

**City of Albuquerque Municipal  
Golf Advisory Board Agenda  
January 18, 2024, 3:00-4:30 pm  
Los Altos Banquet Hall**

1. Meeting is called to order and roll taken (3:00-3:01)
2. Introductions (3:02-3:03)
3. Review of minute (last meeting November 16, 2023) (3:04-3:05)
4. Public Comments (3:06-3:10)
5. Golf Management reports and updates (3:11-3:30)
  - a. Personnel updates
  - b. Rounds and Revenue Report
  - c. Current Projects
6. Golf Course issues (3:31-4:00)
7. Old Business (4:01-4:10)
8. New Business (4:11-4:25)
9. Next Meeting- Arroyo Del Oso Golf Management, February 15, 2024

**City of Albuquerque Municipal  
Golf Advisory Board Minutes  
Meeting Held 11/16/2023  
Location: Ladera Banquet Hall**

**In attendance**

Denise Foor	ADO Women's	Dave Salas	COA, Golf Management
Dan Hedges - ZOOM	ADO Men's	Henry Rodarte	COA, Golf Management
	Los Altos Women's	Gabe Moreno	COA, Golf Management
Dan Turnham	Los Altos Men's	Melissa DeHerrera	COA, Golf Management
	Ladera Women's		
	Ladera Men's		
Regine Dubay	PDS Women's	Theresa Araiza	Public
Mark Holman - ZOOM	PDS Men's		
	Youth Golfers		
	Senior Golfers		
Deb Thrall	At Large		
	PDS Concessionaire		
	LA Concessionaire		
Bill Harvey	LD Concessionaire		
Tony Hidalgo -Zoom	ADO Concessionaire		

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:

### Public Comments

#### Dave stated the future projects are: Capital Outlay

- LD Plan and design of: 525k
  - Final design completed for the Cantina, work to be started soon. Waiting on permits. Do not have a start date as yet.
  - Night range lighting GMD has cost estimates preliminary process has begun. There is not a starting date as of yet. LD received 225K for this project. Under EPC Review/Plan received the pricing for the project, got held up for the project from EPC. Heights of light is an issue.
- PDS Plan and design of: 100k
  - Building improvements are on hold
  - Outdoor seating plans are being drawn up, have not received plans as of yet. Will follow up with the architect.
  - Estimate was steep \$687,000 will need to get more estimates.
- LA plan and design of: 50k
  - Outdoor seating improvements on the East side – Contact has been made on 8/21/2023 with Municipal Development. Dave needs to get planning and architect on line with cost estimates.
  - Need to get monies encumbered
- ADO outdoor seating will be a huge project, have not initiated any plans as of yet. Have no funding to initiate or for project

#### GO Bond IM

40-50% on capital improvement and the residual on golf equipment – Henry and Dave will have a list ready by January and present to the GAB

- **Current Projects:**

- Continuing to seed at PDS
- Cart Paths done
- Aerations are done
- Pro Shop renovations will be in house and start in December 2023
- Renovations at ADO Canopy will be in house
- ADO and LA need new wiring for cart barns
- Canopy was installed at LA over the well
- Tree replacement at all 4 courses working with CABQ Forestry
- Golf App is active, all courses are imputing tee sheets. Maybe go live in January 2024.
- RFP waiting on signatures from CDK on PDS, questions are generated but has not provided feedback to City of Albuquerque for review. CABQ still running PDS. ADO has been signed.

- **Projects on hold**

- Intrusion Alarms waiting on phone lines for PDS and LA. System installed just waiting on phone line for monitoring. Systems are functional are not monitored. ADO and Ladera are monitored

**Dave Salas reported:**

- M14 LA and ADO still vacant, PDS will be vacant 12/29/2023. Working with HR to see if we can change the scope and compensation. New descriptions sent in 6-8 weeks ago.
- B28 Mechanic –was reposted and will close 11/17/2023. PDS/ADO vacant
- B28 Irrigator at Ladera will begin on 11/20/2023
- B20 Golf Maintenance at ADO paperwork downtown for hire

**Gabe Moreno reported:**

**November 2023 information with no December Advisory Board Meeting scheduled**

For monthly comparisons from October 2023 to November 2023 we were down -44.24% or -7,245 in total in rounds, down -50.70% or -\$128,408 in total in green fee revenue, down -7.47% or -\$14,362 in total in pass revenue, and down -47.34% or -\$130,003 in total in total revenue.

