

**MINUTES  
PARK BOARD  
REGULAR MEETING  
MONDAY, OCTOBER 26<sup>TH</sup>, 2020  
5:30 P.M.**

THE PARK BOARD MET IN REGULAR SESSION IN THE COUNCIL CHAMBER, 12 NORTH ROWE STREET, PRYOR, OKLAHOMA AT THE ABOVE-MENTIONED DATE AND TIME.

**BOARD MEMBERS: \*\* BILL KANNEGIESSER, MELINDA MARKS, PAT RICHARD, CASEY KING, LORI SIEVER, CHRIS GRAVES, KEITH SHELBY.**

**1. CALL MEETING TO ORDER.**

Bill Kannegiesser called the Park Board meeting to order at 5:30 p.m. Members present: Bill Kannegiesser, Pat Richard, Chris Graves, Keith Shelby. Members absent: Melinda Marks, Casey King and Lori Siever.

Others present: Mayor Larry Lees, Scott Demereck, Alan Null and Terry Aylward.

**2. PETITIONS FROM THE AUDIENCE.**

There were no petitions.

**3. DISCUSS, POSSIBLY APPROVE THE MINUTES OF THE SEPTEMBER 28<sup>TH</sup>, 2020 REGULAR MEETING.**

Motion was made by Shelby, second by Richard to approve the minutes of the September 28<sup>th</sup>, 2020 regular meeting. All voted yes.

**4. PARK REPORT – SUPERINTENDENT FRANK POWELL:**

**a. Parks**

Mayor reported that there is a major duck issue at Whitaker Park, and we have engaged our wildlife contact person to try and get it under control. He also reported that the new toys for Bobby Buck Park should arrive in early November.

**b. Cemetery**

Mayor reported that he is keeping an eye on the drainage issues at the cemetery during this rainy week. He stated that it is doing well so far.

**5. GOLF COURSE REPORT – DIRECTOR DENNIS BOWMAN**

Bowman provided a written report, which Kannegiesser read. Page two of his report was a Maintenance list. Richard asked about Item #3 on the Maintenance list, asking if these were issues on Greens. Kannegiesser confirmed. He stated that these issues are due to the irrigation system.

Shelby asked what the outcome of the Yeti cup decision was. Kannegiesser stated that so far everyone understands and there are no problems. Kannegiesser reported that they will be cutting trees this winter. He also stated that the upcoming work on the bridges out near the Golf Course likely will not occur until 2025.

**6. DISCUSS, POSSIBLY RECOMMEND COUNCIL ACTION REGARDING SEEKING BIDS FOR FAIRWAY MOWER, GREENS AERIFIER, FAIRWAY AERIFIER AND EQUIPMENT LIFT.**

Motion was made by Shelby, second by Richard to recommend Council action regarding seeking bids for fairway mower, greens aerifier, fairway aerifier and equipment lift.

It was discussed that all these items except for the equipment lift were budgeted this year. The equipment lift will be needed, but right now they want an idea of how much everything is going to cost so they can make good decisions. Mayor reported that they have \$190,000.00 budgeted and he does not believe it will cost that much.

Shelby and Richard amended their motion and second to specify, "Sealed Bids." Voting yes: Kannegiesser, Richard, Graves, Shelby. Voting no: none.

**7. DISCUSS, POSSIBLY RECOMMEND COUNCIL ACTION REGARDING HIRING SCOTT DEMERECK TO FILL BUDGETED EQUIPMENT MANAGER POSITION AT THE PRYOR CREEK GOLF COURSE AT RANGE T, STEP 1 (ANNUAL WAGE - \$32,240.00), EFFECTIVE NOVEMBER 4<sup>TH</sup>, 2020.**

Motion was made by Richard, second by Shelby to recommend Council action regarding hiring Scott Demereck to fill budgeted Equipment Manager position at the Pryor Creek Golf Course at Range T, Step 1 (annual wage - \$32,240.00), effective November 4<sup>th</sup>, 2020. Voting yes: Richard, Graves, Shelby, Kannegiesser. Voting no: none.

