City of Spokane Park Board
Golf Committee Meeting

8:00 a.m. Tuesday, Nov. 11, 2025
Hybrid in-person and WebEx virtual meeting
Mark Poirier – Golf Manager

Committee Members	Parks Staff	Golf Staff
X Barb Richey– Chair	Garrett Jones	Doug Phares
X Gerry Sperling	Mark Poirier	Rob Decker
X Doug Kelley	Jennifer Papich	Kyle Kelly
	Megan Kapaun	Chris Runyon
	Fianna Dickson	
	Kris Behr	

SUMMARY

- The committee approved to recommend the Park Board accept the following agenda items:
    - None
- Mark Poirier led a discussion about raising the 2026 golf fees.
- An update to the Request for Proposal for the Indian Canyon golf pro was presented by Mark Poirier.
- Fianna Dickson 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., Dec. 09, 2025.

MINUTES

The meeting was called to order at 8:02 a.m. by committee chair Barb Richey.

Public comment - None

Action items: None

Discussion items:

1. 2026 Golf Fees – Mark Poirier
   a. The last fee increase was in 2024 of $5 nearly across the board. Prior to that, a $3 increase was done in 2022. This proposal includes a required delta of $907,000 which accounts for price increases for supplies, utilities, water usage, interfund charges, and manpower. The largest fee jump would be for pre-booking (prior to 7 days). This is a convenience fee which is primarily utilized by tourists. When comparing Spokane City golf to similar larger cities, the Spokane City courses far exceed the competition. Additionally, a proposed $5 increase across the board, including the junior rate, which has not changed in decades. The pass price increases are based on the last two-year averages. In addition, Mark is proposing an increase of $10 for no-show fees.
   b. Doug Phares foresees tournaments are going by the wayside, and the courses are now so busy they no longer rely on tournaments. Garrett Jones pointed out that Golf is a business, and the public is aware that each year, the consumer price index adjusts, requiring businesses to in turn adjust prices. He suggested looking to the future, rather than waiting a year or two with a large rate increase, propose small increases each year. Fianna Dickson also agreed that marketing could prepare visuals promoting course improvements. Barb Richey suggested a full board presentation at the December Park Board meeting.
2. Indian Canyon RFP update – Mark Poirier

   The RFP was advertised to roughly 3,000 potential golf pros. Only two people responded, including the current Pro, Doug Phares. The other respondent did not provide the required information. Speculating on the low number of respondents, the application process is very detailed and time-consuming, which is a necessary deterrent.

Standing reports

1. Golf marketing report – Fianna Dickson

   Marketing worked on two digital campaigns over the summer which just ended the last of October. One being discount pass programs, the other emphasizing course improvements. She and Mark are also looking at ideas for the golf show in the spring.
2. Golf financial report – Mark Poirier

   Year over year 2025 broke records, falling 200 rounds short of 200,000. Qualchan's numbers have been phenomenal this year. 2025 revenue was slightly higher than the adopted budget, whereas overall expenses remained below budget.
3. Superintendents' reports - What's Happening at the Courses – Mark Poirier

   All the courses are working on leave and pine needle cleanup from now until the snow flies. Unfortunately, three of the four courses report more beetle kill. Esmeralda does not have many pine trees and has been spared. The DNR will lead a crew to do the felling, limbing, bucking and chipping. Park Operations will take care of log removal. Indian Canyon has 80 trees, Downriver has 56 and Qualchan has 5. Break-ins are on the rise, especially at Downriver and Esmeralda. Park Rangers and police will patrol more regularly.

   a. Downriver closed for the season Nov 9.
   b. Qualchan – closed for the season Nov 9. Kyle reports the numbers have been fantastic this

year, thanks to Rob and his team. They are focusing on growing the winter league the first of December. They have expanded the restaurant/bar to 9 am to 7 pm daily. They are also working on the 2026 calendar. He stated that he has had so much fun in his first full year here.

c. Indian Canyon closed for the season Oct 26.

d. Esmeralda closed for the season Nov 8.

