

# **OGDEN GOLF AND COUNTRY CLUB**

## **MINUTES OF ANNUAL MEETING**

**February 13, 2023**

An Annual Meeting was held at the Ogden Golf and Country Club at 6:00 p.m. Tuesday, February 13, 2023.

The following were present:

CONDUCTING: President, CARTER RANDALL

PRESENT: Vice President, CORY NIELSON  
Treasurer, CHRIS DURRANT  
Past President, DON SALAZAR

DIRECTORS: JOHN REDD  
FRANK REDD  
JOHN OLIVER  
JEFF DUKE  
DAN BUCKWAY  
CASEY SCOTT

ALSO PRESENT: Superintendent, GREG GILMORE  
Head Golf Pro, BOB WALLIS

EXCUSED: Club Manager, ZAVEN YARALIAN  
CATHY BULLARD  
TRISH CANNIZZO  
CASEY BISHOFF

President Carter Randall presided and Katherine Patten recorded the minutes.

President Carter welcomes everyone to the annual meeting. Mr. Randall recognizes the members we lost this last year. Let's take a moment of silence for members lost since our last annual meeting. Samuel Slade, Allan Craig, Ron Stuart, Kelly O Wheat, and Carol Eckardt.

## Moment of Silence for Members Lost Since Our Last Annual Meeting



Samuel Slade  
 Allan Craig  
 Ron Stuart  
 Kelly O Wheat  
 Carol Eckardt



### 2023 Club Champions-

Mr. Randall recognizes this year's club champions.

## 2023 OGCC Club Champions



Ladies Club Champion – Shannan Stauffer

Ladies Senior Club Champion – Laurie Fuhriman

Ladies Super Senior Champion – JoAnn Florence

Ladies Legends Champion- Karen White

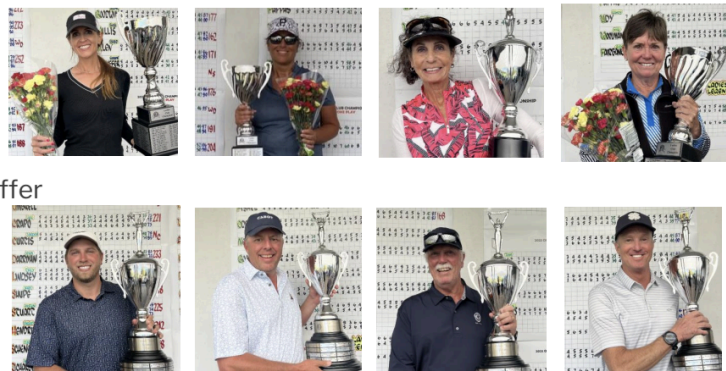
Ladies of the Evening Champion –Shannan Stauffer

Men's Club Champion – Sean Badger

Men's Senior Club Champion – Carter Randall

Men's Legends Champion – Randy Udy

Men's Super Senior Club Champion – Kevin Kesler



Mr. Randall recognizes our exiting board members and thanks them for their time on the board. He also announces our oncoming board members.

## Recognition of OGCC Board of Directors Outgoing Officers



Jeff Duke



Don Salazar



## Recognition of OGCC Incoming Board Members

Trish Cannizzo



Casey Bischoff



Casey Scott



Mr. Randall lists our accomplishments in 2023.

# Accomplishments in 2024

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## Course Renovations

- All New Bunkers & Drainage
- New Tee Boxes added
- New steps and walkways added
- New #14 Green Location
- Over 90 yards gained (7,055 yards)

