1525 Broadway
Longview, WA 98632
www.ci.longview.wa.us

City of Longview

Agenda

Mint Valley Golf Advisory Board

Wednesday, October 19, 2022	**4:00 PM**	**City Hall Training Room 1525 Broadway Street**

NOTICE IS HEREBY GIVEN, in accordance with RCW Chapter 42.30, that the Parks and Recreation Advisory Board of the City of Longview, Washington, will be holding a regular meeting on Wednesday, October 19th at 4:00 p.m. in the Training Room on the 2nd floor of City Hall 1525 Broadway St., Longview. The meeting is also available via Zoom.
https://us02web.zoom.us/j/82920178173
Meeting ID: 829 2017 8173
One tap mobile
+12532158782,,82920178173# US (Tacoma)
The City Hall is accessible for persons with disabilities. Special equipment to assist the hearing impaired is also available. Please contact the City Executive Offices at 360.442.5004 48 hours in advance if you require special accommodation to attend the meeting.

1. **ROLL CALL**
2. **APPROVAL OF MINUTES**

   22-000686 Mint Valley Golf Advisory Board Draft Meeting Minutes - 04.20.2022

3. **CONSTITUENT COMMENTS**
4. **BOARD MEMBER COMMENTS**
5. **REPORTS**

   22-000687 Course Superintendent Report (Verbal)

   22-000688 Course Proshop Manager Report (Verbal)

   22-000689 Parks & Recreation Directors Report

6. **OLD BUSINESS**
7. **NEW BUSINESS**
8. **ADJOURNMENT**

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City of Longview

Minutes

Agenda

Mint Valley Golf Advisory Board

Wednesday, April 20, 2022 **4:00 PM** **Recreation Office, 2920 Douglas**

1. ROLL CALL

Rick Parrish called the meeting to order at 4:01 PM.
Members Present: Kimberly Higgins (zoom), Rick Parrish, Kenneth Pence, Jordan Burns
Members Absent: Chuck Bergquist
Constituents Present: N/A
Staff Present: Jennifer Wills, Melissa Harbour, Jim Nickerson, Scott Knapp, Angie Ween

2. APPROVAL OF MINUTES

22-000245 MVGAB SPECIAL MEETING Draft Minutes - 01.26.2022

A motion was made by Member Kenneth Pence, seconded by Boardmember Jordan Burns, to Approve the minutes of 01.26.2022 as presented. The motion carried by the following vote:

Ayes: Member Rick Parrish, Member Kenneth Pence, Boardmember Jordan Burns
Nays: None

3. CONSTITUENT COMMENTS

NA

4. BOARD MEMBER COMMENTS

Chairperson Rick Parrish provided a comment to the board.

5. REPORTS

22-000246 Qtr. 1 Play & Revenue 2022

Director Wills provided verbal comments on the provided Qtr. 1 Play & Revenue report.
Scott Knapp provided a verbal Course Superintendent report.
Jim Nickerson provided a verbal Pro shop Manager report.

6. OLD BUSINESS

N/A

7. NEW BUSINESS

22-000247 Green on 17th Hole Discussion Topic

Discussion regarding the green on the 17th hole. No decision/action.

8. ADJOURNMENT

4:46 adjournment

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | APRIL 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	956	2,107	0	976	503	407
9 Hole	488	1,017	0	619	531	419
Par 3	92	224	0	73	62	57
Pass Play	123	1,659	0	717	443	533
Monthly Totals	1,659	5,007	0	2,385	1,539	1,416

