

Lakeview Golf Course 2022 Pricing Discussion

Mike Barton, MPR Parks Superintendent



38,739 Total Number of Rounds!

Deferred Maintenance

Carts

- Battery replacement \$8,500
- Supplemental cart rental \$16,000

Maintenance Equipment

- Repair & maintenance \$40,000
- Small tools \$7,500

Clubhouse Repair & Grounds Maintenance

- Building \$16,000
- Equipment \$13,000
 - ✓ Dish machine
 - ✓ Ice machine
 - ✓ Fryer

- Landscaping \$5,000
- Parking lot \$10,000
- Goose control \$6,000
- New fountains & electrical \$10,000
- Temporary piping for surface water diversion \$10,000

Range Expenses \$29,000

- Ball supply
- Ball machine
- Range picker assembly
- Mats

Computer/Office equipment \$11,000

Security/Alarm upgrades \$4,000

Legal fees (liquor license transfer) \$5,000

Improved Course Conditions & Customer Service!

Lakeview	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
Oct 2021	48.8	8.5	9.1	7.7	8.1	8.5	82
Rolling-12	30.1	8.0	8.9	7.1	8.1	8.0	1008

Summary Operating Results	October Actual	October Budget	Rolling-12	FY 2021-22 Budget
Golf Operations				
Revenue				
Green/Cart Fees	\$85,700	\$65,671	\$992,445	\$821,793
Range	\$5,618	\$2,431	\$93,553	\$40,068
Pro Shop	\$20,538	\$14,080	\$177,352	\$193,923
Total Revenue	\$111,856	\$82,182	\$1,263,350	\$1,055,784
Cost of Goods Sold	\$7,973	\$8,008	\$101,360	\$113,989
<i>as a % of revenue</i>	67.0%	70.0%	60.8%	71.9%
Payroll, Taxes & Benefits	\$58,616	\$57,140	\$573,099	\$677,145
Operating Expenses	\$87,215	\$34,026	\$569,660	\$382,711
Total Expenses	\$145,831	\$91,166	\$1,142,759	\$1,059,856
Income (Loss) from Golf Operations	(\$41,948)	(\$16,992)	\$19,231	(\$118,061)
Rounds	3,423	2,860	38,739	34,607
<i>Avg GF/CF per Round</i>	\$25.04	\$22.96	\$25.62	\$23.75
Food & Beverage				
Total Revenue	\$42,878	\$36,778	\$490,556	\$530,149
Cost of Goods Sold	\$28,748	\$14,231	\$245,315	\$203,957
<i>as a % of revenue</i>	42.5%	38.7%	50.0%	38.5%
Payroll, Taxes & Benefits	\$12,216	\$22,935	\$171,094	\$310,086
Operating Expenses	\$11,074	\$2,250	\$87,256	\$45,050
Total Expenses	\$52,038	\$39,416	\$503,665	\$559,093
Income (Loss) from F&B	(\$9,160)	(\$2,638)	(\$13,109)	(\$28,944)
EBITDA	(\$51,108)	(\$19,630)	\$6,122	(\$147,005)
Other Expenses				
Management Fee	\$7,000	\$7,000	\$82,833	\$86,310
Transfers from City				
Net Cash From Ops	(\$58,108)	(\$26,630)	(\$76,711)	(\$233,315)

Proposed 2022 Pricing - Passes Option 1

<u>Pass Type</u>	2021	2022
Single - Unlimited	\$1,449.00	\$1,539.00
Couple - Unlimited	\$2,249.00	\$2,389.00
Family - Unlimited	\$2,599.00	\$2,759.00
1/2 Price	\$499.00	\$529.00
Private Cart Trail Pass	\$549.00	\$580.00

*Sales Tax Not Included

*No Changes to Current Products

* 6% Increase

Proposed 2022 Pricing - Passes Option 2

<u>Pass Type</u>	2021	2022
Single - Unlimited	\$1,449	\$1,749
Single - Restricted	n/a	\$1,249
Couple - Unlimited	\$2,249	\$2,699
Couple - Restricted	n/a	\$2,049
Family - Unlimited	\$2,599	n/a
Family - Restricted	n/a	n/a
Senior/Military - Unlimited	n/a	\$1,649
Senior/Military - Restricted	n/a	\$1,149
Senior Couple - Unlimited	n/a	\$2,599
Senior Couple - Restricted	n/a	\$1,949
1/2 Price	\$499	\$529
Junior (add on)	\$299	\$299
Private Cart Trail Pass	\$549	\$580

*Restricted = anytime M-F

*Weekends & Holidays after 12 PM

*Military is Active Military

Proposed 2022 Pricing - Greens Fees

<u>Greens Fees</u>	2021	2022	% increase
Weekday 18 Holes	\$32.08	\$34.00	6.0%
Weekday 9 Holes	\$22.64	\$24.00	6.0%
Senior 18 Holes	\$27.36	\$28.00	2.3%
Senior 9 Holes	\$19.81	\$20.50	3.5%
Junior 18 Holes	\$13.21	\$14.00	6.0%
Junior 9 Holes	\$8.49	\$9.00	6.0%
Weekend 18 Holes	\$36.79	\$39.00	6.0%
Weekend 9 Holes	\$27.36	\$29.00	6.0%
Weekend Junior 18 Holes	\$15.09	\$16.00	6.0%
Weekend Junior 9 Holes	\$10.38	\$11.00	6.0%
Twilight	\$27.36	\$29.00	6.0%
Winter 18 Holes	\$27.36	\$29.00	6.0%
Winter 9 Holes	\$19.81	\$21.00	6.0%
Cart 18 Holes	\$15.09	\$16.00	6.0%
Cart 9 Holes	\$10.38	\$11.00	6.0%
Cart Trail	\$12.26	\$13.00	6.0%
Range Token	n/a	\$6.00	

*Sales Tax Not Included

Questions?

Thank you!