



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

8:00 a.m. Tuesday, Mar. 10, 2026  
Hybrid in-person and WebEx virtual meeting  
Mark Poirier – Golf Manager

**Committee Members**

- X Barb Richey – Chair
- X Gerry Sperling
- Doug Kelley – absent (excused)

**Parks Staff**

Mark Poirier  
Jennifer Papich  
Fianna Dickson  
Kris Behr

**Golf Staff**

Rob Sanders  
Rob Decker  
Kyle Kelly  
Chris Runyon  
Joe McEachran

**SUMMARY**

- The committee approved to recommend the Park Board accept the following agenda items:
  - None
- Mark Poirier gave an update on the recent Golf Show.
- Golf Course opening updates were 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., Apr. 7, 2026.

# MINUTES

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

**Public comment** - None

**Action items** – None

**Discussion items:**

1. Golf show update – Mark Poirier

Spokane Golf participated in the Golf Show February 21-22. Two booths were reserved this year, which was very beneficial as this allowed for two computers for pass purchases with the new point of sale system. Everything went smoothly. Over two days, over \$30,000 in golf passes were sold. The booths cost approximately \$2,500. There was promotional giveaway items and the course fly-overs were featured as well as facility improvements and water usage displays. Mark stated it was his best experience ever. As this was the first time with two booths, it was decided that next year there should be an easy-up or banner on the second booth for added exposure

2. Golf course openings update – Mark Poirier

This is one of the earliest Spokane City has opened their courses. Esmerelda and Qualchan opened March 2, Downriver opened March 6 and Indian Canyon will be opening this Thursday, March 12. The weather was very nice that first week and the courses were full. Yesterday was the beginning of a short cold snap yet there were still over 100 players each at Qualchan and Esmerelda. Barb would like to capitalize on the success of golf right now and plant seeds for future growth and improvements, such as the irrigation at Qualchan.

## Standing reports

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

Looking back at the communications plan from 2025, Fianna shared 5 main categories: Print & digital advertising, earned media, digital marketing, Meta and video streaming.

The Google search buy has yielded strong results, with an average click-thru rate of 32.4%, toppling the national average of +/- 2%. Fianna also stated that when if a customer indicates a Google result has incorrect information, notify Parks MarCom who can correct it.

Parks works with DH to purchase advertising time on streaming platforms such as Amazon Prime, Netflix, YouTube and Hulu. Last year there were over 500,000 impressions. They also work with DH to purchase targeted ads on Meta platforms, which yielded nearly 2.7M impressions.

Looking forward, there will be a continued focus on discount pass sales, online gift cards, and investments into the courses. Google search buy is still a great resource to continue, as are Meta ad buys.

Click [HERE](#) to view the latest earned media stories featuring Spokane Golf.

2. [Golf financial report](#) – Mark Poirier

The comparison report is YTD through February, no courses were open, so no rounds to report. Some pass sales were reported on this report.

The 13<sup>th</sup> month year over year report for 2025 shows an increase in revenue by nearly \$25,000.

Other than salary & wages, every other expenditure category was up with a total operating expense of 533,000 over budget. The 13<sup>th</sup> month available case is over budget by \$847,496. The year-end facility improvement fee brought in \$33,493 over 2024.

2026 program revenue for February saw a \$16,000 increase over 2025.

Just in the last 2 weeks, Downriver has already grossed \$65,000 on pass sales and greens fees, Esmerelda \$150,000, Indian Canyon \$5,000, Qualchan \$120,000, and City Hall brought in

\$14,000.

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

Mark stated that he has been thrilled with the support they are receiving from the new point of sale system ForeUp. They had people on site at all three courses for opening day to help things run smoothly and someone will be at Indian Canyon for their opening.

