



Winter Pines Golf Course Advisory Board Regular Meeting

Agenda

February 17, 2025 @ 8:00 AM

City Hall Commission Chambers
401 S. Park Avenue

welcome

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please note

Times are projected and subject to change.

- 1. Call to Order**
- 2. Consent Agenda**
 - a. Approve the minutes of December 9, 2024
- 3. Public Comments (for items not on the agenda): Three minutes allowed for each speaker**
- 4. Action Items**
- 5. Non-Action Items**
- 6. Staff Updates**
 - a. WP18 Golf Instructor Protocol
 - b. WP9 and WP18 Revenue Comparisons
- 7. Board Comments**
- 8. Upcoming Agenda Items**
- 9. Adjournment**



Winter Pines Golf Course Advisory Board

agenda item 2.a

item type

Consent Agenda

meeting date

February 17, 2025

prepared by

Laura Halsey, Recreation Coordinator

approved by**subject**

Approve the minutes of December 9, 2024

motion | recommendation**background****alternatives | other considerations****fiscal impact****attachments**

1. GAB Dec 9 2024 Minutes - DRAFT



Winter Pines Golf Course Advisory Board Regular Meeting Minutes

December 9, 2024 at 8:00 AM

City Hall Commission Chambers
401 S. Park Avenue

Present

David Webster, Justin Ingram, Nancy Freeman, Sidney Cash, Mark Hitchner,

Absent

Matt Hurst, Rosemary Maisenholder

Staff Present

Parks and Recreation Director Jason Seeley, Assistant Directors Cathleen Daus and Mike McCosker, Operations Manager Gregg Pascale, Recreation Coordinator Laura Halsey

1. Call to Order

2. Consent Agenda

- a. Approve the minutes of November 11, 2024 Meeting

Motion made by Nancy Feeman, seconded by Mark Hitchner, to approve the November 11, 2024 minutes. Motion approved 5-0

3. Public Comments (for items not on the agenda): Three minutes allowed for each speaker

4. Action Items

5. Non-Action Items

- a. Driving Range Improvements

Jason Seeley, Parks & Recreation Director, presented visuals and background information pertaining to the Clermont National Golf Course, which he and Gregg Pascale, Golf Course Operations Manager, were able to visit and observe the improvements to their course. Their revenue is derived of three areas: the course itself, the driving range, and the clubhouse; with the range being the largest revenue stream. Mr. Seeley described the similarities between their course and what the city staff are working to achieve with the Winter Pines Course.

Mr. Pascale stated he feels the Winter Pines Course is set up to allow for ample airflow versus closed bays, which prohibit airflow, making the bays somewhat warmer. He also informed the Board that Clermont uses InRange instead of TopTracer for tracking purposes. The board inquired how many bays Clermont has, Mr. Pascale stated they 25 bays with two being VIP bays.

Mr. Hitchner suggested staff consider working with the software company selected for tracking purposes to also maintain and update the system, as Lake Nona spent a large amount keeping their software system up & running because there wasn't an agreement with the software company.

Mr. Seeley also provided visuals of the lighting improvements at the course, which are more directional and LED so as not to disturb surrounding residents. Mr. Pascale stated he was advised that abandoning a live grass range would be highly recommended, and going to an all-turf range. There are two business models they use in Clermont: during the day, they sell balls by the bag; in the evening, they switch to an hourly rate.

Mr. Pascale informed the board that Jimmy suggested using TopTracer in only a portion of the bays. Mr. Seeley stated that staff could have TopTracer in maybe 10 bays to see how it goes and decide from that point if we would like to move forward with installing it in the remainder of the bays.

The board inquired if the lighting would be visible from residential properties and if it would be a hindrance. Mr. Seeley reminded the board that there are several facilities using evening lighting that haven't proven to have a negative effect on surrounding properties, and he believes the photometric would be minimal.

The board inquired if it would be possible to keep two bays with live grass, while the others are turf. Mr. Pascale stated they could discuss leaving grass at the back of the range for instructional use, but doesn't believe it would be beneficial to leave grass on a small portion of the range. The board suggested using it in the VIP bays but recognizes the maintenance & labor expense for leaving grass in only a couple of bays is not cost-effective.

Mr. Seeley discussed the concern he has pertaining to stormwater and provided an overhead showing the current seating area and the areas of concern for stormwater. He reminded the board that there may not be a lot of workability in that specific area as it would require approval and permitting by St. John's Water Management District. The proposed outdoor seating area for food & beverage service needs to be accessible and feasible to be successful.

