



**City of Spokane Park Board
Golf Committee Meeting**

8:00 a.m. Tuesday, Apr. 11, 2023
Hybrid in-person and WebEx virtual meeting
Mark Poirier – Golf Manager

Committee Members

X Nick Sumner - Chair
X Bob Anderson
X Gerry Sperling
X Barb Richey

Parks Staff

Jason Conley
Mark Poirier
Jennifer Papich
Megan Dyson
Nick Hamad
Josh Morrisey

Golf Staff

David Fern

SUMMARY

- The committee approved to recommend the Park Board accept the following agenda item:
 - Spirit Pruners, LLC. Change Order #2 / Downriver Golf Course Forest Health Management (\$9,350.00 plus tax) – Consent agenda item
- Mark Poirier shared golf course opening dates and course conditions.
- The recent Golf Show was discussed.
- Mark Poirier presented an update on the 2nd Assistant Golf Superintendent hiring status (1 per course, 4 total)
- Josh Morrisey presented the golf marketing report.
- Mark Poirier discussed the financial reports.
- An overview of What's Happening at the Courses was presented.

The next regularly scheduled meeting is 8 a.m. Tue., May 09, 2023.

MINUTES

The meeting was called to order at 8:00 a.m. by committee chair Nick Sumner.

Public comment - None

Action items

1. [Spirit Pruners, LLC. Change Order #2 / Downriver Golf Course Forest Health Management \(\\$9,350.00 plus tax\)](#) – Nick Hamad

Spirit Pruners brought in a grinder for limb and bark debris removal from the Bark Beetle tree project. Downriver had a few unrelated piles of debris and took advantage of the machinery onsite to clean up the course, which was more cost effective than bringing out machinery at a different time. This resulted in additional time requiring compensation from the Park Fund.

Motion #1 – Nick Sumner moved to recommend the Spirit Pruners, LLC. Change Order #2 / Downriver Golf Course Forest Health Management (\$9,350.00 plus tax).

Barb Richey seconded. The motion passed unanimously (4-0 vote).

The committee agreed to present this recommendation as a consent agenda item on the Apr. 13 Park Board meeting agenda.

Discussion item

1. Golf course openings/conditions – Mark Poirier
 - a. Due to the long winter, the golf courses were delayed in opening. Downriver Golf Course opened Mar. 24th, last year it opened Mar. 18th; Esmerelda opened Mar. 27th, last year it opened Mar. 16th; Qualchan opened Mar. 29th, last year it opened Mar. 12th; Indian Canyon opens tomorrow, last year it opened Mar. 22nd. Bob Anderson requested a comparison of missed golf days compared to 2022.
 - b. The course conditions are not as pristine as what the public is used to, due in part to the early and continuous snowfall from October – January, preventing the second application of winter fungicide. A lot of leaves and debris are being cleaned up throughout the courses, with special attention to Downriver and Esmerelda. Nearly 200 trees were felled at Downriver with another 50 at Indian Canyon and 20 at Qualchan. They have all been swiftly removed from the course with stump grinding in progress for the next few months. Thanks to Spirit Pruners, Nick Jeffries from Spokane Fire, Golf superintendents and Park Operations crews for their effort to make sure the courses could open in a timely manner.
2. Golf show – Mark Poirier
 - a. Mark indicated he made the judgement call to not participate in the 2023 Golf Show mainly due to the overall cost of roughly \$2,500. This includes a booth fee, high speed internet access (which rarely worked), giveaways, on-call IT support. In 2022 a decline in participation was observed. A number of golf passes were purchased at the booth, but it was from the same customers who stop by every year. They would be buying passes regardless. Mark wanted to skip a year and evaluate sales at the end of the year. He indicated Doug Chase with the County golf courses did the same thing last year as he didn't see the merit. The County never discounted their prices for Golf Show.
 - b. Both Barb Richey and Nick Sumner felt the lack of presence was noticeable and disagreed with Mark's position. They pointed out that Spokane Parks had a booth and felt that Golf could have tapped into that area with some materials in order to remain visible and have some representation. There is typically good cell phone reception at the convention center and a hot spot could have been used rather than the pricy high-speed internet. Barb suggested some low-tech opportunities such as hand-outs, etc. Nick suggested a QR codes to purchase passes online. Mark stated this is on the "wish list" but not currently available. He said that they will

work toward having this available prior to next year's show. Bob felt \$2,500 was a small investment to stay in the forefront, being able to make connections with people, etc. especially now that Parks is trying to build constituency, making friends, etc. in preparation for the upcoming levy.

