

MINT VALLEY GOLF COURSE FINANCIAL REVIEW

Plans for a successful future





COURSE OVERVIEW

18 Hole - Par 71 Course

6 Hole - Par 3 Course

Covered Driving Range

Practice Putting Green

Chipping Green

Easy to Walk

2 Cart Storage Facilities

Cart Reservations

Professional Golf Lessons

Pro Shop

Restaurant

Tournament & Events

MINT VALLEY GOLF COURSE



Maintenance

- 2 Full time Staff Members
- 2 - 8 Seasonal/Temporary Members
- Daily Course Maintenance
- Equipment Upkeep & Repair
- Agricultural Applications
- Facility Improvements



Management

- NV Golf & Property Management
- Agreement with City
- Pro Shop Management
- Restaurant Facilitation
- Tournaments & Special Events
- Cart Rental Administration



HISTORY

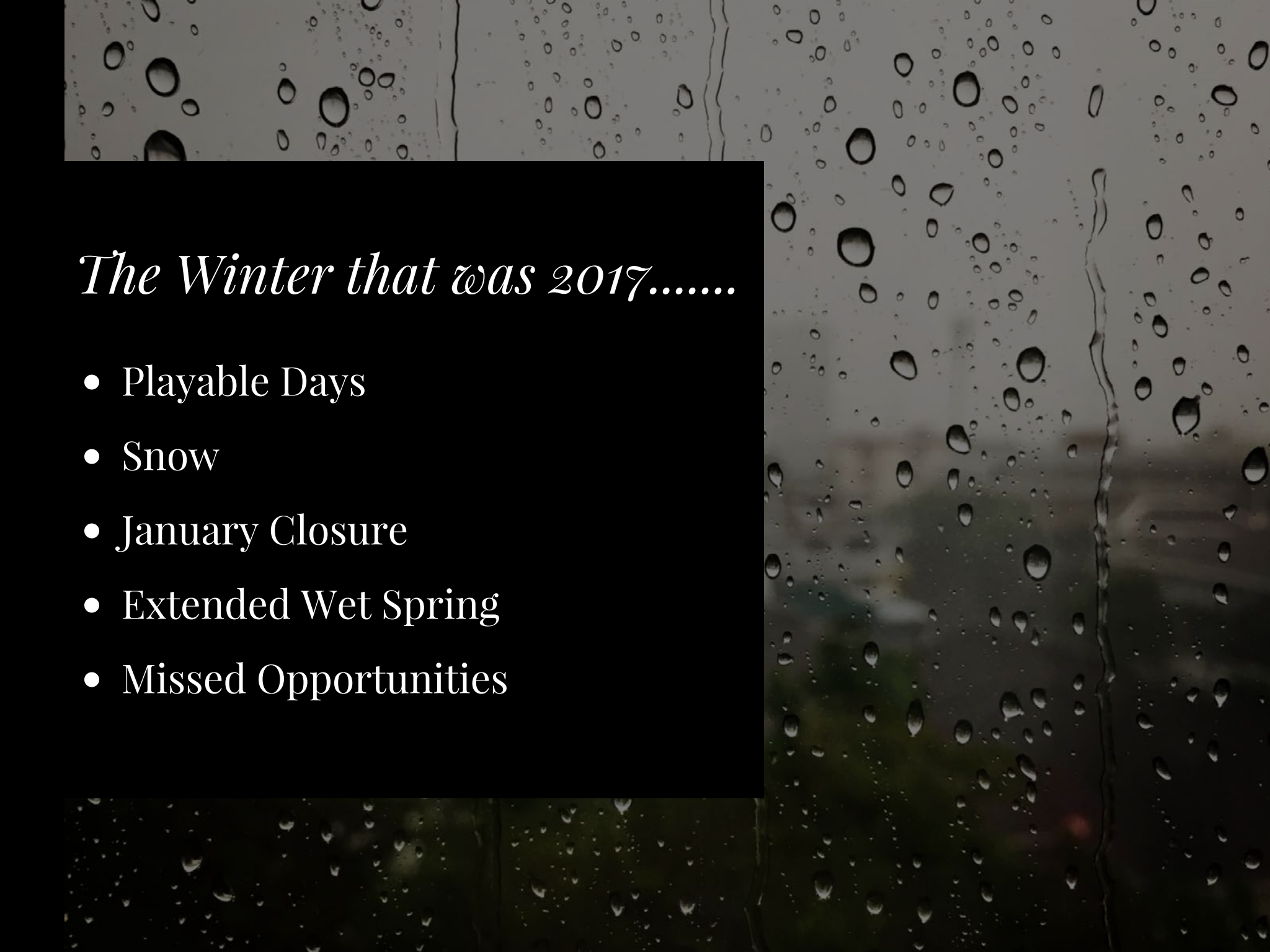
Rounds, Revenue, and Expenses

HISTORY OF ROUNDS

Plays include - 18 Hole, 9 Hole, Pass Play, & Par 3 Rounds

Plays	2010	2011	2012	2013	2014	2015	2016	2017
18 Hole	12,130	11,390	11,824	11,962	9,480	10,191	9,359	8,319
9 Hole	11,371	9,742	10,691	10,659	9,979	11,162	9,468	7,950