- a. Downriver – Chris Runyon reports the greens are in great shape. They had quite a bit of tree removal which will improve the course. He had a staff meeting prior to opening with ForeUp, which was helpful. They are slowly bringing on staff.
- b. Qualchan – Rob Decker reports that Sunday, after over 1,000 rounds, he noticed countless unrepaired ball marks just at the 12<sup>th</sup> tee alone. Many golfers start playing as adults and have not learned proper golf etiquette. He and Mark feel it is necessary to educate the golfers but are not certain of the correct method to use. Perhaps giving away the tool along with instruction on how to use it. Mark suggested a social media post on the etiquette as well as instructions. Fianna will work on some ideas. Rob also reported that the temp seasonals are starting to come back. With all the wind lately, there is a lot to clean up. They are also working on first impressions landscaping at the entrance. They are not looking forward to turning on the irrigation this year as he anticipates a lot more repairs this year. They've also been working on fire mitigation and beautification, having removed over 1,000 trees (mostly small scrub). Kyle Kelly stated he was surprised how the golfers came out in droves as soon as the course opened. He was glad that there was so much preliminary work done on the course in January and February to have such a successful opening. High school practice started yesterday. The school kids are going to sanding and seeding the driving range once a week as "payment" for course use.
- c. Indian Canyon – Doug Phares reports they are getting new golf carts this year, they've had the carpets cleaned and are set to go. Josh Harty and crew are working on getting the course prepared for opening day.
- d. Esmeralda – Rob Sanders reports Mike Vandervert has the course looking amazing. He said that a dozen golfers from Manito Country Club like to come to Ezzie at least once a week and have said that they love the course. He said that when they opened, they could barely keep up, with 4 computers and 3 cash registers going, they brought in a record \$73,000 in one day. They have brand new golf carts which has been a terrific addition.

Gerri Sperling would like to see more marketing signage throughout the courses showcasing the work that has been done and what is still to come.

- e. **Adjournment:** The meeting was adjourned at 8:52 a.m.

The next regularly scheduled meeting is 8 a.m. Tue., Apr. 7, 2026.

# 2025 Golf Communications Report

& 2026 look ahead



# Print & Digital Ads

**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

## WHICH GOLF PASS IS RIGHT FOR ME?

**Players Pass – Adults and Seniors – \$70**  
 Adult Players Pass saves \$10 per round  
 Senior Players Pass saves \$12 per round  
Membership pays for itself after 6 rounds!

**Loyalty Pass – Adults and Seniors – \$350**  
 Adult Loyalty Pass saves \$19 per round  
 Senior Loyalty Pass saves \$20 per round  
This Pass is ideal for players that anticipate playing 35+ rounds per season.

**Unlimited Pass**  
 Adult – \$2500 • Senior – \$2400 • Junior – \$250  
These passes are ideal for players that anticipate playing 65+ rounds per season. Add a spouse for just \$900!

– SPOKANEGOLF.ORG –

## HOLIDAY 4-PACK PASS SALE

**One round at each City of Spokane golf course in 2026 | Just \$199!**












MAKES A GREAT GIFT!  
MEMBERSHIP BY PURCHASING ANY CITY OF SPOKANE GOLF COURSE HOLIDAY 4-PACK PASS (LIMIT 1 PER PERSON). INCLUDES 4 TEE TIMES \$199!

# Earned Media

- Course openings (KREM, KXLY, KHQ)
- Rates (KREM, KXLY)
- Then/Now: Indian Canyon (Spokesman)
- Inlander 'Best Of'

## SPOKANE CITY GOLF CHAMPIONSHIP

Presented by Renaissance Financial

  
 AUG 22

  
 AUG 23

  
 AUG 24

AUGUST 22-24, 2025

CALL 509-498-9317 OR VISIT SPOKANEGOLF.ORG



ENTRY FEE: \$250  
USGA handicap required. Hole will be teed by member and ball will be a Senior Right.

### Indian Canyon golf course opens for new season

Nick Heathorn | Mar 25, 2025 | Updated Mar 25, 2025



f x e o p q

SPOKANE, Wash. — The wait is over! Indian Canyon Golf Course is set to open on Wednesday, welcoming golfers for another exciting season.

In addition, all other City golf courses have officially opened for the season, offering players a variety of scenic and challenging courses to enjoy.

- Spokane Visitor Guide
- NW Golf Maps – back cover
- Quarterly Activity Guide ads



## GET MORE ROUNDS IN

Choose from four beautiful Spokane City courses just 10 minutes from downtown. Book your tee time now!

Call 311 or 509.755.2489

SPOKANEGOLF.ORG

  
 100-year favorite on the river.

  
 A grand challenge, natural views.

  
 Historic course, scenic vistas of downtown.

  
 Walkable, for all skill levels.

