

**City of Albuquerque Municipal  
Golf Advisory Board Agenda  
August 15, 2024 1:00-2:30 pm  
Ladera Banquet Room**

1. Meeting is called to order and roll taken (1:00-1:01)
2. Introductions (1:02-3:03)
3. Review of minute (last meeting July 18, 2024) (1:04-1:05)
4. Public Comments (1:06-1:10)
5. Golf Management reports and updates (1:11-1:30)
  - a. Personnel updates
  - b. Rounds and Revenue Report
  - c. Current Projects
6. Golf Course issues (1:31-2:00)
7. Old Business (2:01-2:10)
  - a) Women's City Tournament
  - b) Bylaws
  - c) LD Lighting Project
  - d) Etiquette
8. New Business – (2:11-2:25)  
Next Meeting- Los Altos Banquet Hall, September 19, 2024

**City of Albuquerque Municipal  
Golf Advisory Board Minutes  
Meeting Held 6/18/2024  
Location: ADO Golf Management Office**

**In attendance**

<b>Denise Foor</b>	<b>ADO Women's</b>	<b>Dave Salas</b>	<b>COA, Golf Management</b>
	<b>ADO Men's</b>	<b>Henry Rodarte</b>	<b>COA, Golf Management</b>
	<b>Los Altos Women's</b>	<b>Gabe Moreno</b>	<b>COA, Golf Management</b>
	<b>Los Altos Men's</b>	<b>Melissa DeHerrera</b>	<b>COA, Golf Management</b>
	<b>Ladera Women's</b>	<b>David Flores</b>	<b>COA, Parks and Rec-zoom</b>
	<b>Ladera Men's</b>		
<b>Theresa Araiza- zoom</b>	<b>PDS Women's</b>	<b>Claudia Melendrez</b>	<b>Public-zoom</b>
<b>David Sanchez</b>	<b>PDS Men's</b>	<b>Francis Forshaw</b>	<b>Public</b>
	<b>Youth Golfers</b>	<b>Matthew Munoz</b>	<b>Public</b>
	<b>Senior Golfers</b>		
<b>Deb Thrall</b>	<b>At Large</b>		
	<b>PDS Concessionaire</b>		
	<b>LA Concessionaire</b>		
	<b>LD Concessionaire</b>		
<b>Tony Hidalgo</b>	<b>ADO Concessionaire</b>		

Meeting was called to order at 3:00pm by Deb Thrall

**Introductions**

Deb Thrall opened the Golf Advisory Board (GAB) meeting dialogue. We went around having self-introductions of everyone in attendance which included: Board Members and City Staff.

## Minutes

Changes in the minutes to include: no changes Denise motioned and David second.

### Public Comments

Dave stated the future projects are:

#### Capital Outlay

- LD Plan and design of: 525k
  - Cantina, 99.9 % completed. DMD has not sent in report/ punch list to Dave as of yet. He will reach out again to DMD. There was a broken glass and waiting on contractors to come in and fix.
  - Night range lighting al LD, cost estimate, waiting on approval from the EPC approved zone change, HOA appealed, waiting for a new hearing to be set.
- PDS Plan and design of: 100k
  - Outdoor seating improvements 200k. all preliminaries have been done and met with Exer-play and there will be a little shift on design due to expenses, still planning on adding shade and add an artificial tee line like LD has.
- LA plan and design of: 50k
  - Outdoor seating improvement – still no movement

#### GO Bond Projects Proposed: Ongoing

- Tee Line ADO Scheduling for Fall 2024.
- Resurface Cafe counter tops at ADO, GSD (General Service Dept) is looking to Remodel to a more modern updated look, this will not come out of Golf budget.
- Fire Suppression System – roof replacement at Cart barn building is out of code and is quoted, cost \$40,000 for updated system.
- Replace north windows in banquet room LD Received quote, DMD is scheduling with the contractor to get started in September 2024.
- Replace Netting holes 3 and 14 LA Supplies are scheduled to come in on July 22, 2024. Will work on 3 then finish up 14.
- Update Network to maintenance building LA No movement yet
- Quotes are finished for the replacement of carpeting at the LA Pro Shop, Banquet room and Café.
- Paint is almost done at PDS Proshop and quotes will be done soon for the carpet replacement.
- Soil and water amendments under way, Irrigation distribution improvements over winter months and seeding to continue in spring PDS Continual Procurement of golf course equipment Ongoing/ All pieces in less Gators and Trucks

- Current Projects:
  - Clean up of courses due to heavy rains/winds ADO has big branches that fallen.
  - Seeding of PDS continual project
  - Gazebo at ADO looking last week of July to move electrical and contractors will start to base fill the basement. Will take 5 to 6 weeks to fill due to setting and curing of material.
- Projects on hold
  - System installed just waiting on phone line for monitoring LA maintenance shop. ongoing

**Dave Salas reported:**

- Applications for the E16 Golf Manager has been interviewed/selected internally and is in process with HR, these are for LA, ADO and PDS. Once these are filled the LD will be posted for Golf Manager.
- PDS Utility Repairer was reposted and will close 6/21/2024.
- Equipment Operator at ADO is to be posted and will close 7/26/2024

**Gabe Moreno reported:**

**June 2024 information from the July 18<sup>th</sup> Advisory Board Meeting at the Golf Management Office**

Comparing FY24 to FY23, we are up **4.81% or 12,398** in total in rounds, up **5.30% or \$215,055** in total in green fee revenue, up **5.27% or \$25,279** in total in pass revenue, resulting in being up overall **5.30% or \$240,334** in total revenue to complete FY24.

For prior month comparisons from May 2024 to June 2024 we were up **1.69% or 525** in total in rounds, up **7.32% or \$35,597** in total in green fee revenue, down **-42.92% or (\$23,005)** in total in pass revenue, and up **2.24% or \$17,593** in total in total revenue.

For Fiscal Year month comparisons from June 2024 to June 2023 we were up **4.49% or 1,358** in total in rounds, up **3.43% or 17,288** in total in green fee revenue, up **16.72% or \$7,676** in total in pass revenue, and up **4.53% or \$24,965** in total in total revenue.

For the completed FY24 Golf Revenue was \$ 6,373,327.58 minus Expenses of **(\$ 5,821,020.02) = \$ 552,307.56 net profit** through June 2024.

**NOTE: Net Profit/Loss Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust COA and Concessionaire amounts based on percentage splits of each inventory or service item.**

There was also issue with Puerto Del Sol's Rounds for June with Rectrac adding extra 9-hole replay rounds incorrectly being added each time a 9-hole round was charged. This caused PDS June total rounds to come down from the 5,218 rounds reported in June to the correct number of 3,687. Vermont Systems found it was a COA-DTI rule that was created in Tee Sheet that caused this issue. Vermont Systems removed the 9/18-hole replay option from Tee Sheet at all courses and instructed us have the concessionaires use the buttons for all replay rounds.

**July 2024 information for the upcoming August 15<sup>th</sup> Advisory Board Meeting at the Ladera Banquet Room**

Comparing FY25 to FY24, we are up **12.38% or 3,452** in total in rounds, up **5.46% or \$25,449** in total in green fee revenue, up **33.15% or \$10,138** in total in pass revenue, resulting in being up overall **7.17% or \$35,587** in total revenue to complete FY24.

For prior month comparisons from June 2024 to July 2024 we were down **-5.67% or -1,776** in total in rounds, down **-6.20% or (\$30,457)** in total in green fee revenue, down **-31.62% or (\$12,876)** in total in pass revenue, and down **-8.14% or (\$43,333)** in total in total revenue.

For Fiscal Year month comparisons from FY25 July 2024 to FY24 June 2023 we were up **12.38% or 3,452** in total in rounds, up **5.46% or 25,449** in total in green fee revenue, up **33.15% or \$10,138** in total in pass revenue, and up **7.17% or \$35,587** in total in total revenue.

