

Red Wing Municipal Golf Corporation

To the Red Wing City Council:

“On June 16th, 2011 the Red Wing Girls Golf Team made our mark in Minnesota history by winning the AA State Champion title. Throughout our journey, we were backed by innumerable support and cooperation from the members and staff of our home course- the Mississippi National Golf Links.

Growing up, we all seemed to have a different story on how our passion for the game of golf developed. One thing we all found to be a common factor though was that our passion stemmed from the countless hours that we devoted to practicing at Mississippi National. Having such a large facility- a range, a large putting green, and two different 18-hole courses- allowed for our team and other high school members to develop the necessary skills to play and enjoy the game, while also allowing other community members to remain on the course.

Not only would the decision to close the Mississippi National Golf Links affect the future high school golf teams, but also the community as a whole. Several community members are avid golfers who feel at home when playing at Mississippi. The course and its staff accommodate all visitors and members: seniors, teenagers, couples, families, and small children. The Lowland Course allows for easy walking and exercise for those who do not wish to take motorized carts. The Highlands Course, on the other hand, has gained a reputation around the Midwest for having incredible scenery due to the elevation on which it is located. Both are unique courses that attract people from all around Minnesota and surrounding areas. These visitors not only stop at the golf course, but several ask about and visit our downtown area. This provides our local businesses with new customers everyday.

We, as a former team, feel passionately about our home course. Five out of the six members of the 2011 Varsity Girls Golf Team have continued golfing while in college. This demonstrates the passion we have all developed for the game, our skills that allowed us to continue on with our journeys, and our knowledge of different courses around the country. We can honestly say that Mississippi is a one-of-a-kind golf course and facility. It is our home. Closing the course will result in an incredible loss to our community and to the game of golf itself. Without the presence of Mississippi National, our team never would have accomplished our state title.”

Sincerely,

The 2011 Girls Golf AA State Champions

Katie Kesti

University of Nebraska-Omaha

Division 1 Women's Golf Team Member

Ashley Brooks

Drake University

Division 1 Women's Golf Team Member

Daniclle Brooks

Drake University

Division 1 Women's Golf Team Member

Red Wing Municipal Golf Corporation

Anna Busch

University of Wisconsin-Stout

Division 3 Women's Golf Team Member

Marisa Toivonen

Augustana College

Division 2 Women's Golf Team Member

Nikki Pasch

University of Wisconsin-Madison

Red Wing Municipal Golf Corporation

Levi Martinka
9530 Garrison Way
Eden Prairie, MN, 55347
1/12/2013

City of Red Wing
315 West 4th Street
Red Wing, MN55066

Dear City Council of Red Wing,

I am writing to you about the situation with the Mississippi National Golf Course; asking you not to get rid of the course.

Every summer my grandpa and I play a couple rounds of golf there. It is one of the highlights of my summer. Sometimes we meet my uncle down there, my younger brother and dad play with us as well. It is really an awesome experience and bonding time with my grandpa. The course itself makes it a lot more enjoyable as well; the beauty of the course, along with the fact that it is two courses allows us to stay down in Red Wing to play the next day as well. It is my grandpa's favorite course and I know he has just as good of a time as I do when we play there creating memories that last a lifetime.

This course is not just a beautiful course but also a community; it brings people together, like my family, and also builds friendship. Golf is a sport that can mean so much, anything from a business outing to a family get-together, and getting rid of this course would break all those personal and interpersonal ties. I ask of you to not take away this course from the community and my family.

As I go to college in the next couple years I know that I will not see my grandpa as much as I do now, but every summer, just like the past, I know that I will make the short trek down to Mississippi National Golf course to spend time with my grandpa and of my memories of years past. And as my brother grows older I want him to be able to learn to play golf here as well, just like I have.

Thank you so much for your consideration.

Levi Martinka

G. Board of Directors

John Kjolhaug, President, earned a Bachelor of Science in Animal Science from North Dakota State University. He has worked in Technical Services and is presently a District Sales and Marketing Manager, providing management consultation to dairy producers and computer/software training to dealer staff. He has coached Red Wing Little League baseball and chaperoned church youth groups to Texas/Mexico and to the Southeast U. S. to build houses.

Gary Fridell, Vice-President, earned a B. A. from Hamline University and a J. D. from the University of Minnesota Law School. After serving in the Peace Corps in Malaysia, he was Assistant Ramsey County Attorney and Ramsey County Juvenile Court Referee. Returning to Red Wing, he was in private law practice and was the Goodhue County Attorney. Now semiretired, he has continued as Goodhue County Examiner of Titles. He has experience in general law practice, criminal law, government law, and real estate law. He has served on the Red Wing School Board, his church's Finance Committee and Endowment Committee, and coached youth softball and basketball at the YMCA and coached girls' basketball at Red Wing High School.

Joan Collinge, Secretary, graduated from Red Wing High School, then earned a degree in Computer Programming/Operations from the Red Wing/Winona Technical College. She was a small business owner for 25 years, a Customer Service Professional at Jostens, and an Assistant Manager at Thrifty White Pharmacy in Red Wing. She has extensive experience with tax, payroll, accounting, bookkeeping, and business management. She is currently retired and is a volunteer for the Fairview Hospital Auxiliary and the Heart Association.

