



JUNIPER GOLF COMMITTEE MINUTES

April 29, 2025 – 8:00 AM

In-Person Meeting Option: Public Works 243 E. Antler Ave, Redmond OR, 97756

Virtual Option:

[Teams Meetings](#)

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Call to Order: 8:00AM

Committee Members: Matt McGowan (Chair), Pam Garney (Co-Chair), Jake Vancleave, Tom Majchrowski, Nate Kitt, Don Noldge, Maarty Luenen.

Council Liaison: Mayor Ed Fitch

City Staff: Maria Ramirez, Special Projects and Natural Resource Program Manager, Brenda Pelly, Recorder.

CourseCo Staff: Tom Bugbee, Rob Malone, Chanaan Fasanello

Guest:

Discussion/ Action Items:

- Approval of February 25, 2025 Minutes.
 - Maarty motioned to approve, Nate 2nd the motion. The committee unanimously approved the minutes.
- CourseCo, Inc – 2025 Contract Discussions
 - Maria briefly presented on the contract changes from the 2020 vs 2025 contract following Mayor Ed Fitch's presentation at the February discussion.
 - Tom Bugbee mentioned that CourseCo has completed the review and supports the contract amendments. Tom also highlighted the \$150,000 investment CourseCo will put toward the 5.5 year contract.
 - Matt asked for an understanding of what recommendations they (golf committee) should provide since the contract is between the City and CourseCo.
 - Ed Fitch mentioned that although the contract is the City's to determine next steps on, that a motion from the committee does help the council continue the process forward and it would be appreciated.
 - Maarty motioned to recommend that council move forward with the contract amendments as presented. Nate seconded. The motion passed unanimously.

Operational Update: Upcoming season will be very busy both for operations and for maintenance. The financial update is included in the minutes as an attachment.

Superintendent Update: Chanaan spoke to the RPA student visit and the maintenance updates in preparation for the upcoming tournament season.

Meeting adjourned at 9:00am.

APPROVED by the Juniper Golf Committee and SIGNED by me this _____ day of _____, 2025.

ATTEST:

Matt McGowan

Matt McGowan
Chair

Maria L. Ramirez

Maria Ramirez
Special Projects and Natural Resource Program Manager

JUNIPER
Income Statement
For the Nine Months Ending Monday, March 31, 2025

March		Prior Year			2025 YTD			2025 YTD			Prior Year	
Actuals	Budget	Variance	Actuals	Variance	Actuals	Budget	Variance	Actuals	Budget	Variance	Actuals	Variance
811	727	84	757	54								
85	25	60	77	8	Public Rounds	9,018	9,913	(895)	7,523	1,495		
1,304	932	372	1,415	(111)	Tournament Rounds	1,953	2,883	(930)	2,427	(474)		
229	83	146	222	7	Member Rounds	10,460	10,830	(370)	10,123	337		
					Comp Rounds	953	1,047	(94)	1,277	(324)		
2,429	1,768	661	2,471	(42)	TOTAL ROUNDS	22,384	24,672	(2,288)	21,350	1,034		
2,200	1,685	515	2,249	(49)	TOTAL REVENUE ROUNDS	21,431	23,625	(2,194)	20,073	1,358		
<u>REVENUE</u>												
38,871	26,896	11,975	30,475	8,395	Green Fees	538,227	575,382	(37,155)	484,824	53,403		
43.38	35.73	7.65	36.54	6.84	Sales per Paid Round	49.06	44.97	4.09	48.73	0.33		
36,260	37,230	(971)	37,190	(930)	Annuals/Membership Dues	349,639	344,842	4,797	379,341	(29,702)		
27.81	39.95	(12.14)	26.28	1.53	Sales per Member Round	33.43	31.84	1.59	37.47	(4.04)		
7,370	5,540	1,830	8,605	(1,235)	Card Programs	63,790	52,541	11,249	16,535	47,255		
6,496	6,907	(411)	6,122	375	Merchandise	72,312	96,861	(24,549)	64,995	7,317		
2.95	4.10	(1.15)	2.72	0.23	Sales per Revenue Round	3.37	4.10	(0.73)	3.24	0.13		
17,983	15,407	2,576	14,760	3,223	Carts	191,401	239,563	(48,162)	179,028	12,373		
8.17	9.15	(0.98)	6.56	1.61	Sales per Revenue Round	8.93	10.14	(1.21)	8.92	0.01		
7,187	4,448	2,739	5,056	2,130	Range	57,291	60,732	(3,441)	48,874	8,417		
3.27	2.64	0.63	2.25	1.02	Sales per Revenue Round	2.67	2.57	0.10	2.43	0.24		
2,220	0	2,220	1,665	555	Instruction	20,619	24,000	(3,381)	8,955	11,664		
1.01	0.00	1.01	0.74	0.27	Sales per Revenue Round	0.96	1.02	(0.06)	0.45	0.51		
(56)	365	(421)	375	(431)	Other Sales	3,521	4,563	(1,043)	5,175	(1,654)		
(0.03)	0.22	(0.25)	0.17	(0.20)	Sales per Revenue Round	0.16	0.19	(0.03)	0.26	(0.10)		
116,330	96,793	19,538	104,248	12,083	Subtotal -- Golf Operations	1,296,800	1,398,484	(101,684)	1,187,727	109,073		
52.88	57.46	(4.58)	46.35	6.53	Sales per Revenue Round	60.51	59.20	1.31	59.17	1.34		
37,580	35,488	2,092	44,450	(6,871)	Food & Beverage	448,835	534,925	(86,090)	460,924	(12,089)		
17.08	21.07	(3.99)	19.76	(2.68)	Sales per Revenue Round	20.94	22.64	(1.70)	22.96	(2.02)		
37,580	35,488	2,092	44,450	(6,871)	Subtotal -- Food & Beverage	448,835	534,925	(86,090)	460,924	(12,089)		
153,910	132,281	21,629	148,698	5,212	TOTAL REVENUE	1,745,635	1,933,409	(187,774)	1,648,651	96,984		
69.96	78.52	(8.56)	66.12	3.84	Sales per Revenue Round	81.45	81.84	(0.39)	82.13	(0.68)		
<u>COST OF GOODS SOLD</u>												
8,910	4,420	4,490	(3,953)	12,863	Merchandise	63,161	61,991	1,169	49,729	13,432		
137.%	64.%	73.%	(65.%)	202.%	COGS %	87.%	64.%	23.%	77.%	10.%		
752	0	752	472	280	Lessons	17,672	19,200	(1,528)	6,615	11,057		
34.%	0.%	34.%	28.%	6.%	COGS %	86.%	80.%	6.%	74.%	12.%		
8,609	8,265	344	4,422	4,186	Food & Beverage	162,914	115,903	47,011	160,766	2,147		
23.%	23.%	0.%	10.%	13.%	COGS %	36.%	22.%	14.%	35.%	1.%		
18,271	12,685	5,586	941	17,329	TOTAL COST OF GOODS SOLD	243,746	197,094	46,653	217,110	26,636		
135,639	119,596	16,044	147,757	(12,118)	GROSS MARGIN	1,501,889	1,736,315	(234,427)	1,431,541	70,348		

