

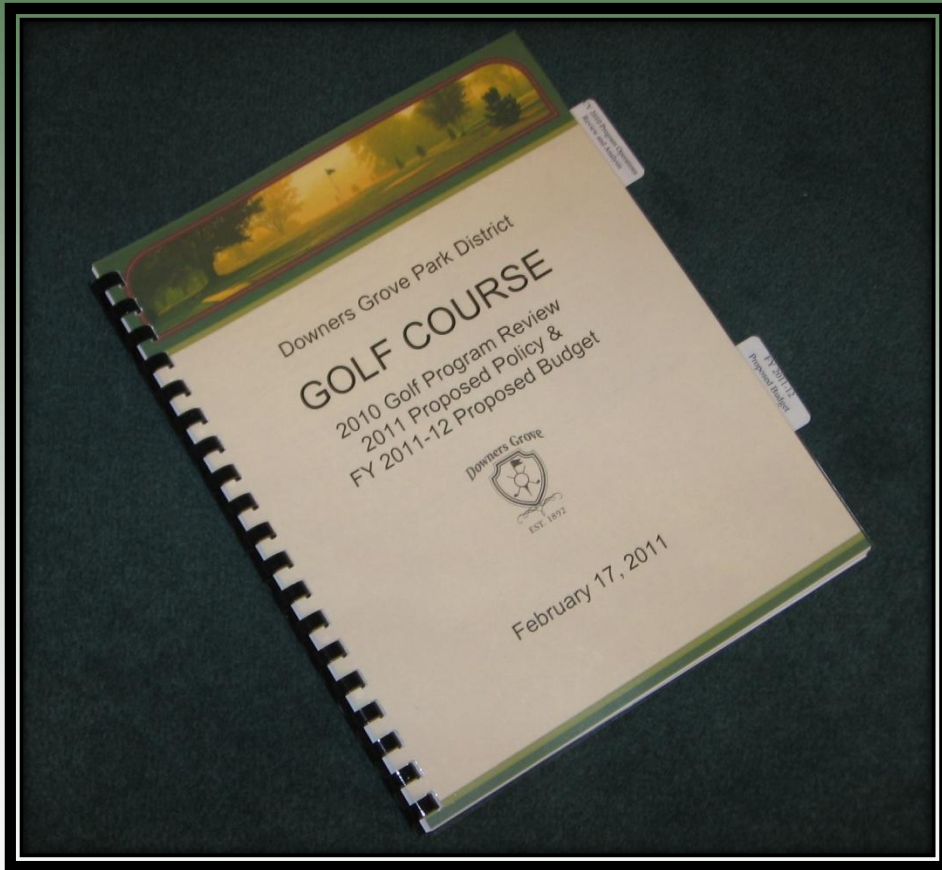
**Downers Grove**



EST. 1892



# Downers Grove Golf Course



**CY 2010 Golf Program Review  
CY 2011 Proposed Policy  
FY 2011-2012 Proposed Budget**



**February 17, 2011**

# Downers Grove Golf Course

## CY 2010 Executive Summary



### Program Highlights

Participants	2010	2009
• Junior Golf Camps	502	342
• Junior Golf League	142	123
• Adult Golf Clinics	39	7
• Ladies Scramble League	172	104
• Husband/Wife Tournament	48	28

# Downers Grove Golf Course

## CY 2010 Executive Summary

### New Programs – Participants

- Parent/Child Golf Camps 24
- Parent/Child Golf Lessons 12
- Women's Only Golf Clinics 33



