



CITY OF NORTH SALT LAKE

**EAGLEWOOD GOLF COURSE
OVERSIGHT COMMITTEE MEETING
NOTICE & AGENDA
February 28, 2024
5:00 P.M.**

Notice is given that the City of North Salt Lake Eaglewood Golf Course Oversight Committee will hold a meeting on the above noted date and time in the Council Conference Room located at City Hall, 10 East Center Street, North Salt Lake, Utah. Some members may participate electronically.

The following items of business will be discussed; the order of business may be changed as time permits.

AGENDA ITEMS

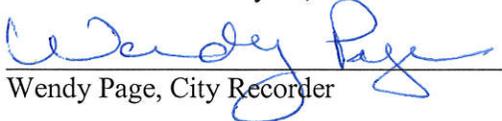
1. Welcome
2. Approval of Minutes for October 11, 2023
3. Winter Revenue
4. Simulators
5. 2024 Goals
6. Upcoming Events
7. Community Events – Dinners
8. Long Term Projects
9. Discussion on Operations
10. Committee Meeting Dates for 2024
11. Proposed Budget for Fiscal Year 2025
12. Adjourn

Golf Committee meetings are open to the public. If you need special accommodation to participate in the meeting, please call (801) 335-8709 with at least 24 hours' notice.

Notice of Posting:

I, the duly appointed City Recorder for the City of North Salt Lake, certify that copies of the agenda for the Eaglewood Golf Course Oversight Committee meeting to be held **February 28, 2024** were posted on the Utah Public Notice Website: <https://www.utah.gov/pmn/>, City's Website: <https://www.nslcity.org>, and at City Hall: 10 E. Center St. North Salt Lake.

Date Posted: February 27, 2024


Wendy Page, City Recorder



1 CITY OF NORTH SALT LAKE
2 EAGLEWOOD GOLF COURSE
3 OVERSIGHT COMMITTEE MEETING
4 ANCHOR LOCATION: CITY HALL
5 10 EAST CENTER STREET, NORTH SALT LAKE
6 OCTOBER 11, 2023

7
8 **DRAFT**
9

10 Chair John Logan called the meeting to order at 5:08 p.m.

11
12 COMMITTEE PRESENT: John Logan, Chair
13 Roger Graves
14 Court Huish
15 Lisa Watts Baskin, City Council
16

17 EXCUSED: Ron Jibson
18 Karen Mills
19

20 STAFF PRESENT: Ken Leetham, City Manager; Tyler Abegglen, Golf Course General
21 Manager.
22

23 1. MINUTES APPROVAL
24

25 The Golf Committee minutes of July 12, 2023 were reviewed and approved.
26

27 **Committee Member Graves moved to approve the minutes from July 12, 2023 as written.**
28 **Committee Member Logan seconded the motion. The motion was approved by Committee**
29 **Members Graves, Huish, and Logan.** Committee Members Jibson, Mills, and Councilmember
30 Baskin were excused.
31

32 2. FISCAL YEAR 2023 REVIEW
33

34 Tyler Abegglen reported on the revenues and expenditures for the fiscal year ending June 30,
35 2023. He indicated revenues included green fees, driving range, punch passes, cart fees, pro shop
36 sales, event center rentals at approximately \$2.4 million. He noted expenses were detailed and
37 included operations for the clubhouse, Café, greens, employees, etc. He mentioned net revenue
38 over expenditures were \$2.15 million.
39

40 John Logan asked about the plans for the Café over the winter months. Tyler Abegglen replied
41 that the tentative plan was to have the Café open Thursday, Friday, Saturday for lunch and dinner
42 and a Sunday brunch. He stated premade food would be ready for Monday through Wednesday.
43 He reported league play would be Monday, Friday, and Saturday mornings.

44 The Committee discussed ways to advertise winter hours and events, such as Sunday brunch,
45 breakfast with Santa, at The Grill including through signage, flyers, newsletter, social media
46 advertisement, etc.

47
48 Roger Graves asked in regard to tournaments scheduled for 2023. Tyler Abegglen replied that
49 there were several more tournaments scheduled including the largest tournament of the year with
50 \$40,000 in golf, food, and merchandise.