**For the completed FY24 Golf Revenue was \$ TBD minus Expenses of (\$ TBD) = \$ TBD net profit/loss through June 2024. The Fiscal Manager will calculate this information in late mid-late August so it will be added to September's GAB meeting minutes.**

**NOTE: Net Profit/Loss Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust COA and Concessionaire amounts based on percentage splits of each inventory or service item.**

Gabe will bring FY 2023 revenue vs expenses in the August report

### Arroyo Del Oso issues:

1. Gazebo will take 5-6 weeks to fill and cure.
2. Hole #3, we received 8 rolls of sod from the Isotopes and we are slowly laying down sod, this will take 2-4 weeks for completion.

### Ladera issues:

1. Silver Tee boxes were moved to match the cards. Address the tees that are unlevel, compare to SCAGA
2. #3 and #12 the silver tee boxes are sloping, will get with Vince Sena.

### Puerto Del Sol issues:

1. Finishing up the striping north end of the parking lot after it is repaved. Follow up with Kenny Ortiz striping as it's not scheduled as of yet. Dave will follow up- no correspondences may have to pay out of budget. There still has been no movement.
2. Fencing is an ongoing issue, will reweld the holes in the fencing.
3. ADA compliance Signage by register and lower gate for help getting up hill. No signs have been posted as of yet. Will follow up with Mark McFall or Colby Reddoch.
4. Air condition unit is waiting on parts need compressor and mother board, there are portables for the time being used.
5. Asst. Supervisor has greatly improved the playability of the course; water amendments and the entire crew has done an outstanding job.

### Los Altos issues:

1. Bike path restriping, not done yet. Gates are temporarily closed due to construction. They are on phase 2 west of state part and the swimming pool doing something. It used to be the old satellite.
2. Hole(s) needs to be fixed #8 netting back of the driving range. Ongoing made patches.
4. Prairie Dogs Pals have been coming out and harvesting/relocating, started by AWD and continue to working east bound.
5. Netting on #3 the vendor will be coming out on July 22 to be repaired.
6. Can netting be raised near driving range? This will help with cars not being hit due to very busy days of Fridays, Saturday and Sundays. Monies will need to be discussed with fiscal.

**Concessionaire Comments** – Tony Hidalgo- what is the issue with the players bringing animals on the course? Dave mentioned that employees need to ask the 2 questions on page 30 of the Golf Manual.

**Barbara Lail Senior Representative:** Nothing to report

**Youth on Course:** Nothing to report

**General Board Member Comments –**

- Need to include “no weapons allowed” on property signage for LA, spoke with parks management and they have signs we can pick up and posted.
- Multiple concerns on the POS credit card sales, waiting on pricing from 3 vendors to see if we can change the POS system
- Dave found some old literature on golf etiquette, may be a good idea to recirculate.
- David Sanchez will do a beginning of the bylaws for the GAB

**Old Business:**

- Rates – Last month Council approved a \$1.00 increase but we have not been told to impose those of yet, will give 30-day notice once directed to do so.
- Women’s City Championship: Women's City Championship Tournaments are set up and rates approved. Will share the pricing in a few weeks and please pass along information to others.

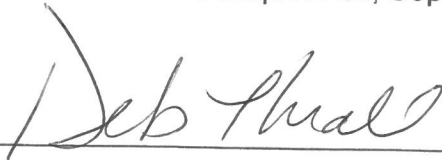
**New Business:**

- Ladera Lighting Project – removal of the application due to the new lighting requirements in the IDO. Will do a new application in the future will need to review the conditions and regulations in the IDO. Flores would like physical presence of the GAB and a letter of support. This should happen within the next few months.

Meeting adjourned at 4:22pm – Denise Motioned, David second.

Next Meeting will be held at LA Banquet Hall, September 19, 2024

Approved by: \_\_\_\_\_



Deb Thrall/ Denise Foor

### FY 2024 Golf Management Division - Rounds and Revenue

	Arroyo del Oso		Ladera		Los Altos		Puerto del Sol		GMD						
Fiscal Year 24	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
July	9,472	179,279	7,949	124,231	6,637	112,102	3,637	50,378	3,766	50,378	30,581	27,489	465,990	30,581	496,571
August	9,971	172,785	8,203	122,920	6,283	114,266	3,266	50,883	3,266	50,883	32,287	28,333	480,794	32,287	493,071
September	8,480	151,053	7,184	107,545	5,908	88,739	3,709	43,252	3,709	43,252	32,709	24,491	393,389	32,709	426,098
October	7,780	141,442	6,873	103,111	6,104	96,431	2,944	40,705	2,944	40,705	22,952	23,672	381,692	22,952	404,644
November	5,763	101,141	5,103	69,540	3,754	57,022	1,756	25,579	1,756	25,579	21,357	16,376	253,282	21,357	274,639
December (Closed 23th)	4,360	88,106	4,098	58,676	3,025	46,511	1,315	15,416	1,315	15,416	35,186	12,799	208,710	35,186	243,896
January (Closed Approx. 2-10 Days)	3,699	64,626	3,966	52,254	2,225	31,496	1,469	15,722	1,469	15,722	41,471	11,458	164,099	41,471	205,570
February (Closed Feb. 10th & 11th)	5,209	90,802	4,982	65,932	3,226	52,284	1,674	21,953	1,674	21,953	52,386	15,573	200,081	52,386	262,447
March	7,681	133,888	6,865	88,177	4,994	71,334	2,333	31,125	2,333	31,125	45,991	21,633	325,124	45,991	371,105
April	6,923	153,930	7,597	99,448	6,078	86,438	2,927	39,932	2,927	39,932	60,505	25,520	379,748	60,505	440,253
May	10,533	190,092	9,019	125,122	7,900	120,935	3,899	50,148	3,899	50,148	76,800	31,061	486,299	76,800	562,899
June	10,629	208,314	9,889	135,414	7,581	122,535	5,218	55,634	5,218	55,634	53,995	33,117	521,896	53,995	575,491
<b>Total FY24</b>	<b>82,500</b>	<b>\$ 1,676,239</b>	<b>81,283</b>	<b>\$ 1,151,970</b>	<b>64,697</b>	<b>\$ 1,000,073</b>	<b>33,980</b>	<b>\$ 442,738</b>	<b>33,980</b>	<b>\$ 442,738</b>	<b>\$ 504,990</b>	<b>271,860</b>	<b>\$ 4,271,040</b>	<b>\$ 504,990</b>	<b>\$ 4,776,030</b>

Comparing FY24 to FY23, we are up 5.40% or 13,929 in total in rounds, up 5.30% or \$215,055 in total in green fee revenue, up 5.27% or \$35,279 in total in pass revenue, resulting in us being up overall 5.30% or \$240,334 in total revenue to complete FY24.

For prior month comparisons from May 2024 to June 2024 we were up 6.62% or 2,056 in total in rounds, up 7.32% or \$35,597 in total in green fee revenue, down -42.92% or (\$23,005) in total in pass revenue, and up 2.24% or \$12,593 in total in total revenue.

For Fiscal Year month comparisons from June 2024 to June 2023 we were up 9.56% or 2,889 in total in rounds, up 3.43% or \$17,288 in total in green fee revenue, up 16.72% or \$7,676 in total in pass revenue, and up 4.53% or \$24,965 in total in total revenue.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/net loss through June 2024.

NOTE: Net Profit Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust COA and Concessional percentage splits.

NOTE: Starting April 1, 2022, all Annual Pass Sales/Renewals are only done at the Golf Management Office causing Golf Pass Revenue to show up only in GMD.