REVENUES	2022	2021	2020	2019	2018	2017
18 Hole	$ 23,475.62	$40,329.86	$0.00	$19,555.46	$7,950.68	$6,286.47
9 Hole	$ 7,339.04	$12,362.88	$0.00	$9,410.54	$6,274.00	$4,750.00
Par 3	$ 531.36	$1,283.04	$0.00	$511.00	$434.00	$399.00
Pass Sales	$ 42,430.10	$42,922.34	$0.00	$15,732.50	$16,847.00	$13,475.00
Miscellaneous			$0.00	$1,620.00	$0.00	$0.00
Trail Fees/Cart Storage	$ 7,550.95	$5,527.34	$0.00	$3,620.00	$6,087.50	$7,915.00
Driving Range 50% *	$ 2,920.30	$4,356.13	$0.00	$2,326.52	$2,093.32	$2,282.90
Power Carts 15% *	$ 1,596.50	$2,413.22	$0.00	$747.53	$712.69	$531.75
Concessions 5% *	$ 582.86	$830.98	$0.00	$435.06	$243.07	$87.35
Monthly Totals *	$ 86,426.73	$110,025.79	$0.00	$53,958.62	$40,642.25	$35,727.47
Driving Range Actual	5840.6	$8,712.26	$0.00	$4,653.04		
Rentals/Services Actual	10909.27	$16,720.79	$0.00	$5,264.69		
Concessions Actual	11652.58	$16,619.63	$0.00	$12,744.82		
Merchandise	17699.85	$24,504.96	$0.00	$10,578.46		
Tournaments	0	$666.05	$0.00			
Gift Cards	1550	$4,975.30	$0.00	$2,230.00		
Total Monthly Revenue	$ 128,979.37	$174,624.45	$0.00	$85,920.51		
Monthly Sales Tax	$12,205.27	$13,582.22	$0.00			
Monthly TOTAL	$141,184.64	$188,206.67	$0.00			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Red Numbers show what our revenue would be if we were still under same contractual term obligations we were from 2018 and previous.**

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	3,219	4,076	958	2,294	1,180	901
9 HOLE ROUNDS	1,707	2,024	908	1,509	1,260	908
SEASON PASS PLAY	2,001	4,178	2,124	2,229	1,808	1,838
PAR 3 ROUNDS	291	419	143	202	135	112
Y-T-D PLAYS	7,218	10,697	4,133	6,234	4,383	3,759

	2022	2021	2020	2019	2018	2017
PLAY REVENUES	$93,433.71	$97,370.43	$27,744.02	$68,383.03	$31,795.42	$24,210.57
PAR 3 REVENUES	$1,762.56	$2,417.04	$816.48	$1,694.00	$945.00	$782.00
Driving Range 50% *	$8,839.97	$9,923.37	$3,472.20	$4,246.27	$6,065.40	$5,205.92
Power Carts 15% *	$4,700.58	$4,960.57	$1,618.38	$2,667.28	$1,772.89	$1,091.88
SEASON PASSES	$70,439.31	$107,868.83	$83,121.36	$104,865.00	$83,384.00	$80,945.75
TRAIL & CART FEES	$15,229.08	$19,889.18	$12,234.16	$25,555.00	$22,190.00	$24,954.75
Concessions 5% *	$1,572.35	$1,501.48	$506.13	$954.28	$409.15	$236.48
Y-T-D- REVENUES	$195,977.56	$243,930.90	$129,512.73	$208,364.85	$146,561.86	$137,427.34
Driving Range Actual	$17,679.93	$19,859.23	$6,944.39	$12,639.11		
Rentals/Services Actual	$32,013.36	$34,966.80	$11,146.38	$17,695.36		
Concessions Actual	$31,435.04	$30,029.57	$10,122.59	$23,129.12		
Merchandise	$39,324.44	$47,977.69	$10,703.76	$22,074.51		
Tournaments	$0.00	$666.05	$231.25			
Gift Cards	$4,062.00	$9,488.20	$840.00	$3,059.00		
Full YTD Revenue	$305,379.43	$370,533.02	$163,904.39	$279,094.13		
YTD Sales Tax	$26,320.36	$28,725.02	$13,108.92			
TOTAL YTD	$331,699.79	$399,258.04	$177,013.31			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Red Numbers show what our revenue would be if we were still under same contractual term obligations we were from 2018 and previous.**

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | MAY 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	1599	2,430	1,772	2,089	1,363	903
9 Hole	749	1,079	893	787	1,244	1,042
Par 3	168	264	236	137	766	126
Pass Play	877	1,549	1,578	1,247	1,102	904
Monthly Totals	3,393	5,322	4,479	4,260	4,475	2,975