**8. DISCUSS, POSSIBLY RECOMMEND COUNCIL ACTION REGARDING HIRING ALAN NULL TO FILL BUDGETED ASSISTANT GOLF SUPERINTENDENT AT THE PRYOR CREEK GOLF COURSE AT RANGE S, STEP 1 (ANNUAL WAGE - \$34,882.00), EFFECTIVE NOVEMBER 4<sup>TH</sup>, 2020.**

Motion was made by Richard, second by Graves to recommend Council action regarding hiring Alan Null to fill budgeted Assistant Golf Superintendent at the Pryor Creek Golf Course at Range S, Step 1 (annual wage - \$34,882.00), effective November 4<sup>th</sup>, 2020. Voting yes: Graves, Shelby, Kannegiesser, Richard. Voting no: none.

**9. ACTION ITEMS:**

There were no Action Items presented.

**10. UNFORESEEABLE BUSINESS. (Any matter not reasonably foreseen prior to posting the agenda.)**

There was no unforeseeable business.

**11. ADJOURN.**

Motion was made by Shelby, second by Graves to adjourn at 5:57 p.m. All voted yes.



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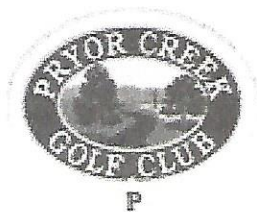
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## ANNUAL GOLF MEMBERSHIP FEES FOR PRYOR GOLF COURSE 2020

Memberships are good for 12 months from the date of purchase.

<b>SENIOR FAMILY</b>	Option 1 Yearly - \$650.00 + \$38.19 (tax) = <b>\$688.19</b>
	Option 2 Monthly - \$63.14 (\$757.68)
	Option 3 Yearly using our new Cart - \$1,948.00
	Option 4 Monthly using our Cart - \$178.57 (\$2142.84)
<b>SENIOR SINGLE</b>	Option 1 Yearly - \$497.48 + \$29.23 (tax) = <b>\$526.71</b>
	Option 2 Monthly - \$48.28 (\$579.36)
	Option 3 Yearly using our Cart - \$1704.58
	Option 4 Monthly using our Cart - \$158.28 (\$1,899.36)

**\*\*TO BE ELIGIBLE FOR SENIOR STATUS YOU MUST BE 55 AND OVER\*\***

<b>FAMILY</b>	Option 1 Yearly - \$716.71 + \$42.41 (tax) = <b>\$758.82</b>
	Option 2 Monthly \$70.56 (\$846.72)
	Option 3 Yearly using our Cart - \$2185.00
	Option 4 Monthly using our Cart - \$201.25 (\$2,415.00)

**\*\*FULL TIME STUDENT THROUGH 12<sup>TH</sup> GRADE AND FULL TIME SINGLE COLLEGE STUDENT THROUGH THE AGE OF TWENTY-THREE (23) LIVING IN YOUR HOME\*\***

<b>SINGLE</b>	Option 1 Yearly - \$574.34 + \$3 3.74 (tax) = <b>\$608.08</b>
	Option 2 Monthly \$55.80 (\$669.60)
	Option 3 Yearly using our Cart - \$1863.00
	Option 4 Monthly using our Cart - \$172.50 (\$2070.00)

**JUNIOR \$132.23 PLUS \$7.77 (tax) = \$140.00**

**\*\*JUNIOR RATES ARE AVAILABLE FOR STUDENTS THROUGH 12<sup>TH</sup> GRADE\*\***

**CORPORATE (3) Members - \$2,530.00**

- Includes Green Fees and Cart anytime.
- Each additional member add \$100.00 up to a total of 5.
- From 6 – 9 members each additional member add \$200.00.
- Corporate Members would also receive 20% off Green Fees for guest. (excludes tournaments)
- Must be full time company employees

**CART STALL RENTAL \$760.00 – Must use Option 1**

**TRAIL ON CART \$380.00 – Must use Option 1**

Please pay with cash or check.

**CREDIT CARD Paper set up fee Add 5%** We accept Mastercard, Visa, Discover and American Express.

**All Monthly Memberships are a 12 month contract.**



5 Year Business Plan  
2021-2025  
For  
Pryor Creek Golf Course

Prepared By  
Dennis Bowman  
PGA Professional  
GCSAA Superintendent



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## Introduction

Do not be fooled by the yardage of the Pryor Creek Golf Club. There is plenty of challenge to this 18-hole, par 72 municipal course. In fact, expect to be engaged by every hole, whether you are just learning the game or honing your handicap. That is the beauty of this course—but not the only beauty.