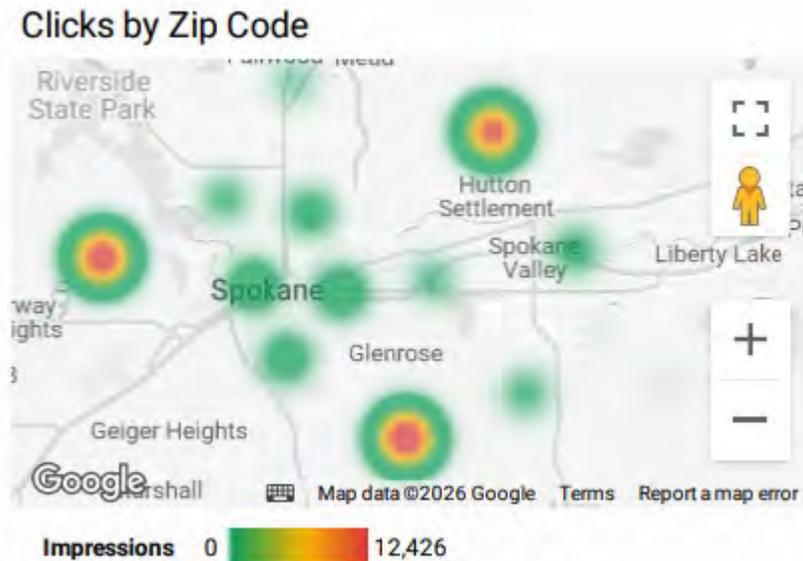
# Digital marketing

## Emails

- Our foreUp database
- City-wide e-newsletter (90,000+)

## Google search buy

- 75,603 impressions
- 24,474 clicks
- Average click-thru rate of 32.4% (national average <2%)



**Sponsored**

my.spokanecity.org  
my.spokanecity.org/

### Explore Spokane Golf - Four Spokane Courses To Try

Looking for affordable tee times? Explore Spokane's public courses today. Get to know Indian Canyon, Downriver, Esmeralda, and Qualchan golf courses.

**Sponsored**

my.spokanecity.org  
my.spokanecity.org/

### Four Spokane Courses To Try - Affordable Golf Nearby

Choose from four public courses across Spokane. Scenic, accessible, and affordable. Get to know Indian Canyon, Downriver, Esmeralda, and Qualchan golf courses.

**Sponsored**

my.spokanecity.org  
my.spokanecity.org/

### Affordable Golf Nearby - Practice at the Range

Choose from four public courses across Spokane. Scenic, accessible, and affordable. Looking for affordable tee times? Explore Spokane's public courses today.

## A New Year's Message from Golf Manager Mark Poirier

Mark Poirier, PGA, Golf Manager, No Phone Number Available

Wednesday, January 14, 2026 at 2:13 p.m.

Dear Golfers,

Happy New Year, and thank you for a fantastic 2025 golf season! We responded to over 200,000 rounds played across our four courses - a record year for us. Thanks to you!

The success can be attributed not only to the phenomenal weather, but also to the quality and value of our courses, and the incredible sense of community we've built together. We know you have plenty of options, and we're truly grateful that you chose to be part of our family.

As you may know, City of Spokane golf operates as an independent enterprise fund - we are self-funded through fees paid by golfers, not city taxes. All money from golf stays within the golf fund, meaning when you golf at one of our courses, you're helping to maintain them. Thank you!

As we prepare to welcome the new year, we want to share a few highlights:

### Recent Course Improvements

We've steadily been making improvements across our courses since 2016, including total irrigation replacements at Indian Canyon, Downriver, and Esmeralda, which has advanced turf quality and reduced water usage by nearly 40 million gallons annually.

In addition, in 2024 and 2025, these improvements were made:

- Business rebuilt at Indian Canyon
- Replacement of cart paths, new maintenance building roof, and upgraded fair options at Downriver
- Sewer line surveyed and designed for Downriver
- Pumphouse rebuilt at Qualchan (at no cost to the golf fund, paid for by City Utilities)
- Tree maintenance, including removal of beetle-infested trees
- New equipment utilized at all four courses (mowers, sprayers, gravel, snows, and utility vehicles)

### Upcoming Course Improvements

Over the next couple of years, the following course improvements are planned, based largely from golfer feedback through course review planning:

- Tee box leveling, including design and construction
- Sewer replacement construction at Esmeralda
- Continued cart path improvements
- Additional maintenance equipment to care for the course

As a self-funded business model, these improvements are all funded by you, the golfer. Thank you for investing in our four courses through your green fees. For more information on facility improvements, please visit [SpokaneGolf.org/improvements](#).