REVENUES	2022	2021	2020	2019	2018	2017
18 Hole	$ 37,785.60	$47,452.41	$33,464.13	$37,907.85	$23,078.06	$14,979.48
9 Hole	$ 11,321.91	$14,390.19	$10,750.67	$9,715.08	$14,792.00	$12,272.25
Par 3	$ 965.52	$1,529.28	$1,095.12	$882.00	$1,092.00	$868.00
Pass Sales	$ 28,333.45	$12,409.41	$21,953.39	$7,178.75	$6,175.00	$6,315.00
Miscellaneous				$115.00	$0.00	$0.00
Trail Fees/Cart Storage	$ 4,995.42	$531.92	$6,799.32	$1,275.00	$2,170.00	$1,070.00
Driving Range 50% *	$ 3,369.64	$4,385.67	$3,244.10	$3,566.25	$5,017.81	$4,114.14
Power Carts 15% *	$ 1,795.24	$2,336.32	$1,696.52	$1,255.61	$1,881.87	$1,333.36
Concessions 5% *	$ 858.95	$973.92	$350.37	$864.28	$475.41	$326.04
Monthly Totals *	$ 89,425.72	$84,009.13	$79,353.61	$62,759.82	$54,682.14	$41,278.26
Driving Range Actual	$ 6,739.27	$8,771.34	$6,488.20	$7,132.50		
Rentals/Services Actual	$ 12,286.66	$15,852.64	$11,443.05	$8,801.88		
Concessions Actual	$ 17,178.95	$19,478.47	$7,007.32	$17,285.60		
Merchandise	$ 27,291.53	$32,590.85	$19,104.35	$15,701.02		
Tournaments	$ 2,581.70	$0.00				
Gift Cards	$ 6,390.00	$3,975.12	$2,620.00	$974.22		
Total Monthly Revenue	$ 155,870.01	$156,981.63	$120,725.55	$106,968.90		
Monthly Sales Tax	$ 11,931.63	$12,227.05	$9,491.55			
Monthly TOTAL	$167,801.64	$169,208.68	$130,217.10			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	4,818	6,506	2,730	4,383	2,543	1,804
9 HOLE ROUNDS	2,456	3,103	1,801	2,296	2,504	1,950
SEASON PASS PLAY	3,186	5,727	3,702	3,476	2,910	2,742
PAR 3 ROUNDS	459	683	379	339	901	238
Y-T-D PLAYS	10,919	16,019	8,612	10,494	8,858	6,734

	2022	2021	2020	2019	2018	2017
PLAY REVENUES	$142,541.22	$159,213.03	$71,958.82	$116,005.96	$69,665.48	$51,462.30
PAR 3 REVENUES	$2,728.08	$3,946.32	$1,911.60	$2,576.00	$2,037.00	$1,650.00
Driving Range 50% *	$12,209.60	$14,309.04	$6,716.30	$7,812.52	$11,083.21	$9,320.06
Power Carts 15% *	$3,662.88	$7,296.89	$3,314.90	$5,501.87	$7,947.27	$6,539.28
SEASON PASSES	$98,772.76	$120,248.24	$106,091.40	$112,043.75	$89,559.00	$87,260.75
TRAIL & CART FEES	$19,669.47	$20,421.10	$19,033.48	$26,830.00	$24,360.00	$26,024.75
Concessions 5% *	$2,431.30	$2,475.40	$856.49	$1,818.56	$884.55	$562.51
Y-T-D- REVENUES	$282,015.31	$327,910.03	$209,882.99	$272,588.66	$205,536.51	$182,819.65
Driving Range Actual	$24,419.20	$28,630.57	$13,432.59	$19,771.61		
Rentals/Services Actual	$44,855.05	$50,849.44	$23,150.01	$26,497.24		
Concessions Actual	$48,613.99	$49,508.04	$17,132.68	$40,414.72		
Merchandise	$66,615.97	$80,568.54	$29,808.12	$37,775.53		
Tournaments	$2,581.70	$666.05	$231.25	$0.00		
Gift Cards	$10,452.00	$13,463.32	$3,460.00	$4,033.22		
Full YTD Revenue	$461,249.44	$527,514.65	$286,260.83	$385,948.03		
YTD Sales Tax	$36,139.78	$40,952.07	$22,730.08			
TOTAL YTD	$497,389.22	$568,466.72	$308,990.91			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | JUNE 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	2,302	2,466	2,575	2,847	1,524	1,247
9 Hole	1,132	1,210	1,284	1,006	1,456	1,338
Par 3	199	343	260	260	189	151
Pass Play	2,288	1,820	1,675	1,388	1,138	939
Monthly Totals	5,921	5,839	5,794	5,501	4,307	3,675