## Locker Room

- 60 Lockers added

## Kitchen

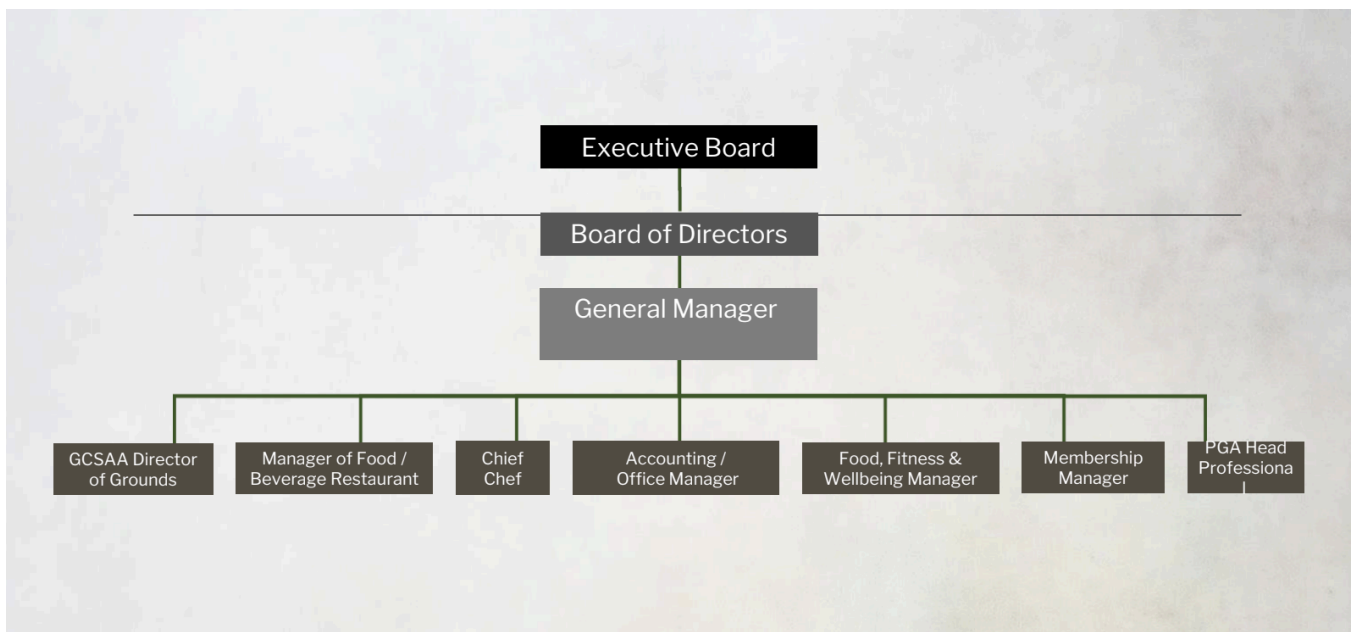
- \$150,000 in new Equipment, Dishes and Silverware



**Est. 1914**

## Mission Statement, Core Values, and Vision- Chris Durrant

Mr. Durrant says we set out this year to accomplish a mission statement, core values, and vision for the club. Rob Moore came in and gave us some direction. We went through the bylaws and established lines of authority. The board creates the policies and the managers direct the staff on the day to day responsibilities. It is not the board's job to direct staff.



# Board of Directors Roles and Responsibilities – Bylaws

The Board shall assume responsibility for implementing the policies, procedures and rules and regulations of the Club on behalf of its members.

## 2. Power and Duties

- a. Elect the offices of the Board
- b. Appoint committees and assign duties
- c. Fill vacancies on the Board until the next Annual Meeting, at which time the vacancy shall be filled for remainder of the original term by election;
- d. **Employ or contract persons with management responsibilities.** Review and **delegate** such responsibilities as is necessary and indicate the criteria for the evaluation of performance. Implement specific procedures for the employment or contracting of all employees.
- e. Assume responsibility for the development and publication of the Club rules, and regulations governing the use of the Club as needed;
- f. Establish the amount of the annual dues, fees and other charges;
- g. Remove and replace any Director for cause, at the determination of the Board;

## Respect the Direct Lines of Authority

- No Board Member has the responsibility or authority to direct a manager.
- No Board Member has the responsibility or authority to direct a manager's employee.
- The Board's responsibility is to create, review and approve policy, as stated in the bylaws.
- The Board is then responsible to **direct the General Manager** to manage the club per approved policy or policies.

Mr. Durrant says we will respect the direct line of authority and follow this chain of command. For example, if you have a problem with Jace, don't go to a board member. Talk to Jace to resolve the issue, if it doesn't get resolved, talk to Bob, and if it's not resolved with Bob then talk to the general manager. The general manager can bring certain things to the board if it gets to that point. It goes up and down the lines of authority. What are our core values? Robbie Gale, Rob Moore, and myself did their research to establish core values for the club.

# OGCC Core Values

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1. Respect: To treat everyone with dignity and respect.
2. Integrity: We conduct ourselves with honesty, transparency, and ethical behavior in all interactions, maintaining the trust and respect of our members, employees, and the community.
3. Responsibility: To be fiscally responsible and allocate membership dues without waste.
4. Service: To provide the best possible service throughout the facility.
5. Excellence: Top tier experience for golf, service, events, food, and activities.
6. Accountability: Ownership and accountability from Club management to staff and members.
7. Communication: Transparent and open communication at all levels of the Club.

Which brought us to our vision of what we want to do.

# OGCC Vision Statement

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**Provide an outstanding private club experience where the enjoyment of our members and guests is our highest priority.**

The board will look to our vision and core values as we establish policies. This is how we are moving forward.

