



Golf Course Annual Update and Initial Lease Term Recap to City of Corpus Christi

November 10, 2020



Lease Agreement Timeline



- **Lease Agreement began February 2011**
 - **Lease Agreement (2011-2021)**
 - **Nearing the Completion of Initial Term (10 years) January 31, 2021**
-



Structure Of The Lease

- Net Income Sharing Partnership
- If there's profit, Foresight Golf splits evenly with the City.
- If there's a loss, Foresight Golf is responsible
- No Risk to the City



Two Golf Properties

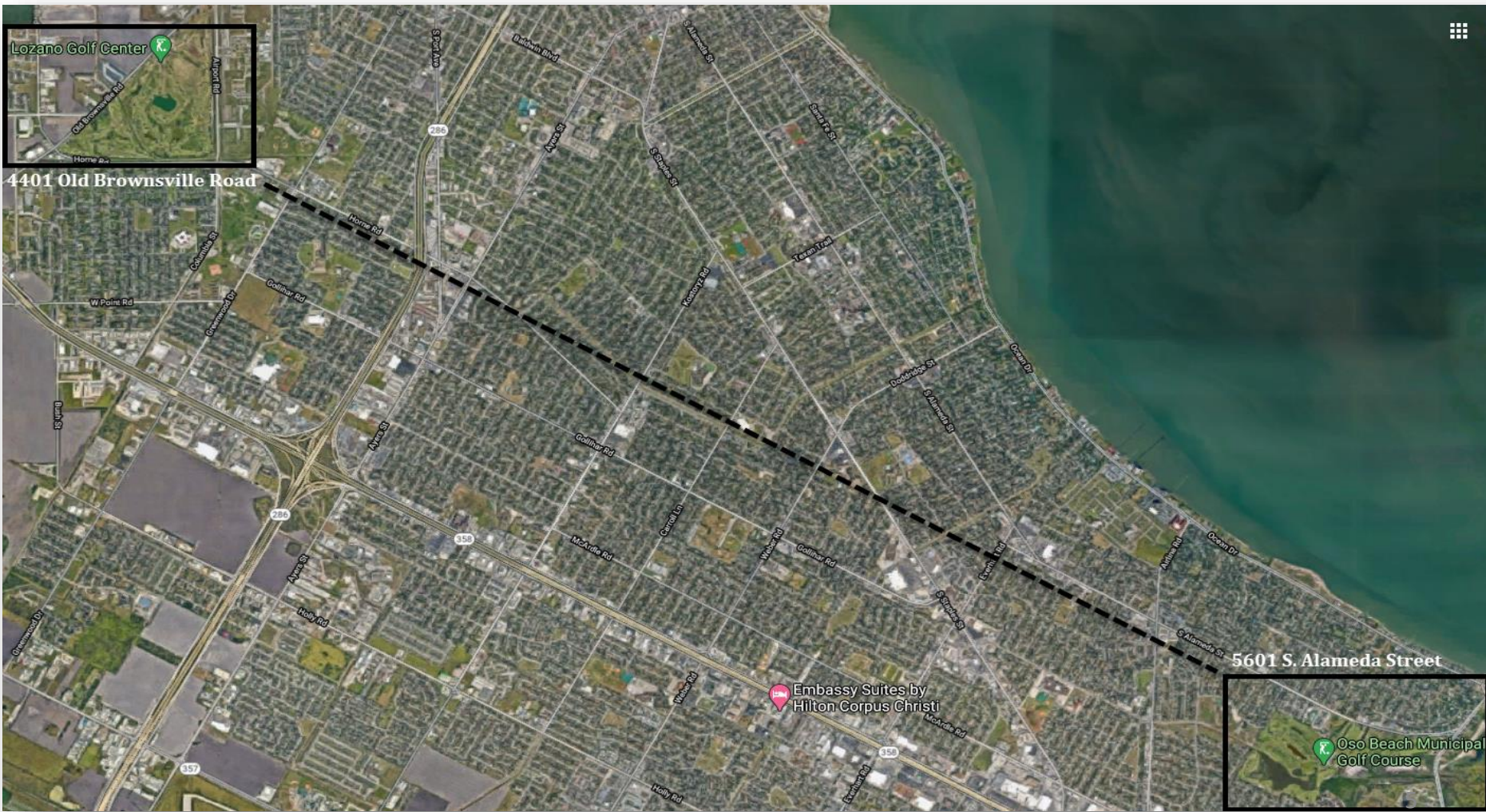


Lozano Golf Center

- 4401 Old Brownsville Road
- 18 Hole Regulation Golf Course
- 9 Hole Executive Course
- Practice Range