Chris Crider, Treasurer, earned a B. S. in accounting from the University of Minnesota. He has been tax manager for the Red Wing Shoe Company since 1995. He has over 30 years of experience in tax and financial accounting with Lend Lease Trucks, U. S. Bank, Kraft Foods, and United Health Care. He is a member of Tax Executives Institute. He played a large role in the setup of Red Wing's participation in the Minnesota Youth Soccer Association, sitting on the Board for seven years, including one year as president. He has been a mentor in the Red Wing YMCA Y Pals program, served on his church's Council and on a Joint Powers Board for youth recreation.

Jim Clark, Director-At-Large, earned a Bachelor of Mechanical Engineering from the University of Minnesota. He was a manufacturing engineer and manager, involved with capital project sponsorship and implementation and equipment rebuilding, and was responsible for planning and plan implementation in a foundry plant of 350 to 650 employees. He served on the plant management Board of Directors for many years.

Erik Fridell, a graduate of Red Wing High School, has recently been studying sustainable management through the University of Wisconsin. He has worked in the service industry for over ten years in various capacities, including assistant banquet supervisor (staff training, banquet setup, large concert and event coordination, weddings, etc.); currently, he is employed as the Senior Sales Associate at Villa Bellezza winery in Pepin, Wisconsin. He has spent the last decade co-owning two businesses in the music production field, specializing in event promotions and production, talent management and buying, and promotional graphic design.

David Hanft has an A. A. degree in business management and is presently working on A.S. degrees in law enforcement and criminal justice. He also has held licenses in insurance, property and casualty, life and health, and credit life. He has a license from the Securities

and Exchange Commission. He has been employed as a finance manager for Red Wing Ford and Chrysler, has been the owner and agent of an insurance business, and has been a retail store manager. He has experience with financial management, website management, and data management. He is knowledgeable about marketing and sales, human resources, and inventory control.

Judith Kjome graduated from Red Wing High School and attended Winona State College. She worked for 28 years for Sorenson Broadcasting Corporation, responsible for accounting, advertising commercials, community events, and public relations. She serves as a treasurer for the Fairview Red Wing Auxiliary and P. E. O., a philanthropic educational organization. She was a leader in establishing a girls' competitive swim program at Red Wing High School, and has extensive community involvement: Red Wing Area Food Shelf, Red Wing Area Seniors, Faith in Action, church, and fundraiser for the Mississippi Shuffle Cancer Walk.

Dean Lund, born in South Africa, was recruited by U. S. Bank to the United States as a computer consultant specializing in banking software. He earned a diploma in computer programming in 1980. He has worked at various U. S. financial institutions since 1983.

Jan Pinsonneault earned a B. A. in Computer Systems and a B. A. in Business Administration from the University of Wisconsin, and has completed the coursework for an MBA. She has many years of experience as Senior Database Administrator, and is currently the Senior Database Administrator for Accenture, performing computer support for Xcel Energy's large systems. She has also been the Supervisor of Information Systems at the Prairie Island Nuclear Plant. She has volunteered as a Girl Scout troop leader, neighborhood representative for her church, and worked with the League of Women Voters.

Mike Richards was born, educated, and started his insurance career in the San Francisco Bay area. He and his family moved to Minnesota in 1968, where he was vice president of insurance/risk management services for Kraus-Anderson Companies. A resident of Red Wing for 34 years, Mike liquidated two insurance agencies and formed the Musty-Barnhart agency. Later, he became vice president of Citizens Security Insurance Company. Mike was a member of the Red Wing Rotary Club for many years, and was president of his church council. Currently retired, he has served as a volunteer for the Red Wing Area Seniors and for Faith in Action. He has been a member of Mississippi National Golf Links since its inception.

Robert W. Tjossem earned an A. A. degree from Worthington Community College, a

B. A. and a DDS from the University of Minnesota, and a Small Community Water Operator's Certificate from the University of California. After practicing dentistry in Crookston, Minnesota for 27 years, he became the Manager/Operator of a small community utility system in Idaho for 5 years. In Crookston, he was president of the Jaycees, a member and Chair of the Board of Riverside Hospital, and a School Board member. In Idaho, he was a Fire District Commissioner and a volunteer firefighter.

Greg Turner graduated from the University of Wisconsin-Stevens Point with degrees in Resource Management and Environmental Law Enforcement. Presently retired, his career involved Natural Resources Law Enforcement, criminal and background investigation, training, and personnel supervision.

Mississippi National

From: **Doug Hellman** (dhellman@kempersports.com)

Sent: Mon 12/10/12 4:37 PM

To: butchnrosie@hotmail.com

Cc: Erik Cain (ecain@kempersports.com)

Leroy,

Thanks for your call this afternoon. I enjoyed our conversation and appreciate you reaching out to us regarding Mississippi National.

At the appropriate time, I would be pleased to meet with City representatives to discuss management options for Mississippi National. In addition, we have the capabilities to outfit the facility with all needed kitchen, golf shop and maintenance equipment to ensure seamless operations.

I understand you may be meeting with a City representative in the near future and look forward to speaking with you again soon.