There is also the meticulously manicured putting and chipping greens and the driving range where golfers can get down to the business of sharpening their game. The amenities, from the well-stocked pro shop to the inviting lounge area to the top-rated PGA instruction and pro shop staff ready to serve your every need. And all this at one of the most affordable golf courses in Northeast Oklahoma.

Champions have been molded here—the Pryor Creek Tigers, eight-time Oklahoma State Golf Champions, train here, as do the teams of surrounding high schools, and the course has played host to numerous junior state golf championships.

Young people really like to play on this course, and so do seniors and people of all ages and abilities. Families find golf here a great way to grow closer; business associates find common ground. Best of all, the affordability means more golf for everyone, and that is a truly beautiful thing.

The Pryor Creek Golf Club is situated in the beautiful country setting near the Neosho River in Earl Ward Park only six miles on the southeast side of Pryor Creek, OK. Earl Ward Park consists of approximately 430 acres of which the golf course utilizes about 140 acres. The golf course and Earl Ward Park is a nice asset for The City of Pryor Creek Park Department.

So welcome to the greatest game mankind invented, and welcome to some of the best games you will ever play. It is all ahead at the Pryor Creek Golf Club. See you on the course.

—Dennis Bowman, City of Pryor Creek Golf Director and PGA Professional





## **Mission Statement for Pryor Creek Golf Course**

Our mission for **Pryor Creek Golf Course** is to provide members and guests with an exceptional family environment to learn, play and practice the game of golf while fulfilling the financial goals of the City of Pryor Creek and A & B Golf Shop.

**A & B Golf Shop** Mission is to provide unparalleled customer service to club members, their families, and guests. The total golf experience will be enhanced by an outstanding teaching program that includes lessons, clinics, and schools; a large tournament program for juniors, ladies, and men; and a quality merchandise program that offers selection, variety and pleasant surprises.

**Pryor Creek Golf Course Maintenance** Mission is to maintain the golf course in nice condition, playing policies and customer service will be geared to providing outstanding golf experience for all players. As golf staff carry out their duties, they will be innovative, always show professionalism, focus on teamwork, and practice financial responsibility to realize profitability.



## Pryor Creek Golf Course Market

The geographic market for Pryor Creek Golf Course is fairly large. Studies show that golfers will travel up to forty-five minutes to play a golf course. Major cities within our area would include Pryor Creek, Claremore, Wagoner, Coweta, Muskogee, Tahlequah, Vinita, Catoosa, Owasso, Broken Arrow, and Tulsa.

Our largest market segment comes from seniors and blue-collar workers. Other market segments include junior golfers, High School Tournaments and charity events. Over the past several years the senior segment has been declining due to life cycles. The golf course industry is starting to see an increase in the younger family segment which will help boost the declining market.

The economic conditions for the City of Pryor Creek are on an upswing mostly due to the Mid America Industrial Park growing.

Our competition is thirty-eight miles away, Heritage Hills Golf Course in Claremore Ok, twenty-eight miles is Grand Cherokee Golf Course in Langley Ok., which is a nine-hole golf course, owned and operated by the State of Oklahoma. Thirty-seven miles is Cherokee Springs Golf Club in Tahlequah, Ok. and thirty-eight miles is Cherokee Trails Golf Course, in Catoosa Ok which is owned and operated by the Cherokee Nation. Thirty-nine miles away is a nine-hole course, Sequoyah Golf Course owned and operated by the State of Oklahoma.

We do not see any new construction of golf courses being built in our area in the near future.



## Pryor Creek Golf Course State of our Business

The state of our business has been in a decline for the past five years. This decline has been nationwide for almost all municipal golf courses. There are many municipalities that have decided to reinvest in their facilities and make major improvements during this down time, and they are seeing success. Our goal during this time was to do what was needed to keep the doors open. We have been able to accomplish this but not able to maintain our capital needs during this downturn. The golf course was maintained solely with the revenue that was brought in from sales. Accompanying this decline of golfers over the past two years was the condition of severe flooding and bad weather.