Pass Play	16,693	14,226	14,394	13,380	10,682	11,617	10,961	8,353
Par 3	1,676	1,951	2,382	2,233	1,548	1,637	1,385	973
Total Play	41,870	37,309	39,291	38,234	31,689	34,607	31,173	25,595

Plays	2002	2003	2004	2005	2006	2007	2008	2009
18 Hole	20,119	19,080	16,715	14,872	15,781	14,966	14,924	14,011
9 Hole	8,642	9,951	12,425	12,252	12,629	12,553	12,730	11,678
Pass Play	13,086	15,793	14,810	14,164	14,125	15,343	16,625	17,881
Par 3	2,074	2,009	1,984	1,623	1,819	1,522	1,837	2,110
Total Play	43,921	46,833	45,934	42,911	44,354	44,384	46,116	45,680

The background of the slide is a dark, textured surface covered with numerous water droplets of varying sizes, resembling rain on a window or a car windshield. The droplets are more prominent in the upper and right portions of the image, while the lower-left area is mostly obscured by a black text box.

The Winter that was 2017.....

- Playable Days
- Snow
- January Closure
- Extended Wet Spring
- Missed Opportunities

HISTORY OF REVENUE

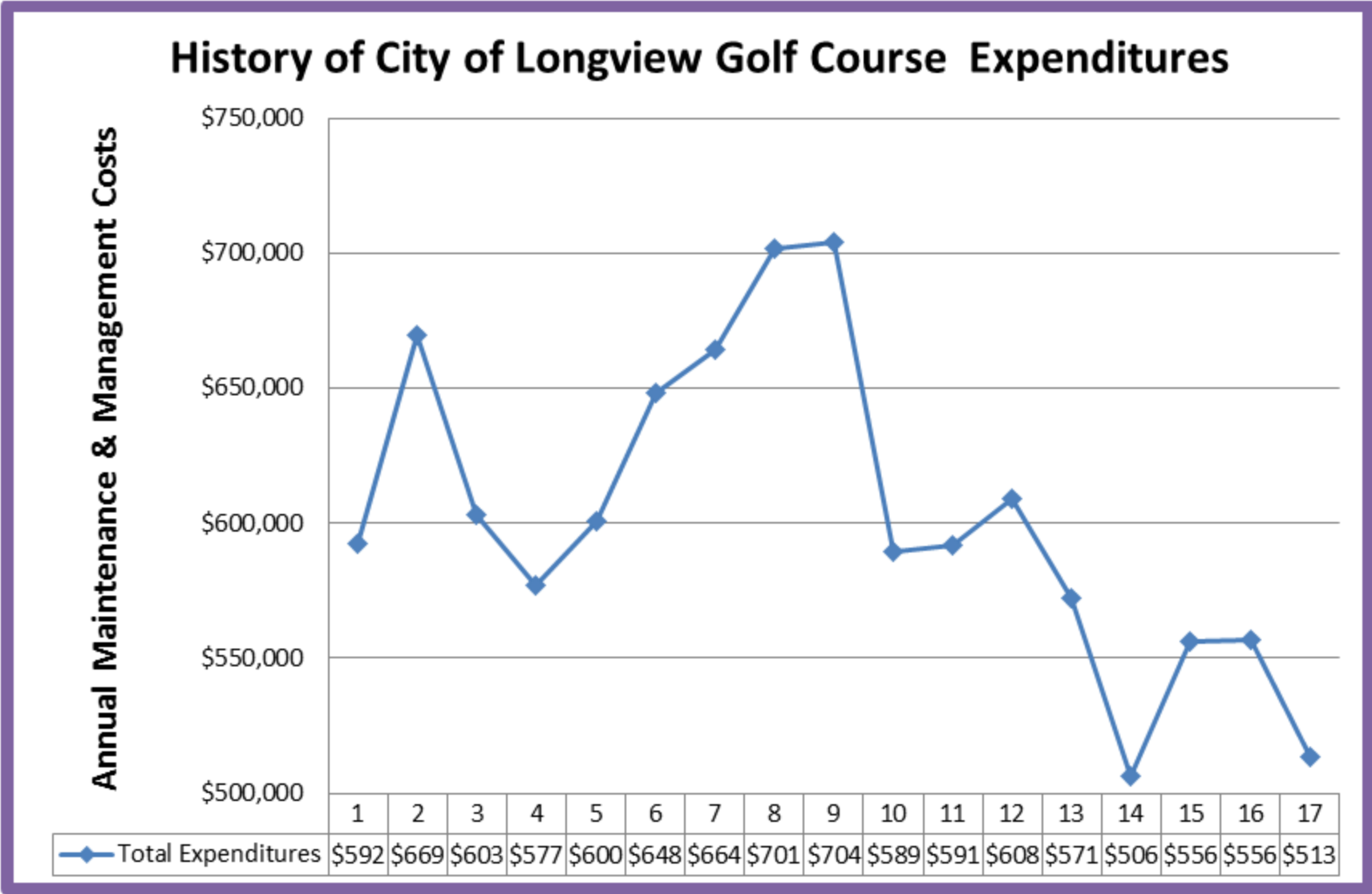
Revenue is money received in accordance to agreement