	FY24 vs. FY23		
Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
271,860	4,271,040	504,990	4,776,030
257,031	4,055,985	479,711	4,535,696
5.40%	5.30%	5.27%	5.30%
13,929	215,055	25,279	240,334
6.62%	7.32%	-42.92%	2.24%
2,056	35,597	(23,005)	12,593
9.56%	3.43%	16.72%	4.53%
2,889	17,288	7,676	24,965

	Arroyo del Oso		Ladera		Los Altos		Puerto del Sol		GMD						
Fiscal Year 23	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
July	10,328	185,964	7,893	124,281	7,620	117,028	4,010	55,042	4,010	55,042	50,057	30,651	482,315	50,057	532,373
August	10,197	173,237	8,200	119,925	6,783	101,848	3,167	43,399	3,167	43,399	40,162	28,971	444,409	40,162	484,571
September	8,787	153,483	7,197	104,778	6,244	93,023	3,294	44,271	3,294	44,271	32,681	23,522	396,165	32,681	428,866
October	7,521	134,176	5,961	88,267	5,094	80,246	2,664	36,337	2,664	36,337	20,281	17,240	339,010	20,281	359,297
November	5,310	94,172	4,299	59,224	4,047	57,178	1,693	22,062	1,693	22,062	10,448	15,343	232,175	10,448	242,623
December (Closed 25th)	4,047	83,551	3,375	50,380	3,196	46,049	1,447	20,888	1,447	20,888	28,819	12,065	200,898	28,819	229,717
January	3,680	61,383	3,357	47,308	2,884	35,657	1,565	17,949	1,565	17,949	44,181	11,266	162,099	44,181	206,279
February	4,359	75,992	3,893	59,641	3,172	42,673	1,327	20,416	1,327	20,416	27,362	12,949	198,883	27,362	226,245
March	6,820	93,942	5,199	72,642	4,623	63,142	2,769	28,430	2,769	28,430	46,643	17,610	256,195	46,643	302,838
April (Closed 11th)	8,231	142,312	7,146	106,774	6,397	99,616	3,112	43,142	3,112	43,142	43,840	24,886	381,844	43,840	425,684
May	9,163	167,472	7,475	113,345	7,638	119,635	3,322	44,779	3,322	44,779	89,319	27,590	444,449	89,319	533,768
June	10,264	191,620	8,660	140,044	7,284	116,554	4,020	55,990	4,020	55,990	45,919	30,228	504,608	45,919	550,527
<b>Total FY23</b>	<b>87,707</b>	<b>\$ 1,587,283</b>	<b>72,664</b>	<b>\$ 1,085,579</b>	<b>65,196</b>	<b>\$ 974,488</b>	<b>32,374</b>	<b>\$ 436,634</b>	<b>32,374</b>	<b>\$ 436,634</b>	<b>\$ 479,711</b>	<b>257,937</b>	<b>\$ 4,055,985</b>	<b>\$ 479,711</b>	<b>\$ 4,535,696</b>
FY24	92,500	\$ 1,676,239	81,283	\$ 1,151,970	64,697	\$ 1,000,073	33,980	\$ 442,738	33,980	\$ 442,738	\$ 504,990	271,860	\$ 4,271,040	\$ 504,990	\$ 4,776,030
FY23	87,707	\$ 1,587,283	72,664	\$ 1,085,579	65,196	\$ 974,488	32,374	\$ 436,634	32,374	\$ 436,634	\$ 479,711	257,937	\$ 4,055,985	\$ 479,711	\$ 4,535,696
Delta(e)	4,793	\$ 188,956	8,619	\$ 63,391	18,491	\$ 25,587	1,606	\$ 106,104	1,606	\$ 106,104	25,279	13,929	\$ 215,055	25,279	\$ 240,334



FY 2024 Golf Management Division - Rounds and Revenue

Fiscal Year 24	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD			
	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue
July	9,472	\$ 179,279	\$ -	\$ 179,279	7,949	\$ 124,231	\$ -	\$ 124,231	6,837	\$ 112,027	\$ -	\$ 112,027	3,631	\$ 50,378	\$ -	\$ 50,378	27,989	\$ 465,990	\$ -	\$ 465,990
August	9,971	\$ 172,796	\$ -	\$ 172,796	8,293	\$ 127,820	\$ -	\$ 127,820	6,283	\$ 114,256	\$ -	\$ 114,256	3,726	\$ 50,893	\$ -	\$ 50,893	28,333	\$ 460,754	\$ -	\$ 460,754
September	8,480	\$ 151,853	\$ -	\$ 151,853	7,194	\$ 107,545	\$ -	\$ 107,545	5,696	\$ 88,239	\$ -	\$ 88,239	3,209	\$ 45,292	\$ -	\$ 45,292	24,919	\$ 390,389	\$ -	\$ 390,389
October	7,760	\$ 141,442	\$ -	\$ 141,442	6,613	\$ 103,111	\$ -	\$ 103,111	6,104	\$ 93,373	\$ -	\$ 93,373	2,944	\$ 40,705	\$ -	\$ 40,705	22,624	\$ 381,689	\$ -	\$ 381,689
November	5,763	\$ 101,141	\$ -	\$ 101,141	5,023	\$ 89,540	\$ -	\$ 89,540	6,104	\$ 57,022	\$ -	\$ 57,022	1,786	\$ 25,579	\$ -	\$ 25,579	16,376	\$ 253,282	\$ -	\$ 253,282
December (Closed 25th)	4,360	\$ 88,106	\$ -	\$ 88,106	4,096	\$ 86,676	\$ -	\$ 86,676	3,025	\$ 46,511	\$ -	\$ 46,511	1,315	\$ 15,416	\$ -	\$ 15,416	12,796	\$ 198,099	\$ -	\$ 198,099
January (Closed Approx. 2-10 Days)	3,999	\$ 64,606	\$ -	\$ 64,606	3,686	\$ 52,254	\$ -	\$ 52,254	2,325	\$ 31,486	\$ -	\$ 31,486	1,168	\$ 15,222	\$ -	\$ 15,222	11,438	\$ 164,009	\$ -	\$ 164,009
February (Closed Feb. 10th & 11th)	3,209	\$ 50,802	\$ -	\$ 50,802	4,922	\$ 62,032	\$ -	\$ 62,032	3,128	\$ 52,254	\$ -	\$ 52,254	1,674	\$ 15,722	\$ -	\$ 15,722	11,438	\$ 164,009	\$ -	\$ 164,009
March	7,887	\$ 133,888	\$ -	\$ 133,888	6,605	\$ 88,777	\$ -	\$ 88,777	4,984	\$ 71,334	\$ -	\$ 71,334	2,350	\$ 31,125	\$ -	\$ 31,125	21,623	\$ 326,124	\$ -	\$ 326,124
April	8,923	\$ 153,930	\$ -	\$ 153,930	7,292	\$ 99,448	\$ -	\$ 99,448	8,018	\$ 86,438	\$ -	\$ 86,438	2,927	\$ 38,932	\$ -	\$ 38,932	25,620	\$ 379,748	\$ -	\$ 379,748
May	10,553	\$ 190,092	\$ -	\$ 190,092	9,019	\$ 123,122	\$ -	\$ 123,122	7,790	\$ 120,935	\$ -	\$ 120,935	3,699	\$ 50,148	\$ -	\$ 50,148	31,061	\$ 486,289	\$ -	\$ 486,289
June	10,629	\$ 208,314	\$ -	\$ 208,314	9,699	\$ 135,414	\$ -	\$ 135,414	7,961	\$ 122,535	\$ -	\$ 122,535	-	\$ 55,634	\$ -	\$ 55,634	-	\$ 486,289	\$ -	\$ 486,289
Total FY24	92,500	\$ 1,876,239	\$ -	\$ 1,876,239	81,243	\$ 1,151,970	\$ -	\$ 1,151,970	64,097	\$ 1,000,073	\$ -	\$ 1,000,073	32,449	\$ 442,738	\$ -	\$ 442,738	270,329	\$ 4,271,040	\$ -	\$ 4,271,040

Comparing FY24 to FY23, we are up 4.81% or 12,398 in total in rounds, up 5.30% or \$215,055 in total in green fee revenue, up 5.27% or \$25,279 in total in pass revenue, resulting in us being up overall 5.30% or \$240,334 in total revenue to complete FY24.