- 5601 S. Alameda Street
- 18 Hole Regulation Golf Course
- No Practice Range



4401 Old Brownsville Road

5601 S. Alameda Street

 Embassy Suites by
Hilton Corpus Christi

 **Oso Beach Municipal
Golf Course**



Capital Surcharge Fund



- Welcome provision of the lease that sets aside money for capital projects and equipment
 - ✓ \$1.50 per regular green fee of \$35 Weekday/ \$42 Weekend (includes golf car)
 - ✓ \$1 per senior green fee of \$28 riding
 - ✓ \$.75 per junior green fee of \$8 walking/\$20 riding
- During the term of the lease, we have collected and deployed to the improvement of the golf courses and facilities \$1,035,000 as of August this year.



Golf Course Improvements Utilizing the Capital Surcharge Fund



Lozano Golf Center

Course Improvements Leading To Improved Playability

- Added 100+ irrigation heads to improve turfgrass coverage.
- Complete renovation of 25 sand bunkers
- Constructed 9 new tees creating a new 5th set of "forward" tees playing 4,518 yards.
- Re-leveled and resurfaced the upper practice range deck and installed artificial turf tee line.
- Made multiple repairs to the Lozano clubhouse building, maintenance facility buildings and parking lot.
- Purchased various maintenance equipment (mowers, utility vehicles, etc.)





Aesthetic, Architectural Improvements



Completed Lozano Bunker Renovation Pictures



Capital Improvements Done “In House”



- ✓ Over the past almost 10 years, Foresight Corpus Christi Golf has completed many capital improvements in-house using the capital surcharge fund.



- ✓ These capital improvements are accomplished more effectively and with vastly less expense versus hiring an outside contractor to oversee and complete the projects.



Redo of 13 Green and Bunkers at Oso Beach



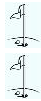


Golf Course Improvements Utilizing the Capital Surcharge Fund



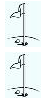
Oso Beach Improvements

Golf Course Improvements



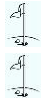
Complete Renovation to 31 Sand Bunkers

Constructed 11 new "forward" tees to create a 4th set of tees playing at 4,220 yards. New course yardage is: Forest Green – 6,223, Blue – 5,728, Stone – 5,193, Copper – 4,220



Remodeled and increased putting green size on holes 7, 13 and 18.

Resurfaced the entire parking lot and entrance road and added new curbing



Various maintenance equipment (mowers, utility vehicles, etc.)

Irrigation system improvements (pumps, controllers, etc.)



Future Capital Improvement Plans



Lozano Golf Center

- ✓ Repair erosion of lake edge with Gabion baskets and reclaim lost area on hole #2.
- ✓ Remodel on-course restrooms.



Oso Beach

- ✓ Install new sign package including tee signs and directional signs.
- ✓ Repair and replace fixtures in clubhouse restrooms.
- ✓ Install new cart path on hole #14.





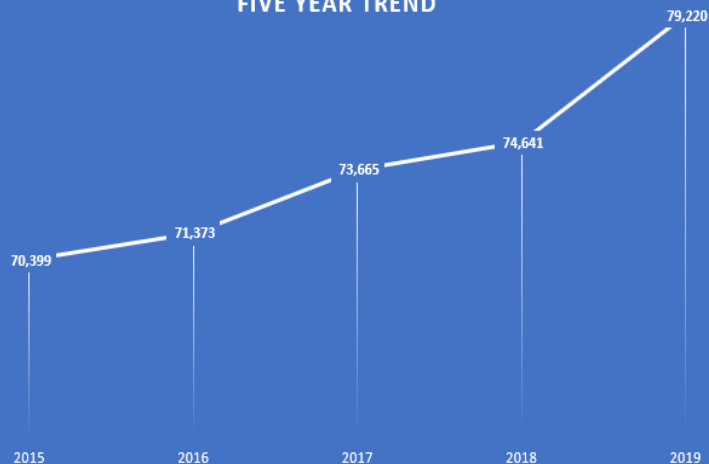
Financial Highlights

Continued Growth in Rounds & Net Operating Income



	2015	2016	2017	2018	2019
Rounds of Golf	70,399	71,373	73,665	74,641	79,220
Net Operating Income	\$ 144,735	\$ 160,445	\$ 254,651	\$ 272,795	\$ 467,942

**ROUNDS OF GOLF
FIVE YEAR TREND**



**NET OPERATING INCOME
FIVE YEAR TREND**



FCCG Lease Share to the City



Revenue Generating Create-Events

Creating new rounds and revenues that didn't previously exist through fun, themed golf events!

Additional Annual
Revenue of
\$60,000!



