

# **HAWKS CREEK GOLF CLUB**

## **FY 2016-2017 BUDGET**



### **MISSION STATEMENT**

**To maintain and operate the municipal golf course in a manner that attracts highly proficient golfers who will form a nucleus on which to base continued enhancement of the golfing experience resulting in the course becoming profitable and benefiting our citizens.**

# **HAWKS CREEK GOLF CLUB**

## **FY 2016-2017 BUDGET**

Fiscal year 2015-2016 revealed a promising glimpse into the future of Hawks Creek Golf Club with record revenue achieved in five of the monthly periods. The course also achieved above average revenue in all the other months, save one. The ability of a city the size of Westworth Village to support a high quality municipal golf course is amazing and speaks to the progressive nature of this city's government. This course is an amenity for attracting new development and promoting a quality active life-style thereby drawing new families to the community. In recent years HCGC has focused on a marketing strategy of attracting "highly proficient core golfers" who form a nucleus of the club. This was accomplished through partnering with Golf Now-Golf Channel Online Website and Online Tee Time Reservation System. This increased exposure has brought in new customers as evidenced by the revenue figures.

In 2014 the City invested approximately \$600,000 of capital expenditures in the renovation of hole number 10, short game area, putting green, and new driving range. This capital expense has resulted in the expected driving range revenue increase from the previous high of \$40,000 in FY 2012-2013 to the expected revenue of \$90,000 budgeted for this FY16-17.

In addition to the amenity provided by HCGC, the FY 2016-17 budgeted expenses are forecasted to be able to assist with other City maintenance costs. The equipment procurements are keeping in mind the future maintenance of the trail system, the maintenance of City right-of-ways, alleyways, Kaster Korner and municipal buildings landscape and irrigation. In addition, staff is able to work with other City Departments as a combined work force in order to complete jobs effectively and efficiently. An example would be a water line break where the Public Works crew repairs the break and the HCGC maintenance staff completes the backfilling and re-grassing the affected area. This combined labor force allows the City to get important communication tools such as door hangers to its residents quickly assist with meter readings or other efficiently accomplish other miscellaneous city projects.

The most significant change in this budget from previous years comes in the form of salaries and staffing. Recently the U.S. Department of Labor published a change in the law. A non-exempt employee, who is entitled to receive overtime benefits, is any employee who salary is less than \$47,476 per year. This challenges management to reduce salary employees to hourly positions and create schedules to offset this cost but ensure staffing levels to maintain a quality customer service. This change will reduce the hours those employees are available to work; we will offset this by moving a part-time outside service position to a full time position. They will be cross-trained for both outside and pro shop services.

We are increasing the responsibilities of our department managers, the Head Golf Professional and Golf Course Superintendent, will be increased to the required new salary levels and we will streamline the management

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responsibilities. Food and Beverage will maintain the two full-time employees and four part-time employees all under the management of the Head Professional. The Pro Shop will have the Director of Golf and Head Golf Professional on salary with three full-time hourly employees, and eight part-time employees. Golf Course Maintenance will have the Superintendent as a salaried employee with nine full-time hourly employees, and two seasonal employees.

The staffing levels for HCGC in this budget is for 31 total employees consisting of three salaried positions, fourteen full time positions, and fourteen part-time or seasonal positions.

### **FOOD AND BEVERAGE:**

The Food and Beverage Department's primary goal for this fiscal year is to further improve our professional appearance while increasing our customer service and maintaining our cost of goods. We have worked to decrease expenses through better ordering practices and increased efficiency in FY 2015-16 and we will continue to increase efficiency and monitor our purchasing practices in FY 2016-17. At this stage, Hawks Creek Food & Beverage is a customer amenity while turning a minimal loss. We can create a more dependable customer through improved service and professionalism.

### **PRO-SHOP:**

We have a goal of continuing to increase the professionalism of our staff through training, better appearance, and continued improvement in knowledge of our profession. It is important for us to show our customers why they should choose Hawks Creek when playing golf or practicing. We strive to treat all of our customers fairly, with honesty and integrity. They will be assured that in person or by phone we will greet them warmly. Merchandising has increased in soft goods over the past year using focused buying methods fit to our clientele. We will continue to refine these methods and give our customer a one-stop golf shop. Finally, the Hawks Creek Golf Club Pro Shop will begin to look at more possibilities for the driving range. We need to continue to grow our business, bringing in new sources of revenue and customers.

### **MAINTENANCE:**

The maintenance staff at Hawks Creek Golf Club is dedicated to increasing the playability and course quality for our patrons. We are constantly working to improve our attention to detail, the course aesthetics, and player experience from tee to green. We are dedicated to improving the health and vigor of the whole facility through advancements in the chemistries and our conservative use of herbicides, insecticides, fertilizers, and water. All of these practices allow us to improve quality without negatively impacting our environment. We have also carried this same attitude and management philosophy into other maintained City properties. Our efforts

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are to improve the quality and aesthetics of all City properties for the use and enjoyment of all current and future Westworth Village residents.