### New Online Store

We are pleased to launch a new [SpokaneGolf.org](#), where you can now purchase discount passes, season passes, and gift cards online. Visit [SpokaneGolf.org](#) and use your regular site login, as you should have received an email from foreUP explaining the steps on how to update your customer profile or create a new account if you don't have one yet. Passes and gift cards are fully digital and can be used at any City of Spokane course.

### 2026 Rates

[View 2026 Rates](#)

The rates generally reflect a \$2 pre-round increase, to cover increases we're seeing in operational costs. The only exception is a higher rate increase for those who book other times out of our 7-day booking window (usually for out-of-town travel or special events).

This rate structure will allow us to maintain the same level of service and turf quality while continuing to invest in capital improvements you see and feel on the courses.

We offer a robust discount pass package system, and about 60% of our golfers use a pass to save. Depending on how many rounds you play, there's a pass that's right for you - from 4-packs to unlimited. We also offer a military discount.

### Thank You

You are the reason Spokane is such an amazing place to golf. Thank you for your ongoing support of the City of Spokane's golf courses. With a strong legacy of 100+ years and a bright future, we look forward to providing you with exceptional, high-value golf experiences in the coming year.

Gincerely,  
Mark Poirier, PGA  
Golf Manager  
City of Spokane Parks & Recreation

# Meta

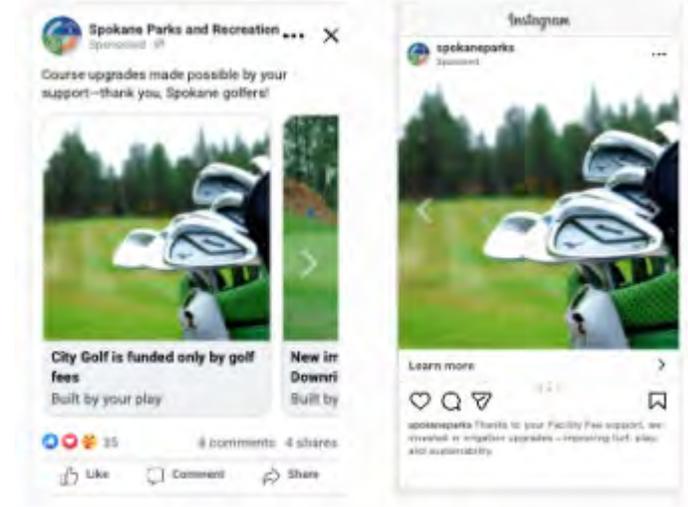
## ► Followers

- Facebook: 41,000
- Instagram 14,900

## ► Buys

- June - October
- 2.675M impressions
- 627,700 people reached
- 2.3% CTR (national average .09%)

- Golf is one of the City's top visited sites during the season, with just under 100,000 visits

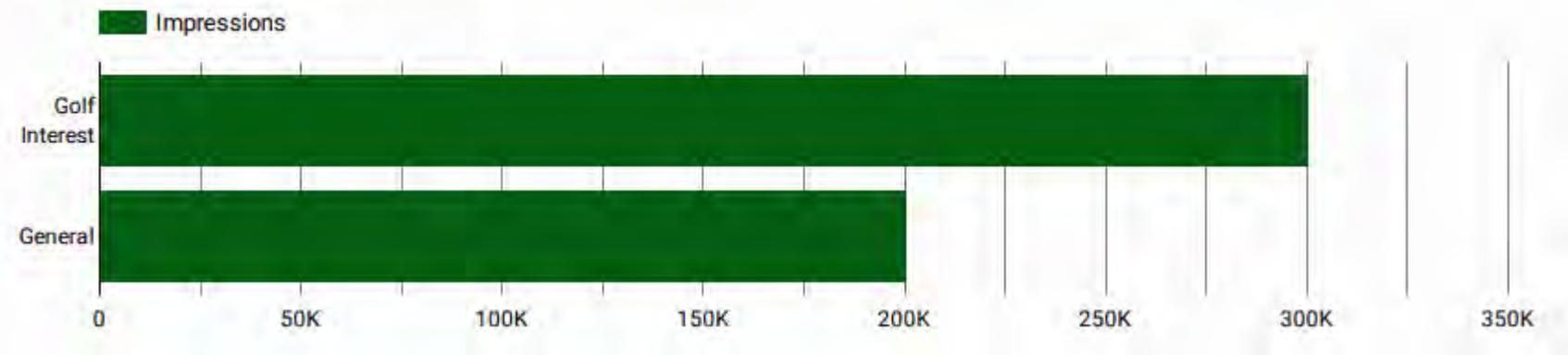


# Video Streaming

- Utilized existing videos
- August – October
- 171,773 reach
- 501,244 impressions
- Uninterrupted showings on platforms like Amazon Prime, Netflix, YouTube, Hulu



