



LOGAN RIVER GOLF COURSE

Advisory Board Members

Chair: Dawn Drost (1st Term Expires 6/05/2021)
dawnmd79@gmail.com

Vice Chair: Kaycee Hunt (1st Term Expires 10/18/2019)
lovetogolf23@gmail.com

Tom Wood (1st Term Expires 01/03/2020)
tommycwood1945@gmail.com

Gary Carlston (1st Term Expires 03/19/2022)
gnjcarlston@yahoo.com

Rick Johnson (1st Term Expires 03/19/2022)
iverrichard@hotmail.com

Men's Association President: Mike Smith
mds4golf@gmail.com

Men's Association Past President: Brandon Casper
brandon.casper@aggiemail.usu.edu

Women's Association President: Marian Nielsen
mariannielsen@msn.com

Women's Association Past President: Holley Allen
holleyb.allen@yahoo.com

Council Liaison for 2019: Tom Jensen
thomascarljensen@gmail.com

Director of Parks and Recreation: Russ Akina
russ.akina@loganutah.org

Golf Professional: Jeff John
jeff.john@loganutah.org

Golf Course Superintendent: Randy Oldham
randy.oldham@loganutah.org

Secretary: Jalayne Hatch
jalayne.hatch@loganutah.org

Logan River Golf Advisory Board

Thursday, April 18, 2019, 5:00pm
Logan River Golf Course
550 West 1000 South
Tournament Room

Agenda Items:

1. Approval of Minutes from March 21, 2019
2. Review and Approval of Bylaw Amendment (Russ)
3. Budget Performance Report (Russ)
4. Marketing Sub-Committee (Russ)
5. Revenue Development Sub-Committee (Russ)
6. Women's Association Report (Marian)
7. Men's Association Report (Mike)
8. Golf Professional Report (Jeff)
9. Golf Superintendent Report (Randy)
10. Open Forum

Next Meeting: May 16, 2019, 5:00pm



Logan River Golf Advisory Board Meeting

Thursday, April 18, 2019, 5:00pm

Logan River Golf Course Tournament Room

Present: Kaycee Hunt, Tom Wood, Mike Smith, Rick Johnson, Russ Akina, Jeff John, Randy Oldham, Marian Nielsen, Tom Jensen

Absent: Dawn Drost, Holley Allen, Gary Carlston, Brandon Casper

Approval of Minutes: Tom Wood made a motion to approve the minutes from the March 21, 2019 Logan River Golf Advisory Board Meeting. Mike seconded the motion. The minutes were unanimously approved as written.

Review and Approval of Bylaw Amendment:

- Item 7 from the Bylaws states the Board “may establish standing or ad hoc committees as directed by the Mayor. Residents of Logan who are not members of the Board shall be appointed by the Mayor to serve on such ad hoc committees.”
- The Mayor can appoint individuals to serve on a sub-committee until the purpose of the sub-committee has been achieved, at which point the members will be thanked for their service and the sub-committee will be dissolved
- Russ said the Mayor is in favor of appointing residents and non-residents to serve on the sub committees, so the Bylaws will be amended to reflect this change

Budget Performance Report:

- Everyone received a copy of the weekly report that was sent to Jeff and Randy on Monday
- This report is different from the report the Board has been seeing, but should include the same data
- The highlighted line item on page two is Cost of Goods Sold and was subtracted from the expense budget for the purpose of getting a realistic comparison between revenue and expenses
- Russ explained Cost of Goods Sold and how it relates to Pro Shop Sales
- Rick asked why Cost of Goods Sold is listed as “Other Supplies” when the purpose of those funds is to purchase merchandise to sell in the Pro Shop; this line item is for purchasing merchandise but it is put in the revenue side against Pro Shop Sales to show net sales, which is a more accurate comparison
- The expense budget is broken into a budget for the Pro Shop, a budget for the Maintenance Division, and a budget for IT and risk assessments
- The sub-committee will review the Course’s financials on a monthly basis

Marketing Sub-Committee:

- It will be the Board’s responsibility to put a marketing strategy together and a sub-committee may assist with that
- After July 1, there will be funding available for marketing the Golf Course
- The Board may want to consider looking for ways to leverage the marketing money with other sources
- There was discussion about posting pictures and virtual tours of the Golf Course
- Mike asked if they could work with the Chamber of Commerce; yes