# OGCC Mission Statement

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**To offer an unmatched private country club environment for premier golf and recreational opportunities combined with exceptional dining and social experiences for our members and guests.**

Mr. Randall talks about things to come in 2024. Our grounds committee is led by Frank Redd and Rob Despain. We want to have a higher level golf course. To do that we have asked Mr. Greg Gilmore to accomplish the goals we have asked of him.

## Frank Redd Grounds Committee & Greg Gilmore

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- **Grounds – Member Experience / Improve Course Conditions**
  - Notable increase in the ground budget (\$178,000)
  - Hiring of a 2<sup>nd</sup> Assistant
  - More “Spot Watering”
  - Limiting outside tournament play and increasing time for Grounds maintenance
  - Over seeding the fairways yearly
  - Course aerification / Fairways / Greens / Tees
  - Increase in labor
  - Netting of the range
  - Netting of #14 Tee box
  - Continued work on collar dams

# Grounds Committee

Frank Redd- Board Chair

Rob Despain- Chair

Mike Fisher

Paul Skeen

Greg Wood

Ned Wallis

## Mission Statement

The Grounds Committee at The Ogden Golf and Country Club is dedicated to ensuring the utmost beauty, sustainability, and playability of our course.

Our mission is to prioritize aesthetic excellence, optimize playing conditions, embrace innovation, and foster collaboration with the Board of Directors for an exceptional member and guest golfing experience.

It's based on the mission statement of having a better club. We have \$110,000 left in the budget. The golf course was able to stay open, and most facilities close entirely for these types of projects. He thanks the grounds and golf shop for their help this last year.

Eric Iverson works for Renaissance Golf Design. He has a long portfolio of work. Thank you to Greg Gilmore and his team and here are some of the highlights.

Embarked on a **bold plan**

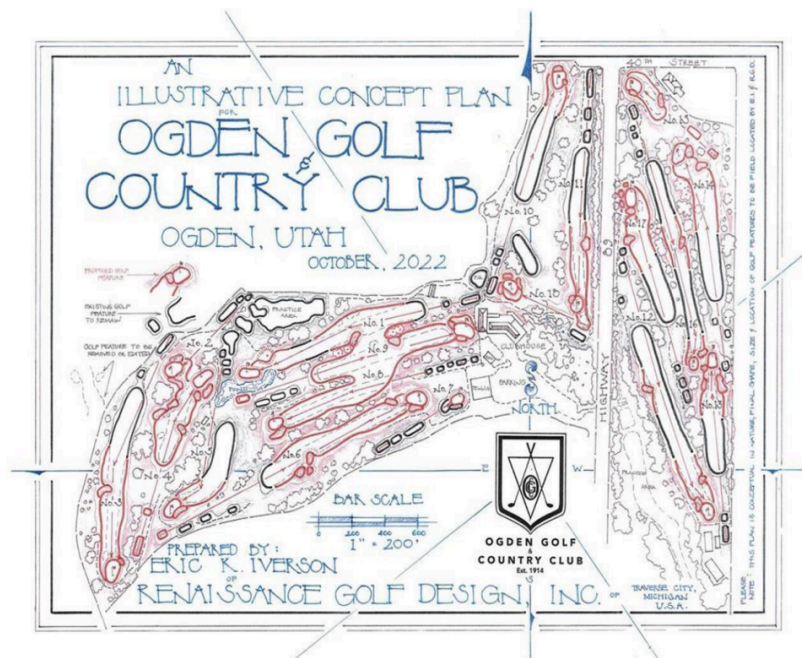
Allocated a budget of \$1.75 million.  
\$110 K budget remaining

Sent out the initial letter to members on 11/14/22.

Undertook a major renovation, the club was fortunate, most courses would typically close at least 9 holes at a time for the duration of the project.

The project, faced an unfortunate twist, as less favorable weather conditions created an anomaly in the construction timeline.

Grateful appreciation to all who contributed to pulling the plan together; we now have a course ready to be enjoyed this year.