Starting in 2019 and to present, the City of Pryor Creek along with FEMA have helped to recapitalize the golf course. We have replaced our flooded-out pump station, irrigation control system and number eight green. Also, we have acquired new equipment that includes a rough mower, greens mower, tractor, debris blower and maintenance vehicles. In addition, we have added two city employees to the staff, Assistant Superintendent, and Equipment Manager. These positions have not been filled since about 2014.

The Covid-19 pandemic has helped the golf course industry nationwide with most golf courses being up at least twenty percent and some areas even higher. The golf industry has benefited from this pandemic due to the fact it encourages people to enjoy the healthy living sport of golf outdoors in a safe, quality, and enjoyable environment. Our current market is producing financial numbers that we have not experienced in at least a decade. This gives us the opportunity to capture new players and grow the business. We are capitalizing on this trend and we believe it will continue.



## Pryor Creek Golf Course Business Objectives

The overall business objective of golf operations as an Enterprise Zone for The City of Pryor Creek, is to generate a level of revenues that support the golf course operations and maintain the Pryor Creek citizen's asset in a quality and responsible manner all the while, keeping expenses in check.

The golf course has three major sources of revenue: Non-member green fees, Annual Membership Sales, and Golf Cart rental.

The expenses include maintaining the golf course grounds, irrigation system, buildings, utilities, and staffing.

The five-year plan consists of growing the revenue while bringing and keeping the assets up to standard with efficiency and economy. These items will be shown in more detail later in the business plan.



## Pryor Creek Golf Course Strategies for Business Objectives

The three planned strategies for are financial, operational and promotional.

Our financial strategies are to increase green fees by five percent per year. Over the next five years this would be a significant increase in paid rounds of golf. Regarding our memberships, the goal is to increase them by fifteen percent the first year then by three percent each year for the following four years. Our current Silver Memberships will expire March 31, 2021. It has always been our hope that a healthy portion of these memberships would convert.

Over the last five years we have decreased our operational expenses to the point that we cannot lower them anymore and maintain a quality product while assuring that the city assets are responsibly maintained. Our target is to continually monitor our expenses and hone our processes toward efficiency as things change and technology advances.

The promotional aspect consists of 'word of mouth' from our clientele, email marketing, Facebook, Twitter and Instagram, brochures, and golf industry news media.

Our strategy to increase green fees by five percent is to capture customer data and market to them mainly by email so we can send promotional offers to have them play more often. There are only two ways to grow our business, one is to increase the number of clients and the other is to increase the number of times the client returns to the golf course. Our customer strategy is to make Pryor Creek Golf Course a fun place to be! PGA studies show that golfers enjoy the game when they have an improvement plan. We will continue to teach and promote the game with lessons, group clinics, junior golf clinics, leagues, tournaments and outings. If we convert fifteen percent of the Silver Memberships, which expire at the end of March, to Platinum Membership status this will, then generate an additional \$80,000.00 of 2020-2021 revenue. In addition, Members tend to play more which will increase cart rentals.



## Past Two-Year Averages, Expenses and Revenues

2019-2020 Two Year Average Expenses	Two Year Average	2019-2020 Two Year Average Revenue	Two Year Average
		Rental Golf Cart Stalls	
Golf Salaries	\$72,957.40	Golf Cart Rentals	\$33,555.00
Golf Temp Services Wages	\$100,917.46	Rental of Pull Carts	\$130,598.16
Golf Overtime	\$0.00	Interest Income	\$241.00
Golf Longevity	\$0.00	Sale of Surplus	\$561.45
Golf Pro Shop Manager Bonus	\$223.00	Green Fees	\$0.00
Golf Sick Leave Buy Back	\$0.00	Memberships	\$0.00
Golf Fica	\$5,533.09	Trail On Fees	\$107.15
Golf Retirement and Pension	\$6,075.31	Green Fees - Daily	\$2,280.00
Golf Health Insurance	\$12,583.81	Green Fees - Jr & Sr	\$61,953.26
Golf Employment Tax	\$184.01	Green Fees - Twilight	\$7,645.39
Golf Workers Comp	\$1,864.31	Silver Anniversary Membership	\$17,060.40
Salaries, Benefits, Sub Total	\$0.00	Membership - Senior Family	\$8,583.25
Golf Supplies-Office	\$892.47	Membership - Senior Single	\$8,270.67
Golf Supplies-General	\$1,008.10	Membership - Family	\$21,706.10
Golf Supplies-Capital Outlay	\$0.00	Membership - Single	\$5,001.11
Golf Advertising	-\$6,191.26	Membership - Junior	\$10,111.84
Golf Food For Trustees	\$0.00	Membership - Corporate	\$929.29
Golf Auto Expense (Milage)	\$0.00	Grants & Donations	\$8,025.00
Golf Dues & Subscriptions	\$1,594.50	Irrigation Project Donations	\$0.00
Golf Fertilizer & Lime	\$210.00	Miscellaneous	\$200.50
Golf Repair and Maint. Pro Shop	\$442.27	Public Schools FacilityUse	\$17.25
Golf Insurance Vehicles	\$800.98		\$350.00
Golf Insurance Property	\$4,085.88	Total Fund Revenue	\$0.00
Golf Cart Maintenance Fees	\$14,627.47		\$317,196.78

