



City of Longview

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

Agenda

Mint Valley Golf Advisory Board

Wednesday, April 19, 2023

4:00 PM

Parks & Recreation Board Room
2920 Douglas Street

NOTICE IS HEREBY GIVEN, in accordance with RCW Chapter 42.30, that the Mint Valley Golf Advisory Board of the City of Longview, Washington, will be holding a meeting on Wednesday, April 19, 2023 at 4:00 p.m. in the Conference Room, at the Recreation Office, 2920 Douglas Street, Longview. The meeting is also available via Microsoft Teams.

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: 291 107 720 515

Passcode: gwwR2K

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Phone Conference ID: 604 433 753#

The Recreation Office is accessible for persons with disabilities. Special equipment to assist the hearing impaired is also available. Please contact the Office at 360.442.5400 48 hours in advance if you require special accommodations to attend the meeting.

1. **CALL TO ORDER**

2. **ROLL CALL**

3. **APPROVAL OF MINUTES**

23-001084 MVGAB Draft Minutes 01.18.2023

4. **CONSTITUENT COMMENTS**

5. **BOARD MEMBER COMMENTS**

6. **REPORTS**

23-001086 A. Golf Superintendent Report - March 2023 (Verbal)

B. Golf Manager Report - March 2023 (Verbal)

C. Director's Report - March 2023 (Verbal)

23-001085 Q1 2023 Play & Revenue Report

7. OLD BUSINESS**8. NEW BUSINESS****23-001087 A. GOLF COURSE COUNCIL WORKSHOP**

The City of Longview Mint Valley Golf Course opened in 1976, and has a long tradition of providing quality golf and recreational opportunities for residents and those who visit. No major capital renovation has happened in many years outside of the erection of the cart storage facility in 2016 and the small transformation of the interior of the Pro Shop when the transition of management to the City took place. Many of the facilities on the course have reached a near critical need for replacement. The highest and greatest need is the hydraulic irrigation system that is over 47 years old. Because of the age of the irrigation lines throughout the course as well as the hydraulic nature of the system, there are consistent leaks throughout the turf. When the system is completely off, it continues to leak over 2 gallons a minute of City potable water. The efficient application of water is playing an increasingly important role as golf courses are focused more than ever on conserving water resources and protecting water quality. Water shortages and the rising cost of water have put more emphasis than ever on irrigation system efficiency. The average age of a golf course system including sprinklers, pipes, valves, fittings, and controllers is 25 years and after that experience frequent breakdowns, components becoming obsolete, and finding replacement parts becomes more difficult. The Mint Valley System requires constant monitoring as it is prone to failure and needs continual maintenance and repair.

The type of irrigation system that was installed in 1976 was already being phased out at that time because it was antiquated in nature. The system fails to “on”, meaning any breaks in the line and the sprinkler heads turn on and whole banks of heads need to be shut off to locate within the labyrinth of line where the break may have occurred. Tens of thousands of dollars in both supplies and labor hours are spent annually to repair lines and replace parts at the course. The ongoing preventative maintenance and repair of our amazing team has enabled the system to operate for this long, the staff has purchased old equipment from courses who have upgraded their systems as well as had some parts 3D printed where necessary as they are no longer being produced. Replacement parts are no longer available and the lines in the ground are brittle and no longer viable. The course is staring down a catastrophic failure in the near future and time and effort is being spent on an obsolete and inefficient system.

Since 2019, Mint Valley Golf Course is the only fully municipally operated course with no contract or leased services. The course has doubled the rounds of play as well as revenue since transitioning the operation to the City and has been voted #5 for the best municipal courses in the state by golfers and ranked nationally for best value. Mint Valley promotes quality of life for residents within the local area as well as a tourism draw for our community and hosts a variety of activities for youth and families.

It is time to determine what is next for Mint Valley and how we are going to accomplish the path forward. Replacing the irrigation system and its components provides an opportunity for the course to refine the design of the system to meet the current and future needs while taking advantage of new technology that can make water application more uniform, efficient, and dependable. As we know, irrigation is the most crucial and critical to sustaining the use of the facility, but we also need to plan for future fixes such as the Pro Shop and other deferred maintenance.

