

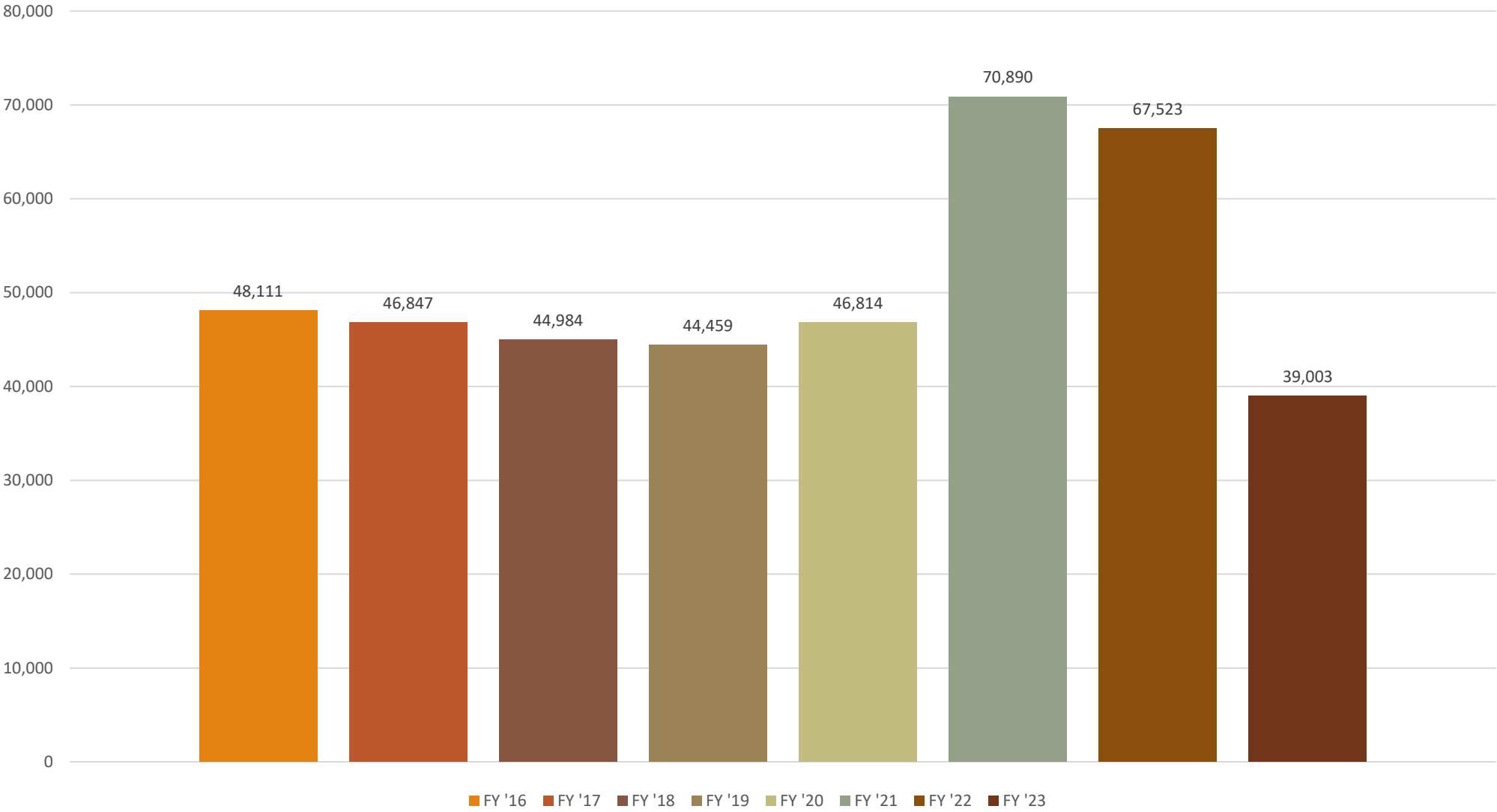
Golf Committee Meeting

APRIL

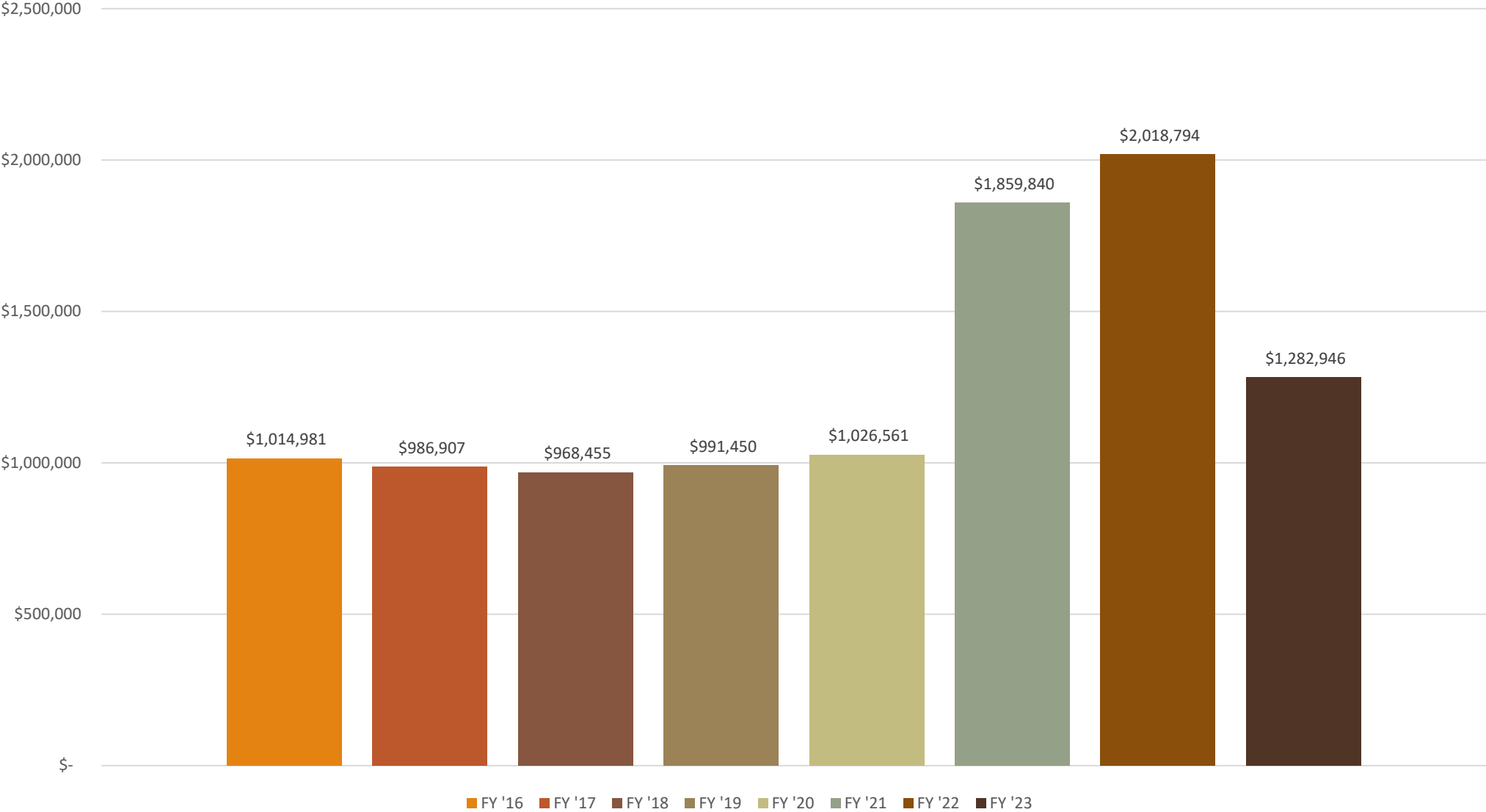
Agenda

1. Minutes Approval
2. Revenue Update
2. 2023 Dynamic Pricing Proposal
3. Grill Update
4. Construction Update
5. Budgeted Expense Review
6. Open House Reminder
7. Adjourn

Fiscal Year Round Totals



Fiscal Year Total Golf Revenue



Future Events thru June.

