



City of Longview

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

Agenda

Mint Valley Golf Advisory Board

Wednesday, July 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 July 19, 2023 at 4:00 p.m. in the Conference Room of the Recreation Office, 2920 Douglas St., Longview. The meeting is also available online and/or via telephone.

Microsoft Teams meeting

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Meeting ID: 280 177 959 282

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Phone Conference ID: 373 459 110#

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. **ROLL CALL**

2. **APPROVAL OF MINUTES**

23-001340 MVGAB DRAFT Meeting Minutes 04.19.2023

3. **CONSTITUENT COMMENTS**

4. **BOARD MEMBER COMMENTS**

5. **REPORTS**

23-001342

- a. Pro Shop Manager Report (Verbal)
- b. Golf Maintenance Superintendent Report (Verbal)

c. Director's Report (Verbal)

6. OLD BUSINESS

7. NEW BUSINESS

23-001343 2nd Qtr. Play & Revenue Report

23-001345 Discussion of updates, employment transitions, and the future of the course.

8. ADJOURNMENT

23-001344 Next meeting, October 18, 2023



Minutes

Agenda

Mint Valley Golf Advisory Board

Wednesday, April 19, 2023

4:00 PM

Recreation Office, 2920 Douglas

1. **CALL TO ORDER**

Chairperson Parrish called the meeting to order at 4:16 p.m.

2. **ROLL CALL**

*Members Present: Rick Parrish, Jordan Burns, Kenneth Pence, David Knoyle, Kimberly Higgins
Constituents Present: Erik Halverson
Staff Present: Jennifer Wills, Melissa Harbour, Jim Nickerson, Scott Knapp
Council Liason Present: Angie Wean*

3. **APPROVAL OF MINUTES**

23-001084 MVGAB Draft Minutes 01.18.2023

*A motion was made by Board Member Knoyle and seconded by Board Member Burns to approve the minutes as provided. The motion passed with the following vote:
Ayes: Rick Parrish, Kenneth Pence, Jordan Burns, David Knoyle
Nays: None
Abstain: None
Yes 4, No 0, Abstained 0*

4. **CONSTITUENT COMMENTS**

N/A

5. **BOARD MEMBER COMMENTS**

N/A

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)**

Scott Knapp provided a verbal superintendent report for March 2023. Jim Nickerson provided a verbal manager report for March 2023.

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

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

| PLAYS | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | | REVENUES | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|----------------|-------|-------|-------|------|-------|-------|-------|--|-------------------------|---------------|--------------|--------------|--------|-------------|-------------|-------------|
| 18 Hole | 1498 | 956 | 2,107 | 0 | 976 | 503 | 407 | | 18 Hole | \$ 36,845.55 | \$ 23,475.62 | \$40,329.86 | \$0.00 | \$19,555.46 | \$7,950.68 | \$6,286.47 |
| 9 Hole | 618 | 488 | 1,017 | 0 | 619 | 531 | 419 | | 9 Hole | \$ 9,951.62 | \$ 7,339.04 | \$12,362.88 | \$0.00 | \$9,410.54 | \$6,274.00 | \$4,750.00 |
| Par 3 | 137 | 92 | 224 | 0 | 73 | 62 | 57 | | Par 3 | \$ 816.48 | \$ 531.36 | \$1,283.04 | \$0.00 | \$511.00 | \$434.00 | \$399.00 |
| Pass Play | 851 | 1,431 | 1,659 | 0 | 717 | 443 | 533 | | Pass Sales | \$ 60,298.72 | \$ 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 | \$ 9,682.06 | \$ 7,550.95 | \$5,527.34 | \$0.00 | \$3,620.00 | \$6,087.50 | \$7,915.00 |
| | | | | | | | | | Driving Range 50% * | \$ 3,854.61 | \$ 2,920.30 | \$4,356.13 | \$0.00 | \$2,326.52 | \$2,093.32 | \$2,282.90 |
| | | | | | | | | | Power Carts 15% * | \$ 1,987.07 | \$ 1,596.50 | \$2,413.22 | \$0.00 | \$747.53 | \$712.69 | \$531.75 |
| | | | | | | | | | Concessions 5% * | \$ 669.16 | \$ 582.86 | \$830.98 | \$0.00 | \$435.06 | \$243.07 | \$87.35 |
| Monthly Totals | 3,104 | 2,967 | 5,007 | 0 | 2,385 | 1,539 | 1,416 | | Monthly Totals * | \$ 124,105.27 | \$ 86,426.73 | \$110,025.79 | \$0.00 | \$53,958.62 | \$40,642.25 | \$35,727.47 |

