

**City of Albuquerque Municipal
Golf Advisory Board Agenda
June 20, 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 May 16, 2024) (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)
 - a) Women's City Tournament
 - b) Rates
8. New Business – (4:11-4:25)
 - a) Disc Golf
9. Next Meeting- Los Altos, July 18, 2024

**City of Albuquerque Municipal
Golf Advisory Board Minutes
Meeting Held 4/18/2024
Location: Los Altos Banquet Hall**

In attendance

Denise Foor	ADO Women's	Claudia Melendrez	Public
	ADO Men's	Francis Forshaw	Public
Barbara Lail- Zoom	Los Altos Women's	Larry Mendoza	Public
Dan Turnham	Los Altos Men's	Mike Harmon	Public
	Ladera Women's	Bobby Sanchez	Public
	Ladera Men's	Mark McFall	Public
Theresa Araiza	PDS Women's	Margarett Terpening	Public
David Sanchez	PDS Men's	Sally Herbert	Public
	Youth Golfers	Matthew Munoz	Public
Barbara Lail - Zoom	Senior Golfers	Barbara Giannini	Public
Deb Thrall	At Large	Jamie Elias	Public
	PDS Concessionaire	Ed Herman	Public
Colby Reddoch	LA Concessionaire	Mark Holman	Public
	LD Concessionaire	Jeff Lewis	Public
Tony Hidalgo - Zoom	ADO Concessionaire	Karen Foster	Public
		Linda Ge	Public
Dave Salas	COA, Golf Management	Lee Williams	Public
Henry Rodarte	COA, Golf Management	Trudy Randon	Public
Gabe Moreno	COA, Golf Management	Sam Kent	Public
Melissa DeHerrera	COA, Golf Management	Michael Harmon	Public
David Flores-Zoom	COA, Parks and Recreation - ZOOM	Marcus Eye	Public
Dennis Vasquez	COA, Parks and Recreation		
Joey Rowe - Zoom	COA, Parks and Recreation - ZOOM		

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. The public signed in on an attendance sheet in lieu of verbal introductions.

Minutes

Changes in the minutes to include: Change in GO Bond for fence company should be AFC, LLC instead of TriWest. Denise motioned and David second.

Public Comments

Mark Holman- Read letter he sent to City Council about Disc Golf and Golf Rates, see attached PDF.

Matthew Munoz - Safety issue concerns with golfers -vs- disc golfers, difference in rates golfers -vs- disc golfers. Where is the Capital Outlay recommendations for the other 3 golf courses ADO, PDS, LA? Asks to board if they can start the process of asking City Council for Capital Outlay submissions.

Robby Sanchez, Marshall at PDS - Safety issue concerns with golfers -vs- disc golfers. Taking away times from many associations.

Margarett Terpening – PDS is too confined to have 2 groups, Safety issue concerns with golfers -vs- disc golfers.

Michael Smith - PDS does not have a huge fleet of carts for both golfers -vs- disc golfers. Safety issue concerns with golfers -vs- disc golfers. Time and rate concerns.

Michael Harmon, Tournament Director PDS – infrastructure of Disc golf causing golf course closure on the course.

Trudy Randor - PDS is too confined to have 2 groups, Safety issue concerns with golfers -vs- disc golfers. There are a lot more beginning golfers that start at PDS.

Sally Herbert, PDS WA – Played LD last week and noticed a tournament going on. Spoke with disc players and asked if they were worried about getting hit by a golf ball? PDS is too confined to have 2 groups

Jeff Lewis, disc golfer – Different facilities are being looked at, why should Golf have 4 golf courses why can't disc golf play at the same facilities?

Sam Kent, disc golf – trying to reach out to a different demographic, feels PDS was the perfect place to start. Would like to have more meetings about this issue.

Dave stated the future projects are: Capital Outlay

- LD Plan and design of: 525k
 - Construction on Cantina is going well and is anticipated 95% completion by June 2024.
 - Night range- EPC for approved 7 to 2 on a zone change. There is a 15-day period for public comments.
- PDS Plan and design of: 100k
 - Outdoor seating improvements moved towards the putting green to add seating and shade. Should have plans done by mid-June.
- LA plan and design of: 50k
 - Submittal of a quote from a contractor, just waiting on approval from CABQ Administration to start Outdoor seating. This should start in June 2024.