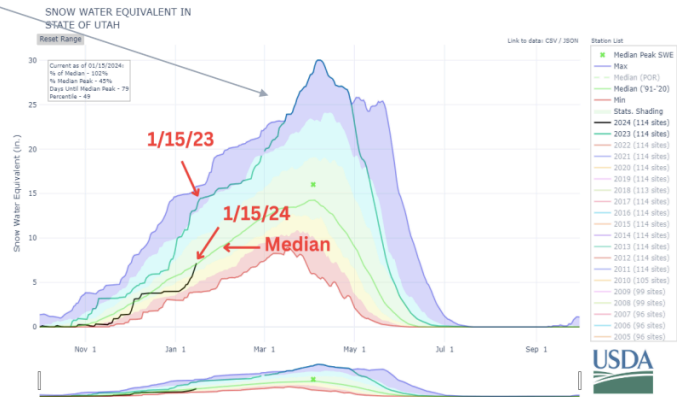




The grounds crew also help with the pool and house. Mr. Randall thanks Mr. Bob Wallis. We are hoping to get a new course rating after the construction. Thank you to Leif Handy for helping finish the project.

The start of the major redesign project.

Bold Plan  
but  
Bad Mother  
Nature



**CHALLENGES**

- The course successfully opened on April 8th, marking the latest opening in the club's 110- year history.
- The spring season was notably wet until the first week of June.
- A chain reaction, transitioning from cold to hot weather, posed challenges in establishing new sod during the summer heat.
- The start of operations, initially planned for March, was delayed until May to accommodate weather conditions.



**Eric Iverson**

Some of Eric's work includes:

- Bel-Air Country Club, Los Angeles CA
- Cherry Hills CC, Denver CO
- Wailaie Country Club, Honolulu HI
- Pacific Dunes, Bandon OR
- Sand Valley, Nekoosa, WI
- Ogden Golf and Country Club, Ogden UT

Thanks to Greg and the grounds crew for managing the major renovations  
**While keeping the course open for play!**

### **GROUNDS CREW HIGHLIGHTS**

- Executed 26,000 crew labor hours.
- Oversaw a team of 26 individuals, including 7 full-time employees.
- Relocated sprinkler pipe and head layout for the construction project to accommodate new bunkers and tees.
- Successfully maintained the golf course operational status by coordinating daily changes in construction with the architect, contractor and proshop.
- Resolved drainage issues caused by record precipitation, spanning from the front of the #12 tee to the west rough #10.
- Upgraded inadequate drainage systems between hole 13 and the 16th green.

In addition to the golf course:

- Undertook and completed the swimming pool renovation, ensuring it was finished by Memorial Day.
- Kitchen equipment renovation. Removed old equipment and replaced with new.
- Expansion project for men's locker room.



Thanks to Bob and the golf shop crew for managing the major renovations  
**While keeping the course open for play!**

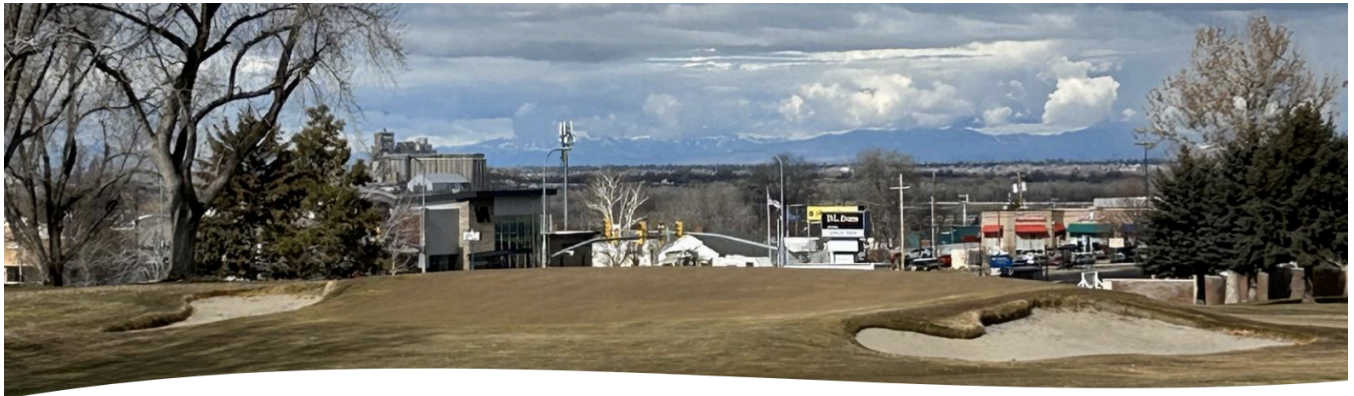
- Collaborated with Greg and the architect to ensure the course remained accessible.
- Hosted 21,494 rounds of play following the delayed opening on April 8th.
- Generated guest revenue, including revenue from outside tournaments, amidst ongoing construction.
- Engaged with UGA/USGA to establish a new course rating.
- Successfully secured events despite the ongoing construction challenges.
- Strategically balanced the requirements of members with the demands of the construction project.