The board and staff agreed that having a putting green is definitely something they agree on. The board also proposed how staff could best utilize the space available and

perhaps install a chipping range. The staff was perceptive to the concept and provided additional insight into what options were being discussed. The first step is to recognize there may be some impermeable areas that need to be addressed before moving forward with additional renovations/improvements.

Mr. Seeley will bring the discussion back to the board as an action item in April, which will include an impact report, a budget update, and additional information pertaining to today's discussion items. This will allow staff ample time to gather and prepare information and feedback to present to the board.

6. Staff Updates

a. Financial Update - FY24 and FY25 through November 30, 2024

Mr. Seeley stated there are not any significant changes to the FY2024 financials. He will bring forward an FY2025 expenditure report in the new calendar year to allow any outstanding and or pending December expenses to be processed, therefore allowing a more accurate and comprehensive account of the financial status of both golf courses.

Mr. Pascale stated there is still a substantial wait list for non-resident memberships at Winter Park 9. The board feels that is a strong sign that things are going well. They did inquire about the health of the course with there being over 18k rounds played. Staff responded that they have initiated an additional spray to control the weeds and keep the course in decent condition. The grass has made a nice comeback, and having the last spray done has really made a big difference. The recently installed sod actually took very well within a couple of weeks and is doing well to date.

b. Project Update

The board inquired if there has been any movement to increase the course to a Par 70. Mr. Pascale stated that they have begun the process of increasing from Par 67 to Par 70, and have identified some areas that will allow them to do so. There is some navigation to do around existing trees, but there are definitely options at hole 12 and hole 13.

Mr. Pascale informed the board that they will be improving the landscaping to ensure there is color year-round, and there will be a split fairway that will emphasize the pine trees in the area. Changing the pine tree area to a pine tree bed will also eliminate the staff time and labor currently being used to rake and clean the area in order to mow between and around the pine trees.

7. Board Comments

The board inquired if it would be

Motion made by Justin Ingram, seconded by Nancy Freeman, to skip the January meeting and reconvene in February to allow staff time to prepare

information to present to the board.
Motion passes 5-0.

8. Upcoming Agenda Items

None

9. Adjournment

Motion made by Nancy Freeman, seconded by Justin Ingram, to adjourn the meeting.
Motion passes 5-0.
Meeting adjourned at 9:05 a.m.

ATTEST:

Approved by the board
/s/ Laura Halsey, Recreation Coordinator



Winter Pines Golf
Course Advisory
Board

agenda item 6.a

item type

Staff Updates

meeting date

February 17, 2025

prepared by

Jason Seeley, Director of Parks and Recreation

approved by

subject

WP18 Golf Instructor Protocol

motion | recommendation

background

alternatives | other considerations

fiscal impact

attachments

1. WP18 Golf Instructor Protocol



WP18 Golf Instructor Protocol/Policy

- WP18 will have up to Five (5) third party Golf Instructors at any given time
- No other “Professional” Golf Instruction shall take place on property without written permission of City Staff/Manager
- Instructors (5) employed by Winter Pines Golf Club prior to City purchased were retained through GAB
- Instructors are subject to annual fee structure, background checks, code of conduct and insurance requirements.
- GAB reserves the right to alter/change Instruction policy at any time
- Open Instructor position will be filled with new Instructor through GAB vote
 - Instructor open position will be advertised through proper channels
 - Manger will keep active list of interested instructors as they inquire
 - Resumes shall be sent to Manager before deadline date set by City staff
 - Resumes will be presented to GAB
 - GAB will view and sort qualifying resumes based upon the following factors:
 - Education
 - Experience
 - Certifications
 - Style/Teaching Method
 - Community involvement/Outreach
- GAB will set aside time in monthly meeting to meet with/hear directly from candidates.
- GAB will set date to vote on/approve new Instructor.
- New Instructor will not be allowed to start until meeting City hiring requirements
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Winter Pines Golf Course Advisory Board

agenda item 6.b

item type

Staff Updates

meeting date

February 17, 2025

prepared by

Jason Seeley, Director of Parks and Recreation

approved by**subject**

WP9 and WP18 Revenue Comparisons

motion | recommendation**background****alternatives | other considerations****fiscal impact****attachments**

1. WP9 FY 2025 GOLF Revenue Comparison
2. WP18 FY 2025 GOLF Revenue Comparison

Winter Park Golf Course (WP9)

