

## **GAB meeting, November 18, 2021**

Location: Ladera banquet room and Zoom

In Attendance:

Karla DeGroft, in person	Los Altos Women's
Regine Dubay, in person	Puerto del Sol Women's
Thomas Borst, in person	Ladera Men's
Chris Grover, via Zoom	Ladera Women's
Deb Thrall, via Zoom	At Large
Tony Hidalgo, via Zoom	Arroyo del Oso Concessionaire
Todd Kersting, via Zoom	Puerto del Sol concessionaire
Henry Rodarte, in person	COA Golf Management
Gabriel Moreno, in person	COA Golf Management

Meeting was called to order at 3:35 p.m. Henry Rodarte had difficulty launching the Zoom meeting but Deb Thrall was able to launch the meeting from her location on her personal Zoom account.

### **Introductions**

Karla DeGroft asked for self-introductions which also served as calling roll. Five attendees were in the Ladera banquet room and four attended via Zoom.

### **Minutes**

Minutes were reviewed from the October meeting. Regine Dubay commented that her questions regarding paving at PDS were not mentioned in the minutes and would like the following added to her comment section. "David Salas reported that there is money in the budget for the repaving of the Puerto Del Sol parking lot and it should be completed by year end." Karla wanted a clarification under "Old Business" regarding the tee markers at Ladera. (Gold & silver markers, which hole?)

Approval of minutes was tabled until the January meeting.

Public Comments:

None

### **Golf Management Reports:**

Henry Rodarte:

- ADO – Supervisor – Vacant – will be filled on 1/29/22
- Irrigation Specialist – Vacant – Waiting for Apps
- Ladera – Irrigation Specialist – Will be filled on 1/18/22
- Golf course maintenance worker – Vacant – will be put out for bid
- Equipment Operator – Vacant – will be put out for bid
- Los Altos - Supervisor – Vacant – will be filled on 1/18/22
- Mechanic – Vacant – Closed waiting for apps
- PDS – Irrigation specialist – will be filled on 1/18/22
- Admin – Admin Asst. – Vacant – will be filled on 1/18/22

### **Rounds and Revenue**

Gabe Moreno:

For monthly comparisons from September to October were as follows: we were down 4.72% in rounds, down 3.34% in green fee revenue, down 8.19% in pass revenue, and down 3.77% in total revenue.

Comparing FY22 to FY21 to date, we are down 3.5% in rounds (3,845), down 0.2% in green fee revenue (\$3,077), up 15.2% in pass revenue \$20.438, resulting in us up overall 1.0% in total revenue \$17,361.

For FY22 through October 2021 all golf Revenue was \$2,124,437.10 minus Expenses \$1,118,015.66 = \$1,006,421.44 net profit.

### **Concessionaire Comments**

Tony Hidalgo: Reported hosting a successful Women's College tournament at ADO, with many compliments regarding playing conditions. Tony also mentioned fairways at Puerto del Sol with dead spurge would need to be re-seeded in the spring. Time for fall seeding was missed. Did say he thought the greens were in good shape, as were the tee boxes.

Todd Kersting: In attendance via Zoom, but unable to make comments.

### **Golf Advisory Board Comments**

Regine Dubay: Asked again about the dead trees at PDS which were supposed to be marked with red ribbon while leaves were still on the trees, according to David Salas. None of the trees have been marked and the leaves have fallen. It will not be possible to identify the dead trees until spring. Regine asked about paving at PDS, which David Sales reported last month would

begin before the end of the year. She wanted an update on whether a date has been established to begin the repaving.

Thomas Borst: Has played Ladera 18 hole course and reports it is in good condition.

Karla DeGroft: Tee box location problem at Los Altos seems to have been addressed, at least on 11/16 they were in the proper locations. Seeding and new grass growth is doing well at Los Altos, because ropes were placed in those areas to keep golfers and carts away from new growth. Pot holes in drive near #7 green and between driving range and middle of hole #10 were filled with dirt but need to be repaired with paving.

Deb Thrall: Addressed the items mentioned in her email to the GAB.