Tournaments: 20

Weekdays: 12

Weekends: 8

April = 2

May = 3

June = 15

Events: 30

Weekdays: 12

Weekends: 18

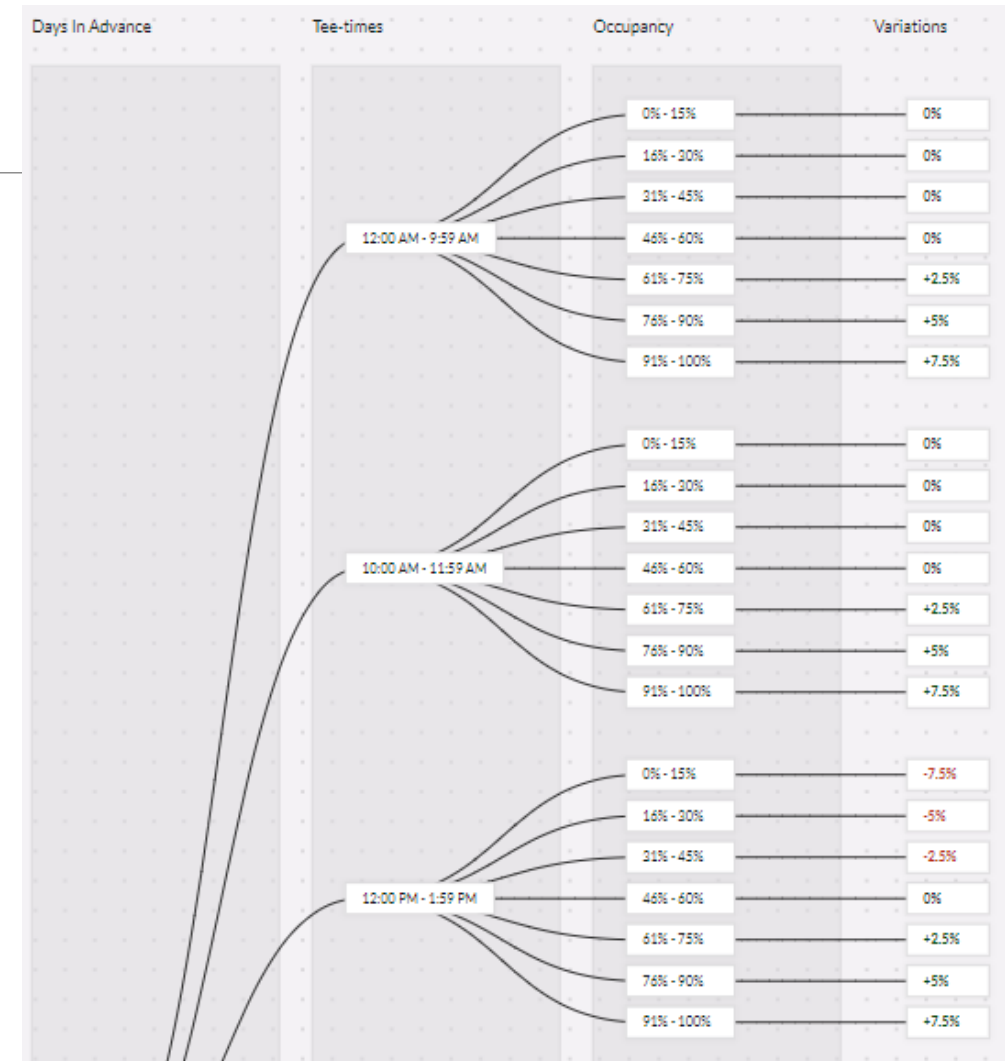
April = 10

May = 12

June = 8

Dynamic Pricing Model

- Lower Occupancy – Farther Out = Higher Discount
 - Max 7.5% @ 0-15% Occupancy
- Higher Occupancy – Closer = Less Discount
 - Max 10% @ 91-100% Occupancy
- Leaning heavily on higher rates during peak times
- Keep Afternoon Special and Discount Rates
 - Weekends after 2:00
 - \$25 for 9 Holes
 - \$45 for 18 Holes
- Continue Daily Flash Deal