- Tom Jensen said there are tons of events that come to the Valley and he suggested advertising golf to the event participants and attendees
- Randy asked if information cards about the Course are available in the hotel lobbies; there was conversation about stay-and-play packages
- Russ said the sub-committee could open an opportunity to get some technical experts to help implement these marketing ideas
- Kaycee asked if they have to wait until the new budget year to take action; no
- Jeff said he would like to advertise on a state level as well as a local level
- Tom asked if the Associations market their groups; Jeff sent information about the tournaments and the Associations to multiple Human Resource directors in the Valley
- Randy suggested promoting the slowest days; Jeff said he's starting a couples league on Thursday afternoons, which are the slowest day of the week

Revenue Development Sub-Committee:

- Kaycee asked if these sub-committee items need to be voted on; no
- Russ said the brainstorming sessions don't have to be formal but getting outside help from those who are willing to serve on a sub-committee would help organize and implement ideas
- Mike asked about the difference between the marketing and revenue development sub-committees
 - Marketing is about advertising, which will increase revenue
 - Revenue development is about creating events and opportunities to get people to the Course
- Randy and Jeff said consistent play brings in more revenue and less disruption than tournaments
- Russ said the events could be off-season events; Jeff said an off-season charity auction might be good
- Tom Wood said the blind-drive tournament in Preston is really popular every September
- Tom Jensen thought it would be interesting to see capacity compared to actual use and find ways to fill the gaps
 - Jeff hands out discount cards that are good for play on the slowest days, which are Sunday, Monday, and Thursday afternoons

Women's Association Report:

- The four-person scramble is scheduled for April 30
- Getting everything ready for the Tutus for Tatas tournament on June 4; the fliers are out
 - Jeff has golf balls with the pink ribbon and decals with the Course logo and Randy has pink flags

Men's Association Report:

- Opening day was Saturday, April 13; over 80 people were scheduled to play but less than 50 showed up to play after they learned it was too wet for golf carts
- Weekly Tuesday/Wednesday sweeps have begun
- The website is up and the calendar is set
 - Jeff said the calendar is really nice and has lots of information
 - The website is also connected to the City's webpage
 - Russ asked who did the website; Mike's son-in-law
- Mike is still working on getting people signed up for Men's Association

Golf Professional Report:

- Jeff provided everyone with a copy of the monthly Z Out report

- Revenue just barely exceeded expenses, which is what Jeff and Randy are looking for
- Cart revenue was pretty high with very few carts out
- Brought in \$13,000 in revenue from the driving range from December through March
- The fee increases went into effect and nobody mentioned the higher rates
- New targets on the driving range so golfers on either end will know their distance; there is also a new bullseye target for people to hit at

Golf Superintendent Report:

- Painted all the range tee markers and everything is out for the Women's Association opener on Saturday
- Looking at drainage on the Course; the wet areas are on #2, #3, and #7
 - Randy would like to work on improving drainage this fall
 - There is so much organic matter between #3 and #7 so the water can't drain
 - When the course is wet, they can't use golf carts
- Randy said the river restoration project has helped a lot on #8
- Carts can go out tomorrow
- Aerated fairways and tees; the greens will be aerated the Tuesday and Wednesday after Memorial Day
- Struggling to find employees for the season; advertising on campus, in the pro shop, and on Indeed.com

Open Forum:

- Kaycee introduced Rick to everyone on the Board
- Randy asked about carbon credits; nobody knew much about them
- Russ said some of the gas-powered utility equipment has been switched out for electric equipment
 - Randy said the new equipment has saved money but they're heavy, which isn't ideal when the Course is really wet
- Randy wondered if the electric carts and utility equipment would be eligible for some kind of credit
- Tom Jensen asked if Russ has considered generating power from the river; no
- Tom Jensen asked about cart paths; Randy said there is some money to improve a couple of areas
 - Tom said #17 is really bad; Randy said that's one path he would like to work on
 - Russ said the Street Department has a curb and gutter contract right now and Russ is thinking about getting that contractor to do some cart path improvements because they have the ability to mix on site, which would have a smaller impact on the Course