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	Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
FY24 vs FY23	270,329	\$ 4,271,040	\$ 504,990	\$ 4,776,030
FY24	270,329	\$ 4,271,040	\$ 504,990	\$ 4,776,030
FY23	257,931	\$ 4,055,985	\$ 479,711	\$ 4,535,696
MTD FY 24 Comparison to Prior Month (May 2024 to June 2024)	7,32%	\$ 215,055	\$ 25,279	\$ 240,334
MTD Comparison to Prior FY Month (FY24 June to FY23 June)	3.45%	\$ 35,597	\$ (23,005)	\$ 12,593

Fiscal Year 23	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD			
	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Revenue
July	10,328	\$ 185,984	\$ -	\$ 185,984	7,993	\$ 124,281	\$ -	\$ 124,281	7,420	\$ 117,028	\$ -	\$ 117,028	4,070	\$ 55,042	\$ -	\$ 55,042	30,051	\$ 492,315	\$ -	\$ 492,315
August	10,191	\$ 173,207	\$ -	\$ 173,207	8,200	\$ 119,925	\$ -	\$ 119,925	6,793	\$ 101,848	\$ -	\$ 101,848	3,767	\$ 49,399	\$ -	\$ 49,399	28,957	\$ 444,029	\$ -	\$ 444,029
September	8,787	\$ 153,483	\$ -	\$ 153,483	7,197	\$ 104,778	\$ -	\$ 104,778	6,244	\$ 93,703	\$ -	\$ 93,703	3,794	\$ 44,721	\$ -	\$ 44,721	25,522	\$ 386,185	\$ -	\$ 386,185
October	7,621	\$ 134,176	\$ -	\$ 134,176	6,561	\$ 88,257	\$ -	\$ 88,257	5,094	\$ 80,246	\$ -	\$ 80,246	2,654	\$ 36,337	\$ -	\$ 36,337	21,240	\$ 339,016	\$ -	\$ 339,016
November	5,310	\$ 94,172	\$ -	\$ 94,172	4,299	\$ 89,224	\$ -	\$ 89,224	4,074	\$ 57,718	\$ -	\$ 57,718	1,693	\$ 22,082	\$ -	\$ 22,082	15,343	\$ 232,175	\$ -	\$ 232,175
December (Closed 25th)	4,047	\$ 83,551	\$ -	\$ 83,551	3,375	\$ 50,380	\$ -	\$ 50,380	3,198	\$ 46,049	\$ -	\$ 46,049	1,447	\$ 22,888	\$ -	\$ 22,888	12,065	\$ 182,098	\$ -	\$ 182,098
January	3,880	\$ 61,383	\$ -	\$ 61,383	3,357	\$ 47,308	\$ -	\$ 47,308	2,994	\$ 36,457	\$ -	\$ 36,457	1,355	\$ 17,949	\$ -	\$ 17,949	11,296	\$ 189,893	\$ -	\$ 189,893
February	4,959	\$ 75,952	\$ -	\$ 75,952	3,893	\$ 59,641	\$ -	\$ 59,641	3,172	\$ 42,873	\$ -	\$ 42,873	1,321	\$ 20,416	\$ -	\$ 20,416	12,945	\$ 200,948	\$ -	\$ 200,948
March (Closed 17th)	5,820	\$ 93,942	\$ -	\$ 93,942	5,198	\$ 72,642	\$ -	\$ 72,642	4,823	\$ 63,142	\$ -	\$ 63,142	2,169	\$ 28,430	\$ -	\$ 28,430	17,810	\$ 259,156	\$ -	\$ 259,156
April	8,231	\$ 142,312	\$ -	\$ 142,312	7,146	\$ 106,774	\$ -	\$ 106,774	6,397	\$ 99,616	\$ -	\$ 99,616	3,112	\$ 43,142	\$ -	\$ 43,142	24,886	\$ 391,694	\$ -	\$ 391,694
May	9,163	\$ 187,472	\$ -	\$ 187,472	7,475	\$ 113,345	\$ -	\$ 113,345	7,638	\$ 119,853	\$ -	\$ 119,853	3,322	\$ 44,779	\$ -	\$ 44,779	21,996	\$ 445,448	\$ -	\$ 445,448
June	10,264	\$ 191,620	\$ -	\$ 191,620	8,660	\$ 140,044	\$ -	\$ 140,044	7,284	\$ 116,954	\$ -	\$ 116,954	4,070	\$ 55,990	\$ -	\$ 55,990	30,228	\$ 504,608	\$ -	\$ 504,608
Total FY23	87,707	\$ 1,557,283	\$ -	\$ 1,557,283	72,854	\$ 1,085,579	\$ -	\$ 1,085,579	65,196	\$ 974,486	\$ -	\$ 974,486	32,374	\$ 438,656	\$ -	\$ 438,656	267,937	\$ 4,055,985	\$ -	\$ 4,055,985
FY24	92,500	\$ 1,876,239	\$ -	\$ 1,876,239	81,243	\$ 1,151,970	\$ -	\$ 1,151,970	64,097	\$ 1,000,073	\$ -	\$ 1,000,073	32,449	\$ 442,738	\$ -	\$ 442,738	270,329	\$ 4,271,040	\$ -	\$ 4,271,040
FY23	87,707	\$ 1,557,283	\$ -	\$ 1,557,283	72,854	\$ 1,085,579	\$ -	\$ 1,085,579	65,196	\$ 974,486	\$ -	\$ 974,486	32,374	\$ 438,656	\$ -	\$ 438,656	267,937	\$ 4,055,985	\$ -	\$ 4,055,985
Delta(6)	4,793	\$ 318,956	\$ -	\$ 318,956	8,389	\$ 66,391	\$ -	\$ 66,391	8,899	\$ 48,292	\$ -	\$ 48,292	75	\$ 4,082	\$ -	\$ 4,082	12,392	\$ 215,055	\$ -	\$ 215,055

**FY 2024 Golf Management Division - Rounds and Revenue**

Fiscal Year 24	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD			Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue			
July	9,472	\$ 179,279	\$ -	7,949	\$ 124,231	\$ -	6,837	\$ 112,102	\$ -	3,531	\$ 50,318	\$ -	30,581	\$ -	\$ -			
August	9,971	\$ 172,786	\$ -	8,283	\$ 122,870	\$ -	6,283	\$ 114,266	\$ -	3,766	\$ 50,834	\$ -	32,267	\$ -	\$ -			
September	8,460	\$ 151,883	\$ -	7,194	\$ 107,545	\$ -	5,609	\$ 89,739	\$ -	3,209	\$ 45,292	\$ -	22,109	\$ -	\$ -			
October	7,760	\$ 141,442	\$ -	6,813	\$ 103,111	\$ -	6,104	\$ 96,431	\$ -	2,944	\$ 40,705	\$ -	22,952	\$ -	\$ -			
November	5,763	\$ 101,141	\$ -	5,103	\$ 89,540	\$ -	3,754	\$ 57,022	\$ -	1,756	\$ 25,579	\$ -	21,357	\$ -	\$ -			
December	4,360	\$ 88,106	\$ -	4,089	\$ 86,678	\$ -	3,025	\$ 46,511	\$ -	1,315	\$ 15,416	\$ -	15,416	\$ -	\$ -			
January (Closed 25th)	3,699	\$ 64,626	\$ -	3,966	\$ 52,294	\$ -	2,225	\$ 31,486	\$ -	1,469	\$ 15,272	\$ -	15,272	\$ -	\$ -			
February (Closed Approx. 10th & 11th)	3,209	\$ 90,802	\$ -	4,982	\$ 65,032	\$ -	3,728	\$ 52,294	\$ -	1,674	\$ 21,963	\$ -	15,983	\$ -	\$ -			
March	7,691	\$ 133,889	\$ -	6,805	\$ 86,777	\$ -	4,984	\$ 71,324	\$ -	2,353	\$ 31,125	\$ -	45,981	\$ -	\$ -			
April	8,922	\$ 153,930	\$ -	7,592	\$ 99,448	\$ -	6,078	\$ 86,438	\$ -	2,927	\$ 38,932	\$ -	60,505	\$ -	\$ -			
May	10,553	\$ 190,092	\$ -	9,019	\$ 125,122	\$ -	7,790	\$ 120,935	\$ -	3,699	\$ 50,148	\$ -	76,600	\$ -	\$ -			
June	10,829	\$ 208,314	\$ -	9,899	\$ 135,414	\$ -	7,381	\$ 122,555	\$ -	5,218	\$ 55,634	\$ -	53,985	\$ -	\$ -			
Total FY24	82,500	\$ 1,678,239	\$ -	81,283	\$ 1,151,910	\$ -	64,097	\$ 1,000,073	\$ -	33,980	\$ 442,738	\$ -	504,990	\$ -	\$ -			

Comparing FY24 to FY23, we are up 5.40% or 13,929 in total in rounds, up 5.30% or \$215,055 in total in green fee revenue, up 5.27% or \$25,279 in total in pass revenue, resulting in us being up overall 5.30% or \$240,334 in total revenue to complete FY24.

