



Lozano Golf Center Executive Golf Course and Practice Range Remodel

May 5, 2021



Greatest Current Opportunity for Corpus Christi Golf?



- The plan since 2011 has been to do a complete remodel of both the Executive Course and the practice range with the objective of creating a state-of-the-art facility that would be of the finest quality of golf in the City.
- It will transform an underutilized 40 acres of mostly non-irrigated space into a beautiful facility enhancing golf play, programming and instruction!
- This Executive Course will attract and serve many of the winter Texan visitors who come to Corpus Christi and presently play our other courses and enable more quality playing time for our junior golf programming and schools.
- Winter Texans play golf in the mornings and junior golf programming and school practice occurs in the afternoons. As a result, we expect that the renovated and improved golf course will be busy all day long.
- As part of the existing regulation golf facility this “State of the Art” facility will add only a small amount of additional operating expense but will increase programming, golf inventory and profitability in a significant way.
- It will provide improved accommodations for the 9 high schools and 11 middle schools that our golf courses serve for practice, play and competition.

The Executive & Junior Golf Training Facilities at Gabe Lozano Golf Center for The City of Corpus Christi, Texas

- 1 Expanded practice tee area accommodate 50 hitting stations at one time.
- 2 The range area will be excavated and leveled to create better visibility from the tee, improve the drainage and ensure fill to be used on the golf holes and for a high ridge to wrap around the range for protection and containment.
- 3 Add a new 10,000 sq. foot practice putting green. The existing practice putting green can be used as a warm-up green for players on the eighteen hole courses.
- 4 Add a short grass practice area for chipping and bunker practice. The area can be cut up as an separate practice areas on one or two hole chips or just remain with each hole playing up to 30-60 yards long.
- 5 Add a precision putting area with small target greens at 10 yard distance up to 100 yards.
- 6 Add a Scottish-style “bowl” to facilitate drainage for the 9 hole course and to add some strategy, mystery and interest to a few of the holes. The bowl will drain into the existing drainage channel along the east side of the golf course.

	100	150	200	250	300	350	400	450	500
A1	100	130	160	190	220	250	280	305	335
A2	100	130	160	190	220	250	280	305	335
B1	80	110	140	170	200	230	260	285	315
B2	80	110	140	170	200	230	260	285	315



Hole	Par	Yds.	SHL	SHLH	Yds.
1	4	330	208	210	
2	3	115	58	60	
3	4	305	300	280	
4	3	230	190	120	
5	3	210	128	110	
6	3	165	130	90	
7	3	160	110	80	
8	3	165	100	100	
9	4	285	230	185	
Total	30	2025	1648	1310	

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9 Hole Master Plan

Highlights of the Remodel Project:

- ① Expanded practice tee can accommodate 50 hitting stations at one time.
- ② The range area will be excavated and lowered to create better visibility from the tee, improve the drainage and create fill to be used on the golf holes and for a high ridge to wrap around the range for protection and containment.
- ③ Add a new 10,000 sq. foot practice putting green. The existing practice putting green can be used as a warm-up green for players on the eighteen hole course.
- ④ Add a short game practice area for chipping and bunker practice. The area can be set up as six separate practice areas or as a six hole chip-n-putt course with each hole playing up to 30-40 yards long.
- ⑤ Add a precision pitching area with small target greens at 10 yard distances up to 100 yards.
- ⑥ Add a Scottish-style “burn” to facilitate drainage for the 9 hole course and to add some strategy, variety and interest to a few of the holes. The burn will drain into the existing drainage channel along the east side of the golf course.

