



City of Spokane Park Board Golf Committee Meeting

August 8, 2017 – 8:05 a.m.

Manito Park Meeting Room

1702 South Grand Boulevard, Spokane, Washington

Jennifer Papich – Recreation Director

Committee Members:

- X Sumner, Nick – Chairperson
- X Kelley, Ross
- X Chase, Rick
- X Salvatori, Steve

Parks Staff:

- Conley, Jason
- Papich, Jennifer
- Dickson, Fianna
- Spell, Angel
- Martelle, LaVonne
- Greene, Mike
- Schultz, Rex

Golf Professionals:

- Connor, Steve
 - Phares, Doug
 - Gardner, Mark
 - Sanders, Rob
- ### Guest(s):
- Saraceno, Dave
 - Runyan, Chris
 - Holland Kevin

SUMMARY

- Angel explained Municipal Code regarding tree work, as well as processes for permitting, subcontractors, and interdepartmental relationships.
- Jason and Rex presented information regarding tier pricing for green fees and its effect on the 2018 budget.
- Jennifer and Jason reported and reviewed the recommended Draft 2018 budget based on possible implementation of the preceding green fees tier pricing discussion.
- Jason gave an update on the Qualchan Golf Professional RFP; proposals due in the Purchasing Department by August 21st, with expectations of presenting to Park Board on October 12th.
- Fianna presented slides on current marketing campaigns and gave commendation for efforts resulting in increased social media postings.
- Jennifer presented the Golf Report and announced the retirement of Don Nelson, Assistant Superintendent at Esmeralda. Rex reported on the upcoming City of Champions Golf Tournament at Indian Canyon, Downriver, and Qualchan, August 25-27.
- Rex distributed the latest National Golf Foundation Rounds Played report, reflecting rounds are down nationwide; however, Spokane is slightly above market for the state of Washington.
- Jason reported on the latest meeting of the Strategic Planning Task Force that included helpful suggestions from Finance regarding City Loans, as well as other forms of funding to be explored.
- Golf Professionals reported on current course conditions, and Jason reviewed July's Financial Report.

MINUTES

The meeting was called to order at 8:08 a.m. by the Chair, Nick Sumner. Introductions were made.

Action Items:

NONE

Discussion Items:

1. Urban Forestry Q & A

Angel presented Spokane Municipal Code information pertaining to tree work, explaining processes for permitting, subcontracting, and interdepartmental relationships. A brief question-and-answer period followed.

2. 2018 Green Fees

Rex distributed and reviewed conceptual information on tiered pricing for green fees. Its figures, based on the 2016 season, allowed for characteristic and player dynamics of the individual courses, with some courses being unchanged from current pricing structure. If implemented, net budget increase would be \$60,000 to \$65,000, providing substantial assistance for course maintenance expenses. Considerable discussion followed, resulting in the confirmation that a specific meeting should be scheduled soon to develop a strategic plan for revised pricing.

3. 2018 Budget

Jason presented 2018 Draft Budget recommendations based on implementation of preceding tiered pricing information discussed. Jennifer reviewed the budget figures, and Jason provided additional explanation. He also distributed job position descriptions to be considered for the upcoming budget year, which was followed by a brief discussion.

4. Qualchan Golf Professional RFP Update

Jason presented a brief update on the Qualchan Golf Professional RFP; August 11th is the deadline for written questions to be submitted, an evaluation period will follow, and proposals are due in Purchasing by August 21st. Information is expected to be presented before Golf Committee on October 10th and, if approved, before Park Board on October 12th.

Standing Report Items:

1. Golf Marketing Report

Fianna voiced commendation for growth in social media posts, and invited them to take advantage of the Golf Spokane information page to promote any upcoming events. She gave a slide presentation on current marketing campaigns and shared the results.

2. Golf Report

Jennifer presented current course information, including air conditioning repairs needed at Esmeralda and the retirement of its Assistant Superintendent, Don Nelson. Rex spoke about the upcoming Spokane City Championship at Indian Canyon, Downriver, and Qualchan, on August 25-27, which is offering online registration for the first time.

3. National Golf Foundation Rounds Played Report

Rex presented information on the nationwide report of rounds played, reflecting rounds are down, but Spokane is modestly outperforming the market for Washington State.

4. Strategic Plan Update

Jason shared information resulting from the Strategic Planning Task Force meeting on July 19th that included perspective from City Finance as to City Loans; begin with an outline of all desirable projects, reduce down to priority projects with their determined costs. Alternate funding options such as interface funding and sponsorship naming rights will also be explored.

5. Financial Report / Course Conditions

With one exception, all courses were reported to be in excellent playing condition; Downriver's golf professional has been nominated for the Environmental Leadership Golf Award by former president of the GSA. Jason reviewed July's financial report, reflecting an excellent rebound in early-season concerns.

******There was an unscheduled visit by Chris Runyan, who presented results from the Wounded Warrior Tournament at Downriver Golf Course, including funds raised and participation statistics. He also expressed his gratitude for the support of all involved. Gratitude was mutually expressed for his efforts in community service.

Meeting adjourned at 9:50 a.m.