**Total Program Participation = 1,447 in 2010 vs. 1,227 in 2009**

# Downers Grove Golf Course

## CY 2010 Executive Summary (page 15-16)

### Financial Highlights

#### Revenue

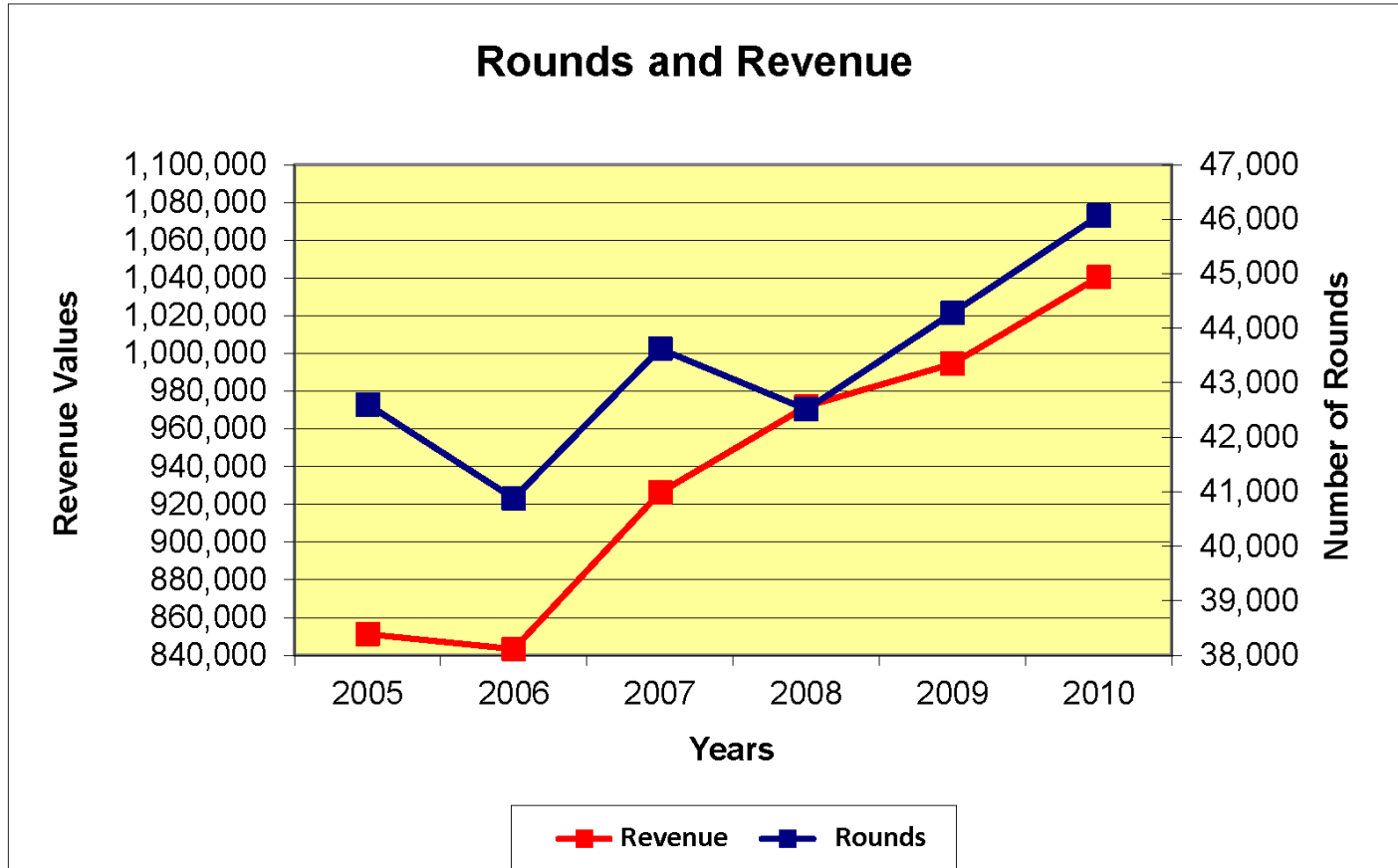
- Green Fees	\$ 535,777
- Driving Range	\$ 104,342
- Registration Fees	\$ 103,443
- Gas Cart Rentals	\$ 99,687
- Food & Beverage	\$ 98,283
- Season Passes	\$ 54,288
- Pro Shop	\$ 17,521
- Pull Cart/Club Rental	\$ 11,122
- Clubhouse Rentals	\$ 7,600
- Miscellaneous Receipts	\$ 6,721
- Interest Earned	\$ 1,509
<b>Total 2010 Revenue</b>	<b>\$1,040,294</b>
<b>Total 2009 Revenue</b>	<b>\$ 994,554</b>

#### Expenses

- Operating	\$ 889,581
- Capital	\$ 105,273
<b>Total 2010 Expenses</b>	<b>\$ 994,854</b>
<b>Total 2009 Expenses</b>	<b>\$ 925,239</b>
<b>Total 2010 Net Income</b>	<b>\$ 45,440</b>
<b>Total 2009 Net Income</b>	<b>\$ 69,215</b>