Next Meeting: May 16, 2019 at 5:00pm

Adjourned: 5:50pm

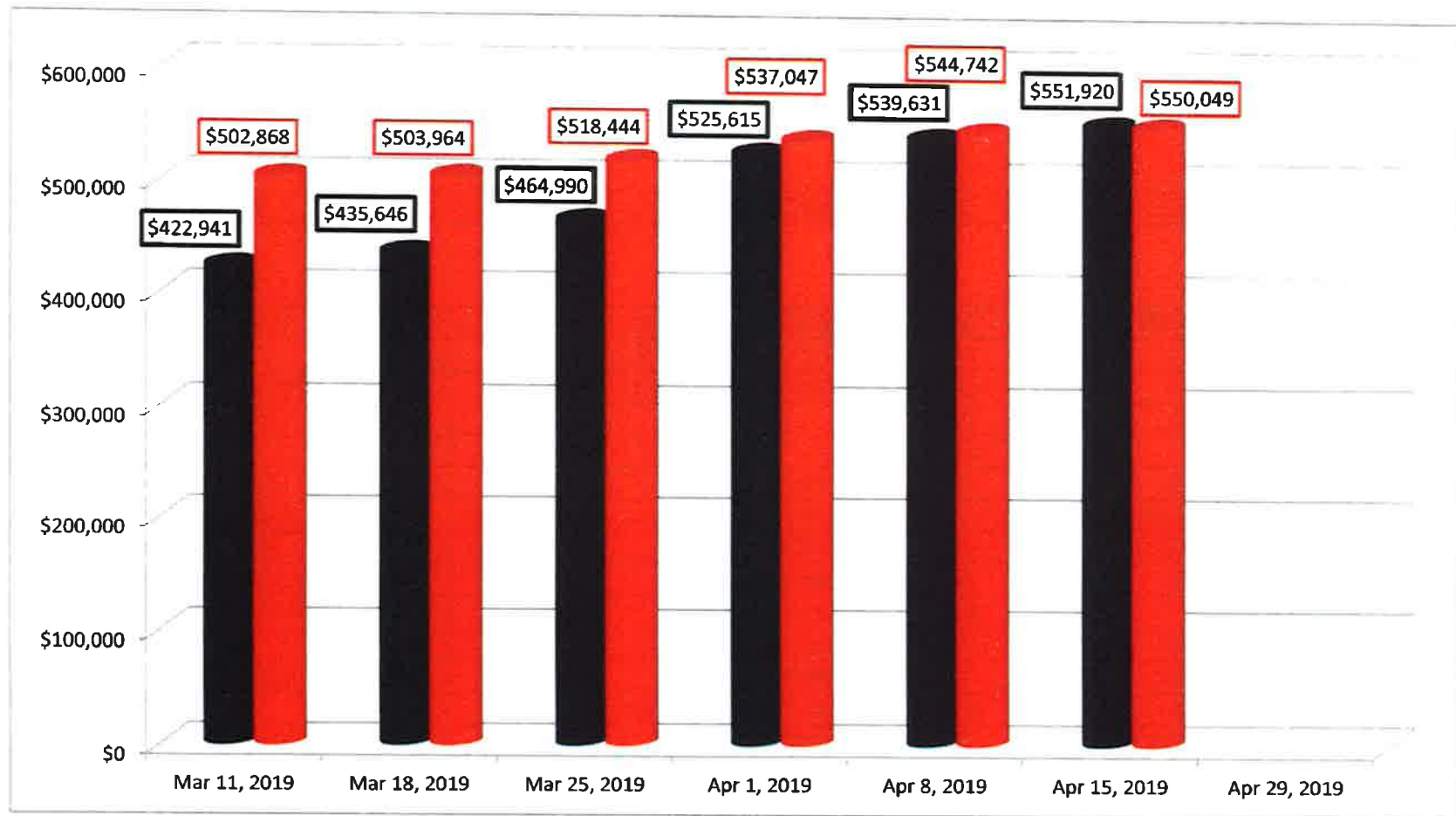
Minutes Submitted by: Jalayne Hatch

Logan River Golf Course Weekly Revenue / Expense Report

March 11, 2019 - April 29, 2019

Black = Revenue

Red = Expenses



City of Logan

Budget Performance Report

Fiscal Year to Date 04/15/19

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	MTD Rev	YTD Rev	Total Variance	% Received	Prior Year YTD
Fund 500 - Golf Course									
Department 000 - Revenue									
332000	Other Intergovernmental Revenue	.00	11,633.00	11,633.00	11,633.00	23,266.00	(11,633.00)	200	.00
344900	Golf Green Fees	400,000.00	20,000.00	420,000.00	6,785.82	305,192.01	114,807.99	73	241,755.86
344910	Golf Driving Range Fees	75,000.00	.00	75,000.00	3,034.53	49,320.04	25,679.96	66	44,493.49
344920	Golf Cart Rental	180,000.00	.00	180,000.00	3,733.51	125,362.82	54,637.18	70	114,339.40
344930	Golf Equipment Rental	3,000.00	.00	3,000.00	125.82	2,676.98	323.02	89	1,877.43
344940	Golf Course Concessions	3,000.00	.00	3,000.00	.00	2,000.00	1,000.00	67	2,500.00
344950	Golf Pro Shop Sales	290,000.00	.00	290,000.00	5,031.68	126,596.86	163,403.14	44	155,508.91
443110	Other Supplies COGS	(268,500.00)	.00	(268,500.00)	(4,081.62)	(102,121.26)	(166,378.74)	-38	(132,062.87)
344960	Golf Building Rental	15,000.00	.00	15,000.00	18.78	6,012.78	8,987.22	40	16,831.72
361100	Interest Earnings	.00	.00	.00	.00	(180.93)	180.93	0	(885.18)
361110	PTIF 0334 Interest	.00	.00	.00	.00	239.85	(239.85)	0	17.86
369000	Miscellaneous Revenue	10,000.00	10,000.00	20,000.00	.00	13,554.70	6,445.30	68	9,661.82
395000	Fund Reserve	.00	17,500.00	17,500.00	.00	.00	17,500.00	0	.00
Fund 500 - Golf Course Totals		707,500.00	59,133.00	766,633.00	26,281.52	551,919.85	214,713.15	71%	454,038.44
391000	General Transfers	172,355.00	.00	172,355.00	.00	129,266.28	43,088.72	75	134,335.53

