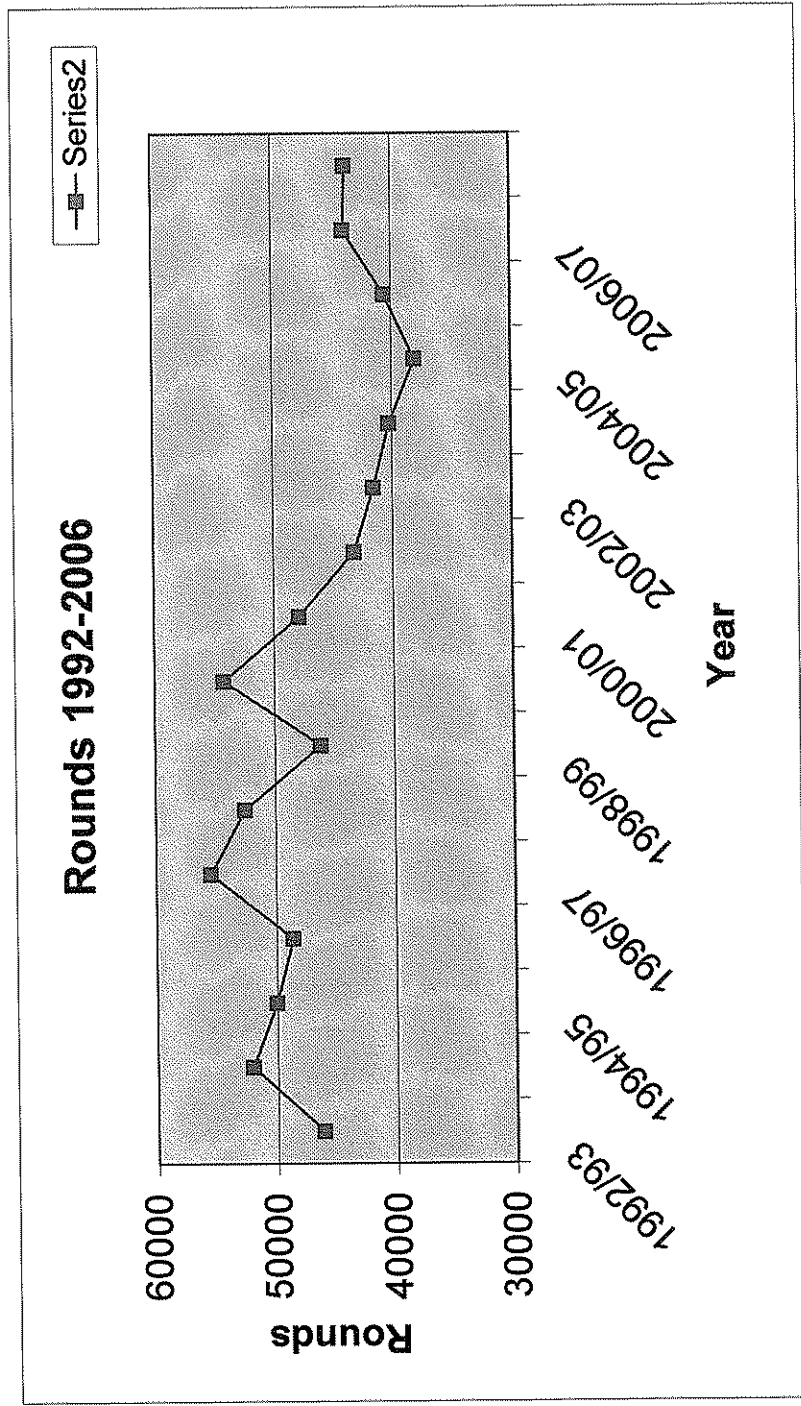


## 2007/08 Budget Analysis

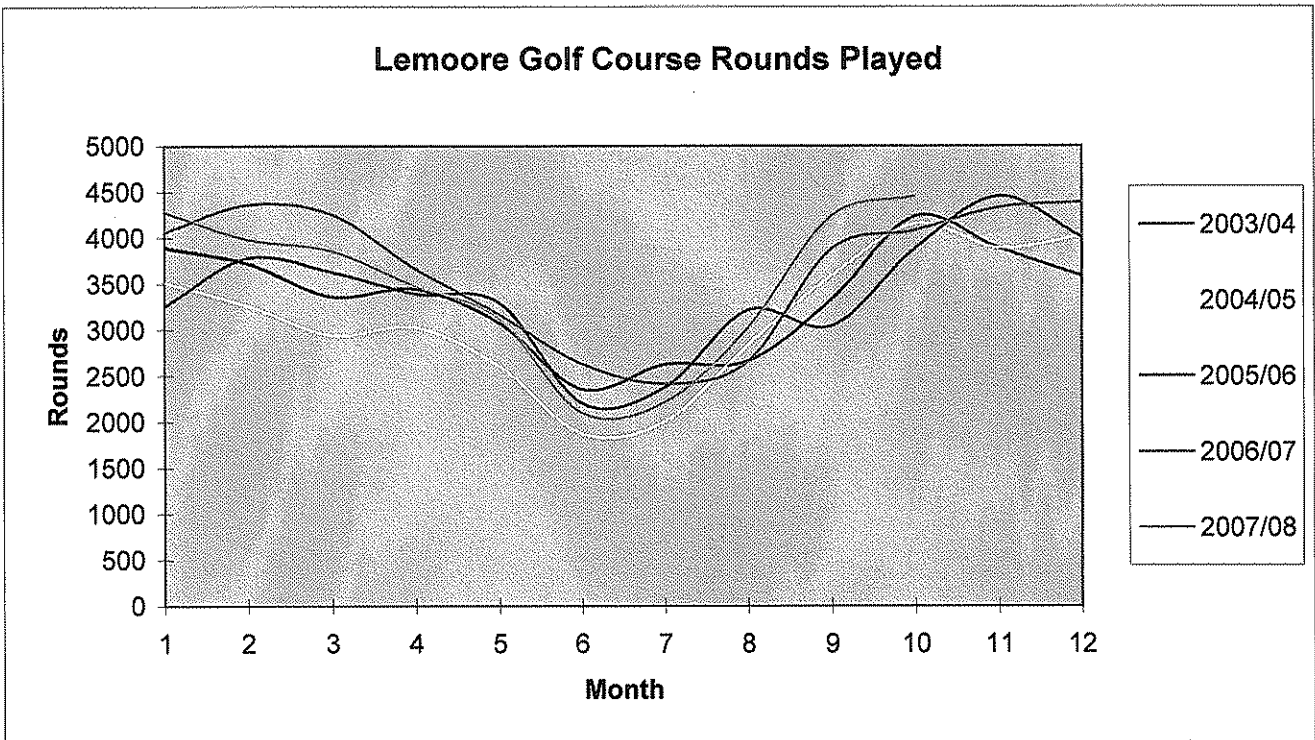
### Rationale Sheet

- Rounds budgeted this year will be similar to last year. According to the National Golf Foundation, the trend in rounds seems to be leveling.
- August, November and May have 5 Weekends and January and March have an extra weekend day.
- We slightly reduced rounds July through September due to the opening of Ridge Creek Municipal Golf Course opening July 13, 2008.
- Approximately a 6% increase in maintenance expenses compared to 2007/08 budget due to oil and fuel, sand and general price increases on all purchases.
- Slight decrease in advertising due to the new Internet Marketing program.
- Payroll is up due to mandated Minimum wage increase
- In my last discussions with various military personnel, there are 14 of 17 squadrons that are out of town or preparing to leave. We have sensed a decrease in military play. The military summer league has fewer teams than they had last year. One of the commanding officers had mentioned that he thought it might be a slow summer for golf with all of the military out of town.
- Food costs have gone up. We will need to make adjustments to the food prices.