Comparing FY24 to FY23, we are down -0.33% or -403 in total in rounds, up 3.12% or \$61,004 in total in green fee revenue, down -10.31% or -\$14,362 in total in pass revenue, resulting in us being up overall 2.23% or \$46,642 in total in total revenue for FY24.

NEW: Comparing FY24 November to FY23 November, we are up 6.73% or 1,033 in total in rounds, up 9.09% or \$21,106 in total in green fee revenue, up 104.42% or \$10,910 in total in pass revenue, resulting in us being up 13.20% or \$32,016 in total in total revenue compared to last November. NOTE: This is helpful to understand why we are positive in Green Fee Revenue and Net Revenue while we are down from the prior month.

For FY24 Golf Revenue as of November 30<sup>th</sup> was \$ 2,800,547.19 minus Expenses of (\$ 2,507,355.08) = \$ 293,192.11 net profit.

**December 2023 information for the upcoming January 18th Advisory Board Meeting at Los Altos Golf Course**

For monthly comparisons from November 2023 to December 2023 we were down -21.85% or -3,578 in total in rounds, down -17.60% or -\$44,572 in total in green fee revenue, up 64.75% or -\$13,829 in total in pass revenue, and down -11.19% or -\$30,743 in total in total revenue.

Comparing FY24 to FY23, we are now up 0.25% or 330 in total in rounds, up 3.18% or \$68,866 in total in green fee revenue, down -4.58% or -\$7,995 in total in pass revenue, resulting in us being up overall 2.60% or \$60,871 in total in total revenue for FY24.

NEW: Comparing FY24 December to FY23 December, we are up 4.78% or 733 in total in rounds, up 3.39% or \$7,865 in total in green fee revenue, up 60.94% or \$6,367 in total in pass revenue, resulting in us being up 5.86% or \$14,228 in total in total revenue compared to last November. NOTE: This is helpful to understand why we are positive in Green Fee Revenue and Net Revenue while we are down from the prior month.

For FY24 Golf Revenue as of December 31<sup>st</sup> was \$ TBD minus Expenses of (\$ TBD) = \$ TBD net profit/loss. Fiscal Manager will calculate in late December so it will be added to January's 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.**

**Arroyo Del Oso issues:**

1. #16 par 3 at the pond/ fox tail grass is really high
2. Cafe promptness of service/early closing - this has been checked out and hours are posted and being adhered to.
3. Left side #1, 100 yards from the green, large branch on bottom should be trimmed or cut off.
4. erosion on driving range looks good
5. minimum age to be on course without adult 15 to walk 18 to drive carts. This is a concessionaire policy and needs to be consistently applied
6. Need more trash bins at ladies' tees
7. Need maintenance on rest rooms next to café. B & D has PO for it.

**Concessionaire report – Tony Hidalgo**

1. Thanksgiving Day there will be a big run that will have approx. 1000 runners going across ADO. Run should be over by 12:00pm

**Ladera issues:**

1. #16 - soggy on left side of path
2. Sewer project – 99.5% complete. Need 2 more weeks and a week and ½ of golf course recovery before they add sod and trees.
3. Water still leaks in through the windows in the banquet hall

### Concessionaire report – Bill Harvey

1. Passed round expectations
2. Glad the sewer project is over and finished
3. LD is very busy and doing very well
4. Concerned about tee sheet. He feels this is going to disrupt operations
5. Lots of functions already booked for 2024, wondering about the cantina. Would prefer this completed before March.
6. Supporting community by hosting an arts and crafts show

### Puerto Del Sol issues:

1. Tree removal in December 2023, 15 old dead trees will be removed in house.
2. Park management has gifted 20 trees for planting. Will be planted Dec 2023-Jan 2024.
3. Need branch on left of #2 fairway trimmed
4. Thank you for fixing #6
5. There is little merchandise in shop so Assn's aren't using gift cards.
6. Finishing up the striping north end of the parking lot/ follow up with Kenny Ortiz not scheduled as of yet for striping.
7. Sign needs to be put up at range "No Drivers" when practice tees are moved up Mark McFall will make a sign (240-yard carry there are players on the other side of the fence) or maybe put a net. Verbiage from the receipt can be put on sign that emphasizes "golfers are liable for damage".