RECOMMENDED ACTION:N/A - Discussion and Feedback

9. ADJOURNMENT

23-001088 Next meeting is scheduled for July 19, 4:00 PM



City of Longview

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

Minutes

Agenda

Mint Valley Golf Advisory Board

Wednesday, January 18,
2023

4:00 PM

Recreation Office, 2920 Douglas

1. **ROLL CALL**

Members Present: Member Kimberly Higgins, Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle
Members Absent:
Constituents Present:
Staff Present: Jennifer Wills, Melissa Harbour, Jim Nickerson

2. **APPROVAL OF MINUTES**

23-000811 MVGAB Meeting Minutes DRAFT 10.19.2022

A motion was made by Member Boardmember Jordan Burns and seconded by Member Kenneth Pence to approve the minutes from 10.19.2022. The motion passed with the following vote:
Ayes: Kimberly Higgins, Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle
Nays: None
Abstain: None
Yes 5, No 0, Abstained 0

3. **CONSTITUENT COMMENTS**

N/A

4. **BOARD MEMBER COMMENTS**

A motion was made by Rick Parrish and seconded by David Knoyle to nominate Ken Pence as chair. The motion passed with the following vote:
Ayes: Kimberly Higgins, Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle
Nays: None
Abstain: None
Yes 5, No 0, Abstained 0

A motion was made by Ken Pence and seconded by David Knoyle to nominate Rick Parrish as vice chair. The motion passed with the following vote:
Ayes: Kimberly Higgins, Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle
Nays: None
Abstain: None
Yes 5, No 0, Abstained 0

5. **REPORTS**

23-000812

- A. Course Superintendent Report
- B. Course Manager Report
- C. Director Report

Director, golf maintenance and pro shop reports was provided verbally.

6. **OLD BUSINESS**

7. **NEW BUSINESS**

23-000813

A. Annual Season Pass Rates 2023

SUMMARY: The status of our economy continues to grow and with that comes inflation and price increases. The costs of supplies, goods, services, and wages have been on a steady rise in recent years and the course is no longer able to absorb them at the same rate of speed at which we are incurring. As a result, Mint Valley is required to raise prices throughout the golf course, including our annual season passes for the 2023-2024 golfing season.

RECOMMENDED ACTION: Motion to recommend the 2023-2024 annual season pass rates.

STAFF CONTACT: Jennifer Wills, Parks & Recreation Director

A motion was made by Rick Parrish and seconded by Member Ken Pence to recommend the 2023-2024 annual pass rates. The motion passed with the following vote:

Ayes: Kimberly Higgins, Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle

Nays: None

Abstain: None

Yes 5, No 0, Abstained 0

8. **ADJOURNMENT**

23-000814 Next Meeting - April 18, 2023 @ 4:00 PM

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | JANUARY 2023

PLAYS	2023	2022	2021	2020	2019	2018	2017	REVENUES	2023	2022	2021	2020	2019	2018	2017
18 Hole	417	598	494	115	319	132	127	18 Hole	\$ 8,562.80	\$ 12,056.95	\$ 6,887.33	\$ 2,001.75	\$ 5,740.88	\$ 1,618.44	\$1,824.45
9 Hole	239	300	283	71	279	125	131	9 Hole	\$ 3,465.05	\$ 3,725.90	\$ 3,076.12	\$ 788.10	\$ 3,108.00	\$ 1,456.00	\$1,399.00
Par 3	32	43	65	9	26	3	6	Par 3	\$ 207.36	\$ 272.16	\$ 375.84	\$ 45.36	\$ 182.00	\$ 21.00	\$40.00
Pass Play	755	443	907	510	279	377	332	Pass Sales	\$ 2,680.86	\$ 1,294.17	\$ 7,284.00	\$ 13,333.03	\$ 10,076.25	\$ 5,147.50	\$4,175.00
								Miscellaneous				\$ -	\$ -	\$ -	\$0.00
								Trail Fees/Cart Storage	\$ 531.92	\$ 555.03	\$ 531.92	\$ 2,659.60	\$ 2,675.00	\$ 1,620.00	\$508.25
								Driving Range 50% *	\$ 1,268.32	\$ 1,650.77	\$ 1,680.59	\$ 770.26	\$ 767.75	\$ 514.66	\$361.25
								Power Carts 15% *	\$ 523.08	\$ 691.14	\$ 715.98	\$ 615.61	\$ 261.41	\$ 149.80	\$127.86
								Concessions 5% *	\$ 258.66	\$ 192.78	\$ 137.84	\$ 86.43	\$ 24.27	\$ 26.51	\$44.34
Monthly Totals	1,443	1,384	1,749	705	903	637	596	Monthly Totals *	\$ 17,498.05	\$ 20,438.91	\$ 20,689.62	\$ 20,300.14	\$ 22,835.55	\$ 10,553.90	\$8,480.14