FISCAL YEAR 2025

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS			Revenues							
			# 9 HOLE	Member Rounds	Night Golf	Greens Fees	Carts	Membership	Merchandise	Food & Beverage	Club RENTAL	Golf Events	Country Club
October	\$89,104.87	3750	2,893	857	0	\$41,149.90	\$4,567.92	\$25,467.26	\$7,204.10	\$5,041.27	\$347.51	\$0.00	\$5,326.91
November	\$110,288.65	4785	3,576	1,131	78	\$52,753.26	\$5,790.48	\$27,224.27	\$11,577.73	\$5,782.27	\$683.81	\$1,794.40	\$4,682.43
December	\$119,608.84	4408	3,292	1,051	65	\$47,546.65	\$4,836.80	\$30,158.84	\$19,029.08	\$4,990.00	\$437.19	\$2,781.31	\$9,828.97
January	\$135,112.69	4692	3,708	917	67	\$49,966.04	\$4,921.72	\$42,747.60	\$10,032.90	\$5,704.66	\$762.28	\$11,730.85	\$9,246.64
TOTALS	\$454,115.05	17635	13,469	3,956	210	\$191,415.85	\$20,116.92	\$125,597.97	\$47,843.81	\$21,518.20	\$2,230.79	\$16,306.56	\$29,084.95

Closed for 4 Days - Hurricane Milton

17,635 ROUNDS	REVENUE \$454,115.05
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FISCAL YEAR 2024

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS			Revenues							
			# 9 HOLE	Member Rounds	Night Golf	Greens Fees	Carts	Membership	Merchandise	Food & Beverage	Club RENTAL	Golf Events	Country Club
October	\$82,075.35	4124	3,243	881	0	\$39,537.29	\$5,895.70	\$13,364.54	\$9,380.83	\$5,811.49	\$638.97	\$0.00	\$7,446.53
November	\$87,078.68	3567	2,679	738	150	\$44,164.43	\$4,553.66	\$15,700.98	\$11,762.69	\$4,930.06	\$582.92	\$1,407.48	\$3,976.46
December	\$104,424.48	3290	2,334	812	144	\$40,399.88	\$3,961.16	\$31,093.56	\$16,643.98	\$4,412.72	\$246.62	\$2,411.21	\$5,255.35
January	\$116,626.08	4113	2,942	1,089	82	\$45,482.85	\$4,345.09	\$39,289.85	\$12,249.11	\$4,746.21	\$437.19	\$7,337.39	\$2,738.39
TOTALS	\$390,204.59	15094	11,198	3,520	376	\$169,584.45	\$18,755.61	\$99,448.93	\$50,036.61	\$19,900.48	\$1,905.70	\$11,156.08	\$19,416.73

15,094 ROUNDS	REVENUE \$390,204.59
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FISCAL YEAR 2023

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS				Revenues							
			# 9 HOLE	Member Rounds	Repla y	Greens Fees	Carts	Membership	Merchandise	Food & Beverage	Club RENTAL	Golf Events	Country Club	
October	\$98,534.98	3386	2,612	774	0	\$47,044.98	\$4,631.24	\$16,600.00	\$10,256.36	\$6,329.02	\$356.82	\$2,976.56	\$10,340.00	
November	\$85,007.47	3424	2,506	918	0	\$43,030.83	\$4,296.38	\$15,507.97	\$8,858.43	\$5,052.64	\$201.34	\$2,323.82	\$5,736.06	
December	\$102,334.22	3669	2,990	679	0	\$46,707.28	\$4,534.75	\$22,102.86	\$15,963.40	\$5,029.93	\$308.55	\$2,429.91	\$5,257.54	
January	\$118,630.46	4493	3,716	777	0	\$55,161.53	\$5,452.92	\$27,962.69	\$12,815.68	\$5,822.33	\$398.31	\$4,953.27	\$6,063.73	
TOTALS	\$404,507.13	14972	11,824	3,148	0	\$191,944.62	\$18,915.29	\$82,173.52	\$47,893.87	\$22,233.92	\$1,265.02	\$12,683.56	\$27,397.33	

14,972 ROUNDS	REVENUE \$404,507.13
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FISCAL YEAR 2022

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS				Revenues							
			# 9 HOLE	Member Rounds	Repla y	Greens Fees	Carts	Membership	Merchandise	Food & Beverage	Club RENTAL	Golf Events	Country Club	
October	\$176,630.38	2749	1,933	711	105	\$47,446.66	\$6,153.26	\$96,300.00	\$10,561.05	\$5,755.15	\$507.06	\$2,103.29	\$7,803.91	
November	\$82,559.89	2639	1,734	829	76	\$44,449.49	\$5,034.81	\$5,000.00	\$12,201.24	\$5,107.49	\$422.55	\$3,277.94	\$7,066.37	
December	\$103,651.02	3312	2,462	784	66	\$46,921.75	\$5,277.22	\$18,800.00	\$17,960.37	\$5,393.25	\$422.55	\$2,150.23	\$6,725.65	
January	\$86,197.49	3323	2,405	835	83	\$45,365.38	\$5,110.31	\$10,000.00	\$12,628.15	\$5,029.00	\$356.82	\$2,378.40	\$5,329.43	
TOTALS	\$449,038.78	12023	8,534	3,159	330	\$184,183.28	\$21,575.60	\$130,100.00	\$53,350.81	\$21,284.89	\$1,708.98	\$9,909.86	\$26,925.36	