The next regularly scheduled meeting is September 12, 2017.

| Conceptual Vision of 2018 Tiered Pricing | | | | | |
|---|--------------------|------------|------------|------------|--|
| City of Spokane Parks & Recreation Golf Fees | 2017 - All Courses | IC & CQ | DR | Ezzy | Notes |
| 18 Holes Prebook Time (any day) | 40 | 42 up 2 | 40 n/c | 39 down 1 | |
| 18 Holes Monday - Thursday | 33 | 35 up 2 | 33 n/c | 32 down 1 | |
| 18 Holes Friday - Sunday & Holidays | 36 | 38 up 2 | 36 n/c | 35 down 1 | |
| 9 holes (Mon-Thu & aft 1 on Fri - Sun) | 23 | 23 up 1 | 23 n/c | 22 down 1 | |
| 9 or 18 Hole Junior Rate | 10 | 10 n/c | 10 n/c | 10 down 1 | |
| Tournament Rate | 35 | 35 n/c | 35 n/c | 35 down 1 | |
| Sunset Rate | 15 | 15 n/c | 15 n/c | 15 down 1 | |
| 10 Play Pass (Trans) | 282 | 292 up 10 | 292 up 10 | 292 up 10 | |
| Daily Private Cart | 12 | 12 n/c | 12 n/c | 12 n/c | |
| Annual Private Cart | 250 | 250 n/c | 250 n/c | 250 n/c | |
| Par Membership (formally Discount Card) | | | | | |
| Discount Card | 40 | 45 up 5 | 45 up 5 | 45 up 5 | |
| Adult 18 Hole (Monday - Thursday) | 26 | 28 up 2 | 26 n/c | 25 down 1 | |
| Adult 18 Hole (Friday - Sunday & Holidays) | 29 | 31 up 2 | 29 n/c | 28 down 1 | |
| Adult 9 Hole (Mon - Thu; after 1 PM Fri- Sun) | 20 | 21 up 1 | 20 n/c | 19 down 1 | |
| Senior 18 Hole (Monday - Thursday) | 24 | 26 up 2 | 24 n/c | 23 down 1 | |
| Senior 18 Hole (Friday - Sunday & Holidays) | 29 | 31 up 2 | 29 n/c | 28 down 1 | |
| Senior 9 Hole (Mon - Thu; after 1 PM Fri - Sun) | 19 | 20 up 1 | 19 n/c | 18 down 1 | |
| Birdie Membership (formally Multiple Play Card) | | | | | |
| Multiple Play Card | 263 | 263 n/c | 263 n/c | 263 n/c | |
| Adult Round (Monday - Thursday) | 18 | 19 up 1 | 19 up 1 | 19 up 1 | Birdie Membership players pay the same at each course. |
| Adult Round (Friday - Sunday & Holidays) | 20 | 21 up 1 | 21 up 1 | 21 up 1 | |
| Senior Round (Monday - Thursday) | 17 | 18 up 1 | 18 up 1 | 18 up 1 | |
| Senior Round (Friday - Sunday & Holidays) | 20 | 21 up 1 | 21 up 1 | 21 up 1 | |
| Eagle Membership (formally Unlimited Play) | | | | | |
| Junior Unlimited Only | 250 | 250 n/c | 250 n/c | 250 n/c | |
| Junior Unlimited (Must purchase with Adult or Senior) | 200 | 200 n/c | 200 n/c | 200 n/c | |
| Adult Unlimited | 1850 | 1875 up 25 | 1875 up 25 | 1875 up 25 | |
| Spouse Unlimited (Must purchase with Adult or Senior) | 575 | 600 up 25 | 600 up 25 | 600 up 25 | |
| Senior Unlimited | 1750 | 1775 up 25 | 1775 up 25 | 1775 up 25 | |

City of Spokane - Parks & Recreation
Fund 4600 - Golf fund
2018 Recommended Budget

| | 2016 Actual | 2017 Adopted Budget | 2017 Thru July | 2018 Recommended |
|---------------------------------|-------------|------------------------|-------------------|---------------------|
| Revenues | 3,258,201 | 3,681,270 | 2,065,830 | 3,766,270 |
| <u>ExpenditureCategories:</u> | | | | |
| Salaries & Wages | 1,122,327 | 1,141,501 | 586,951 | 1,158,180 |
| Personnel Benefits | 404,538 | 319,722 | 216,682 | 299,951 |
| Supplies | 212,261 | 316,920 | 158,167 | 316,920 |
| Svcs. & Charges | 1,032,940 | 1,010,076 | 377,511 | 1,010,076 |
| Intergovernmental Services | 21,302 | 21,000 | 9,931 | 21,000 |
| Interfund Services | 346,452 | 398,288 | 179,876 | 403,931 |
| Operating Transfers | | | | 50,000 |
| Reserve for Budget Adj. | | 142,000 | | 142,000 |
| Capital Outlay | 221,247 | 250,000 | 117,848 | 250,000 |
| Total Expenditures | 3,361,067 | 3,599,507 | 1,646,966 | 3,652,058 |
| Net Revenues minus Expenditures | (102,866) | 81,763 | 418,864 | 114,212 |

NATURE OF WORK:

Performs skilled work in the planting, pruning, care, maintenance, and removal of shade and ornamental trees in municipal parks, conservation lands, and City streets. Duties are performed within the limits of standard procedure but do require some independent judgment in making minor decisions. Work is subject to checks and controls; but, if not detected, errors in judgment might cause injury or a loss of City property. Employee has routine contact with other employees and outside contacts. Duties are medium in nature, performed under hazardous conditions, and require constant attention to prevent errors.

SUPERVISION:

Employee follows standard procedures under general supervision and refers questionable cases to the supervisor. Employee is responsible for assigning and checking the work of one or two others, and instructing new employees performing similar work.

ESSENTIAL JOB FUNCTIONS:

Climbs trees with the aid of ropes and ladders; and uses saws, shears, and other cutting implements to properly prune ornamental deciduous trees, shrubs and conifers.

Supervises and assists in the removal of dead, dying and diseased trees in parks, conservation lands and along streets.

