

**City of Albuquerque**  
**Municipal Golf Advisory Board**  
**Agenda**  
**18, May, 3:00-4:30 pm**  
**Ladera Banquet Room**

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 October 20, 2022) (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. Rates
  - b. Women's City Tournament
8. New Business (4:11-4:25)
  - a. Golf Etiquette – Education
  - b. Irrigation system PDS
9. Next Meeting- Los Altos Banquet Room June 15, 2023

**City of Albuquerque**  
**Municipal Golf Advisory Board Minutes**  
**Meeting Held 4/20/2023**  
**Location: Arroyo Del Oso Golf Management**

|               |                               |                   |                             |
|---------------|-------------------------------|-------------------|-----------------------------|
| In attendance |                               |                   |                             |
| Denise Foor   | ADO Women's                   | Gabe Moreno       | COA, Golf Management        |
|               | ADO Men's                     | Melissa DeHerrera | COA, Golf Management        |
| Dan Turnham   | Los Altos Men's               | Henry Rodarte     | COA, Golf Management        |
|               | Los Altos Women's             | David Flores      | COA, Deputy Director P&R    |
| Vacant        | Ladera Women's                | Shay Armijo       | COA, Associate Director P&R |
| Vacant        | Ladera Men's                  |                   |                             |
| Regine Dubay  | PDS Women's                   |                   |                             |
| Mark Holman   | PDS Men's                     |                   |                             |
| Cal Lanouette | Youth Golfers                 |                   |                             |
|               | Senior Golfers                |                   |                             |
| Deb Thrall    | At Large                      |                   |                             |
|               | PDS Concessionaire            |                   |                             |
|               | Los Altos Concessionaire      |                   |                             |
|               | Ladera Concessionaire         |                   |                             |
|               | Arroyo Del Oso 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 minuities to include: February 2023 Dan Turnham asked to strike changes stating to change the Course Marshall to Course Administrator. March 2023 change of the Counselors names Dan Motioned Denise Second Motion.

## **Public Comments**

No public comments to report

## **Golf Management Reports and Updates**

### **Personnel Updates**

#### **Henry Rodarte reported:**

- M14 Supervisor Los Altos/ADO are posted on City website and will close 4/20/2023
- B20 Golf Maintenance worker vacant due to resignation.
- B32 General Maintenance worker will start Monday April 24, 2023
- B26 Utility Worker resigned and this will be posted on City website

Henry stated the future projects are:

#### **Capital Outlay –**

- LD Plan and design of: 525k
  - Cantina getting ready to start in May.
  - New exit door at Proshop – still in planning stage
  - Electrical to gazebo – still in planning stage
  - Still in Planning concept drawing, 525k will cover cantina, additional funding being requested for the other projects.
- PDS Plan and design of: 100k
  - Building improvements
  - Outdoor seating improvements
  - Still in Planning/No movement
- Los Altos plan and design of: 50k
  - Outdoor seating improvements
  - Still in Planning - no movement
  - Parking lot lights LA in planning/ Setting bollards still waiting on materials.

#### **GO Bond 1M**

- ADO project completed, Punch list walk through last Friday on accident(s) repair added a bollard in front due to carts trying to pass thru.
- Current Projects:
  - ADO – Concrete cart paths done
  - Intrusion Alarms ADO, LA and PDS. ADO and LA and PDS wired, waiting on phone lines for PDS and LA. ADO and PDS complete, system installed just waiting on phone line for monitoring. DTI is working on getting phone number message to work correctly.

- Posting of flyers at popshops about new numbers for ADO
- Pond renovation Ladera 99% complete just waiting on sod.
- Golf App Status – active – still unable to use due to technical difficulties.
- Validation of City Passes on hold due to IT bug – Noted that 2/3 of passes are not in database so many are playing on expired passes
- RFP is out and closed February 10, 2023 still awaiting to be approved then to Counsel
- PDS Outdoor seating project

### **Completed Projects:**

### **Rounds and Revenue**

**Gabe Moreno reported:**

#### **March 2023 Info from the April 20<sup>th</sup> Golf Advisory Board Meeting at the Golf Management Office**

For monthly comparisons from February 2023 to March 2023 we were up **27.32% or 4,865** rounds, up **22.96% or \$59,273** in green fee revenue, up **41.34% or \$19,281** in pass revenue, and up **25.77% or \$78,554** in total revenue.

Comparing FY23 to FY22, we are still down **-6.35% or -11,126** rounds, down **-4.66% or - \$126,586** in green fee revenue, down **-15.53% or -\$46,695** in pass revenue, resulting in us being down overall **-5.75% or -\$173,281** in total revenue.

For FY23 Golf Revenue as of March 31<sup>st</sup> was \$ 3,620,956.80 minus Expenses of **\$ 3,527,102.57** = **\$ 93,854.23** net profit.

#### **April 2023 Info for the upcoming May 18<sup>th</sup> Golf Advisory Board Meeting at Ladera Golf Course**

For monthly comparisons from March 2023 to April 2023 we were up **28.43% or 7,076** rounds, up **34.12% or \$133,688** in green fee revenue, down **-6.39% or -\$2,803** in pass revenue, and up **30.04% or \$130,885** in total revenue.