1992/93	1993/94	1994/95	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08
46151	52064	50068	48670	55483	52621	46200	54267	47954	43270	41594	40232	38058	40580	43971	43800
															projected



# Lemoore Golf Course Rounds



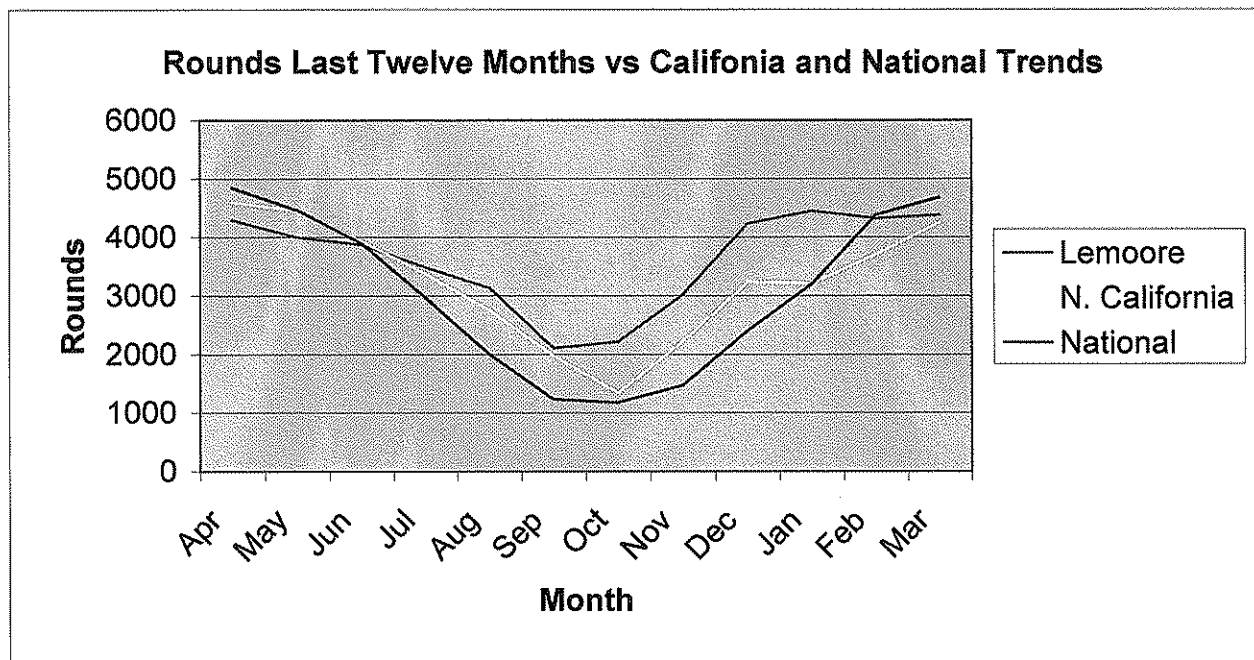
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
<b>2003/04</b>	3899	3728	3367	3447	3080	2358	2629	2665	3336	4237	3897	3589
<b>2004/05</b>	3516	3264	2944	3028	2607	1874	2012	2845	3596	4153	3896	4023
<b>2005/06</b>	3258	3785	3629	3393	3296	2204	2387	3220	3048	3893	4457	4010
<b>2006/07</b>	4065	4370	4265	3674	3174	2638	2421	2657	3880	4085	4332	4390
<b>2007/08</b>	4292	3996	3868	3486	3134	2107	2218	3026	4237	4456		
<b>5 yr Ave</b>	3806	3829	3615	3406	3058	2236	2333	2883	3619	4165		
<b>4 yr Ave</b>											4146	4003

**Rounds Last Twelve Months**

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Lemoore GC	4292	3996	3868	3486	3134	2107	2218	3026	4237	4456	4332	4390
Northern Cal	4,599	4,457	3,934	3,378	2,761	1,981	1,345	2,235	3,237	3,212	3,709	4,258
National	4,850	4,465	3,906	2,973	2,003	1,239	1,178	1,472	2,406	3,204	4,386	4,685

