

City Of Albuquerque  
Municipal Golf Advisory Board  
Agenda  
15, July 2021, 3:00 pm

1. Meeting is called to order and roll taken
2. Introductions
3. Review of minutes (last meeting June 2021)
4. Public Comments – No public comments
5. Golf Management reports and updates
  - a. Personnel Updates
  - b. Rounds and Revenue Report
  - c. FY20 FY21 Comparison Rounds and Revenues
  - d. Other
6. Concessionaires Comments
7. Advisory Board Comments
8. Old Business
  - a. Board Member Status
9. New Business
10. Next Meeting– August 19, 2021 Ladera



City of Albuquerque

Municipal Golf Advisory Board June 2021 Minutes

Meeting Held: 6/17/2021

Location: Zoom Meeting

In attendance:

Denise Foor	ADO Women's ADO Men's	David Salas, COA Golf Management Gabriel Moreno, COA Golf Management
Dan Turnham Karla Degroft	Los Altos Men's Los Altos Women's	
Chris Grover	Ladera Women's Ladera Men's	
Regine Dubay Mark Holman	PDS Women's PDS Men's	
	Youth Golfers	
	Senior Golfers At Large	
Mark Mcfall Todd Kersting	PDS Concessionaire PDS Concessionaire Los Altos Concessionaire LD Concessionaire	
Tony Hidalgo	ADO Concessionaire	

Meeting was called to order at 3:07 pm by Karla Degroft.

**Introductions**

**Karla Degroft:** Opened the Golf Advisory Board (GAB) meeting dialogue. We went around having self-introductions of everyone in attendance which included: Board Members, City Staff and Concessionaires.

**Minutes**

Minutes were reviewed and approved

### **Public Comments**

There was no public comment

### **Golf Management Reports and Updates**

#### **Personnel Updates**

#### **David Salas Reported:**

- (1) B-28 Mechanic for Los Altos closed, looking through applicants now.
- (3) B-23 Equipment operators Ladera, ADO and PDS, still trying to open that pool and get rid of the CDL requirement.
- (1) M-13 Assistant Supervisor position at Ladera closed.
- (2) Irrigator positions open due to promotion at Arroyo Del Oso and Los Altos.
- (1) M-14 Supervisor at Los Altos is closed.
- (1) B-20 Golf Course Maintenance Worker open for Los Altos.

#### **Rounds and Revenue**

#### **Gabriel Moreno:**

This May lower than last year, numbers dropped due to Covid and reopening in May last year. Rounds down 10% for the month but up 40% for the year, Greens Fee Revenue dropped 13% last month but up 39% for the year, Pass Revenue stayed the same, Total Revenue dropped 12% but still up 39% for the year.

#### **Concessionaire Comments**

**Tony Hidalgo:** Golf Management repaired the gazebo outside in front of the café and is being used now. All courses hosting High School Championship except Puerto Del Sol. Asked Gabe about the revenue regarding rounds compared to last year.

**Todd Kersting:** Junior PGA tournament went well. Working with PNM for new LED lights instead of halogen in the parking lot. Also working on Wednesday evening golf clinics with Law Enforcement in July for night range.

**Mark McFall:** Night range is going well compared to last year still pretty close to the same. Junior Tournament went well. Golf Course condition is improving, maintenance is doing a great job.

## Golf Advisory Board (GAB) Member Comments

### Regine Dubay:

- Enjoyed being out with Marc and Dave, toured the course and was very informative.

### Mark Holman:

- Toured the course with Dave Salas, John Allen, Mark McFall went over problem areas and was very useful. John Allen doing a great job.
- Sprinklers may be moved on #3 and #4, new ones on #8 and #9.
- Spoke about getting guys out to pull chick weed in September.

### Chris Grover:

- Course is looking great
- Bathrooms need work, women's toilet seat on course needs to be replaced.

### Dan Turnham:

- Had a meeting with Dave and what to do with #14 and not sure what to do with the arroyo gravel.
- Wanted to know about the creek on #8 per Dave is on his radar but is going to get it measured.
- Seems like there has been a lot of cancellations, per Tony says yes but due to not allowing people to walk on there is a lot and once we do allow walk ons, cancellations should decrease. Dave Salas added with the new golf app there will be an upfront fee charged for tee times so this should help avoid the number of cancellations as well.
- Course is looking great

### Karla Degroft:

- Says she always gets compliments on the course.
- Asked about new golf app and getting a rain check if having to cancel tee time, per Dave

### Denise Foor:

- No complaints on the course from the women

- Says she was asked about getting the parking lot lines redone
- Was asked about the trees being removed and if they will be replaced with new ones. Per Dave says he will reach out to the Forestry Department this fall and see what they have available.
- At #18 is nice to have the cart path fixed.
- Asked about RV Camping, she received a call about this per Dave says 2 courses are locked at night but unsure about others.
- Says some of the carts are old at Puerto, need to get some new ones.

**Old Business:**

Board member status: Passing of Bernie and new member Mr. Villareal newly appointed.