### Los Altos issues:

1. LAGA has concerns about so long with no Golf Supervisor
2. Fences need to be an ongoing fix.
3. Collar on 17 needs to be resodded
4. Aerification machine caused some problems - mostly operator error. Needs more training as it's only the 2nd year on that machine.
5. Bike path restriping not done yet, had a discussion with a community park access group that wants to do a walk thru starting from the south side, will give info.
6. Hole needs to be fixed #8 netting back of the driving range
7. #3 the reeds are overgrown on the lake
8. #8 left lake elm trees growing out of the lake edge they need to be pulled
9. Always water in the trap right side of #16, scheduled a drain project
10. Drinking fountains in the Proshop need to be adjusted.
11. Signage still not up
12. Greens are getting off color and brass button, is this a good time to spray?
13. Holes under the fence on # 2, can a railroad tie or dirt berm be placed to cover up holes.

14. Seeding on #14 came in very well
15. Move the fence on the #17
16. Critical heads be replaced around the greens

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

**Youth on Course:** hosted SCJG fall tournament on Saturday November 4, 2023 with a great turn out. 44 players over 8 age divisions.

**General Board Member Comments –**

Need new Banquet Hall at ADO by the putting green- need to find funding

Reviewed issues from 10/22 minutes and saw many improvements.

New signage needs to be posted as Policy and Procedure Manual was changed in 2022 and sent for approval in January, 2023.

**Old Business**

**Rates:**

**Women's City Championship:** the money left over from the tournament will be donated to Jr golf at SCAGA

**New Business**

Meeting adjourned at 4:30 pm – Mark Motioned, Dan second.

~~Next Meeting will be held at Los Altos Banquet Hall, January 18, 2024~~

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



Deb Thrall/ Denise Foor

NOV.

FY 2024 Golf Management Division - Rounds and Revenue

Fiscal Year 24	Arroyo del Oso			La Brea			Los Altos			Puerto del Sol			GMD			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	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	
July	9,472	\$ 179,279	\$ -	7,949	\$ 124,131	\$ -	6,837	\$ 112,102	\$ -	3,631	\$ 50,378	\$ -	30,581	\$ 485,980	\$ 30,581	
August	9,971	\$ 172,786	\$ -	8,283	\$ 127,820	\$ -	5,293	\$ 114,286	\$ -	3,786	\$ 50,683	\$ -	32,267	\$ 480,754	\$ 32,267	
September	8,480	\$ 151,853	\$ -	7,197	\$ 107,545	\$ -	5,900	\$ 88,738	\$ -	3,209	\$ 45,252	\$ -	32,109	\$ 383,389	\$ 32,109	
October	7,780	\$ 141,462	\$ -	6,613	\$ 105,111	\$ -	6,104	\$ 98,431	\$ -	2,844	\$ 40,705	\$ -	22,852	\$ 381,689	\$ 22,852	
November	5,763	\$ 101,141	\$ -	5,103	\$ 69,540	\$ -	3,754	\$ 57,022	\$ -	1,756	\$ 25,579	\$ -	21,357	\$ 253,282	\$ 21,357	
December (Closed 25th)													0	\$ -	\$ -	
January													0	\$ -	\$ -	
February													0	\$ -	\$ -	
March													0	\$ -	\$ -	
April													0	\$ -	\$ -	
May													0	\$ -	\$ -	
June													0	\$ -	\$ -	
Total FY24	41,446	\$ 746,501	\$ -	35,352	\$ 537,247	\$ -	28,586	\$ 465,539	\$ -	15,326	\$ 212,797	\$ -	139,267	\$ 1,555,104	\$ 139,267	

For monthly comparisons from October 2023 to November 2023 we were down 44.14% or -7,245 in total in rounds, down -50.70% or -\$128,408 in total in green fee revenue, down -7.47% or -\$11,555 in total in pass revenue, and down -47.34% or -\$130,003 in total in total revenue.

