



City of Spokane Park Board Golf Committee Meeting

8:00 a.m. Tuesday, Aug. 12, 2025
Hybrid in-person and WebEx virtual meeting
Mark Poirier – Golf Manager

Committee Members

- X Barb Richey– Chair
- X Gerry Sperling
- X Doug Kelley

Parks Staff

Jennifer Papich
Nick Hamad
Fianna Dickson
Megan Dyson
Kris Behr

Golf Staff

Doug Phares
Kyle Kelly
Rob Decker

SUMMARY

- The committee approved to recommend the Park Board accept the following agenda items:
 - None
- Nick Hamad reviewed the capital outlay for the remainder of 2025.
- The comparison charts for pass sales over the last year was presented by Jennifer Papich
- Jennifer Papich presented an updated on the point-of-sale software system.
- Fianna Dickson presented the golf marketing report.
- Jennifer Papich reviewed the financial reports.
- An overview of What's Happening at the Courses was presented.

The next regularly scheduled meeting is 8 a.m. Tue., Sep. 09, 2025.

MINUTES

The meeting was called to order at 8:07 a.m. by committee chair Barb Richey. Due to technical difficulties, there is not a full recording available.

Public comment - None

Action items – None

Discussion item

1. [Capital outlay for remainder of 2025](#) – Nick Hamad

Currently, the capital item list is more reactive rather than proactive, although Golf is much better off today than 7-8 years ago. The attached list is mostly P1 items, indicating high priority (high risk and/or liability) based on user and supervisor feedback. Qualchan requires the most repairs. Most of the items which need replacing are well beyond their life expectancy. The supervisors have done an amazing job bandaging the ailing equipment. If Golf were to fix every broken item on the attached list, it could run upwards of \$20,000,000 with a 4% +/- increase each year it is deferred. Golf is primarily funded by the players through course fees, etc. Barb Richey would like to see the likelihood of refinancing the FIF loan. Rich Lentz would be able to answer this and it will be discussed at the today's Finance Committee. Barb emphasized thinking creatively to finance more projects. Nick suggested taking care of as many lower dollar items as possible with the current capital funding. Nick stated Qualchan is in dire need of a total irrigation replacement, as the original pipes are thin, cracking and delaminating. It would be cost effective to replace the system rather than major repairs. Moving forward, new piping would have a 100-year life expectancy, saving considerable money in the future.

2. [2024-2025 pass sales comparison](#) – Jennifer Papich

It is apparent the pass discount incentives have had no bearing on sales. There were no incentives offered for the 2025 Golf year and Pass sales have continued to grow.

3. [Software update](#) – Jennifer Papich

A request for bid was put out autumn of 2024. The Golf staff spent several weeks of training in early spring but were not fully comfortable with system and felt that introducing it at the start of the season would be unfair to the patrons. It was decided to wait until October to introduce the system. The contract with Club Profit remains open and available for use until the end of 2025.

Standing reports

1. [Golf marketing report](#) – Fianna Dickson

Fianna and Mark discussed two key growth areas to focus on for summer marketing: Reputation (Quality of Course ~ Quality of Play) and Pass Sales (60% +/- of the players have a discount pass). They designed the interactive "What Pass is Right for Me" advertisement which played on a couple different platforms June and July. The second advertisement was Course Investment Highlights, reminding the community that Golf is not funded by taxes, but rather by the players themselves and will be running through the end of October. Additionally, the Google search by continues to keep Spokane City Golf at the top of the list. The brand awareness campaign runs on streaming services August through October. The social media pages for each of the courses has great engagement. Rob Sanders mentioned he would like to see updated course logos.

2. [Golf financial report](#) – Jennifer Papich

Financially, Golf in general is doing great with a \$164,877 year to date gain in revenue. Due to the recent capital equipment purchases, there is a \$313,000+ year-to-date loss. Rounds are up across the board by over 6,000 with a total revenue of \$102,697.

3. Superintendents' reports - What's Happening at the Courses – Jennifer Papich

- a. Downriver course remains in excellent condition. The public loves the cart path renovations. The maintenance building roof has been completed.
- b. Qualchan – Rob Decker said that with 300 rounds per day, his team has been quite busy fixing everything that can be fixed. They are gearing up for City Championships. Doug Kelley recommended staff take a look at the roof on the clubhouse. He indicated there was a lot of pine needles which could be fire fuel.
- c. Indian Canyon – Doug Phares and staff once again organized the Rosauers Open which raised \$170,000 for Vanessa Behan. Playing on behalf of Spokane Parks was the incomparable team of Mark Poirier, Rich Lentz, Jason Conley, Barb Richie and Garrett Jones. Kyle Kelly also played in the tournament. Thanks to Josh Harty, the course looks amazing. Mike Hamm was hired as the new long-awaited 2nd assistant. The City Championship is coming up and the Pro Am is Monday. The Canyonette Scramble is tonight. KSPS is doing some filming for this event. Kyle added the chef and food is spectacular at the clubhouse. Barb complimented Kyle on stepping up to instruct some beginner players.
- d. Esmeralda – The North Freya Street project is now complete, which was impacting the ingress and egress to the course. They added in fencing along the NE corner boundary. Mark is looking at previously owned sources to replace their pro-gator, new is \$40,000.