Impression Delivery by Audience



# 2026 Look Ahead

- Continued messaging focus:
  - Discount passes, finding the right pass for you
  - Buying passes & gift cards online
  - Course investments
- Google search buy
- Meta ad buys

**Now online!**  
Buy City of Spokane  
golf discount passes  
& gift cards online.

SPOKANE.GOLF.ORG

Indian Canyon Golf Course  
Qualchan Golf Course  
Dunwoody Golf Course  
Esmeralda Golf Course

**Players Pass**  
Adults & Seniors

**\$80**

Adult Players Pass  
saves \$10 per round

Senior Players Pass  
saves \$12 per round

**Loyalty Pass**  
Adults & Seniors

**\$400**

Adult Loyalty Pass  
saves \$19 per round

Senior Loyalty Pass  
saves \$20 per round

**Unlimited Pass**

Adult	<b>\$2,900</b>
Senior	<b>\$2,800</b>
Junior	<b>\$300</b>

**Want to buy a gift card for the golfer in your life?**

Discount passes purchased online are meant for the buyer or passholder and can't be bought as a gift. If you'd like to give a pass to someone special, we recommend getting a gift card for the equivalent amount of the pass.

# 2026 opening stories

- ▶ [Two Spokane city golf courses open for season | News | kxly.com](#)
- ▶ [Spokane golf courses announce opening days | krem.com](#)
- ▶ [Early opening excites golfers at Qualchan, Esmeralda Golf Course in Spokane | Spokane News | khq.com](#)
- ▶ [Two Spokane golf courses opening next week, three county courses in mid-March | News | kxly.com](#)
- ▶ [Spokane golf courses announce opening days | krem.com](#)



Thank you

# 2026 Annual YOY Golf Comparison Report

[Return to Agenda](#)

## ROUNDS

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
<b>COUNT</b>																		
REGULAR ROUND	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
DISCOUNT ROUND	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
MULTI-PLAY ROUND	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
OTHER ROUND	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>						
<b>REVENUE</b>																		
REGULAR ROUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
DISCOUNT ROUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
MULTI-PLAY ROUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER ROUND	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>						

## PASSES

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
<b>COUNT</b>																		
DISCOUNT PASS	59	9	50	2	0	2	81	10	71	131	31	100	104	19	85	377	69	308
SEASON PASS	5	1	4	7	0	7	7	0	7	17	6	11	9	0	9	45	7	38
OTHER PASS	1	2	(1)	4	0	4	0	5	(5)	1	1	0	0	0	0	6	8	(2)
<b>TOTAL</b>	<b>65</b>	<b>12</b>	<b>53</b>	<b>13</b>	<b>0</b>	<b>13</b>	<b>88</b>	<b>15</b>	<b>73</b>	<b>149</b>	<b>38</b>	<b>111</b>	<b>113</b>	<b>19</b>	<b>94</b>	<b>428</b>	<b>84</b>	<b>344</b>
<b>REVENUE</b>																		
DISCOUNT PASS	\$ 6,459	\$ 1,399	\$ 5,060	\$ 118	\$ -	\$ 118	\$ 7,813	\$ 1,215	\$ 6,598	\$ 11,617	\$ 4,184	\$ 7,433	\$ 13,063	\$ 1,522	\$ 11,541	\$ 39,071	\$ 8,320	\$ 30,751
SEASON PASS	\$ 11,919	\$ 2,018	\$ 9,902	\$ 13,124	\$ -	\$ 13,124	\$ 10,057	\$ -	\$ 10,057	\$ 26,753	\$ 7,851	\$ 18,902	\$ 10,758	\$ -	\$ 10,758	\$ 72,612	\$ 9,868	\$ 62,743
OTHER PASS	\$ 153	\$ 253	\$ (100)	\$ 245	\$ -	\$ 245	\$ -	\$ 632	\$ (632)	\$ 399	\$ 329	\$ 70	\$ -	\$ -	\$ -	\$ 797	\$ 1,213	\$ (416)
<b>TOTAL</b>	<b>\$ 18,531</b>	<b>\$ 3,669</b>	<b>\$ 14,862</b>	<b>\$ 13,488</b>	<b>\$ -</b>	<b>\$ 13,488</b>	<b>\$ 17,870</b>	<b>\$ 1,847</b>	<b>\$ 16,024</b>	<b>\$ 38,769</b>	<b>\$ 12,364</b>	<b>\$ 26,405</b>	<b>\$ 23,821</b>	<b>\$ 1,522</b>	<b>\$ 22,299</b>	<b>\$ 112,480</b>	<b>\$ 19,402</b>	<b>\$ 93,078</b>

