

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, moody photograph of raindrops on a glass surface. The raindrops are of various sizes, some in sharp focus and others blurred, creating a sense of depth. The overall tone is somber and reflective, matching the theme of the text.

The Winter that was 2017.....

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

HISTORY OF REVENUE

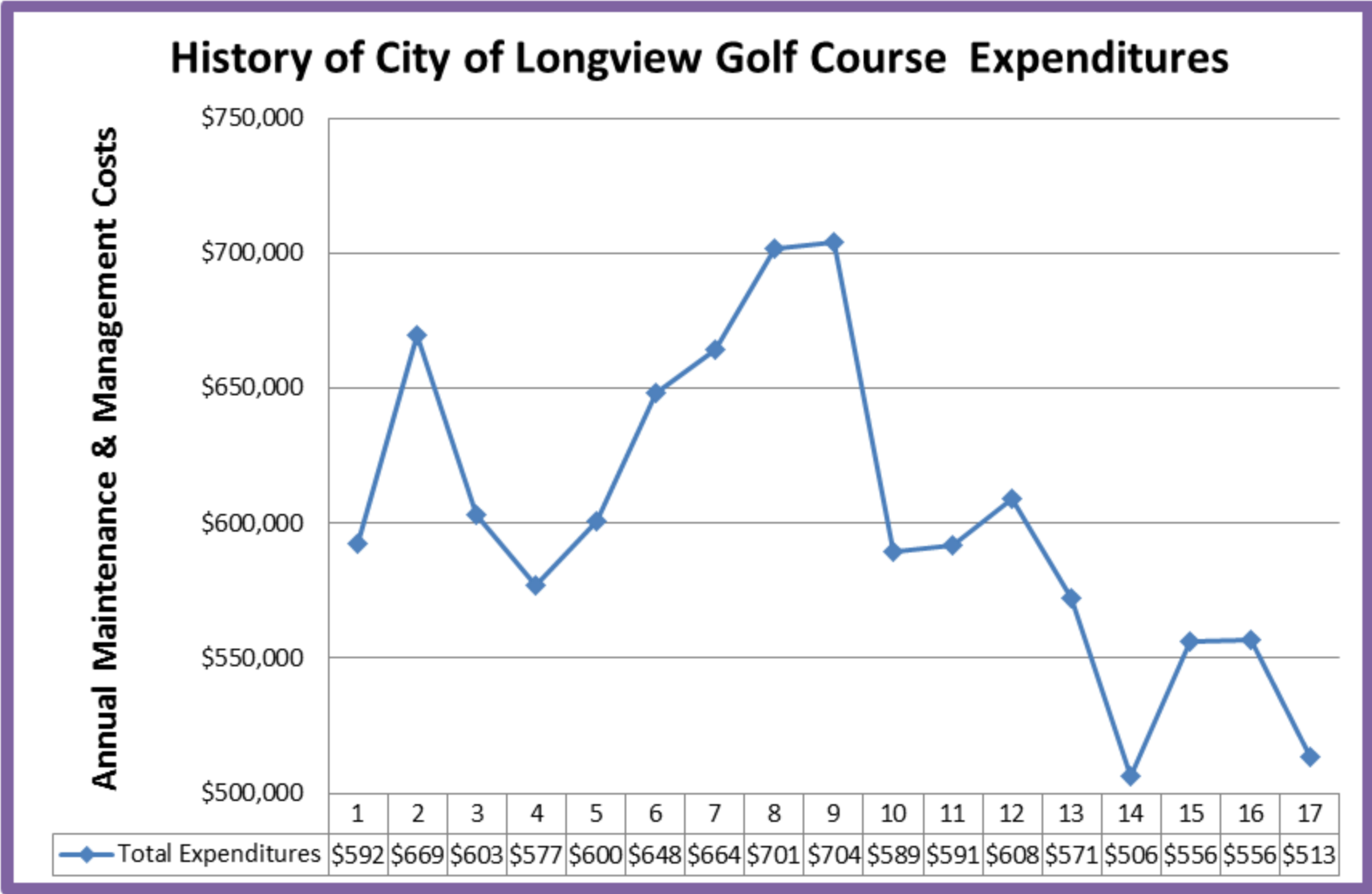
Revenue is money received in accordance to agreement