# SIMPLIFIED LANDSCAPING

Leif Handy  
New tee renovations and construction.  
Leveling of collar dams.  
Hard scapes- Cobblestone path/ Stairs



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Greg utilized cores from the May aeration, to maintain consistency with other putting surfaces. The decision to use these cores instead of sod resulted in a **cost-savings of \$20,000.**

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The new 14th green spans an impressive 4200 square feet, featuring a false edge and bunkers for added aesthetics appeal.

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A total of 210 tons of sand were used for the green mix.

## The New 14

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An estimated 400 tons of dirt was relocated from the new fairway bunker on the 15th hole to enhance the construction process.

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Relocated the 14<sup>th</sup> fairway to accommodate the new green and approach.

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Six new trees were strategically planted to improve the overall shape of the hole and offer additional protection for the new tee.

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The old 14th green will serve as a nursery green, repurposing existing resources for future development.

# Sand Bunkers

- 56 Bunkers.
- 54,000 square feet of liner for bunker construction.
- Installed an extensive 5,000 linear feet of drainage, equivalent to 1 mile.
- The bunker drainage systems is expected to substantially enhance the playability of the bunkers, improving overall course conditions.
- Exclusively responsible for procuring and overseeing the supplies for the construction.



# Collar Dams

Dual Method- USGA\*

1- "Now you see it, Now you don't"

25,000 sq ft of collar dam repair.

Top dress, aerification, to level surface

2. "Hole and Roll" Method

Multiple aerations and rolling to level surface.

*Hole 12-17 remaining.*

Great Job Greg and Leif!!!



# Tees

## 5,6,9,12,15 & 16

Hole 5: The Blue Tee has been relocated westward, creating a larger and longer tee to increase the challenge of the tee shot.

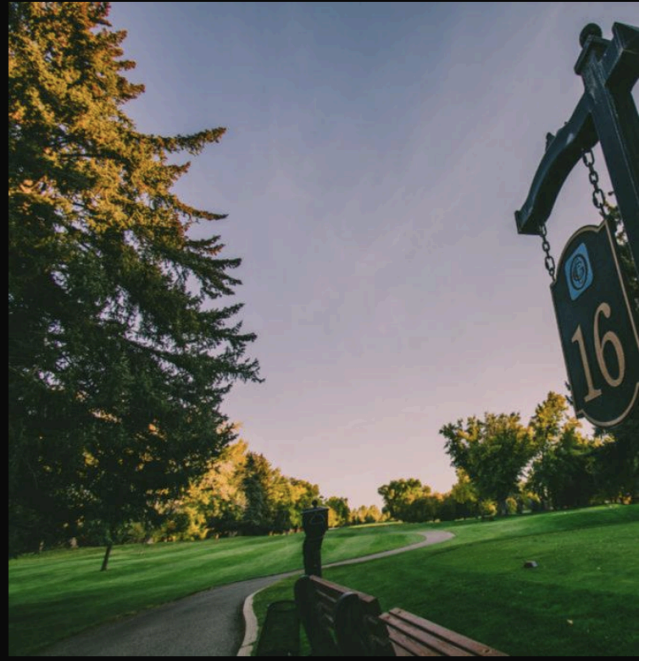
Hole 6: The Black Tee has been extended, resulting in a hole length of 575 yards.

Hole 9: The Black Tee has been lengthened by 30 yards. Existing Blue and black was lowered 18". Dirt was used to build new number 9 black tee

Hole 12: The Black Tee has been extended, adding an additional 15 yards and creating a longer and flatter tee.

Hole 15: A new elevated Black Tee has been introduced, playing at 210 yards. Additionally, more teeing space was added to the existing white and blue tee area.

Hole 16: The tee has been extended to add length to the Black Tee.