In FY 2015-16 we implemented a rate increase of \$2.00 per round. We will maintain this current green fee rate for the FY 2016-17 budget year which is as follows:

### **NEW Green Fee Rates Effective 4-1-16**

#### **18-Hole Rate W/Shared Golf Cart:**

#### **Monday – Thursday**

<u>Time</u>	<u>Regular Rate</u>	<u>Seniors &amp; Retired Military</u>
7:00 AM-1:59 PM	\$47.00	37.00
2:00 PM-4:59 PM	\$37.00	37.00
5:00 PM-7:00 PM	\$34.00	N/A

#### **Friday**

<u>Time</u>	<u>Regular Rate</u>	<u>Seniors &amp; Retired Military</u>
6:30 AM-1:59 AM	\$52.00	\$42.00
2:00 PM-4:59 PM	\$42.00	\$42.00
5:00 PM-7:00 PM	\$35.00	N/A

#### **Saturday - Sunday**

<u>Time</u>	<u>Regular Rate</u>	<u>Seniors &amp; Retired Military</u>
6:30 AM-1:59 PM	\$60.00	N/A
2:00 PM-4:59 PM	\$50.00	N/A
5:00 PM-7:00 PM	\$40.00	N/A

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

FY 2016-2017 HAWKS CREEK GOLF COURSE REVENUE BUDGET									
ACCT	REVENUES	ACTUAL 2013	ACTUAL 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017	
	<b>FOOD &amp; BEVERAGE</b>								
500-5100	FOOD	59,761	60,946	64,098	63,000	60,127	65,000	65,000	
500-5101	WINE	955	12	0	500	0	500	500	
500-5102	LIQUOR	23,490	26,419	23,178	26,000	26,111	28,200	32,000	
500-5103	BEER	94,561	91,162	84,165	97,000	89,705	99,000	102,000	
500-5104	BEVERAGE	37,044	32,072	37,344	37,000	30,364	33,000	31,000	
500-5105	TIPS EARNED	0	0	12,032	0	12,999	14,500	12,500	
	<b>TOTAL FOOD &amp; BEVERAGE</b>	<b>215,811</b>	<b>210,611</b>	<b>220,817</b>	<b>223,500</b>	<b>219,306</b>	<b>240,200</b>	<b>243,000</b>	
	<b>GOLF REVENUE</b>								
500-5110	MEMBERS ACCOUNT	0	-80,744	36,413	0	0	0	0	
500-5120	GIFT CARDS	0	-8,752	0	2,000	0	10,000	0	
500-5125	CREDIT BOOK MEN'S LEAGUE	2,482	0	0	0	0	0	0	
500-5130	RAIN CHECKS	1,822	951	0	0	0	0	0	
500-5200	CART RENTAL	39,635	49,003	35,847	48,500	41,164	44,500	48,500	
500-5210	GREEN FEES	1,225,796	1,236,178	1,159,554	1,350,000	1,095,097	1,210,000	1,350,000	
500-5216	CONTRACT LESSONS	1,668	50	1,543	3,000	3,943	4,500	3,500	
500-5217	STAFF LESSONS	0	-1	4,577	3,500	3,252	3,500	2,000	
500-5220	CLUB RENTAL	4,286	5,407	4,926	5,500	6,042	6,400	5,000	
500-5230	RANGE REVENUE	40,204	16,343	73,913	90,000	79,701	85,000	90,000	
500-5240	MERCHANDISE	126,342	110,557	156,321	140,000	160,088	172,000	165,000	
500-5250	HANDICAP & ASSOCIATION	3,910	2,558	3,394	3,500	4,005	4,700	3,500	
500-5260	SALES & USE TAX COLLECTED, NON ALCOHOL	0	930	27,833	30,690	26,749	30,690	33,371	
500-5265	MIXED BEVERAGE TAX GROSS RECIEPTS 8.25%	0	0	9,494	10,200	9,373	10,200	11,096	
500-5266	MXED BEREVAGE SALED TAX COLLECTED 6.7%		0	7,708	0	6,423	6,500	0	
500-5270	DAILY OVER/SHORT	-201	-1,874	332	0	40	0	0	
500-5300	MISCELLANEOUS	46,185	24,414	183,559	20,000	3,203	4,000	8,700	
	<b>TOTAL GOLF REVENUE</b>	<b>1,492,130</b>	<b>1,355,021</b>	<b>1,705,415</b>	<b>1,706,890</b>	<b>1,439,080</b>	<b>1,591,990</b>	<b>1,720,668</b>	
	<b>TOTAL GOLF COURSE REVENUE</b>	<b>1,707,941</b>	<b>1,565,632</b>	<b>1,926,233</b>	<b>1,930,390</b>	<b>1,658,386</b>	<b>1,832,190</b>	<b>1,963,668</b>	

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## FY 2016-2017 BUDGET

### FOOD & BEVERAGE

ACCT	REVENUES	ACTUAL 2013	ACTUAL 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
500-5100	FOOD	59,761	60,946	64,098	63,000	60,127	65,000	65,000

FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

500-5101	WINE	955	12	0	500	0	500	500
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FY 2015-2016 projected based on prior years with no change for FY 2016-2017.

500-5102	LIQUOR	23,490	26,419	23,178	26,000	26,111	28,200	32,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

500-5103	BEER	94,561	91,162	84,165	97,000	89,705	99,000	102,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

500-5104	BEVERAGE	37,044	32,072	37,344	37,000	30,364	33,000	31,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

500-5105	TIPS EARNED	0	0	12,032	0	12,999	14,500	12,500
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We are required to track tips whenever possible. The auditors will net this against tips paid out.

	<b>TOTAL FOOD &amp; BEVERAGE</b>	<b>215,811</b>	<b>210,611</b>	<b>220,817</b>	<b>223,500</b>	<b>219,306</b>	<b>240,200</b>	<b>243,000</b>
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### GOLF REVENUE

500-5110	MEMBERS ACCOUNT	0	-80,744	36,413	0	0	0	0
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Any time deposits on future tournaments are made or when a members prepay their account the funds flow thru this account. When the funds are used, they are recoded to the appropriate account. Under our prior accounting practices, they were accounted for separately, starting in FY 2014-2015 this revenue was posted to proper GL accounts.

500-5120	GIFT CARDS	0	-8,752	0	2,000	0	10,000	0
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Revenue from sale of gift cards. These funds will be recoded when the cards are used.

500-5125	CREDIT BOOK MEN'S LEAGUE	2,482	0	0	0	0	0	0
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We have a Tuesday night men's league; this is a way of tracking the revenue generated by this activity as well as showing a small net revenue to the course.