Adjournment: The meeting was adjourned at 8:59 a.m.

The next regularly scheduled meeting is 8 a.m. Tue., Sep. 09, 2025.



Proposed 2025 Golf Course Capital Repairs & Improvements

2025.06.16

	'Proposed Golf Course Capital' Projects	preferred construction timing	Course Location	Improvement Type (On-course / off-course)	Project Type (Repair/Replace/New/Equipment)	Project Priority Considerations	Park/Asset Physical Condition Rating (1-5) 1= good, 5 = out of service	SIP Funding	Dept. Funding	Total Project Cost	
\$800k funding limit	Golf Course Equipment Purchase(s) - +/-6 pieces	winter/spring	ALL	on-course	Equipment Purchase	P1, P2, P3, P4	3.75	\$ -	\$ 414,200.00	\$ 414,200.00	
	Cart Path Phase 1 - Downriver GC - CO #2	Spring 2025	Downriver	on-course	Cart Path Renovation	P1, P2, P4	5.0	\$ -	\$ 65,816.21	\$ 65,816.21	
	Downriver Golf Course Fiber Optic & Phones	Summer 2025	Downriver	off-course	Clubhouse Repair	P2, P3	5.0	\$ -	\$ 10,500.00	\$ 10,500.00	
	Maintenance Bldg Re-Roof	Summer 2025	Downriver	off-course	Maintenance Building	P1, P2	5.0	\$ -	\$ 43,000.00	\$ 43,000.00	
	Maintenance Bldg Sewer / Septic Replace (Engineering)	Winter 2025/2026	Esmeralda	off-course	Restroom / Maintenance Building	P1, P2	4.5	\$ -	\$ 36,000.00	\$ 36,000.00	
	Misc Minor Repairs (Paving / fencing / etc)	ongoing	ALL	on-course	minor damage as occurs	P1, P2	3.0	\$ -	\$ 45,000.00	\$ 45,000.00	
	Golf Course Teebox Reno - Phase 1 (12-16 complexes)	Fall 2025	ALL	on-course	Teebox Improvements	P2, P4	4.0	\$ -	\$ 250,000.00	\$ 250,000.00	\$800k funding limit
\$1M funding limit	Cart Path Replacement Phase 2 - Indian Canyon (Upper Hill Routes)	per board - after tee box project	Indian Canyon	on-course	Cart Path Renovation	P1, P2, P4	4.5	\$ -	\$ 550,000.00	\$ 550,000.00	\$1M funding limit
	capital scoping study - parking lots / qualchan irrigation	includes progress design	EZGC/ICGC/QCGC	on/off-course	Project Scoping Study	P1, P2, P3, P4	4.0+	\$ -	\$ 50,000.00	\$ 50,000.00	
	On-Course Drinking Fountains		Downriver	on-course	Drinking Fountains	P4	N/A	\$ -	\$ 15,000.00	\$ 15,000.00	
	Irrigation System Replacement		Qualchan	on-course	Irrigation improvement	P1, P2, P3, P4	4.0	\$ 4,898,250.00	\$ -	\$ 4,898,250.00	
	Restroom Sewer Line Installation		Esmeralda	on-course	Maintenance Building / RR	P1, P3, P4	3.0	\$ -	\$ 75,000.00	\$ 75,000.00	
	Maintenance Building Sewer Pipe Bursting		Indian Canyon	on-course	Maintenance Building	P2, P3, P4	3.0	\$ -	\$ 20,000.00	\$ 20,000.00	
	Potable Water Connection to Shop		Indian Canyon	off-course	Utility Renovation	P1, P2	4.9	\$ -	\$ 20,000.00	\$ 20,000.00	
	Potable Water Connection to clubhouse		Esmeralda	off-course	Utility Renovation	P1, P2	4.9	\$ -	\$ 15,000.00	\$ 15,000.00	
	Preliminary Parking Lot Renovation Engineering & Design		Esmeralda / Canyon	off-course	Parking Lot Replacement	P1, P2, P4	4.75	\$ -	\$ 75,000.00	\$ 75,000.00	
	HVAC Replacement		Qualchan	off-course	Clubhouse Repair	P1, P2, P4	3.5	\$ -	\$ 50,000.00	\$ 50,000.00	
	HVAC Replacement		Downriver	off-course	Clubhouse Repair	P1, P2, P4	3.3	\$ -	\$ 35,000.00	\$ 35,000.00	