Supervises and assists a small crew of employees in tending, planting, and transplanting trees and shrubs. Applies the proper planting procedures of trees and shrubs.

Diagnoses trees and shrubs of diseases and pests and treats using approved methods.

Performs related work as required.

REQUIREMENTS OF WORK:

Knowledge of the standard methods, materials, tools, equipment and practices used in pruning, removal, and maintaining shade and ornamental trees including use of aerial lifts, mechanical tree spades, chippers, stump grinders, chainsaws and other arboriculture equipment.

Knowledge of the occupational hazards and safety precautions of the trade.

Knowledge of insect and disease problems with shade and ornamental trees and the appropriate procedures to mitigate these issues.

A working knowledge of the American National Standards Institute Standards for Tree Care, International Society of Arboriculture and National Arborist Association standards for tree care.

REQUIREMENTS OF WORK (continued):

Knowledge of the botanical and common names used for trees and shrubs, including the ability to identify them.

Ability to properly install cables, braces, and stakes for tree preservation and safety.

Ability to understand and follow oral instructions.

Skill in the use of chainsaws, chippers, stump grinders, aerial lifts, and other standard tools and equipment of the trade.

PHYSICAL REQUIREMENTS:

Ability to see, with or without corrective lenses, well enough to read standard text.

Ability to hear, with or without a hearing aid, and speak well enough to converse on the telephone.

Ability to climb trees 100 ft. high and work at dangerous heights for extended periods.

Enough body mobility to maintain one's balance on a narrow scaffold branch.

Enough manual dexterity to write.

Enough strength to lift and carry up to 50 lbs.

Enough stamina to stand for up to four hours at a time with only one 15-minute break.

Tolerance to work under adverse conditions, such as, among pollens, and outdoors in heat and cold.

MINIMUM EDUCATION AND EXPERIENCE:

Open Entry Requirements: Two years of high school, trade school, or equivalent, and two years of experience caring for trees, shrubs, and ornamentals to include planting, removal, pruning, and working at heights on equipment, ladders, or suspended from ropes. Successful applicants must obtain a Washington State Public Operator License for pesticide application within one year of appointment. All applicants must possess an International Society of Arboriculture certificate as an arborist. Applicants must possess a valid driver's license.

Promotional Requirements: Present City employees who meet the above requirements may apply on a promotional basis.

Applicants must possess a valid driver's license and must obtain a Class "B" Commercial Driver's License (CDL) during the probationary period.

New: 9/64

Retitle: 5/08

Revised: 1/76, 4/78, 6/80, 6/84, 10/84, 7/95, 9/97, 10/97, 9/01, 7/03, 7/05. 1/12, 3/12

Reviewed: 6/82, 10/87, 11/88, 12/90, 4/93, 6/11

Union: 270

Range: 32

EEO code: 8

GOLF COURSE SUPERINTENDENT

SPN: 679

NATURE OF WORK:

Performs supervisory and skilled work in the construction and/or maintenance of a municipal golf course. Duties require considerable knowledge of golf course operation and the ability to determine proper course of action within limits of standard procedure. Work is not subject to specific checks and controls; and, if not detected, errors would cause significant loss of time or money and embarrassment to the City. Employee has routine contacts with the public and other employees of the City. Duties are medium in nature, performed under varied weather conditions and require normal attention to prevent errors. Employee in this position is held responsible for the condition of assigned golf course.

SUPERVISION:

Employee establishes the methods and procedures to be followed; refers unusual cases to supervisor; is responsible for planning, assigning and supervising the work of a crew performing golf course construction and maintenance work.

ESSENTIAL JOB FUNCTIONS:

Under general guidelines, supervises and participates in the construction and/or maintenance of tees, bunkers, greens, fairways, paths, flower and shrub beds, and roughs of a municipal golf course.

Plans, schedules and supervises the application of fertilizer, pesticides, insecticides, herbicides and fungicides and other spraying operations.

Plans, schedules and supervises the aeration, seeding, top soiling, spiking, movement of cups and tee markers, mowing and watering operations.

Coordinates with golf professional on player violations and player use schedules.

Coordinates with golf committee and makes decisions on the location of tees, bunkers, greens and changes in course configuration.

Maintains maintenance budget and other necessary records.

Performs related work as required and participates in above activities as work load demands.

REQUIREMENTS OF WORK:

Considerable knowledge of the standard methods, practices, tools and equipment used in golf course construction and maintenance.

Considerable knowledge of turf diseases, insects, weeds, and the chemicals and cultural methods used in their control.

REQUIREMENTS OF WORK (continued):

Considerable knowledge of irrigation systems and their operation.

Considerable knowledge of the game of golf and its rules of play.

Knowledge of different soil types and the relation of its structure to water movement and plant nutrients.

Ability to lay out, assign and supervise the work of skilled and unskilled employees.

Ability to establish and maintain effective public and work relations.

Ability to perform and supervise the operation, use, and minor repair of mowers, tractors, trucks and other golf course tools and equipment.

Ability to use a variety of hand and power tools and operate automotive equipment as necessary.

PHYSICAL REQUIREMENTS:

Ability to see, with or without corrective lenses, well enough to read standard print and detect problems in turf.

Ability to hear, with or without a hearing aid, and speak well enough to converse in person and on the telephone.

Enough body mobility to walk, stoop and kneel about shrubs and turf.

Enough strength to drag 50 lb. bags.

Tolerance to outdoor work.

MINIMUM EDUCATION AND EXPERIENCE:

Open Entry Requirements: Graduation from an accredited four-year college or university with a degree in Agronomy, Turf Grass Management or closely related field; AND, three years experience in a supervisory capacity in golf course maintenance. Additional supervisory golf course maintenance experience may be substituted on a year-for-year basis for up to two years of the educational requirements.