500-5130	RAIN CHECKS	1,822	951	0	0	0	0	0
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In the past this was tracking golfers utilizing a rain check to pay for a round of golf. Now if a raincheck is issued it reduces GF revenue and produces a liability it reverses when used.

500-5200	CART RENTAL	39,635	49,003	35,847	48,500	41,164	44,500	48,500
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Cart rental is included in our Green Fees. This revenue is a separate revenue for rentals. We are currently receiving between four and five thousand dollars a month (spring and summer) in cart rental fees.

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## FY 2016-2017 BUDGET

ACCT	REVENUES	ACTUAL 2013	ACTUAL 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
500-5210	GREEN FEES	1,225,796	1,236,178	1,159,554	1,350,000	1,095,097	1,210,000	1,350,000

FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017 based on a fee increase we recently implemented. We will need to average approximately \$130,000 monthly for the remainder of the 2015-2016 year. We averaged approximately \$120,000 in FY 2014-2015.

500-5216	CONTRACT LESSONS	1,668	50	1,543	3,000	3,943	4,500	3,500
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We have several independent instructors that we collect a fee from anytime they utilize our facilities to give a private lesson.

500-5217	STAFF LESSONS	0	-1	4,577	3,500	3,252	3,500	2,000
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We are accounting for the lessons given and gratuity earned by the pro shop staff which is paid out in payroll to the staff member.

500-5220	CLUB RENTAL	4,286	5,407	4,926	5,500	6,042	6,400	5,000
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Club rental revenue is projected based on Year to Date with a decrease for FY 2016-2017.

500-5230	RANGE REVENUE	40,204	16,343	73,913	90,000	79,701	85,000	90,000
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The range revenue has continued to increase and we believe the revenue will continue to grow as we attract more players and teachers.

500-5240	MERCHANDISE	126,342	110,557	156,321	140,000	160,088	172,000	165,000
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Gross revenue from sale of pro shop merchandise. FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017. We anticipate more fully utilizing our practice facilities for equipment seminars and creating a "need" for better equipment in order to lower your score.

500-5250	HANDICAP & ASSOCIATION	3,910	2,558	3,394	3,500	4,005	4,700	3,500
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We charge \$35.00 per year to maintain a handicap for our golfers. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

500-5260	SALES & USE TAX COLLECTED, NON ALCOHOL	0	930	27,833	30,690	26,749	30,690	33,371
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We have not historically shown sales tax as revenue. Starting in FY 2014-2015 we are recording this sales tax as it is collected at point of sale and recorded on HCGC software. It will be shown with an offsetting expense line item.

500-5265	MIXED BEVERAGE TAX GROSS RECIEPTS 8.25%	0	0	9,494	10,200	9,373	10,200	11,096
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We are required by the State to account for two types of sales tax on alcohol. This line and the next one are both needed for Alcohol.

500-5266	MXED BEREVAGE SALED TAX COLLECTED 6.7%		0	7,708	0	6,423	6,500	0
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We are required by the State pay this tax as a distinct and separate item. This tax is over and above the 8.25% tax shown above. It is a straight expense item not collected from the customer at time of sale but an overall tax on total of alcohol sales thus the zero-dollar amount in revenue.

500-5270	DAILY OVER/SHORT	-201	-1,874	332	0	40	0	0
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This line is used only to account for daily variances in our accounting.

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## FY 2016-2017 BUDGET

		ACTUAL	ACTUAL	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT	REVENUES	2013	2014	2015	2016	August	2016	2017
500-5300	MISCELLANEOUS	46,185	24,414	183,559	20,000	3,203	4,000	8,700

Revenue from other sources including insurance refund checks, refunds, or incentive payments. In FY 2014-2015, we included \$20,000 in this line to reimburse the HCGC for maintenance of City property. We are not anticipating reimbursing HCGC in FY 2016-2017 but utilizing the BUILDING, LANDSCAPE AND PARKS budget to fund the cost of maintaining City landscape. Some of this revenue is a fuel and chemical reimbursement from City General Fund.

	<b>TOTAL GOLF REVENUE</b>	<b>1,492,130</b>	<b>1,355,021</b>	<b>1,705,415</b>	<b>1,706,890</b>	<b>1,439,080</b>	<b>1,591,990</b>	<b>1,720,668</b>
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	<b>TOTAL GOLF COURSE REVENUE</b>	<b>1,707,941</b>	<b>1,565,632</b>	<b>1,926,233</b>	<b>1,930,390</b>	<b>1,658,386</b>	<b>1,832,190</b>	<b>1,963,668</b>
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# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

			Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT			2013	2014	2015	2016	August	2016	2017
<b>FOOD AND BEVERAGE EXPENSES</b>									
610-6110	SALARIES, FOOD & BEVERAGE		62,120	66,199	74,531	83,811	66,337	73,000	75,159
610-6120	TMRS		3,271	4,299	8,150	5,860	7,297	8,000	6,836
610-6130	WORKERS COMPENSATION		2,521	2,412	2,427	2,929	2,142	2,500	2,134
610-6140	UNEMPLOYMENT COMP		725	646	237	52	649	380	714
610-6150	GROUP HEALTH INSURANCE		11,054	13,940	15,077	16,200	15,628	16,200	16,200
610-6160	MEDICARE		1,004	1,075	1,326	1,249	1,209	1,249	1,172
610-6161	SOCIAL SECURITY/FICA		1,895	1,519	1,138	2,128	961	2,128	1,566
610-6165	OVERTIME/HOLIDAY		328	548	982	600	561	600	5,254
610-6170	CELL PHONE		0	0	0	420	385	420	420
610-6175	CONTRACT SERVICES		0	0	0	0	0	0	0
610-6180	TIPS EARNED		0	0	15,528	0	15,123	16,000	9,000
	<b>TOTAL FOOD &amp; BEVERAGE SALARY</b>		<b>82,919</b>	<b>90,638</b>	<b>119,396</b>	<b>113,249</b>	<b>110,293</b>	<b>120,478</b>	<b>118,454</b>
<b>PROFESSIONAL SERVICES</b>									
610-6210	SALES & USE TAX		0	0	0	18,450	0	0	7,920
610-6220	MIXED BEVERAGE TAX		0	0	17,196	8,275	17,184	1,850	11,096
610-6230	LIQUOR TAX 6.7%								9,012
	<b>TOTAL PROFESSIONAL SERVICES</b>		<b>0</b>	<b>0</b>	<b>17,196</b>	<b>26,725</b>	<b>17,184</b>	<b>1,850</b>	<b>28,028</b>
<b>SUPPLIES</b>									
610-6300	WINE		988	0	0	250	0	250	250
610-6301	BAR SUPPLIES		90	400	20	800	0	400	400
610-6302	BEER		39,959	39,866	37,713	40,000	38,076	42,000	43,000
610-6303	BEVERAGE		14,957	17,595	18,386	18,000	16,108	18,000	18,000
610-6304	FOOD		30,772	37,845	41,803	31,000	38,588	42,000	43,000
610-6305	LIQUOR		8,955	8,998	9,335	9,000	9,945	10,500	9,000
610-6306	LIQUOR TAX		0	0	0	0	0	0	0
610-6307	FOOD & BEVERAGE OTHER		0	0	110	0	0	0	0
610-6310	SUPPLIES		6,003	6,745	8,072	6,000	5,941	6,800	7,000
610-6365	WASTE DISPOSAL		346	0	490	500	840	910	840
	<b>TOTAL SUPPLIES</b>		<b>102,070</b>	<b>111,450</b>	<b>115,929</b>	<b>105,550</b>	<b>109,499</b>	<b>120,860</b>	<b>121,490</b>

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## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
<b>EQUIPMENT</b>								
610-6420	EQUIPMENT REPAIR	163	0	287	1,200	361	500	1,200
610-6425	EQUIPMENT MAINTENANCE	60	0	0	500	900	900	500
610-6450	NEW EQUIPMENT	2,497	1,050	4,925	3,000	1,803	2,000	3,000
610-6460	COMPUTER REPAIRS	0	0	0	500	0	500	500
610-6620	EQUIPMENT LEASE	4,430	3,780	3,997	4,300	3,150	3,780	4,300
	<b>TOTAL EQUIPMENT</b>	<b>7,151</b>	<b>4,830</b>	<b>9,210</b>	<b>9,500</b>	<b>6,215</b>	<b>7,680</b>	<b>9,500</b>
<b>INFORMATION TECHNOLOGY</b>								
620-6940	TECHNOLOGY ENHANCEMENT	100	0	0	0	0	0	0
620-69401	THIRD PARTY PROVIDER		574	0	500	0	0	500
620-69402	MAINTENANCE CONTRACTS			0	0	0	0	0
620-69403	EQUIP/SOFTWARE PURCHASE/MAINT			649	0	0	0	0
	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>100</b>	<b>574</b>	<b>649</b>	<b>500</b>	<b>0</b>	<b>0</b>	<b>500</b>
<b>MISCELLANEOUS</b>								
610-6860	LICENSES & PERMITS	525	300	5,486	600	671	600	5,700
610-6975	MISCELLANEOUS	-154	2,367	206	500	1,183	500	500
	<b>TOTAL MISCELLANEOUS</b>	<b>371</b>	<b>2,667</b>	<b>5,692</b>	<b>1,100</b>	<b>1,853</b>	<b>1,100</b>	<b>6,200</b>
	<b>TOTAL FOOD AND BEVERAGE</b>	<b>192,611</b>	<b>210,159</b>	<b>268,072</b>	<b>256,624</b>	<b>245,044</b>	<b>251,968</b>	<b>284,172</b>

### FOOD AND BEVERAGE EXPENSES

#### PAYROLL

610-6110	SALARIES, FOOD & BEVERAGE	62,120	66,199	74,531	83,811	66,337	73,000	75,159
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At the start of FY 2015-2016, we had 2 full time positions and 5-part time positions. Including the beverage cart girls. In FY 2016-2017 we have reduced the part time staff to 4 but we anticipate the payroll expense to remain similar. We have no salary positions in this budget.

610-6120	TMRS	3,271	4,299	8,150	5,860	7,297	8,000	6,836
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The FY 2015-2016 rate for TMRS is 11.3% of wages. Our rate starting in October 2016 will increase to 12.3% as we move to a twenty-year retirement from a twenty-five-year retirement.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
610-6130	WORKERS COMPENSATION	2,521	2,412	2,427	2,929	2,142	2,500	2,134

Workers comp rate for FY 2015-2016 is 3.4%. Our rate for FY 2016-2017 has decreased slightly to 2.64%.

610-6140	UNEMPLOYMENT COMP	725	646	237	52	649	380	714
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The current unemployment rate is 1.65% for FY 2015-2016. Our rate is anticipated to remain constant for FY 2016-2017.

610-6150	GROUP HEALTH INSURANCE	11,054	13,940	15,077	16,200	15,628	16,200	16,200
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The City currently pays \$675/month for employee coverage. Based on preliminary discussions with out broker, we believe we will be able to fund health insurance in FY 2016-2017 at the same level.

610-6160	MEDICARE	1,004	1,075	1,326	1,249	1,209	1,249	1,172
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The Medicare rate is 1.45% of the gross wages.

610-6161	SOCIAL SECURITY/FICA	1,895	1,519	1,138	2,128	961	2,128	1,566
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We will need to pay Social Security on the part time help.