# Downers Grove Golf Course

## CY 2010 Executive Summary



# Downers Grove Golf Course

## Capital Projects Completed

- Front Entrance
- #7 Tee Renovation
- Fescue and Wildflower Area
- #8 Tee Renovation
- #2 Fairway Bunker Renovation
- #7 Tee Stone Wall and Stairs



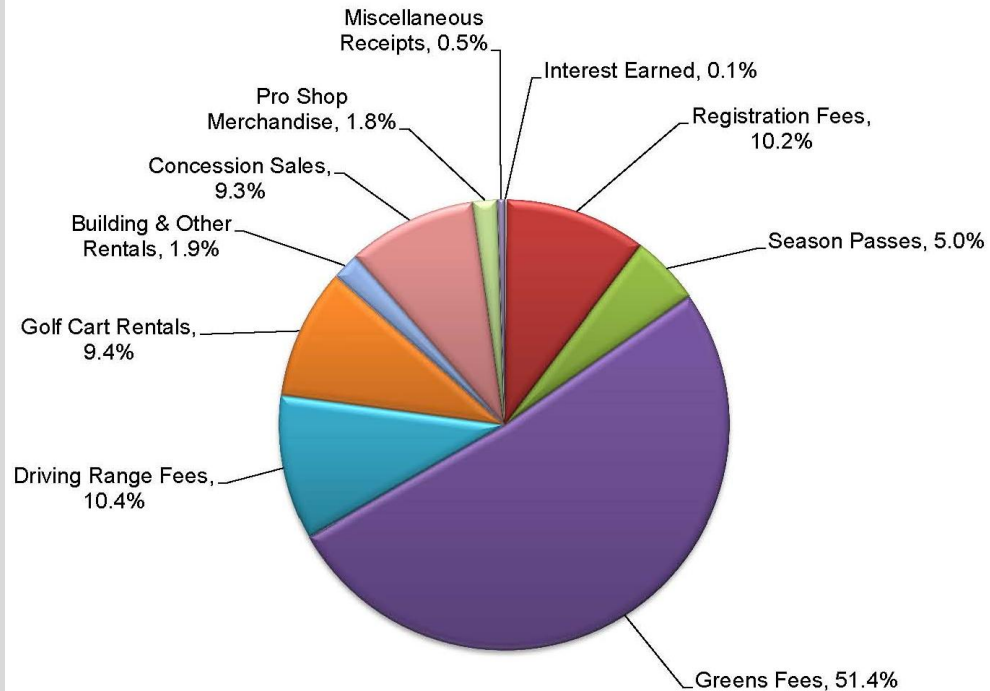
# Downers Grove Golf Course

## FY 2011-12 Proposed Budget Overview

### RESOURCES

Interest Earned	\$1,600
Registration Fees	109,350
Season Passes	53,800
Greens Fees	552,350
Driving Range Fees	111,930
Golf Cart Rentals	101,130
Building & Other Rentals	20,690
Concession Sales	100,000
Pro Shop Merchandise	19,000
Miscellaneous Receipts	5,300
<b>Total Resources</b>	<b>\$1,075,150</b>

**GOLF COURSE FUND**  
Resources: Budget FY 2011-12



KEY: Illustrates the relationship among resources in the Golf Course Fund

# Downers Grove Golf Course

## Greens Fee and Value Pass Option – 2011 (handout)

	Current	Option 2a.	Option 2b.	Option 2c.
Greens Fees	\$543,366.25	\$586,979.50	\$573,848.50	\$560,717.50
Discount Card	\$7,090	\$0	\$0	\$0
Total	\$550,757.25	\$586,979.50	\$573,848.50	\$560,717.50
Net Increase		\$36,222.25	\$23,091.25	\$9,960.25

- **Option 2b creates a \$1.50 difference between non-resident and resident rates while keeping rates in line with local competitors.**
- **Increase in revenue, reduction in cashier activity and simplify process for the customer.**
- **Increase of sales based off an increase in fees and a decrease in discount %.**

# Downers Grove Golf Course

## Greens Fee and Value Pass Option – 2011 (handout)

	Current	Option 2a.	Option 2b.	Option 2c.
<b><u>Weekday</u></b>				
Non-Resident	\$18.25	\$18.50	\$18.50	\$18.50
Non-Resident Sr.	\$16.25	\$16.50	\$15.50	\$14.50
Non-Resident Jr.	\$16.25	\$16.50	\$15.50	\$14.50
Resident	\$15.25	\$17.50	\$17.00	\$16.50
Resident Sr.	\$13.00	\$15.50	\$14.00	\$12.50
Resident Jr.	\$13.00	\$15.50	\$14.00	\$12.50
<b><u>Weekend</u></b>				
Non-Resident	\$19.00	\$19.50	\$19.50	\$19.50
Resident	\$16.50	\$18.50	\$18.00	\$17.50
<b>Value Passes</b>				
10 rounds (1 free)	10% savings	9% savings	9% savings	9% savings
20 rounds (3 free)	20% savings	13% savings	13% savings	13% savings
30 rounds (7 free)	30% savings	19% savings	19% savings	19% savings