# Stairs

Hole 1



Hole 7



# Hole 13



# Hole 18



## Hole 18 Red



## Tree Planting

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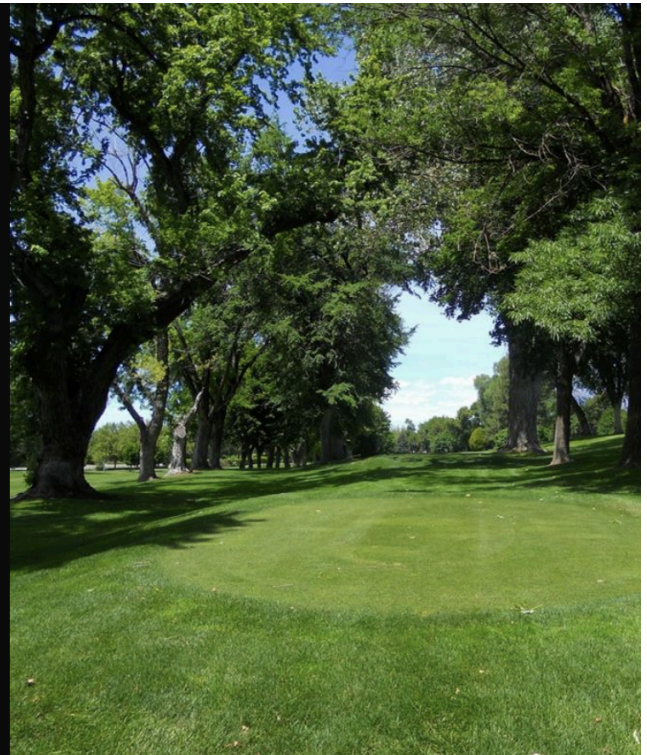
Hole 4: Two new trees have been planted behind the green.

Hole 12: Three trees have been planted south of the green, in the maintenance house yard.

Hole 14: Six new trees have been planted across the 14th fairway, and three new trees have been added behind the nursery green. These trees serve as an outline for the new 14th fairway boundary.

Hole 15: Nine new trees have been added along the brick wall, north, and east of the green.

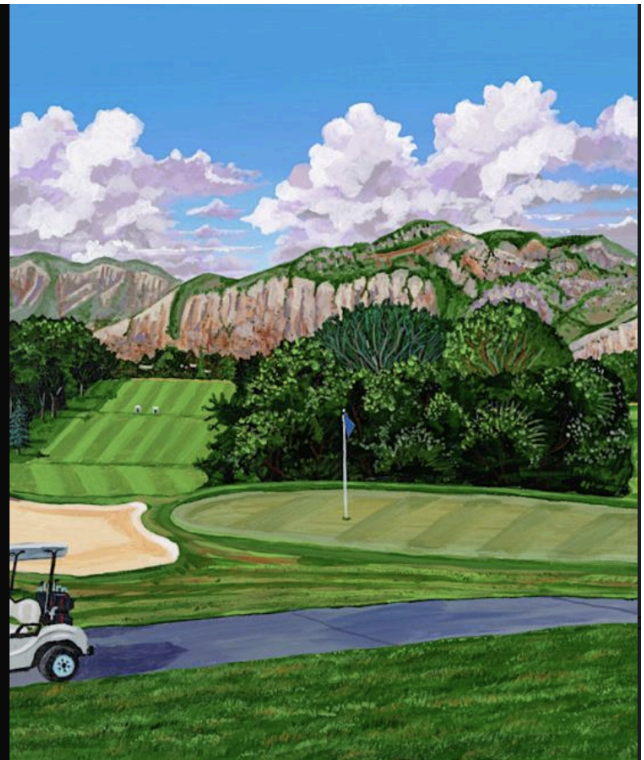
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## Fairway Mow lines

1. An additional acre of fairway has been incorporated, necessitating additional maintenance efforts to uphold its pristine condition.
2. Implementing mow line extensions is pivotal to integrating the new course design. These extensions will play a key role in unifying the overall aesthetic and highlighting the new design of the course.



### Pro Shop- Bob Wallis

Mr. Bob Wallis recognized the hole in ones this last year. This last year we did 21,494 rounds of golf. In 2022 we did 25,269. We were cut short 41 days of golf. We do significantly less rounds than the surrounding clubs.

## Bob Wallis / Golf Operations



### 2023 Rounds of Golf (Construction Year)

- **21,494 (April 8th official opening day with 228 days of play)**  
*Guest Revenue - \$229,367*

*Rounds Per Day 2023 - 74.63 / Guest Revenue Per Day \$1,005.99*

### 2022 Rounds of Golf (41 More Days Open)

- **25,269 (March 1st official opening day with 269 days of play)**  
*Guest Revenue - \$284,977*

*Rounds Per Day 2022 - 93.93 / Guest Revenue Per Day \$1,059.39*

Thank you for your patience this last year with the construction and opening late. We are looking forward to the new carts. These have lithium ion batteries and less maintenance than the last ones. A couple other features include.

## Bob Wallis / Golf Operations



### What to look forward to in 2024

New Fleet of Golf Cars  
Club Car Tempo w/Visage Technology

#### CAR CONTROL

- Visible Action Zone speed control
- Action zone messaging
- Fleet lockdown
- Geofencing
- Cart path only
- Anti-tamper functionality
- Set maximum speeds
- In-car notifications

#### POWER

- Included free in Car Tracking or Car Control modules
- Real-time battery status
- On-charge status
- Low battery notifications
- Fault code notifications
- Odometer
- Amp hours reporting
- Charge faults/interrupts



The distance is in a certain area on the green. Geofencing will keep carts off of certain areas. This will help significantly. We can shut the carts down anytime. On 18 it will automatically slow down. We will get the new carts in March sometime.