Comparing FY24 to FY23, we are down -0.33% or -403 in total in rounds, up 3.12% or \$61,004 in total in green fee revenue, down -10.31% or -\$14,362 in total in pass revenue, resulting in us being up overall 2.23% or \$46,642 in total in total revenue for FY24.

FY24 Golf Revenue was \$ 2,800,547.19 minus \$ 2,507,355.03 = \$ 293,192.11 net profit through November 2023.  
 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 on GMD.

FY24 vs. FY23	
Rounds	Green Fee Revenue
FY24	120,710
FY23	121,113
	-0.33%
YTD Comparison FY24 to FY23	
MTD FY24 Comparison from Prior Month (October 2023 to November 2023)	
MTD Comparison to Prior FY Month (FY24 November to FY23 November)	

Fiscal Year 23	Arroyo del Oso			La Brea			Los Altos			Puerto del Sol			GMD			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	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	
July	10,328	\$ 185,884	\$ -	7,893	\$ 124,131	\$ -	7,820	\$ 117,028	\$ -	4,010	\$ 55,042	\$ -	30,657	\$ 482,315	\$ 30,657	
August	10,197	\$ 173,237	\$ -	8,200	\$ 119,520	\$ -	6,782	\$ 101,848	\$ -	3,767	\$ 49,399	\$ -	40,162	\$ 444,409	\$ 40,162	
September	8,787	\$ 153,463	\$ -	7,197	\$ 104,779	\$ -	6,744	\$ 93,703	\$ -	3,294	\$ 44,221	\$ -	32,681	\$ 396,185	\$ 32,681	
October	7,921	\$ 134,176	\$ -	5,991	\$ 88,257	\$ -	5,084	\$ 80,248	\$ -	2,664	\$ 39,337	\$ -	20,281	\$ 339,018	\$ 20,281	
November	5,710	\$ 94,172	\$ -	4,299	\$ 58,724	\$ -	4,041	\$ 57,718	\$ -	1,693	\$ 22,062	\$ -	15,343	\$ 232,175	\$ 15,343	
December (Closed 25th)													0	\$ -	\$ -	
January													0	\$ -	\$ -	
February													0	\$ -	\$ -	
March (Closed 17th)													0	\$ -	\$ -	
April													0	\$ -	\$ -	
May													0	\$ -	\$ -	
June													0	\$ -	\$ -	
Total FY23	42,143	\$ 741,031	\$ -	33,550	\$ 495,465	\$ -	29,982	\$ 450,543	\$ -	15,428	\$ 207,061	\$ -	153,628	\$ 1,894,100	\$ 153,628	
FY24	41,446	\$ 746,501	\$ -	35,352	\$ 537,247	\$ -	28,586	\$ 468,539	\$ -	15,326	\$ 212,797	\$ -	139,267	\$ 1,955,104	\$ 139,267	
FY23	42,143	\$ 741,031	\$ -	33,550	\$ 495,465	\$ -	29,992	\$ 450,543	\$ -	15,428	\$ 207,061	\$ -	153,628	\$ 1,894,100	\$ 153,628	
Delta(s)	(697)	\$ 5,470	\$ -	1,802	\$ 317,882	\$ -	(1,406)	\$ 18,017	\$ -	(102)	\$ 5,736	\$ -	(403)	\$ 61,004	\$ (14,362)	