For prior month comparisons from May 2024 to June 2024 we were up 6.62% or 2,056 in total in rounds, up 7.32% or \$35,597 in total in green fee revenue, down -42.92% or (\$23,005) in total in pass revenue, and up 2.24% or \$12,593 in total in total revenue.

For Fiscal Year month comparisons from June 2024 to June 2023 we were up 9.56% or 2,889 in total in rounds, up 3.43% or \$17,288 in total in green fee revenue, up 16.72% or \$7,676 in total in pass revenue, and up 4.53% or \$24,965 in total in total revenue.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/net loss through June 2024.

NOTE: Net Profit Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust COA and Concessionaire percentage splits.

NOTE: Starting April 1, 2022, all Annual Pass Sales/Renewals are only done at the Golf Management Office causing Golf Pass Revenue to show up only in GMD.

	Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
FY24	271,860	\$ 4,271,040	\$ 504,990	\$ 4,776,030
FY23	257,931	\$ 4,055,985	\$ 479,711	\$ 4,535,696
	5.40%	5.30%	5.27%	5.30%
MTD FY 24 Comparison from Prior Month (May 2024 to June 2024)	6.62%	7.32%	-42.92%	2.24%
MTD Comparison to Prior FY Month (FY24 June to FY23 June)	9.56%	3.43%	16.72%	4.53%
	2,889	\$ 17,288	\$ 7,676	\$ 24,965

Fiscal Year 23	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD			Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue			
July	10,328	\$ 185,964	\$ -	7,893	\$ 124,281	\$ -	7,820	\$ 111,028	\$ -	4,010	\$ 55,042	\$ -	30,057	\$ -	\$ -			
August	10,197	\$ 173,237	\$ -	8,200	\$ 119,925	\$ -	6,793	\$ 101,848	\$ -	3,167	\$ 49,389	\$ -	40,162	\$ -	\$ -			
September	8,787	\$ 153,483	\$ -	7,197	\$ 104,778	\$ -	6,244	\$ 92,703	\$ -	3,294	\$ 44,221	\$ -	32,881	\$ -	\$ -			
October	7,321	\$ 124,172	\$ -	5,961	\$ 88,257	\$ -	5,094	\$ 80,246	\$ -	2,664	\$ 36,337	\$ -	20,281	\$ -	\$ -			
November	5,310	\$ 94,176	\$ -	4,289	\$ 69,224	\$ -	4,041	\$ 57,718	\$ -	1,883	\$ 22,082	\$ -	10,448	\$ -	\$ -			
December (Closed 25th)	4,047	\$ 83,551	\$ -	3,375	\$ 60,360	\$ -	3,196	\$ 46,049	\$ -	1,447	\$ 20,888	\$ -	28,819	\$ -	\$ -			
January	3,680	\$ 61,383	\$ -	3,387	\$ 47,308	\$ -	2,994	\$ 35,497	\$ -	1,355	\$ 17,949	\$ -	44,181	\$ -	\$ -			
February	4,359	\$ 75,982	\$ -	3,883	\$ 59,641	\$ -	3,172	\$ 42,873	\$ -	1,527	\$ 20,416	\$ -	27,362	\$ -	\$ -			
March (Closed 11th)	5,820	\$ 93,942	\$ -	5,198	\$ 72,642	\$ -	4,623	\$ 63,142	\$ -	2,169	\$ 28,430	\$ -	46,643	\$ -	\$ -			
April	6,231	\$ 142,312	\$ -	7,146	\$ 106,774	\$ -	6,397	\$ 99,616	\$ -	3,112	\$ 43,142	\$ -	43,840	\$ -	\$ -			
May	9,163	\$ 187,472	\$ -	7,475	\$ 113,545	\$ -	7,538	\$ 119,853	\$ -	3,922	\$ 44,779	\$ -	69,319	\$ -	\$ -			
June	10,264	\$ 191,620	\$ -	8,680	\$ 140,944	\$ -	7,284	\$ 116,934	\$ -	4,020	\$ 55,900	\$ -	45,919	\$ -	\$ -			
Total FY23	87,707	\$ 1,557,283	\$ -	72,684	\$ 1,005,579	\$ -	65,196	\$ 974,486	\$ -	32,374	\$ 438,656	\$ -	470,711	\$ -	\$ -			
FY24	92,500	\$ 1,678,239	\$ -	81,283	\$ 1,151,910	\$ -	64,097	\$ 1,000,073	\$ -	33,980	\$ 442,738	\$ -	504,990	\$ -	\$ -			
FY23	87,707	\$ 1,557,283	\$ -	72,684	\$ 1,005,579	\$ -	65,196	\$ 974,486	\$ -	32,374	\$ 438,656	\$ -	470,711	\$ -	\$ -			
Delta(s)	4,793	\$ 118,996	\$ -	8,609	\$ 146,331	\$ -	1,899	\$ 25,587	\$ -	1,606	\$ 4,082	\$ -	25,279	\$ -	\$ -			

**FY 2024 Golf Management Division - Rounds and Revenue**

Fiscal Year 24	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD					
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
July	9,472	\$ 179,279	\$ -	7,949	\$ 124,231	\$ -	6,837	\$ 112,102	\$ -	3,631	\$ 50,378	\$ -	30,581	\$ -	\$ -	27,689	\$ 465,990	\$ -	30,581	\$ 465,990	\$ -	\$ 465,990
August	9,971	\$ 172,786	\$ -	8,293	\$ 122,820	\$ -	6,283	\$ 114,266	\$ -	3,786	\$ 50,983	\$ -	32,891	\$ -	\$ -	28,533	\$ 460,794	\$ -	32,891	\$ 460,794	\$ -	\$ 460,794
September	8,480	\$ 151,853	\$ -	7,194	\$ 107,546	\$ -	5,608	\$ 88,728	\$ -	3,229	\$ 43,232	\$ -	32,109	\$ -	\$ -	24,671	\$ 393,389	\$ -	32,109	\$ 393,389	\$ -	\$ 393,389
October	7,760	\$ 141,442	\$ -	6,813	\$ 103,111	\$ -	6,104	\$ 96,631	\$ -	2,944	\$ 40,705	\$ -	22,952	\$ -	\$ -	23,627	\$ 381,689	\$ -	22,952	\$ 381,689	\$ -	\$ 381,689
November	5,763	\$ 101,141	\$ -	5,103	\$ 69,540	\$ -	3,754	\$ 57,022	\$ -	1,736	\$ 25,579	\$ -	21,357	\$ -	\$ -	16,376	\$ 253,282	\$ -	21,357	\$ 253,282	\$ -	\$ 253,282
December (Closed 25th)	4,360	\$ 88,106	\$ -	4,069	\$ 58,676	\$ -	3,025	\$ 46,511	\$ -	1,315	\$ 15,416	\$ -	15,186	\$ -	\$ -	12,798	\$ 208,710	\$ -	15,186	\$ 208,710	\$ -	\$ 208,710
January (Closed Approx. 2-10 Days)	3,699	\$ 64,636	\$ -	3,966	\$ 52,294	\$ -	3,235	\$ 46,511	\$ -	1,468	\$ 15,222	\$ -	14,471	\$ -	\$ -	11,458	\$ 164,959	\$ -	14,471	\$ 164,959	\$ -	\$ 164,959
February (Closed Feb. 10th & 11th)	5,209	\$ 90,802	\$ -	4,622	\$ 65,032	\$ -	3,728	\$ 52,264	\$ -	1,674	\$ 21,963	\$ -	16,386	\$ -	\$ -	13,973	\$ 203,124	\$ -	16,386	\$ 203,124	\$ -	\$ 203,124
March	7,891	\$ 133,888	\$ -	6,926	\$ 99,448	\$ -	4,984	\$ 71,324	\$ -	1,674	\$ 21,963	\$ -	16,386	\$ -	\$ -	13,973	\$ 203,124	\$ -	16,386	\$ 203,124	\$ -	\$ 203,124
April	8,923	\$ 153,930	\$ -	7,592	\$ 113,777	\$ -	6,076	\$ 86,638	\$ -	2,333	\$ 31,129	\$ -	45,981	\$ -	\$ -	21,623	\$ 325,124	\$ -	45,981	\$ 325,124	\$ -	\$ 325,124
May	10,553	\$ 190,092	\$ -	9,019	\$ 125,122	\$ -	7,890	\$ 120,935	\$ -	2,977	\$ 39,932	\$ -	60,505	\$ -	\$ -	25,320	\$ 379,748	\$ -	60,505	\$ 379,748	\$ -	\$ 379,748
June	10,629	\$ 208,314	\$ -	9,639	\$ 135,414	\$ -	7,307	\$ 122,535	\$ -	3,697	\$ 55,634	\$ -	53,995	\$ -	\$ -	31,067	\$ 486,299	\$ -	53,995	\$ 486,299	\$ -	\$ 486,299
Total FY24	82,500	\$ 1,878,239	\$ -	87,283	\$ 1,151,870	\$ -	64,097	\$ 1,000,073	\$ -	32,449	\$ 442,738	\$ -	504,990	\$ -	\$ -	270,329	\$ 4,271,040	\$ -	504,990	\$ 4,271,040	\$ -	\$ 4,271,040