Kind regards,

Doug

Douglas Hellman

Senior Vice President

KemperSports

500 Skokie Boulevard, Suite 444 / Northbrook, IL 60062

Cell: 847.493.9697 / Off: 847.480.4853 / Email: dhellman@kempersports.com

KemperSports CEO Steve Skinner and President Josh Lesnik Ranked No. 13 on Golf Inc. Magazine's 2012 List of "Most Powerful People in Golf"

NORTHBROOK, Ill., Nov. 1, 2012 – KemperSports CEO Steve Skinner and President Josh Lesnik together have been named to Golf Inc. Magazine's list of "Most Powerful People in Golf." The 2012 list, which was released in the fall 2012 issue of Golf Inc., is developed by the magazine's editors, led by Editor-in-Chief Jack Crittenden. This marks the 12th consecutive year that KemperSports has been represented on the "Most Powerful People in Golf" list.

As Golf Inc. editors noted in the story, what makes the management company stand out is that it is involved with the three highest-profile golf developments in North America: Bandon Preserve at Bandon Dunes Golf Resort in Bandon, Ore., Cabot Links in Nova Scotia, Canada, and Streamsong Resort in Polk County, Fla. Earlier this year, KemperSports was ranked as the sixth largest golf course management company by Golf Inc. in the magazine's summer issue, moving up one spot from the 2011 list.

"We are honored to be recognized on this list among great leaders in the golf industry," said Steve Skinner, chief executive officer of KemperSports. "The entire KemperSports team has contributed to an exciting and most successful year."

In addition to the new property openings, KemperSports launched its new private club division, KemperCollection, and will add more than a dozen new properties to its portfolio this year. Under KemperSports' management, Bandon Dunes Golf Resort was recently named the No. 1 Golf Resort in North America by both Golf Digest and GOLF Magazine, and in May, KemperSports hosted the 73rd Senior PGA Championship presented by KitchenAid at Harbor Shores in Benton Harbor, Mich.

For more information about KemperSports and its managed properties, please visit <http://www.kempersports.com>.

About KemperSports

Northbrook, Ill.-based KemperSports operates golf facilities as well as athletic clubs, lodging venues and major sporting events, including nationally ranked courses and tournament venues such as Bandon Dunes Golf Resort, The Glen Club, Desert Willow Golf Resort and Chambers Bay, host of the 2010 U.S. Amateur and the 2015 U.S. Open.

For more information about KemperSports, please visit <http://www.kempersports.com>.

Join the KemperSports social media conversation at www.facebook.com/kempersports and www.twitter.com/kempersports.

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America's 20 largest golf management companies

June 7, 2009

#1 – Troon Golf, Scottsdale, Ariz.

Troon continues to broaden its worldwide scope, steadily heightening its amazing rise from a single property at Troon North in 1990 to approximately 200 managed properties 19 years later. The company, founded by CEO Dana Garmany, operates golf properties in 31 American states and 26 countries. While a number of Troon's recent additions have been in Asia, the Middle East and Africa, the company recently staged a coup by landing the management contract at the newly recreated Indian Wells Golf Resort in the Palm Springs market. In recent years, the company also bulked up its financial underpinnings with an investment from Dubai-based LeisureCorp.

#2 – ClubCorp, Dallas, Texas

Long known as the worldwide leader in private clubs, the company has maintained that reputation following its purchase by KSL Capital Partners from the family of founder Robert Dedman Sr. several years ago. While KSL Capital principal Mike Shannon and ClubCorp CEO Eric Affeldt have pared expenses and let go several long-time executives, ClubCorp has maintained its network of city clubs and is now once again aggressively cultivating new business opportunities in club ownership and operation. With approximately 130 courses under their wing, the company is a solid number two in portfolio size.

#3 – American Golf Corp., Santa Monica, Calif.

American Golf, once the world's largest course operator, is still a strong presence with approximately 116 courses in the AGC fold. Tom Ferguson, who replaced Roland Smith as CEO several years ago, has quietly disappeared from the scene, leaving long-time executive Paul Major at the helm of the Goldman Sachs-owned ship as president and CEO. The company has indicated for some time that it plans to trim some courses and leases in non-core markets and lopped off a chunk of those in the 2007 sales to CNL Income and EAGLE, but the company remains a prominent player, particularly in the municipal and moderately priced daily fee categories.

#4 – Billy Casper Golf, Vienna, Va.

Billy Casper Golf reached a significant milestone during the past year, surging past the 100-course mark in a rush toward their current total of 111.5 18-hole equivalents. The push was fueled by the Chicago Park District's decision to bring in Casper to run the district's seven golf facilities and a subsequent long-term contract to operate five park district-run courses in the Philadelphia area. Those coups solidified Casper's reputation as a municipal course operator, adding to several other cities for whom the company operates multiple facilities. The Vienna, Va.-based company, which

also operates the Buffalo Communications public relations and marketing firm, made the industry's biggest jump in portfolio size in the past year.

#5 – KemperSports, Northbrook, Ill.

While Billy Casper Golf has cut into some of KemperSports' moderately priced municipal course market, the Northbrook, Ill.-based KemperSports has continued to make a name for itself in management of developing and existing high-end public properties. With new properties including Chambers Bay, Butterfield Trail and The Crossings of Carlsbad earning accolades in their relative infancy, KemperSports also recently added Angels Crossing in Michigan to the company's management portfolio of approximately 99 courses. The past year also marked long-time president Steve Skinner's ascension to CEO, with founder Steve Lesnik keeping an eye on things from a distance as the company's chairman of the board.