NOVEMBER 2023 REVENUE FOR FY24

ACCOUNTING_PERIOD ORGANIZATION ACCOUNT_TYPE PROGRAM_NUMBER	SUM OF POSTED_TOTAL_AMT	LEDGER	FISCAL_YEAR					ACTUALS Total	
			2024	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER		
4500018 - PR-Golf Program		COMPLETE_DEPARTMENT							
		4511001 - PR-Golf-Strategic Support	447100 - Golf Green Fees	(33,680.00)	(36,625.00)	(37,139.18)	(27,110.00)	(22,425.00)	(156,979.18)
		4511001 - PR-Golf-Strategic Support Totl	469999 - Other Misc Revenue-Net Tax	(33,680.00)	(36,625.00)	(37,139.18)	(1,951.84)	(22,425.00)	(1,951.84)
		4512006 - PR-Arroyo Del Oso-GF	447100 - Golf Green Fees	(180,006.75)	(170,131.60)	(170,372.72)	(136,686.49)	(184,187.44)	(841,385.00)
		4512006 - PR-Arroyo Del Oso-GF	447200 - Golf Facilities Concessions	(30,133.08)	(28,500.40)	(26,371.27)	(24,062.16)	65,943.33	(43,123.59)
		4512006 - PR-Arroyo Del Oso-GF Total	469002 - Cash Overage And Shortage	4.00	78.00	58.41	377.27	2.00	519.68
		4512007 - PR-Ladera-GF	447100 - Golf Green Fees	(210,135.84)	(198,554.00)	(196,685.58)	(160,371.38)	(118,242.11)	(883,986.91)
		4512007 - PR-Ladera-GF	447200 - Golf Facilities Concessions	(123,970.52)	(132,749.10)	(116,166.31)	(102,416.04)	(131,100.31)	(606,402.28)
		4512007 - PR-Ladera-GF Total	469002 - Cash Overage And Shortage	(28,346.14)	(28,738.20)	(23,664.94)	(23,417.45)	43,219.12	(60,947.61)
		4512008 - PR-Los Altos-GF	447100 - Golf Green Fees	30.00	63.00	6.00	9.00		108.00
		4512008 - PR-Los Altos-GF	447200 - Golf Facilities Concessions	(152,286.66)	(161,424.30)	(139,825.25)	(125,824.49)	(87,881.19)	(667,241.89)
		4512008 - PR-Los Altos-GF Total	469002 - Cash Overage And Shortage	(113,481.77)	(118,160.73)	(95,633.55)	(96,686.43)	(114,644.19)	(538,606.67)
		4512009 - PR-Puerto Del Sol-GF	447200 - Golf Facilities Concessions	(28,693.51)	(24,858.48)	(21,875.27)	(22,602.19)	39,365.03	(58,064.42)
		4512009 - PR-Puerto Del Sol-GF	461201 - Rental Of City Property	(1,810.65)	(1,810.66)	(1,810.66)	(1,904.32)	(1,904.32)	(9,240.62)
		4512009 - PR-Puerto Del Sol-GF Total	469002 - Cash Overage And Shortage	13.00	(7.00)	34.50		(2.00)	38.50
		452009 - PR-Golf Program Totl	447100 - Golf Green Fees	(143,972.94)	(144,836.87)	(119,284.98)	(121,192.94)	(76,585.48)	(605,873.21)
		452009 - PR-Golf Program Totl	447200 - Golf Facilities Concessions	(53,755.22)	(57,330.78)	(51,216.55)	(45,095.54)	(48,803.66)	(256,221.75)
		452009 - PR-Golf Program Totl	461312 - Collections-City Property Damage	(63,989.06)	(63,735.16)	(47,797.94)	(35,591.65)		(211,113.81)
		452009 - PR-Golf Program Totl	469002 - Cash Overage And Shortage					(9,409.00)	(9,409.00)
		452009 - PR-Golf Program Totl	469999 - Other Misc Revenue-Net Tax						
		Grand Total		(1,174,764.28)	(1,288,833.54)	(99,014.49)	(80,687.19)	(58,212.66)	(484,512.16)
				(657,939.77)	(670,273.71)	(591,949.48)	(517,137.84)	(365,346.44)	(2,800,547.19)
				(657,939.72)	(670,273.71)	(591,949.48)	(517,137.84)	(365,346.44)	(2,800,547.19)

FY 24 Revenue Through November 2023 \$ 2,800,547.19

NET REVENUE \$ 2,800,547.19

FY 24 Expenses Through November 2023 \$ 1,507,355.08

NET EXPENSES \$ 1,507,355.08

NET PROFIT \$ 293,192.11

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

NOVEMBER 2023 EXPENSES FOR FY24

ACCOUNT# (Multiple Items)
ORGANIZA  PR-Parks and Recreation Dept
ACCOUNT   E
PROGRAM   (All)