- c. Jason Conley mentioned JJ Keegan, golf strategist, has stated recently he has soured on golf shows altogether, citing they have become a discount store, undercutting their own pricing, diminishing the industry. Jason said perhaps in the future, don't bring a till and sell passes, instead sell the courses, branding, develop a QR code pointing to tee-times, advertising the courses.
3. 2nd Assistant superintendent hiring progress – Mark Poirier
 - a. The 2023 budget approved four new positions (one per course). This is a regular full-time position, working 10 months, but being paid for 12 (similar to a teacher). This person will provide managerial support on weekends with, labor, special projects, and assist with any catastrophic events, such as irrigation, but will be more knowledgeable than a regular temp-seasonal employee. This person will also have a chemical application license and will be one step under the assistant supervisor.
 - b. It was daunting to figure out the pay schedule, but now that it has been completed, several other City departments are looking at this as an opportunity to hire what would have been a temp-seasonal with more staying power. This position will function as a normal full-time position, with step-increases in wages, full medical insurance, and retirement benefits, as well as Local 270 union representation. When factoring the time and effort to continually hire and retrain new temp seasonal employees, who may leave mid-season for a more permanent position, this is more cost effective. This position has all the same opportunities to transfer and promote as a regular full-time position. Last week the first round of 14 phone interviews were completed. This week 7 have been selected for in-person interviews. The Superintendents are very excited with the prospects.

Standing reports

1. [Golf marketing report](#) – Fianna Dickson
 - a. The Golf Facebook page already has 34,000 followers and is one of the top 3 most visited pages during golf season. Golf secured the coveted back cover of NW Golf Maps, which is distributed across WA and ID. Earned media coverage included the Pine Beetle tree removals, course openings, fly-over drone photos, year over year growth, and junior golf lessons.
 - b. The updated commercial kicked off during the Master's Tournament this past weekend, focusing on junior golf, reducing barriers for beginners, reflecting the diversity of the courses, and food and beverages with friends. It is airing on KREM, Golf Channel, USA Network, YouTube, and streaming platforms. The commercial can be viewed at [spokaneparks - YouTube](#). Mark shared that Golf is seeing totally new demographics these past few years. Gerry said it's great to show that golf is not for "stuffy people" anymore.
2. [Golf financial report](#) – Mark Poirier
 - a. Year to year comparison rounds are down 543 rounds. This only goes through March. The numbers are all down due to the late openings. Esmerelda is down 1,200; Indian Canyon had not opened and is down 1,000; Qualchan down about 2,000.
 - b. 2022-2023 year to date is about \$200,000 less than last year; revenue was down \$184,000; expenditures down \$421,000. The beginning fund balance minus the 7% reserve is \$17,980. Year-to-date cash is \$-282,585. The monthly and year-to-date difference for the Facility Improvement Fee fund was similar: \$32,717 down for the month and \$26,554 down year-to-date.
 - c. Leagues and junior programs act as the barometer for the coming year. They are continuing to

grow, and Jason feels it will be another good year. They are keeping an eye on maintenance equipment, which is getting old, as well as the boiler at Esmerelda. The 7% reserve was created to have funds available for catastrophic events during the winter months when there was no income. Nick S. has requested a list of capital projects to address at the May meeting.

3. Superintendents' reports - What's Happening at the Courses – Mark Poirier

- a. Downriver – Steve Conner reports they are the most played course in city. He states the course is busy. The stump grinding is moving along nicely. The clubhouse roof doesn't leak any more. They are hosting a pro-am next Monday.
- b. Qualchan - Mark Gardner reports the course opened Mar. 29; Operation 36 (junior golf) started Apr. 10; women's league starts Apr. 10, which is the largest group ever in Qualchan history. Rob Decker said the course is starting to grow; the 9 green is showing signs of life; overseeding will begin this week. He is hoping the 9 green will be ready for the pro-am Apr. 24. They are almost done grinding and filling in stump holes. They are training a lot of new crew members but are still looking for more temp-seasonal employees.
- c. Indian Canyon – Doug Phares reports the course opens tomorrow. The driving range will be closed as there is an issue with 2 of the pumps. They had to rent a pump to manually move the water off the surface. The pumps have been repaired and the range should open Friday or Saturday. Doug said the ladies league will be the first play of the season. Todd Nacke, PGA golf pro was hired to work with the staff. Doug is funding a tentative improvement project out of pocket: a 20' x 40' permanent patio cover over the concrete aggregate section of the clubhouse.
- d. Esmerelda - Rob Decker reports the course opened Mar. 27th. The youth golf class beginning next week has 180 kids ages 6-10 enrolled. He also reports they've had six 200+ round days since their opening. Mike Vandervert reports the greens are now all permanent, they are in great shape without much winter damage. The irrigation is on, and the pump station will be on this week. They have a limited crew but are still working on course clean up. They are still hiring more temp-seasonal employees and are looking forward to new 2nd Assistant Supervisor position.