Golf Travel	\$351.14		
Golf Shop Membership (10%)	\$13,238.60		
Golf Utilities	\$20,641.71		
Golf Chemicals	\$23,467.02		
Golf Maintenance Training	\$0.00		
Golf Telephone	\$793.74		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$29,415.10		
Golf Fuel, Oil & Grease	\$10,674.11		
Golf Sales Tax Collected	\$17,211.75		
Golf Irrigation Project Expenses	\$2,278.86		
Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$153.60		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$6,666.31		
Golf Capital Outlay	\$135.00		
Golf Capital Outlay Cart Lease	\$0.00		
Golf Cart Interest	\$0.00		
	\$0.00		
	\$0.00		
Total Golf Course	\$0.00		
	\$342,835.68		

## 2020-2021 Expenses VS Projected Revenue

Expenditures for 12 months ending June 30,2021			Current Year 2020-2021
	Budget		Revenue
Golf Salaries	\$146,040.00	Jul-20	\$49,451.84
Golf Temp Services Wages	\$63,720.00	Aug-20	\$48,850.68
Golf Overtime	\$0.00	Sep-20	\$40,354.34
Golf Longevity	\$0.00	Oct-20	\$26,822.39
Golf Pro Shop Manager Bonus	\$0.00	Nov-20	\$11,992.09
Golf Sick Leave Buy Back	\$0.00	Dec-20	\$9,144.71
Golf Fica	\$10,952.22	Jan-21	\$6,634.14
Golf Retirement and Pension	\$12,884.97	Feb-21	\$9,237.08
Golf Health Insurance	\$49,371.00	Mar-21	\$25,000.00
Golf Employment Tax	\$561.00	Apr-21	\$46,000.00
Golf Workers Comp	\$7,169.23	May-21	\$90,000.00
Salaries, Benefits, Sub Total		Jun-21	\$51,476.65
Golf Supplies-Office	\$800.00	Total	\$402,787.19
Golf Supplies-General	\$2,800.00		
Golf Supplies-Capital Outlay	\$0.00	Budget	\$480,502.42
Golf Advertising	\$4,000.00		
Golf Food For Trustees	\$0.00	Difference	-\$77,715.23
Golf Auto Expense (Milage)	\$0.00		
Golf Dues & Subscriptions	\$1,200.00		
Golf Fertilizer & Lime	\$0.00		
Golf Repair and Maint. Pro Shop	\$1,500.00		
Golf Insurance Vehicles	\$500.00		
Golf Insurance Property	\$0.00		
Golf Cart Maintenance Fees	\$13,000.00		
Golf Travel	\$2,500.00		
Golf Shop Membership (10%)	\$15,000.00		
Golf Utilities	\$22,000.00		
Golf Chemicals	\$24,000.00		
Golf Maintenance Training	\$500.00		
Golf Telephone	\$1,700.00		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$28,000.00		
Golf Fuel, Oil & Grease	\$12,000.00		
Golf Sales Tax Collected	\$15,000.00		
Golf Irrigation Project Expenses	\$5,000.00		



Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$0.00		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$7,000.00		
Golf Capital Outlay	\$0.00		
Golf Capital Outlay Cart Lease	\$33,304.00		
Golf Cart Interest	\$0.00		
	\$0.00		
Total Golf Course	\$480,502.42		
Budget VS Revenue	-\$77,715.23		

## 2021-2022 Expenses VS Projected Revenue

Expenditures & Revenue for 12 months ending June 30,2022	Budget		Revenue
Golf Salaries	\$146,040.00	Jul-20	\$49,451.84
Golf Temp Services Wages	\$68,580.00	Aug-20	\$48,850.68
Golf Overtime	\$0.00	Sep-20	\$40,354.34
Golf Longevity	\$0.00	Oct-20	\$26,822.39
Golf Pro Shop Manager Bonus	\$0.00	Nov-20	\$11,992.09
Golf Sick Leave Buy Back	\$0.00	Dec-20	\$9,144.71
Golf Fica	\$10,952.22	Jan-21	\$6,634.14
Golf Retirement and Pension	\$12,884.97	Feb-21	\$9,237.08
Golf Health Insurance	\$49,371.00	Mar-21	\$25,000.00
Golf Employment Tax	\$561.00	Apr-21	\$46,000.00
Golf Workers Comp	\$7,169.23	May-21	\$97,500.00
Salaries, Benefits, Sub Total		Jun-21	\$51,476.65
Golf Supplies-Office	\$800.00	Total	\$422,463.92
Golf Supplies-General	\$2,800.00		
Golf Supplies-Capital Outlay	\$0.00	Budget	\$485,362.42
Golf Advertising	\$4,000.00		
Golf Food For Trustees	\$0.00	Difference	-\$62,898.50
Golf Auto Expense (Milage)	\$0.00		
Golf Dues & Subscriptions	\$1,200.00		
Golf Fertilizer & Lime	\$0.00		
Golf Repair and Maint. Pro Shop	\$1,500.00		
Golf Insurance Vehicles	\$500.00		
Golf Insurance Property	\$0.00		

Golf Cart Maintenance Fees	\$13,000.00		
Golf Travel	\$2,500.00		
Golf Shop Membership (10%)	\$15,000.00		
Golf Utilities	\$22,000.00		
Golf Chemicals	\$24,000.00		
Golf Maintenance Training	\$500.00		
Golf Telephone	\$1,700.00		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$28,000.00		
Golf Fuel, Oil & Grease	\$12,000.00		
Golf Sales Tax Collected	\$15,000.00		
Golf Irrigation Project Expenses	\$5,000.00		
Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$0.00		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$7,000.00		
Golf Capital Outlay	\$0.00		
Golf Capital Outlay Cart Lease	\$33,304.00		
Golf Cart Interest	\$0.00		
	\$0.00		
Total Golf Course	\$485,362.42		
Budget VS Revenue	-\$62,898.50		

## 2022-2023 Expenses VS Projected Revenue

Expenditures & Revenue for 12 months ending June 30,2023			
	Budget		Revenue
Golf Salaries	\$146,040.00	July	\$49,451.84
Golf Temp Services Wages	\$68,580.00	August	\$48,850.68
Golf Overtime	\$0.00	September	\$40,354.34
Golf Longevity	\$0.00	October	\$26,822.39
Golf Pro Shop Manager Bonus	\$0.00	November	\$11,992.09
Golf Sick Leave Buy Back	\$0.00	December	\$9,144.71
Golf Fica	\$10,952.22	January	\$6,634.14
Golf Retirement and Pension	\$12,884.97	February	\$9,237.08
Golf Health Insurance	\$49,371.00	March	\$25,000.00
Golf Employment Tax	\$561.00	April	\$46,000.00
Golf Workers Comp	\$7,169.23	May	\$97,500.00