Promotional Requirements: Present City employees with five years experience in the classification of Assistant Golf Course Superintendent may apply on a promotional basis.

Applicants must possess, or must obtain within one year of appointment, a Public Pesticide Operator's License.

New: 7/81

Revised: 12/85, 12/87, 4/89, 4/90, 4/92, 3/95, 9/03, 8/05, 1/12

Reviewed: 12/83, 8/94, 4/97, 4/99, 9/01, 2/09, 9/11

Union: 270

Range: 43

EEO: 2

NATURE OF WORK:

Performs responsible professional work managing the administration and daily operations of the golf program. Duties require independent action in devising new methods and procedures within the limits of policy and ordinances. No specific checks or controls exist; and, if not detected, errors could cause serious embarrassment or financial loss to the City. Employee has both inside and outside contacts involving departmental policy. Duties are sedentary in nature, performed under normal working conditions and require normal attention to prevent errors.

SUPERVISION:

General objectives are established and the employee is required to select their own method of procedure. Employee reports to the department director and is responsible for managing and supervising subordinate staff.

ESSENTIAL JOB FUNCTIONS:

Develops, implements and monitors plans and programs to achieve the golf operation's mission and goals. Establishes performance measures to gauge progress toward attainment of goals. Inspects facilities to insure that the facilities and grounds are properly maintained.

Determines community golf needs. Provides programs to maximize usage by all user groups. Assists in planning and organizing special events and golf tournaments.

Develops, plans, and organizes city-sponsored golf lessons in cooperation with the golf professionals.

Supervises the activities of the golf staff. Establishes or recommends policies and procedures. Establishes training programs and performance standards.

Works with the Golf Committee to establish golf course operations and maintenance policies. Recommends green fees pricing policy. Develops marketing strategies and plans, including website management and other social media.. Negotiates and manages golf program contracts.

Supervises and evaluates the maintenance programs at each facility; approves maintenance equipment acquisition.

Assists in preparing the Golf Fund annual budget for each golf facility.

Represents the Department at appropriate events.

Responsible for insuring quality customer service and customer satisfaction in the golf programs and facilities; handles customer complaints; serves as the primary intermediary between the golfing public and the City.

Serves as staff liaison to the Park Board, Golf Committee, other City Departments and various community groups and agencies.

Performs related work as required.

REQUIREMENTS OF WORK:

Considerable knowledge of the principles and objectives of public golf course operations.

Considerable knowledge of rules and regulations of golf and tournament procedures.

Knowledge of activities that contribute to successful municipal golf programs.

~~Knowledge of budgeting and contracting procedures.~~

Ability to plan, organize, coordinate and direct the activities of personnel.

Ability to establish and maintain effective working and public relations.

Ability to communicate effectively, both orally and in writing

Ability to work independently to accomplish the goals of the department.

PHYSICAL REQUIREMENTS:

Ability to read standard text and understand written communications.

Ability to converse by means of spoken word in person and using a telephone, and to address a group of people.

Ability to communicate to the extent that information can be clearly received and conveyed.

Enough manual dexterity to use a calculator and computer keyboard.

Enough body mobility to move about golf courses.

MINIMUM EDUCATION AND EXPERIENCE:

Open entry requirements: Graduation from an accredited four-year college or university with major course work in, Business, Recreation, or Golf Management or a closely related field; AND, two years of responsible experience in developing and managing organized golf course programs, one year of which must be in a supervisory capacity.

Applicants must possess a valid driver's license or otherwise demonstrate ability to get to and from multiple work locations as required.

NOTE: Active certifications and membership in the PGA or GCSAA are desirable.