Comparing FY23 to FY22, we are still down **-4.87% or -9,738** rounds, down **-2.88% or - \$89,440** in green fee revenue, down **-14.66% or -\$50,483** in pass revenue, resulting in us being down overall **-4.06% or -\$139,923** in total revenue.

For FY23 Golf Revenue as of April 30<sup>th</sup> was \$ 4,165,854.98 minus Expenses of **\$ 4,127,860.57** = **\$ 37,994.41** net profit.

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



## **Golf Course**

### **Arroyo Del Oso issues:**

1. Denise is going to talk to The Woman's league a week prior to the GAB meeting.
2. Odor in the Café restrooms. Henry has spoke to Crystal about the issue.
3. Irrigation is fixed. Aerification schedule has changed to the first week in May 2023. This will not interfere with any tournaments.
4. Discussion to make the #3 ladies into a par 4. New aerification has been done and the tee box was dressed up. Score card doesn't match the Ghin.
5. The right side of #17 & #18 is a lateral penalty area. Tony said the score cards are incorrect. Will ask Tony to put something up about the local rules.
6. 200-yard marker on #9 needs to be raised.

### **Ladera issues:**

1. Sanitation Project is coming along, entrance is finished and pushing late May 2023 to get started on the course.
2. Thank you for getting the branches cut on the ladies' par 3 on #13 and still need the fairway shaved down.
3. Ladera needs a rep for men's and women's leagues
4. Brass button being dormant and will spot spray.

### **Puerto Del Sol issues:**

1. Walk thru PDS course with superintendent was valuable.
2. No chipping sign was put up on the putting green.
3. Lightning detector needs to be fixed.
4. Parking lot needs striping and possibly wider.
5. Need higher fence behind driving range when moving practice tee forward to prevent possible injury on the #4 green and #5 tee box.
6. Chick weed spraying need to be consistent
7. The special grass seed the organization bought, was it spread?
8. Irrigation/system issues on #4 and #9 are still ongoing and have been for years.
9. Golf carts out on the parking lot to help with the disabled - ADA compliance?
10. There is a cut in the fence along #8.

### **Los Altos issues:**

1. Need a fence on #17 protect tee box.
2. Water fountains at the restrooms, when will they be turned on?
3. Fountain at the #13 tee is broken.
4. Fairway design on #14, can we get it mowed down?
5. Cutting cups need to be worked on and employees will need to be trained correctly so that they twist the cup setter rather than jumping on it.
6. #11 tee to the back was lengthened by 10-15 yards.
7. #3 par 5 lake hole, can the pampas grass be moved over to the right?

8. Can we move the boulders that restrict cart traffic behind #18 green going to the club house.
9. Preemergent on #10 and brass button needs to be treated on all the greens.

**Barbara Lail Senior Representative** – written report via email

Barbara has suggestion from the Senior ladies. It would be to have a bucket of water for towels, etc. at each 10th tee. I feel Ladera is ok because it's right as a golfer goes by but it would be nice to have at 10 at ADO and Los Altos. Also, a concern -- at ADO the fringes around most greens are really in disrepair (2 feet around). It's hard to chip or bump because of the uneven and tangled fringes.

The buckets are placed at both ADO and Los Altos, golfers just need to look for them.

**Youth on Course- Written report via email by Cal Lanouette**

**Sun Country Junior Golf Tour –**

- Membership: 188
  - Makeup: 170 Full, 9 Intro
- Introducing new events this year
  - NM/WT Jr Four-Ball
  - SCJG Mini Masters 12U Championship
  - SCJG Parent-Child Championship (Fall tournament)
  - North vs South Team Tournament (Fall tournament)
  - Fall Series (Single day tournaments on weekend)
- AJGA & Junior Golf Scoreboard Ranked Tournaments
  - NM/WT Jr Amateur Championship (Moving to 54 Holes)
  - Sun Country Jr PGA Championship
  - Sun Country Junior Golf Tour Championship (TBD)
  - Potential for JAC/IMG Qualifiers (NEWLY RANKED)
- Tournaments scheduled for ABQ Area:
  - Sun Country Jr PGA Championship - UNM Champ - June 12-13
  - U.S. Junior Boys & Girls Qualifier - UNM Champ - June 15
  - Arroyo Del Oso - June 27
  - Los Altos - June 28
  - Santa Ana GC - June 29

- Isleta GC - July 3
- Sandia GC - July 5
- Ladera - July 21
- Puerto Del Sol - July 23
- SCJG Mini Masters - July 26-27

#### Youth on Course –

- Membership
  - 2023: 997 Active Members
  - 75% Male vs. 25% Female
  - Age Demographics
    - 14-18: 64%
    - 11-13: 23%
    - 7-10: 12%
    - 6U: <1%
- Total Rounds YTD: 998
  - Total Rounds (ABQ Municipal): 382

#### Drive Chip & Putt 2023 Dates –

- UNM Championship: Thursday, June 8, 2023
- NMSU GC: Sunday, June 25, 2023

#### PGA Jr League - (Data as of 04/18)

- 25 Programs (up 67% YoY)
- 506 Player Registrations (up 28% YoY)
- 17 Engaged Coaches (up 55% YoY)
- Section Championship: NM Tech GC on July 17-18
- Programs in ABQ:
  - 8 Grady's Performance Center
  - Sandia GC
  - The Canyon Club
  - Isleta GC

- Los Altos
- Tanoan CC
- Santa Ana GC

Bringing the Sun Country Jr Tour Championship to Ladera this 2023. This will happen August 12 & 13. Invitation only event more reserved for the top players on the Jr Tour.