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	\$ 2,536.64	\$ 3,301.54	\$ 3,361.17	\$ 1,540.51	\$ 1,535.50
	Rentals/Services Actual	\$ 3,630.57	\$ 4,741.69	\$ 5,035.68	\$ 4,153.25	\$ 1,742.70
	Concessions Actual	\$ 5,173.21	\$ 3,855.65	\$ 2,756.79	\$ 1,728.64	\$ 485.31
	Merchandise	\$ 9,439.80	\$ 4,223.43	\$ 4,331.55	\$ 1,893.53	\$ 2,577.70
	Tournaments	\$ 9.25		\$ -	\$ 157.25	\$ -
	Gift Cards	\$ 462.00	\$ 692.00	\$ 1,666.00	\$ 105.00	\$ 150.00
	Total Revenue	\$ 36,699.46	\$ 34,718.52	\$ 35,306.40	\$ 28,406.02	\$ 28,273.34
	Sales Tax	\$2,738.78	\$ 2,721.39	\$ 2,699.80	\$ 2,266.93	
	TOTAL	\$39,438.24	\$ 37,439.91	\$ 38,006.20	\$ 30,672.95	

*Red Numbers are to show where we would be if we were still under contractual obligation (pre-2018) with this year's revenue.

YEAR TO DATE COMPARISONS

	2022	2021	2020	2019	2018	2017		2022	2021	2020	2019	2018	2017		
18 HOLE ROUNDS	417	598	494	115	319	132	127	PLAY REVENUES	\$ 12,027.85	\$ 15,782.85	\$ 9,963.45	\$ 2,789.85	\$ 8,848.88	\$ 3,074.44	\$3,223.45
9 HOLE ROUNDS	239	300	283	71	279	125	131	PAR 3 REVENUES	\$ 207.36	\$ 272.16	\$ 375.84	\$ 45.36	\$ 182.00	\$ 21.00	\$40.00
SEASON PASS PLAY	755	443	907	510	279	377	332	Driving Range 50% *	\$ 1,268.32	\$ 1,650.77	\$ 1,680.59	\$ 770.26	\$ 767.75	\$ 514.66	\$361.25
PAR 3 ROUNDS	32	43	65	9	26	3	6	Power Carts 15% *	\$ 523.08	\$ 691.14	\$ 715.98	\$ 615.61	\$ 261.41	\$ 149.80	\$127.86
								SEASON PASSES	\$ 2,680.86	\$ 1,294.17	\$ 7,284.00	\$ 13,333.03	\$ 10,076.25	\$ 5,147.50	\$4,175.00
								TRAIL & CART FEES	\$ 531.92	\$ 555.03	\$ 531.92	\$ 2,659.60	\$ 2,675.00	\$ 1,620.00	\$508.25
								Concessions 5% *	\$ 258.66	\$ 192.78	\$ 137.84	\$ 86.43	\$ 24.27	\$ 26.51	\$44.34
Y-T-D PLAYS	1,443	1,384	1,749	705	903	637	596	Y-T-D- REVENUES	\$ 17,498.05	\$ 20,438.91	\$ 20,689.62	\$ 20,300.14	\$ 22,835.55	\$ 10,553.90	\$8,480.15

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	\$ 2,536.64	\$ 3,301.54	\$ 3,361.17	\$ 1,540.51	\$ 1,535.50
	Rentals/Services Actual	\$ 3,630.57	\$ 4,741.69	\$ 5,035.68	\$ 4,153.25	\$ 1,742.70
	Concessions Actual	\$ 5,173.21	\$ 3,855.65	\$ 2,756.79	\$ 1,728.64	\$ 485.31
	Merchandise	\$ 9,439.80	\$ 4,223.43	\$ 4,331.55	\$ 1,893.53	\$ 2,577.70
	Tournaments	\$ 9.25		\$ -	\$ 157.25	\$ -
	Gift Cards	\$ 462.00	\$ 692.00	\$ 1,666.00	\$ 105.00	\$ 150.00
	Full YTD Total	\$ 36,699.46	\$ 34,718.52	\$ 35,306.40	\$ 28,406.02	\$ 28,273.34
	Sales Tax YTD	\$2,738.78	\$ 2,721.39	\$ 2,699.80	\$ 2,266.93	
	TOTAL YTD	\$39,438.24	\$ 37,439.91	\$ 38,006.20	\$ 30,672.95	

*Red Numbers are to show where we would be if we were still under contractual obligation (pre-2018) with this year's revenue.