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

REVENUES		2022	2021	2020	2019	2018	2017
18 Hole	$	49,214.17	$50,523.32	$45,855.32	$45,694.00	$27,207.20	$20,378.94
9 Hole	$	16,521.35	$15,149.33	$14,685.77	$12,896.60	$16,919.00	$15,745.25
Par 3	$	1,179.36	$1,846.80	$1,490.00	$1,568.00	$1,309.00	$1,043.00
Pass Sales	$	548.57	$6,335.09	$4,392.24	$2,792.50	$3,485.00	$3,543.75
Miscellaneous						$0.00	$0.00
Trail Fees/Cart Storage			$555.03	$2,127.68	$160.75	$937.50	$75.00
Driving Range 50% *	$	3,889.23	$4,429.32	$4,173.32	$4,075.00	$5,966.42	$4,804.34
Power Carts 15% *	$	2,597.49	$2,694.44	$2,340.77	$2,209.76	$2,264.18	$1,820.45
Concessions 5% *	$	1,204.39	$1,104.61	$707.17	$1,297.32	$586.00	$457.80
Monthly Totals *	$	75,154.56	$82,637.94	$75,772.27	$70,693.93	$58,674.29	$47,868.53
Driving Range Actual	$	7,778.45	$8,798.50	$8,341.71	$8,150.00		
Rentals/Services Actual	$	17,797.60	$17,754.58	$15,724.99	$15,718.69		
Concessions Actual	$	24,087.79	$22,066.32	$14,132.29	$25,964.37		
Merchandise	$	33,766.53	$30,642.51	$26,611.98	$24,198.32		
Tournaments	$	2,327.83		$0.00			
Gift Cards	$	7,202.00	$3,955.00	$4,878.00	$3,729.47		
Total Monthly Revenue	$	160,423.65	$157,626.48	$138,239.98	$140,872.70		
Monthly Sales Tax	$	12,258.49	$12,276.98	$10,616.88			
Monthly TOTAL		$172,682.14	$169,903.46	$148,856.86			

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	7,120	8,972	5,305	7,230	4,067	3,051
9 HOLE ROUNDS	3,588	4,313	3,085	3,302	3,960	3,288
SEASON PASS PLAY	5,474	7,547	5,377	4,864	4,048	3,681
PAR 3 ROUNDS	658	1,026	639	599	1,090	389
Y-T-D PLAYS	16,840	21,858	14,406	15,995	13,165	10,409

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

		2022	2021	2020	2019	2018	2017
PLAY REVENUES	$	208,276.74	$224,885.68	$132,499.91	$174,596.56	$113,791.68	$87,586.49
PAR 3 REVENUES	$	3,907.44	$5,793.12	$3,401.60	$4,144.00	$3,346.00	$2,693.00
Driving Range 50% *	$	16,098.83	$18,738.36	$10,889.62	$11,887.52	$17,049.62	$14,124.40
Power Carts 15% *	$	6,260.37	$9,991.34	$5,655.67	$7,711.63	$10,211.45	$8,359.72
SEASON PASSES	$	99,321.33	$126,583.33	$110,483.64	$114,836.25	$93,044.00	$90,804.50
TRAIL & CART FEES	$	19,669.47	$20,976.13	$21,161.16	$26,990.75	$25,297.50	$26,099.75
Concessions 5% *	$	3,635.69	$3,580.01	$1,563.66	$3,115.88	$1,470.55	$1,020.32
Y-T-D- REVENUES	$	357,169.87	$410,547.97	$285,655.26	$343,282.58	$264,210.80	$230,688.18
Driving Range Actual	$	32,197.65	$37,429.07	$21,773.90	$27,921.61		
Rentals/Services Actual	$	62,652.65	$68,604.02	$38,750.00	$42,215.93		
Concessions Actual	$	72,701.78	$71,574.36	$31,264.97	$66,379.09		
Merchandise	$	100,382.50	$111,211.05	$56,747.52	$61,973.85		
Tournaments	$	4,909.53	666.05	$231.25			
Gift Cards	$	17,654.00	$17,418.32	$8,338.00	$7,762.69		
Full YTD Revenue	$	621,673.09	$ 685,141.13	$424,651.95	$526,820.73		
YTD Sales Tax		$48,398.27	$53,229.05	$33,346.96			
TOTAL YTD		$670,071.36	$738,370.18	$457,998.91			