New: 6/04

Retitle: 12/06, 9/16

Revised: 11/06, 9/16

Reviewed: 6/06, 12/10, 1/13

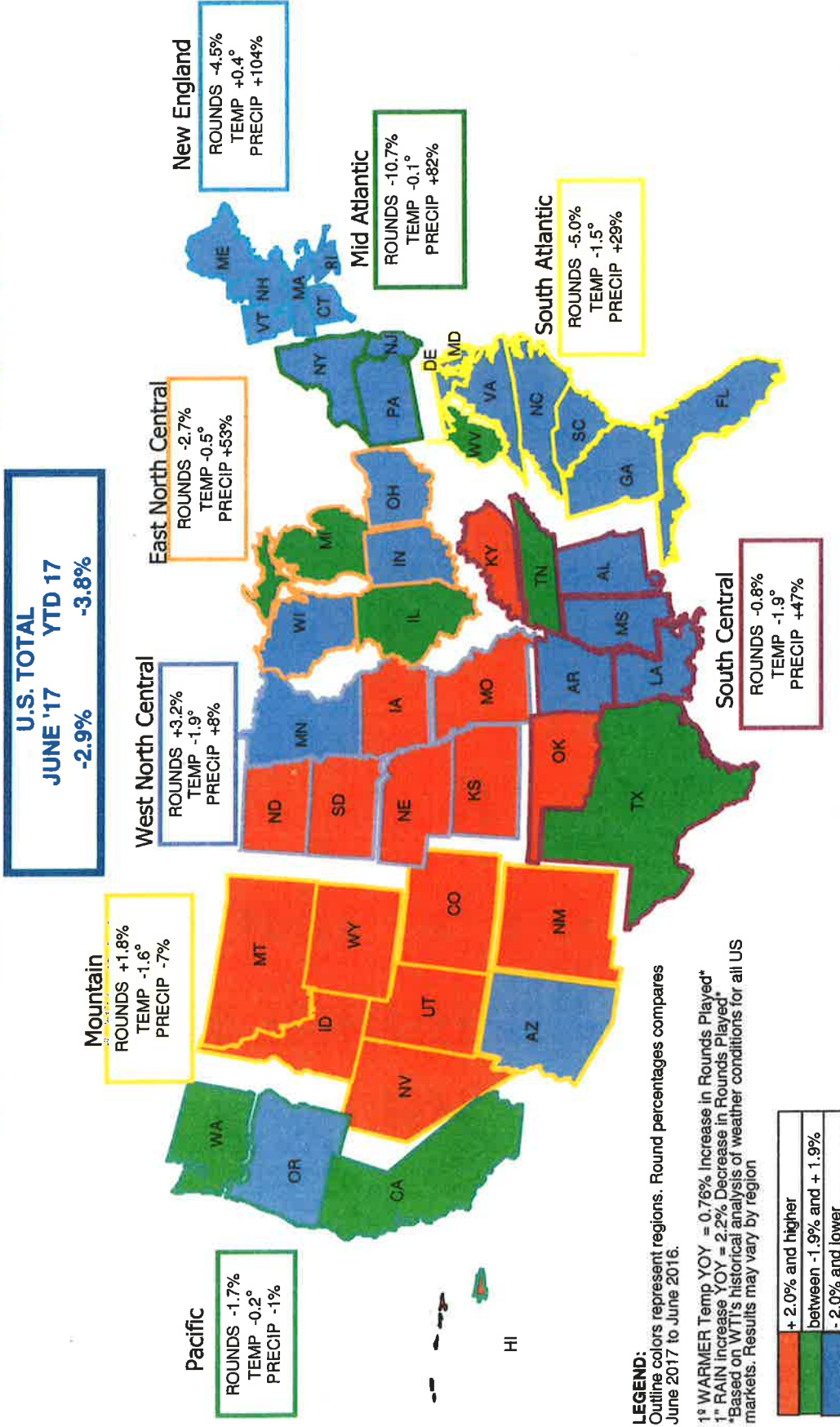
Union: M&P

Range: 42

EEO: 2



National Golf Rounds Played Report



June 2017

| June 2017 | | | | June 2017 | | | |
|-----------------------|-------|--------|--|----------------------|-------|-------|--|
| | | YTD | | | YTD | | |
| PACIFIC | | | | SOUTH ATLANTIC | | | |
| JUNE | YTD | | | JUNE | YTD | | |
| CA | -1.7% | -6.5% | | DE, DC, MD | -2.9% | -3.8% | |
| Los Angeles | -0.6% | -5.9% | | Washington/Baltimore | -3.8% | -4.8% | |
| Orange County | 0.4% | -5.2% | | FL | 1.2% | 0.1% | |
| Palm Springs | 2.9% | -2.2% | | Jacksonville/Daytona | | | |
| Sacramento | -7.5% | -19.3% | | Orlando | | | |
| San Diego | -2.2% | -11.7% | | Tampa | | | |
| San Francisco/Oakland | -6.2% | -11.7% | | Palm Beach | | | |
| HI | 5.8% | 0.5% | | Sarasota | | | |
| OR | -8.0% | -13.2% | | Naples/Ft Myers | | | |
| Portland | -6.0% | -20.0% | | Miami/Ft. Lauderdale | | | |
| WA | 0.1% | -16.1% | | GA | | | |
| Seattle | 0.3% | -16.6% | | Atlanta | | | |
| MOUNTAIN | | | | NC | | | |
| AZ | 1.8% | 0.8% | | Greensboro/Raleigh | | | |
| Phoenix | -4.2% | -1.5% | | SC | | | |
| CO | -3.7% | -1.4% | | Charleston | | | |
| Denver | 3.0% | 9.2% | | Hilton Head | | | |
| ID, WY, MT, UT | 1.1% | 4.9% | | Myrtle Beach | | | |
| NM | 4.0% | -1.3% | | VA | | | |
| NV | 4.6% | 6.2% | | WV | | | |
| Las Vegas | 2.3% | -2.2% | | MID ATLANTIC | | | |
| WEST NORTH CENTRAL | | | | NJ | | | |
| KS, NE | 1.5% | -3.5% | | NY | | | |
| ND, SD | 3.2% | -2.7% | | New York City | | | |
| MN | 7.6% | -1.2% | | PA | | | |
| Minneapolis/St. Paul | 6.4% | -0.3% | | Philadelphia | | | |
| IA, MO | -3.6% | -6.8% | | Pittsburgh | | | |
| St Louis | -2.4% | -5.7% | | NEW ENGLAND | | | |
| Kansas City | 5.6% | -1.3% | | CT | | | |
| | 0.3% | -3.3% | | MA, RI | | | |
| | 3.8% | -0.1% | | Boston | | | |
| | | | | ME, NH, VT | | | |

The percentages represent the differences in number of rounds played comparing June 2017 to June 2016. For more information contact Golf DataTech, golfroundsplayed@golfdatatech.com or call 407-944-4116

