

Lemoore GC

Twelve months ending June 30,2011

Rounds, Income, Expenses

Rounds		Budget		Prior Year
43545		42991		43518

Net Income		Budget		Prior Year
\$288,354		\$311,771		\$211,984

Expenses		Budget		Prior Year
\$959,779		\$989,628		\$1,053,216

** First year expenses \$93,437 under prior years expenses.

Net Income vs Budget

Twelve months ending June 2011

	Actual	Budget	Variance
Total Revenue	\$1,372,348	\$1,422,711	\$50,363
Gross Margin	\$1,125,681	\$1,175,399	\$49,718
Expenses	<u>\$837,326</u>	<u>\$863,628</u>	<u>\$26,302</u>
NET INCOME	<u><u>\$288,354</u></u>	<u><u>\$311,771</u></u>	<u><u>\$-23,417</u></u>

New Management Strategy

- Within 1% off last years income with economy remaining flat.
- Additional \$83,320 in net income to city compared to prior year's management company. (\$288,354 net income before depreciation expense)
- Expenses \$93,437 under prior year's company
- Significantly Improved Golf Course

Lemoore GC

July 2011 Through December 2011

Rounds, Income, Expenses

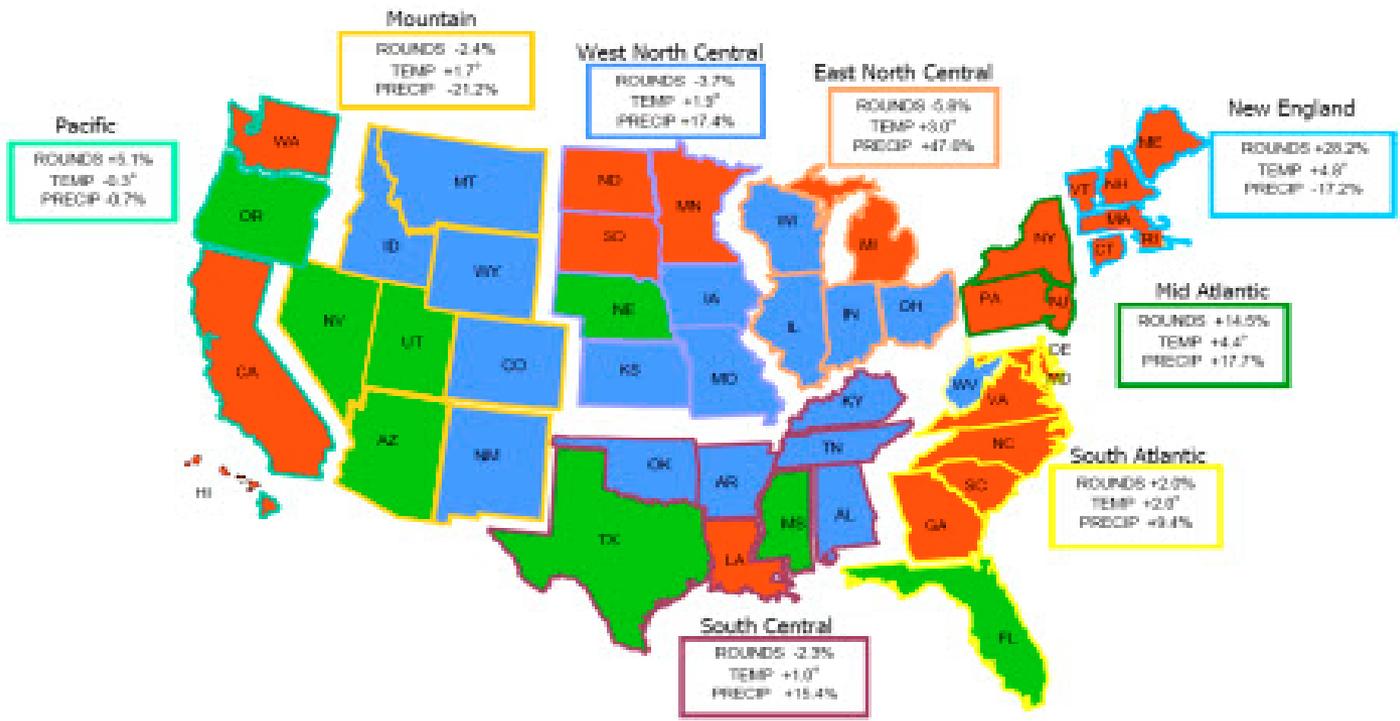
Rounds		Budget		Prior Year
21990		21846		22361

Net Income		Budget		Prior Year
\$125,896		\$148,270		\$138,661

Expenses		Budget		Prior Year
\$490,771		\$502,029		\$492,306

National Rounds Played

U.S. TOTAL	
NOVEMBER '11	YTD '11
+1.7%	-3.5%



Projected Income 2011/12

• Projected 2011/12	\$163,600
• Projected Depreciation	<u>\$118,000</u>
• Projected Income	\$281,500
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• Actual 2010/11	<u>\$288,354</u>

Improvements in 2010/11

- Repaired major irrigation pipe (canal water) that crossed 18th avenue
- New concrete on west side of pro shop
- Added new chipping green east of parking lot
- Enlarged practice green
- Added irrigation on #9, #18 to areas with no turf
- Added new alarm system and lowered monthly fee
- Added more trees on Hole #1 to prevent players from hitting towards senior center
- Re landscaped Entrance, parking lot and front of pro shop
- Repaired Refurbished and repainted clubhouse
- Repainted cart barn
- Fumigated clubhouse (Subterranean and Tenting)
- Redesigned east walkway with patio area
- Installed new scoreboard
- Re surfaced parking lot
- Repaired sand trap on #5 and #16.
- Added sand to all sand traps
- New flags and yardage sign on driving range
- Added water dispensers on golf course
- Eliminated shrub pile and cleaned up the area
- Salvaged all old metal and cleaned up maintenance area
- Cleaned up the old trees behind #1 green and planted area with new trees. The old trees were rotted out and dying. In some cases dangerous because limbs were falling.
- Installed a new TV in Pro shop

Recent Improvements

- New yardage signs on driving range
- Planted trees on course
- Chipped all shrubs and tree limbs
- Pre emergent in fairways.
- Continued putting green program
- New computers in clubhouse
- New hood system for kitchen (required)

Planned Improvements

- Enlarge putting green
- Build new green for chipping area
- Plant trees
- Continue pre emergent program
- Improve #9 tee box
- Cart path #13

Future Improvements



Overflow Parking



Promotions

- Group on Promotion
- Web site Promotions
- Continue Family Specials on Sunday after 2:00 Kids play free!
- Fresno Bee, Hanford “Too good to be true special” (increased email data base by 300)
- Impossible Open
- Winter Adult Clinics (2 sessions)
- Winter junior clinic (Christmas break)
- New Junior tournament (Christmas break)
- Free putting clinic in Spring
- Free short game clinic in Spring
- Free “cure your slice” clinic in Spring
- Continue Military weekend rates available along with Military Appreciation Days
- Junior linksters started back up in March
- Junior camps
- Junior League
- Junior Travel League
- Lemoore Junior Tournament
- Free Ladies clinics
- Ladies Night – Wednesdays
- Lemoore City Am
- Promotions at Navy Memorial day and Upcoming Fourth of July
- The advisory committee is working to come up with more promotions to create more play.

New Cart Lease

- New cart lease from EZGo
- 72 carts
- Possible \$1.00 increase in cart rate upon arrival
- Monthly payment
 - Current Payment \$4200 per month
 - New Payment \$4500 per month