

Foresight Golf™
Exceptional Golf! Remarkable Value!!



Golf Course Annual Update to City Council



Council Presentation
May 20, 2014



Lease Timeline

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- Management Agreement
November 2010 – January 2011
- Lease Agreement began February 2011
- Twenty-year Lease Agreement (2011-2021)
- Just Completed Third Full Year



Financial

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- Rounds of Golf – 79,395 (8,512 decrease)
 - Oso Beach 43,067 (4,914 decrease)
 - Lozano 36,328 (3,598 decrease)
 - National Average for a Public Course = 33,000

- Total Revenue – \$2,798,611 (\$26,806 decrease)
- Total Expenditures - \$2,549,792 (\$41,932 increase)
- Net Operating Surplus - \$248,819 (\$68,738 decrease)
- City Share of Surplus - \$124,409 (\$9,370 decrease)



Course Conditions

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Lozano Restrooms





Course Conditions

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Lozano
Bunker
Renovation





Customer Satisfaction

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Oso Beach – 90.8% Good or Excellent

Lozano – 90.8% Good or Excellent

Overall – 90.8% Good or Excellent



2013 Recap

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- Financial
 - \$ 248,819
 - Food and Beverage Sales, Merchandise Sales, Driving Range Revenues were up
 - More Non-Golf Functions (receptions, etc.)
 - Revenue per round 33.42 (up \$2.00 per round)
- Rounds of Golf
 - Down due to Weather – 51 more bad weather days in 2013 than in 2012 – primarily in Sept, Nov and Dec
- Improved Course Conditions
 - Bunkers
 - Lozano Pro Shop



2014 Goals

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- Financial
 - 2014 Budget – Project \$400,000 net operating surplus
- Purchase Additional Equipment
 - Fairway Mowers

Facility Improvements (Capital Surcharge Fund)

- Lozano
 - Paint Clubhouse, Complete Renovation of Sand Bunkers
- Oso Beach
 - Paint Clubhouse
 - Restroom Repairs – at Hole #13 restroom



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Questions?