Here are Nos. 6-20, as previously profiled:



- [Golf Course Management](#)
- [Development & Construction](#)
- [Sports Marketing & Communications](#)

- [Services](#)
- [Daily Fee Courses](#)
- [Private Clubs](#)
- [Destination Properties](#)
- **[Municipal Courses](#)**
- [Case Study](#)
- [Troubled Golf Assets](#)
- [Golf Course Directory](#)
- [Contact Us](#)

Municipal Course Management

For 30 years, KemperSports has managed golf courses owned by municipalities and public agencies, including park districts, local governments and county governments.

Our comprehensive services for municipal golf courses include:

Planning & Budgeting

KemperSports begins with an extensive analysis of your customers, your property, your market, and your goals.

Then, we work with you to build both a comprehensive municipal golf business plan and a detailed operating budget that meets your specific needs. We regularly evaluate these plans, promoting consistent communication and ensuring optimum results.

Staffing & Benefits

With a focus on the unique needs of your community, KemperSports works closely with you to identify the best candidates for each position. And we offer excellent benefit programs for full-time employees.

Sales & Marketing

Our marketing and sales experts are widely recognized as some of the most innovative in public golf course management.

KemperSports will help you develop and implement municipal golf marketing plans that include special resident programs, golf outings, tournaments, and e-marketing campaigns.

And our media relationships will help maximize the editorial exposure for your property and your community.

Golf Course Maintenance

Our agronomy experts are second-to-none. With experience in cool, hot, arid, humid, and ocean-side climates, KemperSports has maintained some of the finest municipal golf courses in the nation.

And we pass on the benefits of our public golf course management experience, leveraging our national supplier contracts to reduce your capital and operating costs.

Food & Beverage

We take pride in successfully managing a range of profitable municipal golf food and beverage operations—from snack bars to on-the-course service areas to banquet facilities capable of hosting large events.

In fact, at municipal golf facilities we operate, à la carte restaurants often become destinations in and of themselves.

Golf Shop Operations

KemperSports ensures that your reservations procedure, point-of-sale system, and website are all integrated to maximize tee-time inventory and maintain rate integrity.

We also train personnel in merchandise selection, inventory-management, and customer service.

Programming

We understand that the programming you offer is a critical element in maintaining a thriving municipal golf facility. From junior camps to player-development programs to senior leagues, KemperSports will help you identify, develop, and operate a suite of programming that meets the unique needs of your community.

Please contact us at (847) 850-1818 to learn more about our municipal golf course services. Or [click here](#) to request more information.

Additional Services

Management of Troubled Golf Assets

KemperSports' response to today's difficult economic times is to leverage more than 30 years of golf, resort and hospitality experience towards a new initiative focused on providing management services to troubled and distressed golf and resort properties. Learn more about our [troubled assets services](#).

Development and Construction

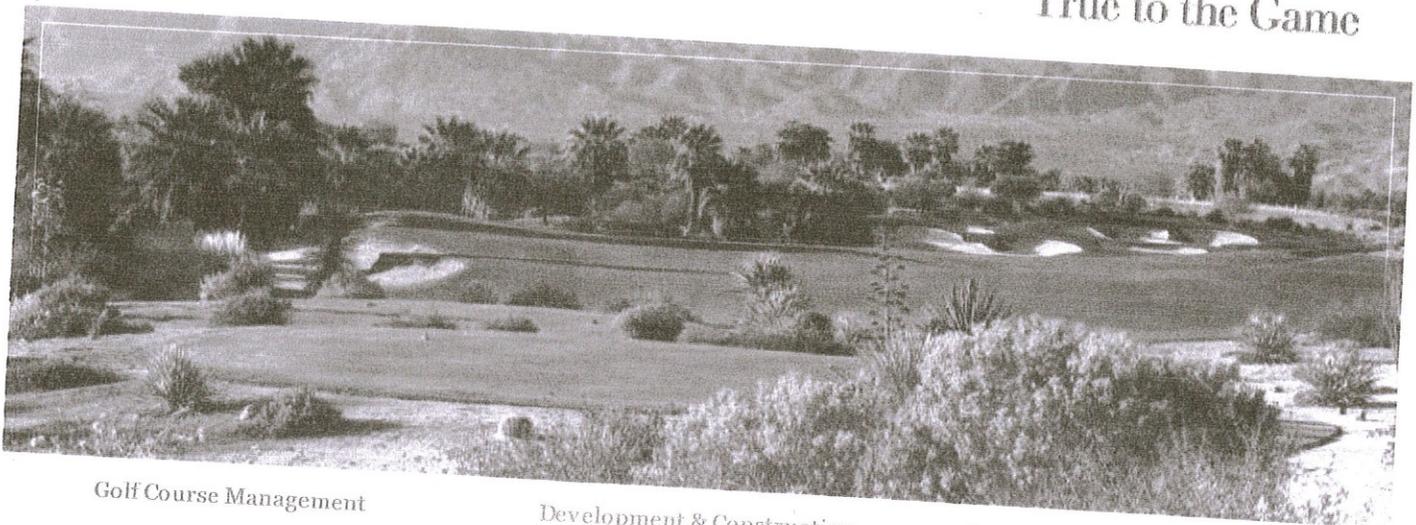
Our course development and construction experts use your vision as the guiding principle from planning to finished property.

Learn more about our [development and construction services](#).

Sports Marketing & Communications

From innovative Public Relations to made-to-order event marketing, the Sports Marketing & Communications agency at KemperSports will drive results for your brand.