Adjournment: The meeting was adjourned at 8:58 a.m.

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

Return to Minutes

November 2025 Golf Committee

Discussion item

2026 Golf Fee Increase Proposal

Greens Fees

Category	2025 Rate	2026 Rate	$ Increase	Volume Sold	Gross Revenue Increase		
Prebook 18 holes	$56	$80	$24	5,530	$132,720		
Regualar 18 holes	$52	$57	$5	51,373	$256,865		
Regualar 9 holes	$36	$41	$5	18,952	$94,760		
Junior rate	$15	$20	$5	6,000	$30,000		
Sunset rate	$30	$35	$5	6,761	$33,805		
Adult discount round	$42	$47	$5	43,864	$219,320		
Senior discount round	$40	$45	$5	31,742	$158,710		
Adult loyalty round	$33	$38	$5	12,000	$60,000		
Tournament rate	$42	$47	$5	4,386	$21,930		
			Total green fee revenue increase		$1,008,110	Less 17.4%	$842,779.96

Passes

Passes (2-year average sold)					
Adult/Senior Players	$70	$80	$10	4,170	$41,700
Loyalty	$350	$400	$50	400	$20,000
Unlimited junior	$250	$300	$50	165	$8,250
Unlimited	$2,500	$2,900	$400	140	$56,000
10 play pass	$450	$530	$80	65	$5,200
4 play pass	$169	$199	$30	444	$13,320
Daily trail fee	$18	$20	$2	1,827	$3,654
Annual tail fee	$360	$400	$40	102	$4,080

Category	*2025 Rate*	*2026 Rate*	*$ Increase*	*Volume Sold*	*Gross Revenue Increase*		
Prebook 18 holes	$56	$80	$24	5,530	$132,720		
Regualar 18 holes	$52	$57	$5	51,373	$256,865		
Regualar 9 holes	$36	$41	$5	18,952	$94,760		
Junior rate	$15	$20	$5	6,000	$30,000		
Sunset rate	$30	$35	$5	6,761	$33,805		
Adult discount round	$42	$47	$5	43,864	$219,320		
Senior discount round	$40	$45	$5	31,742	$158,710		
Adult loyalty round	$33	$38	$5	12,000	$60,000		
Tournament rate	$42	$47	$5	4,386	$21,930		
			Total green fee revenue increase		$1,008,110	Less 17.4%	$842,779.96
Passes (2-year average sold)							
Adult/Senior Players	$70	$80	$10	4,170	$41,700		
Loyalty	$350	$400	$50	400	$20,000		
Unlimited junior	$250	$300	$50	165	$8,250		
Unlimited	$2,500	$2,900	$400	140	$56,000		
10 play pass	$450	$530	$80	65	$5,200		
4 play pass	$169	$199	$30	444	$13,320		
Daily trail fee	$18	$20	$2	1,827	$3,654		
Annual tail fee	$360	$400	$40	102	$4,080		
			Total pass revenue increase		$152,204		
			Total projected increase		$994,984		
			Funding delta needed		$907,154		
					$87,830		

Other fee increases:

No Show Fees - 2024	No Show Fees – 2025
March – 16 - $480 April – 8 - $240 May – 82 - $2460 June – 73 - $2190 July – 63 - $1890 August – 73 - $2190 September – 115 - $3450 October – 52 - $1560	March – 18 - $540 April – 40 - $1200 May – 47 $1410 June – 148 - $4440 July – 92 - $2760 August – 104 - $3120 September – 85 - $2550 October – 44 - $1320

2-Year average total no show fees = 530

Increase no show fee to $40/player. Net increase in program revenue = $5,300

[Return to Minutes](#)