**New Business:**

Meeting adjourned 3:40pm

Next meeting will be held via ADO Cafe: 7/15/2021

Meeting Adjourned: 3:40 pm- Karla motioned, Denise and Mark seconded that motion.

Approved by: \_\_\_\_\_  
Denise Foor/Karla DeGroft

**FY 2021 Golf Management Division - Rounds and Green Fee Revenue**

Fiscal Year 21	Arroyo del Oso			Ladera			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	
July	10,217	\$ 175,245	\$ 13,900	8,065	\$ 115,284	\$ 10,976	7,084	\$ 102,328	\$ 13,023	4,746	\$ 61,908	\$ 3,600	30,112	\$ 454,765	\$ 42,547
August	10,320	\$ 183,071	\$ 12,895	8,203	\$ 121,754	\$ 14,357	7,089	\$ 105,837	\$ 5,871	4,569	\$ 61,013	\$ -	30,181	\$ 471,676	\$ 34,171
September	8,635	\$ 150,340	\$ 8,300	7,171	\$ 102,063	\$ 10,971	6,641	\$ 92,211	\$ 6,919	3,698	\$ 49,714	\$ -	25,945	\$ 394,318	\$ 27,719
October	7,913	\$ 139,313	\$ 8,800	6,238	\$ 89,572	\$ 10,324	6,077	\$ 87,048	\$ 5,867	3,357	\$ 44,125	\$ -	23,585	\$ 360,059	\$ 29,833
November (Closed 16-30)	3,361	\$ 58,096	\$ 5,410	2,763	\$ 38,793	\$ 8,271	2,470	\$ 33,284	\$ 3,010	1,373	\$ 18,148	\$ -	9,967	\$ 148,321	\$ 16,690
December (Closed 1 & 25)	3,537	\$ 58,159	\$ 7,886	3,487	\$ 46,131	\$ 1,048	2,957	\$ 32,832	\$ 7,371	1,635	\$ 20,080	\$ 2,267	11,616	\$ 157,203	\$ 22,171
January (Closed 26-28 Snow)	4,670	\$ 79,369	\$ 8,438	4,031	\$ 54,951	\$ 5,414	3,374	\$ 43,659	\$ 12,329	1,977	\$ 24,966	\$ -	14,052	\$ 202,945	\$ 27,752
February (Closed 14-18 Snow)	4,680	\$ 76,704	\$ 13,390	3,882	\$ 51,464	\$ 2,552	3,224	\$ 40,677	\$ 10,886	1,976	\$ 25,118	\$ -	13,762	\$ 193,963	\$ 29,638
March (Closed 24 Snow)	6,919	\$ 113,991	\$ 21,800	5,602	\$ 74,859	\$ 10,814	4,900	\$ 60,794	\$ 14,505	2,824	\$ 34,887	\$ 1,048	20,245	\$ 284,531	\$ 48,833
April	8,062	\$ 131,414	\$ 22,257	6,547	\$ 90,190	\$ 6,286	5,614	\$ 85,412	\$ 7,533	3,244	\$ 39,930	\$ 4,057	23,667	\$ 346,946	\$ 47,505
May	10,163	\$ 176,207	\$ 7,819	6,780	\$ 96,520	\$ 10,543	8,528	\$ 114,372	\$ 12,576	3,947	\$ 53,549	\$ 6,676	29,418	\$ 442,647	\$ 50,633
June	9,357	\$ 158,182	\$ 4,500	6,766	\$ 97,216	\$ 6,314	6,332	\$ 96,908	\$ 7,981	3,634	\$ 50,505	\$ 2,862	26,289	\$ 402,811	\$ 37,867
<b>Total FY21</b>	<b>87,734</b>	<b>\$ 1,500,091</b>	<b>\$ 135,395</b>	<b>69,535</b>	<b>\$ 980,788</b>	<b>\$ 97,871</b>	<b>64,390</b>	<b>\$ 895,362</b>	<b>\$ 107,671</b>	<b>37,180</b>	<b>\$ 483,945</b>	<b>\$ 20,510</b>	<b>256,839</b>	<b>\$ 3,860,186</b>	<b>\$ 415,361</b>

FY21 vs. FY20			
	Rounds	Green Fee Revenue	Total Golf Pass Revenue
FY21	258,839	\$ 3,860,186	\$ 415,361
FY20	196,722	\$ 2,954,021	\$ 312,875
<b>YTD Comparison FY21 to FY20 FINAL</b>	<b>62,117</b>	<b>\$ 906,165</b>	<b>\$ 102,486</b>
		<b>-8%</b>	<b>-4%</b>
<b>MTD Comparison FY21 to FY20</b>	<b>(3,793)</b>	<b>\$ (64,580)</b>	<b>\$ 600</b>
		<b>-8%</b>	<b>-8%</b>