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | JULY 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	3,128	3,679	3,484	3,153	1,572	1,745
9 Hole	1,482	1,446	1,563	878	1,479	1,721
Par 3	404	482	386	360	230	229
Pass Play	1,519	1,789	1,987	1,556	1,003	1,102
Monthly Totals	6,533	7,396	7,420	5,947	4,284	4,797

REVENUES	2022	2021	2020	2019	2018	2017
18 Hole	$ 78,119.92	$ 71,311.39	$ 61,899.13	$ 52,592.86	$ 28,411.35	$ 30,197.88
9 Hole	$ 22,220.77	$ 18,428.25	$ 18,140.28	$ 10,552.42	$ 17,384.00	$ 19,456.72
Par 3	$ 2,306.88	$ 2,611.44	$ 2,209.68	$ 2,093.00	$ 1,592.00	$ 1,596.00
Pass Sales	$ 368.18	$ 2,622.09	$ 2,227.79	$ 3,779.99	$ 4,352.00	$ 5,835.00
Miscellaneous			$ -			$ -
Trail Fees/Cart Storage		$ 125.00	$ -	$ 45.36	$ 142.50	$ 90.50
Driving Range 50% *	$ 5,878.24	$ 5,548.51	$ 4,411.50	$ 4,547.38	$ 6,159.29	$ 6,457.46
Power Carts 15% *	$ 3,841.07	$ 3,683.12	$ 3,125.62	$ 2,315.28	$ 2,485.25	$ 2,674.22
Concessions 5% *	$ 1,717.14	$ 1,508.13	$ 907.14	$ 1,405.97	$ 566.22	$ 558.18
Monthly Totals *	$ 114,452.20	$ 105,837.93	$ 92,921.14	$ 77,332.25	$ 61,092.61	$ 66,865.97
Driving Range Actual	$ 11,756.48	$ 11,097.02	$ 8,822.99	$ 9,094.75		
Rentals/Services Actual	$ 26,339.25	$ 26,510.48	$ 20,956.59	$ 15,847.56		
Concessions Actual	$ 34,342.86	$ 30,162.67	$ 18,142.83	$ 28,119.39		
Merchandise	$ 41,189.75	$ 37,463.25	$ 33,198.99	$ 25,740.05		
Tournaments	$ 2,289.55					
Gift Cards	$ 4,102.00	$ 4,483.17	$ 5,101.00	$ 4,635.25		
Total Monthly Revenue	$ 223,035.64	$ 204,814.76	$ 170,699.28	$ 152,455.27		
Monthly Sales Tax	$17,427.58	$ 15,989.00	$ 13,109.88			
Monthly TOTAL	$240,463.22	$220,803.76	$ 183,809.16			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	10,248	12,651	8,789	10,383	5,639	4,796
9 HOLE ROUNDS	5,070	5,759	4,648	4,180	5,439	5,009
SEASON PASS PLAY	6,993	9,336	7,364	6,420	5,051	4,783
PAR 3 ROUNDS	1,062	1,508	1,025	959	1,320	618
Y-T-D PLAYS	23,373	29,254	21,826	21,942	17,449	15,206