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | FEBRUARY 2023

MINT VALLEY GOLF COURSE PLAY & REVENUE REPORT FEBRUARY 2023																
PLAYS	2023	2022	2021	2020	2019	2018	2017		REVENUES	2023	2022	2021	2020	2019	2018	2017
18 Hole	594	709	281	277	142	104	153		18 Hole	\$ 12,382.55	\$ 14,903.35	\$4,982.80	\$5,524.39	\$2,508.00	\$1,180.06	\$2,348.15
9 Hole	277	390	148	261	156	102	130		9 Hole	\$ 3,909.05	\$ 4,795.20	\$1,683.82	\$2,630.70	\$1,740.00	\$1,194.00	\$1,542.00
Par 3	45	67	23	41	14	6	18		Par 3	\$ 259.20	\$ 421.20	\$136.08	\$239.76	\$98.00	\$42.00	\$126.00
Pass Play	558	585	553	756	295	345	373		Pass Sales	\$ 2,680.86	\$ 1,294.17	\$7,484.77	\$58,495.90	\$52,538.75	\$39,781.75	\$45,970.75
									Miscellaneous				\$0.00	\$0.00	\$0.00	\$0.00
									Trail Fees/Cart Storage		\$ 1,595.76	\$1,595.76	\$6,383.04	\$9,095.00	\$6,420.00	\$10,646.50
									Driving Range 50% *	\$ 1,575.01	\$ 1,925.31	\$1,027.22	\$1,132.63	\$852.99	\$922.95	\$984.05
									Power Carts 15% *	\$ 660.57	\$ 899.40	\$317.61	\$408.08	\$766.73	\$171.89	\$155.08
									Concessions 5% *	\$ 310.23	\$ 293.66	\$129.05	\$176.71	\$93.45	\$29.27	\$57.90
Monthly Totals	1,474	1,751	1,005	1,335	607	557	674		Monthly Totals *	\$ 21,777.47	\$ 26,128.05	\$17,357.12	\$74,991.20	\$67,692.92	\$49,741.92	\$61,830.42

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	3150.01	3850.62	\$2,066.93	\$2,265.26	\$1,155.03
	Rentals/Services Actual	4594.51	6120.15	\$2,673.91	\$2,756.62	\$2,540.40
	Concessions Actual	6204.58	5865.7	\$2,581.06	\$3,534.11	\$1,869.00
	Merchandise	7622.9	7222.55	\$4,185.78	\$2,808.84	\$1,750.14
	Tournaments	0	0	\$0.00	\$55.50	\$0.00
	Gift Cards	2518	812	\$1,373.90	\$435.00	\$310.00
	Total Monthly Revenue	\$ 43,321.66	\$ 46,880.70	\$28,764.81	\$85,129.12	\$73,604.32
	Monthly Sales Tax	\$3,276.35	\$3,687.05	\$2,134.69	\$6,834.94	
	Monthly TOTAL	\$46,598.01	\$50,567.75	\$30,899.50	\$91,964.06	

*Red Numbers are to show where we would be comparing last year's numbers and previous contractual obligation with this year's revenue.