**General Board Member Comments –**

Melissa is doing a great job on writing the minutes and getting them up on the website

Correction/suggestions for the Policy and Procedure Manual have been incorporated and that manual is at the Director's office waiting for signature. Once that is signed off on, then the signage for the course can be hung.

**Old Business**

**Rates –** GAB decided that the rates structure will not change for the seniors on the weekend. Dan, Mark and Dave will bring final rate structure sheet to next meeting for official approval by the Board. .

**Women's City Championship** –Women's City Tournament will be held October 3rd (LA), 4th (ADO), and 5th (Ladera). Hold the date advertisement has been sent.

**New Business**

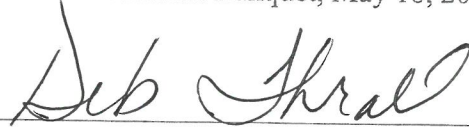
**Golf Etiquette-** is posted in the operation manual, but would like to speak more on this issue.

**Irrigation system for PDS**

Meeting adjourned at 4:51 pm – Dan Motioned, Denise second

Next Meeting will be held at Ladera Banquet, May 18, 2023

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



Deb Thrall/ Denise Foor



# FY 2023 Golf Management Division - Rounds and Revenue

| Fiscal Year 23         | Arroyo del Oso |                   |                   |                   | Ladera |                   |                   |                   | Los Altos |                   |                   |                   | Puerto del Sol |                   |                   |                   | Total Rounds | Total Green Fee Revenue | Total Golf Pass Revenue | Total Golf Pass & Green Fee Revenue |
|------------------------|----------------|-------------------|-------------------|-------------------|--------|-------------------|-------------------|-------------------|-----------|-------------------|-------------------|-------------------|----------------|-------------------|-------------------|-------------------|--------------|-------------------------|-------------------------|-------------------------------------|
|                        | Rounds         | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds    | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds         | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue |              |                         |                         |                                     |
| July                   | 10,328         | \$ 185,964        | \$ -              | \$ -              | 7,893  | \$ 124,281        | \$ -              | \$ -              | 7,820     | \$ 117,028        | \$ -              | \$ -              | 4,010          | \$ 55,042         | \$ -              | \$ 50,057         | 30,051       | \$ 482,315              | \$ 50,057               | \$ 532,373                          |
| August                 | 10,197         | \$ 173,237        | \$ -              | \$ -              | 8,200  | \$ 119,925        | \$ -              | \$ -              | 7,793     | \$ 101,848        | \$ -              | \$ -              | 3,767          | \$ 49,399         | \$ -              | \$ 40,162         | 28,957       | \$ 444,409              | \$ 40,162               | \$ 484,571                          |
| September              | 8,787          | \$ 153,483        | \$ -              | \$ -              | 7,197  | \$ 104,778        | \$ -              | \$ -              | 6,244     | \$ 93,703         | \$ -              | \$ -              | 3,294          | \$ 44,221         | \$ -              | \$ 32,681         | 25,522       | \$ 396,185              | \$ 32,681               | \$ 428,866                          |
| October                | 7,521          | \$ 134,176        | \$ -              | \$ -              | 5,961  | \$ 88,257         | \$ -              | \$ -              | 5,094     | \$ 80,246         | \$ -              | \$ -              | 2,664          | \$ 36,337         | \$ -              | \$ 20,281         | 21,240       | \$ 339,016              | \$ 20,281               | \$ 359,297                          |
| November               | 5,310          | \$ 94,172         | \$ -              | \$ -              | 4,299  | \$ 58,224         | \$ -              | \$ -              | 4,041     | \$ 57,718         | \$ -              | \$ -              | 1,693          | \$ 22,062         | \$ -              | \$ 10,448         | 15,343       | \$ 232,175              | \$ 10,448               | \$ 242,623                          |
| December (Closed 25th) | 4,047          | \$ 83,551         | \$ -              | \$ -              | 3,375  | \$ 50,360         | \$ -              | \$ -              | 3,196     | \$ 46,049         | \$ -              | \$ -              | 1,447          | \$ 20,888         | \$ -              | \$ 28,819         | 12,065       | \$ 200,848              | \$ 28,819               | \$ 229,667                          |
| January                | 3,680          | \$ 61,383         | \$ -              | \$ -              | 3,357  | \$ 47,308         | \$ -              | \$ -              | 2,894     | \$ 35,457         | \$ -              | \$ -              | 1,355          | \$ 17,949         | \$ -              | \$ 11,286         | 12,065       | \$ 162,098              | \$ 11,286               | \$ 173,384                          |
| February               | 4,359          | \$ 75,952         | \$ -              | \$ -              | 3,893  | \$ 59,641         | \$ -              | \$ -              | 3,172     | \$ 42,873         | \$ -              | \$ -              | 1,521          | \$ 20,416         | \$ -              | \$ 27,362         | 12,945       | \$ 198,893              | \$ 27,362               | \$ 226,255                          |
| March (Closed 17th)    | 5,820          | \$ 93,942         | \$ -              | \$ -              | 5,198  | \$ 72,642         | \$ -              | \$ -              | 4,623     | \$ 63,142         | \$ -              | \$ -              | 2,169          | \$ 28,430         | \$ -              | \$ 46,643         | 17,810       | \$ 258,156              | \$ 46,643               | \$ 304,799                          |
| April                  | 8,231          | \$ 142,312        | \$ -              | \$ -              | 7,146  | \$ 106,774        | \$ -              | \$ -              | 6,397     | \$ 99,616         | \$ -              | \$ -              | 3,112          | \$ 43,142         | \$ -              | \$ 43,940         | 24,886       | \$ 391,844              | \$ 43,940               | \$ 435,784                          |
| May                    |                | \$ -              | \$ -              | \$ -              |        | \$ -              | \$ -              | \$ -              |           | \$ -              | \$ -              | \$ -              |                | \$ -              | \$ -              | \$ -              | 0            | \$ -                    | \$ -                    | \$ -                                |
| June                   |                | \$ -              | \$ -              | \$ -              |        | \$ -              | \$ -              | \$ -              |           | \$ -              | \$ -              | \$ -              |                | \$ -              | \$ -              | \$ -              | 0            | \$ -                    | \$ -                    | \$ -                                |
| Total FY23             | 68,280         | \$ 1,198,171      | \$ -              | \$ -              | 56,519 | \$ 832,191        | \$ -              | \$ -              | 50,274    | \$ 737,680        | \$ -              | \$ -              | 25,032         | \$ 337,887        | \$ -              | \$ 344,473        | 200,105      | \$ 3,105,928            | \$ 344,473              | \$ 3,450,402                        |