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 ROUND	21,982	20,209	1,774	19,128	18,115	1,013	21,594	22,015	(421)	21,002	19,565	1,437	0	0	0	83,706	79,904	3,803
DISCOUNT ROUND	21,767	23,966	(2,199)	23,353	23,218	135	17,742	16,260	1,482	18,387	18,209	178	0	0	0	81,249	81,653	(404)
MULTI-PLAY ROUND	4,774	4,101	673	4,563	3,591	972	3,063	2,418	645	4,679	3,839	840	0	0	0	17,079	13,949	3,130
OTHER ROUND	3,561	3,629	(68)	2,750	2,304	446	5,718	5,129	589	3,551	2,699	852	0	0	0	15,580	13,761	1,819
TOTAL	**52,084**	**51,905**	**179**	**49,794**	**47,228**	**2,566**	**48,117**	**45,822**	**2,295**	**47,619**	**44,312**	**3,307**	**0**	**0**	**0**	**197,614**	**189,267**	**8,347**
REVENUE																		
REGULAR ROUND	$ 658,123	$ 612,478	$ 45,645	$ 603,346	$ 568,381	$ 34,966	$ 708,795	$ 704,379	$ 4,416	$ 680,725	$ 646,097	$ 34,627	$ -	$ -	$ -	$ 2,650,989	$ 2,531,335	$ 119,654
DISCOUNT ROUND	$ 558,377	$ 619,789	$ (61,412)	$ 612,093	$ 614,512	$ (2,418)	$ 490,929	$ 452,658	$ 38,271	$ 524,373	$ 521,572	$ 2,801	$ -	$ -	$ -	$ 2,185,772	$ 2,208,531	$ (22,759)
MULTI-PLAY ROUND	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
OTHER ROUND	$ 53,765	$ 56,420	$ (2,655)	$ 9,708	$ 6,941	$ 2,767	$ 124,770	$ 110,285	$ 14,484	$ 52,587	$ 30,034	$ 22,553	$ -	$ -	$ -	$ 240,830	$ 203,682	$ 37,148
TOTAL	**$ 1,270,265**	**$ 1,288,687**	**$ (18,422)**	**$ 1,225,148**	**$ 1,189,834**	**$ 35,314**	**$ 1,324,494**	**$ 1,267,323**	**$ 57,171**	**$ 1,257,684**	**$ 1,197,704**	**$ 59,981**	**$ -**	**$ -**	**$ -**	**$ 5,077,591**	**$ 4,943,548**	**$ 134,043**

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	1,163	1,124	39	776	883	(107)	791	654	137	1,323	1,173	150	55	36	19	4,108	3,870	238
SEASON PASS	29	8	21	67	43	24	24	16	8	72	44	28	5	5	0	197	116	81
OTHER PASS	53	64	(11)	411	517	(106)	68	50	18	69	58	11	341	367	(26)	942	1,056	(114)
TOTAL	**1,245**	**1,196**	**49**	**1,254**	**1,443**	**(189)**	**883**	**720**	**163**	**1,464**	**1,275**	**189**	**401**	**408**	**(7)**	**5,247**	**5,042**	**205**
REVENUE																		
DISCOUNT PASS	$ 91,590	$ 78,600	$ 12,990	$ 60,206	$ 73,685	$ (13,479)	$ 51,410	$ 43,157	$ 8,253	$ 105,678	$ 77,679	$ 27,999	$ 4,930	$ 3,057	$ 1,873	$ 313,813	$ 276,178	$ 37,635
SEASON PASS	$ 47,565	$ 12,851	$ 34,715	$ 57,807	$ 31,031	$ 26,776	$ 17,193	$ 20,482	$ (3,289)	$ 91,075	$ 45,548	$ 45,526	$ 6,447	$ 5,395	$ 1,053	$ 220,087	$ 115,307	$ 104,780
OTHER PASS	$ 9,771	$ 11,035	$ (1,264)	$ 25,498	$ 29,420	$ (3,922)	$ 13,076	$ 7,975	$ 5,101	$ 13,836	$ 11,076	$ 2,760	$ 17,953	$ 20,371	$ (2,419)	$ 80,134	$ 79,878	$ 256
TOTAL	**$ 148,927**	**$ 102,486**	**$ 46,441**	**$ 143,511**	**$ 134,136**	**$ 9,375**	**$ 81,679**	**$ 71,615**	**$ 10,064**	**$ 210,589**	**$ 134,303**	**$ 76,285**	**$ 29,330**	**$ 28,823**	**$ 507**	**$ 614,035**	**$ 471,364**	**$ 142,671**