Adjournment: The meeting was adjourned at 9:04 a.m.

The next regularly scheduled meeting is 8 a.m. Tue., May 09, 2023.

Spokane Park Board

Briefing Paper



| | | | |
|---|--|------------------------------------|---|
| Committee | Golf | | |
| Committee meeting date | April 11, 2023 | | |
| Requester | Nick Hamad | Phone number: 509.363.5452 | |
| Type of agenda item | <input type="radio"/> Consent | <input type="radio"/> Discussion | <input type="radio"/> Information <input checked="" type="radio"/> Action |
| Type of contract/agreement | <input type="radio"/> New | <input type="radio"/> Renewal/ext. | <input type="radio"/> Lease <input checked="" type="radio"/> Amendment/change order <input type="radio"/> Other |
| City Clerks file (OPR or policy #) | OPR 2023-0033 | | |
| Item title: (Use exact language noted on the agenda) | Spirit Pruners, LLC. change order # 2 / Downriver Golf Course forest health management (\$9,350.00 plus tax) | | |
| Begin/end dates | Begins: 02/01/2023 | Ends: 06/01/2023 | <input type="checkbox"/> Open ended |
| Background/history: Downriver Golf Course forest health management change order #2 adds additional grinding & disposal of woody tree debris located on Downriver Golf Course. | | | |
| Motion wording: Move to approve Spirit Pruners, LLC. public works contract for the Downriver Golf Course forest health management project in the amount of \$9,350.00 plus tax. | | | |
| Approvals/signatures outside Parks: <input checked="" type="radio"/> Yes <input type="radio"/> No If so, who/what department, agency or company: Name: Kelly Chadwick Email address: k@spiritpruners.com Phone: 509.979.3496 | | | |
| Distribution: Parks – Accounting Parks – Sarah Deatrich Requester: Nick Hamad Grant Management Department/Name: Thea Prince Mark Poirier | | | |
| Fiscal impact: <input checked="" type="radio"/> Expenditure <input type="radio"/> Revenue Amount: \$9,350.00 plus tax Budget code: 1400 | | | |
| Vendor: <input checked="" type="radio"/> Existing vendor <input type="radio"/> New vendor | | | |
| Supporting documents: <input type="checkbox"/> Quotes/solicitation (RFP, RFQ, RFB) <input type="checkbox"/> W-9 (for new contractors/consultants/vendors) <input checked="" type="checkbox"/> Contractor is on the City's A&E Roster - City of Spokane <input type="checkbox"/> ACH Forms (for new contractors/consultants/vendors) <input type="checkbox"/> UBI: 604374569 Business license expiration date: 11/30/23 <input type="checkbox"/> Insurance Certificate (min. \$1 million in General Liability) | | | |

**CITY OF SPOKANE
PARKS AND RECREATION DEPARTMENT
CHANGE ORDER NO. 2**

NAME OF CONTRACTOR: SPIRIT PRUNERS, LLC.

PROJECT TITLE: DOWNRIVER GOLF COURSE FOREST HEALTH
MANAGEMENT PROJECT

CITY CLERK CONTRACT NUMBER: OPR 2023-0033

=====

| | |
|--|----------------|
| <u>DESCRIPTION OF CHANGE:</u> | <u>AMOUNT:</u> |
| Add chipping/grinding of additional city tree debris on Downriver golf course | \$ 9,350.00 |

=====

TOTAL AMOUNT: \$ 9,350.00

| | |
|--|---------------------|
| CONTRACT SUM (EXCLUDE SALES TAX) | |
| ORIGINAL CONTRACT SUM (INCLUDE ALTERNATES) | \$302,000.00 |
| NET AMOUNT OF PREVIOUS CHANGE ORDERS | \$ 0,000.00 |
| CURRENT CONTRACT AMOUNT | \$390,650.00 |
| CURRENT CHANGE ORDER (EXCLUDES SALES TAX) | \$ 9,350.00 |
| REVISED CONTRACT SUM | \$400,000.00 |

| | |
|-----------------------------------|----------------------|
| CONTRACT COMPLETION DATE | |
| ORIGINAL CONTRACT COMPLETION DATE | February 22, 2023 |
| CURRENT COMPLETION DATE | February 22, 2023 |
| REVISED COMPLETION DATE | March 3, 2023 |

