



Spokane Park Board Golf Committee

8:00 a.m. Tuesday, September 9th 2026

Hybrid in-person and WebEx virtual meeting

Mark Poirier – Golf Manager

Committee Members:

X Barb Richey – Chair

X Gerry Sperling

X Doug Kelley

X Dean Davis

Parks Staff:

Jennifer Papich

Mark Poirier

Golf Staff:

Rob Sanders

Rob Decker

Ben Nelson

Kyle Kelly

Michelle Grafos

Karina Davila

Doug Phares

Derek Siesser

Dave Saraceano

Sandy Wick

Chris Runyan

Summary

- The Committee passed the following action items which will be presented to the Park Board for consideration and approval:
 - None
- Mark Poirier presented an update on the three Golf Professional Request for Proposals.
- Mark Poirer presented the marketing and financial reports.

- The Superintendents and Pros shared What's Happening at the Courses.

The next regularly scheduled Golf Committee meeting is set for 8:00 a.m. Tue., Oct. 6th 2026.

Minutes

The meeting was called to order at 8:01 a.m. by committee chair Barb Richey.

Public Comments: None

Action Items: None

Discussion Items:

1. Golf Professional RFP update - Mark Poirier

- a. Mark gave a presentation on the progress of all 3 Golf Professional RFPs. The Creek at Qualchan's RFP scoring and interview stages are complete and staff issued an intent to award to Kyle Kelly dba 2K's Golf Management. Interviews for Esmeralda were completed and are in the scoring phase of the process. Downriver's proposals will be graded by selection committee, once that is complete, then the committee will select individuals for the oral presentation.*

2. Spokane City Championship recap – Mark Poirier

- a. The City Championship was another great success with 150 players in the field with another 30 players on the waiting list. Staff has spoken internally about ways to accommodate more people for next year's event with a front and back 9 starting schedules. A special thanks goes out to all the Superintendents and Golf Professionals involved that make this event happen. Thank you to our sponsors Renaissance Financial for another year of support.*

Standing Reports:

1. [Golf marketing report](#) – Mark Poirier (in Fianna Dickson's absence)

- Facility Improvement posters are at each course
- Facility Improvement ad in Activity Guide (page 35)
- Running paid social media ads for Facility Improvements, that will continue into fall (we were also running discount pass paid ads, but those wrapped up recently)
- IRFP for new MarCom agency:
 - Just completed reference checks for top 3 firms
 - Scheduling final interview round at top 3 agencies' offices
 - Final selection and contracting in October

- Been honored to be part of the pro selection committees, I am learning more about the business of golf from reading proposals and it's been wonderful

2. *Golf financial report - Mark Poirier*

- a. Golf is roughly at 81% of 2026 revenue budget with a fairly flat revenue stream for the month of August. The YTD available cash line item is at \$1.4M showing a strong improvement from last year. Keep in mind this is by design as we are striving to close the delta in funding come opening day of 2027.*

3. *Superintendents report & What's happening at the courses - Mark Poirier*

Qualchan – Rob Decker states that he received his skid steer from the initial \$300k approved budget for equipment buy out. This will be a strong asset to the course for a variety of different tasks. Kyle Kelly states that course events are still going strong even into September.

Indian Canyon – Karina and Derek shared more about what they do to grow the game of golf. This includes junior golf events and camps, men's and ladies league play and development.

Esmeralda – Rob Sanders states that Esmeralda is in the best shape ever and Michelle shared more about what she does for Junior golf. Unfortunately, the recent aeration schedule needed to be postponed due to rain.

Downriver – Ben completed fall aeration without any issues. The golf course is in fantastic condition, and they also look forward to a busy event schedule in September. Ben also touched on an electrical fire that happened in the rear basement mechanical room. The small fire was contained in that room and City staff has repaired all damage internally. City is also working with a fire remediation team for cleanup.

Adjournment: The meeting was adjourned at 8:50 a.m.

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September Golf Committee Discussion Items

~Mark Poirier



Golf Professional RFP Update

Qualchan

- ✓ RFPs scored by selection committee
- ✓ Oral presentations conducted and scored by selection committee
- ✓ Intent to award to **Kyle Kelly dba 2Ks Golf Management**
 - Working with City Legal to draft contract
 - Taking forward to Golf Committee and Park Board for action in October

Esmeralda

- ✓ RFPs scored by selection committee
- ✓ Oral presentations conducted by selection committee
 - Interview panel yet to score oral presentations
 - Work with Legal to draft contract
 - Plan to issue an intent to award in the next week or so
 - Taking forward to Golf Committee and Park Board for action in October or November



Downriver

- Selection committee “kick off meeting” later today at 12:30pm
- Reviewing and scoring of RFPs by selection committee
- Schedule oral presentation interviews
- Scoring of oral presentations
- Intent to award
- Work with legal to draft contract
- Take forward to Golf Committee and Park Board in November




Esmeralda
GOLF COURSE


Downriver
GOLF COURSE


Indian Canyon
GOLF COURSE


Qualchan
GOLF COURSE

Spokane City Championship Recap

- ✓ Full field with 150 players w/30 on waitlist
- ✓ Champion Justin Krasselt





Thank you!!!!