Grill

Hours of Operation Starting April 16th

Weekdays – 8:00 am to 7:00 pm

Weekends – 7:00 am to 8:00 pm

Will extend later as we get into the summer.

Construction Update

- Outdoor Deck
- All other major areas complete.
- Cleanup and punch list items.

GL #'s

55-5584 Clubhouse

55-5585 Maintenance

55-5586 Grill

55-5587 Event Center

NORTH SALT LAKE CITY		Budget Worksheet - 5 Year Comparison					Page: 1	
		Period: 04/23					Apr 11, 2023 08:46AM	
Account Number	Account Title	2019-20 Prior Yr 3 Actual	2020-21 Prior Yr 2 Actual	2021-22 Pri Year Actual	2022-23 Current year Actual	2022-23 Current Yr Budget	2023-24 Department Requests	Increase or (Decrease) to This Yr's Budget
#55 GOLF COURSE FUND								
GOLF COURSE REVENUE								
55-5500-34200	FEES GREEN	573,276	1,005,494	1,009,078	556,806	900,000	1,000,000	100,000
55-5500-34201	FEES DRIVING RANGE	31,218	102,464	107,071	58,992	95,000	95,000	.00
55-5500-34202	TOURNAMENT FEE	3,094	14,264	.00	.00	20,000	20,000	.00
55-5500-34203	PUNCH PASSES	.00	.00	3,693	13,469	.00	.00	.00
55-5500-34204	CORPORATE MEMBERS	.00	2,256	.00	.00	.00	.00	.00
55-5500-34205	FEES - EVENTS	73	899-	184-	.00	65,000	.00	65,000-
Total GOLF COURSE REVENUE:		607,661	1,123,579	1,119,658	629,267	1,080,000	1,115,000	35,000
GOLF COURSE RENTAL								
55-5501-34402	CONCESSIONS - BANQU	16,013	979-	20,043	4,393-	.00	.00	.00
55-5501-34406	PRO SHOP SALES	131,690	202,104	310,698	186,770	250,000	275,000	25,000
55-5501-34407	LESSONS	.00	16,235	8,385	1,279	.00	.00	.00
55-5501-34408	CONCESSIONS - PRO SH	.00	.00	.00	9,176	100,000	30,000	70,000-
55-5501-34409	CONCESSIONS - CAFE	8,220	17,552	17,354	10,743	50,000	100,000	50,000
55-5501-34600	RENTS AND LEASES EQ	.00	.00	5,065	7,282	.00	.00	.00
55-5501-34601	RENTS - SIMULATORS	.00	.00	.00	29,669	60,000	60,000	.00
55-5501-34602	RENTS AND LEASES CA	264,410	474,365	481,963	287,421	450,000	500,000	50,000
55-5501-34603	RENTS AND LEASES BA	19,350	37,135	41,345	40,185	60,000	80,000	20,000
55-5501-34604	RENTS & LEASES CLUBH	27,000	23,500	16,881	24,500	25,000	25,000	.00
55-5501-34605	RENTS & LEASES MOBIL	79,468	63,916	52,470	20,988	70,000	40,000	30,000-