	Roof Replacement		Esmeralda	off-course	Clubhouse Repair	P2	3.0	\$ -	\$ 200,000.00	\$ 200,000.00	
	Cart Path Repair / Replacements - full course		Indian Canyon	on-course	Cart Path Renovation	P1, P2, P4	4.5	\$ -	\$ 2,950,000.00	\$ 2,950,000.00	
	Cart Path Repair / Replacements - full course		Esmeralda	on-course	Cart Path Renovation	P1, P2, P4	4.0	\$ -	\$ 1,800,000.00	\$ 1,800,000.00	
	Cart Path Repair / Replacements - remaining after phase 1		Downriver	on-course	Cart Path Renovation	P1, P2, P4	3.8	\$ -	\$ 1,992,000.00	\$ 1,992,000.00	
	Cart Path Extensions / Additions / Repairs		Qualchan	on-course	Cart Path Addition	P1, P2, P4	N/A	\$ -	\$ 250,000.00	\$ 250,000.00	
	Parking Lot Reconstruction - Entire Lot (Upper & Lower Units)	Requires added study	Esmeralda	off-course	Parking Lot Replacement	P1, P2, P4	4.75	\$ 1,898,000.00	\$ -	\$ 1,898,000.00	
	Parking Lot Reconstruction North Side / Clubhouse Unit	Requires added study	Indian Canyon	off-course	Parking Lot Replacement	P1, P2, P4	4.5	\$ 2,015,000.00	\$ -	\$ 2,015,000.00	
	Parking Lot Reconstruction North Side / Driving Range Unit	Requires added study	Indian Canyon	off-course	Parking Lot Replacement	P1, P2, P4	4.5	\$ 1,664,000.00	\$ -	\$ 1,664,000.00	
	Driving Range Rear Fence		Esmeralda	on-course	Driving Range	P1, P4	2.5	\$ -	\$ 150,000.00	\$ 150,000.00	
	Parking Lot Sealcoat & Striping		Qualchan	off-course	Parking Lot Maintenance	P2, P4	2.8	\$ -	\$ 35,000.00	\$ 35,000.00	
	Parking Lot Sealcoat & Striping		Downriver	off-course	Parking Lot Maintenance	P2, P4	3.0	\$ -	\$ 20,000.00	\$ 20,000.00	
	Bunker Sand Replacement (no rebuilds)		Qualchan	on-course	Bunker Renovation	P3, P4	2.0	\$ -	\$ 100,000.00	\$ 100,000.00	
	Maintenance Equipment Storage Building		Esmeralda	on-course	Equipment Storage Building	P1, P2	N/A	\$ -	\$ 225,000.00	\$ 225,000.00	
	Maintenance Equipment Storage Building		Downriver	on-course	Equipment Storage Building	P1, P2	N/A	\$ -	\$ 225,000.00	\$ 225,000.00	
	Maintenance Equipment Storage Building		Indian Canyon	on-course	Equipment Storage Building	P1, P2	N/A	\$ -	\$ 175,000.00	\$ 175,000.00	
	Contractor Green Rebuilds (1 per system per year)		ALL	on-course	Green Improvements	P2, P4	2.0	\$ -	\$ 30,000.00	\$ 30,000.00	
	On-Course Drinking Fountains		Esmeralda	on-course	Drinking Fountains	P4	N/A	\$ -	\$ 45,000.00	\$ 45,000.00	
	On-Course Drinking Fountains		Indian Canyon	on-course	Drinking Fountains	P4	N/A	\$ -	\$ 25,000.00	\$ 25,000.00	
	Portable Restroom Shelter (Back 9) - water / sewer add TBD		Esmeralda	on-course	Restroom	P4	N/A	\$ -	\$ 175,000.00	\$ 175,000.00	
	Portable Restroom Shelter (back 9) - add \$50k for water/sewer		Indian Canyon	on-course	Restroom	P4	N/A	\$ -	\$ 175,000.00	\$ 175,000.00	
	Portable Restroom Shelter (Back 9) - water / sewer add TBD		Qualchan	on-course	Restroom	P4	N/A	\$ -	\$ 175,000.00	\$ 175,000.00	
	Total 'Golf Course Improvement' Projects							\$ 10,475,250.00	\$ 10,516,516.21	\$ 20,816,766.21	
								\$ -	\$ 500,000.00	\$ 420,000.00	
								\$ (10,475,250.00)	\$ (10,016,516.21)	\$ (20,396,766.21)	
									total:	\$ (20,396,766.21)	