Learn more about our [sports marketing & communications services](#).



Golf Course Management

Development & Construction

Sports Marketing & Communications

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Destination Properties

Municipal Courses

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Case Study

Desert Willow:

Creating a new product that stands out in a crowd

Opportunity

In 1996, the Coachella Valley was already considered a golf mecca, but at that time Palm Desert wasn't even on the map. With more than 120 courses vying for attention -- and golf dollars -- the bar was set high for the City of Palm Desert to make its mark and create a five star golf resort for its year-round and winter season residents as well as out of town visitors. The search for an experienced partner with deep experience helping municipalities realize their vision in a financially sound manner led city managers to select KemperSports for the development, pre-opening, and ongoing management of their municipal golf course.

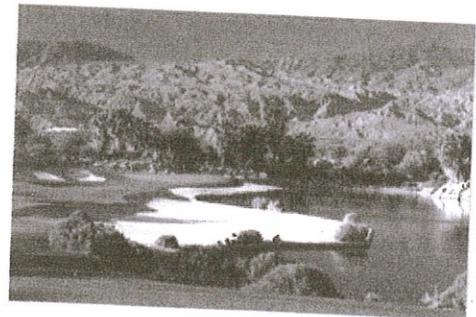
Action

Early on, KemperSports internalized the city's vision: Make the residents happy, achieve financial objectives and keep intense focus on maintaining the course conditions to the highest standards. Detailed planning proved to be the key to realizing the City's goals of delivering a premium resort-style golf experience. From programming to driving range set-up to optimal cart selection and a comprehensive pricing strategy, no stone was left unturned. Detailed planning and constant interaction with city managers was key. Staffing selections from agronomists with desert knowledge to outstanding maintenance crews to an entire team focused on creating a unique desertscape experience would all combine to help Desert Willow stand out in the market. Building relationships with



"KemperSports has done a great job managing Desert Willow and helping establish Palm Desert as a premier golf destination. We are proud that Desert Willow is viewed as the number one golf course in the Coachella Valley."

Carlos L. Ortega, Former City Manager,
City of Palm Desert, CA

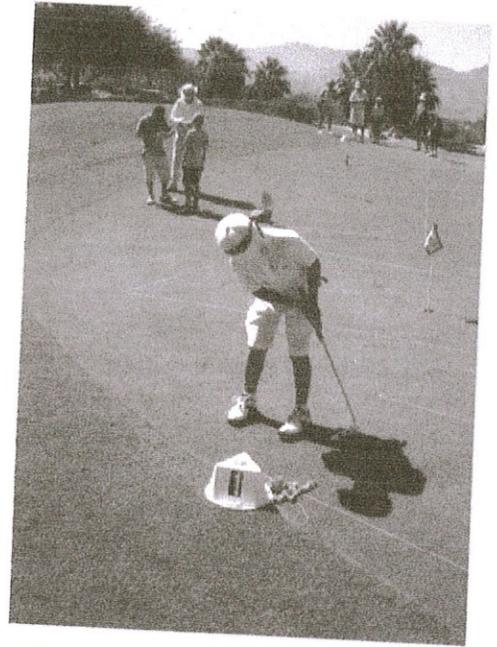


nearby hotels as well as convention and tourist organizations was critical in driving visitor play and ultimately delivering the "country club for a day" experience.

Results

Since its opening more than a decade ago, Desert Willow's revenue and profitability continues to grow in this increasingly competitive market. Local and national golf writers and raters extol the Firecliff and Mountain View courses at Desert Willow. The area's leading newspaper, Desert Sun, rated Desert Willow the #1 public access facility in the Coachella Valley; Golf Digest Magazine awarded Desert Willow 4½ Stars on its "Best Places to Play" list and the L.A. Times rated it among the "Top Ten Places to Play" in Southern California. The kaleidoscope of desert flora plantings and gorgeous bunkering help the design meld into the landscape — so much so that the Firecliff course became the only course ever featured on the cover of Smithsonian magazine. The success of Desert Willow and the results enjoyed by the City of Palm Desert has led to four contract renewals of their partnership with KemperSports.

Please contact us at (847) 850-1818 to learn more about our services for municipal courses. Or [click here](#) to request more information.



Want to Know More?

Please complete this form and we will direct your inquiry to the KemperSports specialist who can best service your request.

Golf Course Management	▼
First Name	
Last Name	
Company	
Phone	
Email	
Property Type	▼
Additional Information	

Submit

Clients

Kemper Sports has been developing golf courses since 1978.

The projects listed below reflect our involvement in pre-development consulting, design development and/or construction management.