| | | | | | | |
|---|------------------------------|----------------------|----------------------|---------------------|---------------|--------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | Driving Range Actual | \$ 7,709.22 | 5840.6 | \$8,712.26 | \$0.00 | \$4,653.04 |
| | Rentals/Services Actual | \$ 13,465.28 | 10909.27 | \$16,720.79 | \$0.00 | \$5,264.69 |
| | Concessions Actual | \$ 13,383.18 | 11652.58 | \$16,619.63 | \$0.00 | \$12,744.82 |
| | Merchandise | \$ 19,698.47 | 17713.87 | \$24,504.96 | \$0.00 | \$10,578.46 |
| | Tournaments | \$ 92.51 | 0 | \$666.05 | \$0.00 | |
| | Gift Cards | \$ 3,445.40 | 1550 | \$4,975.30 | \$0.00 | \$2,230.00 |
| | Total Monthly Revenue | \$ 175,388.49 | \$ 128,993.39 | \$174,624.45 | \$0.00 | \$85,920.51 |
| | Monthly Sales Tax | \$13,919.49 | \$10,262.30 | \$13,582.22 | \$0.00 | |
| | Monthly TOTAL | \$189,307.98 | \$139,255.69 | \$188,206.67 | \$0.00 | |

*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 | | | | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
| 18 HOLE ROUNDS | 3,535 | 3,222 | 4,076 | 958 | 2,294 | 1,180 | 901 | | PLAY REVENUES | \$102,883.22 | \$93,433.71 | \$97,370.43 | \$27,744.02 | \$68,383.03 | \$31,795.42 | \$24,210.57 |
| 9 HOLE ROUNDS | 1,654 | 1,707 | 2,024 | 908 | 1,509 | 1,260 | 908 | | PAR 3 REVENUES | \$1,801.44 | \$1,762.56 | \$2,417.04 | \$816.48 | \$1,694.00 | \$945.00 | \$782.00 |
| SEASON PASS PLAY | 3,031 | 3,309 | 4,178 | 2,124 | 2,229 | 1,808 | 1,838 | | Driving Range 50% * | \$9,120.84 | \$8,839.97 | \$9,923.37 | \$3,472.20 | \$4,246.27 | \$6,065.40 | \$5,205.92 |
| PAR 3 ROUNDS | 303 | 291 | 419 | 143 | 202 | 135 | 112 | | Power Carts 15% * | \$4,441.80 | \$4,700.58 | \$4,960.57 | \$1,618.38 | \$2,667.28 | \$1,772.89 | \$1,091.88 |
| | | | | | | | | | SEASON PASSES | \$78,418.12 | \$70,439.31 | \$107,868.83 | \$83,121.36 | \$104,865.00 | \$83,384.00 | \$80,945.75 |
| | | | | | | | | | TRAIL & CART FEES | \$14,469.34 | \$15,229.08 | \$19,889.18 | \$12,234.16 | \$25,555.00 | \$22,190.00 | \$24,954.75 |
| | | | | | | | | | Concessions 5% * | \$1,776.13 | \$1,572.35 | \$1,501.48 | \$506.13 | \$954.28 | \$409.15 | \$236.48 |
| Y-T-D PLAYS | 8,523 | 8,529 | 10,697 | 4,133 | 6,234 | 4,383 | 3,759 | | Y-T-D- REVENUES | \$212,910.88 | \$195,977.56 | \$243,930.90 | \$129,512.73 | \$208,364.85 | \$146,561.86 | \$137,427.34 |

| | | | | | | |
|---|-------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | Driving Range Actual | \$18,241.68 | \$17,679.93 | \$19,859.23 | \$6,944.39 | \$12,639.11 |
| | Rentals/Services Actual | \$30,417.99 | \$32,013.36 | \$34,966.80 | \$11,146.38 | \$17,695.36 |
| | Concessions Actual | \$35,522.50 | \$31,435.04 | \$30,029.57 | \$10,122.59 | \$23,129.12 |
| | Merchandise | \$49,107.88 | \$39,357.87 | \$47,977.69 | \$10,703.76 | \$22,074.51 |
| | Tournaments | \$101.76 | \$0.00 | \$666.05 | \$231.25 | |
| | Gift Cards | \$7,430.40 | \$4,062.00 | \$9,488.20 | \$840.00 | \$3,059.00 |
| | Full YTD Revenue | \$338,394.33 | \$305,412.86 | \$370,533.02 | \$163,904.39 | \$279,094.13 |
| | YTD Sales Tax | \$26,529.85 | \$26,320.36 | \$28,725.02 | \$13,108.92 | |
| | TOTAL YTD | \$364,924.18 | \$331,733.22 | \$399,258.04 | \$177,013.31 | |