For monthly comparisons from March 2023 to April 2023 we were up 28.43% or 7,076 in total in rounds, up 34.12% or \$133,688 in total in green fee revenue, down 6.39% or \$2,803 in total in pass revenue, and up 30.04% or \$130,885 in total in total revenue.

Comparing FY23 to FY22, we are down -4.87% or -9,738 in total in rounds, down -2.88% or -\$89,440 in total in green fee revenue, down -14.66% or -\$50,483 in total in pass revenue, resulting in us being down -4.06% or -\$139,923 in total in total revenue.

FY23 Golf Revenue was \$ 4,165,854.98 minus \$ 4,127,860.57 = \$ 37,994.41 net profit through April 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 at GMD.

| FY23 vs. FY22                                              |         |                   |                         |               |
|------------------------------------------------------------|---------|-------------------|-------------------------|---------------|
|                                                            | Rounds  | Green Fee Revenue | Total Golf Pass Revenue | Total Revenue |
| FY23                                                       | 200,105 | \$ 3,105,928      | \$ 344,473              | \$ 3,450,402  |
| FY22                                                       | 209,843 | \$ 3,195,368      | \$ 394,957              | \$ 3,590,325  |
| YTD Comparison FY23 to FY22 FINAL                          | -4.87%  | -2.88%            | -14.66%                 | -4.06%        |
| MTD Comparison from Prior Month (March 2022 to April 2023) | 28.43%  | 34.12%            | -6.39%                  | 30.04%        |
|                                                            | 7,076   | \$ 133,688        | \$ (2,803)              | \$ 130,885    |