2012	Dorado Beach Resort and Club	Caribbean Property Group LLC	Dorado, Puerto Rico	72-hole Resort, Clubhouse, Hotel, Plantation-style Residences, Banquet Hall, Water Park, Restaurants
2012	Galloping Hill	County of Union, New Jersey	Union County, NJ	27-hole Municipal, 40,000 sq.ft. Clubhouse, TaylorMade Performance Center
2012	Heron Lakes	City of Portland, Oregon Parks and Recreation	Portland, OR	36-hole Municipal, Practice Facility, Clubhouse & Site Development
2012	Harbor Shores	Cornerstone Alliance	Benton Harbor, MI	18-hole Jack Nicklaus Signature Course, 15,000 sq. ft. Clubhouse
2011	Newton Conference Center	City of Newton, Kansas	Newton, KS	15,000 sq.ft. Conference Center with Boardroom, Ballroom, and Catering Kitchen
2010	Seneca Hickory Stick	Seneca Nation	Lewiston, NY	Robert Trent Jones Jr. Designed Daily Fee, Clubhouse
2008	Ridge Creek Dinuba Golf Club	City of Dinuba, California	Dinuba, CA	18-hole daily fee, 3,200 sq. ft. Clubhouse
2008	Top Golf Wood Dale	Top Golf USA and The Wood Dale Park District	Wood Dale, IL	Entertainment complex w/ covered point scoring driving range, restaurant & bar, lounges, & meeting facilities
2008	Top Golf Dallas	Top Golf USA	Dallas, TX	Entertainment complex w/ covered point scoring driving range, restaurant & bar, lounges, & meeting facilities
2008	Newport Dunes Golf Club	Texas Gulf and Harbor LTD	Mustang Island, TX	18-hole resort, Clubhouse, Marina, Residential Villages, Multiple Hotels, Tennis and Beach Clubs
2007	Binks Forest Golf Club	Aquila Property Company	Wellington, FL	18-hole daily fee, 27,100 sq. ft. Clubhouse, Health Club
2007	Butterfield Trail Golf Club	City of El Paso, Texas & The El Paso Airport Authority	El Paso, TX	18-hole daily fee, 8,800 sq. ft. Clubhouse
2007	Chambers Bay	Pierce County, Washington	University Place, WA	18-hole daily fee, Clubhouse, Pavilion
2006	Sand Creek Station	City of Newton, Kansas	Newton, KS	18-hole daily fee, Practice Facility, Train-like Clubhouse
2006	Monarch Dunes at The Woodlands	JHS LLC of California	Nipomo, CA	18-hole daily fee, 4,100 sq. ft. Clubhouse (temporary), Sculpture Garden, Art Center, Spa
2006	Hawthorn Woods Country Club	Toll Brothers, Inc.	Hawthorn Woods, IL	Private Golf Course, Clubhouse, Tennis Facility, Pool, Fitness Center, Walking Trails
2005	The Golf Club at Lansdowne	LaSalle Hotel Properties and Loudoun County, Virginia	Leesburg, VA	45-hole Robert Trent Jones Jr. and Greg Norman Designed Resort, Hotel, Clubhouse, Restaurants, Spa & Health Club, Aquatic Complex
2004	Vernon Hills Athletic Complex	Village of Vernon Hills, Illinois	Vernon Hills, IL	High School Football Stadium with Track, Lighted Baseball/Softball diamonds, Practice Diamonds, 6 Soccer Fields, Concession and Restroom Facilities, Pavilion
2003	Harding Park Golf Club	City of San Francisco, California Parks and Recreation	San Francisco, CA	Municipal Golf Course, Clubhouse, Maintenance Facility & Cart Storage, Practice Facility
2002	First Tee	First Tee of Chicago	Chicago, IL	Lighted Practice Range & Learning Center,

Golf Facility

2002	<u>The Glen Club</u>	Village of Glenview, Illinois, KemperLesnik Golf Investments LLC and Edward R. James Homes	Glenview, IL	Miniature Golf Course, 3-hole Learning Course, Short-Game Practice Area 18-hole daily fee, 48,000 sq. ft. Clubhouse, Hotel, Home of the Illinois Professional Golf Association
2000	<u>Bandon Dunes Golf Resort</u>	Private Client	Bandon, OR	72-hole Resort, Lodging, Cottages, Clubhouses, Restaurants, Fitness Center, Learning Center, Employee Housing
2000	<u>Whiskey Creek Golf Club</u>	Dunn Goodwin LLC and KemperLesnik Golf Investments LLC	Ijamsville, MD	18-hole daily fee, Ernie Els Designed, 6,300 sq. ft. Clubhouse
1997	<u>Desert Willow Golf Resort</u>	City of Palm Desert, California	Palm Desert, CA	36-hole Resort, Clubhouse & Maintenance Facilities



September 11, 2012

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Seven KemperSports Properties Named to GOLF Magazine's List of Top 100 Courses You Can Play

Bandon Dunes Golf Resort, Chambers Bay, The Glen Club and The Prairie Club are recognized in 2012 list

NORTHBROOK, Ill. – Sept. 11, 2012 – Seven KemperSports managed properties have recently been recognized by GOLF Magazine and named to the publication's 2012 list of "Top 100 Courses You Can Play." Determined by GOLF Magazine's course-rating panelists, this list is published biennially in the September issue of the publication and features the best public-access courses in the U.S.

Pacific Dunes at Bandon Dunes Golf Resort in Bandon, Ore., tops the list this year and is ranked as the best public course in the U.S. by GOLF Magazine. The course maintained its top position from 2010 and has held the highest ranking on this list since 2006.

Following Pacific Dunes (No. 1), the "Top 100 Courses You Can Play" list features Bandon Dunes in Bandon, Ore., No. 8, Old Macdonald in Bandon, Ore., No. 9, Chambers Bay in University Place, Wash., No. 14, Bandon Trails in Bandon, Ore., No. 15, The Glen Club in Glenview, Ill., No. 72, and The Dunes Course at The Prairie Club in Valentine, Neb., No. 78.