YEAR TO DATE COMPARISONS

	2023	2022	2021	2020	2019	2018	2017		2023	2022	2021	2020	2019	2018	2017	
18 HOLE ROUNDS	1011	1307	775	392	461	236	280		PLAY REVENUES	\$28,319.45	\$35,481.40	\$16,630.07	\$10,944.94	\$13,096.88	\$5,448.50	\$7,113.60
9 HOLE ROUNDS	516	690	431	332	435	227	261		PAR 3 REVENUES	\$466.56	\$693.36	\$511.92	\$285.12	\$280.00	\$63.00	\$166.00
SEASON PASS PLAY	1313	1028	1460	1266	574	722	705		Driving Range 50% *	\$2,843.33	\$3,576.08	\$2,707.81	\$1,902.89	\$1,620.74	\$1,437.60	\$1,345.30
PAR 3 ROUNDS	77	110	88	50	40	9	24		Power Carts 15% *	\$1,183.65	\$1,590.55	\$1,033.60	\$1,023.69	\$1,028.14	\$1,072.74	\$1,111.91
									SEASON PASSES	\$5,361.72	\$2,588.34	\$14,768.77	\$71,828.93	\$62,615.00	\$44,929.25	\$50,145.75
									TRAIL & CART FEES	\$531.92	\$2,150.79	\$2,127.68	\$9,042.64	\$11,770.00	\$8,040.00	\$11,154.75
									Concessions 5% *	\$568.89	\$486.44	\$266.89	\$263.14	\$117.72	\$55.78	\$102.24
Y-T-D PLAYS	2,917	3,135	2,754	2,040	1,510	1,194	1,270		Y-T-D- REVENUES	\$39,275.51	\$46,566.95	\$38,046.74	\$95,291.34	\$90,528.47	\$61,046.87	\$71,139.55

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	\$5,686.65	\$7,152.16	\$5,428.10	\$3,805.77	\$2,690.53
	Rentals/Services Actual	\$8,225.08	\$10,861.84	\$7,709.59	\$6,909.87	\$4,283.10
	Concessions Actual	\$11,377.79	\$9,721.35	\$5,337.85	\$5,262.75	\$2,354.31
	Merchandise	\$17,062.70	\$11,445.98	\$8,517.33	\$4,702.37	\$4,327.84
	Tournaments	\$9.25	\$0.00	\$0.00	\$212.75	\$0.00
	Gift Cards	\$2,980.00	\$1,504.00	\$3,039.90	\$540.00	\$460.00
	Full YTD Revenue	\$80,021.12	\$81,599.22	\$64,071.21	\$113,535.14	\$101,877.66
	YTD Sales Tax	\$6,015.13	\$6,408.44	\$4,834.49	\$9,101.87	
	TOTAL YTD	\$86,036.25	\$88,007.66	\$68,905.70	\$122,637.01	

*Red Numbers are to show where we would be comparing last year's numbers and previous contractual obligation with this year's revenue.

MINT VALLEY GOLF COURSE | PLAY & REVENUE REPORT | MARCH 2023

MINT VALLEY GOLF COURSE PLAY & REVENUE REPORT MARCH 2023																
PLAYS	2023	2022	2021	2020	2019	2018	2017		REVENUES	2023	2022	2021	2020	2019	2018	2017
18 Hole	1,026	959	1,194	566	857	441	214		18 Hole	\$ 20,562.70	\$ 20,751.45	\$22,122.36	\$11,099.21	\$16,746.15	\$6,370.73	\$3,491.50
9 Hole	520	529	576	576	890	502	228		9 Hole	\$ 7,203.90	\$ 6,386.20	\$5,925.26	\$5,699.87	\$9,574.00	\$5,751.51	\$2,569.00
Par 3	89	89	107	93	129	64	31		Par 3	\$ 518.40	\$ 537.84	\$622.08	\$531.36	\$903.00	\$448.00	\$217.00
Pass Play	867	850	1,059	858	938	643	600		Pass Sales	\$ 12,757.68	\$ 25,420.87	\$50,177.72	\$11,292.43	\$26,517.50	\$21,607.75	\$17,325.00
									Miscellaneous						\$0.00	\$0.00
									Trail Fees/Cart Storage	\$ 4,255.36	\$ 5,527.34	\$12,234.16	\$3,191.52	\$10,165.00	\$8,062.50	\$5,885.00
									Driving Range 50% *	\$ 2,422.91	\$ 2,343.59	\$2,859.44	\$1,569.31	\$2,647.77	\$2,534.49	\$1,577.73
									Power Carts 15% *	\$ 1,271.07	\$ 1,513.53	\$1,513.76	\$594.69	\$891.61	\$738.51	\$277.18
									Concessions 5% *	\$ 538.08	\$ 503.06	\$403.60	\$242.99	\$93.45	\$110.30	\$46.90
Monthly Totals	2,502	2,427	2,936	2,093	2,814	1,650	1,073		Monthly Totals *	\$ 49,530.10	\$ 62,983.87	\$95,858.38	\$34,221.39	\$67,538.48	\$45,623.78	\$31,389.30