Total GOLF COURSE RENTAL:		546,151	833,828	954,204	613,621	1,065,000	1,110,000	45,000
GOLF COURSE NON OPERATING								
55-5502-36100	INTEREST EARNINGS	.00	.00	.00	3,784	.00	.00	.00
55-5502-36101	INTEREST EARNINGS RE	20,998-	7,572-	7,901	18,184	2,000-	2,000-	.00
55-5502-37200	PROCEEDS FROM BORR	.00	.00	4,334,089	.00	100,000	335,000	235,000
55-5502-37300	GAIN ON DISPOSAL OF C	9,000	.00	3,644	284,000	236,000	31,000	205,000-
55-5502-37400	INSURANCE RECOVERY	.00	47,056	138	.00	.00	.00	.00
55-5502-37990	FUND BALANCE - USE O	.00	.00	.00	.00	2,925,181	.00	2,925,181-
Total GOLF COURSE NON OPERATING:		11,998-	39,485	4,345,772	305,968	3,259,181	364,000	2,895,181-
GOLF COURSE CLUBHOUSE OPERATIN								
55-5584-40120	DEPRECIATION	255,183	244,298	253,103	.00	.00	.00	.00
55-5584-40570	COST OF SALES	102,971	129,172	230,923	184,246	165,000	180,000	15,000
55-5584-41101	WAGE REGULAR EMPLO	239,061	261,774	274,084	247,344	271,000	311,000	40,000
55-5584-41102	TEMPORARY EMPLOYEE	61,580	60,091	65,463	57,218	65,000	85,000	20,000
55-5584-41103	OVERTIME	12,856	1,482	670	.00	2,500	2,500	.00
55-5584-41105	PENSION EXPENSE	22,937	31,070-	178,098-	.00	.00	.00	.00
55-5584-41200	EMPLOYEE BENEFITS	98,579	137,652	140,329	132,863	156,000	182,000	26,000
55-5584-41201	EMPLOYEE ALLOWANCE	6,692	11,716	12,000	9,840	11,960	11,960	.00
55-5584-42000	GENERAL & CONTRACTE	15,738	10,937	24,404	11,907	190,000	15,000	175,000-
55-5584-42110	BANK CHARGES	25,394	40,313	54,988	37,303	45,000	45,000	.00
55-5584-42202	GROUNDS CARE	4,674	24,030	15,900	4,429	23,000	23,000	.00
55-5584-42300	INSURANCE - RISK MAN	27,284	24,954	18,660	27,124	28,000	28,000	.00
55-5584-42400	ADVERTISING AND PUBL	3,891	20,550	34,681	24,118	35,000	35,000	.00
55-5584-42900	TRAVEL, EDUCATION AN	62	.00	2,671	724	2,000	2,000	.00
55-5584-43100	WATER AND SEWERAGE	4,140	2,709	12,474	2,561	4,500	4,500	.00
55-5584-43200	NATURAL GAS	5,555	5,447	6,139	6,845	6,500	6,500	.00
55-5584-43300	ELECTRICITY	13,159	8,265	3,378	6,567	16,000	16,000	.00
55-5584-43400	TELECOMMUNICATION	3,772	5,172	5,114	4,415	6,500	6,500	.00
55-5584-45100	OFFICE SUPPLIES	1,902	959	380	8,800	6,000	6,000	.00
55-5584-45200	OPERATING SUPPLIES	20,687	16,551	25,300	45,919	25,000	50,000	25,000