51
52 Tyler Abegglen spoke on purchasing a digital signage board for the corner with rotating
53 messages for City and golf course events. He said preliminary costs for the signage were
54 \$30,000.

55
56 Tyler Abegglen spoke on the key numbers for July to September revenue were green fees at
57 \$565,436 (projected at \$1,150,888), cart fees at \$277,343 (projected at \$564,166), driving range
58 at \$58,517 (projected at 132,791), and merchandise at \$165,873 (projected at \$355,869). He
59 stated fiscal year 2023 July through September revenues were \$905,380 and fiscal year 2024
60 July through September revenues were \$1,378,799 with \$324,093 contributed to the event center.

61
62 Tyler Abegglen spoke on the event center bookings with dates for the winter months filling up.
63 Staffing for the event center included three part time employees. He said they would hold open
64 houses and bridal fairs next year.

65
66 The Committee discussed hiring someone with event center/wedding experience to help increase
67 event center bookings.

68
69 Tyler Abegglen compared fiscal years 2016-2023 with a 19.33% increase from fiscal year 2022
70 at \$2,018,794 to fiscal year 2023 at \$2,408,936 with \$188,112 in food and beverage and
71 \$110,445 in event center rentals. He compared merchandise sold by fiscal year from 2016
72 through 2023. He noted revenues were \$302,216 in fiscal year 2022 compared to \$307,737 in
73 fiscal year 2023. He indicated fiscal year round totals were 67,523 in fiscal year 2022 compared
74 to 65,683 in fiscal year 2023 with a 2.72% decrease compared to the previous year. He reported
75 there were 5,539 less rounds in November and March as the course opened on April 15th.

76
77 3. INDEPENDENT CONTRACTOR-FULL TIME TEACHER

78
79 Tyler Abegglen reported on potentially hiring either an independent contractor or a part time
80 employee as a golf course instructor. He stated this position would include teaching, coaching,
81 and community engagement at the course.

82
83 Councilmember Baskin arrived at 5:53 p.m.

84

85 The Committee discussed the pros and cons of an independent contractor versus a part time
86 employee. They also discussed the current golf instructors, needs at the course, current number
87 of lessons, how to attract a good candidate, etc.

88
89 Tyler Abegglen said the PGA job posting would be October 31st through November 26th with
90 interviews in December and a February hire date. He explained this would allow for time to
91 receive input, scheduling for lessons, camps, and groups in 2024.

92
93 **Committee Member Graves moved that staff follow the proposed outline for hiring an**
94 **instructor. Committee Member Logan seconded the motion. The motion was approved by**
95 **Committee Members Graves, Huish, Logan and Councilmember Baskin.** Committee
96 Members Jibson and Mills were excused.

97

98 4. KITCHEN STAFFING

99

100 This item was postponed.

101

102 5. GATEWAY PARKS PROPOSAL

103

104 Tyler Abegglen reported on a proposal from Gateway Parks and said this would be similar to
105 what Gateway was offering at the Spanish Fork City golf course. He noted it included a platform
106 and tubing area. He stated Gateway Parks proposed a five percent (5%) revenue share of gross
107 annual revenue from snow tubing ticket sales. Mr. Abegglen explained further discussion was
108 needed to negotiate power and water access, food and beverage, and renewal terms. He shared
109 the five year revenue projections. He mentioned it was anticipated there would be approximately
110 \$1 million in revenues for the first year.

111

112 Tyler Abegglen said the proposed operations were from 9 a.m. to 9 p.m. with session tickets
113 ranging from \$20 to \$30 depending on the day and time with season passes at \$189.

114

115 The Committee discussed potential issues with the outdoor lighting and noise at night,
116 preparation of land for tubing area, liability insurance, staffing, and monitoring the experience at
117 Spanish Fork.

118

119 6. SPRING SIMULATOR EXPANSION

120

121 Tyler Abegglen reported on golf simulator expansion costs which included demolition, electrical,
122 HVAC, plumbing, drywall, paint, flooring, furniture, A/V equipment, bathroom fixtures at
123 \$39,000 and the Putt View system at \$32,000 for a total cost of \$71,000.