City of Spokane - Parks & Recreation

Golf Fund -- 4600

Financial Report

July 2017

Monthly Comparison

Year-to-Date Comparison

| | 2017 Current Adopted Annual Budget | 2017 Budget Balance | Monthly Comparison | | | | Year-to-Date Comparison | | | | | 2016 YTD | | 2017 YTD | |
|---|---|------------------------|---------------------|---------------------|--------------------------------------|--|-------------------------|--------------------|---------------------|-------------------------------|--|--------------------------|--------------------------|--------------------------|----------------|
| | | | 2016 July Actual | 2017 July Actual | 2016 - 2017 Monthly Difference | | 2015 YTD Actual | 2016 YTD Actual | 2017 YTD Actual | 2016 - 2017 YTD Difference | | % of Annual Budget | % of Annual Budget | % of Annual Budget | Change in % |
| Revenue: | | | | | | | | | | | | | | | |
| Program Revenue | 3,681,270 | 1,676,111 | 500,177 | 501,437 | \$ 1,261 | | 2,075,609 | 2,233,748 | 2,005,159 | \$ (228,589) | | 66.1% | 54.5% | | -11.59% |
| 2017 Pre-Sale Revenue | - | - | - | - | \$ - | | 137,000 | - | 60,671 | \$ - | | 1.8% | 1.6% | | |
| Other Transfers In | - | - | - | - | \$ - | | - | - | - | | | | | | |
| TOTAL REVENUE: | \$ 3,681,270 | \$ (1,615,440) | \$ 500,177 | \$ 501,437 | \$ 1,261 | | 2,212,609 | 2,233,748 | \$ 2,065,830 | \$ (167,918) | | 65.4% | 56.1% | | -9.27% |
| Expenditures: | | | | | | | | | | | | | | | |
| Salaries and Wages | 1,278,001 | 691,050 | 107,590 | 122,100 | \$ 14,509 | | 586,009 | 617,345 | 586,951 | \$ 30,394 | | 54.3% | 45.9% | | -8.39% |
| Personnel Benefits | 319,722 | 103,040 | 40,378 | 40,084 | \$ (294) | | 185,150 | 229,715 | 216,682 | \$ 13,034 | | 51.8% | 67.8% | | 16.02% |
| Supplies | 322,420 | 164,253 | 54,449 | 29,767 | \$ (24,682) | | 103,771 | 154,496 | 158,167 | \$ (3,671) | | 61.1% | 49.1% | | -12.04% |
| Services and Charges | 1,050,616 | 673,105 | 27,485 | 115,113 | \$ 87,628 | | 298,603 | 297,846 | 377,511 | \$ (79,665) | | 29.1% | 35.9% | | 6.83% |
| Interdepartment Svcs | 398,288 | 218,412 | 23,320 | 11,854 | \$ (11,467) | | 237,394 | 179,200 | 179,876 | \$ (676) | | 45.8% | 45.2% | | -0.68% |
| Intergovernment Svcs | 21,000 | 11,069 | 3,085 | 3,585 | \$ 500 | | 10,279 | 11,113 | 9,931 | \$ 1,182 | | 40.5% | 47.3% | | 6.81% |
| Subtotal Op. Exp. | \$ 3,390,047 | \$ 1,860,930 | \$ 256,307 | \$ 322,502 | \$ 66,195 | | 1,421,206 | 1,489,715 | \$ 1,529,117 | \$ (39,402) | | 45.5% | 45.1% | | -0.38% |
| Capital Outlay | 301,134 | 183,286 | 19,096 | 44,575 | \$ 25,479 | | 23,488 | 111,837 | 117,848 | \$ (6,011) | | 32.0% | 39.1% | | 7.16% |
| Transfers Out | - | - | - | - | \$ - | | - | - | - | | | | | | |
| TOTAL EXPENDITURES: | \$ 3,691,181 | \$ 2,044,216 | \$ 275,403 | \$ 367,078 | | | 1,444,694 | 1,601,553 | \$ 1,646,965 | | | 44.2% | 44.6% | | 0.44% |
| Total Funding: (Rev. less Exp.) | \$ (9,911) | | \$ 224,774 | \$ 134,360 | | | \$ 767,915 | \$ 632,195 | \$ 418,864 | | | | | | |

| | |
|---------------------------------------|-------------------|
| Beginning Fund Balance | \$ 347,992 |
| Less 7% Reserve Requirement | \$ (258,383) |
| Beginning 2017 Excess Reserves | \$ 89,609 |
| 2017 YTD Change in Cash | \$ 418,864 |
| Encumbrances at Month End | \$ (150,878) |
| 2017 YTD Available Cash | \$ 357,595 |

2016 Annual YOY Golf Comparison Report

ROUNDS

| COUNT | DOWNRIVER 2017 | DOWNRIVER 2016 | DIFF | ESMERALDA 2017 | ESMERALDA 2016 | DIFF | INDIAN CANYON 2017 | INDIAN CANYON 2016 | DIFF | QUALCHAN 2017 | QUALCHAN 2016 | DIFF | CITY HALL 2017 | CITY HALL 2016 | DIFF | TOTALS 2017 | TOTALS 2016 | DIFF |
|------------------|-------------------|-------------------|---------|-------------------|-------------------|---------|-----------------------|-----------------------|---------|------------------|------------------|---------|-------------------|-------------------|------|----------------|----------------|----------|
| REGULAR ROUND | 8,134 | 9,575 | (1,441) | 5,936 | 6,902 | (966) | 7,919 | 8,121 | (202) | 6,526 | 8,090 | (1,564) | 0 | 0 | 0 | 28,515 | 32,638 | (4,123) |
| DISCOUNT ROUND | 14,955 | 17,661 | (2,706) | 11,423 | 13,410 | (1,987) | 7,042 | 8,508 | (1,466) | 10,688 | 12,173 | (1,485) | 0 | 0 | 0 | 44,208 | 52,752 | (8,544) |
| MULTI-PLAY ROUND | 2,013 | 2,015 | (2) | 242 | 418 | (176) | 545 | 653 | (108) | 1,368 | 1,669 | (301) | 0 | 0 | 0 | 4,168 | 4,755 | (587) |
| OTHER ROUND | 1,152 | 1,672 | (520) | 1,379 | 1,312 | 67 | 1,445 | 1,627 | (182) | 1,675 | 2,255 | (680) | 0 | 0 | 0 | 5,501 | 6,866 | (1,365) |
| TOTAL | 26,254 | 30,922 | (4,668) | 18,980 | 22,042 | (3,062) | 16,951 | 18,909 | (1,958) | 20,207 | 24,187 | (3,980) | 0 | 0 | 0 | 82,392 | 96,060 | (13,668) |

