



**CORPUS
CHRISTI
PARKS &
RECREATION**

Foresight Golf™
Exceptional Golf! Remarkable Value!

Golf Course Update

May 21, 2013

Privatization Timeline

- Management Agreement
 - November 2010 – January 2011
- Lease Agreement
 - February 2011 – January 2021
- Just Completed Second Full Year

Financial

- Rounds of Golf – 87,907 (7,300 round increase)
 - Oso Beach 47,981 (4,673 increase)
 - Lozano 39,926 (2,627 increase)
 - National Average for Public Courses 33,000
- Total Revenue – \$2,825,417 (\$418,281 increase)
- Total Expenditures - \$2,507,860 (\$465,003 increase)
- Net Operating Surplus - \$317,557
- Operating Reserve - \$50,000 (\$25,000 each)
- City Rent Payment - \$133,779

Course Conditions

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Lozano – Hole #5, #7, #9



Oso Beach – Hole #1, #3 #12

Customer Satisfaction

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- Oso Beach – 93.5% Good or Excellent
- Lozano – 93.0% Good or Excellent
- Overall – 93.3% Good or Excellent

2012 Successes

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- Financial
 - \$317,557
 - Increased – Food and Beverage Sales, Merchandise Sales, Driving Range Use, Rounds of Golf
- Increased Rounds of Golf
 - More – Winter Texans, Weekend Visits, Repeat Golfers, Non-Golf Functions
- Improved Course Conditions
 - Irrigation Improvements – repair to lines and heads, additional heads, acid injector

2013 Goals

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- Financial
 - 2014 Budget – Project \$400,000 net operating surplus
- Purchase Additional Equipment
 - Mini Excavator and Dump Trailer
- Facility Improvements (Capital Surcharge Fund)
 - Lozano
 - Paint Clubhouse, Add More Irrigation, Renovate Sand Bunkers
 - Oso Beach
 - Paint Clubhouse
 - Restroom Repairs

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QUESTIONS?

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