



AGENDA MEMORANDUM
for the City Council Meeting of June 23, 2015

DATE: June 11, 2015
TO: Ronald L. Olson, City Manager
FROM: Stacie Talbert Anaya, Interim Director
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UPDATE TO CITY COUNCIL
Foresight Golf

STAFF PRESENTER(S):

<u>Name</u>	<u>Title/Position</u>	<u>Department</u>
1. Stacie Talbert Anaya	Interim Director	Parks & Recreation
2.		
3.		

OUTSIDE PRESENTER(S):

<u>Name</u>	<u>Title/Position</u>	<u>Organization</u>
1. Dan Pedrotti	President	Foresight Golf LLC
2.		
3.		

BACKGROUND :

This presentation provides an update on the fourth year of golf course operations under the lease agreement with Foresight Golf. In February 2011, the City of Corpus Christi signed a lease agreement with Foresight Golf to run golf operations at both Gabe Lozano Jr. Golf Complex and Oso Beach Golf Course. The agreement establishes an opportunity for a better quality golf experience for residents and visitors while reducing liabilities to tax payers. Per the agreement, Foresight Golf assumes complete liability of operating expenses and splits all net profits 50/50 with the City.

In 2014, Foresight overcame substantial challenges with weather patterns and reduced opportunities for play to continue its streak of sharing revenue with the city. This year the golf courses logged over 72,000 rounds and is sharing a net operating surplus of over \$82,000 with the city. While these numbers are down from FY2013, numbers are substantially higher than when Foresight assumed operations of the golf courses and customer satisfaction continues to grow – a rare feat for public golf courses.

These successes can be attributed to the changes and improvements Foresight has made to the facilities as well as improvement in operations in order to enhance the golfer's experience. This year the following improvements were made:

- Finished Bunker Renovation at Lozano
 - complete with redesign
 - new drainage
 - new "Super White" Bunker Sand.

- Creation of a 5th set of tees at Lozano.
 - Constructed 11 new strategic forward tees
 - New Course Yardage:
 - Black – 7,027
 - Forest – 6609
 - Blue - 6,002
 - Stone – 5,387
 - Copper – 4,518
- Pro Shop Improvements at each site
- Equipment upgrades.

In 2015, Foresight plans to continue its commitment to improving the golfer's experience by purchasing additional equipment and making the following improvements:

- Lozano
 - Improve drainage at range
 - Tee sign package featuring new course yardages
- Oso Beach
 - Bunker Renovation
 - Cart path improvements
 - Forward tee construction holes: 1,5,6,7,9 and 11-13.

Unfortunately, weather continues to limit the number of rounds available for play at each course this year. Despite this challenge, Foresight projects a similar net revenue sharing opportunity as 2014.

Long term improvements scheduled for the courses and listed in the 2012 Parks and Recreation Master Plan include:

- Major Upgrade and Renovation of Lozano Practice Facility and 9 Hole Executive Course.
- New Clubhouse Buildings for Lozano Golf Center and Oso Beach Golf Course.

LIST OF SUPPORTING DOCUMENTS:

Power Point Presentation