Contractor's Acceptance: _____ Date: _____

City Approval: _____ Date: _____

Attest: _____ City Clerk

Approved as to form: _____ Assistant City Attorney



5605 E. Seltice Way Post Falls, ID 83854

Phone: 208-765-6794 Fax: 208-765-6135

Spirit Pruners
 Kelly Chadwick
 720 North Crochran
 Spokane, WA 99201

Invoice

| | |
|-----------|-----------|
| Date | Invoice # |
| 2/24/2023 | 35699 |

| |
|-----------|
| Due Date |
| 3/11/2023 |

| Item | Quan... | Description | Rate | Amount |
|--|---------|---------------------------------------|--------|-------------|
| SALES GRINDIN... | 16 | Down River Golf Course Grinder Hours | 850.00 | 13,600.00 |
| SALES GRINDIN... | 41 | Down River Golf Course Trucking Hours | 170.00 | 6,970.00 |
| SALES GRINDIN... | 7 | City Of Spokane Grinder Hours | 850.00 | 5,950.00 |
| SALES GRINDIN... | 20 | City Of Spokane Truck Hours | 170.00 | 3,400.00 |
| <div style="border: 1px solid red; padding: 5px; display: inline-block;"> <p>\$9,350.00+tax extra cost for chipping of City Debris.</p> </div> | | | | |
| Total | | | | \$29,920.00 |

Please Remit Payment To:

Cannon Hill Industries, Inc.
 5605 E Seltice Way
 Post Falls, ID 83854

| | |
|----------------------|-------------|
| Balance Due | \$29,920.00 |
| Total Balance | \$29,920.00 |

Payment Terms are Net 15 days.
Past due balances are subject to 1.5% finance charges monthly.