**Annual Rounds**

Lemoore GC	43542
Northern Cal	39106
National	36767



**Proposal for Rate Change**

Weekday 9	\$13	\$14
Weekday 18	\$18	\$20
Resident/Navy	\$12	\$14

Weekend Twilight	\$15	\$17
Weekend 18	\$24	\$26

**Monthly Tickets**

Individual	\$100	\$110
Family	\$135	\$150
Family (3+)		\$190
Senior (mon-fri)	\$25 + \$4	\$25 + \$5

Range Bucket	\$3	\$4
--------------	-----	-----

Private cart monthly	\$60	\$70
----------------------	------	------

**Previous Rate Changes:**

July 1, 2005 was the last rate change.

Seniors went from \$20 + \$4 to \$25 + \$4

Regular Green Fee Rates were changed approximately 10%

Monthly Rates Individual \$95 to \$100

Family \$125 to \$135

**Rates from Closest Competitors**

	Lemoore Current	Lemoore Proposed	Valley Oaks	Tulare	Riverside	Ridge Creek	Variance Valley Oaks vs proposed
<b>Weekday 9</b>	\$13.00	\$14.00	\$16.50	\$16.00	\$17.25	\$30.00	-\$2.50
<b>Weekday 18</b>	\$18.00	\$20.00	\$24.50	\$24.00	\$22.00	\$51.00	-\$4.50
<b>Weekend Twi</b>	\$15.00	\$17.00	\$18.50	\$19.00	\$18.25	\$33.00	-\$1.50
<b>Weekend 18</b>	\$24.00	\$26.00	\$31.00	\$30.00	\$29.25	\$61.00	-\$5.00
<b>Resident/Mil/Sr</b>	\$12.00	\$14.00	\$16.75		\$14.75	\$41.00	
<b>Month Individual</b>	\$100.00	\$110.00	\$135.00	\$130.00	95 + 2		-\$25.00
<b>Month Family</b>	\$135.00	\$150.00	\$180.00	\$185.00			-\$30.00
<b>Family 3 +</b>		\$190.00	\$210.00				-\$20.00
<b>Month Senior</b>	\$25 + \$4	\$25+ \$5	95 (5 day) 110(7 day)	\$95 \$110	41.75+5.75	Card + \$33	
<b>Carts 18</b>	12	12	\$12	\$12	\$12.00	\$14.00	\$0
<b>Carts 9</b>	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$10.00	\$0.00
<b>Range</b>	\$3.00	\$4.00	\$4.00	\$4.00	\$4.00		\$0.00

## Lemoore Golf Course

### **Projects**

- We completed irrigation lines and started the grow-in process along all residential homes.
- Continue to add irrigation to areas that do not have complete coverage. Holes #4, #5, #7, #9.
- We continue to fix broken and leaking irrigation heads.
- We will clear drains and add sand to the bunkers this summer.
- Continue to apply chemicals to front 9 greens to take out the Bermuda, Poa and pineapple grass.
- We added new ball washers to the course.
- We leveled tee boxes #14 and #18. We also lengthened the 9<sup>th</sup> tee box.
- We have verticut the greens to take out the thatch.

### **Promotions**

- We changed our Internet Marketing program over to Course Trends Marketing. We will continue to build a larger database and will market more aggressively through this program.
- Preparing our Summer promotions: Beginners Clinic, Two Ladies Golf Clinics, Military Ladies Clinic, Junior Linksters, Junior Camp, Junior League.
- We started running monthly Senior and Ladies events.
- We also created a new tournament program to involve more players and local golfers. ("The Rais-Kup Tour")
- Currently running Navy League and will continue to run military appreciation days.
- We will start Friday Night Scrambles in June.
- Continue to run the Merchandise Loyalty Points Program that will track purchases and promote more buying.
- We will hold two Demo Days this year. The April Demo Day was very successful.