610-6165	OVERTIME/HOLIDAY	328	548	982	600	561	600	5,254
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We attempt to give employees a day off in lieu of the holiday or holiday pay. Given the number of holidays the golf course is open, (all but Thanksgiving and Christmas), it becomes very difficult to achieve this. In addition, as a result of the new wage law altering exempt requirements, we will incur more holiday and overtime expenses at the golf course.

610-6170	CELL PHONE	0	0	0	420	385	420	420
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We require one of our employees to maintain a cell phone for contact purposes.

610-6180	TIPS EARNED	0	0	15,528	0	15,123	16,000	9,000
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We are required by the IRS to recognize and pay tips as a portion of the employee's salary. This will offset the anticipated revenue showing all collected tips paid to employees.

	<b>TOTAL FOOD &amp; BEVERAGE SALARY</b>	<b>82,919</b>	<b>90,638</b>	<b>119,396</b>	<b>113,249</b>	<b>110,293</b>	<b>120,478</b>	<b>118,454</b>
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### PROFESSIONAL SERVICES

610-6210	SALES & USE TAX	0	0	0	18,450	0	0	7,920
610-6220	MIXED BEVERAGE TAX	0	0	17,196	8,275	17,184	1,850	11,096
610-6230	LIQUOR TAX 6.7%							9,012

As stated above, starting in FY 2016-2017 we are recording sales tax as a revenue with the offsetting expense being shown here. The exception being the 6.7 % Liquor Tax which is a straight expense.

	<b>TOTAL PROFESSIONAL SERVICES</b>	<b>0</b>	<b>0</b>	<b>17,196</b>	<b>26,725</b>	<b>17,184</b>	<b>1,850</b>	<b>28,028</b>
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# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

			Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT			2013	2014	2015	2016	August	2016	2017

### SUPPLIES

610-6300	WINE		988	0	0	250	0	250	250
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FY 2015-2016 projections are based on prior year history with no change for FY 2016-2017.

610-6301	BAR SUPPLIES		90	400	20	800	0	400	400
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Nonfood items required to operate a bar facility. We anticipate needing to restock supplies at the end of this year.

610-6302	BEER		39,959	39,866	37,713	40,000	38,076	42,000	43,000
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FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017.

610-6303	BEVERAGE		14,957	17,595	18,386	18,000	16,108	18,000	18,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

610-6304	FOOD		30,772	37,845	41,803	31,000	38,588	42,000	43,000
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FY 2015-2016 projections based on YTD with an increase for FY 2016-2017.

610-6305	LIQUOR		8,955	8,998	9,335	9,000	9,945	10,500	9,000
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FY 2015-2016 projections based on YTD actual with a decrease for FY 2016-2017.

610-6310	SUPPLIES		6,003	6,745	8,072	6,000	5,941	6,800	7,000
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FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017.

610-6365	WASTE DISPOSAL		346	0	490	500	840	910	840
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Expense fee for cleaning of the Grease trap

	<b>TOTAL SUPPLIES</b>		<b>102,070</b>	<b>111,450</b>	<b>115,929</b>	<b>105,550</b>	<b>109,499</b>	<b>120,860</b>	<b>121,490</b>
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### EQUIPMENT

610-6420	EQUIPMENT REPAIR		163	0	287	1,200	361	500	1,200
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Repair of kitchen/restaurant equipment. FY 2015-2016 projections based on YTD actual with an increase in FY 2015-2016 based on some known maintenance issues.

610-6425	EQUIPMENT MAINTENANCE		60	0	0	500	900	900	500
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This line is used for ongoing nonspecific items. We do not anticipate any issues in FY 2015-2016, but are including funds in FY 2016-2017.

610-6450	NEW EQUIPMENT		2,497	1,050	4,925	3,000	1,803	2,000	3,000
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Purchase of new or replacement for the bar and restaurant area. We anticipate needing to replace some equipment annually.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

		Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT		2013	2014	2015	2016	August	2016	2017
610-6460	COMPUTER REPAIRS	0	0	0	500	0	500	500

Since upgrading most of the computers at the Course last year, we have had very few maintenance issues.

610-6620	EQUIPMENT LEASE	4,430	3,780	3,997	4,300	3,150	3,780	4,300
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We currently lease an ice machine and a beer cooler out of this line.

	<b>TOTAL EQUIPMENT</b>	<b>7,151</b>	<b>4,830</b>	<b>9,210</b>	<b>9,500</b>	<b>6,215</b>	<b>7,680</b>	<b>9,500</b>
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### MISCELLANEOUS

610-6860	LICENSES & PERMITS	525	300	5,486	600	671	600	5,700
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The costs of renewing our food and beverage and liquor permits. We will have a bi-annual renewal in FY 2016-2017 of our state liquor license.

610-6975	MISCELLANEOUS	-154	2,367	206	500	1,183	500	500
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Miscellaneous expenses for food and beverage.

	<b>TOTAL MISCELLANEOUS</b>	<b>371</b>	<b>2,667</b>	<b>5,692</b>	<b>1,100</b>	<b>1,853</b>	<b>1,100</b>	<b>6,200</b>
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### INFORMATION TECHNOLOGY

620-69401	THIRD PARTY PROVIDER		574	0	500	0	0	500
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Cost for Cal Tech services allocated to Food and Beverage

	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>100</b>	<b>574</b>	<b>649</b>	<b>500</b>	<b>0</b>	<b>0</b>	<b>500</b>
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	<b>TOTAL FOOD AND BEVERAGE</b>	<b>192,611</b>	<b>210,159</b>	<b>268,072</b>	<b>256,624</b>	<b>245,044</b>	<b>251,968</b>	<b>284,172</b>
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# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

			Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
<b>PRO SHOP/GOLF EXPENSES</b>									
620-6110	SALARIES, PRO SHOP		261,638	232,815	245,944	303,595	252,846	273,000	270,128
620-6120	TMRS		14,565	12,430	17,012	24,459	19,658	23,200	24,755
620-6130	WORKERS COMPENSATION		8,684	8,413	6,174	9,484	6,936	8,000	7,438
620-6140	UNEMPLOYMENT COMP		923	1,816	964	135	1,703	1,750	1,931
620-6150	GROUP HEALTH INSURANCE		29,768	24,876	21,778	37,260	39,209	40,000	40,500
620-6160	MEDICARE		3,769	3,343	3,540	4,638	3,724	4,000	4,085
620-6161	SOCIAL SECURITY/FICA		5,275	5,361	5,687	6,418	4,750	5,000	4,991
620-6165	OVERTIME/HOLIDAY PAY		61	196	1,631	2,850	98	200	9,524
620-6170	CELL PHONE		1,260	1,260	1,355	2,184	1,605	1,700	2,100
620-6175	CONTRACT SERVICES		4,391	0	0	0	0	0	0
620-6180	TIPS EARNED		76	175	100	0	456	100	3,500
620-6185	GOLF LESSONS		1,395	50	500	0	365	200	0
	<b>TOTAL PRO SHOP SALARIES</b>		<b>331,804</b>	<b>290,735</b>	<b>304,686</b>	<b>391,023</b>	<b>331,349</b>	<b>357,150</b>	<b>368,951</b>
<b>PROFESSIONAL SERVICES</b>									
620-6200	ADMINISTRATIVE SERVICES			0	15,667	35,794	0	35,794	50,000
620-6210	SALES & USE TAX		0	-930	26,814	22,600	28,639	31,000	25,451
620-6235	LEGAL & PROFESSIONAL		0	0	0	500	0	500	500
620-6240	SECURITY SERVICES		0	0	0	500	0	500	500
620-6250	AUDIT EXPENSE		0	0	0	0	0	0	0
620-6260	ADVERTISING		17,933	12,977	5,525	15,000	12,460	14,000	7,500
					0				
	<b>TOTAL PROFESSIONAL SERVICES</b>		<b>17,933</b>	<b>12,048</b>	<b>48,006</b>	<b>74,394</b>	<b>41,098</b>	<b>81,794</b>	<b>83,951</b>
<b>SUPPLIES</b>									
	<b>SUPPLIES</b>								
620-6300	MERCHANDISE		114,817	79,881	141,611	115,000	137,641	142,000	130,000
620-6310	SUPPLIES		4,209	5,814	9,593	6,500	6,521	7,000	6,500
620-6320	PRINTING		561	2,085	263	800	250	800	800
620-6330	POSTAGE		156	55	152	250	94	250	500
620-6350	TOURNAMENT SUPPLIES		469	51	521	200	241	400	200
620-6355	GREEN FEE REFUNDS		0	0	0	0	1,156	0	0
620-6360	ELECTRIC		27,087	19,927	21,076	25,000	15,653	18,400	25,000
620-6365	WASTE DISPOSAL		4,442	0	0	0	146	0	0
620-6370	WATER		11,220	5,496	7,795	5,400	7,842	9,000	7,800
620-6375	NATURAL GAS		2,074	3,064	2,303	3,200	1,266	1,500	3,000
620-6380	TELEPHONE & CABLE		8,035	7,337	6,485	5,500	7,153	7,800	8,000
	<b>TOTAL SUPPLIES</b>		<b>173,070</b>	<b>123,709</b>	<b>189,798</b>	<b>161,850</b>	<b>177,963</b>	<b>187,150</b>	<b>181,800</b>

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
<b>EQUIPMENT</b>								
620-6415	RANGE BALLS/RENTAL CLUBS	1,409	87	4,424	7,500	2,531	2,800	3,500
620-6421	CARTS R&M	868	4,975	5,509	4,000	4,867	6,000	4,500
620-6445	BUILDING MAINTENANCE	10,238	20,961	14,173	10,000	16,114	18,000	0
620-6450	NEW EQUIPMENT	3,770	1,367	1,657	2,000	712	1,000	2,000
620-6460	COMPUTER REPAIRS	176	15	7	500	0	250	500
	<b>TOTAL EQUIPMENT</b>	<b>16,460</b>	<b>27,405</b>	<b>25,769</b>	<b>24,000</b>	<b>24,224</b>	<b>28,050</b>	<b>10,500</b>
<b>CAPITAL EXPENSE</b>								
620-6620	EQUIPMENT LEASE	1,865	2,651	1,727	1,800	315	1,800	1,800
620-6630	CART LEASE	65,751	72,147	69,247	76,000	57,884	63,000	60,000
620-6640	CAPITAL IMPROVEMENTS	843	0	18,606	5,000	3,924	5,000	5,000
620-6650	CAPITAL REPAIR	14,537	170	41,348	5,000	500	1,000	5,000
	<b>TOTAL CAPITAL EXPENSE</b>	<b>82,996</b>	<b>74,969</b>	<b>130,928</b>	<b>87,800</b>	<b>62,623</b>	<b>70,800</b>	<b>71,800</b>
<b>INSURANCE</b>								
620-6710	ERRORS AND OMISSION	7,511	5,476	5,321	5,500	4,085	4,085	5,500
620-6720	GENERAL LIABILITY	796	655	1,257	670	906	906	950
620-6750	PROPERTY INSURANCE	2,458	2,623	2,470	2,623	3,179	3,179	2,623
620-6770	REAL PROPERTY	2,398	2,559	2,410	2,559	3,102	3,102	2,559
	<b>TOTAL INSURANCE</b>	<b>13,162</b>	<b>11,313</b>	<b>11,457</b>	<b>11,352</b>	<b>11,272</b>	<b>11,272</b>	<b>11,632</b>
<b>TRAINING</b>								
620-6810	TRAINING	2,479	1,401	3,580	3,200	3,973	3,200	4,500
620-6820	NOTICES & PUBLICATIONS	475	0	0	500	0	500	500
620-6850	DUES & MEMBERSHIPS	5,381	5,715	5,983	4,200	5,004	4,200	6,000
620-6860	LICENSES & PERMITS	10,996	2,250	83	3,200	2,554	2,000	3,200
	<b>TOTAL TRAINING</b>	<b>19,331</b>	<b>9,367</b>	<b>9,646</b>	<b>11,100</b>	<b>11,531</b>	<b>9,900</b>	<b>14,200</b>
<b>INFORMATION TECHNOLOGY</b>								
620-6940	TECHNOLOGY ENHANCEMENT	3,997	0	0	0	0	0	0
620-69401	THIRD PARTY PROVIDER		4,661	5,919	4,900	5,344	6,000	6,500
620-69402	MAINTENANCE CONTRACTS		0	0	500	170	500	500
620-69403	EQUIP/SOFTWARE PURCHASE/MAINT	0	1557.37	6281.3	2000	4,802	5000	2000
	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>3,997</b>	<b>6,218</b>	<b>12,200</b>	<b>7,400</b>	<b>10,316</b>	<b>11,500</b>	<b>9,000</b>
<b>MISCELLANEOUS</b>								
620-6960	UNIFORMS				3000	2,900	3200	3,200
620-6970	CREDIT CARD FEES	28,009	28,382	28,906	27,000	28,538	30,000	27,000
620-6975	MISCELLANEOUS	13,994	-10,489	5,382	5,500	-1,534	-1,500	8,500
	<b>TOTAL MISCELLANEOUS</b>	<b>42,004</b>	<b>17,892</b>	<b>34,288</b>	<b>35,500</b>	<b>29,904</b>	<b>31,700</b>	<b>38,700</b>
	<b>TOTAL PRO SHOP/GOLF EXPENSES</b>	<b>700,757</b>	<b>573,654</b>	<b>766,779</b>	<b>804,419</b>	<b>700,282</b>	<b>789,316</b>	<b>790,534</b>