# Downers Grove Golf Course

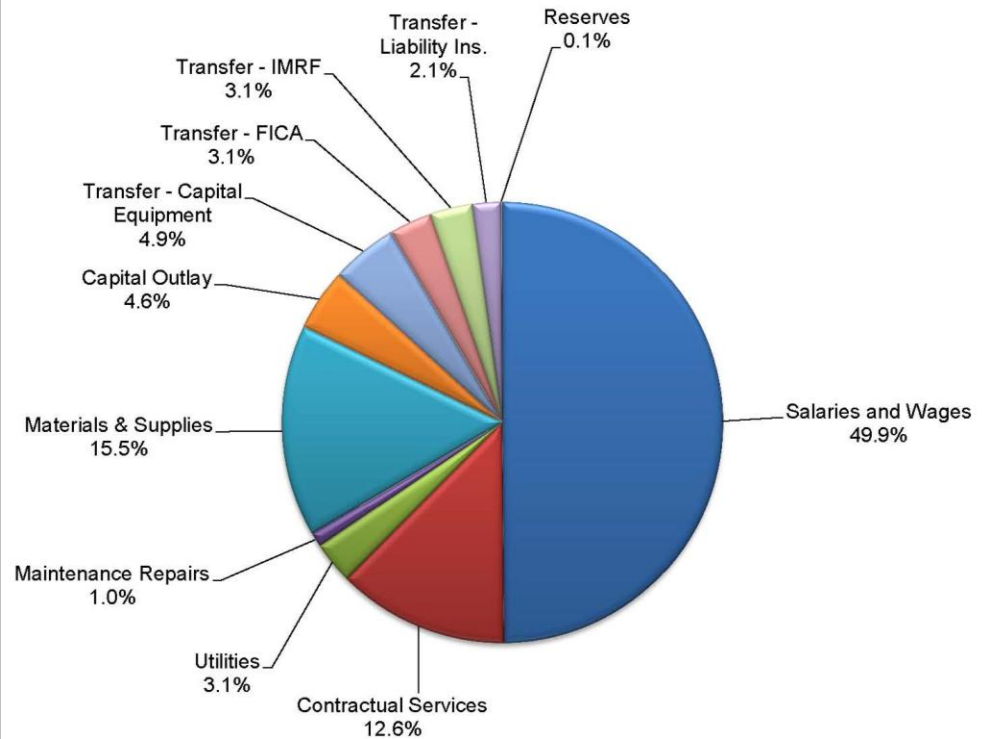
## FY 2011-12 Proposed Budget Overview

### EXPENSES

Salaries and Wages	\$511,300
Contractual Services	129,320
Utilities	31,570
Maintenance Repairs	10,600
Materials & Supplies	159,440
Capital Outlay	46,700
Transfer - Capital Equipment	50,000
Transfer - FICA	32,000
Transfer - IMRF	32,000
Transfer - Liability Ins.	21,500
Reserves	1,000
<b>Total Expenses</b>	<b>\$1,025,430</b>

KEY: Illustrates the relationship among expenses in the Golf Course Fund

**Golf Course Fund  
Expenses: Budget FY 2011-12**



# Downers Grove Golf Course

## FY 2011-12 Proposed Budget (Page 18)

### Revenue

**Total Revenue \$1,075,150 / Overall increase of 2.4%**

- **Registration Fees increase of 6.2%**  
- increase in participation and new programs
- **Driving Range Fees revenue increase of 7.0%**  
- rate increase per market rates
- **Golf Cart Rentals increase of 4.3%**  
- increase in number of carts leased and rate increase
- **Building Rentals increase 16.3%**  
- anticipating more rentals
- **Greens Fees increase of 0.8%**  
- greens fee rates increase per market
- **Pull Cart & Golf Club Rentals increase of 18.2%**  
- rate increase per market rates
- **Pro Shop & Food/Beverage sales remain flat**