GO Bond IM-

- Artificial Tee Line ADO, we have the bids. Recommendation for irons only is deferred. Move to Fall Sept-Oct 2024
 - Resurface Cafe counter top ADO, will get the project done around Fall Sept-Oct 2024.
 - Reroof-Proshop/ cart barn building has not been scheduled yet, this will happen sometime in June 2024.
 - Replace North windows in banquet room LD, just waiting on quote from Franklyn.
 - Replace Netting holes 3 and 14 LA reached out to ABQ Fencing C, LLC and just received the proposals, will schedule soon
 - Extend safety fencing hole 17 LA reached out to AFC, LLC and just received the proposals, will schedule soon.
 - Update Network to maintenance building LA, put in a work ticket to DTI.
 - Replace carpeting in Proshop LA, working on quotes. Paint and carpet Proshop PDS, Paint is on hand and will schedule Tony to go out and paint at end of June. Waiting for quotes from vendors.
 - Soil and water amendments under way, irrigation distribution improvements at PDS continuing. Meeting tomorrow with new vendor on fertilizer.
 - Moving driving range heads 51 impacts at Ladera to PDS
 - Procurement of golf course equipment, this is still an ongoing process. Waiting on the 7 Gators and 1 seeder. Henry is working on new trucks.
- Current Projects:
 - New trees in – 25 @ PDS, 17@ ADO, 16 @ LD 14@ LA
 - Golf App- is up and working as a GPS only. 755 users so far on App. Able to do push notifications. Still waiting on adding Tee time features.
 - CDK will be taking over PDS on June 1, 2024.

- Projects on hold
 - System installed just waiting on phone line for monitoring LA maintenance shop.

Dave Salas reported:

- Applications for the E16 Golf Supervisor is closed just waiting on applications, these are for LA, ADO and PDS.
- Utility Repairer positions for LD recommendation is down town. PDS application is reposted.
- Golf Course Maintenance worker at PDS is closed and paperwork is downtown.

Gabe Moreno reported:

April 2024 information for the May 16th Advisory Board Meeting at the Los Altos Golf Course

Comparing FY24 to FY23, we are up **3.79%** or **7,577** in total in rounds, up **5.05%** or **\$156,917** in total in green fee revenue, up **8.80%** or **\$30,322** in total in pass revenue, resulting in being up overall **5.43%** or **\$187,239** in total in total revenue through April of FY24.

For prior month comparisons from March 2024 to April 2024 we were up **15.27%** or **3,897** in total in rounds, up **14.38%** or **\$54,625** in total in green fee revenue, up **24.00%** or **\$14,524** in total in pass revenue, and up **15.71%** or **\$69,148** in total in total revenue.

For Fiscal Year month comparisons from April 2024 to April 2023 we were up **2.55%** or **634** in total in rounds, down **-3.19%** or **(12,096)** in total in green fee revenue, up **38.01%** or **\$16,665** in total in pass revenue, and up **1.05%** or **\$4,569** in total in total revenue.

For FY24 Golf Revenue was \$ 4,692,468.69 minus Expenses of **(\$ 4,379,109.47)** = \$ 313,359.22 **net profit** through April 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.

May 2024 information for the upcoming June 20th Advisory Board Meeting at the Ladera Banquet Room

Comparing FY24 to FY23, we are up **4.85%** or **11,040** in total in rounds, up **5.57%** or **\$197,767** in total in green fee revenue, up **4.06%** or **\$17,603** in total in pass revenue, resulting in being up overall **5.40%** or **\$215,369** in total in total revenue through April of FY24.

For prior month comparisons from March 2024 to April 2024 we were up **17.84%** or **5,541** in total in rounds, up **21.91%** or **\$106,550** in total in green fee revenue, up **21.01%** or **\$16,095** in total in pass revenue, and up **21.79%** or **\$122,646** in total in total revenue.