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
620-6110	SALARIES, PRO SHOP	261,638	232,815	245,944	303,595	252,846	273,000	270,128

We had 5 full time and 8-part time people assigned to the pro shop for FY 2015-2016 but David Curwen's salary was split between HCGC and Water Fund. In 2016-17 Mr. Curwen's salary will be eliminated from HCGC. The positions funded in 2016-17 include a Director of Golf, Head Professional, First Assistant, two counter people and one outside worker. In addition, we will have 8-part time/seasonal workers assigned to the pro shop.

620-6120	TMRS	14,565	12,430	17,012	24,459	19,658	23,200	24,755
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The FY 2015-2016 rate for TMRS is 11.3% of wages. Our rate starting in October 2016 will increase to 12.3% as we move to a 20-year retirement from a 25-year retirement.

620-6130	WORKERS COMPENSATION	8,684	8,413	6,174	9,484	6,936	8,000	7,438
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Workers comp rate for FY 2015-2016 is 3.4%. Our rate for FY 2016-2017 has decreased slightly to 2.64%.

620-6140	UNEMPLOYMENT COMP	923	1,816	964	135	1,703	1,750	1,931
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The current unemployment rate is 1.65% for FY 2015-2016. Our rate is anticipated to remain constant for FY 2016-2017.

620-6150	GROUP HEALTH INSURANCE	29,768	24,876	21,778	37,260	39,209	40,000	
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The City currently pays \$675/month for employee coverage. Based on preliminary discussions with out broker, we believe we will be able to fund health insurance in FY 2016-2017 at the same level.

620-6160	MEDICARE	3,769	3,343	3,540	4,638	3,724	4,000	4,085
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The Medicare rate is 1.45% of the gross wages.

620-6161	SOCIAL SECURITY/FICA	5,275	5,361	5,687	6,418	4,750	5,000	4,991
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We will need to pay social Security on the part time help.

620-6165	OVERTIME/HOLIDAY PAY	61	196	1,631	2,850	98	200	9,524
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We attempt to give employees a day off in lieu of the holiday or holiday pay. Given the number of holidays the golf course is open, (all but Thanksgiving and Christmas), it becomes very difficult to give days off. We have been able to give days in lieu of in FY 2015-2016. IN FY 2016-2017 we anticipate more overtime due to some staffing reconfigurations.

620-6170	CELL PHONE	1,260	1,260	1,355	2,184	1,605	1,700	2,100
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We have 3.5 individuals that are required to carry cell phones for FY 2016-2017.

620-6180	TIPS EARNED	76	175	100	0	456	100	3,500
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Where possible, we are required by the IRS to recognize and pay tips we collect on credit cards or member charge sales as a portion of the employee's salary. This is the offset expense for collected revenue.



# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
620-6185	GOLF LESSONS	1,395	50	500	0	365	200	0

Some lessons are paid thru golf shop P.O.S. this line item tracks the corresponding revenue received as a city expense paid thru the employee's salary. This expense is an off-set to Revenue Account 09-500-5217

	<b>TOTAL PRO SHOP SALARIES</b>	<b>331,804</b>	<b>290,735</b>	<b>304,686</b>	<b>391,023</b>	<b>331,349</b>	<b>357,150</b>	<b>368,951</b>
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### PROFESSIONAL SERVICES

620-6200	ADMINISTRATIVE SERVICES		0	15,667	35,794	0	35,794	50,000
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This was a new line for FY 2015-2016, the City has historically charged standalone departments an administrative fee for management and financial activities. Starting in FY 2016-2017, HCGC will be charged a general administration fee as opposed to trying to offset against specific expenses.

620-6210	SALES & USE TAX	0	-930	26,814	22,600	28,639	31,000	25,451
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Sales taxes on merchandise, rental income and non-alcohol food & beverage. The auditors will offset tax expense against tax collected and recorded at P.O.S.