COMPLETE	COMPLETE_DEPARTMENT	COMPLETE_ACCOUNT	LEDGER	FISCAL_YEAR	ACCOUNTING_MONTH					ACTUALS Total						
					2024											
					JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER							
450001	4511001 - PR-Golf-Strategic Support		\$	128,900.17	\$	120,580.27	\$	134,557.74	\$	104,967.96	\$	16,206.54	\$	505,212.68	\$	505,212.68
	4512006 - PR-Arroyo Del Oso-GF		\$	63,745.17	\$	182,909.84	\$	157,542.79	\$	127,112.65	\$	89,178.89	\$	620,489.34	\$	620,489.34
	4512007 - PR-Ladera-GF		\$	59,607.96	\$	75,871.18	\$	60,369.00	\$	135,214.73	\$	41,482.53	\$	372,545.40	\$	372,545.40
	4512008 - PR-Los Altos-GF		\$	71,870.53	\$	101,622.15	\$	94,520.74	\$	132,493.77	\$	56,157.38	\$	456,664.57	\$	456,664.57
	4512009 - PR-Puerto Del Sol-GF		\$	98,989.46	\$	116,577.08	\$	119,750.61	\$	148,139.31	\$	68,986.63	\$	552,443.09	\$	552,443.09
4500018 - PR-Golf Program Total			\$	423,113.29	\$	597,560.52	\$	566,740.88	\$	647,928.42	\$	272,011.97	\$	2,507,355.08	\$	2,507,355.08
Grand Total			\$	423,113.29	\$	597,560.52	\$	566,740.88	\$	647,928.42	\$	272,011.97	\$	2,507,355.08	\$	2,507,355.08

DEC.

FY 2024 Golf Management Division - Rounds and Revenue

Fiscal Year 24	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD				Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	
July	9,472	\$ 179,279	\$ -	\$ 179,279	7,949	\$ 124,231	\$ -	\$ 124,231	5,937	\$ 112,102	\$ -	\$ 112,102	3,631	\$ 50,378	\$ -	\$ 50,378	27,889	\$ 465,990	\$ 30,581	\$ 496,571	
August	9,971	\$ 172,786	\$ -	\$ 172,786	6,283	\$ 127,920	\$ -	\$ 127,920	6,283	\$ 114,286	\$ -	\$ 114,286	3,766	\$ 50,883	\$ -	\$ 50,883	28,333	\$ 467,754	\$ 32,287	\$ 499,999	
September	8,480	\$ 151,853	\$ -	\$ 151,853	7,194	\$ 127,945	\$ -	\$ 127,945	5,608	\$ 88,739	\$ -	\$ 88,739	3,209	\$ 45,252	\$ -	\$ 45,252	24,461	\$ 393,389	\$ 32,109	\$ 425,498	
October	7,760	\$ 141,442	\$ -	\$ 141,442	6,813	\$ 132,111	\$ -	\$ 132,111	6,104	\$ 96,431	\$ -	\$ 96,431	2,974	\$ 47,705	\$ -	\$ 47,705	23,671	\$ 381,680	\$ 22,952	\$ 404,632	
November	5,763	\$ 101,141	\$ -	\$ 101,141	5,102	\$ 93,640	\$ -	\$ 93,640	3,754	\$ 57,022	\$ -	\$ 57,022	1,756	\$ 25,579	\$ -	\$ 25,579	16,376	\$ 253,282	\$ 21,357	\$ 274,639	
December (Closed 25th)	4,360	\$ 88,106	\$ -	\$ 88,106	4,038	\$ 80,176	\$ -	\$ 80,176	3,023	\$ 46,511	\$ -	\$ 46,511	1,315	\$ 15,416	\$ -	\$ 15,416	12,798	\$ 208,710	\$ 35,186	\$ 243,896	
January																					
February																					
March																					
April																					
May																					
June																					
Total FY24	45,806	\$ 834,807	\$ -	\$ 834,807	39,450	\$ 595,923	\$ -	\$ 595,923	31,611	\$ 515,070	\$ -	\$ 515,070	16,847	\$ 228,213	\$ -	\$ 228,213	133,508	\$ 2,163,814	\$ 174,452	\$ 2,338,266	

For monthly comparisons from November 2023 to December 2023 we were down -11.85% or -\$44,572 in total in green fee revenue, up 64.75% or \$13,829 in total in pass revenue, and down -11.19% or -\$30,743 in total in total revenue.