NOTES:

'P1': Priority Consideration #1 - Risk/Liability - Repair or replacement of a facility/asset is required to reduce/eliminate risk or liability which impacts operation of the golf course.



'P2': Priority Consideration #2 - Asset Protection - Repair or replacement of a facility/asset component is required to protect existing golf course assets (ie. roofs)

'P3': Priority Consideration #3 - Operational Efficiency & Improvement - Project improves efficiency of golf course operations, and/or reduces cost to operate and maintain the golf course property.

'P4': Priority Consideration #4 - User Experience - Project improves the golf experience and/or level of service for customers (ie. restrooms, drinking fountains, other course modifications)

COMPLETED GOLF COURSE PROJECTS (does not include FIF)	Year Completed	Course Location	Improvement Type (On-course / off-course)	Project Type (Repair/Replace/New/Equipment)	Project Priority Considerations	Park/Asset Physical Condition Rating	Other Funding	Dept. Funding	Total Project Cost
Cart Path Replacement - Downriver GC Phase 1 (Clubhouse Area)	2025	Downriver	on-course	Cart Path Renovation	P1, P2, P4	1.0	\$ -	\$ 426,000.00	\$ 426,000.00
Irrigation Pump Station Replacement - completed 2025	2025	Qualchan	on-course	Irrigation Improvement	P1, P2, P3	1.0	\$ 825,000.00	\$ -	\$ 825,000.00
Bunker Sand Replacement / Rebuilds - completed 2024	2024	Indian Canyon	on-course	Bunker Renovation	P3, P4	1.0	\$ -	\$ 395,000.00	\$ 395,000.00
Clubhouse Restroom Flood Damage Repair - completed 2024	2023	Qualchan	off-course	Clubhouse Repair	P1, P2, P4	2.0	\$ -	\$ 122,146.76	\$ 122,146.76
Golf Course Equipment Lease to Own - Pool #1 (mowers & utility vehicles)	2023	ALL	on-course	Equipment Leasing	P1, P2, P3, P4	3.5	\$ -	\$ 320,000.00	\$ 320,000.00
Dead & Infected Tree Removal - completed 2023	2023	Downriver	on-course	Tree Work	P1, P2	3.0	\$ -	\$ 436,000.00	\$ 436,000.00
HVAC Replacement (Boiler Replacement) - completed 2023	2023	Esmeralda	off-course	Clubhouse Repair	P1, P2, P4	1.5	\$ -	\$ 85,000.00	\$ 85,000.00
Clubhouse Roof Replacement - completed 2023	2022/2023	Downriver	off-course	Clubhouse Repair	P2	1.25	\$ -	\$ 516,500.00	\$ 516,500.00
Clubhouse Windows / Framing - completed 2022	2022	Qualchan	off-course	Clubhouse Repair	P1, P2, P4	1.25	\$ -	\$ 15,000.00	\$ 15,000.00
Irrigation Head Additions - completed 2022	2022	Esmeralda	on-course	Irrigation improvement	P3, P4	1.3	\$ -	\$ 30,000.00	\$ 30,000.00
							\$ 825,000.00	\$ 2,345,646.76	\$ 3,170,646.76
									on course total: \$ 2,432,000.00 77%
									off-course total: \$ 738,646.76 23%

2024 vs. 2025 Pass Sales Comparison



Year	Players Pass: \$70	Loyalty Pass: \$350	Adult Unlimited: \$2,500/\$2,400 Sr.	Jr. Unlimited \$250
2024	4,111	399	129* <i>Includes Spouse add-on (\$900)</i>	135
2025	4,299 (+118)	401 (+2)	149 (+20)	198 (+63)

- 2025 – 81 more 4-Pack Passes have been purchased compared to 2024
- 2025 – 7 more 10-Pack Passes have been purchased compared to 2024

There were no early purchase discounts offered this year for pass sales.

Software Update

2024
Golf RFP for
New POS
Software

Activation of
the new
software is set
for **Fall 2025**

Starting with a
clean slate in
2026

Access to
Club Prophet
Systems until
Dec. 31, 2025

Golf

Communications

August 2025



Meta Ads: Discount Pass Promo

Which pass is right for me?
SF OAKLAND GOLF CLUB

Players Pass
Adults & Seniors
\$70
Adult Players Pass saves \$10 per round
Senior Players Pass saves \$12 per round
Membership pays for itself after 3 rounds

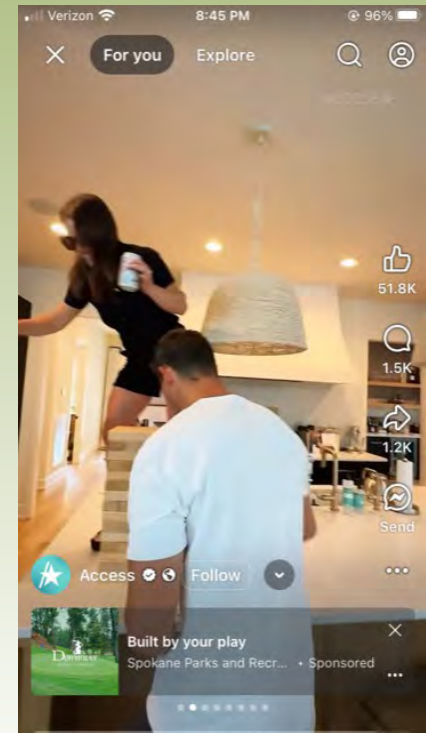
Loyalty Pass
Adults & Seniors
\$350
Adult Loyalty Pass saves \$19 per round
Senior Loyalty Pass saves \$20 per round
Ideal for players that anticipate playing 30+ rounds per season

Unlimited Pass
Adult **\$2,500**
Senior **\$2,400**
Junior **\$250**
Must be players that anticipate playing 30+ rounds per season.
Add a spouse for just \$900!