| | | | | | | | | | | | | | | | | | | |
|------------------|------------|------------|-------------|------------|------------|-------------|------------|------------|-------------|------------|------------|-------------|------|------|------|--------------|--------------|--------------|
| REGULAR ROUND | \$ 197,841 | \$ 225,784 | \$ (27,943) | \$ 145,519 | \$ 148,264 | \$ (2,745) | \$ 199,354 | \$ 205,833 | \$ (6,479) | \$ 179,910 | \$ 215,147 | \$ (35,237) | \$ - | \$ - | \$ - | \$ 720,624 | \$ 791,527 | \$ (70,903) |
| DISCOUNT ROUND | \$ 282,360 | \$ 310,974 | \$ (28,614) | \$ 219,211 | \$ 234,817 | \$ (15,606) | \$ 144,827 | \$ 168,558 | \$ (23,731) | \$ 212,756 | \$ 229,065 | \$ (16,308) | \$ - | \$ - | \$ - | \$ 859,154 | \$ 943,414 | \$ (84,260) |
| MULTI-PLAY ROUND | \$ 13,942 | \$ 16,894 | \$ (2,951) | \$ 4,040 | \$ 3,927 | \$ 113 | \$ 4,832 | \$ 6,684 | \$ (1,852) | \$ 12,514 | \$ 15,692 | \$ (3,178) | \$ - | \$ - | \$ - | \$ 35,329 | \$ 43,197 | \$ (7,868) |
| OTHER ROUND | \$ 16,646 | \$ 11,048 | \$ 5,598 | \$ 4,830 | \$ 3,329 | \$ 1,501 | \$ 22,496 | \$ 27,795 | \$ (5,299) | \$ 16,169 | \$ 18,746 | \$ (2,577) | \$ - | \$ - | \$ - | \$ 60,141 | \$ 60,917 | \$ (776) |
| TOTAL | \$ 510,790 | \$ 564,699 | \$ (53,909) | \$ 371,600 | \$ 390,337 | \$ (18,737) | \$ 371,609 | \$ 408,870 | \$ (37,261) | \$ 431,350 | \$ 478,650 | \$ (47,300) | \$ - | \$ - | \$ - | \$ 1,675,248 | \$ 1,842,046 | \$ (166,798) |

PASSES

| COUNT | DOWNRIVER 2017 | DOWNRIVER 2016 | DIFF | ESMERALDA 2017 | ESMERALDA 2016 | DIFF | INDIAN CANYON 2017 | INDIAN CANYON 2016 | DIFF | QUALCHAN 2017 | QUALCHAN 2016 | DIFF | CITY HALL 2017 | CITY HALL 2016 | DIFF | TOTALS 2017 | TOTALS 2016 | DIFF |
|---------------|-------------------|-------------------|-------|-------------------|-------------------|------|-----------------------|-----------------------|------|------------------|------------------|-------|-------------------|-------------------|-------|----------------|----------------|-------|
| DISCOUNT PASS | 1,527 | 1,734 | (207) | 1,434 | 1,186 | 248 | 561 | 581 | (20) | 1,128 | 1,327 | (199) | 39 | 318 | (279) | 4,688 | 5,146 | (457) |
| SEASON PASS | 9 | 8 | 1 | 3 | 1 | 2 | 0 | 0 | 0 | 8 | 6 | 2 | 1 | 0 | 1 | 21 | 15 | 6 |
| OTHER PASS | 14 | 0 | 14 | 13 | 13 | 0 | 105 | 148 | (43) | 54 | 84 | (30) | 334 | 796 | (462) | 519 | 1,041 | (522) |
| TOTAL | 1,550 | 1,742 | (192) | 1,449 | 1,200 | 249 | 666 | 729 | (63) | 1,190 | 1,417 | (227) | 374 | 1,114 | (740) | 5,229 | 6,202 | (973) |

| | | | | | | | | | | | | | | | | | | |
|---------------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|------------|-----------|-----------|-------------|------------|------------|-------------|
| DISCOUNT PASS | \$ 72,561 | \$ 76,526 | \$ (3,965) | \$ 59,028 | \$ 42,237 | \$ 16,791 | \$ 21,425 | \$ 21,906 | \$ (481) | \$ 52,382 | \$ 57,692 | \$ (5,310) | \$ 2,341 | \$ 14,266 | \$ (11,925) | \$ 207,737 | \$ 212,727 | \$ (4,990) |
| SEASON PASS | \$ 10,840 | \$ 10,094 | \$ 746 | \$ 4,617 | \$ 1,520 | \$ 3,098 | \$ - | \$ - | \$ - | \$ 11,539 | \$ 8,249 | \$ 3,290 | \$ 1,539 | \$ - | \$ 1,539 | \$ 28,536 | \$ 19,863 | \$ 8,673 |
| OTHER PASS | \$ 1,341 | \$ - | \$ 1,341 | \$ 958 | \$ - | \$ 958 | \$ 1,149 | \$ 1,149 | \$ - | \$ 766 | \$ - | \$ 766 | \$ 15,320 | \$ 32,538 | \$ (17,218) | \$ 19,534 | \$ 32,538 | \$ (13,004) |
| TOTAL | \$ 84,742 | \$ 86,620 | \$ (1,878) | \$ 64,603 | \$ 43,756 | \$ 20,847 | \$ 22,575 | \$ 21,906 | \$ 669 | \$ 64,687 | \$ 65,942 | \$ (1,254) | \$ 19,200 | \$ 46,804 | \$ (27,604) | \$ 255,807 | \$ 265,128 | \$ (9,321) |