## CART FEES

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
<b>COUNT</b>																		
PRIVATE CART FEE & PERMIT	3	1	2	1	0	1	0	2	(2)	4	0	4	0	0	0	8	3	5
PRO CART FEE	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>(2)</b>	<b>4</b>	<b>0</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8</b>	<b>3</b>	<b>5</b>
<b>REVENUE</b>																		
PRIVATE CART FEE & PERMIT	\$ 1,100	\$ 330	\$ 770	\$ 367	\$ -	\$ 367	\$ -	\$ 661	\$ (661)	\$ 1,467	\$ -	\$ 1,467	\$ -	\$ -	\$ -	\$ 2,933	\$ 991	\$ 1,942
PRO CART FEE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 1,100</b>	<b>\$ 330</b>	<b>\$ 770</b>	<b>\$ 367</b>	<b>\$ -</b>	<b>\$ 367</b>	<b>\$ -</b>	<b>\$ 661</b>	<b>\$ (661)</b>	<b>\$ 1,467</b>	<b>\$ -</b>	<b>\$ 1,467</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,933</b>	<b>\$ 991</b>	<b>\$ 1,942</b>

## BUCKET OF BALLS

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
<b>COUNT</b>	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>REVENUE</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

## FACILITY IMPROVEMENT FEE

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
<b>COUNT</b>	65	12	53	13	0	13	88	15	73	149	35	114	113	19	94	428	81	347
<b>REVENUE</b>	\$ 1,122	\$ 263	\$ 858	\$ 513	\$ -	\$ 513	\$ 1,122	\$ 237	\$ 885	\$ 2,234	\$ 746	\$ 1,489	\$ 1,700	\$ 206	\$ 1,494	\$ 6,690	\$ 1,452	\$ 5,238

## REVENUE SUMMARY

	DOWNRIVER			ESMERALDA			INDIAN CANYON			QUALCHAN			CITY HALL			TOTALS		
	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF	2026	2025	DIFF
Lessons	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
MISC REVENUE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL REVENUE</b>	<b>\$ 20,753</b>	<b>\$ 4,263</b>	<b>\$ 16,490</b>	<b>\$ 14,368</b>	<b>\$ -</b>	<b>\$ 14,368</b>	<b>\$ 18,992</b>	<b>\$ 2,744</b>	<b>\$ 16,248</b>	<b>\$ 42,470</b>	<b>\$ 13,110</b>	<b>\$ 29,360</b>	<b>\$ 25,521</b>	<b>\$ 1,728</b>	<b>\$ 23,793</b>	<b>\$ 122,103</b>	<b>\$ 21,844</b>	<b>\$ 100,259</b>