12,023 ROUNDS	REVENUE \$449,038.78
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Winter Park Pines Golf Club (WP18)

FISCAL YEAR 2025

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS			Revenues						
			# 18 HOLE	Member Rounds	Driving Range	Greens Fees	Carts	Membership	Merchandise	Club RENTAL	Golf Events	Bonfire
October	\$184,091.55	1813	1,222	591	\$30,710.41	\$33,331.64	\$23,710.03	\$85,098.35	\$5,770.16	\$470.96	\$0.00	\$5,000
November	\$148,948.95	2676	1,909	767	\$24,517.74	\$54,204.88	\$35,806.44	\$21,305.83	\$7,390.80	\$723.26	\$0.00	\$5,000
December	\$143,956.11	2551	1,826	725	\$25,756.66	\$53,450.22	\$27,927.15	\$21,587.94	\$9,241.76	\$992.38	\$0.00	\$5,000
January	\$150,888.34	2570	1,854	716	\$25,328.54	\$50,751.80	\$28,412.31	\$33,696.82	\$6,807.41	\$891.46	\$0.00	\$5,000
TOTALS	\$627,884.95	9610	6,811	2,799	106,313.35	\$191,738.54	\$115,855.93	\$161,688.94	\$29,210.13	\$3,078.06	\$0.00	\$ 20,000.00

Closed for 1 week -
Hurricane Milton

9,610 ROUNDS	REVENUE \$627,884.95
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FISCAL YEAR 2024

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS			Revenues						
			# 18 HOLE	Member Rounds	Driving Range	Greens Fees	Carts	Membership	Merchandise	Club RENTAL	Golf Events	Bonfire
October	\$233,088.16	2877	2,017	860	\$36,824.25	\$52,861.18	\$28,469.08	\$102,362.62	\$7,108.37	\$462.66	\$0.00	\$5,000
November	\$127,846.81	2644	1,829	815	\$22,054.75	\$53,982.07	\$25,793.46	\$13,156.83	\$5,999.93	\$1,859.77	\$0.00	\$5,000
December	\$137,599.19	2630	1,762	868	\$23,836.06	\$55,193.00	\$27,355.83	\$18,701.99	\$6,974.07	\$538.24	\$0.00	\$5,000
January	\$145,561.40	2894	1,975	919	\$25,435.71	\$58,286.50	\$32,133.27	\$18,951.20	\$5,065.10	\$689.62	\$0.00	\$5,000
TOTALS	\$644,095.56	11045	17,193	3,462	108,150.77	\$220,322.75	\$113,751.64	\$153,172.64	\$25,147.47	\$3,550.29	\$0.00	\$ 20,000.00

11,045 ROUNDS	REVENUE \$644,095.56
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FISCAL YEAR 2023

DATE	TOTAL \$ (Pre-Sales Tax)	TOTAL Rounds per Month	STATS			Revenues						
			# 18 HOLE	Member Rounds	Driving Range	Greens Fees	Carts	Membership	Merchandise	Club RENTAL	Golf Events	F&B
October	\$216,943.27	3600	2,900	700	\$19,009.19	\$53,478.19	\$28,469.08	\$104,837.10	\$6,149.71	\$0.00	\$0.00	\$5,000.00
November	\$130,480.28	2978	2,303	675	\$17,395.40	\$53,953.35	\$23,807.39	\$19,618.81	\$10,256.69	\$448.64	\$0.00	\$5,000.00
December	\$132,424.82	3583	2,856	727	\$19,881.58	\$68,162.49	\$31,347.12	\$14,733.68	\$12,466.51	\$715.02	\$0.00	\$5,000.00
January	\$173,423.27	3870	3,088	782	\$34,358.08	\$77,670.98	\$30,747.26	\$14,649.57	\$9,623.42	\$1,373.96	\$0.00	\$5,000.00
TOTALS	\$653,271.64	14031	11,147	2,884	70,762.67	\$253,265.01	\$114,370.85	\$153,839.16	\$38,496.33	\$2,537.62	\$0.00	\$20,000.00

14,031 ROUNDS

REVENUE \$653,271.64