Play Revenue	2010	2011	2012	2013	2014	2015	2016	2017
Play (18/9)	\$431,889	\$374,255	\$381,287	\$389,622	\$315,916	\$326,318	\$288,955	\$230,213
Par 3	\$9,832	\$8,259	\$8,991	\$8,999	\$8,409	\$11,133	\$8,924	\$6,763
Driving Range	\$12,360	\$10,588	\$10,770	\$12,360	\$34,480	\$55,287	\$46,128	\$33,144
Power Carts	\$6,266	\$5,671	\$6,438	\$6,774	\$10,938	\$12,511	\$12,486	\$12,174
Season Passes	\$144,907	\$129,795	\$122,450	\$115,378	\$119,291	\$135,782	\$132,181	\$108,665
Trail/Cart Fees	\$22,728	\$22,599	\$22,310	\$21,497	\$21,775	\$23,451	\$27,993	\$26,747
Concessions					\$1,098	\$4,207	\$3,688	\$2,826

Play Revenue	2002	2003	2004	2005	2006	2007	2008	2009
Play (18/9)	\$450,638	\$422,234	\$446,028	\$436,896	\$451,903	\$472,202	\$507,750	\$500,251
Par 3	\$8,540	\$7,794	\$9,796	\$8,113	\$9,871	\$9,830	\$12,923	\$12,557
Driving Range	\$12,702	\$12,406	\$12,294	\$11,760	\$12,299	\$12,708	\$14,352	\$13,295
Power Carts	\$7,892	\$8,466	\$7,952	\$7,797	\$7,999	\$8,275	\$8,235	\$8,424
Season Passes	\$90,877	\$111,770	\$110,959	\$114,667	\$109,212	\$135,713	\$139,409	\$151,436
Trail/Cart Fees	\$12,988	\$17,314	\$18,392	\$23,201	\$19,774	\$21,320	\$21,982	\$22,071
Concessions								