Comparing FY24 to FY23, we are up 4.81% or 12,398 in total in rounds, up 5.30% or \$215,055 in total in green fee revenue, up 5.27% or \$25,279 in total in pass revenue, resulting in us being up overall 5.30% or \$240,334 in total revenue to complete FY24.

For prior month comparisons from May 2024 to June 2024 we were up 1.69% or 525 in total in rounds, up 7.32% or \$35,597 in total in green fee revenue, down -4.92% or (\$23,005) in total in pass revenue, and up 2.24% or \$12,593 in total in total revenue.

For Fiscal Year month comparisons from June 2024 to June 2023 we were up 4.49% or 1,358 in total in rounds, up 3.43% or \$17,288 in total in green fee revenue, up 16.72% or \$7,676 in total in pass revenue, and up 4.53% or \$24,965 in total in total revenue.

FY24 Golf Revenue was \$ 6,373,327.58 minus \$ 5,821,020.02 = \$ 552,307.56 net profit through June 2024.

NOTE: Net Profit Amount is estimated since Journal entries are needed the following month after month end to correctly adjust COA and concessionaire percentage splits.

NOTE: Starting April 1, 2022, all Annual Pass Sales/Renewals are only done at the Golf Management Office causing Golf Pass Revenue to show up only in GMD.

FY24 vs. FY23	Rounds		Green Fee Revenue		Total Golf Pass Revenue		Total Revenue	
	FY24	FY23	FY24	FY23	FY24	FY23	FY24	FY23
	270,329	270,329	\$ 4,271,040	\$ 4,055,985	\$ 504,990	\$ 479,711	\$ 4,776,030	\$ 4,535,696
	12.98%	4.81%	5.30%	5.27%	5.30%	5.27%	240,334	2.4%
	925	925	\$ 35,597	\$ 42,922	\$ (23,005)	\$ 12,593	\$ 12,593	12,593
	4.6%	4.6%	16.72%	16.72%	4.53%	4.53%	24,965	4.53%
	1,358	1,358	\$ 17,288	\$ 17,288	\$ 7,676	\$ 7,676	\$ 24,965	\$ 24,965

Fiscal Year 23	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD					
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Green Fee & Golf Pass Revenue
July	10,326	\$ 185,984	\$ -	7,893	\$ 124,281	\$ -	7,820	\$ 117,028	\$ -	4,010	\$ 55,042	\$ -	50,057	\$ -	\$ -	30,051	\$ 482,315	\$ -	50,057	\$ 482,315	\$ -	\$ 482,315
August	10,191	\$ 173,237	\$ -	8,200	\$ 119,925	\$ -	6,793	\$ 101,848	\$ -	3,167	\$ 49,399	\$ -	40,182	\$ -	\$ -	28,957	\$ 444,109	\$ -	40,182	\$ 444,109	\$ -	\$ 444,109
September	8,187	\$ 153,483	\$ -	7,197	\$ 104,778	\$ -	6,244	\$ 83,703	\$ -	3,294	\$ 44,221	\$ -	32,691	\$ -	\$ -	25,527	\$ 396,185	\$ -	32,691	\$ 396,185	\$ -	\$ 396,185
October	7,521	\$ 124,176	\$ -	5,961	\$ 89,257	\$ -	5,094	\$ 60,265	\$ -	2,664	\$ 36,337	\$ -	20,281	\$ -	\$ -	21,240	\$ 328,016	\$ -	20,281	\$ 328,016	\$ -	\$ 328,016
November	5,310	\$ 94,172	\$ -	4,299	\$ 59,224	\$ -	3,694	\$ 57,718	\$ -	1,669	\$ 22,062	\$ -	10,448	\$ -	\$ -	13,343	\$ 232,175	\$ -	10,448	\$ 232,175	\$ -	\$ 232,175
December (Closed 25th)	4,047	\$ 83,551	\$ -	3,075	\$ 50,380	\$ -	3,196	\$ 46,049	\$ -	1,447	\$ 20,888	\$ -	10,448	\$ -	\$ -	12,065	\$ 200,648	\$ -	10,448	\$ 200,648	\$ -	\$ 200,648
January	3,660	\$ 61,383	\$ -	3,357	\$ 47,308	\$ -	2,894	\$ 38,457	\$ -	1,355	\$ 17,949	\$ -	28,819	\$ -	\$ -	11,286	\$ 162,098	\$ -	28,819	\$ 162,098	\$ -	\$ 162,098
February	4,599	\$ 75,952	\$ -	3,883	\$ 59,641	\$ -	3,172	\$ 47,873	\$ -	1,521	\$ 20,416	\$ -	44,181	\$ -	\$ -	17,286	\$ 258,883	\$ -	44,181	\$ 258,883	\$ -	\$ 258,883
March (Closed 17th)	5,820	\$ 93,942	\$ -	5,189	\$ 72,642	\$ -	4,623	\$ 63,142	\$ -	1,789	\$ 28,430	\$ -	27,382	\$ -	\$ -	19,945	\$ 288,156	\$ -	27,382	\$ 288,156	\$ -	\$ 288,156
April	8,231	\$ 142,312	\$ -	7,146	\$ 106,774	\$ -	6,397	\$ 95,616	\$ -	3,119	\$ 43,142	\$ -	46,643	\$ -	\$ -	24,886	\$ 391,644	\$ -	46,643	\$ 391,644	\$ -	\$ 391,644
May	9,153	\$ 167,472	\$ -	7,475	\$ 113,345	\$ -	6,539	\$ 119,853	\$ -	3,322	\$ 44,779	\$ -	89,319	\$ -	\$ -	27,598	\$ 445,449	\$ -	89,319	\$ 445,449	\$ -	\$ 445,449
June	10,264	\$ 191,020	\$ -	8,660	\$ 140,044	\$ -	7,284	\$ 118,954	\$ -	4,020	\$ 55,990	\$ -	45,919	\$ -	\$ -	30,228	\$ 504,608	\$ -	45,919	\$ 504,608	\$ -	\$ 504,608
Total FY23	87,707	\$ 1,557,283	\$ -	72,654	\$ 1,085,579	\$ -	65,186	\$ 974,488	\$ -	32,374	\$ 434,536	\$ -	479,711	\$ -	\$ -	237,937	\$ 4,055,985	\$ -	479,711	\$ 4,055,985	\$ -	\$ 4,055,985
FY24	92,500	\$ 1,878,239	\$ -	87,283	\$ 1,151,870	\$ -	64,097	\$ 1,000,073	\$ -	32,449	\$ 442,738	\$ -	504,990	\$ -	\$ -	270,329	\$ 4,271,040	\$ -	504,990	\$ 4,271,040	\$ -	\$ 4,271,040
FY23	87,707	\$ 1,557,283	\$ -	72,654	\$ 1,085,579	\$ -	65,186	\$ 974,488	\$ -	32,374	\$ 434,536	\$ -	479,711	\$ -	\$ -	237,937	\$ 4,055,985	\$ -	479,711	\$ 4,055,985	\$ -	\$ 4,055,985
Delta(s)	4,793	\$ 320,956	\$ -	14,629	\$ 66,291	\$ -	(1,089)	\$ 22,585	\$ -	75	\$ 8,202	\$ -	25,279	\$ -	\$ -	12,392	\$ 215,055	\$ -	25,279	\$ 215,055	\$ -	\$ 215,055