"It is a great honor to have a number of our managed properties ranked by the prestigious GOLF Magazine panel," said Steve Skinner, CEO of KemperSports. "We are equally proud of the numerous other courses in our portfolio that have also been ranked among the best in their state."

The Dunes Course at The Prairie Club is new to the "Top 100 Courses You Can Play" list this year. Designed by Tom Lehman and Chris Brands, the course opened in May 2010 and was built into the natural, wind-shaped landscape of the Sand Hills region of western Nebraska. Pacific Dunes, Bandon Dunes, Old Macdonald, Chambers Bay, Bandon Trails and The Glen Club were all featured in the previous Top 100 list, which was published in September 2010.

As part of GOLF Magazine's biennial "Top 100 Courses You Can Play" list, the publication also ranks the best public courses in every state. Below is a list of KemperSports-managed properties that have also been recognized by region in the publication's 2012 list of "Best Public Golf Courses in Every State."

California

- No. 15: Desert Willow Golf Resort (Firecliff), Palm Desert

Florida

- No. 16: Old Corkscrew, Estero

Illinois

- No. 2: The Glen Club, Glenview

Indiana

- No. 5: Prairie View Golf Club, Carmel

Kansas

- No. 2: Sand Creek Station, Newton

Maryland

- No. 3: Whiskey Creek Golf Course, Ijamsville

Michigan

- No. 8: The Golf Club at Harbor Shores, Benton Harbor

Minnesota

- No. 2: The Wilderness at Fortune Bay, Tower

Nebraska

- No. 2: The Prairie Club (Dunes), Valentine
- No. 3: The Prairie Club (Pines), Valentine

New Jersey

- No. 16: Heron Glen Golf Course, Ringoes

New York

- No. 11: Seneca Hickory Stick Golf Club, Lewiston

Oregon

- No. 1: Pacific Dunes, Bandon
- No. 2: Bandon Dunes, Bandon
- No. 3: Old Macdonald, Bandon
- No. 4: Bandon Trails, Bandon
- No. 15: Bandon Preserve, Bandon

Texas

- No. 9: Butterfield Trail Golf Club, El Paso
Washington
- No. 1: Chambers Bay, University Place

For more information about KemperSports and a complete list of its managed properties, visit www.kempersports.com

About KemperSports

Northbrook, Ill.-based KemperSports operates golf facilities as well as athletic clubs, lodging venues and major sporting events, including nationally ranked courses and tournament venues such as Bandon Dunes Golf Resort, The Glen Club, Desert Willow Golf Resort and Chambers Bay, host of the 2010 U.S. Amateur and the 2015 U.S. Open.

For more information about KemperSports, visit <http://www.kempersports.com>.

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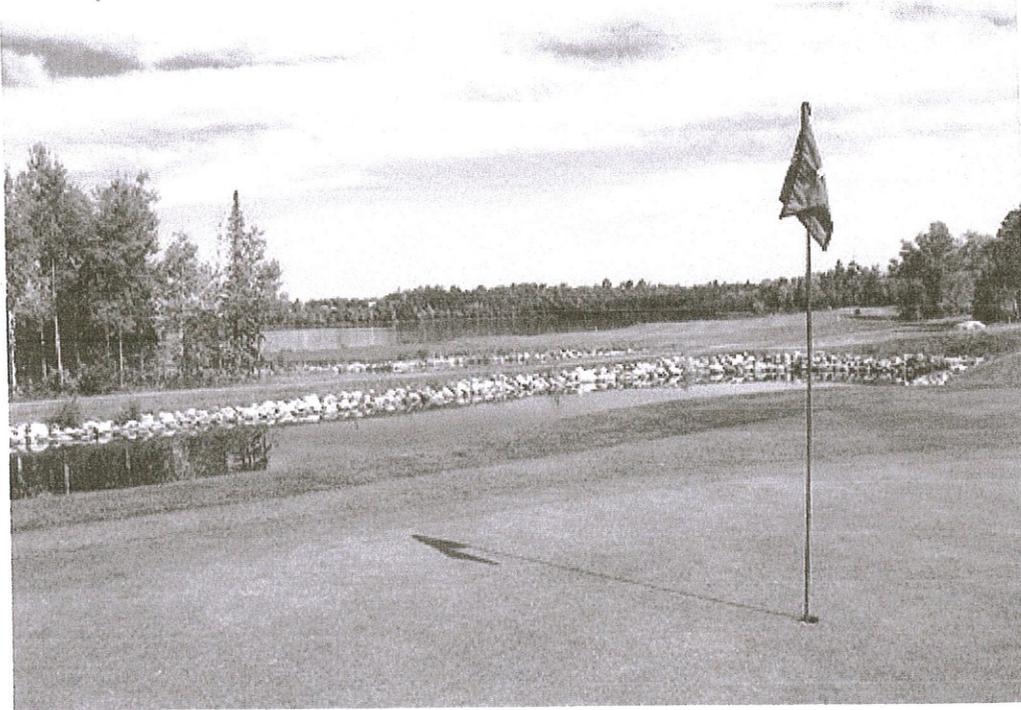
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Call Us Toll-Free: 800-992-7529
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The Wilderness at Fortune Bay



Designed by renowned architect Jeffery Brauer, The Wilderness at Fortune Bay is a golf experience not to be missed. Set among the majestic pines and dramatic rock outcroppings on the shores of Lake Vermilion, The Wilderness is a true golfer's dream. Featured amenities include fine dining in The Wilderness Grill, full-service Pro Shop, complete practice facilities and state-of-the-art GPS systems on all carts.