HISTORY OF EXPENSES

Expenses to maintain, market, and manage the course





REVENUE SHORT FALL

\$53,000 Budget Deficit

SHORT TERM SOLUTION

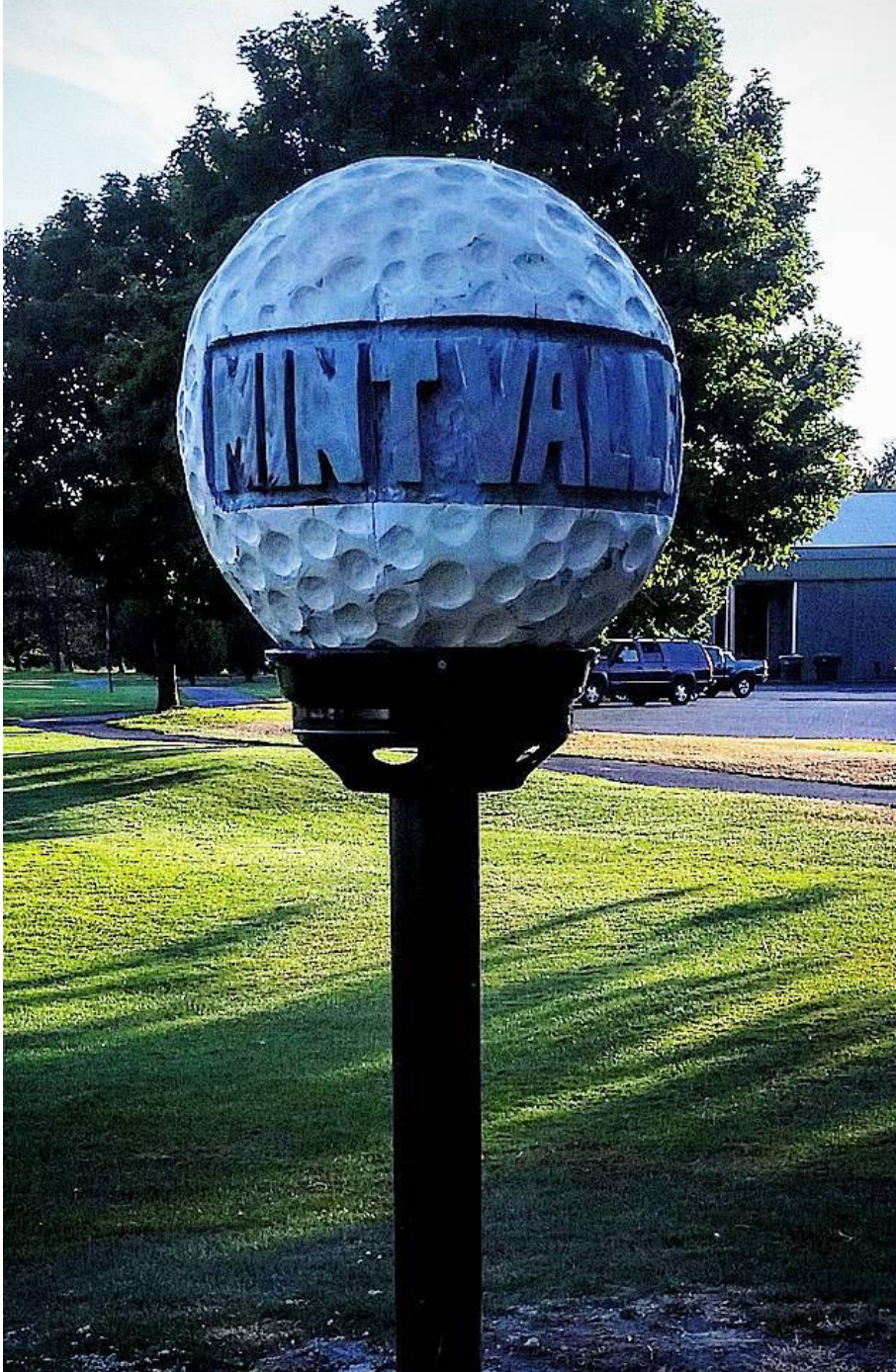
Transfer \$53,000 from
Depreciation Funds to cover
short fall