#### ADO

- Patio area gate for golfers who walk - 2 methods of egress for the patio is a recommended safety concern.
- Parking lot lighting is needed

#### Ladera

- Banquet room windows are leaking and build up chemical deposits daily . This is an inhalation/safety concern.
- Drainage at cart barn needs regularly scheduled maintenance - perhaps quarterly

#### Los Altos

- No lights in Parking Lot are a hazard for night events
- Gate to bike path is broken and is not secure - this recurring problem allows the homeless to easily access the course
- There is no signage on the fences prohibiting walkers/joggers/dogs etc. on North or South entrance to the course
- Unsafe parking situation for maintenance workers by animal control building - need defined parking to free up space for moving large machinery
- Drainage at cart barn needs regularly scheduled maintenance and sewer backs up in building often which is a health/safety hazard

#### Puerto Del Sol

- Proshop cabinet doors in kitchen area are ragged on the bottom and need replaced. Shouldn't cost much and will greatly improve the look of the shop.
- Lights in Parking Lot are needed for night golf

Deb commented that she was glad to see that the expense report was added to the management reports provided. She would also like to see a current Management Organization chart so that we would have a better idea of where staff is needed.

Chris Grover: Nothing to report.

#### Old Business:

Board member status – no report, but Karla DeGroft questioned status of Barbara Lail who submitted her application and resume several months ago to be considered for the Senior Golfers representative. Barbara plays at ADO, Ladera and Los Altos, regularly, and is a

member of all three women's golf associations. Karla hoped that the consideration and appointment wouldn't take as long as Karla's approval (year and a half).

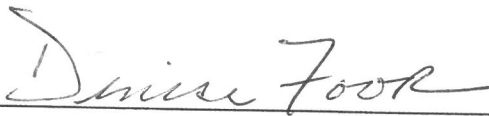
**New business:**

Meeting time -- This agenda item will be placed on the January agenda, again. There was not a quorum for this meeting and change of time would need to be voted upon. Karla suggested the agenda item be explained further: "Discussion of possible change in GAB meeting time/date".

Meeting adjourned at 4:33 – Motion made by Regine Dubay and seconded by Thomas Borst.

Next meeting will be held January 20,2022 - Los Altos/Zoom

Approved By: \_\_\_\_\_



Karla DeGroft/Denise Foor

# FY 2022 Golf Management Division - Rounds and Revenue

Fiscal Year 22	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD		Total Golf Pass Revenue	Total Golf & 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	10,021	\$ 181,745	\$ 8,624	7,609	\$ 117,262	\$ 15,538	7,308	\$ 111,775	\$ 18,190	4,334	\$ 56,934	\$ 1,505	29,272	\$ 467,716	\$ 58,138	\$ 528,854
August	9,540	\$ 168,566	\$ 8,343	7,632	\$ 113,784	\$ 11,567	7,207	\$ 109,207	\$ 16,871	4,121	\$ 54,774	\$ 3,600	28,500	\$ 446,331	\$ 44,048	\$ 490,378
September	8,365	\$ 147,448	\$ 8,033	6,541	\$ 96,424	\$ 8,271	6,491	\$ 100,011	\$ 3,010	3,379	\$ 45,407	\$ 2,095	24,776	\$ 389,291	\$ 29,067	\$ 418,357
October	7,880	\$ 142,803	\$ 2,714	6,046	\$ 91,940	\$ 11,062	6,190	\$ 94,409	\$ 6,314	3,314	\$ 45,251	\$ 1,814	23,430	\$ 374,404	\$ 25,457	\$ 399,861
November	7,006	\$ 120,999	\$ 4,714	5,360	\$ 76,496	\$ 7,148	5,064	\$ 69,365	\$ 8,286	2,473	\$ 32,383	\$ 3,314	19,903	\$ 299,242	\$ 26,471	\$ 325,714
December													0	\$ -	\$ -	\$ -
January													0	\$ -	\$ -	\$ -
February													0	\$ -	\$ -	\$ -
March													0	\$ -	\$ -	\$ -
April													0	\$ -	\$ -	\$ -
May													0	\$ -	\$ -	\$ -
June													0	\$ -	\$ -	\$ -
Total FY22	42,812	\$ 761,561	\$ 32,429	33,188	\$ 495,906	\$ 53,586	32,260	\$ 484,767	\$ 52,671	17,621	\$ 234,749	\$ 12,329	125,881	\$ 1,976,984	\$ 181,181	\$ 2,158,165