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	509	563	(54)	605	633	(28)	368	322	46	430	403	27	0	0	0	1,912	1,921	(9)
PRO CART FEE	24,306	24,632	(326)	26,536	26,278	258	28,487	28,142	345	25,482	23,957	1,525	0	0	0	104,811	103,009	1,802
TOTAL	**24,815**	**25,194**	**(379)**	**27,141**	**26,911**	**230**	**28,855**	**28,464**	**391**	**25,912**	**24,360**	**1,552**	**0**	**0**	**0**	**106,723**	**104,929**	**1,794**
REVENUE																		
PRIVATE CART FEE & PERMIT	$ 19,377	$ 18,386	$ 991	$ 16,883	$ 20,178	$ (3,295)	$ 9,522	$ 7,199	$ 2,323	$ 16,506	$ 18,263	$ (1,757)	$ -	$ -	$ -	$ 62,288	$ 64,026	$ (1,738)
PRO CART FEE	$ 5,021	$ 4,791	$ 230	$ 9,101	$ 8,559	$ 542	$ 11,867	$ 11,056	$ 811	$ 5,259	$ 4,679	$ 580	$ -	$ -	$ -	$ 31,248	$ 29,084	$ 2,163
TOTAL	**$ 24,398**	**$ 23,177**	**$ 1,220**	**$ 25,984**	**$ 28,736**	**$ (2,753)**	**$ 21,389**	**$ 18,254**	**$ 3,134**	**$ 21,765**	**$ 22,942**	**$ (1,177)**	**$ -**	**$ -**	**$ -**	**$ 93,535**	**$ 93,110**	**$ 425**

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	14,831	14,110	722	12,302	12,612	(310)	26,587	23,483	3,104	14,406	12,810	1,596	0	0	**0**	68,126	63,015	5,112
REVENUE	$ 1,421	$ 1,360	$ 61	$ 2,518	$ 2,571	$ (53)	$ 5,684	$ 5,005	$ 679	$ 1,438	$ 1,263	$ 175	$ -	$ -	$ -	11,061	10,199	$ 862

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	45,527	46,134	(607)	43,096	42,144	952	41,980	40,320	1,660	41,225	38,643	2,582	77	59	**18**	171,905	167,300	4,605
REVENUE	$ 234,243	$ 230,273	$ 3,970	$ 219,871	$ 213,629	$ 6,242	$ 213,327	$ 203,705	$ 9,621	$ 218,731	$ 201,901	$ 16,830	$ 1,395	$ 1,368	$ 26	887,567	850,876	$ 36,691

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	[redacted]		$ -	[redacted]		$ -	[redacted]		$ -	[redacted]		$ -	$ -	$ -	$ -	$ -	$ -	$ -
MISC REVENUE	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
		$ -																
TOTAL REVENUE	**$ 1,679,253**	**$ 1,645,983**	**$ 33,270**	**$ 1,617,032**	**$ 1,568,907**	**$ 48,126**	**$ 1,646,571**	**$ 1,565,902**	**$ 80,669**	**$ 1,710,208**	**$ 1,558,113**	**$ 152,094**	**$ 30,724**	**$ 30,192**	**$ 533**	**$ 6,683,789**	**$ 6,369,096**	**$ 314,692**