	2022	2021	2020	2019	2018	2017
PLAY REVENUES	$ 308,617.43	$ 314,625.32	$ 212,539.32	$ 237,741.84	$ 159,587.03	$ 137,241.09
PAR 3 REVENUES	$ 6,214.32	$ 8,404.56	$ 5,611.28	$ 6,237.00	$ 4,938.00	$ 4,289.00
Driving Range 50% *	$ 21,977.07	$ 24,286.87	$ 15,301.11	$ 16,434.89	$ 23,208.91	$ 20,581.86
Power Carts 15% *	$ 10,101.44	$ 13,674.46	$ 8,781.29	$ 10,026.91	$ 12,696.71	$ 11,033.95
SEASON PASSES	$ 99,689.51	$ 129,205.42	$ 112,711.43	$ 118,616.24	$ 97,396.00	$ 96,639.50
TRAIL & CART FEES	$ 19,669.47	$ 21,101.13	$ 21,161.16	$ 27,036.11	$ 25,440.00	$ 26,190.25
Concessions 5% *	$ 5,352.83	$ 5,088.15	$ 2,470.80	$ 4,521.85	$ 2,036.77	$ 1,578.50
Y-T-D- REVENUES	$471,622.07	$516,385.90	$ 378,576.39	$ 420,614.84	$ 325,303.41	$ 297,554.14
Driving Range Actual	$ 43,954.13	$ 48,526.09	$ 30,596.89	$ 37,016.36		
Rentals/Services Actual	$ 88,991.90	$ 95,114.50	$ 59,701.04	$ 58,063.49		
Concessions Actual	$ 107,044.64	$ 101,737.03	$ 49,407.80	$ 94,498.48		
Merchandise	$ 141,572.25	$ 148,674.30	$ 89,946.51	$ 87,713.90		
Tournaments	$ 7,199.08	$ 666.05	$ 231.25			
Gift Cards	$ 21,756.00	$ 21,901.49	$ 13,439.00	$ 12,397.94		
Full YTD Revenue	$ 844,708.73	$ 889,955.89	$ 595,345.68	$ 679,321.36		
YTD Sales Tax	$65,825.85	$ 69,218.05	$ 46,454.22			
TOTAL YTD	$910,534.58	$ 959,173.94	$ 641,799.90			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | AUGUST 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	3,256	3,529	3,576	3,311	1,553	1,602
9 Hole	1,434	1,229	1,438	855	1,440	1,410
Par 3	329	320	398	317	215	191
Pass Play	1,616	1,550	1,888	1,485	1,194	1,099
Monthly Totals	6,635	6,628	7,300	5,968	4,402	4,302

REVENUES	2022	2021	2020	2019	2018	2017
18 Hole	$ 73,633.02	$ 67,396.15	$ 65,363.08	$ 54,867.47	$ 27,617.38	$ 27,830.73
9 Hole	$ 20,840.16	$ 16,152.63	$ 17,452.11	$ 10,416.25	$ 16,625.00	$ 16,591.68
Par 3	$ 1,989.36	$ 1,885.68	$ 2,293.92	$ 1,778.00	$ 1,505.00	$ 1,330.00
Pass Sales	$ -	$ -	$ 926.66	$ -	$ 1,600.00	$ 3,780.00
Trail Fees/Cart Storage	$ -	$ 25.92	$ 208.14	$ 19.44	$ 135.50	$ 120.00
Driving Range 50% *	$ 5,436.42	$ 4,822.22	$ 4,385.18	$ 4,050.25	$ 5,670.89	$ 5,863.77
Power Carts 15% *	$ 3,596.92	$ 3,193.18	$ 3,276.30	$ 2,357.18	$ 2,369.27	$ 2,468.15
Concessions 5% *	$ 1,680.56	$ 1,336.24	$ 908.26	$ 1,409.24	$ 516.64	$ 565.75
Monthly Totals *	$ 107,176.44	$ 94,812.02	$ 94,813.65	$ 74,897.83	$ 56,039.67	$ 58,550.07
Driving Range Actual	$ 10,872.84	$ 9,644.45	$ 8,770.36	$ 9,094.75		
Rentals/Services Actual	$ 24,255.40	$ 22,446.19	$ 22,504.61	$ 15,847.56		
Concessions Actual	$ 33,611.28	$ 26,724.78	$ 18,165.24	$ 28,119.39		
Merchandise	$ 35,877.08	$ 32,883.31	$ 33,734.28	$ 25,740.05		
Tournaments		$ -				
Gift Cards	$ 6,991.00	$ 3,852.00	$ 4,643.97	$ 4,635.25		
Total Monthly Revenue	$ 208,070.14	$ 181,011.11	$ 174,062.37	$ 150,518.16		
Monthly Sales Tax	$ 16,029.70	$14,064.81	$ 13,540.76			
Monthly TOTAL	$ 224,099.84	$195,075.92	$ 187,603.13			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	13,504	16,180	12,365	13,694	7,192	6,398
9 HOLE ROUNDS	6,504	6,988	6,086	5,035	6,879	6,419
SEASON PASS PLAY	8,609	10,886	9,252	7,905	6,245	5,882
PAR 3 ROUNDS	1,391	1,828	1,423	1,276	1,535	809
Y-T-D PLAYS	30,008	35,882	29,126	27,910	21,851	19,508