| 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

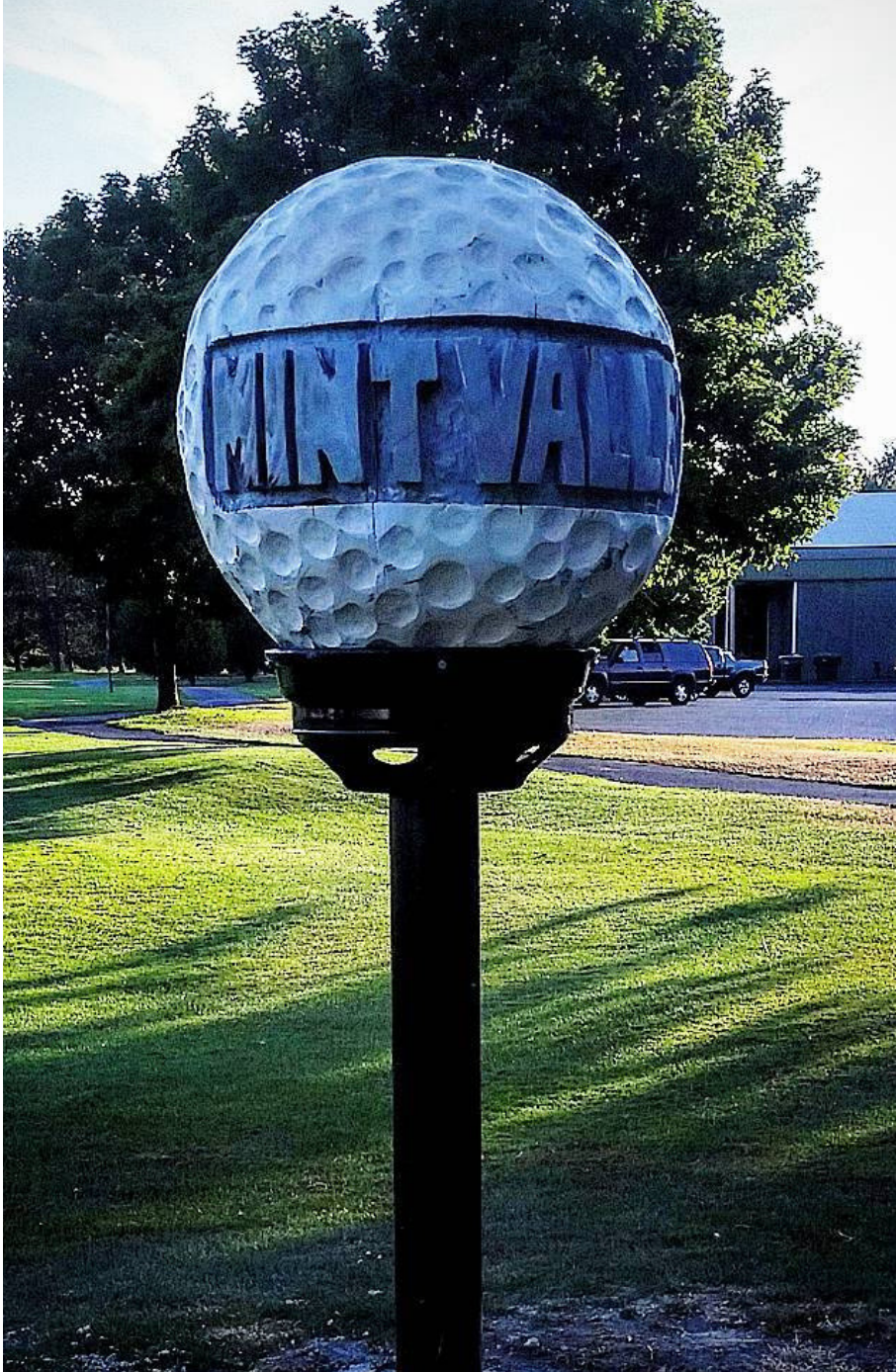
Transfer \$53,000 from
Depreciation Funds to cover
short fall