Golf Course Superintendents and Staff

Mike Vandervert, Josh Harty, and Rob Decker

Golf Professionals

Rob Sanders, Mark Garnder, Kyle Kelly, Garrick Little, Doug Phares, Karina Davila, Derek Siesser

Sponsors

Renaissance Financial





Marketing and Communications update – Fianna Dickson

- Facility Improvement posters at each course
- Facility Improvement ad in Activity Guide (page 35)
- Running paid social media ads for Facility Improvements, that will continue into fall (we were also running discount pass paid ads, but those wrapped up recently)
- IRFP for new MarCom agency:
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2026
Annual YOY Golf
Comparison Report

[Return to Minutes](#)

ROUNDS																				
COUNT	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		
	REGULAR ROUND	20,044	17,742	2,302	17,723	15,141	2,582	18,066	16,472	1,594	17,586	16,824	762	0	0	0	73,419	66,179	7,240	
	DISCOUNT ROUND	13,432	17,510	(4,078)	15,524	19,040	(3,516)	13,784	14,736	(952)	12,823	14,812	(1,989)	0	0	0	55,563	66,098	(10,535)	
	MULTI-PLAY ROUND	4,609	3,807	802	4,450	3,599	851	2,871	2,421	450	5,790	3,670	2,120	0	0	0	17,720	13,497	4,223	
OTHER ROUND	1,537	2,747	(1,210)	2,373	2,182	191	3,077	4,338	(1,261)	2,108	2,872	(764)	0	0	0	9,095	12,139	(3,044)		
TOTAL	39,622	41,806	(2,184)	40,070	39,962	108	37,798	37,967	(169)	38,307	38,178	129	0	0	0	155,797	157,913	(2,116)		
REVENUE	REGULAR ROUND	\$ 660,851	\$ 530,224	\$ 130,627	\$ 615,192	\$ 480,852	\$ 134,339	\$ 679,349	\$ 538,561	\$ 140,788	\$ 640,194	\$ 541,283	\$ 98,911	\$ -	\$ -	\$ -	\$ 2,595,586	\$ 2,090,921	\$ 504,665	
	DISCOUNT ROUND	\$ 415,016	\$ 448,869	\$ (33,853)	\$ 482,112	\$ 497,233	\$ (15,121)	\$ 438,278	\$ 406,898	\$ 31,381	\$ 428,406	\$ 420,962	\$ 7,444	\$ -	\$ -	\$ -	\$ 1,763,812	\$ 1,773,962	\$ (10,150)	
	MULTI-PLAY ROUND	\$ 47	\$ -	\$ 47	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,689	\$ -	\$ 36,689	\$ -	\$ -	\$ -	\$ 36,736	\$ -	\$ 36,736	
	OTHER ROUND	\$ 9,266	\$ 41,305	\$ (32,040)	\$ 3,422	\$ 6,444	\$ (3,022)	\$ 58,396	\$ 90,054	\$ (31,659)	\$ 22,996	\$ 36,815	\$ (13,819)	\$ -	\$ -	\$ -	\$ 94,079	\$ 174,618	\$ (80,539)	
	TOTAL	\$ 1,085,180	\$ 1,020,399	\$ 64,781	\$ 1,100,726	\$ 984,529	\$ 116,196	\$ 1,176,023	\$ 1,035,513	\$ 140,510	\$ 1,128,285	\$ 999,060	\$ 129,225	\$ -	\$ -	\$ -	\$ 4,490,213	\$ 4,039,501	\$ 450,712	
PASSES																				
COUNT	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		
	DISCOUNT PASS	963	1,162	(199)	733	775	(42)	650	791	(141)	1,221	1,323	(102)	339	55	284	3,906	4,106	(200)	
	SEASON PASS	84	29	55	107	67	40	32	24	8	118	72	46	43	5	38	384	197	187	
	OTHER PASS	52	52	0	419	411	8	61	57	4	41	61	(20)	254	311	(58)	827	892	(66)	
TOTAL	1,099	1,243	(144)	1,259	1,253	6	743	872	(129)	1,380	1,456	(76)	636	371	265	5,117	5,195	(79)		