NORTH SALT LAKE CITY		Budget Worksheet - 5 Year Comparison						Page: 2
		Period: 04/23						Apr 11, 2023 08:46AM
Account Number	Account Title	2019-20 Prior Yr 3 Actual	2020-21 Prior Yr 2 Actual	2021-22 Pri Year Actual	2022-23 Current year Actual	2022-23 Current Yr Budget	2023-24 Department Requests	Increase or (Decrease) to This Yr's Budget
55-5584-45205	EVENTS CNTR OPERATI	.00	.00	.00	10,202	10,000	.00	10,000-
55-5584-45211	INDIRECT COST ALLOCA	7,400	5,700	50,900	53,400	53,300	91,200	37,900
55-5584-45400	BOOKS, PUBLICATIONS	1,032	1,262	496	.00	1,000	1,000	.00
55-5584-45600	REPAIR AND MAINTENAN	.00	4,985	1,977	.00	.00	.00	.00
55-5584-45603	MACHINERY AND EQUIP	20,183	.00	.00	.00	.00	.00	.00
55-5584-49011	FLEET FUEL CHARGES	6,843	10,733	20,180	6,542	20,000	20,000	.00
55-5584-49012	FLEET REPAIR & MAINT	2,458	5,021	6,613	1,705	3,000	3,000	.00
Total GOLF COURSE CLUBHOUSE OPERATIN:		964,032	1,002,705	1,082,732	884,073	1,146,260	1,125,160	21,100-
GOLF COURSE GREENS OPERATING								
55-5585-41101	WAGE REGULAR EMPLO	150,381	173,255	196,239	191,835	269,000	255,000	14,000-
55-5585-41102	TEMPORARY EMPLOYEE	67,052	54,209	38,493	35,929	60,000	60,000	.00
55-5585-41103	OVERTIME	254	733	1,767	.00	500	500	.00
55-5585-41200	EMPLOYEE BENEFITS	109,964	116,333	92,926	115,264	156,000	160,000	4,000
55-5585-41201	EMPLOYEE ALLOWANCE	505	.00	.00	.00	1,000	1,000	.00
55-5585-42000	GENERAL & CONTRACTE	4,451	1,685	177,505	1,070	5,000	5,000	.00
55-5585-42120	RENTAL OF EQUIPMENT	470	470	660	690	1,000	1,000	.00
55-5585-42900	TRAVEL, EDUCATION AN	1,985	518	989	447	1,000	1,000	.00
55-5585-43100	WATER AND SEWERAGE	108,318	107,870	75,621	47,197	118,800	118,800	.00
55-5585-43200	NATURAL GAS	1,731	1,880	2,030	1,745	2,000	2,000	.00
55-5585-43300	ELECTRICITY	23,072	19,383	13,349	9,742	25,000	25,000	.00
55-5585-43400	TELECOMMUNICATION	2,333	2,168	2,357	2,200	2,500	2,500	.00
55-5585-45100	OFFICE SUPPLIES	.00	99	12	120	500	500	.00
55-5585-45200	OPERATING SUPPLIES	72,598	93,819	80,491	46,662	90,000	90,000	.00
55-5585-45400	BOOKS, PUBLICATIONS	672	1,126	940	1,212	1,000	1,000	.00
55-5585-45602	BUILDINGS	.00	.00	.00	.00	.00	.00	.00
55-5585-45603	MACHINERY AND EQUIP	.00	13,160	.00	.00	.00	.00	.00
55-5585-49011	FLEET FUEL CHARGES	11,543	8,066	17,954	16,897	15,000	20,000	5,000
55-5585-49012	FLEET REPAIR & MAINT	19,102	13,903	9,615	9,801	20,000	20,000	.00
55-5585-49013	FLEET PARTS AND SUPP	.00	.00	.00	4,502	.00	.00	.00
55-5585-58177	TREES	.00	.00	.00	.00	5,000	5,000	.00
Total GOLF COURSE GREENS OPERATING:		574,433	608,677	710,950	485,313	773,300	768,300	5,000-
GOLF COURSE CAFE OPERATING								
55-5586-40570	COST OF SALES	.00	.00	.00	264	40,000	40,000	.00
55-5586-41101	WAGE REGULAR EMPLO	.00	.00	.00	8,950	30,000	100,000	70,000
55-5586-41102	TEMPORARY EMPLOYEE	.00	.00	.00	4,370	20,000	50,000	30,000
55-5586-41103	OVERTIME	.00	.00	.00	558	500	500	.00
55-5586-41200	EMPLOYEE BENEFITS	.00	.00	.00	5,172	2,000	56,200	54,200
55-5586-42400	ADVERTISING AND PUBL	.00	.00	.00	592	5,000	5,000	.00
55-5586-43400	TELECOMMUNICATION	.00	.00	.00	68	.00	.00	.00
55-5586-45200	OPERATING SUPPLIES	.00	.00	.00	11,685	2,500	7,500	5,000
55-5586-58177	TREES	.00	.00	.00	.00	.00	.00	.00
Total GOLF COURSE CAFE OPERATING:		.00	.00	.00	31,659	100,000	259,200	159,200
GOLF COURSE EV CNTR OPERATING								
55-5587-41102	TEMPORARY EMPLOYEE	.00	.00	.00	.00	.00	30,000	30,000
55-5587-41200	EMPLOYEE BENEFITS	.00	.00	.00	.00	.00	4,000	4,000
55-5587-44240	ADVERTISING AND PUBL	.00	.00	.00	.00	.00	5,000	5,000
55-5587-45205	EVENTS CNTR OPERATI	.00	.00	.00	.00	.00	18,000	18,000
Total GOLF COURSE EV CNTR OPERATING:		.00	.00	.00	.00	.00	57,000	57,000