Titleist Quiksilver DSW

June - July

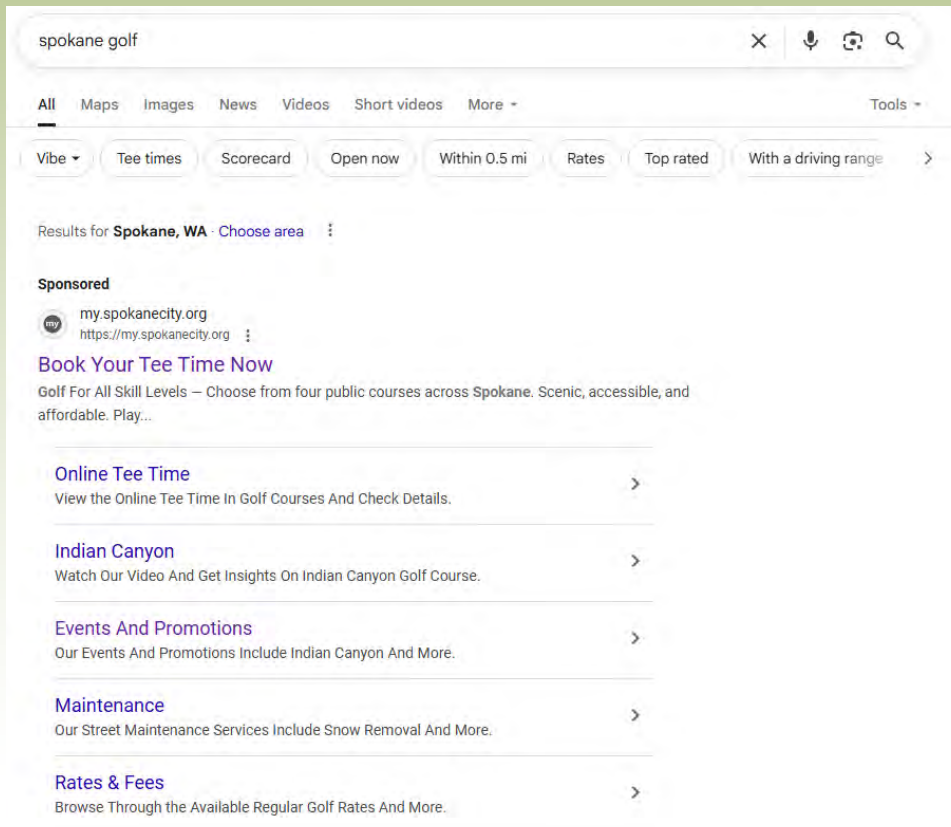
Meta Ads: Course Investment Highlights



June - October

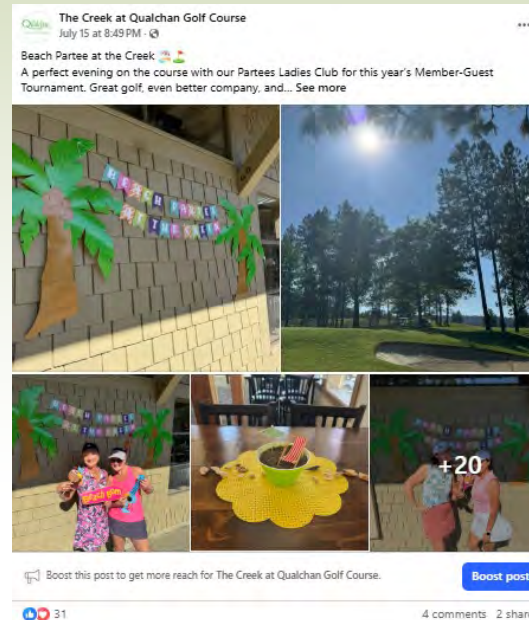
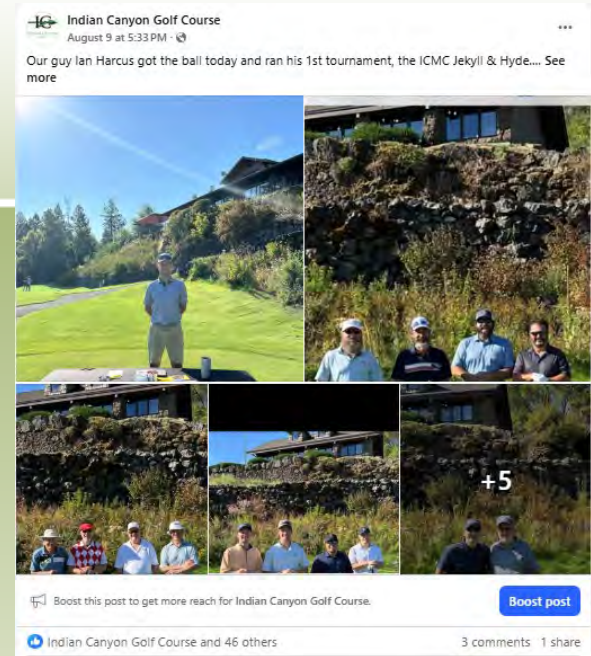
Other DH elements

- Google search buy



- :30 brand awareness campaign on streaming, August – October

Course Social Media



Golf Fund - July 2025

[Return to Minutes](#)