124

125 Tyler Abegglen provided another option to remove the existing tenants, expand the area, install a
126 putting area with lounge, arcade games, etc. without the addition of the Putt View system.

127 **Councilmember Baskin moved to utilize the downstairs area informally as a putting area**
128 **and to forgo the Putt View system. Committee Member Graves seconded the motion. The**
129 **motion was approved by Committee Members Graves, Huish, Logan and Councilmember**
130 **Baskin. Committee Members Jibson and Mills were excused.**

131

132 7. REVIEW OF COURSE IRRIGATION

133

134 Tyler Abegglen reported that part of the 2021 golf course bond project was the purchase and
135 implementation of new irrigation controllers at \$150,000 and part head ancillary area alteration
136 at \$40,000. He stated staff reduced the amount of areas being mowed and watered in and around
137 areas of the golf course that were not in play and native grass areas were reintroduced in many
138 areas. He mentioned in 2022 water reduction measures resulted in water savings and in 2023
139 staff continued water restrictions and native grass implementation which overall resulted in
140 savings of water, equipment use, and employee hours. He showed aerial images of the course
141 from 2021 through 2023.

142

143 Mr. Abegglen commented that a resident near Hole 17 had complained that these water saving
144 measures and reintroduction of native plants was detracting from the beauty of the golf course.

145

146 The Committee had a discussion about the appearance of the native grasses, other golf course
147 infringements and providing notices to those residents.

148

149 8. ADJOURN

150

151 The meeting was adjourned at 6:32 p.m.

152

153 *The foregoing was approved by the Eaglewood Golf Course Oversight Committee of the City of*
154 *North Salt Lake on Wednesday February 28, 2024 by unanimous vote of all members present.*

155

156

157

Wendy Page, City Recorder

Golf Committee Meeting

FEBRUARY

-
- Minutes Approval
 - Winter Revenue
 - Simulators
 - 2024 Goals
 - Upcoming Events
 - Community Events/Dinners
 - Long Term Projects
 - Discussion on Operations
 - Committee Meeting Dates for 2024
 - Proposed Budget for Fiscal Year 2025
 - Adjourn

Winter Revenue

December – February

Key Figures:

- Simulators– \$10,965 (Total - \$22,500)
- Grill- \$56,097
- Event Center- \$58,517
- Merchandise - \$5,002

Fiscal Year

July – February

Key Figures:

- Green Fees – \$759,802 (**Projected - \$1,225,800**)
- Cart Fees - \$373,019 (**Projected - \$596,834**)
- Driving Range - \$76,348 (**Projected – \$139,263**)
- Merchandise - \$243,524 (**Projected - \$370,000**)

- FY '23 July thru September = \$1,245,490
- FY '24 July thru September = \$2,000,309
- Projecting 73,500 Round for the Fiscal Year and \$3,237,237

Simulators

Key Figures:

- 12-Month Memberships – 1
- 6 Month Memberships – 9
- 1 Month Memberships – 49 (Months)

- FY'23 to FY '24 – 23% Decrease in Revenue
- FY'23 to FY '24 – 138% Increase in Usage
- FY'23 – Strokes 113k / FY'24 Strokes 269k

Renovation

- Bowthorpe Insurance is out.
- Getting quotes for demolition. (\$7k-\$10k)
- Transition back to 6 month an potential 3 month memberships.
- More revenue and less play
 - (wear and tear)

Golf Simulator Expansion Cost

On Course Restrooms

Demo	\$	7,500.00	
Electrical	\$	4,000.00	Install 30 Amp Circuit for Dryer
HVAC	\$	5,000.00	Overhead Ducting and Duct for Dryer
Plumbing	\$	3,500.00	Remove Bathroom lines and sewer.
Drywall	\$	4,500.00	Drywall Ceiling and touch up space.
Paint	\$	1,500.00	Paint Walls White and Ceiling Black
Flooring	\$	4,000.00	Finished Concrete.
Furniture	\$	3,000.00	Couch, TV's and others
A/V Equipment	\$	2,500.00	TV and Mounting Hardware
Bathroom Fixtures	\$	3,500.00	Adding Drinking Fountain
Putt View System	\$	32,000.00	Putt View System on Putting Green

