KICKINGBIRD GOLF ADVISORY BOARD
REGULAR MEETING
September 17th, 2026

Kevin Leonard called the meeting of the KickingBird Golf Advisory Board to order at the Board Room in the KickingBird Golf Clubhouse. Present were members: Kevin Leonard, Derry Myers, Brett Pribble, Rex Clarkson, Michael Freeman and Frank Knox.

Also present were Director of Golf, Brian Soerensen, Superintendent, Brad Jolliff, Accounting Clerk, Casey Dobie and Parks Board Liaison, Ashley Bradley.

Absent were John Donner, Cindy Sheffield and Jett Wagnor.

APPROVAL OF KICKINGBIRD GOLF CLUB ADVISORY BOARD MEETING MINUTES OF AUGUST 19th, 2026.

Kevin Leonard asked if there were any corrections or additions to the August 19th, 2026, minutes. As there were no additions or corrections to the minutes, Brett Pribble motioned the minutes be approved as read. Michael Freeman seconded the motion. The August 19th, 2026, minutes were approved as read as all members agreed.

DISCUSSION OF AUGUST 2026 REVENUE AND EXPENSES.

Total revenue for the Month of August 2026 was $381,701. There were 5,475 paid rounds of golf for the month and 5,754 rounds total. The average dollar-per-player for the month of July was $66.19 per player. Green fee revenue for the month is $171,529 and the driving range revenue is $59,097. Electric cart rentals have generated $78,220. Pro Shop revenue for the month of July was $51,634. The Lookout has transitioned to a fixed monthly rent payment of $11,000, which is recorded as $5,500 in rent and $5,500 in revenue share.

Highlighted expenses for August included $677 for restaurant tables, $1,580 for igloo coolers, cups, and Par Aide sleeves, $4,582 for irrigation heads, $700 for air conditioning repairs, and $270 for door repairs.

Total revenue for the month was $381,701 and total expenses were $232,446 for a gain of $149,254.

STAFF REPORT:

Brian Soerensen:

- Hosted the 21st Annual KickingBird Parent-Child Championship on Sunday, August 9, with a 1:00 p.m. shotgun start. The tournament sold out with 64 teams participating, and the event was enjoyed by all. The winners were:
    - Championship Flight: Anthony Peterson / Owen Peterson – 64
    - First Flight: Damon Harris / Louden Harris – 72
    - Second Flight: Jim Tumelson / Parker Tumelson – 78
- Hosted the final round of the KickingBird Women's Golf Association Championship on Monday, August 17. Chrissy Bagwell was crowned the 2026 Club Champion with rounds of 72 and 71 for a total score of 143.
- Hosted the AWT Golf Tournament today (September 16th) with 97 players participating. Sixteen sets of rental clubs were provided, along with numerous Ship Sticks shipments and other golf clubs shipped in for the event.
- Greens aerification is scheduled for September 17–18.
- The Fall First Tee program has started for the Fall, with sessions held on Saturdays at 2:00 p.m.
- Installation of the patio string lights and lighting for The Lookout sign is underway.
- Presented the amended TrackMan Range agreement and a request for a supplemental appropriation of $150,000 from reserve funds to fund the employee parking lot project.
- The pickleball bubble has been covered with its new fabric covering. Work is now underway to resurface the courts and complete the electrical installation.

Brad Jolliff:

- The golf course experienced approximately 44–45 days with temperatures reaching or exceeding 100 degrees, creating challenging conditions for course maintenance.
- Over Labor Day weekend, the pump station experienced a failure, resulting in only about one-third of the scheduled overnight watering being completed on Friday night. Maintenance staff manually controlled the pressure from the pump house to allow the watering of the greens. Brad manually operated the auxiliary pump on Saturday and Sunday and Mike Payne activated the auxiliary pump to help facilitate overnight watering. On Tuesday, the pumps were serviced, and water production returned to normal capacity.
- Aerification is taking place earlier than usual this year. Staff from multiple KickingBird departments will assist with the process to expedite completion.
- Following aerification, overseeding will begin, starting with the driving range and then the Par 3 tees.

DISCUSSION AND RECOMMENDATION OF 2027 TOURNAMENT PRICING AND TOURNAMENT POLICIES.

Before beginning the Tournament Pricing Discussion and Recommendation, Frank motioned to establish a "Tournament Sub-Committee" responsible for determining the criteria for tournaments that may be hosted at KickingBird and developing a formal tournament policy. Frank suggested that the sub-committee consist of himself, Rex Clarkson, Cindy Sheffield, and Brett Pribble, with the four members meeting with Brian. The sub-committee would work through the details and develop the policy without requiring significant Board time, then present the proposed policy to the Board for review and vote. This sub-committee will determine things like:

- How many tournaments should KickingBird hold annually?
- What criteria should be used to determine which tournaments may be hosted at KickingBird?
- On which days of the week can tournaments be permitted?

Brian explained that the current Board would need to establish pricing expectations, as requests are already being received to book tournaments in 2027. The discussion also included the number of days

each association should have on the course, the possibility of rearranging associations' weekly event days, tournaments around weekdays that are least profitable.

Motion to Establish Tournament Sub Committee: All ayes and no nays.

Brian presented a comparison of tournament pricing at various courses in the area. The Board discussed KickingBird's unique situation regarding the demand for public play, including the number of tee times that are typically blocked for tournaments in the afternoon versus the morning. The Board also discussed developing a pricing plan that would encourage tournaments to be scheduled on weekdays and during morning hours. Further discussion focused on establishing a pricing scale based on the day of the week and time of day that would account for the revenue generated by regular business while incentivizing tournaments to schedule during periods when regular play would be least impacted.

Motion for 2027 Tournament Pricing:
Friday afternoon tournaments: $100 per player, with a 120-player minimum. The $100 per-player rate applies to all players, including those exceeding the 120-player minimum. Friday morning tournaments: $85 per player, with no minimum. Weekday tournaments: $75 per player, with no minimum.

The motion was approved with all ayes and no nays.

PRELIMINARY DISCUSSION OF 2027 GREEN FEE INCREASES.
Discussion focused on establishing a base green fee and determining the appropriate percentage discounts for seniors, twilight, and juniors. Establishing a standard discount structure would provide a consistent framework that could be applied to future green fee increases. The Board noted that the current senior discount is approximately 35% and discussed concerns that a change to the discount percentage could result in a significant increase for seniors. The Board also discussed whether a transition period would be appropriate when implementing a new senior discount rate.

Additional discussion focused on eliminating the 9-hole fee before 2:00pm on the weekend, as it can limit the opportunity to capture the revenue associated with a full round of golf, particularly during premium tee times. The Board also discussed eliminating super-twilight rates.

UPDATE ON STEPS TAKEN TO DECREASE NUMBER OF BALLS BEING HIT ONTO DANFORTH FROM THE DRIVING RANGE.
Brian presented the signage that has been added to existing signs and the ball machine. He is also having metal signs made for placement on the driving range and is obtaining quotes for the installation of security cameras.

ADJOURNMENT.
As there was no further business to be brought before the Board, Frank Knox motioned for adjournment. Michael Freeman seconded the motion. Kevin Leonard announced the meeting was adjourned as all members agreed.