For Fiscal Year month comparisons from April 2024 to April 2023 we were up **12.55% or 3,463** in total in rounds, up **9.17% or 40,850** in total in green fee revenue, down **-16.60% or (\$12,719)** in total in pass revenue, and up **5.26% or \$28,131** in total in total revenue.

For FY24 Golf Revenue was \$ **TBD** minus Expenses of **(\$ TBD)** = \$ **TBD net profit/loss** for May 2024. The Fiscal Manager will calculate this information in late mid-late June so it will be added to July'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

Arroyo Del Oso issues:

1. Gazebo will fill up the cavity with slurry and replace the pan deck. Still waiting with CIP and their contractors, once electrical gets moved out then CIP will coordinate the slurry fill. Deck will be done as a top cap and to be done in house. This should be done by the end of July 2024.
2. Rakes and restrooms were vandalized.
3. Course looks good and new trees are growing.

Ladera issues:

1. Silver Tee boxes were moved to match the cards. Address the tees that are unlevel, compare to SCAGA, Solutions could be temporary scorecards or getting course rerated. What is the directive and what does the board want to do about it? Deb, David Sanchez, Claudia Melendrez will meet and come up with a plan with Bill and David and come back with a proposal.
2. Fairway # 17 has lots of holes. Will flag it GUR and reseed.
3. #3 and #12 the silver tee boxes are sloping.

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.
2. Fencing is an ongoing issue, will reweld the holes in the fencing.
3. Compliments to all the staff for making PDS look great
4. Will post ADA compliance Signage by register and lower gate for help getting up hill.
5. Compliments to CABQ for turning golf course around

Los Altos issues:

1. Bike path restriping, not done yet. Gates are temporarily closed due to construction.
2. Hole(s) needs to be fixed #8 netting back of the driving range. Ongoing made patches
3. Holding water on #18 getting some water tubing to drain.
4. Rakes are ordered for LA
5. Flag sticks getting old and splintering

6. Prairie Dogs becoming an issue on #18
7. Still some rough edges around greens on executive course. Will mark GUR.

Concessionaire Comments -

ADO - Driving range top tee box will be open next week. Waiting on Patio repairs outside Café.

PDS - Condition of the golf course has steadily improved, golfers are happy with the greens and fairways. Open night range pretty soon, PIO will send notifications social media, can push notifications on golf app, just waiting on the transformer box install, the install should take place tomorrow 5/17/24.

LA - Good comments from the public, course looks in good shape, Jr golf/ summer golf will be starting end of month.

Barbara Lail Senior Representative: Nothing to report

Youth on Course: Nothing to report

General Board Member Comments –

- o Operations Manual will be given to back to Director Simon to sign. Rates need to be discussed before the manual could be published.
- o Need to include “no weapons allowed” on property signage for LA
- o David will provide the Board a list of projects that he is requesting so that information can be passed to the golfing public for support.
- o Multiple concerns on the POS credit card sales, waiting on pricing from 3 vendors to see if we can change the POS system
- o Need to readdress golfer etiquette with small info sheet on #1 and #10

Old Business:

- o Women’s City Tournament, is the discount given on rates? To match the youth golf, it will be 18yrs and under.
- o Rates – History of GAB meetings about rate increases.
 1. 2/18/2021 Dir Simon says rate increase will go into effect 3/1/2020
 2. 1/20/2022 Karla- Greens fee status? Henry advised that we still not received go ahead
 3. 3/17/2022 July 1 rate increase for new fiscal- due to number of new golfers there may not need to be a rate increase.
 4. 4/21/2022 9-hole rate/ Disc Golf discount
 5. 5/19/2022 More discussion
 6. 7/21/2022 Board moved that rates stay the same with no increase- tabled. 9 hole- disc golf not settled
 7. 8/18/2022 Board voted 5-3 for new rates- no increase. 9 hole – ½ 18
 8. 10/20/2022 Disc Golf and 9-hole rates set
 9. 9/21/2022 all rates remain the same
 10. 7/20/2023 Board voted 5-1 no increase 18, PDS stay the same changes on 9 – no dam, \$12- Ladera \$10 – Los Altos
 11. 5/16/24 – GAB reiterated their decision to have no rate increase

- o Etiquette – see general board comments

Women's City Championship: Women's City Championship Tournaments are set up and would like for Cal to share information with youth. There was a Jr category introduced this year. NMAA and APS are a buy in for the tournaments. July 31 is the cut off for Jr at the age of 17.

