revenue Comparisons

|                 | SALES         |         | SALES         |         |            |
|-----------------|---------------|---------|---------------|---------|------------|
| REVENUES        | YTD June 2017 |         | YTD June 2018 |         | DIFFERENCE |
| Greens Fee      | \$253,063     | 71.72%  | \$202,254     | 68.28%  | (\$50,808) |
| Cart Fee        | \$66,481      | 18.84%  | \$61,159      | 20.65%  | (\$5,322)  |
| Food & Beverage | \$15,778      | 4.47%   | \$17,382      | 5.87%   | \$1,604    |
| Beer            | \$16,744      | 4.75%   | \$14,235      | 4.81%   | (\$2,509)  |
| Wine            | \$803         | 0.23%   | \$1,175       | 0.40%   | \$372      |
|                 |               |         |               |         |            |
| Total           | \$352,868     | 100.00% | \$296,205     | 100.00% | (56,663)   |