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Target	100	120	150	180	200	220	250	275	300
1	100	120	150	180	200	220	250	275	300
2	100	120	150	180	200	220	250	275	300
3	100	120	150	180	200	220	250	275	300
4	100	120	150	180	200	220	250	275	300
5	100	120	150	180	200	220	250	275	300
6	100	120	150	180	200	220	250	275	300
7	100	120	150	180	200	220	250	275	300
8	100	120	150	180	200	220	250	275	300
9	100	120	150	180	200	220	250	275	300



Hole	Par	Blue	White	Red
1	4	230	205	210
2	3	115	95	65
3	4	305	300	250
4	3	230	190	120
5	3	210	175	110
6	3	165	130	90
7	3	140	110	80
8	3	160	150	100
9	4	305	290	165
Total	30	2025	1645	1210

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9 Hole Master Plan

Economics of The Remodel

Lozano Golf Center Executive Course 2019 & 2020 YTD Rounds and Revenues			
2019	Rounds Played	Yield	Revenue
Executive 9 Hole Green Fee	3,554	\$ 9.99	\$ 35,513.51
Executive 9 Hole Junior Green Fee	829	\$ 4.41	\$ 3,656.50
Total	4,383	\$ 8.94	\$ 39,170.01
2020	Rounds Played	Yield	Revenue
Executive 9 Hole Green Fee	6,182	\$ 10.00	\$ 61,797.42
Executive 9 Hole Junior Green Fee	786	\$ 4.50	\$ 3,537.00
Total	6,968	\$ 9.38	\$ 65,334.42

Based on 364 days/Yr. Actual Executive 9 Rounds / Day
10
2
12
17
2
19

Lozano Golf Center Executive Course Post-Renovation Pro Forma			
Effect of Renovation of Executive Course			
<i>Includes a complete redesign of the golf course, new putting greens, regrading holes, new irrigation, installation of bunkers, and planting new Seashore Paspalum on putting greens, fairways, tees and rough</i>			
Post-Renovation Pro Forma: Stabilized Year 1	Rounds Projected	Yield	Revenue Projected
Executive 9 Hole Green Fee	11,648	\$ 25.00	\$ 291,200
Executive 9 Hole Junior Green Fee	2,912	\$ 15.00	\$ 43,680
Food & Beverage		\$ 5.00	\$ 72,800
Total Post-Renovation Results	14,560	\$ 28.00	\$ 407,680

Based on 364 days/Yr. Projected Executive 9 Rounds / Day
32
8
40

Potential Incremental Revenue if Executive Course is Lighted			
Nighttime Operation			
Executive 9 Hole Green Fee	10,192	\$ 25.00	\$ 254,800
Executive 9 Hole Junior Green Fee	1,456	\$ 15.00	\$ 21,840
Food & Beverage		\$ 6.00	\$ 69,888
Total Nighttime Operation	11,648	\$ 29.75	\$ 346,528

Based on 364 days/Yr. Projected Executive 9 Rounds / Day
28
4
32

Potential Total Per Year (Rounds and Revenue - Daytime/Nighttime Operation)			
Total	26,208	\$ 28.78	\$ 754,208