FY22 vs. FY21

	Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
FY22	125,881	\$ 1,976,984	\$ 181,181	\$ 2,158,165
FY21	119,790	\$ 1,829,140	\$ 150,961	\$ 1,980,101
YTD Comparison FY22 to FY21 FINAL	5.08%	8.08%	20.02%	8.99%
MTD Comparison from Prior Month (OCTOBER 2021 to NOVEMBER 2021)	6.091	\$ 147,844	\$ 30,219	\$ 178,063
	-17.72%	-25.12%	3.83%	-22.76%
	(3,527)	(75,161)	1,014	(74,147)

Fiscal Year 21	Arroyo del Oso			Ladera			Los Altos			Puerto del Sol			GMD		Total Golf Pass Revenue	Total Golf & 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	10,217	\$ 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	\$ 497,312
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	\$ 505,848
September	8,535	\$ 150,340	\$ 8,300	7,171	\$ 102,053	\$ 10,971	6,541	\$ 92,211	\$ 6,919	3,698	\$ 49,714	\$ -	25,945	\$ 394,318	\$ 27,719	\$ 422,037
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	\$ 389,892
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	\$ 165,012
December													0	\$ -	\$ -	\$ -
January													0	\$ -	\$ -	\$ -
February													0	\$ -	\$ -	\$ -
March													0	\$ -	\$ -	\$ -
April													0	\$ -	\$ -	\$ -
May													0	\$ -	\$ -	\$ -
June													0	\$ -	\$ -	\$ -
Total FY21	40,346	\$ 706,065	\$ 49,305	32,440	\$ 467,456	\$ 54,900	29,261	\$ 420,709	\$ 34,690	17,743	\$ 234,909	\$ 3,600	119,790	\$ 1,825,140	\$ 150,961	\$ 1,980,101
FY22	42,812	\$ 761,561	\$ 32,429	33,188	\$ 495,906	\$ 53,586	32,260	\$ 484,767	\$ 52,671	17,621	\$ 234,749	\$ 12,329	125,881	\$ 1,976,984	\$ 181,181	\$ 2,158,165
FY21	40,346	\$ 706,065	\$ 49,305	32,440	\$ 467,456	\$ 54,900	29,261	\$ 420,709	\$ 34,690	17,743	\$ 234,909	\$ 3,600	119,790	\$ 1,829,140	\$ 150,961	\$ 1,980,101
Delta(s)	2,466	\$ 55,496	\$ (16,876)	748	\$ 28,450	\$ (1,314)	2,999	\$ 64,059	\$ 17,981	(122)	\$ (160)	\$ 8,729	6,091	\$ 147,844	\$ 30,219	\$ 178,063

