

ENTERPRISE COMMITTEE MEETING NOTES

Monday, June 6th, 2022; 3:30 pm

Depot Boardroom

In Attendance: Commissioner Dawn Morgan, Commissioner Jerry Rostad, Dave Leker, Carolyn Boutain, Broc Lietz, Dave Bietz, Jason Spitzner, Kelly Kisell, Sam Larson-Frobig, Pace Maier

Absent: Commissioner Joe Deutsch, Greg McCullough, Chris Larson, Matt Cook, Ryan Stalboerger, Eric Hanson

Update on Courts Plus Community Fitness:

Kelly Kisell, presenter.

Membership

Kelly will bring the price increase recommendation of 3.5% for memberships to the full board this month for approval.

Memberships from January 2022 through the end of May 2022 is at 104, and the goal was 55. That is a great start to 2022. Have gained 331 memberships in the last two years.

The hours have been reduced and the staff has not noticed a change so they will keep these new hours.

Front desk survey and everyone seems happy. The online App is available, and you can also check in with the phone app.

Programming

Tennis and Pickleball

- Resurfaced tennis courts #5 through 7
- Striped pickleball court #5
- Courts 1-4 have curtain dividers
- Have received \$17,000 sponsorships for the 2022 Red River Open. Budgeted for around \$10,000.

Youth Programs

- Record numbers in youth tennis
- Crystal had taken over the child watch and youth programs and she is getting a lot of kids and families in and going very well
- Doing all day camp right now for the summer and our numbers are over what they were last year
- Non-members vs members are about 50/50

Group Exercise

- Downtown yoga with YMCA and Courts Plus at Broadway Square
- Fitness matchup started Wednesday June 1st
- Yoga in the park starts Wednesday June 8th at Island Park from 6-7 PM every Wednesday evening with any contributions going to The Reach and Rise program and the United Way. Courts Plus and the YMCA will be involved with this.

- Dance United will be held Monday July 25th at Broadway Square and we will be collecting backpacks and school supplies for the United Way backpacks for kids' program

Playground/Birthday Parties

- Since the 2020 shutdown the parties and playground have made a big come back. In 2019 we had \$47,000, 2021 was \$23,000 and Jan – May of 2022 already \$56,000

Commissioner Rostad asked who our competitors are, and they are Sky Zone, and Kingpinz. There may be things that we may be missing that we could possibly add, we are limited in space, and our members come first.

Commissioner Morgan asked if there was a certain percentage of unrelated income established by the IRS that Courts Plus needed to remain below to maintain in order to be defined as a Fitness Club with membership, vs a Birthday Party and Playground facility. The staff was unaware of any IRS criteria. In checking with Luke Evenson after the meeting, he clarified that this is standard for businesses designated as a non-profit. It is not a standard for the Fargo Park District as a governmental agency.

Projects

- Racquetball lights were sent to us, and they were the wrong color so needed to send those back. These will also be refinished.
- Basketball courts are set to be repoured this August
- Bringing in a cappuccino machine, instead of just the free coffee
- Remodeling the ball pit and bringing in a climbing wall in the play area
- The hot tub is being filled and will see if there are more leaks. If the water holds then it will be tiled.

2023 Capital list

- In the back locker room, the hot tub where the steam room is does not work and should be removed. Will put tile floor down and some benches to make it a nice space.
- New lockers in the locker rooms, and some more changing stations
- Adding a snack machine in the lobby for people to purchase more items

Update on Golf Season:

Course Reports

Golf Pros and Golf Course Superintendents; presenters.

All the courses opened between April 28 – May 4, 2022. Driving ranges opened April 28-May 6, 2022, due to wet conditions.

Osgood-

Chris Larson Reported:

Rounds Played this year: 6809 rounds

FPD Revenue this year: \$277,950.25

New for 2022:

Golf Shop Remodel (Pictures attached)

- Paint
- Trim
- Countertops
- Fixtures/Slatwall
- Tech- Golf Genius utilized for all leagues and events

Live Social Media Show: Muni Misfits in the Morning

- Facebook and YouTube
- Friday Mornings at 7am
- Greg McCullough, Matt Cook and Chris Larson discuss Fargo Golf and golf adjacent topics

Revamped Tournament Schedule highlights:

- 2MAN Series
- Reorganized League Nights for greater participation and efficiency
 - Monday- Senior Women
 - Tuesday AM- Senior Men
 - Tuesday PM- Women
 - Wednesday PM- Men (Front 9)
 - Thursday PM- Men (Back 9)
 - Friday-Sunday - Open Play
- Couples Nights received with great response
- 90 enrolled in Junior Golf
- 40 enrolled in Women's Get Golf Ready
- 20 enrolled in PGA Junior League

Staffing

- Now fully staffed (20)
- Full Time Seasonal Assistant Hired, Christian Stensgard

Overall, it has been an exceptional start to the season despite the horrible weather conditions. The response from season pass holders has been encouraging to say the least. It has been a very warm welcome from the patrons. The course and practice facilities have been extremely active, and we are proud of the product we are putting out both from course conditions and services provided.

Ryan Stalboerger Reported: (via Dave Bietz)

- Everything going well at the golf course
- Fully staffed
- A lot of mole damage so seeding those areas
- Water issues as the river is so high, we are not able to put the river pump in yet
- Driving range project should be completed this week
- Zach Foltz is now a 1st assistant at Osgood

Edgewood and El Zagal-

Greg McCullough Reported:

The start of the season has been challenging. Obviously, the weather and the river have played a big role. The ongoing employment shortage has had an effect as well. Leagues have started and are going well at Edgewood and corporate outings will be starting this week. Now that we have 18 holes open and are riding carts, regular play has started to pick up. El Zagal has been active despite not being able to use Elm St and road closures on 14th Ave at times.