JULY - JUNE 2024 REVENUE FOR FY24

ACCOUNTING_PERIOD	ORGANIZATION	ACCOUNT_TYPE	COMPLETE_PROGRAM	LEDGER	FISCAL_YEAR	ACCOUNTING_MONTH	ACTUALS						
(All)	PR-Parks and Recreation Dept	R	4500018 - PR-Golf Program										
Sum of POSTED_TOTAL_AMT													
COMPLETE_DEPARTMENT	COMPLETE_ACCOUNT	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	ACTUALS Total
4511001 - PR-Golf-Strategic Support		\$ (42,915.00)	\$ (53,388.00)	\$ (49,109.64)	\$ (64,391.00)	\$ (81,866.00)	\$ (55,290.50)	\$ (33,680.00)	\$ (36,652.00)	\$ (37,139.18)	\$ (29,061.84)	\$ (22,425.00)	\$ (545,966.16)
4512006 - PR-Arroyo Del Oso-GF		\$ (93,803.53)	\$ (109,895.21)	\$ (180,319.54)	\$ (189,072.01)	\$ (243,967.75)	\$ (281,315.10)	\$ (210,135.84)	\$ (198,554.00)	\$ (139,825.25)	\$ (125,824.49)	\$ (87,881.39)	\$ (2,091,678.82)
4512007 - PR-Ladera-GF		\$ (58,905.96)	\$ (79,656.46)	\$ (119,847.90)	\$ (122,461.22)	\$ (164,313.83)	\$ (181,395.63)	\$ (152,286.66)	\$ (161,424.30)	\$ (139,825.25)	\$ (125,824.49)	\$ (87,881.39)	\$ (1,477,681.92)
4512008 - PR-Los Altos-GF		\$ (37,332.66)	\$ (68,895.31)	\$ (102,601.48)	\$ (109,678.04)	\$ (155,881.20)	\$ (169,918.02)	\$ (143,972.94)	\$ (144,436.87)	\$ (119,284.38)	\$ (121,192.94)	\$ (76,585.48)	\$ (1,324,187.65)
4512009 - PR-Puerto Del Sol-GF		\$ (34,039.54)	\$ (48,969.20)	\$ (67,513.97)	\$ (85,674.82)	\$ (111,141.39)	\$ (131,305.47)	\$ (117,764.28)	\$ (128,833.54)	\$ (99,014.49)	\$ (80,687.19)	\$ (58,212.66)	\$ (933,813.03)
Grand Total		\$ (266,996.69)	\$ (360,784.18)	\$ (519,992.53)	\$ (571,277.09)	\$ (757,170.17)	\$ (765,244.72)	\$ (657,839.72)	\$ (670,273.71)	\$ (591,949.48)	\$ (517,137.84)	\$ (363,346.44)	\$ (6,373,327.58)

JULY - JUNE 2024 EXPENSES FOR FY24

ACCOUNTING_PERIOD	ORGANIZATION	ACCOUNT_TYPE	COMPLETE_PROGRAM	LEDGER	FISCAL_YEAR	ACCOUNTING_MONTH	ACTUALS						
(All)	PR-Parks and Recreation Dept	R	4500018 - PR-Golf Program										
Sum of POSTED_TOTAL_AMT													
COMPLETE_DEPARTMENT	COMPLETE_ACCOUNT	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	ACTUALS Total
4511001 - PR-Golf-Strategic Support		\$ (416,862.47)	\$ 73,984.58	\$ 79,065.86	\$ 100,420.70	\$ 106,192.93	\$ 117,932.04	\$ 128,695.14	\$ 120,580.27	\$ 134,557.74	\$ 112,567.21	\$ 62,667.56	\$ 1,179,428.50
4512006 - PR-Arroyo Del Oso-GF		\$ 50,448.66	\$ 73,067.51	\$ 202,154.42	\$ 136,084.41	\$ 151,434.57	\$ 187,084.56	\$ 63,745.17	\$ 182,909.84	\$ 157,542.79	\$ 127,243.09	\$ 134,144.93	\$ 1,556,164.08
4512007 - PR-Ladera-GF		\$ 71,755.72	\$ 73,829.45	\$ 68,657.92	\$ 76,389.58	\$ 65,902.68	\$ 89,771.43	\$ 59,607.96	\$ 75,871.18	\$ 60,369.00	\$ 135,214.73	\$ 63,347.66	\$ 908,238.33
4512008 - PR-Los Altos-GF		\$ 65,386.67	\$ 66,735.58	\$ 118,685.08	\$ 73,050.50	\$ 74,951.75	\$ 105,876.52	\$ 71,870.53	\$ 101,622.15	\$ 94,520.74	\$ 132,525.42	\$ 77,894.96	\$ 1,055,915.20
4512009 - PR-Puerto Del Sol-GF		\$ 51,215.30	\$ 53,289.66	\$ 98,587.37	\$ 80,481.42	\$ 91,293.80	\$ 100,493.56	\$ 98,989.46	\$ 116,577.08	\$ 119,750.61	\$ 148,277.87	\$ 82,290.37	\$ 1,121,273.91
Grand Total		\$ (178,056.12)	\$ 340,816.78	\$ 567,150.65	\$ 466,426.61	\$ 489,775.73	\$ 601,158.11	\$ 422,908.26	\$ 597,560.52	\$ 566,740.88	\$ 655,828.32	\$ 420,345.48	\$ 8,212,020.02

FY 24 Revenue Through June 2024 \$ 6,373,327.58  
 NET REVENUE \$ 6,373,327.58  
 FY 24 Expenses Through June 2024 \$ (5,821,020.02)  
 NET EXPENSES \$ (5,821,020.02)  
 NET PROFIT Through June 2024 \$ 552,307.56

NOTE: Net Profit Amount is estimated since Journal Entries are needed the following month after month end to Not all Expenses have been received and entered so that number is still changing.

**FY 2025 Golf Management Division - Rounds and Revenue**

Fiscal Year 25	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD			Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue				
July	10,616	\$ 191,379	\$ -	9,813	\$ 133,886	\$ -	7,260	\$ 113,164	\$ -	3,652	\$ 53,210	\$ -	40,719	\$ 40,719	\$ -	37,341	\$ 491,439	\$ 40,719	\$ 532,158
August																			
September																			
October																			
November																			
December																			
January																			
February																			
March																			
April																			
May																			
June																			
<b>Total FY24</b>	<b>10,616</b>	<b>\$ 191,379</b>	<b>\$ -</b>	<b>9,813</b>	<b>\$ 133,886</b>	<b>\$ -</b>	<b>7,260</b>	<b>\$ 113,164</b>	<b>\$ -</b>	<b>3,652</b>	<b>\$ 53,210</b>	<b>\$ -</b>	<b>40,719</b>	<b>\$ 40,719</b>	<b>\$ -</b>	<b>37,341</b>	<b>\$ 491,439</b>	<b>\$ 40,719</b>	<b>\$ 532,158</b>

Comparing FY25 to FY24, we are up 12.38% or 3,452 in total in rounds, up 5.46% or \$25,449 in total in green fee revenue, up 33.15% or \$10,138 in total in pass revenue, resulting in us being up overall 7.17% or \$35,587 in total revenue.