Golf

Communications

April 2023

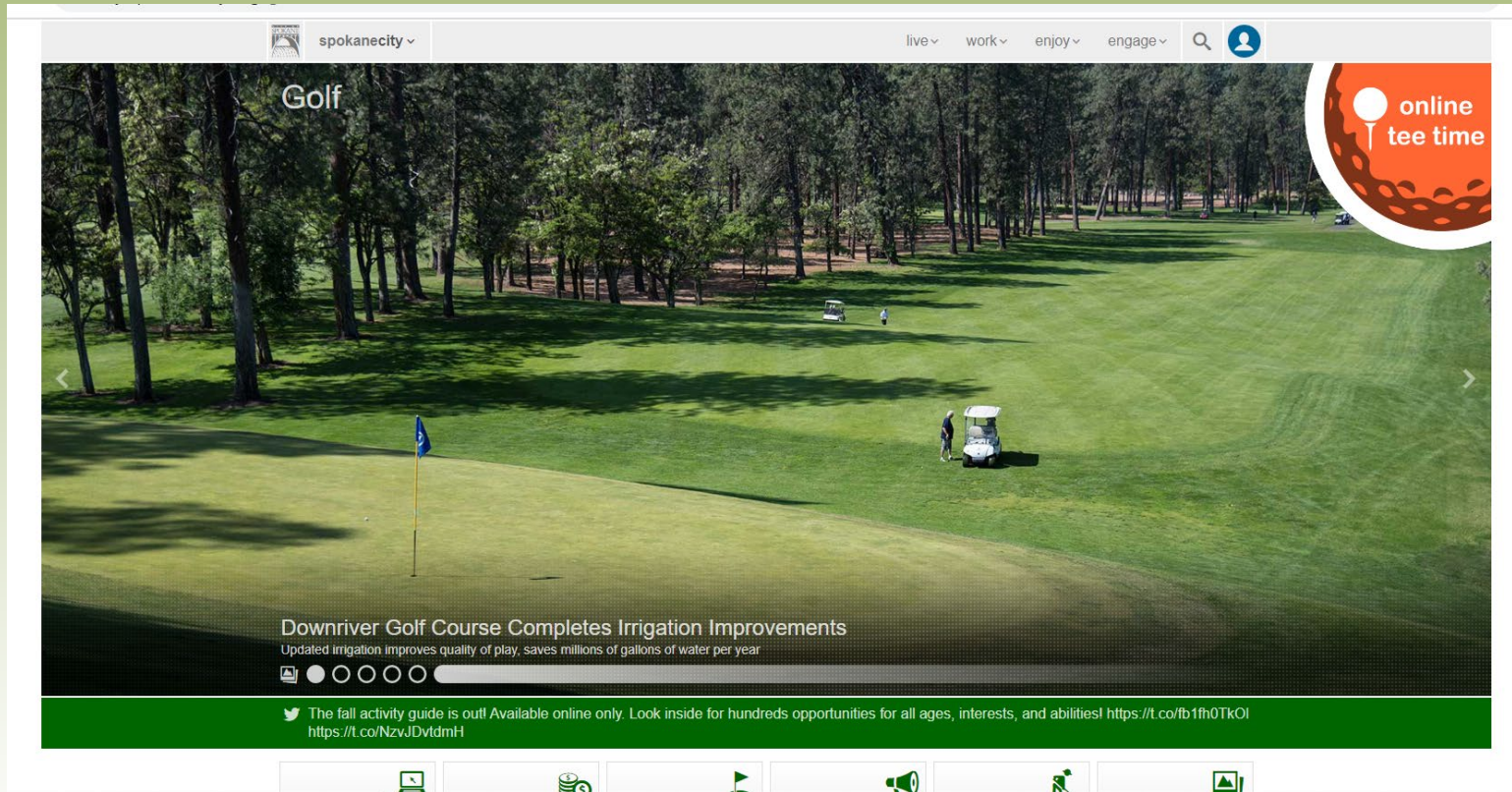


Social Media

- 34,000 Facebook followers (Tacoma 26k, Boise 24K)



Website



- One of the City's top 3 most visited pages during golf season

NW Golf Maps

- Back cover of NW Golf Maps
- Thousands of copies distributed across WA and ID

**FOUR CITY COURSES
WITHIN 10 MINUTES
OF DOWNTOWN!**

INDIAN CANYON
Scenic vistas of downtown; rise above the stress and rise to the challenge of this historic course.

DOWNRIVER
A 100-year favorite; just down the river, just far enough away from everything else.

ESMERALDA
Where the obsession starts; open spaces and flat fairways for all skill levels. Warm up your swing here.

THE CREEK AT QUALCHAN
A grand challenge: modern target-style golf carved into untamed, natural beauty with panoramic views.

VISIT SPOKANEGOLF.ORG TO BOOK YOUR ONLINE TEE TIME
OR CALL MYSPOKANE AT (509) 755-2489

Earned Media

Q1 topics:

- Pine Beetle tree removals (KREM, KXLY, KHQ)
- Course openings (KREM, KXLY, KHQ, Spokesman)
- Fly-over drone (KXLY)
- Year-over-year growth (Journal of Business, Spokesman)
- Junior golf, lessons (KREM)



Spokane golf instructors ready for a busy season



Subscribe



Updated Commercial



- Focus on junior golf, reducing barriers for beginners, reflecting the diversity of our courses, and food/beverage with friends
- Kicked off broadcast at the Masters this past weekend
- Airing on KREM, Golf channel, USA Network, YouTube & Streaming platforms through October
- View them at www.youtube.com/spokaneparks

2023 Annual YOY Golf

ROUNDS

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|------------------|------------------|------------------|-------------------|------------------|------------------|--------------------|---------------|------------------|--------------------|-----------------|------------------|--------------------|-------------|-------------|-------------|------------------|-------------------|--------------------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 491 | 823 | (333) | 251 | 725 | (474) | 0 | 385 | (385) | 44 | 853 | (809) | 0 | 0 | 0 | 786 | 2,786 | (2,001) |
| DISCOUNT ROUND | \$ 601 | 730 | (129) | 423 | 1,080 | (657) | 0 | 489 | (489) | 154 | 1,030 | (876) | 0 | 0 | 0 | 1,178 | 3,329 | (2,151) |
| MULTI-PLAY ROUND | \$ 119 | 134 | (15) | 76 | 158 | (82) | 0 | 91 | (91) | 61 | 326 | (265) | 0 | 0 | 0 | 256 | 709 | (453) |
| OTHER ROUND | \$ 56 | 122 | (66) | 78 | 87 | (9) | 0 | 68 | (68) | 46 | 234 | (188) | 0 | 0 | 0 | 180 | 511 | (331) |
| TOTAL | \$ 1,267 | 1,809 | (543) | 828 | 2,050 | (1,222) | 0 | 1,033 | (1,033) | 305 | 2,443 | (2,138) | 0 | 0 | 0 | 2,400 | 7,335 | (4,936) |
| REVENUE | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 12,350 | \$ 16,864 | \$ (4,513) | \$ 6,792 | \$ 18,521 | \$ (11,729) | \$ - | \$ 11,188 | \$ (11,188) | \$ 790 | \$ 22,598 | \$ (21,809) | \$ - | \$ - | \$ - | \$ 19,932 | \$ 69,171 | \$ (49,239) |
| DISCOUNT ROUND | \$ 13,091 | \$ 13,404 | \$ (313) | \$ 9,681 | \$ 24,092 | \$ (14,410) | \$ - | \$ 11,587 | \$ (11,587) | \$ 4,587 | \$ 24,047 | \$ (19,460) | \$ - | \$ - | \$ - | \$ 27,359 | \$ 73,130 | \$ (45,771) |
| MULTI-PLAY ROUND | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 347 | \$ 2,008 | \$ (1,660) | \$ - | \$ - | \$ - | \$ 347 | \$ 2,008 | \$ (1,660) |
| OTHER ROUND | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL | \$ 25,441 | \$ 30,267 | \$ (4,827) | \$ 16,473 | \$ 42,612 | \$ (26,139) | \$ - | \$ 22,776 | \$ (22,776) | \$ 5,724 | \$ 48,653 | \$ (42,929) | \$ - | \$ - | \$ - | \$ 47,638 | \$ 144,308 | \$ (96,671) |