REVENUE	DISCOUNT PASS	\$ 74,497	\$ 91,538	\$ (17,041)	\$ 69,546	\$ 60,175	\$ 9,371	\$ 53,901	\$ 51,410	\$ 2,491	\$ 103,489	\$ 105,678	\$ (2,189)	\$ 41,793	\$ 4,930	\$ 36,863	\$ 343,225	\$ 313,730	\$ 29,495	
	SEASON PASS	\$ 77,805	\$ 47,565	\$ 30,239	\$ 106,486	\$ 57,807	\$ 48,679	\$ 38,316	\$ 17,193	\$ 21,123	\$ 110,557	\$ 91,075	\$ 19,482	\$ 34,816	\$ 6,447	\$ 28,369	\$ 367,980	\$ 220,087	\$ 147,893	
	OTHER PASS	\$ 6,540	\$ 9,443	\$ (2,903)	\$ 28,742	\$ 25,498	\$ 3,244	\$ 11,048	\$ 9,707	\$ 1,341	\$ 11,241	\$ 11,700	\$ (459)	\$ 13,747	\$ 16,664	\$ (2,917)	\$ 71,319	\$ 73,012	\$ (1,693)	
	TOTAL	\$ 158,841	\$ 148,546	\$ 10,296	\$ 204,775	\$ 143,480	\$ 61,294	\$ 103,265	\$ 78,310	\$ 24,955	\$ 225,287	\$ 208,452	\$ 16,835	\$ 90,356	\$ 28,041	\$ 62,314	\$ 782,524	\$ 606,830	\$ 175,694	
	CART FEES																			
COUNT	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		
	PRIVATE CART FEE & PERMIT	359	396	(38)	508	458	50	262	276	(14)	367	336	31	0	0	0	1,495	1,466	29	
	PRO CART FEE	20,648	19,561	1,087	21,871	21,081	790	21,548	22,812	(1,264)	22,422	20,142	2,280	0	0	0	86,489	83,596	2,893	
	TOTAL	21,006	19,957	1,049	22,379	21,539	840	21,810	23,088	(1,278)	22,789	20,478	2,311	0	0	0	87,984	85,062	2,922	
REVENUE	PRIVATE CART FEE & PERMIT	\$ 16,258	\$ 17,513	\$ (1,254)	\$ 16,744	\$ 14,457	\$ 2,287	\$ 8,394	\$ 8,004	\$ 390	\$ 19,615	\$ 14,955	\$ 4,660	\$ -	\$ -	\$ -	\$ 61,011	\$ 54,929	\$ 6,082	
	PRO CART FEE	\$ 3,907	\$ 4,029	\$ (122)	\$ 7,662	\$ 7,213	\$ 449	\$ 9,457	\$ 9,402	\$ 54	\$ 4,288	\$ 4,126	\$ 162	\$ -	\$ -	\$ -	\$ 25,313	\$ 24,770	\$ 543	
	TOTAL	\$ 20,165	\$ 21,541	\$ (1,377)	\$ 24,406	\$ 21,670	\$ 2,736	\$ 17,851	\$ 17,407	\$ 444	\$ 23,902	\$ 19,081	\$ 4,822	\$ -	\$ -	\$ -	\$ 86,324	\$ 79,699	\$ 6,625	
	BUCKET OF BALLS																			
	COUNT	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		
11,286		12,116	(830)	9,841	10,209	(368)	18,121	21,553	(3,432)	10,791	12,047	(1,256)	0	0	0	50,039	55,925	(5,886)		
REVENUE	\$ 1,115	\$ 1,165	\$ (50)	\$ 1,976	\$ 2,110	\$ (135)	\$ 4,618	\$ 4,712	\$ (94)	\$ 1,074	\$ 1,210	\$ (136)	\$ -	\$ -	\$ -	\$ 8,782	\$ 9,197	\$ (414)		
FACILITY IMPROVEMENT FEE																				
COUNT	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		
	34,253	36,931	(2,678)	33,815	35,017	(1,202)	32,773	33,539	(766)	30,531	33,315	(2,785)	383	77	306	131,755	138,879	(7,125)		
REVENUE	\$ 178,601	\$ 192,376	\$ (13,774)	\$ 178,837	\$ 180,044	\$ (1,207)	\$ 168,148	\$ 170,976	\$ (2,828)	\$ 173,774	\$ 178,438	\$ (4,664)	\$ 6,073	\$ 1,395	\$ 4,678	\$ 705,434	\$ 723,229	\$ (17,795)		
REVENUE SUMMARY																				
MISC REVENUE	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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL REVENUE	\$ 1,443,902	\$ 1,384,026	\$ 59,876	\$ 1,510,719	\$ 1,331,834	\$ 178,885	\$ 1,469,905	\$ 1,306,918	\$ 162,987	\$ 1,552,322	\$ 1,406,241	\$ 146,081	\$ 96,428	\$ 29,436	\$ 66,993	\$ 6,073,277	\$ 5,458,455	\$ 614,822		