For prior month comparisons from June 2024 to July 2024 we were down -5.67% or (1,776) in total in rounds, down -6.20% or (\$30,457) in total in green fee revenue, down -31.62% or (\$12,876) in total in pass revenue, and down -8.14% or (\$43,333) in total in total revenue.

For Fiscal Year month comparisons from FY25 July 2024 to FY24 July 2023 we were up 12.38% or 3,452 in total in rounds, up 5.46% or \$25,449 in total in green fee revenue, up 33.15% or \$10,138 in total in pass revenue, and up 7.17% or \$35,587 in total in total revenue.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/net loss through July 2024.

NOTE: Net Profit Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust COA and Concessionaire percentage splits.

NOTE: Starting April 1, 2022, all Annual Pass Sales/Renewals are only done at the Golf Management Office causing Golf Pass Revenue to show up only in GMD.

FY25 vs. FY24		FY24		FY25	
Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue
27,889	\$ 465,990	\$ 30,581	\$ 496,571	31,341	\$ 491,439
12.38%	5.46%	33.15%	7.17%	12.38%	5.46%
3,452	\$ 25,449	\$ 10,138	\$ 35,587	3,452	\$ 25,449
	-5.67%	-31.62%	-8.14%		-5.67%
	\$ (1,776)	\$ (12,876)	\$ (43,333)		\$ (1,776)
	5.46%	33.15%	7.17%		5.46%
MTD Comparison to Prior FY Month (FY25 July to FY24 July)	\$ 25,449	\$ 10,138	\$ 35,587	3,452	\$ 25,449

Fiscal Year 24	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD			Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue	Rounds	Green Fee Revenue	Golf Pass Revenue				
July	9,472	\$ 179,279	\$ -	7,949	\$ 124,231	\$ -	6,837	\$ 112,102	\$ -	3,631	\$ 50,378	\$ -	30,581	\$ 30,581	\$ -	27,889	\$ 465,990	\$ 30,581	\$ 496,571
August																			
September																			
October																			
November																			
December																			
January (Closed Approx. 2-10 Days)																			
February (Closed Feb. 10th & 11th)																			
March																			
April																			
May																			
June																			
<b>Total FY23</b>	<b>9,472</b>	<b>\$ 179,279</b>	<b>\$ -</b>	<b>7,949</b>	<b>\$ 124,231</b>	<b>\$ -</b>	<b>6,837</b>	<b>\$ 112,102</b>	<b>\$ -</b>	<b>3,631</b>	<b>\$ 50,378</b>	<b>\$ -</b>	<b>30,581</b>	<b>\$ 30,581</b>	<b>\$ -</b>	<b>27,889</b>	<b>\$ 465,990</b>	<b>\$ 30,581</b>	<b>\$ 496,571</b>
FY24	10,616	\$ 191,379	\$ -	9,813	\$ 133,886	\$ -	7,260	\$ 113,164	\$ -	3,652	\$ 53,210	\$ -	40,719	\$ 40,719	\$ -	31,341	\$ 491,439	\$ 40,719	\$ 532,158
FY23	9,472	\$ 179,279	\$ -	7,949	\$ 124,231	\$ -	6,837	\$ 112,102	\$ -	3,631	\$ 50,378	\$ -	30,581	\$ 30,581	\$ -	27,889	\$ 465,990	\$ 30,581	\$ 496,571
Deltas	1,144	\$ 12,100	\$ -	1,864	\$ 9,454	\$ -	423	\$ 1,062	\$ -	21	\$ 2,832	\$ -	10,138	\$ 10,138	\$ -	3,452	\$ 25,449	\$ 10,138	\$ 35,587

**FY 2025 Golf Management Division - Rounds and Revenue**

	Atroyo del Oso		Ladera		Los Altos		Puerto del Sol		GMD		Total Green Fee & Green Fee Revenue	Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue		
Fiscal Year 25	10,616	\$ 191,379	9,813	\$ 133,686	7,280	\$ 113,164	3,652	\$ 53,210	40,719	\$ 491,438	\$ 40,719	\$ 532,158
July												
August												
September												
October												
November												
December												
January												
February												
March												
April												
May												
June												
<b>Total FY24</b>	<b>10,616</b>	<b>\$ 191,379</b>	<b>9,813</b>	<b>\$ 133,686</b>	<b>7,280</b>	<b>\$ 113,164</b>	<b>3,652</b>	<b>\$ 53,210</b>	<b>40,719</b>	<b>\$ 491,438</b>	<b>\$ 40,719</b>	<b>\$ 532,158</b>

Comparing FY25 to FY24, we are up 12.38% or 3,452 in total in rounds, up 5,46% or \$25,449 in total in green fee revenue, up 33.15% or \$10,138 in total in pass revenue, resulting in us being up overall 7.17% or \$35,587 in total revenue.

For prior month comparisons from June 2024 to July 2024 we were down -5.67% or (1,776) in total in rounds, down -6.20% or (\$30,457) in total in green fee revenue, down -31.62% or (\$12,876) in total in pass revenue, and down -8.34% or (\$43,333) in total in total revenue.

For Fiscal Year month comparisons from FY25 July 2024 to FY24 July 2023 we were up 12.38% or 3,452 in total in rounds, up 5,46% or \$25,449 in total in green fee revenue, up 33.15% or \$10,138 in total in pass revenue, and up 7.17% or \$35,587 in total in total revenue.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/net loss through July 2024.

NOTE: Net Profit Amount is estimated since Journal Entries are needed the following month after month end to correctly adjust GDA and Concessionaire percentage splits.

NOTE: Starting April 1, 2022, all Annual Pass Sales/Renewals are only done at the Golf Management Office causing Golf Pass Revenue to show up only in GMD.

	FY24	FY25	FY25 vs. FY24
Rounds	27,889	31,341	12.38%
Green Fee Revenue	\$ 485,990	\$ 491,438	5.46%
Total Golf Pass Revenue	\$ 30,581	\$ 40,719	33.15%
Total Revenue	\$ 496,571	\$ 532,158	7.17%
MTD FY 24/25 Comparison from Prior Month (June 2024 to July 2024)			
MTD Comparison to Prior FY Month (FY25 July to FY24 July)			

	Atroyo del Oso		Ladera		Los Altos		Puerto del Sol		GMD		Total Green Fee & Green Fee Revenue	Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue	Rounds	Green Fee Revenue		
Fiscal Year 24	9,472	\$ 179,279	7,949	\$ 124,231	6,837	\$ 112,102	3,637	\$ 50,378	30,581	\$ 40,719	\$ 485,990	\$ 30,581
July												
August												
September												
October												
November												
December (Closed 29th)												
January (Closed Approx. 7-10 Days)												
February (Closed Feb. 10th & 11th)												
March												
April												
May												
June												
<b>Total FY23</b>	<b>9,472</b>	<b>\$ 179,279</b>	<b>7,949</b>	<b>\$ 124,231</b>	<b>6,837</b>	<b>\$ 112,102</b>	<b>3,637</b>	<b>\$ 50,378</b>	<b>30,581</b>	<b>\$ 40,719</b>	<b>\$ 485,990</b>	<b>\$ 30,581</b>
FY24	10,616	\$ 191,379	9,813	\$ 133,686	7,280	\$ 113,164	3,652	\$ 53,210	40,719	\$ 491,438	\$ 40,719	\$ 532,158
FY23	9,472	\$ 179,279	7,949	\$ 124,231	6,837	\$ 112,102	3,637	\$ 50,378	30,581	\$ 40,719	\$ 485,990	\$ 30,581
Delta	1,144	\$ 12,100	1,864	\$ 9,454	423	\$ 1,062	21	\$ 2,832	10,138	\$ 25,449	\$ 10,138	\$ 35,587