PASSES

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|----------------|------------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|-------------------|------------------|------------------|--------------------|-----------------|------------------|--------------------|-------------------|-------------------|--------------------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| DISCOUNT PASS | \$ 443 | 423 | 20 | 167 | 285 | (118) | 25 | 150 | (125) | 100 | 575 | (475) | 33 | 208 | (175) | 768 | 1,641 | (873) |
| SEASON PASS | \$ 12 | 7 | 5 | 10 | 15 | (5) | 7 | 5 | 2 | 5 | 11 | (6) | 1 | 5 | (4) | 35 | 43 | (8) |
| OTHER PASS | \$ 1 | 10 | (9) | 115 | 142 | (27) | 0 | 2 | (2) | 5 | 12 | (7) | 8 | 19 | (11) | 129 | 184 | (56) |
| TOTAL | \$ 456 | 440 | 16 | 292 | 442 | (150) | 32 | 157 | (125) | 110 | 598 | (488) | 42 | 232 | (190) | 932 | 1,868 | (937) |
| REVENUE | | | | | | | | | | | | | | | | | | |
| DISCOUNT PASS | \$ 35,180 | \$ 30,867 | \$ 4,313 | \$ 14,040 | \$ 21,219 | \$ (7,180) | \$ 2,671 | \$ 12,048 | \$ (9,377) | \$ 7,248 | \$ 35,325 | \$ (28,077) | \$ 2,237 | \$ 11,978 | \$ (9,741) | \$ 61,376 | \$ 111,438 | \$ (50,062) |
| SEASON PASS | \$ 19,496 | \$ 11,447 | \$ 8,048 | \$ 15,351 | \$ 22,237 | \$ (6,886) | \$ 9,320 | \$ 7,851 | \$ 1,469 | \$ 5,921 | \$ 15,746 | \$ (9,825) | \$ 1,930 | \$ 4,211 | \$ (2,281) | \$ 52,018 | \$ 61,491 | \$ (9,474) |
| OTHER PASS | \$ 285 | \$ 1,930 | \$ (1,645) | \$ 6,009 | \$ 6,469 | \$ (461) | \$ - | \$ 219 | \$ (219) | \$ 1,425 | \$ 2,851 | \$ (1,425) | \$ 2,209 | \$ 2,941 | \$ (732) | \$ 9,929 | \$ 14,411 | \$ (4,482) |
| TOTAL | \$ 54,961 | \$ 44,244 | \$ 10,717 | \$ 35,399 | \$ 49,926 | \$ (14,526) | \$ 11,991 | \$ 20,119 | \$ (8,127) | \$ 14,594 | \$ 53,921 | \$ (39,327) | \$ 6,376 | \$ 19,130 | \$ (12,754) | \$ 123,322 | \$ 187,340 | \$ (64,018) |