MINT VALLEY GOLF COURSE

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

Proposed Change in Management Style

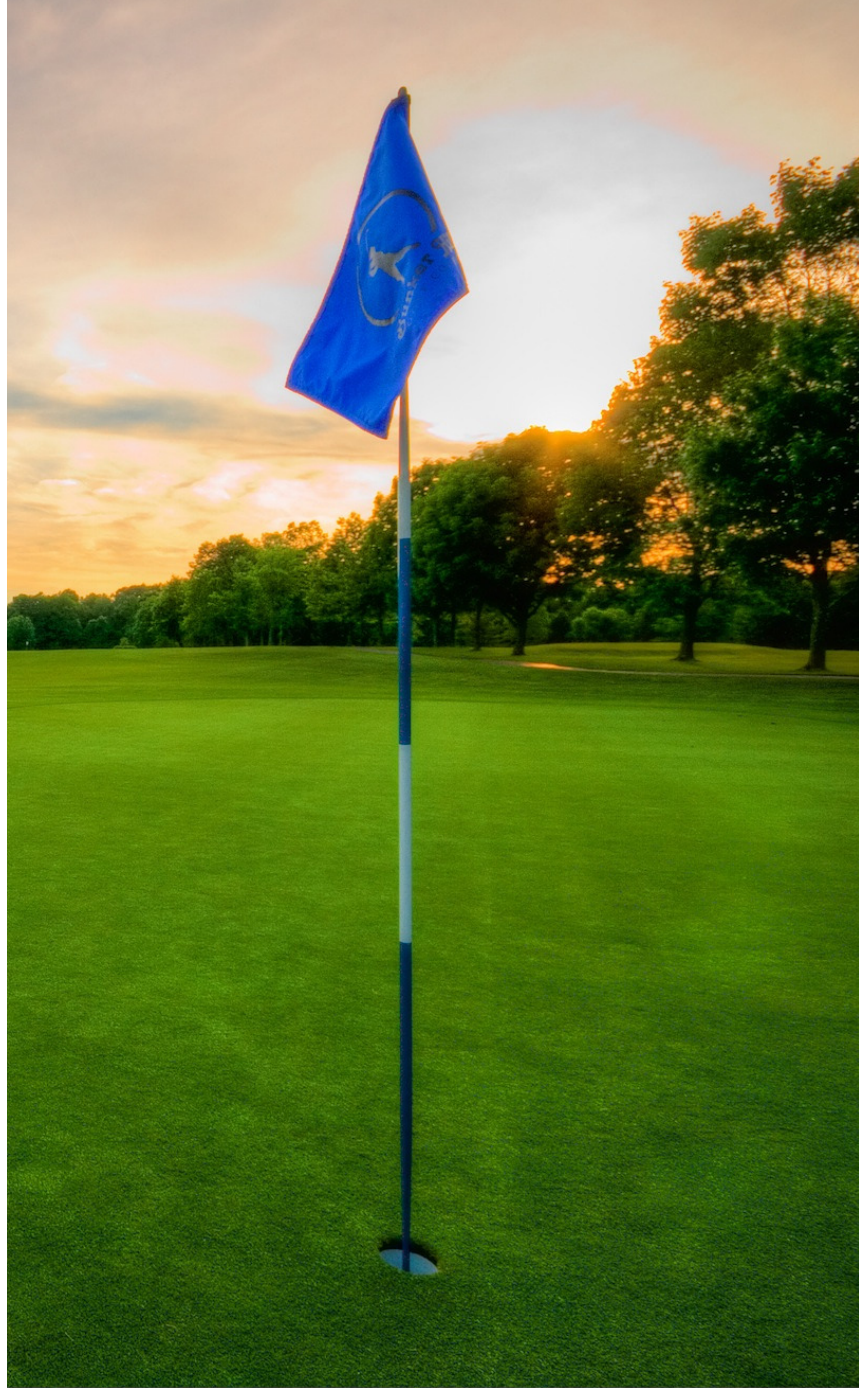




3 MANAGEMENT STYLES