Subtotal	\$	71,000.00
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Subtotal w/ out Putt View	\$	39,000.00
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2024 Goals

- Short Term Revenue Goals

- \$3,000,00 in Total Revenue.
- \$500,00 Grill Revenue.
 - (35% Margin).
- \$350,000 in Merchandise Revenue.
 - 38% Margin.
- Event Center Revenue \$200,000.
- \$150,000 Driving Range Revenue.
- \$50,000 Golf Simulator Revenue.
- \$20,000 in Sponsor & Ad Revenue.
- Operating Income \$250,000+.

- Short Term Operational Goals

- 70,000 Rounds (Calendar).
- 60 Golf Tournaments.
- 80 Events.
- 200 Men's Assoc. Members.
- 100 Women's Assoc. Members.
- 100 Junior Club Members.
- 500 Golf Lessons Taught.
- Equipment Purchasing Plan.
- Target Instagram/Facebook Ads.
- Positive Team Culture.



MONSTER MASH SCRAMBLE

MAY 10TH - 8:00 AM SHOTGUN
4-PERSON SCRAMBLE
MONSTER TEES AND PINS



REGISTER ONLINE - EAGLEWOODGOLF.COM
EAGLEWOOD GOLF COURSE

EAGLEWOOD GOLF COURSE

2024 TOURNAMENT SCHEDULE

- EL MATADOR MONSTER MASH
- INTERFORM LIBERTY FEST 2-MAN BB
- 2-MAN SCRAMBLE
- RESIDENTIAL GLASS PAR 3 CHALLENGE
- NSL FAMILY SCRAMBLE
- OKTOBERFEST SCRAMBLE
- FREAKY FRIDAY SCRAMBLE

- MAY 10TH
- JUNE 28TH
- AUGUST 30TH
- SEPTEMBER 14TH
- SEPTEMBER 14TH
- SEPTEMBER 29TH
- OCTOBER 11TH

REGISTER ONLINE AT
EAGLEWOODGOLF.COM

—• EAGLEWOOD GOLF COURSE AND GRILL •—



SEPTEMBER 29TH
GOLF TOURNAMENT @ 10:00 AM
FOOD, BEER & MUSIC STARTING @ 11:00 AM

GOLF • BEER • LIVE MUSIC • FOOD

Other Events

-Easter Brunch

-Mother's Day Brunch

-Father's Day Brunch

-Oktoberfest

-Breakfast with Santa

-Music on the Deck

-Tastings

Event Center

- 37 Scheduled Events in 2024

(81 in 2023)

Tournaments

- 44 Scheduled Tournaments in 2024

(67 in 2023)

Tee Boxes Long Term Project Map

PROJECT DETAILS				COST/HOURS		
NAME	PRIORITY	START DATE	BUDGET ITEM	ESTIMATED COST (No Labor)	ESTIMATED HOURS	
#4 Tee Boxes (Blue & White)	High	Fall 2024	Yes	\$18,000.00	400	
#9 Tee Boxes (Black & Blue)	High	Fall 2024	Yes	\$15,000.00	400	
#3 Tee Boxes (Blue & Red)	Low	Fall 2026	Yes	\$8,000.00	250	
#6 Tee Boxes (Blue & White)	Low	Fall 2027	Yes	\$8,000.00	250	
#10 Tee Boxes (Blue & White)	Low	Fall 2026	Yes	\$15,000.00	300	
#17 Tee Boxes (Blue & White)	Low	Fall 2027	Yes	\$15,000.00	300	
Driving Range Tee Box	Low	Fall 2028	Yes	\$35,000.00	500	
#2 Tee Box (White & Red)	Medium	Fall 2025	Yes	\$15,000.00	300	
#8 Tee Boxes (Black & Blue)	Medium	Fall 2024	Yes	\$10,000.00	250	
#11 Tee Boxes (Blue & White)	Medium	Fall 2025	Yes	\$25,000.00	500	