	Adopted Budget 2025	2025 Remaining Budget Balance	2024 July Actual	2025 July Actual	2024-2025 Monthly Difference	2024 YTD Actual	2025 YTD Actual	2024-2025 YTD Difference	2024 YTD % Of Budget	2025 YTD % Of Budget	YOY % Change
Revenue											
Program Revenue	\$ 5,930,281	\$ 1,315,086	\$ 946,400	\$ 1,033,462	\$ 87,062	\$ 4,337,073	\$ 4,615,195	\$ 278,122			
Pre-Sale Revenue					\$ -	216,362	125,204	\$ (91,158)			
Facility Improvement Fee	\$ -		\$ (127,034)	\$ (139,039)	\$ (12,005)	\$ (572,416)	\$ (594,503)	\$ (22,087)			
Other Transfers-In	\$ -	\$ -			\$ -						
Total Revenue	\$ 5,930,281	\$ (1,784,385)	\$ 819,366	\$ 894,423	\$ 75,058	\$ 3,981,019	\$ 4,145,896	\$ 164,877	74.08%	69.91%	-4.17%
Expenditures											
Salaries and Wages	\$ 1,263,109	\$ 486,953	\$ 96,032	\$ 101,276	\$ (5,244)	\$ 649,708	\$ 640,871	\$ 8,837	57.61%	50.74%	-6.87%
Temp/Seasonal	\$ 722,232	\$ 319,344	\$ 79,966	\$ 86,176	\$ (6,210)	\$ 311,064	\$ 332,418	\$ (21,354)	47.73%	46.03%	-1.70%
Personnel Benefits	\$ 503,997	\$ 166,734	\$ 51,016	\$ 54,532	\$ (3,516)	\$ 279,883	\$ 300,389	\$ (20,506)	59.92%	59.60%	-0.32%
Supplies	\$ 561,900	\$ 242,925	\$ 82,576	\$ 47,986	\$ 34,590	\$ 250,011	\$ 288,975	\$ (38,964)	47.00%	51.43%	4.42%
Services and Charges	\$ 1,471,356	\$ 710,098	\$ 195,533	\$ 204,019	\$ (8,487)	\$ 653,476	\$ 725,658	\$ (72,182)	45.51%	49.32%	3.80%
Interfund Payments	\$ 356,409	\$ (4,439)	\$ 29,173	\$ 78,644	\$ (49,471)	\$ 139,955	\$ 241,447	\$ (101,492)	59.05%	67.74%	8.69%
Subtotal Op. Expense	\$ 4,879,003	\$ 2,349,245	\$ 534,296	\$ 572,634	\$ (38,338)	\$ 2,284,097	\$ 2,529,758	\$ (245,661)	51.31%	51.85%	0.54%
Capital Outlay *	\$ 1,000,000	\$ 296,225	\$ 179,532	\$ 313,684	\$ (134,151)	\$ 471,480	\$ 703,775	\$ (232,295)	65.97%	70.38%	4.40%
Transfers Out		\$ -									
Total Expenditures	\$ 5,879,003	\$ 2,645,470	\$ 713,829	\$ 886,318	\$ (172,489)	\$ 2,755,577	\$ 3,233,533	\$ 477,956	53.34%	55.00%	1.66%
Net Gain/(Loss)	\$ 51,278		\$ 105,537	\$ 8,105	\$ (97,432)	\$ 1,225,442	\$ 912,363	\$ (313,079)			

* Beginning Fund Balance	\$ 80,905	Updated 3/4/25
Less 7% Reserve	\$ (454,810)	
Less Current Lease Payments	\$ (164,729)	
Beginning Year Reserves	\$ (538,634)	
YTD Change in Cash	\$ 912,363	
YTD Available Cash	\$ 373,729	

* 2025 Beginning Fund Balance does not include the FIF reserve of \$2,471,131

*5 pieces of maintenance machinery were purchased
Expecting 1 more tank sprayer for \$80k this month