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

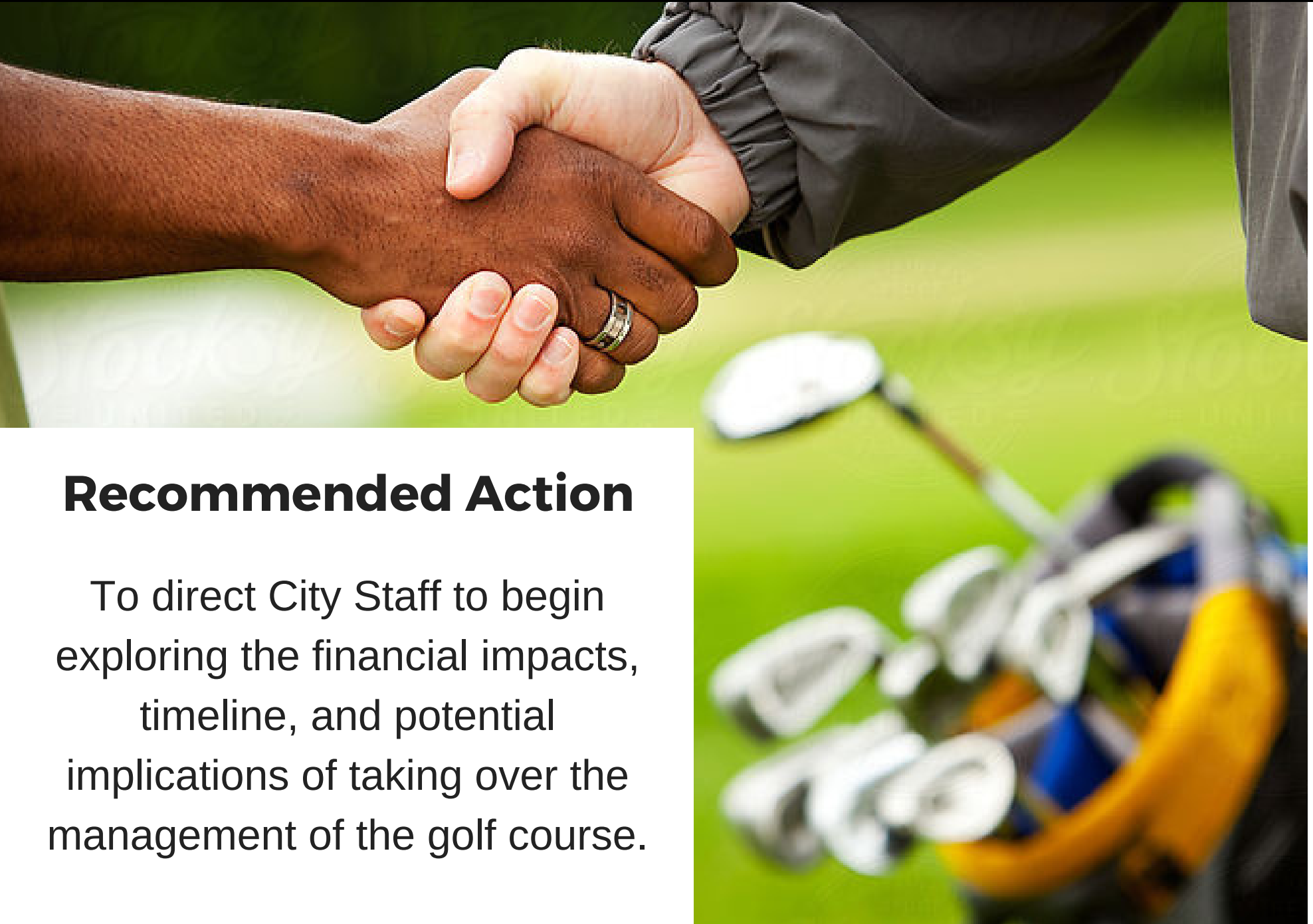
*Pros
&
Cons*



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.