Golf Fund - August 2026



	Adopted Budget 2026	2026 Remaining Budget Balance	2025 August Actual	2026 August 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
Revenue											
Program Revenue	\$ 6,837,435	\$ 611,980	\$ 1,020,861	\$ 992,546	\$ (28,315)	\$ 5,758,400	\$ 6,225,455	\$ 467,055			
Facility Improvement Fee	\$ -		\$ (139,273)	\$ (119,304)	\$ 19,969	\$ (733,777)	\$ (711,265)	\$ 22,512			
Other Transfers-In	\$ -	\$ -			\$ -						
Total Revenue	\$ 6,837,435	\$ (1,323,246)	\$ 881,588	\$ 873,242	\$ (8,346)	\$ 5,024,623	\$ 5,514,189	\$ 489,566	84.73%	80.65%	-4.08%
Expenditures											
Salaries and Wages	\$ 1,321,259	\$ 516,833	\$ 99,458	\$ 101,946	\$ (2,488)	\$ 740,329	\$ 804,426	\$ (64,097)	58.61%	60.88%	2.27%
Temp/Seasonal	\$ 742,629	\$ 319,120	\$ 85,086	\$ 84,971	\$ 115	\$ 417,504	\$ 423,509	\$ (6,005)	57.81%	57.03%	-0.78%
Personnel Benefits	\$ 546,376	\$ 182,046	\$ 52,499	\$ 51,047	\$ 1,453	\$ 352,888	\$ 364,330	\$ (11,442)	70.02%	66.68%	-3.34%
Supplies	\$ 626,693	\$ 243,030	\$ 54,228	\$ 53,340	\$ 888	\$ 343,203	\$ 383,663	\$ (40,460)	61.08%	61.22%	0.14%
Services and Charges	\$ 2,275,850	\$ 1,453,245	\$ 232,149	\$ 221,565	\$ 10,584	\$ 957,807	\$ 822,605	\$ 135,202	65.10%	36.14%	-28.95%
Interfund Payments	\$ 360,641	\$ 97,078	\$ 8,963	\$ 5,743	\$ 3,220	\$ 250,410	\$ 263,563	\$ (13,153)	70.26%	73.08%	2.82%
Subtotal Op. Expense	\$ 5,873,448	\$ 2,811,351	\$ 532,383	\$ 518,612	\$ 13,771	\$ 3,062,141	\$ 3,062,097	\$ 44	62.76%	52.13%	-10.63%
Capital Outlay	\$ 1,000,000	\$ 966,970	\$ 16,850		\$ 16,850	\$ 720,626	\$ 33,030	\$ 687,596	72.06%	3.30%	-68.76%
Transfers Out		\$ -									
Total Expenditures	\$ 6,873,448	\$ 3,778,322	\$ 549,233	\$ 518,612	\$ 30,621	\$ 3,782,767	\$ 3,095,126	\$ (687,641)	64.34%	45.03%	-19.31%
Net Gain/(Loss)	\$ (36,013)		\$ 332,355	\$ 354,630	\$ 22,275	\$ 1,241,856	\$ 2,419,063	\$ 1,177,207			
* Beginning Fund Balance	\$ (383,970)										
Less 7% Reserve	\$ (535,879)										
Less Current Lease Payments	\$ (86,334)										
Beginning Year Reserves	\$ (1,006,183)										
YTD Change in Cash	\$ 2,419,063										
YTD Available Cash	\$ 1,412,880										

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

Facility Improvement Fee - August 2026



	2025 August Actual	2026 August Actual	2025-2026 Monthly Difference	2025 YTD Actual	2026 YTD Actual	2025-2026 Monthly Difference
Revenue	\$ 139,273	\$ 119,304	\$ (19,969)	\$ 733,777	\$ 711,265	\$ (22,512)
Debt Service Payments	\$ -	\$ -	\$ -	\$ (309,548)	\$ (388,735)	\$ 79,187

Facility Improvement Fee - Fund Balance

Beginning Fund Balance	\$ 1,129,009
YTD Revenues	\$ 711,265
YTD Loan Payments	\$ (388,735)
Ending Fund Balance	\$ 1,451,540

GOLF SIP Loan Amortization

Period Ending	Principal	Interest	Total Payment
6/1/2026	\$ 343,681	\$ 45,054	\$ 388,735
12/1/2026	\$ 345,075	\$ 43,660	\$ 388,735
Current Outstanding Balance		\$ 3,597,918	