Comparing FY24 to FY23, we are up 0.25% or 330 in total in rounds, up 3.18% or \$68,866 in total in green fee revenue, down -4.58% or -\$7,995 in total in pass revenue, resulting in us being up overall 2.60% or \$60,871 in total in total revenue for FY24.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/loss through December 2023.  
 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 on GMD.

	Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
FY24	133,508	2,163,814	174,452	2,338,266
FY23	133,178	2,084,948	182,447	2,277,396
YTD Comparison FY24 to FY23	0.25%	3.18%	-4.58%	2.60%
MTD FY 24 Comparison from Prior Month (November 2023 to December 2023)	-21.85%	-17.60%	64.75%	-11.19%
MTD Comparison to Prior FY Month (FY24 December to FY23 December)	4.78%	3.39%	60.94%	5.86%
	733	\$ 7,862	\$ 6,367	\$ 14,228

Fiscal Year 23	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD				Total Golf Pass & Green Fee Revenue
	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	Rounds	Green Fee Revenue	Golf Pass Revenue	Total	
July	10,328	\$ 185,964	\$ -	\$ 185,964	7,893	\$ 124,281	\$ -	\$ 124,281	7,220	\$ 117,028	\$ -	\$ 117,028	4,010	\$ 55,042	\$ -	\$ 55,042	30,051	\$ 492,315	\$ 50,057	\$ 542,372	
August	10,197	\$ 173,237	\$ -	\$ 173,237	8,200	\$ 143,925	\$ -	\$ 143,925	6,793	\$ 101,848	\$ -	\$ 101,848	3,767	\$ 49,359	\$ -	\$ 49,359	28,957	\$ 444,409	\$ 40,182	\$ 484,591	
September	8,787	\$ 153,483	\$ -	\$ 153,483	7,197	\$ 104,778	\$ -	\$ 104,778	6,244	\$ 93,703	\$ -	\$ 93,703	3,284	\$ 44,221	\$ -	\$ 44,221	25,572	\$ 396,185	\$ 32,881	\$ 429,066	
October	7,521	\$ 134,178	\$ -	\$ 134,178	5,961	\$ 88,217	\$ -	\$ 88,217	5,094	\$ 80,246	\$ -	\$ 80,246	2,684	\$ 36,337	\$ -	\$ 36,337	21,240	\$ 339,016	\$ 20,281	\$ 359,297	
November	5,370	\$ 94,172	\$ -	\$ 94,172	4,289	\$ 55,224	\$ -	\$ 55,224	4,041	\$ 57,178	\$ -	\$ 57,178	1,683	\$ 22,092	\$ -	\$ 22,092	15,343	\$ 232,175	\$ 10,448	\$ 242,623	
December (Closed 25th)	4,047	\$ 83,551	\$ -	\$ 83,551	3,375	\$ 50,380	\$ -	\$ 50,380	3,196	\$ 45,049	\$ -	\$ 45,049	1,447	\$ 20,898	\$ -	\$ 20,898	12,085	\$ 200,948	\$ 28,819	\$ 229,767	
January																					
February																					
March (Closed 17th)																					
April																					
May																					
June																					
Total FY23	46,190	\$ 824,582	\$ -	\$ 824,582	36,925	\$ 545,825	\$ -	\$ 545,825	32,188	\$ 495,591	\$ -	\$ 495,591	16,875	\$ 227,940	\$ -	\$ 227,940	133,178	\$ 2,094,948	\$ 182,447	\$ 2,277,396	
FY24	45,806	\$ 834,807	\$ -	\$ 834,807	39,450	\$ 595,923	\$ -	\$ 595,923	31,611	\$ 515,070	\$ -	\$ 515,070	16,847	\$ 228,213	\$ -	\$ 228,213	133,508	\$ 2,163,814	\$ 174,452	\$ 2,338,266	
Delta(e)	(384)	\$ 10,025	\$ -	\$ 10,025	2,525	\$ 40,098	\$ -	\$ 40,098	(1,577)	\$ 16,479	\$ -	\$ 16,479	(236)	\$ 264	\$ -	\$ 264	330	\$ 68,866	\$ (7,995)	\$ 60,871	