| Fiscal Year 22                     | Arroyo del Oso |                   |                   |                   | Ladera |                   |                   |                   | Los Altos |                   |                   |                   | Puerto del Sol |                   |                   |                   | Total Rounds | Total Green Fee Revenue | Total Golf Pass Revenue | Total Golf Pass & Green Fee Revenue |
|------------------------------------|----------------|-------------------|-------------------|-------------------|--------|-------------------|-------------------|-------------------|-----------|-------------------|-------------------|-------------------|----------------|-------------------|-------------------|-------------------|--------------|-------------------------|-------------------------|-------------------------------------|
|                                    | Rounds         | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds    | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue | Rounds         | Green Fee Revenue | Golf Pass Revenue | Golf Pass Revenue |              |                         |                         |                                     |
| July                               | 10,021         | \$ 181,745        | \$ 8,624          | \$ 8,624          | 7,609  | \$ 117,262        | \$ 15,538         | \$ 15,538         | 7,308     | \$ 111,775        | \$ 18,190         | \$ 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          | \$ 8,343          | 7,632  | \$ 113,784        | \$ 11,567         | \$ 11,567         | 7,207     | \$ 109,207        | \$ 16,871         | \$ 16,871         | 4,121          | \$ 54,774         | \$ 3,600          | \$ 3,667          | 28,500       | \$ 446,331              | \$ 44,048               | \$ 490,379                          |
| September                          | 8,365          | \$ 147,448        | \$ 8,033          | \$ 8,033          | 6,541  | \$ 96,424         | \$ 8,271          | \$ 8,271          | 6,491     | \$ 100,011        | \$ 3,010          | \$ 3,010          | 3,379          | \$ 45,407         | \$ 2,095          | \$ 7,657          | 24,776       | \$ 389,291              | \$ 29,067               | \$ 418,357                          |
| October                            | 7,880          | \$ 142,803        | \$ 2,714          | \$ 2,714          | 6,045  | \$ 91,940         | \$ 11,062         | \$ 11,062         | 6,190     | \$ 94,409         | \$ 6,314          | \$ 6,314          | 3,314          | \$ 45,251         | \$ 1,814          | \$ 3,552          | 23,430       | \$ 374,404              | \$ 25,457               | \$ 399,861                          |
| November                           | 7,006          | \$ 120,999        | \$ 4,714          | \$ 4,714          | 5,360  | \$ 76,098         | \$ 7,148          | \$ 7,148          | 5,064     | \$ 69,365         | \$ 8,286          | \$ 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         | \$ 15,995         | \$ 15,995         | 3,520  | \$ 45,279         | \$ 3,319          | \$ 3,319          | 3,384     | \$ 42,705         | \$ 4,819          | \$ 4,819          | 1,694          | \$ 20,441         | \$ -              | \$ 7,390          | 13,338       | \$ 185,552              | \$ 31,524               | \$ 217,076                          |
| January                            | 5,484          | \$ 87,578         | \$ 10,824         | \$ 10,824         | 4,219  | \$ 55,877         | \$ 11,133         | \$ 11,133         | 3,891     | \$ 50,678         | \$ 17,843         | \$ 17,843         | 1,973          | \$ 24,843         | \$ 3,667          | \$ 7,133          | 15,567       | \$ 218,977              | \$ 50,600               | \$ 269,577                          |
| February (Closed 2-6, 17, 24 Snow) | 4,202          | \$ 69,526         | \$ 10,705         | \$ 10,705         | 3,512  | \$ 47,468         | \$ 8,448          | \$ 8,448          | 3,067     | \$ 42,470         | \$ 10,086         | \$ 10,086         | 1,494          | \$ 19,297         | \$ -              | \$ 4,800          | 12,275       | \$ 178,760              | \$ 34,038               | \$ 212,798                          |
| March (Closed 22-23 Snow)          | 6,630          | \$ 108,481        | \$ 13,057         | \$ 13,057         | 5,371  | \$ 74,883         | \$ 12,024         | \$ 12,024         | 4,727     | \$ 64,674         | \$ 15,676         | \$ 15,676         | 2,556          | \$ 32,560         | \$ -              | \$ 9,229          | 19,284       | \$ 280,397              | \$ 49,986               | \$ 330,383                          |
| April                              | 8,103          | \$ 137,080        | \$ -              | \$ -              | 6,720  | \$ 87,088         | \$ -              | \$ -              | 6,170     | \$ 89,328         | \$ -              | \$ -              | 3,105          | \$ 41,202         | \$ -              | \$ 47,629         | 23,498       | \$ 354,698              | \$ 47,629               | \$ 402,326                          |
| May                                |                | \$ -              | \$ -              | \$ -              |        | \$ -              | \$ -              | \$ -              |           | \$ -              | \$ -              | \$ -              |                | \$ -              | \$ -              | \$ -              | 0            | \$ -                    | \$ -                    | \$ -                                |
| June                               |                | \$ -              | \$ -              | \$ -              |        | \$ -              | \$ -              | \$ -              |           | \$ -              | \$ -              | \$ -              |                | \$ -              | \$ -              | \$ -              | 0            | \$ -                    | \$ -                    | \$ -                                |
| Total FY22                         | 71,981         | \$ 1,241,353      | \$ 83,009         | \$ 83,009         | 55,930 | \$ 806,301        | \$ 88,509         | \$ 88,509         | 53,499    | \$ 774,622        | \$ 101,095        | \$ 101,095        | 28,433         | \$ 373,093        | \$ 15,995         | \$ 106,348        | 209,843      | \$ 3,195,368            | \$ 394,957              | \$ 3,590,325                        |
| FY23                               | 68,280         | \$ 1,198,171      | \$ -              | \$ -              | 56,519 | \$ 832,191        | \$ -              | \$ -              | 50,274    | \$ 737,680        | \$ -              | \$ -              | 25,032         | \$ 337,887        | \$ -              | \$ 344,473        | 200,105      | \$ 3,105,928            | \$ 344,473              | \$ 3,450,402                        |
| FY22                               | 71,981         | \$ 1,241,353      | \$ 83,009         | \$ 83,009         | 55,930 | \$ 806,301        | \$ 88,509         | \$ 88,509         | 53,499    | \$ 774,622        | \$ 101,095        | \$ 101,095        | 28,433         | \$ 373,093        | \$ 15,995         | \$ 106,348        | 209,843      | \$ 3,195,368            | \$ 394,957              | \$ 3,590,325                        |
| Deltas                             | (3,701)        | \$ (43,182)       | \$ (83,009)       | \$ (83,009)       | 589    | \$ (25,890)       | \$ (88,509)       | \$ (88,509)       | (3,225)   | \$ (36,942)       | \$ (101,095)      | \$ (101,095)      | (2,401)        | \$ (35,206)       | \$ (15,995)       | \$ (28,176)       | (9,738)      | \$ (89,440)             | \$ (50,483)             | \$ (139,923)                        |