Jason Spitzner Reported:

- Dealing with a lot of water issues at El Zagal
- Courses are in really good shape now
- Fighting irrigation this season with the pressure maintenance pump not working at its full capacity
- Staff is full now as of last week

Rose Creek and Prairiewood-

Matt Cook Reported:

The 2022 season appears to mirror the 2020 season with a later start date. This year, we opened Rose Creek Golf Course on Thursday, April 28 and Prairiewood Golf Course on Wednesday, May 4. In 2021, we opened Rose Creek on Saturday, March 27 (32 days earlier) and opened Prairiewood on Friday, April 2 (32 days earlier).

Above average precipitation and cooler temperatures have also had an impact on our start to the current season.

There has been a great deal of interest in league activities, corporate events, and general play. We continue to push a large number of rounds through both Rose Creek and Prairiewood. Staffing was once again a challenge to begin the year, however, we are beginning to get staff returning as school has finished.

The golf courses have been in excellent condition, and we have received numerous compliments about the playing conditions.

Legends Restaurant continues to struggle with their staffing levels which has been a slight hardship on players at Rose Creek. The grill is now open Monday through Thursday from 10:30 AM-6:00 PM. At least one beverage cart out each day. Will be adding a 2nd cart as soon as possible. They have had some new hires and have also lost some long-term staff. The Filipino crew will be arriving next week and will get those staff trained in. Legends will have limited hours on July 3rd, 2022.

Upcoming events:

June 7 & 8 North Dakota Boy's Class A State Golf Tournament at Rose Creek

June 16 Roger Maris Golf Tournament

Weather permitting, I feel we are in for another successful golf season!

Eric Hanson Reported: (via Dave Bietz)

- Battling water as the river is so high not able to put in the pump
- There are some areas that we never maintained near holes 2 and 3, and holes 8 and 9, and Rose Creek will be a test area for the Pocket Prairie Initiative and plant pollinator gardens and native grasses. This will create a lower maintenance cost in these areas
- The 13 green is ok after being under water for so long

Construction Projects

Dave Bietz, presenter.

- Rose Creek signing project was completed in early February
- Rose Creek HVAC conversion from electric to gas fire units will conclude this fall
- Tunnel replacement is a future project. This is from the parking lot up to the main door at Legends
- Osgood sloughing project later this fall

2023 Budget

Projects and Staff

- Osgood irrigation has a system that is no longer supported by Toro so this will happen in 2023. Will have only one or two holes closed at a time.
- Edgewood irrigation will be about \$2 million, and now have a contractor designing and getting everything ready
- GPS on the golf carts, and for the staff would be a great benefit. Our current agreement is a 3-year agreement and for the GPS would be a 5-year agreement.

Commissioner Rostad asked if we currently have our courses mapped and do other things with GPS? Jason stated he uses his sprayers with GPS, and he is 100% GPS at Edgewood and El Zagal.

For the staff budget in 2023 we will be asking for assistant golf pros and putting job descriptions and justifications for those.

Discuss updating High School Golf Policy-

Current policy was approved by board in 1999, and we didn't have all the schools we have now. Next step is to meet with the boys and girls golf coaches and see what their needs and desires are and then bring that to the board.

Commissioner Rostad asked if Chris Larson was the only pro using the Golf Genius program. The issue is the price for each course as its not a blanket license, and would like to find out the value to the pro. Commissioner Rostad would like a report at the end of the year and how often it was used.

Season Pass Sales

The season pass sales report was not available at the June 6 meeting. The information is attached below for the sales as of June 7, 2022.

2022 Golf Pass Sales as of June 7, 2022

	2022	2021
Osgood	369	475
Edgewood	265	386
El Zagal	97	126
Rose Creek	416	416
Prairiewood	168	181
Fargo Golf	507	596
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	1822	2180

Update on Concessions and Lindenwood Campground:

Sam Larson-Frobig, presenter.

Spring and Summer Concessions Update-

As of May 27th, 2022, currently the ballfields (Davies and Anderson) are at \$16,819.50. Due to staffing issues, we did not open the North Complex, and instead arranging food trucks and we collect 10% of their sales.

The pools for the first week open took in \$2,295.00, and down considerably at Davies compared to what we usually do there. Island Park, North and South pools will all have vending machines, but with the staff shortage at Pepsi the machines will not arrive to mid-June.

The Sports Arena volleyball concessions is up significantly, which is 10 weeks long.

Staffing Plans for 2023-

The staffing plan for 2023 would be to request to hire 2 full time coordinators. One exclusively handling the North complex and other sites in the winter and the other would have the other fields. Will also be requesting a part-time pool coordinator specifically for the pool concessions.

Lindenwood Update-

The lower level is still closed due to the river. There are no reservations scheduled until June 15th and may have to adjust as needed. Reservations are currently at \$74,375.00. The bike rentals are also up and are at \$6,140.00. Kayaks are not being rented yet due to the river, but there are now six new kayaks that were purchased for this season.

Lindenwood is fully staffed with all but two people that returned from last year, and Sam hired three new people this year. She has a good, experienced staff.

Commissioner Rostad asked about the Lindenwood campground and since we are up from last year, is it due to us raising prices/wages. We currently have 2,126 reservations and last year at this time we had 1,410 reservations.

Concession staff Update-

Finding people older than 16 years old that can work the hours needed has been a challenge.

Commissioner Morgan asked about progress of finding a site for another campground that is not impacting any neighborhoods. Dave Leker stated they have and looked down South University and South of 52nd Ave. There is also property down by the river that would be ideal.

Notes submitted by Cindy Boettcher, Administrative Specialist