City of Logan

Expense Budget Performance Report

Fiscal Year to Date 04/15/19

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	MTD Exp	YTD Enc	YTD Exp	Total Available	% Spent	Prior Year YTD
Department	500 - Golf Course									
Division	500100 - Clubhouse									
411000	Benefited Employees	82,207.00	4,371.00	86,578.00	.00	.00	56,987.36	29,590.64	66	96,944.86
412000	Non-Benefited Employees	85,000.00	.00	85,000.00	.00	.00	42,389.39	42,610.61	50	38,533.65
414000	Overtime	.00	.00	.00	.00	.00	.00	.00	0	.00
419000	Benefits	41,901.00	2,411.00	44,312.00	.00	.00	27,548.17	16,763.83	62	42,076.64
421000	Subscriptions & Memberships	.00	.00	.00	.00	.00	.00	.00	0	.00
422000	Ads & Publications	.00	.00	.00	.00	.00	.00	.00	0	.00
423000	Travel & Training	.00	.00	.00	.00	.00	.00	.00	0	.00
424000	Office Supplies	.00	5,000.00	5,000.00	.00	.00	.00	5,000.00	0	.00
425000	Maintenance	.00	.00	.00	.00	.00	.00	.00	0	696.94
426000	Building & Grounds Maint	.00	.00	.00	.00	.00	.00	.00	0	.00
427000	Utilities	55,000.00	.00	55,000.00	1,197.71	.00	37,202.06	17,797.94	68	40,263.13
428000	Telephone	.00	.00	.00	.00	.00	.00	.00	0	.00
431000	Professional & Technical	.00	.00	.00	.00	.00	.00	.00	0	.00
443000	Special Departmental Supplies	67,760.00	25,000.00	92,760.00	10.95	13,394.37	44,459.30	34,906.33	62	38,337.47
443090	Inventory Adjustments	.00	.00	.00	.00	.00	.00	.00	0	.00
443099	Cash Over/Short	.00	.00	.00	(2.00)	.00	(12.10)	12.10	0	65.93
451000	Claims & Insurance	.00	2,255.00	2,255.00	532.00	.00	2,787.00	(532.00)	124	2,970.00
472000	Buildings	.00	.00	.00	.00	.00	.00	.00	0	.00
473000	Improvements	.00	.00	.00	.00	.00	.00	.00	0	.00
474000	Equipment	.00	.00	.00	.00	10,250.00	.00	(10,250.00)	0	.00
474050	Other Equipment Rolling Stock	.00	.00	.00	.00	.00	.00	.00	0	.00
	EXPENSE TOTALS	\$331,868.00	\$39,037.00	\$370,905.00	\$1,738.66	\$23,644.37	\$211,361.18	\$135,899.45	63%	\$259,888.62