CART FEES

| COUNT | DOWNRIVER 2017 | DOWNRIVER 2016 | DIFF | ESMERALDA 2017 | ESMERALDA 2016 | DIFF | INDIAN CANYON 2017 | INDIAN CANYON 2016 | DIFF | QUALCHAN 2017 | QUALCHAN 2016 | DIFF | CITY HALL 2017 | CITY HALL 2016 | DIFF | TOTALS 2017 | TOTALS 2016 | DIFF |
|---------------------------|-------------------|-------------------|-------|-------------------|-------------------|-------|-----------------------|-----------------------|---------|------------------|------------------|-------|-------------------|-------------------|------|----------------|----------------|---------|
| PRIVATE CART FEE & PERMIT | 485 | 611 | (127) | 468 | 468 | 0 | 274 | 357 | (83) | 356 | 429 | (73) | 0 | 0 | 0 | 1,583 | 1,836 | (253) |
| PRO CART FEE | 8,956 | 9,694 | (738) | 8,269 | 6,840 | 1,429 | 9,919 | 10,897 | (978) | 9,274 | 9,906 | (632) | 0 | 0 | 0 | 36,435 | 37,337 | (902) |
| TOTAL | 9,440 | 10,305 | (865) | 8,737 | 7,308 | 1,429 | 10,193 | 11,254 | (1,061) | 9,630 | 10,335 | (705) | 0 | 0 | 0 | 38,020 | 39,223 | (1,203) |

| | | | | | | | | | | | | | | | | | | |
|---------------------------|-----------|-----------|------------|-----------|----------|----------|----------|----------|----------|-----------|-----------|------------|------|------|------|-----------|-----------|------------|
| PRIVATE CART FEE & PERMIT | \$ 14,537 | \$ 16,580 | \$ (2,043) | \$ 9,540 | \$ 8,245 | \$ 1,295 | \$ 3,678 | \$ 4,379 | \$ (701) | \$ 9,618 | \$ 11,305 | \$ (1,687) | \$ - | \$ - | \$ - | \$ 37,373 | \$ 40,509 | \$ (3,136) |
| PRO CART FEE | \$ 1,591 | \$ 1,604 | \$ (14) | \$ 2,080 | \$ 1,023 | \$ 1,057 | \$ 3,275 | \$ 3,432 | \$ (158) | \$ 1,509 | \$ 1,590 | \$ (81) | \$ - | \$ - | \$ - | \$ 8,455 | \$ 7,650 | \$ 804 |
| TOTAL | \$ 16,127 | \$ 18,184 | \$ (2,057) | \$ 11,620 | \$ 9,268 | \$ 2,352 | \$ 6,953 | \$ 7,812 | \$ (858) | \$ 11,127 | \$ 12,895 | \$ (1,768) | \$ - | \$ - | \$ - | \$ 45,827 | \$ 48,159 | \$ (2,331) |

BUCKET OF BALLS

| COUNT | DOWNRIVER 2017 | DOWNRIVER 2016 | DIFF | ESMERALDA 2017 | ESMERALDA 2016 | DIFF | INDIAN CANYON 2017 | INDIAN CANYON 2016 | DIFF | QUALCHAN 2017 | QUALCHAN 2016 | DIFF | CITY HALL 2017 | CITY HALL 2016 | DIFF | TOTALS 2017 | TOTALS 2016 | DIFF |
|---------|-------------------|-------------------|---------|-------------------|-------------------|------|-----------------------|-----------------------|-------|------------------|------------------|---------|-------------------|-------------------|------|----------------|----------------|---------|
| REVENUE | 5,899 | 7,095 | (1,196) | 5,440 | 4,709 | 731 | 8,082 | 8,817 | (735) | 6,800 | 8,067 | (1,267) | 0 | 0 | 0 | 26,220 | 28,683 | (2,463) |
| | 396 | 422 | (26) | 958 | 283 | 675 | 1,181 | 1,282 | (101) | 461 | 514 | (53) | - | - | - | 2,996 | 2,501 | 495 |

REVENUE SUMMARY

| COUNT | DOWNRIVER 2017 | DOWNRIVER 2016 | DIFF | ESMERALDA 2017 | ESMERALDA 2016 | DIFF | INDIAN CANYON 2017 | INDIAN CANYON 2016 | DIFF | QUALCHAN 2017 | QUALCHAN 2016 | DIFF | CITY HALL 2017 | CITY HALL 2016 | DIFF | TOTALS 2017 | TOTALS 2016 | DIFF |
|---------------|-------------------|-------------------|-------------|-------------------|-------------------|----------|-----------------------|-----------------------|-------------|------------------|------------------|-------------|-------------------|-------------------|-------------|----------------|----------------|--------------|
| MISC REVENUE | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 15,956 | 15,956 | 0 |
| TOTAL REVENUE | \$ 612,054 | \$ 669,426 | \$ (57,371) | \$ 448,761 | \$ 443,644 | \$ 5,117 | \$ 402,218 | \$ 439,870 | \$ (37,652) | \$ 497,625 | \$ 558,001 | \$ (60,375) | \$ 38,156 | \$ 68,599 | \$ (30,443) | \$ 1,995,834 | \$ 2,179,339 | \$ (183,505) |