# FY 2023 Golf Management Division - Rounds and Revenue

| Fiscal Year 23         | Arroyo del Oso |                   |                   | Ladera |                   |                   | Los Altos |                   |                   | Puerto del Sol |                   |                   | Total Rounds | Total Green Fee 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 |              | Pass Revenue            | Total Revenue |                                     |
| July                   | 10,328         | \$ 185,964        | \$ -              | 7,893  | \$ 124,281        | \$ -              | 7,820     | \$ 117,028        | \$ -              | 4,010          | \$ 55,042         | \$ -              | 30,051       | \$ 482,315              | \$ 50,057     | \$ 532,373                          |
| August                 | 9,540          | \$ 173,237        | \$ -              | 8,200  | \$ 119,925        | \$ -              | 6,793     | \$ 101,848        | \$ -              | 3,767          | \$ 49,399         | \$ -              | 28,957       | \$ 444,409              | \$ 40,162     | \$ 484,571                          |
| September              | 8,787          | \$ 153,483        | \$ -              | 7,197  | \$ 104,778        | \$ -              | 6,244     | \$ 93,703         | \$ -              | 3,294          | \$ 44,221         | \$ -              | 25,522       | \$ 396,185              | \$ 32,681     | \$ 428,866                          |
| October                | 7,521          | \$ 134,176        | \$ -              | 5,961  | \$ 88,257         | \$ -              | 5,094     | \$ 80,246         | \$ -              | 2,664          | \$ 36,337         | \$ -              | 21,240       | \$ 339,016              | \$ 20,281     | \$ 359,297                          |
| November               | 5,310          | \$ 94,172         | \$ -              | 4,299  | \$ 58,224         | \$ -              | 4,041     | \$ 57,718         | \$ -              | 1,693          | \$ 22,062         | \$ -              | 15,343       | \$ 232,175              | \$ 20,448     | \$ 252,623                          |
| December (Closed 25th) | 4,047          | \$ 83,551         | \$ -              | 3,375  | \$ 50,360         | \$ -              | 3,196     | \$ 46,049         | \$ -              | 1,447          | \$ 20,888         | \$ -              | 10,448       | \$ 162,098              | \$ 14,181     | \$ 176,279                          |
| January                | 3,680          | \$ 61,383         | \$ -              | 3,393  | \$ 47,308         | \$ -              | 2,894     | \$ 35,457         | \$ -              | 1,355          | \$ 17,949         | \$ -              | 8,819        | \$ 126,098              | \$ 11,286     | \$ 137,384                          |
| February               | 4,359          | \$ 75,952         | \$ -              | 3,893  | \$ 59,641         | \$ -              | 3,172     | \$ 42,873         | \$ -              | 1,521          | \$ 20,416         | \$ -              | 12,945       | \$ 198,883              | \$ 27,362     | \$ 226,245                          |
| March (Closed 17th)    | 5,620          | \$ 93,942         | \$ -              | 5,198  | \$ 72,842         | \$ -              | 4,623     | \$ 63,142         | \$ -              | 2,169          | \$ 28,430         | \$ -              | 17,810       | \$ 258,156              | \$ 46,643     | \$ 304,799                          |
| April                  | 8,231          | \$ 142,312        | \$ -              | 7,146  | \$ 106,774        | \$ -              | 6,397     | \$ 99,616         | \$ -              | 3,112          | \$ 43,142         | \$ -              | 24,886       | \$ 391,844              | \$ 43,840     | \$ 435,684                          |
| May                    |                |                   |                   |        |                   |                   |           |                   |                   |                |                   |                   | 0            | \$ -                    | \$ -          | \$ -                                |
| June                   |                |                   |                   |        |                   |                   |           |                   |                   |                |                   |                   | 0            | \$ -                    | \$ -          | \$ -                                |
| Total FY23             | 68,280         | \$ 1,198,171      | \$ -              | 56,519 | \$ 832,191        | \$ -              | 50,274    | \$ 737,680        | \$ -              | 25,092         | \$ 337,887        | \$ -              | 200,105      | \$ 3,105,928            | \$ 344,473    | \$ 3,450,402                        |

For monthly comparisons from March 2023 to April 2023 we were up 28.43% or 7,076 in total in rounds, up 34.12% or \$133,688 in total in green fee revenue, down 6.39% or \$2,803 in total in pass revenue, and up 30.04% or \$130,885 in total in total revenue.

Comparing FY23 to FY22, we are down -4.87% or -9,738 in total in rounds, down -2.88% or -\$89,440 in total in green fee revenue, down -14.66% or -\$50,483 in total in pass revenue, resulting in us being down -4.06% or -\$139,923 in total in total revenue.

FY23 Golf Revenue was \$ 4,165,854.98 minus \$ 4,127,860.57 = \$ 37,994.41 net profit through April 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 at GMD.

| FY23 vs. FY22 |                   |                         |                    |               |
|---------------|-------------------|-------------------------|--------------------|---------------|
| Rounds        | Green Fee Revenue | Total Golf Pass Revenue | Total Golf Revenue | Total Revenue |
|               |                   |                         |                    |               |
| FY23          | 200,105           | 3,105,928               | 344,473            | \$ 3,450,402  |
| FY22          | 209,843           | 3,195,368               | 394,957            | \$ 3,590,325  |
|               | -4.87%            | -2.88%                  | -14.66%            | -4.06%        |
|               | (9,738)           | \$ (89,440)             | \$ (50,483)        | \$ (139,923)  |
|               | 28.43%            | 34.12%                  | -6.39%             | 30.04%        |
|               | 7,076             | \$ 133,688              | \$ (2,803)         | \$ 130,885    |