# FY 2022 Golf Management Division - Rounds and Revenue

Fiscal Year '22	Arroyo del Oso				Ladera				Los Altos				Puerto del Sol				GMD		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	Total Rounds					
July	10,021	\$ 181,745	\$ 8,624		7,609	\$ 117,262	\$ 15,538		7,308	\$ 111,775	\$ 18,190		4,334	\$ 56,934	\$ 1,505	\$ 12,281	29,272	\$ 467,716	\$ 56,138	\$ 523,854	
August	9,540	\$ 168,566	\$ 8,343		7,632	\$ 113,784	\$ 11,567		7,207	\$ 109,207	\$ 16,871		4,121	\$ 54,774	\$ 3,600	\$ 3,667	28,500	\$ 446,331	\$ 44,048	\$ 490,378	
September	8,365	\$ 147,448	\$ 8,033		6,541	\$ 96,424	\$ 8,271		6,491	\$ 100,011	\$ 3,010		3,379	\$ 45,407	\$ 2,095	\$ 7,857	24,776	\$ 389,291	\$ 29,067	\$ 418,357	
October	7,880	\$ 142,803	\$ 2,714		6,046	\$ 91,940	\$ 11,082		6,190	\$ 94,409	\$ 6,314		3,314	\$ 45,251	\$ 1,814	\$ 3,552	23,430	\$ 374,404	\$ 25,457	\$ 399,861	
November	7,006	\$ 120,989	\$ 4,714		5,360	\$ 76,496	\$ 7,148		5,064	\$ 69,365	\$ 8,286		2,473	\$ 32,383	\$ 3,314	\$ 3,010	19,903	\$ 299,242	\$ 26,471	\$ 325,714	
December (Closed 25th)	4,750	\$ 77,127	\$ 15,985		3,520	\$ 45,279	\$ 3,319		3,384	\$ 42,705	\$ 4,819		1,684	\$ 20,441	\$ -	\$ 7,390	13,338	\$ 185,552	\$ 31,524	\$ 217,076	
January																	0	\$ -	\$ -	\$ -	
February																	0	\$ -	\$ -	\$ -	
March																	0	\$ -	\$ -	\$ -	
April																	0	\$ -	\$ -	\$ -	
May																	0	\$ -	\$ -	\$ -	
June																	0	\$ -	\$ -	\$ -	
Total FY22	47,562	\$ 838,688	\$ 48,424		36,708	\$ 541,185	\$ 56,905		35,644	\$ 527,472	\$ 57,490		19,305	\$ 255,190	\$ 12,329	\$ 37,557	139,219	\$ 2,162,536	\$ 212,705	\$ 2,375,241	

FY22 vs. FY21			
Rounds	Green Fee Revenue	Total Golf Pass Revenue	Total Revenue
FY22	139,219	\$ 2,162,536	\$ 2,375,241
FY21	131,406	\$ 1,986,343	\$ 2,159,476
	5.95%	8.87%	9.99%
	7.813	\$ 176,193	\$ 39,571
	-49.22%	-61.27%	-50.05%
	[6,565]	(113,690)	5,052
			(108,638)

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							
Fiscal Year 21																					
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	\$ 1,048				30,112	\$ 454,765	\$ 42,547	\$ 497,312	
August	10,320	\$ 183,071	\$ 12,895	8,203	\$ 121,754	\$ 14,357	7,089	\$ 105,837	\$ 5,871	4,569	\$ 61,013	-	\$ 1,048				30,181	\$ 471,676	\$ 34,171	\$ 505,848	
September	8,535	\$ 150,340	\$ 8,300	7,171	\$ 102,053	\$ 10,971	6,541	\$ 92,211	\$ 6,919	3,698	\$ 49,714	-	\$ 1,529				25,945	\$ 394,318	\$ 27,719	\$ 422,037	
October	7,913	\$ 139,313	\$ 8,800	6,238	\$ 89,572	\$ 10,324	6,077	\$ 87,048	\$ 5,867	3,357	\$ 44,125	-	\$ 4,843				23,585	\$ 360,059	\$ 29,833	\$ 389,892	
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	\$ 165,012	
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	\$ 3,600				11,616	\$ 157,203	\$ 22,171	\$ 179,374	
January																	0	\$ -	\$ -	\$ -	
February																	0	\$ -	\$ -	\$ -	
March																	0	\$ -	\$ -	\$ -	
April																	0	\$ -	\$ -	\$ -	
May																	0	\$ -	\$ -	\$ -	
June																	0	\$ -	\$ -	\$ -	
Total FY21	43,883	\$ 764,224	\$ 57,190	35,927	\$ 513,588	\$ 55,948	32,218	\$ 453,541	\$ 42,061	19,378	\$ 254,989	\$ 5,867	\$ 12,067				131,406	\$ 1,986,343	\$ 173,133	\$ 2,159,476	
FY22	47,562	\$ 838,688	\$ 48,424	36,708	\$ 541,185	\$ 56,905	35,644	\$ 527,472	\$ 57,490	19,305	\$ 255,190	\$ 12,329	\$ 37,557				139,219	\$ 2,162,536	\$ 212,705	\$ 2,375,241	
FY21	43,883	\$ 764,224	\$ 57,190	35,927	\$ 513,588	\$ 55,948	32,218	\$ 453,541	\$ 42,061	19,378	\$ 254,989	\$ 5,867	\$ 12,067				131,406	\$ 1,986,343	\$ 173,133	\$ 2,159,476	
Deltas	3,679	\$ 74,464	\$ (8,767)	781	\$ 27,598	\$ 957	3,426	\$ 73,931	\$ 15,429	(73)	\$ 201	\$ 6,462	\$ 25,490				7,813	\$ 176,193	\$ 39,571	\$ 215,765	