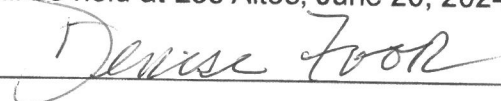
New Business:

- o PDS Disc Golf proposal
 1. Fact sheet and frequently asked questions were given out.
 2. May 2020 is when Ladera opened up to Disc Golf
 3. Design and scheduling of the course is not final
 4. Working with a designer
 5. Time line on money to be spent? 2 years once money hits account an extension can be granted.
 6. This is not a done deal as they still need Public engagement
- o Overlay of the design shows safety factor crossing fairways and damage to the course.
- o Last year, Disc golf brought in ~ \$16K and PDS ~ \$400K.
- o There are 5 courses in disc golf now up and running, why not upgrade the courses now by adding trees, shrubs etc....
- o Will this affect the rules of golf play with these new obstacles? Times? Less revenue?
- o Why don't we put the disc golf at ADO or LA?
- o Problem with the fee structure of Disc Golf vs Reg Golf, closing the course for tournaments up to 6 days including the range.
- o Petition is signed and will be sent to the mayor's office tomorrow 5/17/24
- o Concessionaire is concerned about the safety of the design overlay, damage to the course with discs landing on the greens, the closeness of nets to the greens
- o The GAB listed the following concerns – 1. Current overlay design, 2. Fee structure, 3. Management of player times and days.

Meeting adjourned at 5:19pm – David Motioned, Denise second.

Next Meeting will be held at Los Altos, June 20, 2024

Approved by: _____



Deb Thrall/ Denise Foor

FY 2024 Golf Management Division - Rounds and Revenue

Fiscal Year 24	Arroyo del Oso			Ladera			Las Alitas			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	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Golf Pass & Green Fee Revenue
July	9,472	\$ 179,279	\$ -	7,949	\$ 124,231	\$ -	6,637	\$ 112,102	\$ -	3,637	\$ 50,378	\$ -	30,581	\$ 27,889	\$ -	27,889	\$ 465,990	\$ 30,581	\$ 496,571
August	8,293	\$ 172,785	\$ -	8,293	\$ 122,820	\$ -	6,283	\$ 114,266	\$ -	3,786	\$ 50,983	\$ -	32,267	\$ 28,333	\$ -	28,333	\$ 460,754	\$ 32,267	\$ 493,021
September	8,480	\$ 151,853	\$ -	7,194	\$ 107,545	\$ -	6,698	\$ 80,238	\$ -	3,209	\$ 45,522	\$ -	32,109	\$ 24,491	\$ -	24,491	\$ 393,389	\$ 32,109	\$ 425,498
October	7,760	\$ 141,442	\$ -	6,813	\$ 103,111	\$ -	6,104	\$ 96,531	\$ -	2,944	\$ 40,705	\$ -	22,952	\$ 23,672	\$ -	23,672	\$ 381,889	\$ 22,952	\$ 404,841
November	5,769	\$ 101,141	\$ -	5,103	\$ 89,540	\$ -	4,004	\$ 57,022	\$ -	1,786	\$ 25,579	\$ -	21,357	\$ 16,376	\$ -	16,376	\$ 253,262	\$ 21,357	\$ 274,619
December (Closed 25th)	4,360	\$ 88,105	\$ -	4,099	\$ 98,676	\$ -	3,025	\$ 46,511	\$ -	1,315	\$ 15,416	\$ -	35,186	\$ 12,799	\$ -	12,799	\$ 208,710	\$ 35,186	\$ 243,896
January (Closed Approx. 2-10 Days)	3,699	\$ 64,628	\$ -	3,966	\$ 52,294	\$ -	2,325	\$ 31,486	\$ -	1,488	\$ 19,722	\$ -	41,471	\$ 11,438	\$ -	11,438	\$ 184,089	\$ 41,471	\$ 225,568
February (Closed Feb 10th & 11th)	3,209	\$ 90,807	\$ -	4,922	\$ 65,032	\$ -	3,728	\$ 52,564	\$ -	1,674	\$ 21,983	\$ -	52,386	\$ 15,573	\$ -	15,573	\$ 325,124	\$ 52,386	\$ 377,510
March	7,897	\$ 133,888	\$ -	6,605	\$ 88,777	\$ -	4,984	\$ 71,334	\$ -	2,353	\$ 31,125	\$ -	45,981	\$ 21,623	\$ -	21,623	\$ 325,124	\$ 45,981	\$ 371,105
April	8,923	\$ 153,930	\$ -	7,992	\$ 99,448	\$ -	6,078	\$ 86,338	\$ -	2,927	\$ 38,932	\$ -	80,505	\$ 25,520	\$ -	25,520	\$ 379,748	\$ 80,505	\$ 460,253
May	10,553	\$ 190,092	\$ -	9,019	\$ 125,122	\$ -	7,790	\$ 120,335	\$ -	3,699	\$ 50,148	\$ -	76,600	\$ 31,061	\$ -	31,061	\$ 489,299	\$ 76,600	\$ 565,899
June																0	\$ -	\$ -	\$ -
Total FY24	87,877	\$ 1,487,946	\$ -	71,584	\$ 1,016,557	\$ -	56,516	\$ 877,538	\$ -	28,792	\$ 387,104	\$ -	451,395	238,743	\$ 3,749,144	\$ 451,395	\$ 4,200,539		