YTD Comparison FY23 to FY22 FINAL  
MTD Comparison from Prior Month  
(March 2022 to April 2023)

| Fiscal Year 22                     | Arroyo del Oso |                   |                   | Ladera |                   |                   | Los Altos |                   |                   | Puerto del Sol |                   |                   | Total Rounds | Total Green Fee 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 |              | Pass Revenue            | Total 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              | \$ 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          | 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          | 5,760  | \$ 75,496         | \$ 7,148          | 5,064     | \$ 69,365         | \$ 8,286          | 2,473          | \$ 32,383         | \$ 3,314          | 19,903       | \$ 299,242              | \$ 26,471     | \$ 325,714                          |
| December (Closed 25th)             | 4,750          | \$ 77,127         | \$ 15,995         | 3,920  | \$ 45,279         | \$ 3,319          | 3,384     | \$ 42,705         | \$ 4,819          | 1,684          | \$ 20,441         | \$ -              | 13,338       | \$ 185,552              | \$ 31,524     | \$ 217,076                          |
| January                            | 5,484          | \$ 87,578         | \$ 10,824         | 4,219  | \$ 55,877         | \$ 11,133         | 3,891     | \$ 50,678         | \$ 17,843         | 1,973          | \$ 24,843         | \$ 3,667          | 12,567       | \$ 218,977              | \$ 50,600     | \$ 269,577                          |
| February (Closed 2-6, 17, 24 Snow) | 4,202          | \$ 69,526         | \$ 10,705         | 3,512  | \$ 47,468         | \$ 8,448          | 3,067     | \$ 42,470         | \$ 10,086         | 1,494          | \$ 19,297         | \$ -              | 12,275       | \$ 178,760              | \$ 34,038     | \$ 212,798                          |
| March (Closed 22-23 Snow)          | 6,330          | \$ 108,481        | \$ 13,057         | 5,371  | \$ 74,693         | \$ 12,024         | 4,727     | \$ 64,674         | \$ 15,676         | 2,556          | \$ 32,560         | \$ -              | 19,284       | \$ 280,397              | \$ 49,986     | \$ 330,383                          |
| April                              | 8,103          | \$ 137,080        | \$ -              | 6,170  | \$ 87,088         | \$ -              | 6,170     | \$ 89,328         | \$ -              | 3,105          | \$ 41,202         | \$ -              | 23,498       | \$ 354,698              | \$ 47,629     | \$ 402,326                          |
| May                                |                |                   |                   |        |                   |                   |           |                   |                   |                |                   |                   | 0            | \$ -                    | \$ -          | \$ -                                |
| June                               |                |                   |                   |        |                   |                   |           |                   |                   |                |                   |                   | 0            | \$ -                    | \$ -          | \$ -                                |
| Total FY22                         | 71,981         | \$ 1,241,353      | \$ 83,009         | 55,930 | \$ 806,301        | \$ 88,509         | 53,499    | \$ 774,622        | \$ 101,095        | 28,433         | \$ 373,093        | \$ 15,995         | 209,843      | \$ 3,195,368            | \$ 394,957    | \$ 3,590,325                        |
| FY23                               | 68,280         | \$ 1,198,171      | \$ -              | 56,519 | \$ 832,191        | \$ -              | 50,274    | \$ 737,680        | \$ -              | 25,092         | \$ 337,887        | \$ -              | 200,105      | \$ 3,105,928            | \$ 344,473    | \$ 3,450,402                        |
| FY22                               | 71,981         | \$ 1,241,353      | \$ 83,009         | 55,930 | \$ 806,301        | \$ 88,509         | 53,499    | \$ 774,622        | \$ 101,095        | 28,433         | \$ 373,093        | \$ 15,995         | 209,843      | \$ 3,195,368            | \$ 394,957    | \$ 3,590,325                        |
| Delta(e)                           | (3,701)        | \$ (43,182)       | \$ (83,009)       | 589    | \$ (25,890)       | \$ (88,509)       | (3,229)   | \$ (36,942)       | \$ (101,095)      | (3,469)        | \$ (35,206)       | \$ (15,995)       | (9,289)      | \$ (99,440)             | \$ (50,483)   | \$ (139,923)                        |



