Davis Park Golf Course

Mission Statement

Provide an affordable and enjoyable golfing opportunity for the citizens of Davis County and surrounding areas. Plus, maintain a high level of customer satisfaction and good course conditions.

Prior Year Inputs/Outputs

2020

- FTE 15?
- Off Course Vehicles: 2
- Rounds of Golf: 79,240
- Corporate Tournaments: 4
- Men's Association Members: 349

Revenue	Expenses
$1,124,794.08	$1,223,961.61

Loss of $99,167.53

Core Functions & Services

Club House Functions:

- **Collect fees**
- **Manage associations**
- **Employee staffing**
- **Corporate Tournaments**
- **Food and Beverage**

30%of budget (Est)

Golf Course Maintenance:

- **Operate equipment**
- **Turf grass management**
- **Course supplies**
- **Employee staffing**

70% of budget (Est)

Davis Park Golf Course

Current Year Projected Outcomes

- 2021 is going to be a better year than 2020. Rounds of golf a little bit up due to tee time interval change and customer excitement. Revenues have increased due to operational changes.
- At the end of August profit is sitting at $265,770. Compared to 2020 which was $40,138.
- Men's association is at an all-time high, with 452 members.
- Driving range has been a yearlong planning process on how to renovate it, due to the US 89 construction project.
- Hoping for a good fall weather, however, water is an issue, so we need some rain. Hopefully Davis Park can contribute to the cash fund $250,000 to $300,000, weather permitting.
- Having customers pre-pay for registration has changed the golf operation for the good. We will not be changing this.
- We are grateful for Facilities in helping us do some small remodeling and painting in the pro shop, plus created a location for the ball machine.

Next Year Budget Initiatives

- Driving range is a work in progress. We would like to invest a large percentage of the revenues from the sale to be put back into the range. 1.4 million is in the budget, but don't anticipate spending all of that.
- It has been great to work with new people in HR to fine tune payroll. Hopefully it's fairly accurate for 2022, however there are a couple of errors we are working through.
- We have requested roughly $62,000 for golf course equipment, this is for a new greens mower, a blower, and a split purchase with Valley View on a drill seeder.
- There is a $15,000 request to improve the air conditioning units in pro shop. They are too small and are 25 years old.
- There are a few variances: 1) pro shop merchandise increased by $30,000, 2) advertising increased by $5,500, 3) computer equipment increased by $7,500, 4) grounds repairs increasing by $13,500. We anticipate revenues will offset these increases in the operations budget.
- Other small adjustments to get Valley View and Davis Parks account descriptions aligned.

Valley View Golf Course

Mission Statement

Provide an affordable and enjoyable golfing opportunity for the citizens of Davis County and surrounding areas. Plus, maintain a high level of customer satisfaction and good course conditions.

Prior Year Inputs/Outputs

2020

- FTE 15?
- Off Course Vehicles: 2
- Rounds of Golf: 87,117
- Corporate Tournaments: 10
- Men's Association Members: 402

Revenue	Expenses
$1,935,102.22	$1,539,531.80

True cash profit of $395,570.42

Core Functions & Services

Club House Functions:

- **Collect fees**
- **Manage associations**
- **Employee staffing**
- **Corporate Tournaments**
- **Food and Beverage**

30%of budget (Est)

Golf Course Maintenance:

- **Operate equipment**
- **Turf grass management**
- **Course supplies**
- **Employee staffing**

70% of budget (Est)

Valley View Golf Course

Current Year Projected Outcomes

- 2021 is on pace to be similar as 2020. Rounds of golf a little bit down, but revenues are about equal.
- At the end of August profit is sitting at $247,858. Compared to 2020 which was $248,380.
- Men's association participation is still holding well with 373 members.
- Driving range has exceeded 2020 total revenue by mid-September, with revenue at $129,690.
- Hoping for a good fall weather, however, water is an issue, so we need some rain. Hopefully Valley View can contribute to the cash fund $250,000 to $300,000, weather permitting.
- Having customers pre-pay for registration has changed the golf operation for the good. We will not be changing this.
- We are grateful for Facilities in helping us remodel the men's restroom. It turned out wonderful, and we've had hundreds of compliments.
- With the help of Public Works, we were able to renovate the cart paths on holes 12 and 13, which is a major improvement.
- We renovated the 16th tee box, which customers have requested for several years; it will be open for play in 2022.

Next Year Budget Initiatives

- It has been great to work with new people in HR to fine tune payroll. Hopefully it's fairly accurate for 2022.
- We have requested roughly $92,000 for golf course equipment, primarily the expense is renovating the pump house, which supplies irrigation water to the golf course. Its 30 years old. One of the backup pumps broke, and is too costly to repair, and the computer control is no longer serviceable due to age. (see details in the budget)
- There is a $45,000 request to renovate the women's restroom and build a new office in part of the old proshop downstairs, This will be done in-house by facilities
- There is again $30,000 request for cart path renovations, done in-house by public works
- There are a few variances in the operations budget. We are combing fertilizer and chemicals to one line item. We are increasing advertising by $7,000 to partner with Fairways Media, to enhance our golf course specific social media presence. Bank charges are increasing by $10,000 to cover online prepayment.