	2022	2021	2020	2019	2018	2017
PLAY REVENUES	$ 403,178.65	$ 398,174.10	$ 295,354.51	$ 303,025.56	$ 203,829.41	$ 181,663.50
PAR 3 REVENUES	$ 8,203.68	$ 10,290.24	$ 7,905.20	$ 8,015.00	$ 6,443.00	$ 5,619.00
Driving Range 50% *	$ 27,413.49	$ 29,109.09	$ 19,686.29	$ 20,485.14	$ 28,879.79	$ 26,445.62
Power Carts 15% *	$ 13,698.36	$ 16,867.63	$ 12,057.59	$ 12,384.10	$ 10,773.46	$ 9,388.05
SEASON PASSES	$ 99,689.51	$ 129,205.42	$ 113,638.09	$ 118,616.24	$ 98,996.00	$ 100,419.50
TRAIL & CART FEES	$ 19,669.47	$ 21,127.05	$ 21,369.30	$ 27,055.55	$ 25,575.50	$ 26,310.25
Concessions 5% *	$ 7,033.40	$ 6,424.39	$ 3,379.07	$ 5,931.08	$ 2,553.41	$ 2,144.25
Y-T-D- REVENUES	$ 578,886.55	$ 611,197.91	$ 473,390.04	$ 495,512.67	$ 377,050.57	$ 351,990.17
Driving Range Actual	$ 54,826.97	$ 58,170.54	$ 39,367.25	$ 45,113.86		
Rentals/Services Actual	$ 113,247.30	$ 117,560.69	$ 81,959.64	$ 74,207.58		
Concessions Actual	$ 140,655.92	$ 128,461.81	$ 67,573.04	$ 122,656.11		
Merchandise	$ 177,449.33	$ 181,557.61	$ 121,579.32	$ 115,119.18		
Tournaments	$ 7,199.08	$ 666.05	$ 231.25	$ 700.00		
Gift Cards	$ 28,747.00	$ 25,753.49	$ 17,732.97	$ 15,027.94		
Full YTD Revenue	$ 1,052,866.91	$ 1,070,967.00	$ 766,710.57	$ 829,537.02		
YTD Sales Tax	$81,855.55	$ 83,282.86	$ 59,994.98			
TOTAL YTD	$1,134,722.46	$ 1,154,249.86	$ 826,705.55			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

***Gray w/ Red Numbers show previous contractual obligations, terms/items split with contractor and how we would fare if we were still under the same terms. Below is actual monthly incomes.**

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | SEPTEMBER 2022

PLAYS	2022	2021	2020	2019	2018	2017
18 Hole	2,801	2,461	2,738	1,832	1,261	1,156
9 Hole	1,062	997	937	455	1,055	911
Par 3	204	180	188	136	109	115
Pass Play	1,156	1,222	1,355	1,182	863	760
Monthly Totals	**5,223**	**4,860**	**5,218**	**3,605**	**3,288**	**2,942**

