

**SPECIAL REVENUE FACILITIES COMMITTEE**

Glenview Park District  
1930 Prairie Street, Glenview, IL 60025  
Regular Meeting Minutes  
Thursday, October 31, 2019, 9:00 AM

**1. Roll Call**

Chairperson Dave Dillon called the meeting to order at 9:00 AM.

**Commissioners Present:** Committee Chair: Dave Dillon; Committee Member: Dave Tosh; Commissioners: Dan Peterson and Joe Sullivan

**Official Staff Present:** Executive Director Michael McCarty, Superintendent of Special Facilities Lori Lovell, Director of Golf Ron Cassidy, Glenview Prairie Club Manager Kristin Kechik, Golf Operations Supervisor Laura Loebaka, Recording Secretary Laney Hauptert

**Absent:** Committee Member Bill Casey

**Late Arrival/Early Departure:** Kristin Kechik left at 9:13 AM, Commissioner Dan Peterson left at 10:05 AM

**2. Agenda Topics**

**a. Glenview Prairie Club, Annual Recommendations**

Superintendent Lori Lovell presented the Annual Recommendations for Glenview Prairie Club. She explained to the Committee that the goal with Glenview Prairie Club and Glenview Park Golf Club, like all Special Revenue Facilities in the District, is to be self-sustaining and create a positive net with minimal support by tax dollars. She added that one of the challenges Special Revenue Facilities is facing is the increase of minimum wage.

Superintendent Lovell informed the Committee that there were minimal changes to the Annual Recommendations for Glenview Prairie Club, but highlighted that there would be a 2% increase of rate increase, a new non-resident pass, and a 5-6% increase for additional hours for room rentals. She explained that in previous years, there has been a significant increase in fees and staff is trying to implement smaller increases annually.

Commissioner Dave Dillon asked for clarification on the comparisons given since the offerings vary from course to course in the area. Director of Golf Ron Cassidy explained that there is a perception surrounding the distance of golf courses, which is why the fees are recommended to be set at a 2% increase as opposed to a higher increase.

Commissioner Dave Tosh asked if staff at Glenview Prairie Club would be continuing with the Youth on Course program, to which Prairie Club Manager Kristin Kechik responded that staff honors the rate established by the Youth on Course program. Commissioner Tosh also asked who monitors the Power Hour Special, to which Prairie Club Manager Kristin Kechik explained that the majority of patrons that utilize the special only have an hour since they are on their lunch break, as well as staff write the time on the receipt. Director of Golf Cassidy elaborated by saying that the Power Hour special was created to recognize a trend in golf to charge by hole.

The Committee agreed to include the Annual Recommendations for Glenview Prairie Club on the Consent Agenda for the November 21, 2019 Board Meeting.

**b. Glenview Park Golf Club, Annual Recommendations**

Superintendent Lori Lovell presented the Committee with the Annual Recommendations for Glenview Park Golf Club. She highlighted that there would be a 3% increase in rates, a change from an 18-week permanent tee time to a 20-week, and Fridays would be included in weekend green fees to generate additional revenue and in a format consistent with competitors. She added that the price for permanent tee times also increased so that it would be based on a 20-week season as opposed to the previous 18-week. Executive Director Michael McCarty added that in 2020, the Fourth of July falls on a Saturday, making permanent tee times more appealing to patrons.

Commissioner Dan Peterson asked if switching from 18-week to 20-week permanent tee times would affect rainout days, to which Director of Golf Ron Cassidy assured him that it would not.

Superintendent Lovell added that it is difficult to compare the number of rounds purchased from previous years to this year due to the inclement weather during this golf season.

Director of Golf Cassidy and Golf Operations Supervisor Laura Loebaka presented the Committee with the new proposal for the daytime leagues that play at Glenview Park Golf Club. They explained that members from the women's daytime leagues have requested changes to the requirements for the leagues. He included that the members would like increase flexibility including to pay as they go as opposed to purchasing a 15-round pass. He expressed concern that the daytime leagues were reserving tee times and often not showing up, causing staff the inability to resell the tee times and create revenue.

Commissioner Dan Peterson asked about the process for booking leagues, to which Director of Golf Cassidy explained that tee times for leagues are predetermined in the beginning of the season. Commissioner Joe Sullivan asked what the penalty for the daytime league golfers is if they no-show for their tee time, to which Ron explained that staff has warned to charge a no-show fee or punch their 15-round pass.

Director of Golf Cassidy informed the Committee that staff has made several suggestions to the league, including creating a substitution list, a bell curve for tee times, offering a "league-type" atmosphere, and growing membership.

Director of Golf Cassidy explained to the Committee that staff has come up with a proposed solution to address the needs of the daytime leagues as well as the financial needs of Glenview Park Golf Club. The proposed solution would charge a \$75 fee per player league fee, eliminate the \$120 reservation fee, eliminate the 15 round/season pass requirement, institute a 10 round and combo prepaid card, and the ability to pay as they go at the posted rate of \$42 during the week and \$53 during the weekend per round. He added that while the 15 round pass would be eliminated, league players who purchase the 10 round pass would be able to purchase an additional 5 rounds at the discounted rate later in the season.

Executive Director McCarty explained that the league players would be paying more per round if they opted to pay as they go. Superintendent Lovell clarified that the changes would give the players the flexibility they requested.

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Commissioner Peterson asked why staff was proposing a \$75 fee per player as opposed to the \$120 reservation fee. Director of Golf Cassidy explained that it would bring in \$300 per tee time and help offset some of the costs should players not show up for their tee time reservation. Commissioner Peterson also asked why staff proposed not charging a reservation fee per tee time since league players are already having difficulty showing up to their reserved time. Director of Golf Cassidy explained that there are limited amounts of tee times leagues are able to book per their contract. Commissioner Peterson expressed concern that there is no incentive for league players to show up for their reserved tee time.

Executive Director McCarty and Commissioner Sullivan asked how the proposed changes for leagues would affect the men's leagues that currently play at Glenview Park Golf Club. Director of Golf Cassidy explained that most players purchase the 15 round pass and would be able to purchase a 10-round pass with the additional 5 rounds at the discounted rate.

Commissioner Sullivan asked if there was a way to incentivize leagues giving their unused time up earlier or to discourage no shows. He also suggested charging a league coordination fee.

The Committee agreed to place the Annual Recommendations, removing the league fee structure, for Glenview Park Golf Club on the Consent Agenda for the November 21, 2019 Board Meeting. The discussion and recommendation regarding the policies for daytime leagues will be continued at the November 21, 2019 Board Meeting. This would allow for staff to investigate options related to Commissioner suggestions and evaluate whether they would have other impacts on the leagues. It would also provide all Commissioners opportunity to ask questions and understand the recommended changes.

**c. Other**

None

**3. Matters from the Public**

None

**4. Adjourn**

Committee Chair Dave Dillon moved seconded by Commissioner Dave Tosh to adjourn the Open Session at 10:20 PM. On Voice Vote: All present voted aye, motion carried.

ATTEST:

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Jennifer G. Roberts  
Board President

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Michael D. McCarty  
Board Secretary

Approved this 21<sup>st</sup> day of November 2019.