NORTH SALT LAKE CITY		Budget Worksheet - 5 Year Comparison						Page: 4
		Period: 04/23						Apr 11, 2023 08:46AM
Account Number	Account Title	2019-20 Prior Yr 3 Actual	2020-21 Prior Yr 2 Actual	2021-22 Pri Year Actual	2022-23 Current year Actual	2022-23 Current Yr Budget	2023-24 Department Requests	Increase or (Decrease) to This Yr's Budget
GOLF COURSE NON OPERATING								
55-5588-47011	PRINCIPAL	.00	.00	125,000	.00	100,000	100,000	.00
55-5588-47012	INTEREST	4,178	2,454	68,897	48,269	100,300	93,538	6,762-
55-5588-47013	FEES	.00	.00	83,294	.00	.00	.00	.00
55-5588-47016	LEASE PAYMENT	80,424	52,973	54,186	.00	28,500	65,000	36,500
55-5588-47017	LEASE PAYMENT - OPER	.00	.00	.00	.00	9,116	.00	9,116-
55-5588-48200	BUILDINGS - CLUB HOUS	.00	19,845	437,612	244,088	2,609,105	.00	2,609,105-
55-5588-48201	BUILDINGS - CONTRACT	.00	.00	901,689	1,409,282	.00	.00	.00
55-5588-48202	BUILDINGS - TURF CENT	.00	.00	44,968	22,673	.00	.00	.00
55-5588-48400	CONSTRUCTION - GROU	.00	16,128	328,568	4,037	.00	.00	.00
55-5588-48401	CONSTRUCTION - IRRIG	.00	.00	93,534	551	.00	.00	.00
55-5588-48500	MACHINERY & EQUIPME	.00	.00	126,450	481,792	537,600	335,000	202,600-
55-5588-49990	FUND BALANCE - CONTR	.00	.00	.00	.00	.00	.00	.00
55-5588-50000	CLOSE DEBT	80,424-	52,973-	4,154,903	.00	.00	.00	.00
55-5588-50001	CLOSE ASSET	15,917-	49,130-	1,933,254-	.00	.00	.00	.00
Total GOLF COURSE NON OPERATING:		11,739-	10,706-	4,485,846	2,210,691	3,384,621	593,538	2,791,083-
#55 GOLF COURSE FUND Revenue Total:		1,141,813	1,996,892	6,419,634	1,548,856	5,404,181	2,589,000	2,815,181-
#55 GOLF COURSE FUND Expenditure Total:		1,526,726	1,600,675	6,279,528	3,611,735	5,404,181	2,803,198	2,600,983-
Net Total #55 GOLF COURSE FUND:		384,913-	396,217	140,107	2,062,879-	.00	214,198-	214,198-
Net Grand Totals:		384,913-	396,217	140,107	2,062,879-	.00	214,198-	214,198-

Open House May 11th