REVENUES	2022	2021	2020	2019	2018	2017
18 Hole	$ 63,721.53	$ 47,396.07	$48,619.17	$32,914.80	$22,414.63	$20,075.28
9 Hole	$ 16,028.26	$ 12,768.99	$11,247.00	$5,597.00	$12,503.00	$10,638.00
Par 3	$ 1,224.72	$ 1,095.12	$1,108.08	$931.00	$763.00	$803.00
Pass Sales	$ 1,850.15	$ 2,220.18		$1,220.00	$2,122.00	$2,945.00
Miscellaneous					$0.00	
Trail Fees/Cart Storage			$531.92	$19.44	$685.00	$227.50
Driving Range 50% *	$ 3,566.79	$ 3,022.58	$3,200.31	$1,941.50	$4,756.22	$3,853.62
Power Carts 15% *	$ 2,936.10	$ 2,361.83	$2,407.44	$1,175.78	$1,987.31	$1,800.39
Concessions 5% *	$ 1,266.67	$ 929.92	$697.39	$2,255.10	$402.36	$375.78
Monthly Totals *	$ 90,594.21	$ 69,794.70	$67,811.30	$46,054.62	$45,633.52	$40,718.57
Driving Range Actual	$ 7,133.57	$ 6,045.16	$6,400.61	$3,883.95		
Rentals/Services Actual	$ 20,019.71	$ 16,248.54	$16,261.94	$8,094.08		
Concessions Actual	$ 25,333.35	$ 18,598.43	$13,947.71	$15,034.31		
Merchandise	$ 28,671.82	$ 27,375.10	$25,155.20	$17,223.90		
Tournaments	$ 4,685.47	$ -		$87.00		
Gift Cards	$ 3,396.00	$ 2,170.00	$3,749.92	$1,760.00		
Total Monthly Revenue	$ 172,064.58	$ 133,917.59	$127,021.55	$86,746.04		
Monthly Sales Tax	$ 13,740.34	$ 10,516.09	$9,865.31			
Monthly TOTAL	$185,804.92	$144,433.68	$136,886.86			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

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YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017
18 HOLE ROUNDS	16,305	18,641	15,103	15,526	8,453	7,554
9 HOLE ROUNDS	7,566	7,985	7,023	5,490	6,879	7,330
SEASON PASS PLAY	9,765	12,108	10,607	9,087	7,108	6,642
PAR 3 ROUNDS	1,595	2,008	1,611	1,412	1,644	924
Y-T-D PLAYS	35,231	40,742	34,344	31,515	24,084	22,450

	2022	2021	2020	2019	2018	2017
PLAY REVENUES	$ 484,153.16	$ 459,434.28	$355,220.68	$341,537.36	$238,747.04	$212,376.78
PAR 3 REVENUES	$ 9,428.40	$ 11,385.36	$9,013.28	$8,946.00	$7,206.00	$6,422.00
Driving Range 50% *	$ 30,980.27	$ 32,131.67	$22,886.60	$22,426.64	$33,636.01	$30,299.24
Power Carts 15% *	$ 16,634.46	$ 19,229.47	$14,465.02	$13,559.88	$12,760.77	$11,188.44
SEASON PASSES	$ 101,539.66	$ 131,425.60	$113,638.09	$119,836.24	$101,118.00	$103,364.50
TRAIL & CART FEES	$ 19,669.47	$ 21,127.05	$21,901.22	$27,074.99	$26,260.50	$26,537.75
Concessions 5% *	$ 8,300.06	$ 7,354.31	$4,076.45	$3,664.34	$2,955.77	$2,520.03
Y-T-D- REVENUES	$ 670,705.49	$ 682,087.73	$541,201.34	$537,045.45	$422,684.09	$392,708.74
Driving Range Actual	$ 61,960.54	$ 64,215.70	$45,767.86	$48,997.81		
Rentals/Services Actual	$ 133,269.87	$ 133,809.23	$98,221.58	$82,301.66		
Concessions Actual	$ 165,989.27	$ 147,060.24	$81,520.75	$137,690.42		
Merchandise	$ 206,157.69	$ 208,932.71	$146,734.52	$132,343.08		
Tournaments	$ 11,884.55	$ 666.05	$231.25	$787.00		
Gift Cards	$ 32,143.00	$ 27,923.49	$21,482.89	$16,787.94		
Full YTD Revenue	$ 1,226,195.61	$ 1,205,979.71	$893,732.12	$916,302.50	← Includes Tax	
YTD Sales Tax	$95,325.89	$93,798.95	$69,860.29			
TOTAL YTD	$1,321,521.50	$1,299,778.66	$963,592.41			

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs

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