Irrigation Long Term Project Map

PROJECT DETAILS				COST/HOURS		
NAME	PRIORITY	START DATE	BUDGET ITEM	ESTIMATED COST (No Labor)	ESTIMATED HOURS	
Main Line Irrigation Replacement	Low	2034	No	\$500,000.00	n/a	
Lateral Line Irrigation Replacement	Low	2034	No	\$750,000.00	n/a	
Sprinkler Head Irrigation Replacement	Low	2034	No	\$1,000,000.00	n/a	
Green Surround Irrigation Replacement	Low	2034	No	\$300,000.00	n/a	
Main Line Gate Valves	Low	2034	No	\$300,000.00	n/a	
#9 Pump	Medium	2034	No	\$100,000.00	n/a	
Controller System Replacement	Medium	2034	No	\$35,000.00	n/a	
Sand Trap Drainage #1	Low	Fall 2025	Yes	\$8,000.00	200	
Sand Trap Drainage #2	Low	Fall 2025	Yes	\$8,000.00	200	
Sand Trap Drainage #5	Low	Fall 2026	Yes	\$15,000.00	500	
Sand Trap Drainage #6	Low	Fall 2026	Yes	\$15,000.00	500	
Sand Trap Drainage #9	Low	Fall 2027	Yes	\$10,000.00	300	
Sand Trap Drainage #14	Low	Fall 2027	Yes	\$8,000.00	200	
Sand Trap Drainage #15	Low	Fall 2028	Yes	\$8,000.00	200	
Sand Trap Drainage #16	Low	Fall 2028	Yes	\$15,000.00	500	
Sand Trap Drainage #18	Low	Fall 2029	Yes	\$10,000.00	300	

Roadways Long Term Project Map

PROJECT DETAILS				COST/HOURS		
NAME	PRIORITY	START DATE	BUDGET ITEM	ESTIMATED COST	ESTIMATED HOURS	
Cart Path Resurfacing	Low	2030	No	\$150,000.00	n/a	
Cart Path Resurfacing	Low	2038	No	\$200,000.00	n/a	
Cart Path Resurfacing	Low	2046	No	\$250,000.00	n/a	
Turf Center Parking Lot Replacement	Low	2036	No	\$150,000.00	n/a	
Turf Center Parking Lot Resurfacing	Low	2046	No	\$75,000.00	n/a	
Pro Shop Parking Lot Replacement (East)	Medium	2024	No	\$100,000.00	n/a	
Pro Shop Parking Lots Resurfacing	Medium	2034	No	\$100,000.00	n/a	
Cart Path Curbing Front 9	Low	2027	No	\$50,000.00	200	
Cart Path Curbing Back 9	Low	2028	No	\$35,000.00	200	

Buildings Long Term Project Map

PROJECT DETAILS				COST/HOURS		
NAME	PRIORITY	START DATE	BUDGET ITEM	ESTIMATED COST	ESTIMATED HOURS	
Pro Shop Flooring	Low	2034	No	\$35,000.00	n/a	
Pro Shop Painting (Interior)	Low	2034	No	\$15,000.00	n/a	
Deck Resurfacing	Low	2040	No	\$150,000.00	n/a	
Electrical Cart Conversion	Low	2040	No	\$300,000.00	n/a	
Turf Center Epoxy Flooring	Low	2028	No	\$15,000.00	n/a	
Turf Center Entry & Garage Door Replacement	Medium	2026	No	\$35,000.00	n/a	
On Course Bathroom Remodel	Low	2030	No	\$20,000.00	n/a	