We have the Utah State Amateur here. They are excited to come play here with our new renovations. We have a few exemptions for our members. Everyone who wishes to play will go to a local qualifier, but if you don't make an outside qualifier, you can do a last chance qualifier at the club.

## Bob Wallis / Golf Operations



OGCC Hosts the 126th Utah Men's State Amateur  
**July 8-13, 2024**



#### Member Qualifier:

Members from OGCC may sign up for qualifiers at:

<https://www.uga.org/uga-championships>



Nyomy did an excellent job with the tournaments. Thank you to Ny, Jace, David Dickerson, Volkie Lund, and Jared Fowers. This year's tournament schedule is out. Mr. James Berger asked about outside tournaments of how many we are allowed to have. Mr. Wallis says we had 14 or 15 outside tournaments and now we are down to 12. Each tournament pays us \$150 per player. We netted \$240,000 on these outside tournaments. It would be \$60 per member extra to eliminate these outside tournaments.

## Bob Wallis / Golf Operations



### Number of Tournaments our Team Executed

- 12 Men's Tournaments
- 7 Day Ladies Tournaments
- 5 LOE Tournaments
- 13 Outside Tournaments

### Junior Clinics:

- 2022 was the first year our kids had their own tournament
- 2023 OGCC hosted 3 kids tournaments
- Over 60 kids participated in our weekly kids clinics with roughly 118 total kids in the clinic.

### Lessons and Fittings

- Approximately 475 lessons and fittings were provided by Bob Wallis, Nyomy Obcemea, and Jace Peterson



## Bob Wallis / Golf Operations



### Professional Staff Highlights:



Bob Wallis, PGA - 17 years at OGCC

Nyomy Obcemea, PGA - 8 years at OGCC

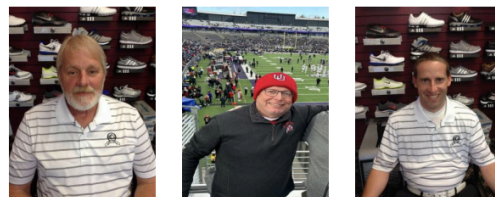
Jace Peterson, Apprentice PGA - 5 years at OGCC

### Pro Shop and Cart Staff Highlights:

Dave Dickerson - 16 years at OGCC

Volkie Lund - 16 Years at OGCC

Jared Fowers: 15 years at OGCC



15 total Pro Shop and Cart Staff employees with 7,490 hours worked this season

The golf course will open on February 15th. Mr. Wallis recognizes Ms. April St. John and Ms. Alexa Lewis for all their hard work. Let's have a good year!

### House - Zaven Yaralian/ Dan Buckway

Mr. Buckway is stepping in for Zaven Yaralian. Mr. Buckway says for the first time the restaurant had positive cash flow in 2023. A big part of that is the members supporting the restaurant. Mr. Buckway thanks Matt Trujillo for his efforts in the kitchen. The front of house service is getting better. We brought in Karen and she has done a great job as well.

## Zaven / House

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### Restaurant / Back of the House

- First time in memory that the Restaurant was positive cash flow!!
- Thank you, **Matt Trujillo**, for a great year!

### Front of the House

- Service is getting better and better
- Thank you, **Karen Cobb**, you have been great addition!!

Mr. Randall announces the executive committee for 2024.

## 2023 Executive Committee

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Carter Randall- President

Cory Nielson- Vice President

Frank Redd- Treasurer

Dan Buckway- Secretary

Chris Durrant



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## 2023 Financials- Cory Nielson

Mr. Nielsen says we as a board have a fiduciary responsibility to the members. At the end of 2023, we had 1.2 million. We are cash heavy. We had an assessment that brought in \$565,000. We borrowed \$800,000 for course renovations. Then we combined the \$800,000 with the previous debt and have a payment of \$10,200 each month. We are paying a little bit more than what we owe so that we save \$700,000 on interest by the time we pay off the loan. The sales trend is up. Mr. Nielsen explains that this last year we had ERC credits, PPP loans, and an assessment we can't rely on for regular cash flow. We are \$248,000 in the hole when we back out this unexpected revenue.