New League Business!



Identifying underutilized days and times of the week and making them a boon!

- ✓ 2018 League Results = \$77,819 in Total Revenue
- ✓ 2019 League Results = \$101,157 in Total Revenue
- ✓ 2021 Projected League Results = ~\$165,000 in Total Revenue



These have created not only great additional revenues, but super fun evening events for our customers that did not previously exist!



Stewards of Junior Golf in Corpus Christi!



- Host of Nine Boys and Girls High School Golf Teams for Play and Practice
- Home for all CCISD Middle School Golf Programming
- Host of Local, District, and Regional UIL Golf Competitions



High Schools

- Carroll H.S.
- King H.S.
- Miller H.S.
- Moody H.S.
- Ray H.S.
- Veterans Memorial H.S.
- Incarnate Word Academy H.S.
- West Oso H.S.
- London H.S.

Middle Schools

- Adkins M.S.
- Baker M.S.
- Browne M.S.
- Cunningham M.S. at South Park
- Driscoll M.S.
- Grant M.S.
- Haas M.S.
- Hamlin M.S.
- Kaffie M.S.
- Martin M.S.

Outreach and Programming for Junior Golfers

- Ongoing active **Junior Golf Academy** that meets weekly and consists of 20 to 30 junior golfers of various ages throughout the year.
- Multiple **Junior Camp Opportunities**, including five week-long junior camps throughout the summer.
- All juniors, 18 and younger, **play FREE** with a paid adult green fee.



Robust Instructional Programs!



“Unintimidating” Beginner Golf Instruction

- ✓ Revolutionary “Learn to Play Golf” and “Learn to Play Golf 2.0” classes are designed specifically for beginner golfers!
- ✓ Delivered multiple times throughout the year in five-week, one-hour sessions and in an all-beginner group format.
- ✓ Upon graduation, beginners are ready to play golf as we’ve taught them all aspects of the golf swing, etiquette, even how to make a tee time!



Play Better Golf Instructional Program

- ✓ On-going affordable coaching program geared for the amateur golfer who is looking to improve their game and have more fun playing golf!
- ✓ Small annual fee (\$50/year), and very affordable half hour or hour lesson rates with our full-time Director of Better Golf, Mathew Charles (pictured).





Customer Satisfaction 2011-2019 Survey Results



Oso Beach – 92% Good or Excellent

Lozano – 92% Good or Excellent

Overall – 92% Good or Excellent



What Our Customers are Saying!



Mr. Miller,

I wanted to congratulate you, Foresight Golf, and your hard working, dedicated staff on the outstanding job you folks have done in operating and maintaining the City's Oso Beach and Gabe Lozano municipal golf courses.

The playability and conditions of the courses remain top notch, regardless of the time of year and even when Mother Nature has been less than cooperative. The courses are constantly being maintained, manicured, and improved including the parking lots. The pro shops are well merchandised, golf carts are always very clean and in good working order. The concession areas are clean, the food and beverage service is excellent, and restrooms are sanitary.

Gerry Morrow

Mr. Pedrotti,

Just wanted to thank you and the employees of Foresight Golf on the excellent way things are being handled in Corpus Christi. While I miss King's Crossing Country Club your people have made playing at our two public courses as close to that experience as possible. Club pickup in the parking lot, iced towels during the hot months, excellent course maintenance and best of all friendly employees who know your name. I try to thank all the employees I come in contact with, but sometimes I need to tell the headquarters. Your making some excellent improvements to the greens and traps. Someday maybe the clubhouses can be replaced. Just dreaming!

Roger Mueller



Future Vision for Corpus Christi Golf?



- Renovate and light the Executive Nine Hole Course at Lozano Golf Center. This has the potential of being one of the most state of the art play and practice facilities in all of Texas and would be an excellent accoutrement for instructional and programming opportunities in Corpus Christi!
- Work with the City in the development and construction of new clubhouse buildings for both Lozano Golf Center and Oso Beach Golf Course.
- Foster a Partnership with the Corpus Christi Convention and Visitors Bureau to help Corpus Christi become a true golfing destination!





2020 – The Year of The Anomaly



- 2 things have occurred that have been good for the game and business of golf:
 - ✓ The effect of the Coronavirus on outdoor activities.
 - ✓ Excellent weather for golf.
- Rounds are up 24% and revenues are up 26% over last year.
- Since April of 2020, both golf courses have experienced nearly 2,000 new customers who had not played us prior to this date.
- Surveying these customers, the survey shows that:
 - ✓ The majority of new players are between the age of 24 and 45 years old.
 - ✓ Approximately 23% did not play golf before April of this year!



What Questions can we Answer?