Salaries, Benefits, Sub Total		June	\$51,476.65
Golf Supplies-Office	\$800.00	Total	\$422,463.92
Golf Supplies-General	\$2,800.00		
Golf Supplies-Capital Outlay	\$0.00	Budget	\$479,562.42
Golf Advertising	\$4,000.00		
Golf Food For Trustees	\$0.00	Difference	-\$57,098.50
Golf Auto Expense (Milage)	\$0.00		
Golf Dues & Subscriptions	\$1,200.00		
Golf Fertilizer & Lime	\$0.00		
Golf Repair and Maint. Pro Shop	\$1,500.00		
Golf Insurance Vehicles	\$500.00		
Golf Insurance Property	\$0.00		
Golf Cart Maintenance Fees	\$13,000.00		
Golf Travel	\$2,500.00		
Golf Shop Membership (10%)	\$15,000.00		
Golf Utilities	\$22,000.00		
Golf Chemicals	\$24,000.00		
Golf Maintenance Training	\$500.00		
Golf Telephone	\$1,700.00		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$28,000.00		
Golf Fuel, Oil & Grease	\$12,000.00		
Golf Sales Tax Collected	\$15,000.00		
Golf Irrigation Project Expenses	\$5,000.00		
Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$0.00		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$1,200.00		
Golf Capital Outlay	\$0.00		
Golf Capital Outlay Cart Lease	\$33,304.00		
Golf Cart Interest	\$0.00		
	\$0.00		
Total Golf Course	\$479,562.42		
Budget VS Revenue	-\$57,098.50		

**2023-2024 Expenses VS Projected Revenue**

Expenditures & Revenue for 12 months ending June 30,2024			
	Budget		Revenue

Golf Salaries	\$146,040.00	July	\$49,451.84
Golf Temp Services Wages	\$68,580.00	August	\$48,850.68
Golf Overtime	\$0.00	September	\$40,354.34
Golf Longevity	\$0.00	October	\$26,822.39
Golf Pro Shop Manager Bonus	\$0.00	November	\$11,992.09
Golf Sick Leave Buy Back	\$0.00	December	\$9,144.71
Golf Fica	\$10,952.22	January	\$6,634.14
Golf Retirement and Pension	\$12,884.97	February	\$9,237.08
Golf Health Insurance	\$49,371.00	March	\$25,000.00
Golf Employment Tax	\$561.00	April	\$46,000.00
Golf Workers Comp	\$7,169.23	May	\$97,500.00
Salaries, Benefits, Sub Total		June	\$51,476.65
Golf Supplies-Office	\$800.00	Total	\$422,463.92
Golf Supplies-General	\$2,800.00		
Golf Supplies-Capital Outlay	\$0.00	Budget	\$479,562.42
Golf Advertising	\$4,000.00		
Golf Food For Trustees	\$0.00	Difference	-\$57,098.50
Golf Auto Expense (Milage)	\$0.00		
Golf Dues & Subscriptions	\$1,200.00		
Golf Fertilizer & Lime	\$0.00		
Golf Repair and Maint. Pro Shop	\$1,500.00		
Golf Insurance Vehicles	\$500.00		
Golf Insurance Property	\$0.00		
Golf Cart Maintenance Fees	\$13,000.00		
Golf Travel	\$2,500.00		
Golf Shop Membership (10%)	\$15,000.00		
Golf Utilities	\$22,000.00		
Golf Chemicals	\$24,000.00		
Golf Maintenance Training	\$500.00		
Golf Telephone	\$1,700.00		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$28,000.00		
Golf Fuel, Oil & Grease	\$12,000.00		
Golf Sales Tax Collected	\$15,000.00		
Golf Irrigation Project Expenses	\$5,000.00		
Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$0.00		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$1,200.00		
Golf Capital Outlay	\$0.00		
Golf Capital Outlay Cart Lease	\$33,304.00		
Golf Cart Interest	\$0.00		
	\$0.00		