# 2023 Financials



OGDEN GOLF  
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### Where we stand at December 31st

	<u>2023</u>	<u>2022</u>
Checking	\$ 888,687	\$ 727,503
FF&E	\$ 36,791	\$ 63,400
Asset Protection	\$ 282,260	\$ 150,970
Total Cash	\$ 1,209,183	\$ 944,108
Receivables	\$ 537,226	\$ 470,112
Inventory	\$ 29,003	\$ 37,403
Accounts Payable	\$ 7,760	\$ 48,727
Working Capital	\$ 1,311,338	\$ 1,461,356
Debt - Note Payable	\$ 1,309,659	\$ 484,342

# 2023 Financials



**Est. 1914**

	2023	2022	2021	2020	2019
Net income (loss)	\$ 1,241,627	\$ 604,605	\$(169,379)	\$ 68,298	\$ 83,108
Profit (loss) w/o Assessment & ERC	\$ 364,942	\$ 604,605	\$(169,379)	\$ 68,298	\$ 83,108
Profit (loss) w/o above & Initiation	\$ (248,558)	\$ 249,101	\$(180,185)	\$(278,451)	\$(102,027)

## Questions and Answers- Mr. Randall

Jed Furhiman grew up on number 7 and has a lot of love for the club. Mr. Fuhiman has a couple of things to address. He's disappointed about what happened to Robbie Gale. He thinks Robbie would have been good at addressing the whole membership. Mr. Furhiman asks about the hiring of the new general manager. He says the letter that came out regarding Greg Gilmore, our Superintendent, was inappropriate. We need to do something about rumor control. Mr. Randall says with regard to Greg, that was a big deal. We addressed these concerns with Greg and Mr. Gilmore came in with his budget and gave us everything we

needed to know. We have a new game plan and have increased Greg's budget to make the golf course better. Mr. Durrant addresses the new GM. We have posted on Indeed and other platforms for a general manager who has a strong financial background and food & beverage experience. Mr. Rob Moore talks about the dynamics of other clubs in the area. They are raising initiation fees. Mr. Moore asks what is our max on our memberships and what is the goal with initiation fees. At other clubs you can't get a tee time so what is your philosophy? Mr. Randall says our max has been 375 equity members. Right now we have 382 equity members, but we try to keep it at 375. We have had debate on this. One of the perks of the OGCC is having less people on the course. We recently changed the initiation fee to \$25,000. This place is special because it's quaint and the board is not wanting to raise the membership numbers. The golf course and service should be everything it can be. When we were going over the financials, we were budgeting at a \$200,000 loss and with that the club can't exist. The bylaws do not allow us to run at an operational loss. Starting in 2020; labor, food, fuel, and chemicals have gone up notably. Raising member dues will be the most likely cause. The budget for this year does show a loss. We are not in the hole, but we need to fix a few things. A member asks why not take half of the revenue and do an assessment or raise dues. Mr. Randall agrees a dues raise or assessment will come. Mr. Moore says we aren't raising dues and assessments as much as other clubs he's a part of. The room applauds. The room agrees to raise the dues rather than have more members. The membership cap may need to be modified in the bylaws. Mr. David Baggott suggests capping the membership at 375. The best thing is getting on the course when we want to. Mr. Keith Hanchett asks if we are going to have guys watering the bunkers all year long. Mr. Randall says the bunkers will struggle, so we may need to add drip lines. Number 13 will struggle due to exposure. Greg is allowed the labor to help with this. Mr. Dave Baggott asks how many club committees we have and how do we sign up to be a part of these committees? Mr. Randall says we have a long list of committees. Each committee chair comes from the board members and they make the committee. Please email the chair to join the committee. We started a new committee this last year to create more events outside of golf. Mr. Casey Scott brings a lot of expertise. A member asks if they can see the financials to review what some of the expenses are. Mr. Nielson says yes they are available in the office and most expenses are labor. Mr. Fuhiman asks about the executive committee, is that in the bylaws. Mr. Randall says there is nothing in the bylaws about the executive committee. The president and secretary are part of the bylaws. Someone asked if the board can communicate better to the membership. Mr. Randall says yes and we are also working on posting minutes, bylaws, articles, ect. on the website. Ms. Keenan says 5-somes on Sundays hold everyone up. Mr. Wallis says we discussed this in our committee. A lot of the time it's perception of how fast they play or how it looks. The new cart's pace of play is 4 hours. Mr. Wallis says we play fast here and our pace is generally faster than 4 hours. Bob sees both sides and it's not a pace thing. A member suggests being more self aware.

There being no further business, the meeting was adjourned at 7:15 p.m. APPROVED BY:

DATE: \_\_\_\_\_