FISCAL\_YEAR 2022  
 COMPLETE\_FUND 110 - General Fund  
 COMPLETE\_PROGRAM 4500018 - PR-Golf Program  
 ACCOUNT\_TYPE R  
 COMPLETE\_ACCOUNT (All)

Sum of MONETARY_AMOUNT	Column Labels	202107	202108	202109	202110	202111	202112	202201	202202	Grand Total
Row Labels	202107									
4511001 - PR-Golf-Strategic Support	\$	(16,165.00)	(2,913.44)	(10,055.00)	(5,780.00)	(4,580.00)	(8,410.00)			\$ (47,903.44)
4512006 - PR-Arroyo Del Oso-GF	\$	(229,497.70)	(210,464.34)	(197,191.71)	(189,754.75)	(146,011.09)	(123,971.96)			\$ (1,096,891.55)
4512007 - PR-Ladera-GF	\$	(164,852.01)	(153,528.60)	(129,146.93)	(140,337.20)	(101,254.32)	(63,750.08)			\$ (752,869.14)
4512008 - PR-Los Altos-GF	\$	(161,487.62)	(167,956.79)	(137,617.77)	(131,369.33)	(94,897.65)	(63,911.23)	(1,717.01)	(1,717.01)	\$ (760,674.41)
4512009 - PR-Puerto Del Sol-GF	\$	(67,574.41)	(69,642.07)	(55,282.21)	(55,208.13)	(38,585.64)	(23,426.84)			\$ (309,719.30)
Grand Total	\$	(639,576.74)	(604,505.24)	(529,293.62)	(522,449.41)	(385,328.70)	(283,470.11)	(1,717.01)	(1,717.01)	\$ (2,968,057.84)

# 2,968,057.84  
 - 1,717.01 Jan'22  
 - 1,717.01 Feb'22  
 2,964,623.82 Rev.  
 - 1,887,306.82 Exp.  
 # 1,077,317.00 NET PROFIT  
 FY22 July 2021 - Dec. 2021

FISCAL_YEAR	2022
COMPLETE_FUND	110 - General Fund
COMPLETE_PROGRAM	4500018 - PR-Golf Program
ACCOUNT_TYPE	E
COMPLETE_ACCOUNT	(All)

Sum of MONETARY_AMOUNT		Column Labels												
Row Labels	202107	202108	202109	202110	202111	202112	Grand Total							
4511001 - PR-Golf-Strategic Support	\$	52,106.19	\$	58,086.99	\$	61,924.60	\$	45,438.74	\$	39,308.03	\$	23,164.08	\$	280,028.63
4512005 - PR-Golf Courses-GF	\$	3,211.59	\$	129,865.85	\$	102,686.12	\$	112,819.73	\$	82,546.62	\$	(275,733.00)	\$	155,396.91
4512006 - PR-Arroyo Del Oso-GF	\$	55,505.82	\$	61,550.59	\$	56,283.69	\$	47,088.28	\$	42,158.93	\$	262,102.46	\$	524,689.77
4512007 - PR-Ladera-GF	\$	47,049.39	\$	45,900.71	\$	50,099.32	\$	42,932.45	\$	46,761.70	\$	32,044.92	\$	264,788.49
4512008 - PR-Los Altos-GF	\$	64,135.73	\$	70,058.87	\$	64,280.97	\$	55,221.15	\$	53,675.30	\$	59,766.35	\$	367,138.37
4512009 - PR-Puerto Del Sol-GF	\$	31,101.47	\$	31,163.14	\$	64,916.06	\$	28,462.28	\$	27,642.12	\$	111,979.58	\$	295,264.65
Grand Total	\$	253,110.19	\$	396,626.15	\$	400,190.76	\$	331,962.63	\$	292,092.70	\$	213,324.39	\$	1,887,306.82