MINT VALLEY GOLF COURSE

LONG TERM SOLUTIONS FOR A SUCCESSFUL, VIABLE, & FINANCIALLY SUSTAINABLE GOLF COURSE

Proposed Change in Management Style

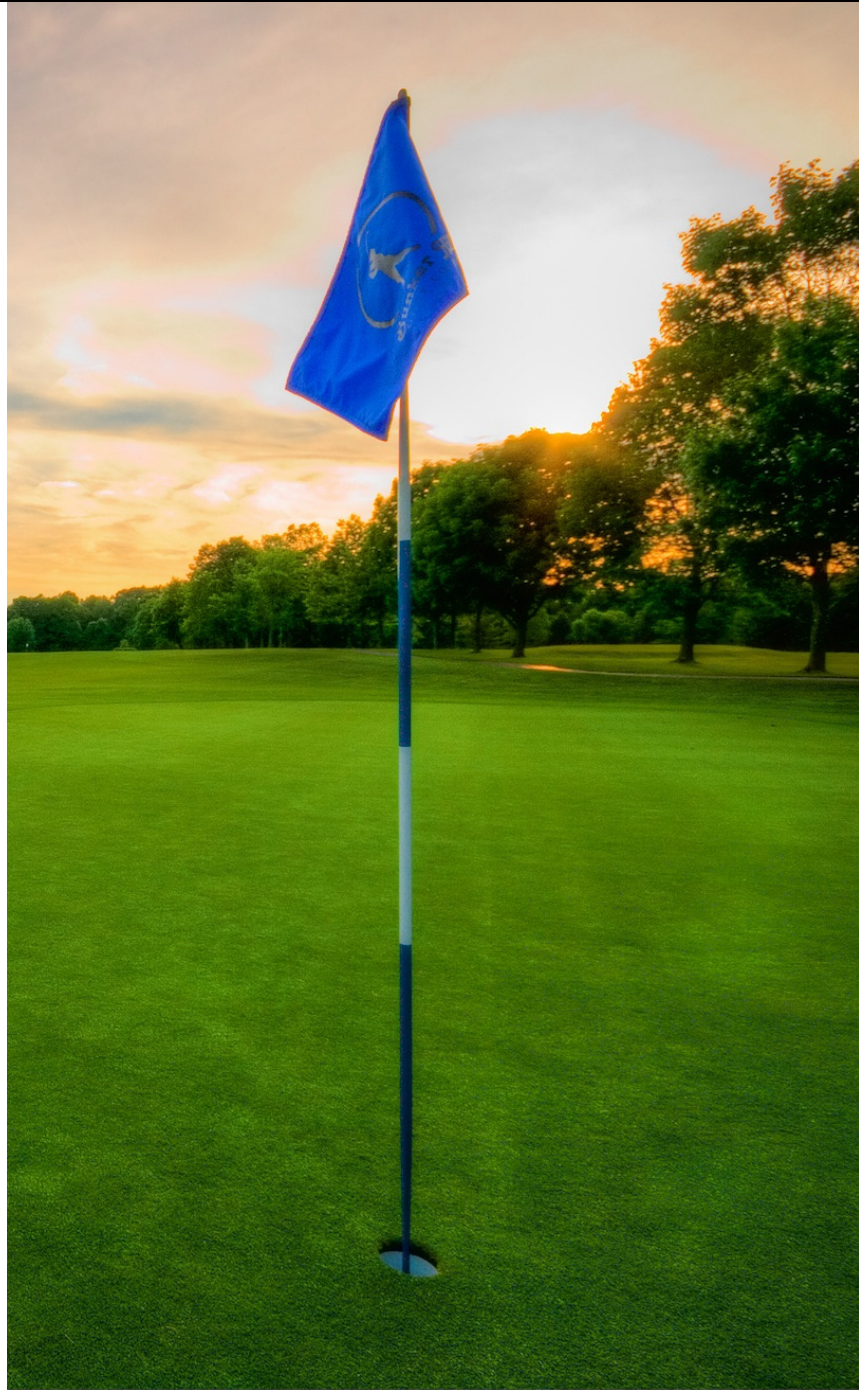




3 MANAGEMENT STYLES

- Contractor w/ Agreement
- Management Firm w/ Lease
- City of Longview Management