*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 2023

| MINT VALLEY GOLF COURSE PLAY & REVENUE REPORT MAY 2023 | | | | | | | | | | | | | | | |
|--|-------|-------|-------|-------|-------|-------|-------|-------------------------|---------------|--------------|-------------|-------------|-------------|-------------|-------------|
| PLAYS | | | | | | | | REVENUES | | | | | | | |
| | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
| 18 Hole | 2,504 | 1599 | 2,430 | 1,772 | 2,089 | 1,363 | 903 | 18 Hole | \$ 59,728.45 | \$ 37,785.60 | \$47,452.41 | \$33,464.13 | \$37,907.85 | \$23,078.06 | \$14,979.48 |
| 9 Hole | 1,346 | 749 | 1,079 | 893 | 787 | 1,244 | 1,042 | 9 Hole | \$ 21,446.31 | \$ 11,321.91 | \$14,390.19 | \$10,750.67 | \$9,715.08 | \$14,792.00 | \$12,272.25 |
| Par 3 | 244 | 168 | 264 | 236 | 137 | 766 | 126 | Par 3 | \$ 1,516.32 | \$ 965.52 | \$1,529.28 | \$1,095.12 | \$882.00 | \$1,092.00 | \$868.00 |
| Pass Play | 1,471 | 1,277 | 1,549 | 1,578 | 1,247 | 1,102 | 904 | Pass Sales | \$ 24,197.37 | \$ 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 | \$ 1,859.97 | \$ 4,995.42 | \$531.92 | \$6,799.32 | \$1,275.00 | \$2,170.00 | \$1,070.00 |
| | | | | | | | | Driving Range 50% * | \$ 4,787.85 | \$ 3,369.64 | \$4,385.67 | \$3,244.10 | \$3,566.25 | \$5,017.81 | \$4,114.14 |
| | | | | | | | | Power Carts 15% * | \$ 2,931.96 | \$ 1,795.24 | \$2,336.32 | \$1,696.52 | \$1,255.61 | \$1,881.87 | \$1,333.36 |
| | | | | | | | | Concessions 5% * | \$ 1,321.79 | \$ 858.95 | \$973.92 | \$350.37 | \$864.28 | \$475.41 | \$326.04 |
| Monthly Totals | 5,565 | 3,793 | 5,322 | 4,479 | 4,260 | 4,475 | 2,975 | Monthly Totals * | \$ 117,790.01 | \$ 89,425.72 | \$84,009.13 | \$79,353.61 | \$62,759.82 | \$54,682.14 | \$41,278.26 |

| | | | | | | |
|---|------------------------------|----------------------|----------------------|---------------------|---------------------|---------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | Driving Range Actual | \$ 9,575.69 | \$ 6,739.27 | \$8,771.34 | \$6,488.20 | \$7,132.50 |
| | Rentals/Services Actual | \$ 19,845.64 | \$ 12,286.66 | \$15,852.64 | \$11,443.05 | \$8,801.88 |
| | Concessions Actual | \$ 26,435.79 | \$ 17,178.95 | \$19,478.47 | \$7,007.32 | \$17,285.60 |
| | Merchandise | \$ 32,271.90 | \$ 27,306.74 | \$32,590.85 | \$19,104.35 | \$15,701.02 |
| | Tournaments | \$ 1,000.00 | \$ 2,581.70 | \$0.00 | | |
| | Gift Cards | \$ 3,825.00 | \$ 6,390.00 | \$3,975.12 | \$2,620.00 | \$974.22 |
| | Total Monthly Revenue | \$ 201,702.44 | \$ 155,885.22 | \$156,981.63 | \$120,725.55 | \$106,968.90 |
| | Monthly Sales Tax | \$16,084.99 | \$ 11,931.63 | \$12,227.05 | \$9,491.55 | |
| | Monthly TOTAL | \$217,787.43 | \$167,816.85 | \$169,208.68 | \$130,217.10 | |