Total Golf Course	\$479,562.42		
Budget VS Revenue	-\$57,098.50		

## 2024-2025 Expenses VS Projected Revenue

Expenditures & Revenue for 12 months ending June 30,2025			
	Budget		Revenue
Golf Salaries	\$146,040.00	July	\$49,451.84
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Golf Workers Comp	\$7,169.23	May	\$97,500.00
Salaries, Benefits, Sub Total		June	\$51,476.65
Golf Supplies-Office	\$800.00	Total	\$422,463.92
Golf Supplies-General	\$2,800.00		
Golf Supplies-Capital Outlay	\$0.00	Budget	\$446,258.42
Golf Advertising	\$4,000.00		
Golf Food For Trustees	\$0.00	Difference	-\$23,794.50
Golf Auto Expense (Milage)	\$0.00		
Golf Dues & Subscriptions	\$1,200.00		
Golf Fertilizer & Lime	\$0.00		
Golf Repair and Maint. Pro Shop	\$1,500.00		
Golf Insurance Vehicles	\$500.00		
Golf Insurance Property	\$0.00		
Golf Cart Maintenance Fees	\$13,000.00		
Golf Travel	\$2,500.00		
Golf Shop Membership (10%)	\$15,000.00		
Golf Utilities	\$22,000.00		
Golf Chemicals	\$24,000.00		
Golf Maintenance Training	\$500.00		
Golf Telephone	\$1,700.00		
Golf Professional Fees and Licenses	\$0.00		
Golf Repair and Maint.	\$28,000.00		

Golf Fuel, Oil & Grease	\$12,000.00		
Golf Sales Tax Collected	\$15,000.00		
Golf Irrigation Project Expenses	\$5,000.00		
Golf Miscellaneous	\$0.00		
Golf Emergency Expenses	\$0.00		
Golf Donations/School Bldg.	\$0.00		
Golf Credit Card and Related Expenses	\$1,200.00		
Golf Capital Outlay	\$0.00		
Golf Capital Outlay Cart Lease	\$0.00		
Golf Cart Interest	\$0.00		
	\$0.00		
Total Golf Course	\$446,258.42		
Budget VS Revenue	-\$23,794.50		



## Capital Improvement List

<b>Equipment List</b>	<b>Date of Purchase</b>	<b>Cost</b>	<b>Date to RePurchase</b>	<b>Estimated Replacement Cost</b>
Golf Cart Fleet	12-2020	\$114,500.00	12-2028	\$135,000.00
John Deere Greens Mower	3-20		3-2025	
Maintenance Carts (3)	5-2020		5-2026	
Jacobsen G-Plex				
Jacobsen Greens King IV				
Jacobsen 3400 Fairway Mower				
John Deere 800 Airfyer				
John Deere Tractor				
Trimax 13 foot Mower				
Smithco Sprayer				
Buffalo Blower				
Jacobsen Fairway Airfyer				
Irrigation Control System	04-2020			
Water Pump Station Panel	03-2020			
Water Pump Station Motors (4)	03-2020			
Water Pumps (4)	6-2007			

Buildings				
Member Cart Building A Roof	ASAP			
Member Cart Building B Roof	6-2018			
Member Cart Building C Roof	Original Metal			
Pro Shop Roof				
Maintenance Building Roof				





### Five Year Forecast

Ending June 30, 2021	Ending June 30, 2022	Ending June 30, 2023	Ending June 30, 2024	Ending June 30, 2025
-\$77,715.23	-\$56,898.50	-\$57,098.50	-\$57,098.50	-\$23,794.50

### Five Year Capital Improvement Forecast

Maintenance Building	1	\$ 450,000.00
Bathroom in between 3 and 18	2	\$ 75,000.00
Pick Up Truck	2	\$ 26,000.00
Cart Path Resurface &	1	\$ 110,000.00

**Total Capital \$661,000.00**

**Total Cash Needed for 5 Years \$876,505.00**

**\$175,301.00 per Year**



## **Conclusion**

The City's Golf Course asset is in demand as a quality of life and culture component of our community. To continue the success and viability of the Pryor Creek Golf Course, additional funds of approximately \$175,301 are needed each year for the next five years.

These funds are mainly due to the capital improvement needs for the golf course. The last five years have been challenging for the golf course business. From 2001 to 2015 the golf course was successful in growing and maintaining its capital needs. We were able to purchase equipment and install a \$750,000 irrigation system, while maintaining this city asset.

Uncontrollable components affect any golf course business. Weather, economic conditions, and unforeseen pandemics such as Covid – 19 are outliers that effect any business, but especially the golf business.

When projecting forecasts for a business such as this, there are so many factors that can change the direction. Using our best wise judgement while planning ahead with commitment, we have over our long tenure of service, been able to not only survive, but vastly improve our position in the marketplace.

We will monitor the health of our Golf Course and make the necessary changes as the Park Board, City Council, and Mayor give direction toward insuring that this asset is cared for appropriately with sustainability for the citizens of Pryor Creek.