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	\$ 4,845.81	\$ 4,687.17	\$5,718.87	\$3,138.62	\$1,155.03
	Rentals/Services Actual	\$ 8,727.63	\$ 10,242.25	\$10,536.42	\$4,236.51	\$2,540.40
	Concessions Actual	\$ 10,761.53	\$ 10,061.11	\$8,072.09	\$4,859.84	\$1,869.00
	Merchandise	\$ 12,346.71	\$ 10,198.02	\$14,955.40	\$6,001.39	\$1,750.14
	Tournaments	\$ -			\$18.50	\$0.00
	Gift Cards	\$ 1,005.00	\$ 1,008.00	\$1,473.00	\$300.00	\$310.00
	Total Monthly Revenue	\$ 82,984.72	\$ 94,820.25	\$131,837.36	\$50,369.25	\$73,604.32
	Monthly Sales Tax	\$6,595.61	\$7,537.41	\$10,308.31	\$4,007.05	
	Monthly TOTAL	\$89,580.33	\$102,357.66	\$142,145.67	\$54,376.30	

*Red Numbers are to show where we would be comparing last year's numbers and previous contractual obligation with this year's revenue.

YEAR TO DATE COMPARISONS																
	2023	2022	2021	2020	2019	2018	2017		2023	2022	2021	2020	2019	2018	2017	
18 HOLE ROUNDS	2,037	2,266	1,969	958	1,318	677	494		PLAY REVENUES	\$56,086.05	\$62,619.05	\$44,677.69	\$27,744.02	\$39,417.03	\$17,570.74	\$13,174.10
9 HOLE ROUNDS	1,036	1,219	1,007	908	1,325	729	489		PAR 3 REVENUES	\$984.96	\$1,231.20	\$1,134.00	\$816.48	\$1,183.00	\$511.00	\$383.00
SEASON PASS PLAY	2,180	1,878	2,519	2,124	1,512	1,365	1,305		Driving Range 50% *	\$5,266.23	\$5,919.67	\$5,567.24	\$3,472.20	\$4,268.51	\$3,972.09	\$2,923.03
PAR 3 ROUNDS	166	199	195	143	169	73	55		Power Carts 15% *	\$2,454.72	\$3,104.08	\$2,547.36	\$1,618.38	\$1,919.75	\$1,060.20	\$560.12
									SEASON PASSES	\$18,119.40	\$28,009.21	\$64,946.49	\$83,121.36	\$89,132.50	\$66,537.00	\$67,470.75
									TRAIL & CART FEES	\$4,787.28	\$7,678.13	\$14,361.84	\$12,234.16	\$21,935.00	\$16,102.50	\$17,039.75
									Concessions 5% *	\$1,106.97	\$989.49	\$670.50	\$506.13	\$519.22	\$166.08	\$149.13
Y-T-D PLAYS	5,419	5,562	5,690	4,133	4,324	2,844	2,343		Y-T-D- REVENUES	\$88,805.61	\$109,550.83	\$133,905.11	\$129,512.73	\$158,375.00	\$105,919.61	\$101,699.88

Rentals/Services = Power/Pull Cart-Club Rentals-Repairs	Driving Range Actual	\$10,532.46	\$11,839.33	\$11,146.97	\$6,944.39	\$7,986.07
	Rentals/Services Actual	\$16,952.71	\$21,104.09	\$18,246.01	\$11,146.38	\$10,810.67
	Concessions Actual	\$22,139.32	\$19,782.46	\$13,409.94	\$10,122.59	\$10,384.30
	Merchandise	\$29,409.41	\$21,644.00	\$23,472.73	\$10,703.76	\$11,496.05
	Tournaments	\$9.25	\$0.00	\$0.00	\$231.25	\$0.00
	Gift Cards	\$3,985.00	\$2,512.00	\$4,512.90	\$840.00	\$829.00
	Full YTD Revenue	\$163,005.84	\$176,419.47	\$195,908.57	\$163,904.39	\$193,173.62
	YTD Sales Tax	\$12,610.74	\$13,945.85	\$15,142.80	\$13,108.92	
	TOTAL YTD	\$175,616.58	\$190,365.32	\$211,051.37	\$177,013.31	

*Red Numbers are to show where we would be comparing last year's numbers and previous contractual obligation with this year's revenue.