*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 | | | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 |
|------------------|--------|--------|--------|-------|--------|-------|-------|------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| 18 HOLE ROUNDS | 6,039 | 4,821 | 6,506 | 2,730 | 4,383 | 2,543 | 1,804 | PLAY REVENUES | \$184,057.98 | \$142,541.22 | \$159,213.03 | \$71,958.82 | \$116,005.96 | \$69,665.48 | \$51,462.30 |
| 9 HOLE ROUNDS | 3,000 | 2,456 | 3,103 | 1,801 | 2,296 | 2,504 | 1,950 | PAR 3 REVENUES | \$3,317.76 | \$2,728.08 | \$3,946.32 | \$1,911.60 | \$2,576.00 | \$2,037.00 | \$1,650.00 |
| SEASON PASS PLAY | 4,502 | 4,586 | 5,727 | 3,702 | 3,476 | 2,910 | 2,742 | Driving Range 50% * | \$13,908.69 | \$12,209.60 | \$14,309.04 | \$6,716.30 | \$7,812.52 | \$11,083.21 | \$9,320.06 |
| PAR 3 ROUNDS | 547 | 459 | 683 | 379 | 339 | 901 | 238 | Power Carts 15% * | \$3,662.88 | \$3,662.88 | \$7,296.89 | \$3,314.90 | \$5,501.87 | \$7,947.27 | \$6,539.28 |
| | | | | | | | | SEASON PASSES | \$102,615.49 | \$98,772.76 | \$120,248.24 | \$106,091.40 | \$112,043.75 | \$89,559.00 | \$87,260.75 |
| | | | | | | | | TRAIL & CART FEES | \$16,329.31 | \$19,669.47 | \$20,421.10 | \$19,033.48 | \$26,830.00 | \$24,360.00 | \$26,024.75 |
| | | | | | | | | Concessions 5% * | \$3,097.91 | \$2,431.30 | \$2,475.40 | \$856.49 | \$1,818.56 | \$884.55 | \$562.51 |
| Y-T-D PLAYS | 14,088 | 12,322 | 16,019 | 8,612 | 10,494 | 8,858 | 6,734 | Y-T-D- REVENUES | \$326,990.02 | \$282,015.31 | \$327,910.03 | \$209,882.99 | \$272,588.66 | \$205,536.51 | \$182,819.65 |

| | | | | | | |
|---|-------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | Driving Range Actual | \$27,817.37 | \$24,419.20 | \$28,630.57 | \$13,432.59 | \$19,771.61 |
| | Rentals/Services Actual | \$50,263.63 | \$44,855.05 | \$50,849.44 | \$23,150.01 | \$26,497.24 |
| | Concessions Actual | \$61,958.29 | \$48,613.99 | \$49,508.04 | \$17,132.68 | \$40,414.72 |
| | Merchandise | \$81,379.78 | \$66,615.97 | \$80,568.54 | \$29,808.12 | \$37,775.53 |
| | Tournaments | \$1,101.76 | \$2,581.70 | \$666.05 | \$231.25 | \$0.00 |
| | Gift Cards | \$11,255.40 | \$10,452.00 | \$13,463.32 | \$3,460.00 | \$4,033.22 |
| | Full YTD Revenue | \$540,096.77 | \$461,249.44 | \$527,514.65 | \$286,260.83 | \$385,948.03 |
| | YTD Sales Tax | \$42,614.84 | \$36,139.78 | \$40,952.07 | \$22,730.08 | |
| | TOTAL YTD | \$582,711.61 | \$497,389.22 | \$568,466.72 | \$308,990.91 | |