Rounds/Day
72

Lozano Practice Facility and 9 Hole Short Course Renovation

Construction Quantities & Cost Estimate

December 10, 2019

Description	Quantity	Unit	Unit Cost	\$ Amount	Totals	Comments/Assumptions
Project Preparation						
Contractor Mobilization	1	Lump Sum	\$ 75,000.00	\$ 75,000.00		
Layout & Staking	1	Lump Sum	\$ 10,000.00	\$ 10,000.00		
					\$ 85,000.00	
Clearing & Disposal						
Turf Stripping & Disposal	44	AC	\$ 750.00	\$ 33,000.00		Remove turf/vegetation to begin shaping
Cart Path Removal & Disposal	4,000	SF	\$ 0.45	\$ 1,800.00		Buried on site in mounding or out of play area
					\$ 34,800.00	
Earthwork & Excavation						
Erosion Control - Silt Fence	3,500	LF	\$ 3.50	\$ 12,250.00		Silt fence along drainageway
Excavation & Mass Grading	50,000	CY	\$ 3.50	\$ 175,000.00		Cut/fill to build golf features
					\$ 187,250.00	
Shaping & Feature Construction						
Shaping	1	Lump Sum	\$ 125,000.00	\$ 125,000.00		Shaping of golf features
Green Construction	83,000	SF	\$ 2.00	\$ 166,000.00		Native soil with 4" sand cap; no drainage, gravel or green well
Tee Surface Laser Levelling	56,000	SF	\$ 0.35	\$ 19,600.00		Practice tees only
Bunker Construction	20,700	SF	\$ 2.00	\$ 41,400.00		Includes edging, drainage and gravel
Bunker Sand	556	TN	\$ 55.00	\$ 30,580.00		6" compacted depth
					\$ 382,580.00	
Golf Course Drainage						
4" ADS N-12 Solid Pipe	5,000	LF	\$ 5.00	\$ 25,000.00		Fairway and bunker drainage
6" ADS N-12 Solid Pipe	1,500	LF	\$ 7.00	\$ 10,500.00		Sized up for multiple inlets
10" ADS N-12 Solid Pipe	1,000	LF	\$ 11.00	\$ 11,000.00		Sized up for multiple inlets
8" Inlet with iron grate	15	EA	\$ 250.00	\$ 3,750.00		Green surroundings
12" Inlet with iron grate	15	EA	\$ 325.00	\$ 4,875.00		General fairway areas
18" Inlet with iron grate	3	EA	\$ 450.00	\$ 1,350.00		Bottom of practice range
					\$ 56,475.00	
Irrigation						
Heads, Pipe & Wiring	43	AC	\$ 20,000.00	\$ 860,000.00		Adjusted acreage covered up from 30 acres to 43 acres
					\$ 860,000.00	
Cart Paths & Bridges						
12' Wide Cart Path	8,000	SF	\$ 4.25	\$ 34,000.00		4" thick concrete path
Low Water Crossings	5	EA	\$ 3,500.00	\$ 17,500.00		CMP under concrete path to get across the drainage "burn".
					\$ 51,500.00	
Finishing						
Finish Grading & Grassing Prep	41.0	AC	\$ 2,500.00	\$ 102,500.00		Fairway and primary rough areas only
Planting Bed Amending/Fertilizing	43.0	AC	\$ 1,000.00	\$ 43,000.00		Greens, tees, fairways and primary rough
					\$ 145,500.00	
Grassing						
Greens	83,000	SF	\$ 0.45	\$ 37,350.00		Paspalum grass sprigged
Tees, Fairways and Rough	41.0	AC	\$ 3,000.00	\$ 123,000.00		Paspalum grass sprigged
					\$ 160,350.00	
Sub-Total Construction Cost Est.					\$ 1,963,455.00	
Miscellaneous/Additional Items						
Golf Course Architect Fees & Expenses	1	Lump Sum	\$ 150,000.00	\$ 150,000.00		Golf course architect, irrigation designer and all expenses
Contingency Fund	1	Lump Sum	\$ 196,345.50	\$ 196,345.50		Roughly 10% of construction cost
					\$ 346,345.50	
Total Construction Cost Est.					\$ 2,309,800.50	



Next Phase and Major Step to Play and Profitability



Lighting The Executive Course and Practice Range

- This project is also a game changer. With the beautiful and temperate climate of Corpus Christi, the only thing that curtails playing and practicing the game of golf is daylight.
- Lighting short courses is becoming increasingly popular to extend the hours that the game can be played. The San Pedro Driving Range and Par 3 Course in San Antonio (pictured right) which was just remodeled and lighted by the Alamo City Golf Trail, has been a huge success.
- With the volume of shift work that occurs in Corpus Christi, we are convinced that this golf course and the practice range would be utilized at night if the facilities were of good quality and lighted.





Cost To Light and ROI



Potential Incremental Revenue if Executive Course is Lighted			
Nighttime Operation			
Executive 9 Hole Green Fee	10,192	\$	254,800
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Food & Beverage		\$	69,888
Total Nighttime Operation	11,648	\$	346,528

<i>Based on 364 days/Yr.</i>
<i>Projected Executive 9</i>
<i>Rounds / Day</i>
28
4
32

Current Estimate to Light 40 Acres = \$500,000

- After operating expenses, investment can be recouped in approximately 2 years.