# Downers Grove Golf Course

## FY 2011-12 Proposed Budget (Page 28)

### Revenue - Greens Fee and Cart Rates

	(Current)	(Option 1)	(Option 2b)			
	Downers	Downers	Downers	Sugar	Village	River
	<u>Grove</u>	<u>Grove</u>	<u>Grove</u>	<u>Creek</u>	<u>Links</u>	<u>Bend</u>
Resident WD	\$15.25	\$15.50	\$17.00	\$15.00	\$15.00	\$15.00
Resident Jr/Sr	\$13.00	\$13.50	\$14.00	\$14.00	\$13.00	\$13.00
Resident WE	\$16.50	\$16.50	\$18.00	\$17.00	\$17.00	\$17.00
Non-Res WD	\$18.25	\$18.50	\$18.50	\$18.00	\$19.00	\$20.00
Non-Res Jr/Sr	\$16.25	\$16.50	\$15.50	\$17.00	N/A	\$16.00
Non-Res WE	\$19.00	\$19.50	\$19.50	\$19.00	\$24.00	\$22.00
Double Cart	\$15.50	\$16.00	\$16.00	\$16.00	\$20.00	\$18.00
Single Cart	\$12.00	\$13.00	\$13.00	\$16.00	\$10.00	\$10.00
Pull Cart	\$ 2.50	\$ 3.00	\$3.00	\$ 3.00	\$ 3.00	\$ 3.00

- Increase in greens fees and cart fees based on top 3 competitors in 9 hole area market (refer to page 28 survey)
- Increase of 7% to season pass rates

# Downers Grove Golf Course

FY 2011-12 Proposed Budget (Page 28)

## Driving Range Rates

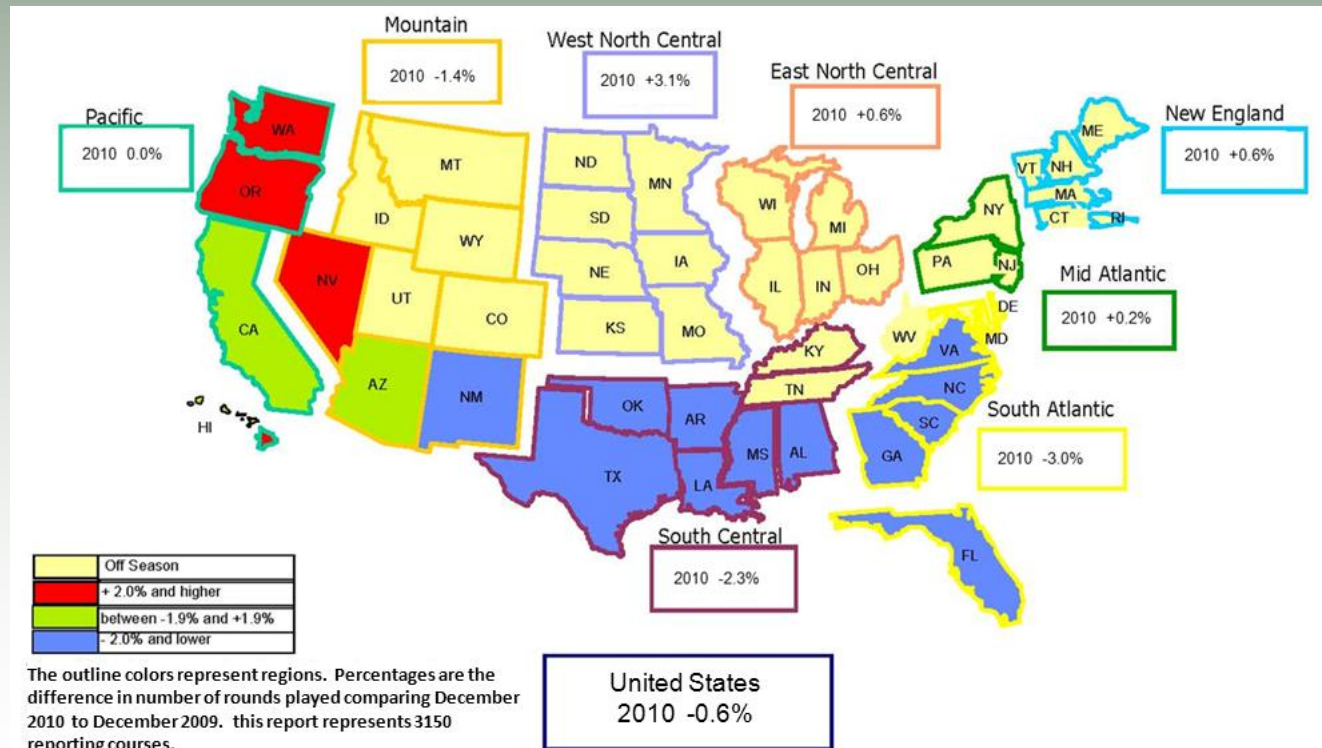
	(Current) Downers <u>Grove</u>	(Proposed) Downers <u>Grove</u>	Sugar <u>Creek</u>	Village <u>Links</u>	Zigfield <u>Troy</u>
Small	\$4.00	\$4.50	\$ 4.50	\$ 5.00	\$4.50
Medium	\$6.00	\$6.50	\$ 9.00	\$ 7.50	\$5.50
Large	\$8.00	\$8.50	\$13.00	\$10.00	\$9.00