2025
Annual YOY Golf
Comparison Report

ROUNDS

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
COUNT																		
REGULAR ROUNDS	18,804	17,459	1,345	12,777	11,830	947	18,804	18,117	687	18,159	12,099	6,060	0	0	0	52,398	48,118	4,280
DISCOUNT ROUNDS	14,193	15,429	(1,236)	14,808	14,958	(151)	12,378	10,473	1,905	13,459	12,122	1,337	0	0	0	54,838	54,161	677
MULTI-PLAY ROUNDS	8,182	2,858	5,324	2,878	2,290	688	1,954	1,363	591	2,085	2,488	(503)	0	0	0	11,060	8,997	2,063
OTHER ROUNDS	3,119	2,436	683	1,849	1,555	294	8,168	8,054	114	3,574	5,645	(2,071)	0	0	0	8,499	8,630	(131)
TOTAL	38,242	38,222	20	28,312	26,633	1,679	38,194	36,704	1,490	36,882	28,364	8,518	0	0	0	136,180	119,377	16,803
REVENUE																		
REGULAR ROUNDS	\$ 408,868	\$ 384,516	\$ 24,352	\$ 368,898	\$ 350,782	\$ 18,116	\$ 422,914	\$ 414,853	\$ 8,061	\$ 418,559	\$ 391,530	\$ 27,029	\$ -	\$ -	\$ -	\$ 1,649,039	\$ 1,542,680	\$ 106,359
DISCOUNT ROUNDS	\$ 364,812	\$ 388,432	\$ (23,620)	\$ 386,478	\$ 384,478	\$ 2,000	\$ 303,842	\$ 300,297	\$ 3,545	\$ 350,629	\$ 341,728	\$ 8,901	\$ -	\$ -	\$ -	\$ 1,435,566	\$ 1,418,008	\$ 17,558
MULTI-PLAY ROUNDS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER ROUNDS	\$ 22,889	\$ 25,344	\$ (2,455)	\$ 5,358	\$ 8,868	\$ (3,510)	\$ 62,068	\$ 57,868	\$ 4,200	\$ 22,809	\$ 33,294	\$ (10,485)	\$ -	\$ -	\$ -	\$ 138,528	\$ 111,779	\$ 26,749
TOTAL	\$ 796,569	\$ 817,332	\$ (20,763)	\$ 760,734	\$ 744,128	\$ 16,606	\$ 788,830	\$ 773,828	\$ 15,002	\$ 792,997	\$ 766,626	\$ 26,371	\$ -	\$ -	\$ -	\$ 3,223,133	\$ 2,982,477	\$ 240,656

PASSES

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
COUNT																		
DISCOUNT PASS	1,180	1,119	61	775	880	(105)	788	854	(66)	1,329	1,171	158	55	46	9	4,097	4,059	38
SEASON PASS	29	8	21	67	43	24	34	16	18	72	44	(28)	5	5	0	197	116	81
OTHER PASS	52	62	(10)	410	516	(106)	55	45	10	50	57	(7)	(33)	188	121	877	869	8
TOTAL	1,261	1,189	72	1,252	1,439	(187)	877	915	(38)	1,451	1,272	179	22	139	117	5,171	4,844	327
REVENUE																		
DISCOUNT PASS	\$ 61,482	\$ 78,881	\$ (17,399)	\$ 60,175	\$ 73,527	\$ (13,352)	\$ 51,257	\$ 48,505	\$ 2,752	\$ 105,467	\$ 77,574	\$ 27,893	\$ 4,800	\$ 8,057	\$ (3,257)	\$ 312,261	\$ 275,848	\$ 36,413
SEASON PASS	\$ 47,585	\$ 12,851	\$ 34,734	\$ 57,807	\$ 41,081	\$ 16,726	\$ 17,184	\$ 20,882	\$ (3,698)	\$ 45,548	\$ 45,526	\$ 22	\$ 6,447	\$ 5,345	\$ 1,102	\$ 203,087	\$ 115,487	\$ 87,600
OTHER PASS	\$ 9,442	\$ 10,477	\$ (1,035)	\$ 25,444	\$ 29,868	\$ (4,424)	\$ 9,214	\$ 8,495	\$ 719	\$ 9,730	\$ 33,819	\$ (24,089)	\$ 16,886	\$ 12,713	\$ 4,173	\$ 70,548	\$ 88,790	\$ (18,242)
TOTAL	\$ 118,509	\$ 102,209	\$ 16,300	\$ 143,426	\$ 124,476	\$ 18,950	\$ 77,655	\$ 77,882	\$ (222)	\$ 160,745	\$ 136,919	\$ 23,826	\$ 21,133	\$ 26,115	\$ (4,982)	\$ 605,896	\$ 480,125	\$ 125,771

CART FEES

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
COUNT																		
PRIVATE CART FEE & PERMIT	832	805	27	480	424	56	218	215	3	277	272	5	0	0	0	1,307	1,276	31
PRO CART FEE	15,345	15,450	(105)	16,332	16,353	(21)	17,972	17,164	808	15,363	15,026	337	0	0	0	69,012	63,968	5,044
TOTAL	16,177	16,255	(78)	16,812	16,777	35	18,190	17,379	812	15,640	15,298	342	0	0	0	70,319	65,244	5,075
REVENUE																		
PRIVATE CART FEE & PERMIT	\$ 16,657	\$ 15,126	\$ 1,531	\$ 18,170	\$ 16,727	\$ 1,443	\$ 7,094	\$ 6,832	\$ 2,662	\$ 12,881	\$ 15,784	\$ (2,903)	\$ -	\$ -	\$ -	\$ 50,673	\$ 54,071	\$ (3,398)
PRO CART FEE	\$ 1,184	\$ 2,889	\$ (1,705)	\$ 5,584	\$ 6,408	\$ (824)	\$ 7,878	\$ 6,852	\$ 1,026	\$ 8,389	\$ 8,774	\$ (385)	\$ -	\$ -	\$ -	\$ 28,838	\$ 17,828	\$ 11,010
TOTAL	\$ 17,841	\$ 18,015	\$ (174)	\$ 23,754	\$ 23,135	\$ 619	\$ 14,972	\$ 13,684	\$ 1,288	\$ 21,270	\$ 24,558	\$ (3,288)	\$ -	\$ -	\$ -	\$ 79,511	\$ 71,900	\$ 7,611

