

Old Works Golf Course Authority Board  
Meeting Minutes for November 2, 2020  
Meeting location: Golf Course Clubhouse

**Anaconda Deer Lodge County  
Old Works Golf Course Authority Board Minutes  
5:30 pm, Monday, November 2, 2020  
By Conference Call: 1-602-580-9376  
Conference ID: 228 0203#**

**I Call to Order**

Board President Daryl Dodd called the meeting to order at 5:35 pm.

**II Roll Call**

Present: Vice-president, Gary Carlson, Con Malee, Daryl Dodd, Todd Lupkes, Kristy McKay, Alan Green, Zach McAthur, Mike Houtte

NOTE: Alan Green has been appointed to represent CEO Bill Everett on the board.

Absent members: Commissioner Terry Vermeire

Present via conference call: CourseCo: Adam Pohll (CC)

Staff: Carl Nyman

ARCO Ex Officio member: Loren Burmeister : Not in Attendance

Members of the Press: None

Members of the Public: Colleen Riley (CC)

(CC): Denotes participation by conference call

**III Approval of Minutes**

A motion was made to accept the meeting minutes, from the October 5, 2020 meeting, as presented:

Gary Carlson made the motion and Kristy Mckay made the second.

The motion carried 6-0

**IV Discussion: September financials and October Update**

The board reviewed the September financials and the president, called for questions.

Hearing none, the discussion moved to the October update, with 3375 Rounds of golf. Old Works was profitable for the month. October rounds of golf were double the budget and green fee revenue also exceeded budget. It was a successful month given the cold weather and the staffing issues created by Covid 19. The plans to improve the course for next season were discussed. October financials are about \$150K ahead of budget. Seasonal rounds at Old Works were 15,292 rounds vs a budget of 12,026 rounds of golf. Local rounds are tracked for future metrics. Covid 19 has caused an increase in rounds of golf, locally as well as nationally.

#### **V** **Discussion: 2021 Rates and Budget**

CourseCo management reported that the preliminary 2021 Budget would include new, increased rates for all golfers. After discussion, the board agreed to keep the local rate at \$44 per round, the Anaconda Country Club rate at \$50 per round, and keep all passholders at the current levels. All other rates were increased by \$2 per round. The new rates for 2021, approved by the board, and subject to ADLC Commission approval, are in an attachment to these minutes.

Kristy Mckay made the motion to accept the new rates, Con Malee made the second

The motion carries 5-1

Board reviewed the proposed budget for calendar year 2021 and agreed to review the final budget at the December meeting, after the new rates have been included in the revised budget. The new calendar year budget for 2021 requires ADLC Commission approval.

#### **VI** **Discussion: Proposed Clubhouse Design** The proposed changes to the Old Works Clubhouse have not been finalized, they will be presented at the December board meeting by CourseCo management.

#### **VII** **Discussion: Monument Sign and Related Signage**

The board discussed new signage for the golf course, RV park and hotel. The board discussed the directional sign to get onto Polk street. With new access to the golf course, the need to direct traffic to the new route will be necessary. Marketing signage will be on Interstate 90 and the directional signs should be on Polk street

#### **VIII** **Discussion: Off Season Update**

Merchandise Sales Selling merchandise items online will be up and running this December, 2020. Management is aggressively using social media to expand the Old Works image and brand.

Tournaments/Events CourseCo is working on tournaments and other upcoming events for the next 12 events.

Marketing A marketing plan was presented to the board and CourseCo has asked for comments.

**IX New Business**

None

**X Old Business**

Under old business, the Number 7 tee box was discussed, and it was announced that the entire tee box on hole 7 will be expanded next year.

**XI Miscellaneous**

None

**XII Public comment for items not appearing on the agenda**

None

**XIII Next Meeting**

None

**VIV Adjourn**

The next board meeting will be the annual meeting of the corporation will be held December 7, 2020 at 5:30 pm, at Old Works Golf Course clubhouse. The annual meeting notice and agenda will need to be posted in the ADLC website and in the newspaper.

Kristy McKay made the motion to adjourn Con Malee seconded the motion.

The motion carried 6-0

Submitted by Con Malee

November 4, 2020