Expense Budget Performance Report

Fiscal Year to Date 04/15/19

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	MTD Exp	YTD Enc	YTD Exp	Total Available	% Spent	Prior Year YTD
Division	500105 - Maintenance									
411000	Benefited Employees	120,978.00	7,629.00	128,607.00	.00	.00	91,616.87	36,990.13	71	91,918.06
412000	Non-Benefited Employees	88,000.00	(2,255.00)	85,745.00	.00	.00	52,707.24	33,037.76	61	50,341.15
414000	Overtime	.00	.00	.00	.00	.00	.00	.00	0	.00
419000	Benefits	67,446.00	3,089.00	70,535.00	.00	.00	48,045.78	22,489.22	68	49,423.14
421000	Subscriptions & Memberships	1,827.00	.00	1,827.00	.00	.00	.00	1,827.00	0	.00
423000	Travel & Training	.00	.00	.00	.00	.00	.00	.00	0	.00
424000	Office Supplies	.00	.00	.00	.00	.00	.00	.00	0	.00
425000	Maintenance	.00	.00	.00	.00	.00	.00	.00	0	184.11
425010	Fuel	15,000.00	.00	15,000.00	46.17	.00	12,638.75	2,361.25	84	8,897.91
425020	Vehicle Maintenance	24,726.00	.00	24,726.00	411.55	.00	16,061.96	8,664.04	65	17,166.83
425030	Other Maintenance	8,303.00	.00	8,303.00	196.00	.00	5,040.74	3,262.26	61	4,057.33
426000	Building & Grounds Maint	.00	.00	.00	.00	.00	.00	.00	0	.00
427000	Utilities	6,000.00	.00	6,000.00	166.49	.00	1,330.58	4,669.42	22	1,547.32
428000	Telephone	720.00	.00	720.00	.00	.00	540.00	180.00	75	540.00
431000	Professional & Technical	800.00	.00	800.00	.00	.00	236.00	564.00	30	28.00
443000	Special Departmental Supplies	10,840.00	2,576.00	13,416.00	160.96	.00	7,148.32	6,267.68	53	3,279.45
443111	Green Supplies	5,937.00	.00	5,937.00	.00	.00	1,978.05	3,958.95	33	2,435.08
443112	Top Dressing & Sand	9,548.00	.00	9,548.00	1,216.70	.00	3,634.00	5,914.00	38	2,491.36
443113	Chemicals & Seed	29,914.00	.00	29,914.00	3,907.55	.00	16,206.80	13,707.20	54	17,343.95
443114	Course Supplies	12,534.00	.00	12,534.00	1,605.71	.00	2,027.79	10,506.21	16	622.22
451000	Claims & Insurance	.00	.00	.00	.00	.00	.00	.00	0	.00
471000	Land	.00	.00	.00	.00	.00	.00	.00	0	.00
473000	Improvements	20,000.00	(8,867.00)	11,133.00	.00	.00	.00	11,133.00	0	.00
474000	Equipment	.00	20,500.00	20,500.00	.00	10,250.00	.00	10,250.00	50	.00
474050	Other Equipment Rolling Stock	60,000.00	(2,576.00)	57,424.00	.00	.00	51,000.00	6,424.00	89	44,873.13
	EXPENSE TOTALS	\$482,573.00	\$20,096.00	\$502,669.00	\$7,711.13	\$10,250.00	\$310,212.88	\$182,206.12	64%	\$295,149.04

