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A G E N D A

**Delta City Council
Work Session**

**October 15, 2013
5:00 p.m.**

- A. Budget**
- **Golf Course**

2014 Golf Course Budget

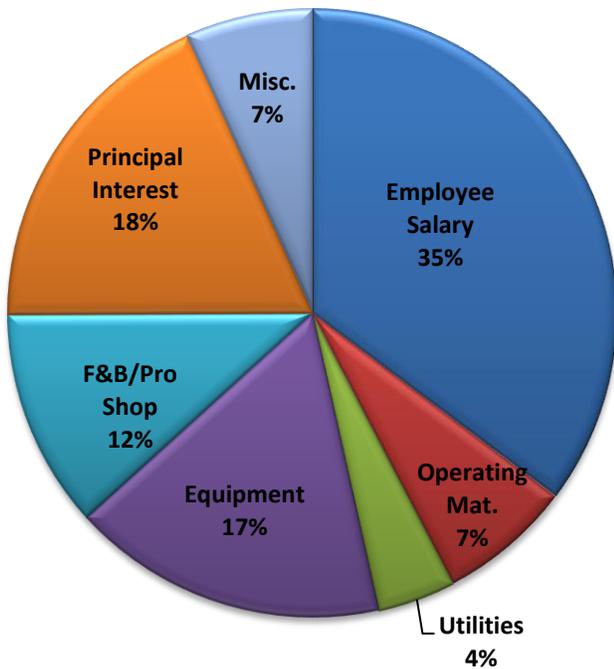
Summary:

2013 spring season saw one of the worst starts in history due to unusually cold weather throughout the country with 47 states experiencing low rounds of golf. Since then rounds and revenues have plateaued and we have seen increases in women's and senior participation due to golf promotions and clinics. Discounting has become more prominent with added competition of country clubs opening their doors to the general public a couple days of week to make up for revenue shortfalls.

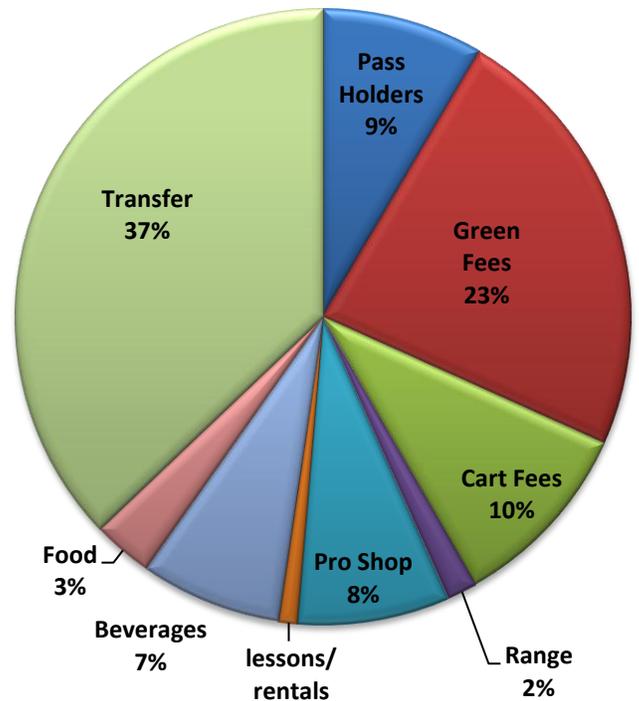
Annual Highlights:

- Top 10 ranking out 259 Colorado golf courses (3rd year in a row)
- 2013 we were ranked #7 "Best Courses to Play" by Golf week Magazine
- Implementation of zip code tracking system
- Increase in Tournament Participation
- Control of fairy ring on golf course greens and fairways

2014 Revenue Breakdown



2014 Expense Breakdown



Key Indicators:

	2014
Total Rounds Played	Benchmark being established
Revenue Per Round Played	Benchmark being established
Number of Tournament Participants	Benchmark being established
Number of out-of-county visits	Benchmark being established
Profit/ Loss in Food and Beverage	Benchmark being established

Golf Course Fund - 48
Revenue - 00

Account #	Revenues by Source	2012 Actual	2013 Estimated	2014 Budget	2015 Estimated
Golf Course Revenue					
64609	Memberships	74,632	70,000	80,000	80,000
64610	Green Fees	210,397	190,000	220,000	220,000
64611	Cart Rental	97,453	80,000	95,000	95,000
64613	Driving Range	12,943	11,000	15,000	15,000
64614	Pro shop	77,870	70,000	75,000	75,000
64616	Lessons	2,783	800	5,000	5,000
64677	School Programs		2,500	2,500	2,500
66230	Other Rental	123	15	2,000	2,000
66275	Snack Bar Rental	6,600	3,975		
66300	Beverages		8,448	70,000	70,000
66305	Food		4,500	30,000	30,000
66460	Donations			2,500	2,500
66570	Other Revenues	5,099			
	Subtotal Golf Course	<u>487,900</u>	<u>441,238</u>	<u>597,000</u>	<u>597,000</u>
Other Financing Sources					
67741	Transfer From ML&P	<u>427,597</u>	<u>439,000</u>	<u>340,000</u>	<u>300,000</u>
	Total Subsidies	<u>427,597</u>	<u>439,000</u>	<u>340,000</u>	<u>300,000</u>
Total - Golf Course Fund		<u>915,497</u>	<u>880,238</u>	<u>937,000</u>	<u>897,000</u>