



MINUTES
VILLAGE OF GLENCOE
GOLF CLUB BOARD OF DIRECTORS
REGULAR MEETING

Village Hall Finance Conference Room
675 Village Court
Thursday, February 2, 2017 - 6:30 PM

1. CALL TO ORDER AND ROLL CALL

The Regular Meeting of the Golf Club Board of Directors was called to order by the President of the Village of Glencoe, Cook County, Illinois, at 6:36 p.m. on the 2nd day of February, 2017, in the Village Hall Finance Conference Room.

Attendee Name	Title	Status
Village Board		
Lawrence Levin	Village President	Present
Trent Cornell	Director	Absent
Barbara Miller	Director	Present
Peter Mulvaney	Director (Arrived at 6:56 p.m.)	Present
Scott Pearce	Director	Present
Dale Thomas	Director	Present
Jonathan Vree	Director	Present
Village Staff		
Philip Kiraly	Village Manager	Present
David Clark	Director of Finance	Present
Megan Hoffman	Management Analyst	Present
Cary Lewandowski	Director of Public Safety	Present
Stella Nanos	Glencoe Golf Club General Manager	Present
Adam Hall	Management Analyst	Present

2. PUBLIC COMMENT

There were no comments from the public.

3. REGULAR BUSINESS

a. Presentation of Recommended Fiscal Year 2018 Glencoe Golf Club Budget

Glencoe Golf Club General Manager Stella Nanos provided an overview of the recommended budget. Ms. Nanos indicated that the recommended budget has been reviewed by the Golf Advisory Committee. She outlined the year to year review of total rounds played at the golf course. A review of total rounds determined that this year was a down year comparatively speaking. Ms. Nanos stated that the golf club did make up thirteen hundred rounds in October and November, but that between this year and last

year the biggest difference was the month of August. Ms. Nanos outlined that as rounds decrease, payroll decreases as employees are sent home if there is inclement weather. There was some general discussion of overall rounds and how they have trended over the past few years.

Ms. Nanos noted that the golf course spends approximately \$40,000 annually on forestry and landscaping taking care of hazards and replacing trees. Overall, in the past 10 years, approximately \$2.5 million has been invested in the course. Ms. Nanos stated that the golf course expects to spend \$270,000 on improvements this year. Director Thomas stated that courses with which the Glencoe Golf Club competes are park district courses. Those courses can offer steep discounts to residents and we cannot due to our shared property with Cook County. He continued that the reason the golf course is so successful is that it provides a superior product.

Director Pierce inquired about the price elasticity in golf. Ms. Nanos responded that the golf course is in a very tight market, and that all of our competitors offer a reduced rate. One of the biggest things that is hurting the industry as a whole is that the industry is devaluing a round of golf. Director Thomas stated that the course is successful relative to the courses around us precisely because of the capital improvements that have been made.

Director Pierce observed that there is a dynamic in place that revenue and demand is in decline and cost is rising. Ms. Nanos responded that food and beverage operations are really saving many public courses that do not have strong golf operations. She continued that events hosted at a golf course such as parties or weddings offset any potential decline or participation. Director Thomas stated that the golf course has one of the few grass driving ranges in the area that and that may be a revenue opportunity. Both observed that an improved club house would provide more opportunities for revenue growth, as would certain improvements to the driving range.

Ms. Nanos indicated that the budget would be presented for review and approval at the March 16 Golf Club Board of Directors meeting.

b. Consideration of Golf Club Rates for the 2017 Golf Season

Ms. Nanos outlined the various rate recommendations shared with the Board, noting that the recommendation is to raise rates in all categories, allowing the golf club to continue to remain competitive. Ms. Nanos stated that the golf club is planning to review the food and beverage catering contract with Hell's Kitchen Catering. She stated that the golf course is very pleased with their performance and plans to continue that partnership. Ms. Nanos informed the Board that the kids play free program occurs during the super twilight, and was a very popular program, which will continue. Director Vree inquired if cart rates stayed the same. Ms. Nanos responded that no increase was planned this year, but were raised a dollar last year.

Director Mulvaney joined the meeting at 6:56 p.m.

4. CLOSED SESSION

Trustee Thomas moved, seconded by Trustee Miller to adjourn into closed session under the following section of the Open Meetings Act, Section 2(C)5, purchase or lease of property at 6:57 p.m. Said motion passed with the following vote:

RESULT:	APPROVED [UNANIMOUS]
AYES:	Miller, Mulvaney, Pearce, Thomas, Vree

5. ADJOURN

Trustee Thomas moved, seconded by Trustee Miller to adjourn at 7:13 p.m. Said motion passed with the following vote:

RESULT:	APPROVED [UNANIMOUS]
AYES:	Miller, Mulvaney, Pearce, Thomas, Vree