JUNIPER
Income Statement
For the Nine Months Ending Monday, March 31, 2025

March Actuals	March Budget	Variance	Prior Year Actuals	Variance		2025 YTD Actuals	2025 YTD Budget	Variance	Prior Year Actuals	Variance
<u>OPERATING EXPENSES</u>										
<u>General & Administrative</u>										
7,694	7,692	2	7,309	385	Personnel - Wages/Salaries	75,026	81,577	(6,551)	70,564	4,461
1,411	1,231	181	1,389	23	Personnel - Benefits, Taxes, Insurance	12,166	13,052	(886)	12,186	(20)
19,642	16,976	2,666	17,763	1,879	Non-personnel	182,084	166,446	15,638	172,674	9,411
0	325	(325)	0	0	Equipment Lease	2,509	2,925	(416)	3,445	(936)
2,214	2,258	(45)	2,155	59	Accounting Fee	19,571	19,804	(233)	18,933	638
7,216	7,216	0	7,075	142	Management Fee	64,946	64,946	0	63,673	1,274
38,177	35,698	2,479	35,691	2,487	Department Total	356,303	348,751	7,552	341,475	14,828
<u>Golf Operations & Marketing</u>										
13,251	15,862	(2,611)	15,465	(2,214)	Personnel - Wages/Salaries	209,314	159,326	49,988	178,335	30,978
3,029	4,345	(1,316)	2,518	511	Personnel - Benefits, Taxes, Insurance	38,844	43,959	(5,115)	31,132	7,712
294	4,677	(4,383)	7,756	(7,462)	Non-personnel	32,541	33,764	(1,223)	33,931	(1,390)
7,080	5,471	1,609	5,456	1,625	Equipment Lease	56,075	49,241	6,834	49,010	7,065
23,654	30,356	(6,702)	31,195	(7,541)	Department Total	336,773	286,290	50,483	292,408	44,366
<u>Golf Course Maintenance</u>										
18,884	22,374	(3,491)	21,078	(2,195)	Personnel - Wages/Salaries	249,514	237,220	12,294	267,746	(18,232)
6,635	9,594	(2,959)	7,011	(376)	Personnel - Benefits, Taxes, Insurance	70,035	92,080	(22,045)	76,251	(6,216)
15,311	15,618	(307)	19,118	(3,807)	Non-personnel	206,190	186,451	19,739	183,545	22,645
0	0	0	0	0	Irrigation Water	4,793	3,932	861	4,505	288
40,830	47,586	(6,756)	47,208	(6,378)	Department Total	530,532	519,683	10,849	532,046	(1,514)
<u>Food & Beverage</u>										
22,395	24,004	(1,609)	26,366	(3,971)	Personnel - Wages/Salaries	279,955	286,293	(6,339)	300,870	(20,915)
5,060	7,549	(2,488)	6,883	(1,822)	Personnel - Benefits, Taxes, Insurance	62,898	79,178	(16,280)	74,740	(11,842)
2,757	3,362	(605)	2,066	691	Non-personnel	39,358	40,973	(1,615)	47,594	(8,235)
0	0	0	0	0	Equipment Lease	207	0	207	0	207
30,212	34,915	(4,703)	35,315	(5,103)	Department Total	382,418	406,445	(24,027)	423,204	(40,786)
132,873	148,555	(15,682)	149,408	(16,535)	TOTAL OPERATING EXPENSES	1,606,026	1,561,169	44,857	1,589,134	16,893
60.40	88.18	(27.78)	66.43	(6.03)	Operating Costs per Revenue Round	74.94	66.08	8.86	79.17	(4.23)
2,766	(28,959)	31,726	(1,651)	4,418	NOI	(104,138)	175,146	(279,284)	(157,593)	53,455
<u>Other (Income) & Expense</u>										
0	0	0	0	0	Misc	200	0	200	0	200
0	0	0	0	0	Total Other Income & Expense	200	0	200	0	200
2,766	(28,959)	31,726	(1,651)	4,418	NET CASH FLOW	(104,338)	175,146	(279,484)	(157,593)	53,255

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