BUCKET OF BALLS

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
COUNT	8,754	9,407	(653)	8,493	8,497	(4)	17,800	15,441	2,359	10,076	8,692	1,384	0	0	0	41,923	42,037	(114)
REVENUE	\$ 940	\$ 981	\$ (41)	\$ 1,773	\$ 1,754	\$ 19	\$ 3,864	\$ 2,842	\$ 1,022	\$ 3,884	\$ 3,584	\$ 300	\$ -	\$ -	\$ -	\$ 7,001	\$ 6,877	\$ 124

FACILITY IMPROVEMENT FEE

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
COUNT	29,471	29,784	(313)	27,892	27,881	11	26,880	25,407	1,473	26,340	25,080	1,260	76	59	17	111,349	107,545	3,804
REVENUE	\$ 155,385	\$ 151,662	\$ 3,723	\$ 145,119	\$ 140,949	\$ 4,170	\$ 136,818	\$ 128,404	\$ 8,414	\$ 145,505	\$ 133,217	\$ 12,288	\$ 1,829	\$ 1,348	\$ 481	\$ 388,956	\$ 359,656	\$ 29,300

REVENUE SUMMARY

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF	2025	2024	DIFF
LESSONS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
REVENUE	\$ 1,123,584	\$ 1,086,388	\$ 37,196	\$ 1,084,951	\$ 1,047,906	\$ 37,045	\$ 81,794	\$ 78,140	\$ 3,654	\$ 85,457	\$ 1,148,180	\$ (1,062,723)	\$ 125,817	\$ 28,442	\$ (2,441)	\$ 4,454,115	\$ 4,285,618	\$ 168,497

07 Golf Revenue_2025 July

Over All Year Over Year Rounds

- Regular: 52,188 (+3,070)
- Discount: 53,433 (+271)
- Multi-Play: 11,060 (+2,063)
- Other: 9,499 (+899)

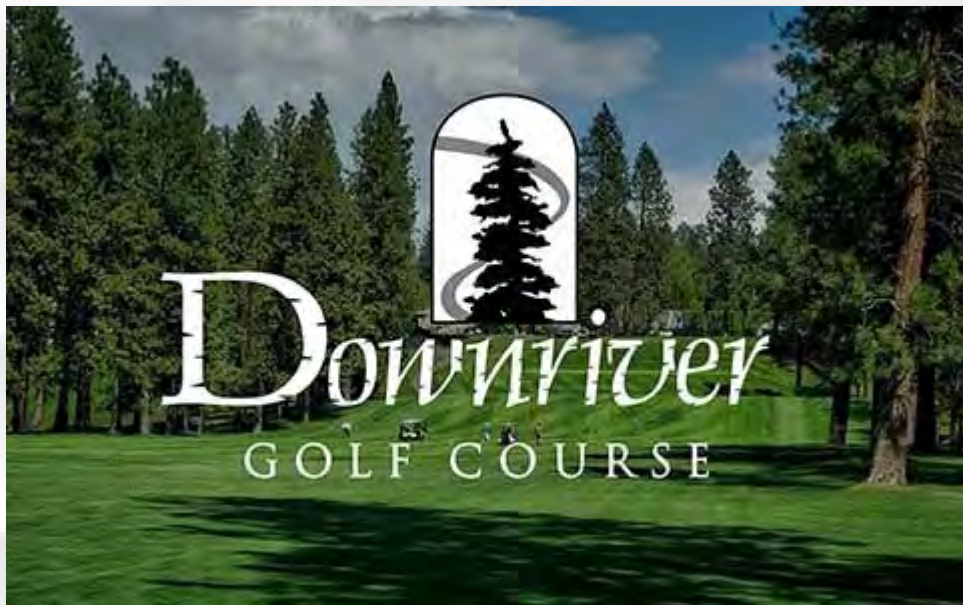
Up 6,300 Rounds from last year!!

Total Round Revenue
\$3,194,164 (+\$102,697)

By Course Year Over Year Rounds

Downriver 33,242 +172
Esmeralda 31,857 +1,720
Indian Canyon 30,199 +1,793
Qualchan 30,882 +2,618

SUPERINTENDENTS REPORTS



Indian Canyon Golf Course



Welcome Mike Hamm to the Indian Canyon Crew!
New 2nd Assistant comes to us with 23 years of experience with day-to-day operations and irrigation management.

- **Franz Bakery Pro Am raised \$170k for our local Vanessa Behan Nursery**
 - Course was in pristine condition
 - Rave reviews on the new bunkers

“In the 25 years I’ve been running the Rosauers Open, I’ve never seen the course look this good”
– Molly Cooper, PGA Tournament Director

SPECIAL THANK YOU

Josh Harty and his staff for the amazing course conditions and the countless hours and tireless efforts that went into the tournament prep.

Doug Phares and his staff for organizing and operating this special event with the utmost professional level