BOOK A TEE TIME ONLINE

National Accolades for The Wilderness at Fortune Bay:

- Best Courses You Can Play – Golfweek 2012 (#1 in Minnesota)
- America's 100 Greatest Public Golf Courses – Golf Digest 2011 (#40)
- Best Resort Courses – Golfweek 2011 (#43)
- Best in State – Golf Digest 2011 (#8 in Minnesota)



Golf Digest



AMERICA'S
100 GREATEST
PUBLIC
GOLF COURSES
2012/13



For more information, please call 800-992-4680 or visit the official Wilderness at Fortune Bay web site.

Note: The golf course will close for the season on Sunday, October 14, 2012.

Kuhlmann, Kay

From: Jeff Cunningham <jeff@mustybarnhart.com>
Sent: Monday, January 14, 2013 4:54 PM
To: Kuhlmann, Kay
Cc: McCleary, Jay; Moskwa, Rick; Michelle Hurlbut
Subject: Estimated Costs for addition of Mississippi National structures to LMCIT coverage for 2013

Kay,

I apologize for the extra time this has taken in order to provide you with some estimated costs for the Mississippi National structures, but LMCIT has just completed a rate revision on golf course clubhouses which I knew could make a substantial difference because the clubhouse value is a major driver in the overall property premium for golf course properties.

I was allowed by LMCIT to use the cost new values for the buildings that were assigned to each per the October 2010 appraisal completed by J.C. Norby & Associates, Inc. of Eau Claire, WI., which you provided a copy for me.

The building insured values and the estimated premium for each breaks down as follows:

<u>Building</u>	<u>Insured Value</u>	<u>Annual Premium</u>
1. Clubhouse	\$1,502,506	\$ 3,005.01
2. Cart Shed	\$ 220,630	\$ 1,279.65
3. Equipment Shed	\$ 34,070	\$ 197.61
4. Maintenance Bldg	\$ 53,523	\$ 310.43
5. Driving Range Bldg	\$ 20,984	\$ 121.71
6. Tee House	\$ 19,984	\$ 115.91
<u>TOTAL ANNUAL PROPERTY PREMIUM</u>	=	<u>\$ 5,030.32</u>

If Rick or Jay can provide me with any additional structures and replacement values that I may be missing, I'd appreciate it. The major difference in the 2013 premium changes applies to the clubhouse property insurance rate, which is approx. 65% lower than the 2012 rate. When I initially inquired about adding these structures in December, the clubhouse rates were under review and under the previous rate, the clubhouse annual premium alone would have been \$8,714.53, which is a sizeable difference.

These rates will apply if there is nothing done with the property for 2013 and a vacant structure surcharge is already factored into the clubhouse rate as well.

LMCIT is also changing their liability rating structure, so the premium basis is no longer based on receipts. In past years, due to the arrangement with WPGO, the City had an extension of liability coverage based on the lease payment amount, so for example the liability premium allocated to the City in 2012 for the golf course property was \$1,537.00. The City Municipal Liability premium will now be based on Total Expenditures. If the golf course were to be operated and insured by outside management, the expenditures associated with the golf course would likely be deducted, but to do so the management agreement must successfully transfer the golf course liability to the outside manager and the manager must provide a certificate of insurance including the City as an additional insured. Also, any proposed management agreement would need to be reviewed by the LMCIT Risk Management Attorney.

Notes from Municipal Golf Corporation Meeting conducted in the Foot Room of the Red Wing Public Library on January 9, 2013

Pledges (as donations) of \$100,000 Non-members have donated to keep area green space

Financially not firm, don't have all the answers, pledges not called in, hopefully we won't have to do this

Membership dues collected so far \$20-\$25,000, would pay forward

Don't have startup capital, No money for bar/restaurant equipment

They think they can go forward with a 5 year lease agreement for equipment according to their pro forma

Assistance from the City or deep pockets, Question was what would happen if they don't meet revenue over expenses

There financial pro forma is based on not needing to make a bond payment of \$121,000. How that affects their operation, See Gary/Kent's letter

There financial pro forma is also based on not needing to make property tax payments now at \$51,000 property tax 2012, \$55,000 – 2013 tax exemption due by January 31, Brian is going to check on this

25,000 rounds played, 10-15,000 were non-members these are best guesses only

2009 non-profit - \$150,000 profit, for base year 2010 - \$133,000 if they were a nonprofit this is what they projected revenues would be, without bond payment and taxes.

Avoid having the City spend money this was brought up as something they would try and do if they were in a five year lease, the first year they would need help though.

Lost 12 weddings for 2013, lost 2 or 3 large golf tournaments, this is revenue they can't make up in 2013

February 15th is the last date to make this work for the local group, they feel to get everything done they need an answer by then.

18 holes new equipment lease cost 320K 1 year lease not doable, 5 year lease needed

36 holes new equipment lease cost 950K, 1 year lease not doable, 5 year lease needed

27 holes new equipment lease cost 410K 1 year lease not doable, 5 year lease needed

36 holes used equipment used equipment 482K 1 year lease not doable, 5 year lease needed

Who plays and stays? They will keep track of out of town numbers