Comparing FY24 to FY23, we are up 4.85% or 11,040 in total in rounds, up 5.7% or \$197,767 in total in green fee revenue, up 4.05% or \$17,603 in total in pass revenue, resulting in us being up overall 5.40% or \$215,369 in total in total revenue for FY24.

For prior month comparisons from April 2024 to May 2024 we were up 17.84% or 5,541 in total in rounds, up 21.91% or \$106,550 in total in green fee revenue, up 21.01% or \$16,095 in total in pass revenue, and up 21.79% or \$122,646 in total in total revenue.

For Fiscal Year month comparisons from May 2024 to May 2023 we were up 12.55% or 3,463 in total in rounds, up 9.17% or \$40,850 in total in green fee revenue, down -16.60% or (\$12,719) in total in pass revenue, and up 5.26% or \$28,131 in total in total revenue.

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

NOTE: Net Profit Amounts 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.

Fiscal Year 23	Arroyo del Oso			Ladera			Las Alitas			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	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Golf Pass & Green Fee Revenue
July	10,328	\$ 165,984	\$ -	7,893	\$ 124,281	\$ -	7,920	\$ 117,028	\$ -	4,070	\$ 55,042	\$ -	50,057	30,057	\$ -	30,057	\$ 482,315	\$ 50,057	\$ 532,372
August	10,197	\$ 173,237	\$ -	8,200	\$ 119,925	\$ -	6,793	\$ 101,848	\$ -	3,787	\$ 49,389	\$ -	40,162	28,957	\$ -	28,957	\$ 444,409	\$ 40,162	\$ 484,571
September	8,787	\$ 153,483	\$ -	7,197	\$ 104,778	\$ -	6,244	\$ 83,703	\$ -	3,794	\$ 44,221	\$ -	32,881	28,522	\$ -	28,522	\$ 398,185	\$ 32,881	\$ 431,066
October	7,521	\$ 124,176	\$ -	5,961	\$ 88,257	\$ -	5,094	\$ 80,256	\$ -	2,664	\$ 36,337	\$ -	20,281	21,240	\$ -	21,240	\$ 339,016	\$ 20,281	\$ 359,297
November	5,310	\$ 94,172	\$ -	4,299	\$ 80,224	\$ -	4,047	\$ 57,718	\$ -	1,633	\$ 22,062	\$ -	10,448	15,343	\$ -	15,343	\$ 232,715	\$ 10,448	\$ 243,163
December (Closed 25th)	4,047	\$ 83,551	\$ -	3,375	\$ 50,360	\$ -	3,196	\$ 46,049	\$ -	1,447	\$ 20,888	\$ -	28,819	12,065	\$ -	12,065	\$ 200,847	\$ 28,819	\$ 229,667
January	3,680	\$ 61,383	\$ -	3,357	\$ 47,308	\$ -	2,694	\$ 35,457	\$ -	1,355	\$ 17,949	\$ -	44,181	11,286	\$ -	11,286	\$ 162,098	\$ 44,181	\$ 206,279