## Golf Fund - February 2026



	Adopted Budget 2026	2026 Remaining Budget Balance	2025 February Actual	2026 February Actual	2025-2026 Monthly Difference	2025 YTD Actual	2026 YTD Actual	2025-2026 YTD Difference	2025 YTD % Of Budget	2026 YTD % Of Budget	YOY % Change
<b>Revenue</b>											
Program Revenue	\$ 6,837,435	\$ 6,640,409	\$ 32,093	\$ 101,581	\$ 69,488	\$ 178,389	\$ 197,026	\$ 18,638			
Facility Improvement Fee	\$ -		\$ (561)	\$ (5,463)	\$ (4,902)	\$ (10,346)	\$ (12,978)	\$ (2,632)			
Other Transfers-In	\$ -	\$ -			\$ -						
<b>Total Revenue</b>	<b>\$ 6,837,435</b>	<b>\$ (6,653,387)</b>	<b>\$ 31,532</b>	<b>\$ 96,118</b>	<b>\$ 64,586</b>	<b>\$ 168,042</b>	<b>\$ 184,048</b>	<b>\$ 16,006</b>	<b>2.83%</b>	<b>2.69%</b>	<b>-0.14%</b>
<b>Expenditures</b>											
Salaries and Wages	\$ 1,321,259	\$ 1,167,202	\$ 88,549	\$ 95,774	\$ (7,225)	\$ 145,509	\$ 154,057	\$ (8,548)	11.52%	11.66%	0.14%
Temp/Seasonal	\$ 742,629	\$ 742,629	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Personnel Benefits	\$ 546,376	\$ 482,407	\$ 33,157	\$ 35,804	\$ (2,648)	\$ 60,802	\$ 63,969	\$ (3,167)	12.06%	11.71%	-0.36%
Supplies	\$ 626,693	\$ 616,133	\$ 7,501	\$ 8,690	\$ (1,189)	\$ 9,074	\$ 10,560	\$ (1,486)	1.61%	1.69%	0.07%
Services and Charges	\$ 2,275,850	\$ 2,211,705	\$ 92,038	\$ 46,281	\$ 45,758	\$ 104,337	\$ 64,145	\$ 40,192	7.09%	2.82%	-4.27%
Interfund Payments	\$ 360,641	\$ 305,007	\$ 45,111	\$ 55,634	\$ (10,523)	\$ 45,111	\$ 55,634	\$ (10,523)	12.66%	15.43%	2.77%
<b>Subtotal Op. Expense</b>	<b>\$ 5,873,448</b>	<b>\$ 5,525,083</b>	<b>\$ 266,356</b>	<b>\$ 242,182</b>	<b>\$ 24,173</b>	<b>\$ 364,832</b>	<b>\$ 348,365</b>	<b>\$ 16,467</b>	<b>7.48%</b>	<b>5.93%</b>	<b>-1.55%</b>
Capital Outlay	\$ 1,000,000	\$ 1,000,000	\$ 49,526	\$ 1,575	\$ 47,951	\$ 49,526	\$ -	\$ 49,526	4.95%		-4.95%
Transfers Out		\$ -									
<b>Total Expenditures</b>	<b>\$ 6,873,448</b>	<b>\$ 6,525,083</b>	<b>\$ 315,882</b>	<b>\$ 243,757</b>	<b>\$ 72,124</b>	<b>\$ 414,358</b>	<b>\$ 348,365</b>	<b>\$ (65,994)</b>	<b>7.05%</b>	<b>5.07%</b>	<b>-1.98%</b>
<b>Net Gain/(Loss)</b>	<b>\$ (36,013)</b>		<b>\$ (284,350)</b>	<b>\$ (147,640)</b>	<b>\$ 136,710</b>	<b>\$ (246,316)</b>	<b>\$ (164,317)</b>	<b>\$ 81,999</b>			

<b>* Beginning Fund Balance</b>	\$ (383,970)
Less 7% Reserve	\$ (535,879)
Less Current Lease Payments	\$ (86,334)
<b>Beginning Year Reserves</b>	<b>\$ (1,006,183)</b>
YTD Change in Cash	\$ (164,317)
<b>YTD Available Cash</b>	<b>\$ (1,170,500)</b>

\* 2026 Beginning Fund Balance does not include the FIF reserve of \$1,129,009

## Facility Improvement Fee - February 2026



	2025 February Actual	2026 February Actual	2025-2026 Monthly Difference	2025 YTD Actual	2026 YTD Actual	2025-2026 Monthly Difference
<b>Revenue</b>	\$ 561	\$ 5,463	\$ 4,902	\$ 10,346	\$ 12,978	\$ 2,632
<b>Debt Service Payments</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Facility Improvement Fee - Fund Balance	
Beginning Fund Balance	\$ 1,129,009
YTD Revenues	\$ 12,978
YTD Loan Payments	\$ -
Ending Fund Balance	\$ 1,141,987