CART FEES

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|---------------------------|-----------------|-----------------|-------------------|-----------------|-----------------|-----------------|---------------|-----------------|-------------------|-----------------|-----------------|-------------------|-------------|-------------|-------------|------------------|------------------|-------------------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| PRIVATE CART FEE & PERMIT | \$ 32 | 54 | (22) | 24 | 54 | (30) | 1 | 17 | (16) | 17 | 60 | (43) | 0 | 0 | 0 | 74 | 185 | (111) |
| PRO CART FEE | \$ 476 | 708 | (232) | 369 | 989 | (620) | 0 | 535 | (535) | 122 | 1,097 | (975) | 0 | 0 | 0 | 967 | 3,329 | (2,362) |
| TOTAL | \$ 508 | 762 | (254) | 393 | 1,043 | (650) | 1 | 552 | (551) | 139 | 1,157 | (1,018) | 0 | 0 | 0 | 1,041 | 3,514 | (2,473) |
| REVENUE | | | | | | | | | | | | | | | | | | |
| PRIVATE CART FEE & PERMIT | \$ 3,571 | \$ 7,011 | \$ (3,440) | \$ 3,206 | \$ 3,358 | \$ (151) | \$ 275 | \$ 1,803 | \$ (1,528) | \$ 4,156 | \$ 7,885 | \$ (3,729) | \$ - | \$ - | \$ - | \$ 11,209 | \$ 20,057 | \$ (8,849) |
| PRO CART FEE | \$ 85 | \$ 138 | \$ (53) | \$ 122 | \$ 305 | \$ (183) | \$ - | \$ 201 | \$ (201) | \$ 23 | \$ 201 | \$ (178) | \$ - | \$ - | \$ - | \$ 230 | \$ 845 | \$ (615) |
| TOTAL | \$ 3,656 | \$ 7,149 | \$ (3,493) | \$ 3,328 | \$ 3,663 | \$ (335) | \$ 275 | \$ 2,004 | \$ (1,729) | \$ 4,179 | \$ 8,086 | \$ (3,907) | \$ - | \$ - | \$ - | \$ 11,439 | \$ 20,902 | \$ (9,464) |

BUCKET OF BALLS

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|----------------|-----------|-------|---------|-----------|--------|---------|---------------|--------|----------|----------|--------|----------|-----------|------|------|--------|--------|----------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 574 | 785 | (211) | 465 | 890 | (425) | 0 | 1,611 | (1,611) | 177 | 1,474 | (1,297) | 0 | 0 | 0 | 1,216 | 4,760 | (3,544) |
| REVENUE | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 58 | \$ 73 | \$ (15) | \$ 111 | \$ 183 | \$ (72) | \$ - | \$ 326 | \$ (326) | \$ 17 | \$ 136 | \$ (119) | \$ - | \$ - | \$ - | \$ 186 | \$ 717 | \$ (532) |

FACILITY IMPROVEMENT FEE

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|----------------|-----------|-----------|----------|-----------|-----------|------------|---------------|----------|------------|----------|-----------|-------------|-----------|----------|------------|-----------|-----------|-------------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 1,526 | 1,999 | (473) | 949 | 2,196 | (1,247) | 30 | 1,017 | (987) | 307 | 2,492 | (2,185) | 38 | 219 | (181) | 2,850 | 7,923 | (5,073) |
| REVENUE | | | | | | | | | | | | | | | | | | |
| REGULAR ROUND | \$ 11,087 | \$ 11,544 | \$ (457) | \$ 6,978 | \$ 13,787 | \$ (6,809) | \$ 697 | \$ 6,352 | \$ (5,655) | \$ 2,712 | \$ 16,319 | \$ (13,607) | \$ 697 | \$ 2,482 | \$ (1,785) | \$ 22,172 | \$ 50,485 | \$ (28,313) |

REVENUE SUMMARY

| | DOWNRIVER | | | ESMERALDA | | | INDIAN CANYON | | | QUALCHAN | | | CITY HALL | | | TOTALS | | |
|----------------------|------------------|------------------|-----------------|------------------|-------------------|--------------------|------------------|------------------|--------------------|------------------|-------------------|--------------------|-----------------|------------------|--------------------|-------------------|-------------------|---------------------|
| | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF | 2023 | 2022 | DIFF |
| COUNT | | | | | | | | | | | | | | | | | | |
| MISC REVENUE | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL REVENUE | \$ 95,202 | \$ 93,277 | \$ 1,925 | \$ 62,291 | \$ 110,171 | \$ (47,880) | \$ 12,964 | \$ 51,577 | \$ (38,613) | \$ 27,225 | \$ 127,115 | \$ (99,890) | \$ 7,073 | \$ 21,612 | \$ (14,539) | \$ 204,756 | \$ 403,752 | \$ (198,997) |

Facility Improvement Fee - March 2023



| | 2022 March Actual | 2023 March Actual | 2022-2023 Monthly Difference | 2022 YTD Actual | 2023 YTD Actual | 2022-2023 Monthly Difference |
|-----------------------------|-------------------|-------------------|------------------------------|-----------------|-----------------|------------------------------|
| Revenue | 47,937 | 21,383 | \$ (26,554) | 65,878 | 33,161 | \$ (32,717) |
| Debt Service Expense | | | \$ - | | | \$ - |

| | |
|----------------------------------|---------------------|
| Beginning Fund Balance | \$ 2,004,790 |
| YTD Revenues | \$ 33,161 |
| YTD Debt Service Payments | \$ - |
| YTD Cash Balance | \$ 2,037,951 |