Fiscal Year 20	Arroyo del Oso			Ladera			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	
July	8,426	\$ 144,155	\$ 10,343	5,288	\$ 76,897	\$ 12,305	5,583	\$ 77,726	\$ 9,929	3,779	\$ 47,145	\$ 3,143	23,076	\$ 345,924	\$ 35,719
August	8,050	\$ 140,872	\$ 7,081	5,304	\$ 76,141	\$ 9,710	5,433	\$ 78,074	\$ 1,667	3,559	\$ 42,936	\$ 1,048	22,346	\$ 338,022	\$ 19,505
September	7,001	\$ 118,250	\$ 5,629	5,310	\$ 79,672	\$ 3,976	4,970	\$ 69,955	\$ 6,610	2,745	\$ 33,347	\$ -	20,026	\$ 301,224	\$ 17,180
October	5,983	\$ 96,086	\$ 9,867	3,969	\$ 55,115	\$ 4,286	4,143	\$ 57,055	\$ 1,357	2,507	\$ 29,597	\$ 1,048	16,602	\$ 237,853	\$ 17,605
November	3,667	\$ 61,231	\$ 2,095	2,992	\$ 41,812	\$ 1,048	2,922	\$ 39,751	\$ 6,610	1,624	\$ 18,870	\$ -	11,205	\$ 161,664	\$ 9,752
December	2,441	\$ 38,120	\$ 2,714	1,968	\$ 25,122	\$ 310	1,914	\$ 22,130	\$ 6,919	1,184	\$ 12,568	\$ 1,505	7,507	\$ 97,940	\$ 11,448
January	3,056	\$ 50,013	\$ 20,881	2,418	\$ 32,641	\$ 7,200	2,352	\$ 27,804	\$ 14,886	1,368	\$ 15,683	\$ 3,314	9,194	\$ 126,141	\$ 48,281
February	3,841	\$ 67,263	\$ 15,948	2,932	\$ 44,922	\$ 9,471	2,650	\$ 37,190	\$ 10,381	1,644	\$ 19,875	\$ 4,581	11,067	\$ 169,251	\$ 40,405
March (25th-31st Covid Closure)	4,887	\$ 82,372	\$ 14,348	3,641	\$ 62,567	\$ 10,105	3,572	\$ 49,052	\$ 9,686	1,995	\$ 23,091	\$ 6,005	14,095	\$ 207,083	\$ 40,143
April (1st-30th Covid Closure)	0	\$ -	\$ -	0	\$ -	\$ -	0	\$ -	\$ -	0	\$ -	\$ -	0	\$ -	\$ -
May	10,907	\$ 198,352	\$ 2,267	8,467	\$ 131,362	\$ 11,443	7,731	\$ 119,076	\$ 18,729	4,417	\$ 58,628	\$ 5,133	31,522	\$ 507,438	\$ 37,571
June	10,508	\$ 181,511	\$ 10,519	7,721	\$ 112,003	\$ 10,505	7,368	\$ 111,022	\$ 14,866	4,495	\$ 56,945	\$ (148)	30,082	\$ 461,481	\$ 37,267
<b>Total FY20</b>	<b>68,767</b>	<b>\$ 1,178,224</b>	<b>\$ 101,690</b>	<b>50,010</b>	<b>\$ 728,273</b>	<b>\$ 80,357</b>	<b>48,628</b>	<b>\$ 688,837</b>	<b>\$ 101,657</b>	<b>29,317</b>	<b>\$ 358,687</b>	<b>\$ 25,629</b>	<b>196,722</b>	<b>\$ 2,954,021</b>	<b>\$ 312,875</b>
<b>FY21</b>	<b>87,734</b>	<b>\$ 1,500,091</b>	<b>\$ 135,395</b>	<b>69,535</b>	<b>\$ 980,788</b>	<b>\$ 97,871</b>	<b>64,390</b>	<b>\$ 895,362</b>	<b>\$ 107,671</b>	<b>37,180</b>	<b>\$ 483,945</b>	<b>\$ 20,510</b>	<b>258,839</b>	<b>\$ 3,860,186</b>	<b>\$ 415,361</b>
<b>FY20</b>	<b>68,767</b>	<b>\$ 1,178,224</b>	<b>\$ 101,690</b>	<b>50,010</b>	<b>\$ 728,273</b>	<b>\$ 80,357</b>	<b>48,628</b>	<b>\$ 688,837</b>	<b>\$ 101,657</b>	<b>29,317</b>	<b>\$ 358,687</b>	<b>\$ 25,629</b>	<b>196,722</b>	<b>\$ 2,954,021</b>	<b>\$ 312,875</b>
<b>Delta(s)</b>	<b>18,967</b>	<b>\$ 321,867</b>	<b>\$ 33,705</b>	<b>19,525</b>	<b>\$ 252,515</b>	<b>\$ 17,514</b>	<b>15,762</b>	<b>\$ 206,525</b>	<b>\$ 6,014</b>	<b>7,863</b>	<b>\$ 125,258</b>	<b>\$ (5,119)</b>	<b>62,117</b>	<b>\$ 906,165</b>	<b>\$ 102,486</b>