February	4,359	\$ 75,952	\$ -	3,893	\$ 59,841	\$ -	3,172	\$ 42,873	\$ -	1,327	\$ 20,416	\$ -	27,362	12,945	\$ -	12,945	\$ 198,993	\$ 27,362	\$ 226,355
March (Closed 17th)	5,820	\$ 93,942	\$ -	5,196	\$ 72,842	\$ -	4,623	\$ 63,142	\$ -	2,169	\$ 28,430	\$ -	43,840	17,810	\$ -	17,810	\$ 258,156	\$ 43,840	\$ 301,996
April	8,231	\$ 142,312	\$ -	7,146	\$ 105,774	\$ -	6,397	\$ 99,616	\$ -	3,112	\$ 43,142	\$ -	43,840	24,886	\$ -	24,886	\$ 391,944	\$ 43,840	\$ 435,784
May	9,163	\$ 167,472	\$ -	7,475	\$ 113,345	\$ -	7,638	\$ 119,853	\$ -	3,322	\$ 44,779	\$ -	89,519	27,398	\$ -	27,398	\$ 445,449	\$ 89,519	\$ 534,968
June																0	\$ -	\$ -	\$ -
Total FY23	77,443	\$ 1,385,643	\$ -	63,984	\$ 945,536	\$ -	57,912	\$ 837,532	\$ -	28,354	\$ 382,667	\$ -	433,792	227,703	\$ 3,551,377	\$ 433,792	\$ 3,985,170		
FY24	87,877	\$ 1,487,946	\$ -	71,584	\$ 1,016,557	\$ -	56,516	\$ 877,538	\$ -	28,792	\$ 387,104	\$ -	451,395	238,743	\$ 3,749,144	\$ 451,395	\$ 4,200,539		
FY23	77,443	\$ 1,385,643	\$ -	63,984	\$ 945,536	\$ -	57,912	\$ 837,532	\$ -	28,354	\$ 382,667	\$ -	433,792	227,703	\$ 3,551,377	\$ 433,792	\$ 3,985,170		
Delta(e)	4,428	\$ 102,303	\$ -	7,600	\$ 71,021	\$ -	(1,396)	\$ 20,005	\$ -	408	\$ 4,439	\$ -	17,603	11,040	\$ 197,767	\$ 17,603	\$ 215,369		

FY24 vs FY23	Rounds			Green Fee Revenue			Total Golf Pass Revenue			Total Revenue		
	Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Rounds	Total Green Fee Revenue	Total Golf Pass Revenue	Total Revenue					
FY24	238,743	\$ 3,749,144	\$ 451,395	238,743	\$ 3,749,144	\$ 451,395	\$ 4,200,539					
FY23	227,703	\$ 3,551,377	\$ 433,792	227,703	\$ 3,551,377	\$ 433,792	\$ 3,985,170					
YTD Comparison FY24 to FY23	4.85%	5.57%	4.00%	4.85%	5.57%	4.00%	5.40%					
MTD FY24 Comparison from Prior Month (April 2024 to May 2024)	17.84%	21.91%	21.01%	17,84%	\$ 21,914	\$ 21,014	\$ 215,369					
MTD Comparison to Prior Ft Month (FY24 May to FY23 May)	5.541	\$ 106,550	\$ 16,095	5,541	\$ 106,550	\$ 16,095	\$ 122,646					
	12.55%	9.17%	-16.60%	12,55%	\$ 9,174	\$ -16,603	\$ 5,285					
	3.463	\$ 40,850	\$ (12,719)	3,463	\$ 40,850	\$ (12,719)	\$ 28,131					

