

**STATE OF TEXAS  
COUNTY OF TARRANT  
CITY OF GRAPEVINE**

The Golf Course Advisory Board of the City of Grapevine, Texas met in regular session on this **20th day of January 2022** at 5:00 p.m. at the Grapevine Golf Course, 3800 Fairway Drive, with the following members present:

Louis Capone	Member
Tom Kormondy	Member
Robert Blalock	Member
Tom Cherry	Member
Deborah Gore	Member
Dion Christison	Member
Ronnie Hatley	Member

Constituting a quorum, with the following members of the City Staff:

Robert Singletary	Head Golf Professional
Eric Hunt	Assistant Golf Professional
Merlin Tielkemeier	Superintendent
Paul Slechta	City of Grapevine Council Member

**CALL TO ORDER**

Tom Cherry call to order at 4:59pm.

**CITIZEN COMMENTS**

There were no citizen comments.

**New Business**

1) Robert Singletary discussed the executive report for the 1<sup>st</sup> quarter. He commented that the report looked different than in years past; spreadsheet form. We are starting 21-22 year very strong based upon last year. All revenue categories are up. Merchandise is up 83% based upon a last outing doing a tee gift and a better looking golf shop with much better merchandise. Total revenue is up 13% with rounds up 5%. January is off to a slower start up activity will pick up in early March with better weather. Lou Capone asked when the lights to the driving range would come back on and RS commented that the lights may never be turned on (new costly fees to operate, staffing concerns managing the range at night). The range revenue with no lights is up 23%. We are receiving lots of tournament inquires and we are working closely with Persimmon's for better buffet pricing. The artificial turf tee project is completed. The crew had to complete the project twice as they had to add gravel under the crushed granite so it would drain properly. We are having some battery issues with our new cart fleet. We have 10-12 carts down and have sent batteries to Trojan Battery Company to inspect battery issues. Robert Blalock asked how many annual pass holders and gold card holders we have at the present time. RS said 109 annual pass holders and 149 gold card holders. Robert Blalock suggested we conduct a survey to ask golfers about the golf course, Persimmon's, golf shop, etc... Everyone commented to target the right customer with the right questions. Russell Pulley is officially retired as of December 31<sup>st</sup> and is doing very well. RS has his interview with Bruno, Jennifer and Rachel (HR) on Monday January 24<sup>th</sup>.

2) Robert Singletary had nothing to report with new facilities update. Dion Christison asked about the old clubhouse and concourse. RS and Paul Slechta commented nothing has been discussed with both buildings.

3) Eric Hunt talked about his junior golf academy and the Get Golf Ready clinics. He continues to have his jr academy during the winter months and had 16-18 students with help from a golf professional. The GGR clinics will start in March and run till October (taking August off) with a total of 8 students.

4) Michael Scheel discussed Persimmon's successes and challenges. They have finished slightly over \$1M in revenue in 2021 but have not made any money (NET). They are doing a grass roots marketing to push more business but when the golf course is slow they are slow. They are opening with shorter hours when the course is closed. They have instituted happy hour pricing on Mondays, Taco Tuesday's and music on Friday nights. Chef Koby has accepted a new job and his last day is January 29<sup>th</sup>. Menu updates are in the near future (brunch menu starting in March) and will be implementing a ghost kitchen where Uber eats and Grub Hub will pick up food and deliver. Pricing is a big issue for Persimmon's as it is nationally. The container will be open the first of March and they have worked closely with the city to open. They are getting some Gaylord business with the employee shortage. Tom Cherry asked how much business they need to do to break even: \$3700 per day.

5) Merlin Tielkemeier commented about the golf course conditions. They had to cover the greens for the second time on January 20<sup>th</sup>. They are doing some tree trimming on the course to help with sunlight. They hired a tree trimming service to cut down the cottonwood next to Pecan #6 white tee box. They will be redoing the irrigation to the front entrance near the newly planted trees. They will also redo some irrigation on the course once it warms up. They will be adding sand to some of the bunkers in the upcoming weeks. Dion Christison asked how long it takes to cover the greens... 5.5 – 6 hours. Ronnie Hatley asked about the poa anna growth on the courses. Merlin commented he and RS bought a new chemical they will try to kill the poa. Certain chemicals that are used to kill poa become resistant and will not touch poa. A couple of courses have used the new chemical with success. Robert Blalock asks how many employees does MT have... 10-13. Tom Cherry asked when yearly budgets are done. RS & MT commented May – June. There are land improvement in the budgets that have not been used in this budget but hopefully done this fiscal year (Mockingbird #8, driving range).

**CONCIDERATION of MINUTES**

Consideration to approve the minutes from the October 22st, 2021 meeting were approved by a motion by Tom Cherry with a second from Tom Kormondy.

**ADJOURNMENT**

Tom Cherry asked for an adjournment of the meeting and a second was made by Louis Capone. All were in favor and no one opposed.

ATTEST:

  
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Robert Singletary  
Head Golf Professional

APPROVED:

  
\_\_\_\_\_  
Tom Cherry  
Chairman