Operations – Future Growth

Slow & Calculated

Event Center

The Grill

Turf Center

Pro Shop

Future Meeting Dates

April 10th

July 10th

October 9th

January 8th

Account #	Budgeted Year End FY 2024	Requested FY 2024-2025
55-5500-34200 FEES GREEN	(1,200,000)	(1,200,000)
55-5500-34201 FEES DRIVING RANGE	(145,000)	(150,000)
55-5500-34202 TOURNAMENT FEE	(20,000)	-
55-5500-34203 PUNCH PASSES	-	(25,000)
55-5500-34205 FEES - EVENTS	-	-
55-5501-34402 CONCESSIONS - CATERING	(225,000)	-
55-5501-34406 PRO SHOP SALES	(375,000)	(400,000)
55-5501-34408 CONCESSIONS - PRO SHOP	(30,000)	(20,000)
55-5501-34409 CONCESSIONS - GRILL	(250,000)	(550,000)
55-5501-34600 RENTS AND LEASES EQUIPMENT	-	(20,000)
55-5501-34601 RENTS - SIMULATORS	(60,000)	(35,000)
55-5501-34602 RENTS AND LEASES CARTS	(600,000)	(650,000)
55-5501-34603 RENTS AND LEASES BANQUET	(140,000)	(180,000)
55-5501-34604 RENTS & LEASES CLUBHOUSE COMME	(25,000)	(20,000)
55-5501-34605 RENTS & LEASES MOBILE TOWERS	(40,000)	(40,000)
55-5502-37400 INSURANCE RECOVERY	-	-
55-5502-37300 GAIN ON DISPOSAL OF CAP ASSET	(31,000)	-
55-5502-37990 FUND BALANCE - USE OF	(174,478)	-

55-5585-41102 TEMPORARY EMPLOYEES	90,000	100,000
55-5585-41103 OVERTIME	500	500
55-5585-41201 EMPLOYEE ALLOWANCES	1,000	1,000
55-5585-42000 GENERAL & CONTRACTED SERVICES	5,000	5,000
55-5585-42120 RENTAL OF EQUIPMENT & VEHICLES	1,000	1,000
55-5585-42900 TRAVEL, EDUCATION AND TRAINING	1,000	5,000
55-5585-43100 SECONDARY WATER	118,800	125,000
NEW GL CULINARY AND SEWER		10,000
55-5585-43200 NATURAL GAS	2,000	2,500
55-5585-43300 ELECTRICITY	25,000	20,000
55-5585-43400 TELECOMMUNICATION	2,500	2,500
55-5585-45100 OFFICE SUPPLIES	500	1,000
55-5585-45200 OPERATING SUPPLIES	110,000	-
NEW GL FERTILIZER		40,000
NEW GL CHEMICALS		10,000
NEW GL COURSE SUPPLIES (Flags, Cups, Rakes)		7,500
NEW GL TOOL SUPPLIES (Maintenance Equip.)		5,000
NEW GL PUMP SUPPLIES		5,000
NEW GL POND SUPPLIES		5,000
NEW GL IRRIGATION SUPPLIES		20,000
NEW GL SAND AND TOPDRESSING SUPPLIES		20,000
NEW GL GRASS AND SEED SUPPLIES		10,000
NEW GL GROUNDS RENOVATION		5,000
NEW GL CART PATH REPAIR		2,500
55-5585-45400 BOOKS, PUBLICATIONS & SUBSCRIP	1,000	1,000
55-5585-45602 BUILDINGS	-	3,000
55-5585-49011 FLEET FUEL CHARGES	20,000	20,000
55-5585-49012 FLEET REPAIR & MAINTENANCE	15,000	15,000
55-5585-58177 LANDSCAPING MATERIALS	10,000	10,000

55-5586-40570	COST OF SALES	120,000	175,000
55-5586-41102	TEMPORARY EMPLOYEES	70,000	65,000
55-5586-41103	OVERTIME	500	500
55-5586-42400	ADVERTISING AND PUBLIC NOTICES	15,000	10,000
55-5586-43400	TELECOMM	-	-
55-5586-45200	OPERATING SUPPLIES	27,500	25,000
55-5587-41102	TEMPORARY EMPLOYEES	30,000	30,000
55-5587-44240	ADVERTISING AND PUBLIC NOTICES	5,000	5,000
55-5587-45205	EVENTS CENTER OPERATING SUPPLIES	18,000	15,000
55-5588-48500	MACHINERY & EQUIPMENT CAPITAL	335,000	300,000
55-5588-48200	BUILDINGS - CLUB HOUSE	465,280	200,000
55-5588-48201	BUILDINGS - CONTRACTOR	-	
55-5588-48400	CONSTRUCTION - GROUNDS IMPROVE	-	
55-5588-48401	CONSTRUCTION - IRRIGATION	-	

Questions or Comments?