*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 2023

| PLAYS | | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | REVENUES | | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | | | | | | | |
|----------------|--|-------|-------|-------|-------|-------|-------|-------|-------------------------|----|------------|------|-----------|------|-----------|------|-----------|----|-----------|----|-----------|----|-----------|--------|
| 18 Hole | | 3,020 | 2,302 | 2,466 | 2,575 | 2,847 | 1,524 | 1,247 | 18 Hole | \$ | 72,836.24 | \$ | 49,214.17 | \$ | 50,523.32 | \$ | 45,855.32 | \$ | 45,694.00 | \$ | 27,207.20 | \$ | 20,378.94 | |
| 9 Hole | | 1,507 | 1,132 | 1,210 | 1,284 | 1,006 | 1,456 | 1,338 | 9 Hole | \$ | 23,013.94 | \$ | 16,521.35 | \$ | 15,149.33 | \$ | 14,685.77 | \$ | 12,896.60 | \$ | 16,919.00 | \$ | 15,745.25 | |
| Par 3 | | 344 | 199 | 343 | 260 | 260 | 189 | 151 | Par 3 | \$ | 1,995.84 | \$ | 1,179.36 | \$ | 1,846.80 | \$ | 1,490.00 | \$ | 1,568.00 | \$ | 1,309.00 | \$ | 1,043.00 | |
| Pass Play | | 1,556 | 2,288 | 1,820 | 1,675 | 1,388 | 1,138 | 939 | Pass Sales | \$ | 551.76 | \$ | 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 | \$ | 531.42 | | | \$ | 555.03 | \$ | 2,127.68 | \$ | 160.75 | \$ | 937.50 | \$ | 75.00 | |
| | | | | | | | | | Driving Range 50% * | \$ | 5,506.76 | \$ | 3,889.23 | \$ | 4,429.32 | \$ | 4,173.32 | \$ | 4,075.00 | \$ | 5,966.42 | \$ | 4,804.34 | |
| | | | | | | | | | Power Carts 15% * | \$ | 3,376.37 | \$ | 2,597.49 | \$ | 2,694.44 | \$ | 2,340.77 | \$ | 2,209.76 | \$ | 2,264.18 | \$ | 1,820.45 | |
| | | | | | | | | | Concessions 5% * | \$ | 1,557.45 | \$ | 1,204.39 | \$ | 1,104.61 | \$ | 707.17 | \$ | 1,297.32 | \$ | 586.00 | \$ | 457.80 | |
| Monthly Totals | | 6,427 | 5,921 | 5,839 | 5,794 | 5,501 | 4,307 | 3,675 | Monthly Totals * | \$ | 109,369.78 | \$ | 75,154.56 | \$ | 82,637.94 | \$ | 75,772.27 | \$ | 70,693.93 | \$ | 58,674.29 | \$ | 47,868.53 | |

| | | | | | | | | | | | | | | | | | | | |
|--|--|---------------------|---------------------|---------------------|---------------------|--|--|--|------------------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | | | | | | | | | Driving Range Actual | \$ | 11,013.52 | \$ | 7,778.45 | \$ | 8,798.50 | \$ | 8,341.71 | \$ | 8,150.00 |
| *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. | | | | | | | | | Rentals/Services Actual | \$ | 22,977.11 | \$ | 17,800.46 | \$ | 17,754.58 | \$ | 15,724.99 | \$ | 15,718.69 |
| | | | | | | | | | Concessions Actual | \$ | 31,148.95 | \$ | 24,087.79 | \$ | 22,066.32 | \$ | 14,132.29 | \$ | 25,964.37 |
| | | | | | | | | | Merchandise | \$ | 35,609.60 | \$ | 33,803.07 | \$ | 30,642.51 | \$ | 26,611.98 | \$ | 24,198.32 |
| | | | | | | | | | Tournaments | \$ | 11,092.61 | \$ | 2,327.83 | | | \$ | 0.00 | | |
| | | | | | | | | | Gift Cards | \$ | 7,366.00 | \$ | 7,202.00 | \$ | 3,955.00 | \$ | 4,878.00 | \$ | 3,729.47 |
| | | | | | | | | | Total Monthly Revenue | \$ | 218,136.99 | \$ | 160,463.05 | \$ | 157,626.48 | \$ | 138,239.98 | \$ | 140,872.70 |
| | | | | | | | | | Monthly Sales Tax | \$ | 17,125.59 | \$ | 12,258.49 | \$ | 12,276.98 | \$ | 10,616.88 | | |
| Monthly TOTAL | | \$235,262.58 | \$172,721.54 | \$169,903.46 | \$148,856.86 | | | | | | | | | | | | | | |