City of Logan

Expense Budget Performance Report

Fiscal Year to Date 04/15/19

Account	Account Description	Adopted Budget	Budget Amendments	Amended Budget	MTD Exp	YTD Enc	YTD Exp	Total Available	% Spent	Prior Year YTD
Division	500600 - Grants									
474000	Equipment	.00	.00	.00	.00	.00	.00	.00	0	.00
	EXPENSE TOTALS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	\$0.00
Division	500800 - Debt Service									
481000	Principal On Bonds	.00	.00	.00	.00	.00	.00	.00	0	.00
481020	Principal On Leases	.00	.00	.00	.00	.00	.00	.00	0	.00
482000	Interest On Bonds	.00	.00	.00	.00	.00	.00	.00	0	.00
482020	Interest On Leases	.00	.00	.00	.00	.00	.00	.00	0	.00
483000	Fiscal Charges	.00	.00	.00	.00	.00	.00	.00	0	.00
	EXPENSE TOTALS	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0	\$0.00
Division	500900 - Financial Functions									
495000	Reserve	5,093.00	.00	5,093.00	.00	.00	.00	5,093.00	0	.00
499000	IT Assessments	18,592.00	.00	18,592.00	.00	.00	13,943.97	4,648.03	75	13,665.78
499010	Risk Assessments	19,374.00	.00	19,374.00	.00	.00	14,530.50	4,843.50	75	16,364.97
	EXPENSE TOTALS	\$43,059.00	\$0.00	\$43,059.00	\$0.00	\$0.00	\$28,474.47	\$14,584.53	66%	\$30,030.75
Fund	500 - Golf Course Totals	\$857,500.00	\$59,133.00	\$916,633.00	\$9,449.79	\$33,894.37	\$550,048.53	\$332,690.10	60%	\$585,068.41

Logan River Golf Course
Z Out Report - All Terminals
for 12/01/2018 - 03/31/2019
Generated
04/18/2019 03:01pm

Payments				Sales		
Description	Amount	Tip	Adjusted Total	Description	Item Count	Amount
Cash	23,395.59	0.00	23,395.59	Association Fees	115.00	2,682.12
Check	37,127.20	0.00	37,127.20	Cart Fees	30.00	16,815.15
Credit Card	137,920.73	0.00	137,920.73	Carts	338.00	2,659.29
New Gift Cards Issued	-3,138.00	0.00	-3,138.00	Gloves	25.00	443.30
Gift Card	1,675.47	0.00	1,675.47	Golf Bags	9.00	1,319.37
New Punch Cards Issued	-68,530.20	0.00	-68,530.20	Golf Balls	193.00	1,620.99
Punch Card	3,579.00	0.00	3,579.00	Golf Clubs	40.00	10,013.95
Account Balance Charges	1,132.88	0.00	1,132.88	Golf Grips	72.00	717.43
Raincheck	-46.00	0.00	-46.00	Golf Shoes	29.00	1,773.15
		0.00		Green Fees	1,340.00	63,752.50
		0.00		Headwear	19.00	413.96
		0.00		Ladieswear	7.00	227.93
		0.00		Lesson	5.00	390.00
		0.00		Menswear	29.00	1,282.60
		0.00		Merchandise	197.00	264.14
		0.00		Range	1,160.00	12,993.60
		0.00		Rentals	83.00	4,465.58
		0.00		Snack Bar	2.00	1,000.00
		0.00		Sundry	162.00	1,597.02
		0.00		Sweeps	165.00	1,120.00
Revenue/Non-Revenue				Taxes/Partial Returns		
Description	Totals		Adjusted Totals	Description		Amount
Revenue Payments Total	198,443.52		198,443.52	6.600 %		7,564.59
Non Revenue Payments Total	-65,326.85		-65,326.85			
Total			133,116.67	Total		7,564.59
Difference			0.00			
Drawer Count			133,116.67	Sales		125,552.08
+ Cash Short			0.00	+ Cash Over		0.00
				+ Taxes/Partial Returns		7,564.59
Total			133,116.67	Total		133,116.67