

Questions generated by Sligo meeting of Monday, 10-19-09.

Why are rounds dropping but revenue increasing at Falls Road? Rounds at Falls Road for the 2000, 2001, and 2002 FY's were 61,878, 54,156 and 60,613. Rounds decreased to 42,314 in FY 2003 down from 60,613 in FY 2002 due to the course being at 9 holes for part of the year because of a renovation. The course logged a decrease in rounds to 34,516 with the renovation continuing in 2004 and the course and clubhouse re-opening later that year. We do not have detailed information from the earliest years but the attached comparison for FY's 2007, 2008, and 2009 indicate that people are playing more 18-hole rounds and significantly fewer 9 hole-rounds. The comparisons for these years look like this: 2007, 18-hole, 26,022 rounds, 9-hole, 26,000 rounds, total rounds 52,022: 2008, 18-hole, 27,536 rounds, 9-hole, 21,979 rounds, total rounds 49,559: 2009, 18-hole, 30,668 rounds, 9-hole, 11,190 rounds, total rounds, 41,909. This helps explain the revenues for these years of \$2,916,218 in 2007, \$3,005,364 in 2008, and 2,671,235 in 2009.

How do the driving range fees impact the revenue number? The driving range revenue as compared to the total revenue looks like this for Falls Road: 2007 total revenue, \$2,930,330, driving range revenue, 396,724 or 13.5% of total revenue: 2008 total revenue, \$3,005,365, driving range revenue, \$419,598 or 14% of total revenue: 2009 total revenue, \$2,669,725, driving range revenue, \$355,818 or 13.3% of total revenue.

The Task Force would like to have the numbers broken out for Falls Road, Needwood, and Northwest golf courses to identify what other revenue streams are contributing to the total revenues at these courses. This data should also identify the rounds for 9 holes (inside 9and Executive), 18 holes, and the driving range.
Attached.

What is the anomaly with Hampshire Greens in 2000? The comparison of rounds played and revenue generated seem to be disconnected. The revenue number for 2000 is a typo. The number as shown on the report is \$135,519. The correct number is \$1,355,019.

Why have Golf Operations increased \$24,160 from FY08 to FY09 but Golf Course Maintenance decreased \$75,554 from FY08 to FY09?

Golf Operations - The Revenue Authority is part of the Montgomery County self-insurance plan. The fee from the County was increased thereby resulting in a \$5,200 increase to Sligo. The NGF golf study for Sligo Creek golf course came to \$18,000 which represented an increase in professional fees over the previous year. These 2 items were charged to golf operations.

Maintenance - FY09 proved to be a difficult year because of the economic downturn and the weather. In the Fall of 2008 we instituted a system-wide austerity program in an attempt to save our bottom line. The remaining 2009 budgetary months were re-cast with

an emphasis on all possible cost savings. The bulk of these savings came from our Maintenance departments because that is where most of our discretionary spending resides. All of our Maintenance departments instituted cost-saving strategies for the rest of the year. Sligo contributed to that effort. In addition, there were some savings realized at Sligo because it was slated to be extracted from the golf course system effective in October of 2009. Certain chemical applications and other maintenance operations aimed at next year's course conditions would not have to be performed.