

Review of SCGA Proposal

Proposal	Revenue addition or cost reduction	Staff Comment
Use \$38,760 from Holly Cross Parking Rental	0	Parking space rentals have nothing to do with golf operations. Funds were in MCRA's budget with Sligo benefiting to the extent of 10%. Using the money only for Sligo does not add to the total revenue for golf. (Holy Cross wants the parking indefinitely and would be interested in more parking.)
Use \$27,000 from radio tower rental	0	Tower rentals have nothing to do with golf operations. Funds are in Park's Department budget. Removing them would reduce other park services or require additional tax revenue to pay for parks.
Increase green's fees \$1 per round (\$29,000)	0	A \$3 increase in green's fees 2007 – 2008 (peak seasons) at Sligo resulted in 17% fewer rounds played. The \$3 increase resulted in \$1,500 less revenue.
Find a concessionaire to pay \$12,000 per year to provide food service	0 to \$4,000	Revenue in excess of costs equaled \$1,500. Proposed rent is high relative to current gross revenue. Achieving this rent would depend upon increasing activity, the desirability of the facility, or longer hours. There are administrative costs to having a separate concessionaire for food services.
Grants/ Donations \$25,000	\$12,500	A speculative revenue source on an annual basis. Dollars equal dollars collected to date. No source of large grants have been identified.
Increased rounds (\$9,000 net)	0	Long term (from 1998) the number of rounds at Sligo is down 26%
RFP for new manager	Savings are bid dependent	The following organizations must agree: M&T Bank, MCRA, Parks Department, the Executive, and if the lease is 20 years or longer, the Council.

MCRA proposal

Proposal	Revenue addition or cost reduction	Staff Comment
Public funding for capital investment for existing facilities	0	This would runs counter to Council policy of not funding golf with general tax revenues
Public contribution (up to \$150,000)	0 to \$150,000	The Executive said he would support this in the FY11 budget; however the proposal runs counter to Council policy of not funding golf with general tax revenues
Driving Range	\$6,000 per mat minus annual debt service costs for capital	The capital cost (and the debt service) is unknown without a scope, location and layout. 12 mats are at the smallest range
Miniature golf	0	Rarely makes money outside of tourist areas independently. My make money in combination with other uses. May help with food service revenue.
Volunteers (flower area, starter, and range)	\$30,000 reduced cost	This estimate assumes 3,000 hours of time.
Close course (Dec 1 – Feb 28)	\$38,000 reduced costs	This estimate is based on a salary saving of 3 full time employees for 3 months.
Modified management fee	0	This would not be a “real” cost reduction in MCRA’s program. Making Sligo’s balance sheet look better would make all other courses look worse.
Community Contributions to be spent on enhanced marketing and signage	0	What is raised would be spent of marketing. Any increase in rounds due to marketing is speculative.
Parks increased security	0	No new officers would be hired. In may mean fewer patrols elsewhere in the park system.
Parks planting materials	0	The Park’s Department is no longer in the nursery business.
Park Emergency capital repairs (i. e., irrigation system)	0 to \$500,000	Although this is just shifting risks, any money spent would be from general tax revenue and thus runs counter to the County’s policy.