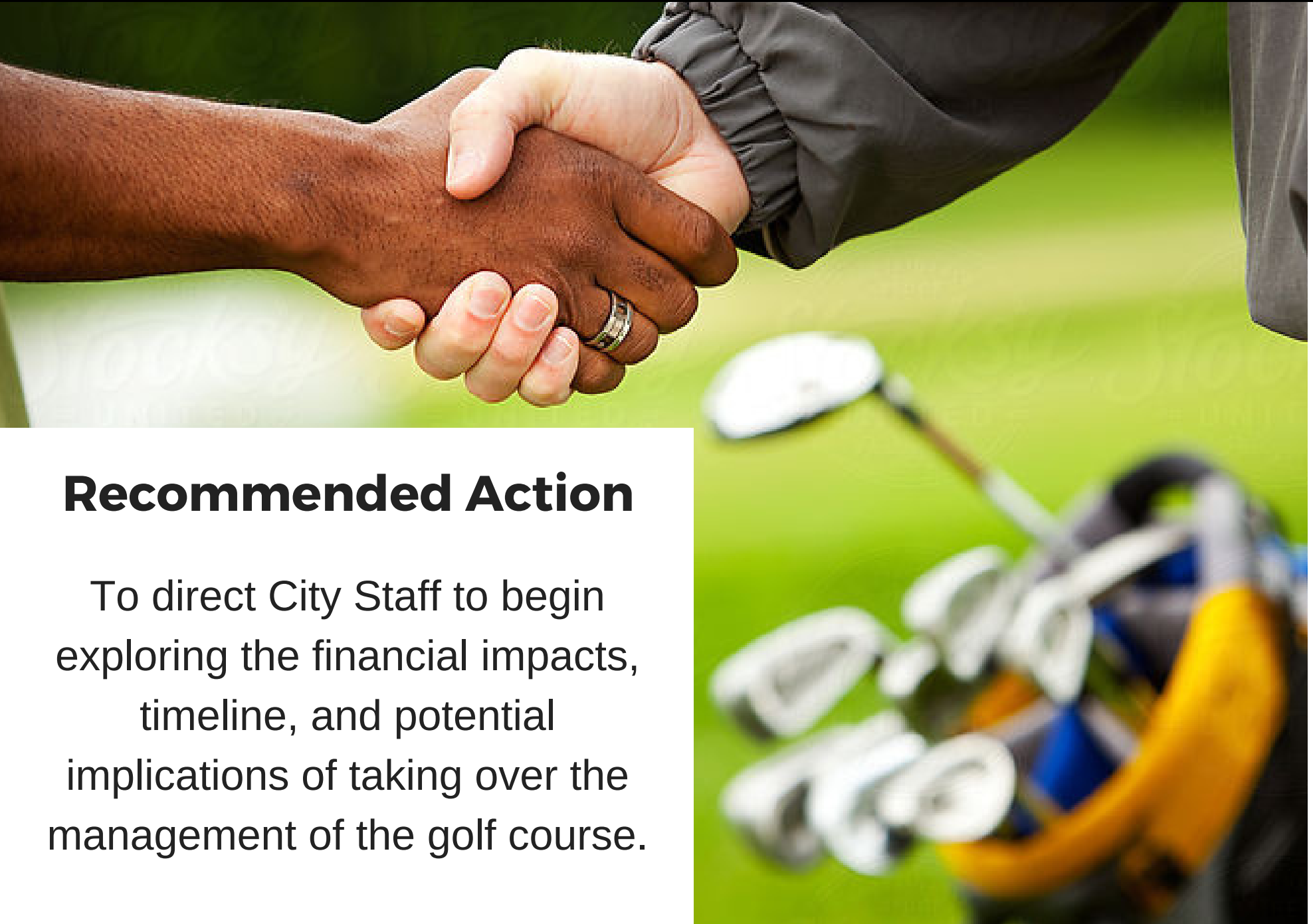
*Pros
&
Cons*



WHAT WILL IT TAKE?

- Transfer from Current Contractor to City
- Pre-planned Smooth Transition
- Input from Other Like Municipalities
- Hiring Full Time Manager of Course
- Purchase/Lease Golf Carts
- Stock Pro Shop & Restaurant
- Transfer of Registration/Golf Now Contract
- Hire Part Time Staff for Pro Shop
- Hire Part Time Staff for Restaurant/Sub-Lease
- Facilities Evaluation & Improvement Plan

And the opportunity to go ahead...



Recommended Action

To direct City Staff to begin exploring the financial impacts, timeline, and potential implications of taking over the management of the golf course.