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
July	9,472	\$ 179,219	\$ -	7,949	\$ 124,231	\$ -	6,337	\$ 112,102	\$ -	3,627	\$ 50,378	\$ -	27,889	\$ 465,990	\$ 30,581
August	9,971	\$ 172,786	\$ -	7,194	\$ 107,545	\$ -	6,243	\$ 114,266	\$ -	3,726	\$ 50,883	\$ -	28,333	\$ 460,754	\$ 32,267
September	8,460	\$ 151,863	\$ -	7,194	\$ 107,545	\$ -	6,698	\$ 114,266	\$ -	3,709	\$ 45,252	\$ -	32,108	\$ 393,988	\$ 32,109
October	7,160	\$ 141,442	\$ -	6,813	\$ 103,111	\$ -	6,104	\$ 98,431	\$ -	2,944	\$ 40,705	\$ -	22,952	\$ 23,624	\$ -
November	5,763	\$ 101,141	\$ -	5,103	\$ 69,540	\$ -	3,754	\$ 57,022	\$ -	1,756	\$ 25,579	\$ -	21,357	\$ 391,688	\$ 22,952
December (Closed 25th)	4,360	\$ 89,108	\$ -	4,098	\$ 69,676	\$ -	3,025	\$ 46,511	\$ -	1,315	\$ 15,416	\$ -	35,188	\$ 253,782	\$ 21,357
January (Closed Approx. 2-10 Days)	3,899	\$ 64,625	\$ -	3,966	\$ 52,254	\$ -	2,325	\$ 31,495	\$ -	1,468	\$ 15,416	\$ -	17,798	\$ 208,710	\$ 35,188
February (Closed Feb. 10th & 11th)	3,899	\$ 64,625	\$ -	4,962	\$ 62,022	\$ -	2,325	\$ 31,495	\$ -	1,674	\$ 15,722	\$ -	17,458	\$ 164,099	\$ 41,471
March	8,923	\$ 133,888	\$ -	6,605	\$ 99,772	\$ -	4,984	\$ 71,334	\$ -	2,933	\$ 21,925	\$ -	15,573	\$ 326,151	\$ 52,386
April	8,923	\$ 133,888	\$ -	7,592	\$ 99,448	\$ -	4,984	\$ 71,334	\$ -	2,933	\$ 21,925	\$ -	15,573	\$ 326,151	\$ 52,386
May	10,533	\$ 190,892	\$ -	9,019	\$ 125,122	\$ -	8,438	\$ 120,935	\$ -	3,689	\$ 50,148	\$ -	25,520	\$ 379,748	\$ 60,505
June							7,790	\$ 120,935	\$ -	3,689	\$ 50,148	\$ -	31,091	\$ 486,258	\$ 76,600
Total FY24	81,871	\$ 1,467,946	\$ -	71,984	\$ 1,016,557	\$ -	56,576	\$ 877,538	\$ -	29,792	\$ 387,104	\$ -	238,743	\$ 3,748,144	\$ 451,395

Comparing FY24 to FY23, we are up 4.85% or 11,040 in total in rounds, up 5.57% or \$197,767 in total in green fee revenue, up 4.06% or \$17,603 in total in pass revenue, resulting in us being up overall 5.40% or \$215,369 in total in total revenue for FY24.

For prior month comparisons from April 2024 to May 2024 we were up 17.84% or 5,541 in total in rounds, up 21.91% or \$106,550 in total in green fee revenue, up 21.01% or \$16,095 in total in pass revenue, and up 21.79% or \$122,646 in total in total revenue.

For Fiscal Year month comparisons from May 2024 to May 2023 we were up 12.55% or 3,463 in total in rounds, up 9.17% or \$40,850 in total in green fee revenue, down -16.60% or (\$12,719) in total in pass revenue, and up 5.26% or \$28,131 in total in total revenue.