## Golf Fund - Year-End 2025



	Adopted Budget 2025	2025 Remaining Budget Balance	2024 13th Month Actual	2025 13th Month Actual	2024-2025 Monthly Difference	2024 Year-End Actual	2025 Year-End Actual	2024-2025 YTD Difference	2024 YTD % Of Budget	2025 YTD % Of Budget	YOY % Change
<b>Revenue</b>											
Program Revenue	\$ 5,930,281	\$ (968,659)	\$ 749	\$ (863)	\$ (1,612)	\$ 6,649,483	\$ 6,898,940	\$ 249,457			
Pre-Sale Revenue					\$ -	216,362	125,204	\$ (91,158)			
Facility Improvement Fee	\$ -				\$ -	\$ (870,942)	\$ (904,436)	\$ (33,493)			
Other Transfers-In	\$ -	\$ -		\$ 26,322	\$ 26,322						
<b>Total Revenue</b>	<b>\$ 5,930,281</b>	<b>\$ 189,427</b>	<b>\$ 749</b>	<b>\$ 25,459</b>	<b>\$ 24,710</b>	<b>\$ 5,994,903</b>	<b>\$ 6,119,708</b>	<b>\$ 124,806</b>	<b>111.55%</b>	<b>103.19%</b>	<b>-8.36%</b>
<b>Expenditures</b>											
Salaries and Wages	\$ 1,263,109	\$ 135,427	\$ 107,152	\$ (54,873)	\$ 162,025	\$ 1,253,101	\$ 1,127,682	\$ 125,420	111.11%	89.28%	-21.83%
Temp/Seasonal	\$ 722,232	\$ 113,615	\$ -	\$ -		\$ 566,317	\$ 608,617	\$ (42,300)	86.89%	84.27%	-2.62%
Personnel Benefits	\$ 503,997	\$ (36,678)	\$ 5,734	\$ 7,258	\$ (1,524)	\$ 499,905	\$ 540,675	\$ (40,770)	107.02%	107.28%	0.26%
Supplies	\$ 561,900	\$ 41,218	\$ (2,692)	\$ 3,790	\$ (6,482)	\$ 436,907	\$ 520,682	\$ (83,775)	82.14%	92.66%	10.52%
Services and Charges	\$ 1,471,356	\$ (864,223)	\$ 559,212	\$ 769,283	\$ (210,071)	\$ 1,968,095	\$ 2,335,579	\$ (367,484)	137.08%	158.74%	21.66%
Interfund Payments	\$ 356,409	\$ (4,495)	\$ 4,032	\$ (14,504)	\$ 18,536	\$ 236,762	\$ 360,904	\$ (124,142)	99.90%	101.26%	1.36%
<b>Subtotal Op. Expense</b>	<b>\$ 4,879,003</b>	<b>\$ (615,136)</b>	<b>\$ 673,437</b>	<b>\$ 710,954</b>	<b>\$ (37,517)</b>	<b>\$ 4,961,088</b>	<b>\$ 5,494,139</b>	<b>\$ (533,050)</b>	<b>111.45%</b>	<b>112.61%</b>	<b>1.16%</b>
Capital Outlay	\$ 1,000,000	\$ 65,568	\$ 42,369	\$ 13,313	\$ 29,056	\$ 1,092,423	\$ 934,432	\$ 157,991	152.86%	93.44%	-59.42%
Transfers Out		\$ -									
<b>Total Expenditures</b>	<b>\$ 5,879,003</b>	<b>\$ (549,568)</b>	<b>\$ 715,806</b>	<b>\$ 724,267</b>	<b>\$ (8,461)</b>	<b>\$ 6,053,511</b>	<b>\$ 6,428,571</b>	<b>\$ 375,059</b>	<b>117.18%</b>	<b>109.35%</b>	<b>-7.83%</b>
<b>Net Gain/(Loss)</b>	<b>\$ 51,278</b>		<b>\$ (715,057)</b>	<b>\$ (698,808)</b>	<b>\$ 16,249</b>	<b>\$ (58,609)</b>	<b>\$ (308,862)</b>	<b>\$ (250,254)</b>			

<b>* Beginning Fund Balance</b>	<b>\$ 80,905</b>	Updated 3/4/25
Less 7% Reserve	\$ (454,810)	
Less Current Lease Payments	\$ (164,729)	
<b>Beginning Year Reserves</b>	<b>\$ (538,634)</b>	
YTD Change in Cash	\$ (308,862)	
<b>YTD Available Cash</b>	<b>\$ (847,496)</b>	

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

## Facility Improvement Fee - Year-End 2025



	2024 13th Month Actual	2025 13th Month Actual	2024-2025 Monthly Difference	2024 Year-End Actual	2025 Year-End Actual	2024-2025 Monthly Difference
<b>Revenue</b>	\$ -	\$ -	\$ -	\$ 870,942	\$ 904,436	\$ 33,493
<b>Debt Service Payments</b>	\$ -	\$ -	\$ -	\$ (618,025)	\$ (606,895)	\$ (11,130)

Facility Improvement Fee - Fund Balance	
Beginning Fund Balance	\$ 2,471,131
YTD Revenues	\$ 904,436
YTD Loan Payments	\$ (606,895)
Ending Fund Balance	\$ 2,768,671

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