Golf Fund - October 2025

	Adopted Budget 2025	2025 Remaining Budget Balance	2024 October Actual	2025 October 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	$ (954,407)	$ 412,232	$ 413,080	$ 848	$ 6,589,435	$ 6,884,688	$ 295,253			
Pre-Sale Revenue					$ -	216,362	125,204	$ (91,158)			
Facility Improvement Fee	$ -		$ (56,434)	$ (52,073)	$ 4,361	$ (867,642)	$ (893,974)	$ (26,332)			
Other Transfers-In	$ -	$ -			$ -						
Total Revenue	**$ 5,930,281**	**$ 185,637**	**$ 355,798**	**$ 361,007**	**$ 5,209**	**$ 5,938,155**	**$ 6,115,918**	**$ 177,763**	**110.50%**	**103.13%**	**-7.37%**
Expenditures											
Salaries and Wages	$ 1,263,109	$ 141,824	$ 90,230	$ 147,958	$ (57,728)	$ 919,208	$ 986,000	$ (66,792)	81.50%	78.06%	-3.44%
Temp/Seasonal	$ 722,232	$ 61,489	$ 62,232	$ 92,955	$ (30,723)	$ 520,852	$ 590,273	$ (69,420)	79.91%	81.73%	1.81%
Personnel Benefits	$ 503,997	$ 3,446	$ 45,195	$ 59,811	$ (14,616)	$ 420,201	$ 463,677	$ (43,476)	89.96%	92.00%	2.04%
Supplies	$ 561,900	$ 44,750	$ 43,187	$ 80,107	$ (36,921)	$ 413,288	$ 487,150	$ (73,862)	77.70%	86.70%	9.00%
Services and Charges	$ 1,471,356	$ 39,097	$ 176,685	$ 196,313	$ (19,627)	$ 1,244,144	$ 1,396,659	$ (152,514)	86.65%	94.92%	8.27%
Interfund Payments	$ 356,409	$ (94,962)	$ 32,884	$ 73,831	$ (40,947)	$ 200,270	$ 331,970	$ (131,701)	84.50%	93.14%	8.64%
Subtotal Op. Expense	**$ 4,879,003**	**$ 623,275**	**$ 450,413**	**$ 650,976**	**$ (200,563)**	**$ 3,717,963**	**$ 4,255,728**	**$ (537,765)**	**83.52%**	**87.23%**	**3.70%**
Capital Outlay	$ 1,000,000	$ 120,723	$ 118,267	$ 61,311	$ 56,956	$ 630,178	$ 879,278	$ (249,099)	88.18%	87.93%	-0.25%
Transfers Out		$ -									
Total Expenditures	**$ 5,879,003**	**$ 743,997**	**$ 568,681**	**$ 712,288**	**$ (143,607)**	**$ 4,348,142**	**$ 5,135,006**	**$ 786,864**	**84.17%**	**87.34%**	**3.18%**
Net Gain/(Loss)	**$ 51,278**		**$ (212,883)**	**$ (351,281)**	**$ (138,398)**	**$ 1,590,013**	**$ 980,912**	**$ (609,101)**			

*** 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	$ 980,912	
YTD Available Cash	**$ 442,277**	

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

Facility Improvement Fee - October 2025

	2024 October Actual	2025 October Actual	2024-2025 Monthly Difference	2024 YTD Actual	2025 YTD Actual	2024-2025 Monthly Difference
Revenue	$ 56,434	$ 52,073	$ (4,361)	$ 867,642	$ 893,974	$ 26,332
Debt Service Payments	$ -	$ -	$ -	$ (309,417)	$ (309,548)	$ 131

Facility Improvement Fee - Fund Balance	
Beginning Fund Balance	$ 2,471,131
YTD Revenues	$ 893,974
YTD Loan Payments	$ (309,548)
Ending Fund Balance	$ 3,055,557

GOLF SIP Loan Amortization

Period Ending	Principal	Interest	Total Payment	Principal Balance
6/1/2024	$ 277,845	$ 31,571	$ 309,417	$ 6,071,552
12/1/2024	$ 278,369	$ 30,239	$ 308,608	$ 5,793,183
6/1/2025	$ 280,645	$ 28,903	$ 309,548	$ 5,512,538
12/1/2025	$ 281,175	$ 27,557	$ 308,732	$ 5,231,363