FY24 Golf Revenue was \$ TBD minus \$ TBD = \$ TBD net profit/net loss through May 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		FY23		FY24	
Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue
227,703	\$ 3,551,377	\$ 433,792	\$ 3,985,170	238,743	\$ 3,748,144
4.85%	5.57%	4.06%	5.40%	238,743	\$ 3,748,144
11,040	\$ 197,767	\$ 17,603	\$ 215,369		
17.84%	21.91%	21.01%	21.79%		
5,541	\$ 106,550	\$ 16,095	\$ 122,646		
12.55%	9.17%	-16.60%	5.26%		
3,463	\$ 40,850	\$ (12,719)	\$ 28,131		

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
July	10,328	\$ 185,984	\$ -	7,893	\$ 124,281	\$ -	7,820	\$ 117,028	\$ -	4,010	\$ 55,942	\$ -	50,657	\$ 30,057	\$ -
August	10,197	\$ 173,237	\$ -	8,200	\$ 119,825	\$ -	6,733	\$ 101,848	\$ -	3,767	\$ 49,398	\$ -	40,182	\$ 28,937	\$ -
September	8,787	\$ 153,483	\$ -	7,197	\$ 104,718	\$ -	6,244	\$ 93,703	\$ -	3,294	\$ 44,221	\$ -	32,681	\$ 25,522	\$ -
October	7,521	\$ 134,178	\$ -	5,961	\$ 86,257	\$ -	5,094	\$ 90,246	\$ -	2,663	\$ 36,337	\$ -	21,240	\$ 17,340	\$ -
November	5,310	\$ 94,172	\$ -	4,299	\$ 58,224	\$ -	4,041	\$ 57,718	\$ -	1,693	\$ 22,082	\$ -	10,448	\$ 15,348	\$ -
December (Closed 25th)	4,047	\$ 63,551	\$ -	3,315	\$ 50,350	\$ -	3,196	\$ 46,049	\$ -	1,447	\$ 20,888	\$ -	10,448	\$ 15,348	\$ -
January	4,359	\$ 61,383	\$ -	3,357	\$ 47,308	\$ -	2,894	\$ 35,657	\$ -	1,335	\$ 20,888	\$ -	28,619	\$ 12,065	\$ -
February	5,820	\$ 75,842	\$ -	3,893	\$ 59,641	\$ -	3,172	\$ 42,873	\$ -	1,521	\$ 17,946	\$ -	11,286	\$ 16,098	\$ -
March (Closed 17th)	4,231	\$ 142,312	\$ -	5,198	\$ 72,842	\$ -	4,623	\$ 63,142	\$ -	2,189	\$ 28,430	\$ -	46,643	\$ 17,810	\$ -
April	8,231	\$ 142,312	\$ -	7,146	\$ 105,774	\$ -	6,397	\$ 99,616	\$ -	3,112	\$ 43,142	\$ -	43,840	\$ 24,886	\$ -
May	9,163	\$ 161,412	\$ -	7,415	\$ 113,345	\$ -	7,638	\$ 119,653	\$ -	3,032	\$ 44,178	\$ -	69,319	\$ 27,958	\$ -
June															
Total FY23	77,443	\$ 1,365,643	\$ -	63,994	\$ 946,538	\$ -	57,972	\$ 857,532	\$ -	28,334	\$ 382,667	\$ -	227,703	\$ 3,551,377	\$ 433,792
FY24	81,871	\$ 1,467,946	\$ -	71,984	\$ 1,016,557	\$ -	56,576	\$ 877,538	\$ -	29,792	\$ 387,104	\$ -	238,743	\$ 3,748,144	\$ 451,395
FY23	77,443	\$ 1,365,643	\$ -	63,994	\$ 946,538	\$ -	57,972	\$ 857,532	\$ -	28,334	\$ 382,667	\$ -	227,703	\$ 3,551,377	\$ 433,792
Delta(s)	4,428	\$ 102,303	\$ -	7,990	\$ 71,021	\$ -	7,604	\$ 92,006	\$ -	1,458	\$ 4,437	\$ -	11,040	\$ 197,767	\$ 17,603

FY24 vs FY23		FY23		FY24	
Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue	Rounds	Green Fee Revenue
4,428	\$ 102,303	\$ 17,603	\$ 122,646		
5.7%	7.4%	5.2%	5.7%		
11,040	\$ 197,767	\$ 17,603	\$ 215,369		
14.2%	5.2%	21.0%	21.79%		
5,541	\$ 106,550	\$ 16,095	\$ 122,646		
7.1%	9.17%	-16.60%	5.26%		
3,463	\$ 40,850	\$ (12,719)	\$ 28,131		