| FISCAL_YEAR                         | (All)                     | Column Labels | 202207       | 202208          | 202209          | 202210          | 202211          | 202212          | 202301          | 202302          | 202303          | 202304          | 202305        | Grand Total       |
|-------------------------------------|---------------------------|---------------|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|---------------|-------------------|
| COMPLETE_FUND                       | 110 - General Fund        |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
| ACCOUNT_TYPE_DESCR                  | 4500018 - PR-Golf Program |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
| COMPLETE_ACCOUNT                    | Revenue                   |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
|                                     | (All)                     |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
| Sum of LINE_AMOUNT                  |                           |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
| Row Labels                          |                           |               |              |                 |                 |                 |                 |                 |                 |                 |                 |                 |               |                   |
| 4511001 - PR-Golf-Strategic Support |                           | \$            | (53,329.15)  | \$ (42,752.00)  | \$ (28,062.78)  | \$ (21,874.25)  | \$ (13,195.00)  | \$ (32,165.00)  | \$ (45,005.00)  | \$ (26,360.39)  | \$ (49,495.00)  | \$ (41,910.00)  |               | \$ (354,148.57)   |
| 4512005 - PR-Golf Courses-GF        |                           |               |              |                 |                 |                 |                 |                 | \$ (8.00)       |                 |                 |                 |               | \$ (8.00)         |
| 4512006 - PR-Arroyo Del Oso-GF      |                           | \$            | (244,855.37) | \$ (208,363.47) | \$ (197,362.30) | \$ (166,597.86) | \$ (113,445.17) | \$ (105,108.89) | \$ (68,106.82)  | \$ (115,361.15) | \$ (114,834.40) | \$ (132,651.00) |               | \$ (1,466,686.43) |
| 4512007 - PR-Ladera-GF              |                           | \$            | (161,498.83) | \$ (149,046.85) | \$ (134,596.21) | \$ (110,166.14) | \$ (75,793.71)  | \$ (64,155.98)  | \$ (55,756.45)  | \$ (71,613.16)  | \$ (92,671.28)  | \$ (103,902.18) |               | \$ (1,019,200.79) |
| 4512008 - PR-Los Altos-GF           |                           | \$            | (157,510.06) | \$ (138,973.81) | \$ (123,449.47) | \$ (103,181.25) | \$ (71,762.54)  | \$ (66,463.16)  | \$ (44,363.96)  | \$ (56,318.58)  | \$ (84,700.70)  | \$ (93,294.61)  |               | \$ (947,828.80)   |
| 4512009 - PR-Puerto Del Sol-GF      |                           | \$            | (65,958.93)  | \$ (56,029.16)  | \$ (52,994.90)  | \$ (41,022.17)  | \$ (25,467.14)  | \$ (24,031.43)  | \$ (19,713.64)  | \$ (22,563.92)  | \$ (32,829.90)  | \$ (39,181.86)  |               | \$ (379,793.05)   |
| Grand Total                         |                           | \$            | (683,152.34) | \$ (595,165.29) | \$ (536,465.66) | \$ (442,841.67) | \$ (299,663.56) | \$ (291,924.46) | \$ (232,953.87) | \$ (292,217.20) | \$ (374,531.28) | \$ (416,939.65) | \$ (1,810.66) | \$ (4,167,665.64) |

|                              |               |
|------------------------------|---------------|
| MINUS FY 23 Revenue May 2023 | \$ (1,810.66) |
|------------------------------|---------------|

\$74,105,034.98

**NET EXPENSES \$ 177,860.57**

15:000'17T'8 A 232413 100 100

NET PROFIT \$ 27,000.00

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

April 2023 EXPENSES

|                    |                           |
|--------------------|---------------------------|
| FISCAL_YEAR        | (All)                     |
| COMPLETE_FUND      | 110 - General Fund        |
| COMPLETE_PROGRAM   | 4500018 - PR-Golf Program |
| ACCOUNT_TYPE_DESCR | Expense                   |
| COMPLETE_ACCOUNT   | (All)                     |

| Sum of LINE_AMOUNT                  | Column Labels | 202207     | 202208        | 202209        | 202210        | 202211        | 202212        | 202301        | 202302        | 202303        | 202304        | Grand Total     |
|-------------------------------------|---------------|------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Row Labels                          |               |            |               |               |               |               |               |               |               |               |               |                 |
| 4511001 - PR-Golf Strategic Support | \$            | 70,351.99  | \$ 68,511.56  | \$ 72,193.56  | \$ 86,453.68  | \$ 65,410.81  | \$ 65,976.92  | \$ 99,437.12  | \$ 72,275.36  | \$ 57,193.36  | \$ 110,828.76 | \$ 768,633.12   |
| 4512005 - PR-Golf Courses-GF        | \$            | 8,876.16   | \$ 8,876.16   |               |               | \$ (8,876.16) |               |               |               |               |               | \$ -            |
| 4512006 - PR-Arroyo Del Oso-GF      | \$            | 69,188.15  | \$ 157,633.34 | \$ 139,633.34 | \$ 221,005.19 | \$ 86,746.13  | \$ 126,891.16 | \$ 72,468.52  | \$ 95,796.36  | \$ 139,587.12 | \$ 51,052.19  | \$ 1,160,001.50 |
| 4512007 - PR-Ladera-GF              | \$            | 40,201.04  | \$ 79,246.06  | \$ 84,519.36  | \$ 136,104.59 | \$ 81,540.49  | \$ 79,877.07  | \$ 103,043.48 | \$ 62,097.44  | \$ 102,206.42 | \$ 67,134.92  | \$ 835,970.87   |
| 4512008 - PR-Los Altos-GF           | \$            | 6,493.58   | \$ 169,406.38 | \$ 75,987.59  | \$ 131,047.69 | \$ 62,662.35  | \$ 76,725.93  | \$ 63,477.29  | \$ 60,458.53  | \$ 80,809.14  | \$ 53,227.62  | \$ 780,296.10   |
| 4512009 - PR-Puerto Del Sol-GF      | \$            | 29,134.22  | \$ 91,737.20  | \$ 79,608.50  | \$ 64,819.24  | \$ 67,496.34  | \$ 65,381.21  | \$ 54,401.74  | \$ 41,225.21  | \$ 55,631.09  | \$ 33,524.23  | \$ 582,958.98   |
| Grand Total                         | \$            | 215,368.98 | \$ 575,410.70 | \$ 451,942.35 | \$ 639,430.39 | \$ 354,979.96 | \$ 414,852.29 | \$ 392,828.15 | \$ 331,852.90 | \$ 435,427.13 | \$ 315,767.72 | \$ 4,127,860.57 |