# Downers Grove Golf Course

## FY 2011-12 Proposed Budget

### National Golf Foundation – 2010 Rounds

- Downers Grove Golf Course increased golf rounds by 4.0%
- US Average showed decrease of 0.6% in rounds nationally



# Downers Grove Golf Course

## FY 2011-12 Proposed Budget (Page 18)

### Expense (including capital and transfers)

**Total Expense \$1,025,430 - Overall Increase of 3.4%**

- **Salaries and Wages increase of 1.8%**
  - Program expansion
- **Contractual Services increase of 2.2%**
  - Increase in insurance, rental and leasing
- **Utilities increase of 1.2%**
  - Increase in water rate and meter fees
- **Maintenance Repairs decrease of 22.1%**
  - Expected reduction in equipment repairs
- **Materials and Supplies increase of 9.7%**
  - Expanded programming, expanded grub and crabgrass control, motor fuel/oil and maintenance supplies
- **Capital Outlay decrease of 49.6%**
  - Concerted effort by staff to reduce equipment and building improvements by \$45,900
- **Transfers to other funds increase of 70.4%**
  - Due to transfers to the Capital Fund of \$50,000



# Downers Grove Golf Course

## FY 2011-12 Capital Highlights (Page 29)

### Land Improvements

- Tee Improvement Renovations - \$10,000
- Miscellaneous Drainage and Fairway Repairs- \$16,000
- Clubhouse Landscaping - \$4,000

### Equipment Replacement

- Slitseeder - \$13,000

### Building Improvements

- Miscellaneous Building Improvements - \$2,500

### Furniture & Fixtures

- Patio Television - \$1,200



# Downers Grove Golf Course

FY 2011-12 (Page 30)  
Tee Improvements

**Tee Renovation Plan  
\$10,000**

**#7 – Red & Gold**

**#1 – Blue & White**

**#3 – Red**



# Downers Grove Golf Course

FY 2011-12 Proposed Budget (Page 35-36)

## Net Operating Income

Referencing page 36, the FY 2010-11 anticipated figures show a net operating income (excluding capital outlays and capital project transfers) of \$230,200 and the FY 2011-12 proposed figures show a net operating income of \$181,920 (excluding capital outlays and capital project transfers).

It should be noted that the FY 2011-12 figures reflect a reduced net operating income due to a \$50,000 capital project transfer to Fund 01.

<b>Total Revenue</b>	<b>\$1,075,150</b>
<b>Total Operating Expense</b>	<b>\$ 893,230</b>
<b>Total Net Operating Income</b>	<b>\$ 181,920</b>

# Downers Grove Golf Course

---

## FY 2011-12 Proposed Budget

### Net Operating Income – Option #2b

Referencing the handout, the FY 2011-12 anticipated figures show an increase of \$23,090 in revenue and net operating income with option #2b shown for greens fees.

It should be noted that the FY 2011-12 figures reflect a reduced net operating income due to a \$50,000 capital project transfer to Fund 01.

<b>Total Revenue</b>	<b>\$1,098,240</b>
<b>Total Operating Expense</b>	<b>\$ 893,230</b>
<b>Total Net Operating Income</b>	<b>\$ 205,010</b>

# Downers Grove Golf Course



## Recommendation

**Staff recommends the Board approve the 2011 Policy and FY 2011-2012 Golf Course Budget as presented.**



# Questions and Answers