| YEAR TO DATE COMPARISONS | | | | | | | | | | | | | | | | | | | | | | | |
|--------------------------|--|--------|--------|--------|--------|--------|--------|--------|---------------------|----|------------|------|------------|------|------------|------|------------|----|------------|----|------------|----|------------|
| | | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | | | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | | | | | | |
| 18 HOLE ROUNDS | | 9,059 | 7,123 | 8,972 | 5,305 | 7,230 | 4,067 | 3,051 | PLAY REVENUES | \$ | 279,908.16 | \$ | 208,276.74 | \$ | 224,885.68 | \$ | 132,499.91 | \$ | 174,596.56 | \$ | 113,791.68 | \$ | 87,586.49 |
| 9 HOLE ROUNDS | | 4,507 | 3,588 | 4,313 | 3,085 | 3,302 | 3,960 | 3,288 | PAR 3 REVENUES | \$ | 5,313.60 | \$ | 3,907.44 | \$ | 5,793.12 | \$ | 3,401.60 | \$ | 4,144.00 | \$ | 3,346.00 | \$ | 2,693.00 |
| SEASON PASS PLAY | | 6,058 | 6,874 | 7,547 | 5,377 | 4,864 | 4,048 | 3,681 | Driving Range 50% * | \$ | 19,415.45 | \$ | 16,098.83 | \$ | 18,738.36 | \$ | 10,889.62 | \$ | 11,887.52 | \$ | 17,049.62 | \$ | 14,124.40 |
| PAR 3 ROUNDS | | 891 | 658 | 1,026 | 639 | 599 | 1,090 | 389 | Power Carts 15% * | \$ | 7,039.25 | \$ | 6,260.37 | \$ | 9,991.34 | \$ | 5,655.67 | \$ | 7,711.63 | \$ | 10,211.45 | \$ | 8,359.72 |
| | | | | | | | | | SEASON PASSES | \$ | 103,167.25 | \$ | 99,321.33 | \$ | 126,583.33 | \$ | 110,483.64 | \$ | 114,836.25 | \$ | 93,044.00 | \$ | 90,804.50 |
| | | | | | | | | | TRAIL & CART FEES | \$ | 16,860.73 | \$ | 19,669.47 | \$ | 20,976.13 | \$ | 21,161.16 | \$ | 26,990.75 | \$ | 25,297.50 | \$ | 26,099.75 |
| | | | | | | | | | Concessions 5% * | \$ | 4,655.36 | \$ | 3,635.69 | \$ | 3,580.01 | \$ | 1,563.66 | \$ | 3,115.88 | \$ | 1,470.55 | \$ | 1,020.32 |
| Y-T-D PLAYS | | 20,515 | 18,243 | 21,858 | 14,406 | 15,995 | 13,165 | 10,409 | Y-T-D- REVENUES | \$ | 436,359.80 | \$ | 357,169.87 | \$ | 410,547.97 | \$ | 285,655.26 | \$ | 343,282.58 | \$ | 264,210.80 | \$ | 230,688.18 |

| | | | | | | | | | | | | | | | | | | | |
|--|--|---------------------|---------------------|---------------------|---------------------|--|--|--|-------------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|-----------|-------------------|
| Rentals/Services = Power/Pull Cart-Club Rentals-Repairs | | | | | | | | | Driving Range Actual | \$ | 38,830.89 | \$ | 32,197.65 | \$ | 37,429.07 | \$ | 21,773.90 | \$ | 27,921.61 |
| *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. | | | | | | | | | Rentals/Services Actual | \$ | 73,240.74 | \$ | 62,655.51 | \$ | 68,604.02 | \$ | 38,750.00 | \$ | 42,215.93 |
| | | | | | | | | | Concessions Actual | \$ | 93,107.24 | \$ | 72,701.78 | \$ | 71,574.36 | \$ | 31,264.97 | \$ | 66,379.09 |
| | | | | | | | | | Merchandise | \$ | 116,989.38 | \$ | 100,419.04 | \$ | 111,211.05 | \$ | 56,747.52 | \$ | 61,973.85 |
| | | | | | | | | | Tournaments | \$ | 12,194.37 | \$ | 4,909.53 | | 666.05 | \$ | 231.25 | | |
| | | | | | | | | | Gift Cards | \$ | 18,621.40 | \$ | 17,654.00 | \$ | 17,418.32 | \$ | 8,338.00 | \$ | 7,762.69 |
| | | | | | | | | | Full YTD Revenue | \$ | 758,233.76 | \$ | 621,712.49 | \$ | 685,141.13 | \$ | 424,651.95 | \$ | 526,820.73 |
| | | | | | | | | | YTD Sales Tax | \$ | 59,740.43 | \$ | 48,398.27 | \$ | 53,229.05 | \$ | 33,346.96 | | |
| TOTAL YTD | | \$817,974.19 | \$670,110.76 | \$738,370.18 | \$457,998.91 | | | | | | | | | | | | | | |