Golf Fund - March 2023



| | Adopted Budget 2023 | 2023 Adopted Budget Balance | 2022 March Actual | 2023 March Actual | 2022-2023 Monthly Difference | 2022 YTD Actual | 2023 YTD Actual | 2022-2023 YTD Difference | 2022 YTD % Of Budget | 2023 YTD % Of Budget | YOY % Change |
|-----------------------------|---------------------|-----------------------------|-------------------|-------------------|------------------------------|-------------------|---------------------|--------------------------|----------------------|----------------------|---------------|
| Revenue | | | | | | | | | | | |
| Program Revenue | \$ 4,300,901 | \$ 4,124,674 | \$ 332,995 | \$ 175,606 | \$ (157,389) | \$ 344,256 | \$ 176,227 | \$ (168,029) | 8.82% | 4.10% | -4.72% |
| Pre-Sale Revenue | | \$ (174,793) | | | \$ - | 179,426 | 174,793 | \$ (4,632) | | | |
| Facility Improvement Fee | \$ - | | \$ 47,937 | \$ 21,383 | \$ (26,554) | \$ 65,878 | \$ 33,161 | \$ (32,717) | | | |
| Other Transfers-In | \$ - | \$ - | | | \$ - | | | | | | |
| Total Revenue | \$ 4,300,901 | \$ (3,916,720) | \$ 380,932 | \$ 196,989 | \$ (183,943) | \$ 589,559 | \$ 384,181 | \$ (205,378) | 15.10% | 8.93% | -6.16% |
| Expenditures | | | | | | | | | | | |
| Salaries and Wages | \$ 1,791,522 | \$ 1,228,867 | \$ 66,624 | \$ 73,451 | \$ (6,826) | \$ 169,202 | \$ 192,210 | \$ (23,008) | 11.91% | 13.53% | 1.62% |
| Personnel Benefits | \$ 323,037 | \$ 283,520 | \$ 25,367 | \$ 26,544 | \$ (1,177) | \$ 72,134 | \$ 77,207 | \$ (5,073) | 20.00% | 21.40% | 1.41% |
| Supplies | \$ 410,750 | \$ 323,152 | \$ 26,974 | \$ 15,093 | \$ 11,881 | \$ 35,868 | \$ 21,868 | \$ 14,001 | 10.40% | 6.34% | -4.06% |
| Services and Charges | \$ 1,053,068 | \$ 947,590 | \$ 34,305 | \$ 34,220 | \$ 86 | \$ 81,828 | \$ 64,586 | \$ 17,241 | 8.08% | 6.38% | -1.70% |
| Interfund Payments | \$ 297,677 | \$ 195,511 | \$ 26,216 | \$ 42,688 | \$ (16,472) | \$ 62,514 | \$ 72,076 | \$ (9,562) | 23.36% | 26.94% | 3.57% |
| Subtotal Op. Expense | \$ 3,876,054 | \$ 3,448,108 | \$ 179,487 | \$ 191,995 | \$ (12,508) | \$ 421,546 | \$ 427,946 | \$ (6,401) | 12.37% | 11.04% | -1.33% |
| Capital Outlay | \$ 410,000 | \$ 155,200 | | | | | \$ 254,800 | \$ (254,800) | | 62.15% | 62.15% |
| Transfers Out | | \$ - | | | | | | | | | |
| Total Expenditures | \$ 4,286,054 | \$ 3,603,308 | \$ 179,487 | \$ 191,995 | \$ (12,508) | \$ 421,546 | \$ 682,746 | \$ 261,201 | 10.81% | 15.93% | 5.12% |
| Net Gain/(Loss) | \$ 14,847 | | \$ 201,445 | \$ 4,994 | \$ (196,451) | \$ 168,014 | \$ (298,565) | \$ (466,579) | | | |

| | |
|---------------------------------|---------------------|
| * Beginning Fund Balance | \$ 316,004 |
| Less 7% Reserve | \$ (300,024) |
| Beginning Year Reserves | \$ 15,980 |
| YTD Change in Cash | \$ (298,565) |
| YTD Available Cash | \$ (282,585) |

* 2023 Beginning Fund Balance does not include the FIF reserve of \$2,004,790