620-6235	LEGAL & PROFESSIONAL	0	0	0	500	0	500	500
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Miscellaneous professionals utilized at the golf course. Pre-Employment physicals.

620-6240	SECURITY SERVICES	0	0	0	500	0	500	500
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Fees for security system at the clubhouse. Current year projections based on prior year history with no change for FY 2016-2017.

620-6260	ADVERTISING	17,933	12,977	5,525	15,000	12,460	14,000	7,500
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Cost of promoting the course through local publications and outlets. Current year projected is based on trends YTD with a decrease as a result of utilizing GOLF NOW for FY 2016-2017.

	<b>TOTAL PROFESSIONAL SERVICES</b>	<b>17,933</b>	<b>12,048</b>	<b>48,006</b>	<b>74,394</b>	<b>41,098</b>	<b>81,794</b>	<b>83,951</b>
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### SUPPLIES

620-6300	MERCHANDISE	114,817	79,881	141,611	115,000	137,641	142,000	130,000
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Cost of Goods Sold in the pro shop. FY 2015-2016 projections based on YTD actual with a decrease in FY 2016-2017 due to an improvement in our purchasing ability.

620-6310	SUPPLIES	4,209	5,814	9,593	6,500	6,521	7,000	6,500
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Miscellaneous supplies for the pro shop. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

620-6320	PRINTING	561	2,085	263	800	250	800	800
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

		Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT		2013	2014	2015	2016	August	2016	2017
620-6330	POSTAGE	156	55	152	250	94	250	500

FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

620-6350	TOURNAMENT SUPPLIES	469	51	521	200	241	400	200
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Miscellaneous supplies for tournaments. FY 2015-2016 projections based on prior year actual with a decrease for FY 2016-2017.

620-6360	ELECTRIC	27,087	19,927	21,076	25,000	15,653	18,400	25,000
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Cost of electricity for the clubhouse. Current year projected is based on trends YTD with an increase for FY 2016-2017.

620-6365	WASTE DISPOSAL	4,442	0	0	0	146	0	0
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Cost of trash service. As a result of renegotiating our trash contract, the trash service at HCGC is now comped.

620-6370	WATER	11,220	5,496	7,795	5,400	7,842	9,000	7,800
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Cost of fresh water to the club house. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

620-6375	NATURAL GAS	2,074	3,064	2,303	3,200	1,266	1,500	3,000
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FY 2015-2016 projections based on YTD actual with an increased based on prior year history for FY 2016-2017.

620-6380	TELEPHONE & CABLE	8,035	7,337	6,485	5,500	7,153	7,800	8,000
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FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017.

<b>TOTAL SUPPLIES</b>		<b>173,070</b>	<b>123,709</b>	<b>189,798</b>	<b>161,850</b>	<b>177,963</b>	<b>187,150</b>
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### EQUIPMENT

620-6415	RANGE BALLS/RENTAL CLUBS	1,409	87	4,424	7,500	2,531	2,800	3,500
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Funds for replacement of rental clubs and range balls. As clubs become damaged or balls become lost, we will replace them. We have an arrangement with the Nike folks to trade out golf in return for a continuous supply of range balls. Thus a reduced budget in FY 2015-2016 and FY 2016-2017.

620-6421	CARTS R&M	868	4,975	5,509	4,000	4,867	6,000	4,500
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Cost of repair and maintenance on the golf carts. FY 2015-2016 projections based on YTD actual with a decrease in FY 2016-2017 due to the cart fleet being new.

620-6445	BUILDING MAINTENANCE	10,238	20,961	14,173	10,000	16,114	18,000	0
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Building maintenance for golf club house. FY 2015-2016 projections based on YTD actual. We have consolidated all building maintenance costs throughout the city under the Building, Parks and Landscape maintenance budget starting in FY 2016-2017.

620-6450	NEW EQUIPMENT	3,770	1,367	1,657	2,000	712	1,000	2,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
620-6460	COMPUTER REPAIRS	176	15	7	500	0	250	500

We replaced computers and updated software in FY 2012-2013. We should only have minimal repairs in FY 2016-2017.

	<b>TOTAL EQUIPMENT</b>	<b>16,460</b>	<b>27,405</b>	<b>25,769</b>	<b>24,000</b>	<b>24,224</b>	<b>28,050</b>	<b>10,500</b>
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### CAPITAL EXPENSE

620-6620	EQUIPMENT LEASE	1,865	2,651	1,727	1,800	315	1,800	1,800
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Lease on copier in pro shop.

620-6630	CART LEASE	65,751	72,147	69,247	76,000	57,884	63,000	60,000
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Annual cost to lease golf carts. We were able to negotiate a very good lease when we replaced the fleet in FY 2015-2016.

620-6640	CAPITAL IMPROVEMENTS	843	0	18,606	5,000	3,924	5,000	5,000
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Cost to improve club house amenities. Funds for ongoing improvements to the club house.

620-6650	CAPITAL REPAIR	14,537	170	41,348	5,000	500	1,000	5,000
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Cost to do major repairs in the club house. Given the age and condition of the club house we anticipate the need for ongoing capital repairs to the club house. Lightning struck the electrical transformer at the clubhouse and the approximate cost to repair the damage not covered by insurance is going to be \$25,000.

	<b>TOTAL CAPITAL EXPENSE</b>	<b>82,996</b>	<b>74,969</b>	<b>130,928</b>	<b>87,800</b>	<b>62,623</b>	<b>70,800</b>	<b>71,800</b>
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### INSURANCE

620-6710	ERRORS AND OMISSION	7,511	5,476	5,321	5,500	4,085	4,085	5,500
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Insurance for the golf course. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

620-6720	GENERAL LIABILITY	796	655	1,257	670	906	906	950
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Insurance for the golf course. FY 2015-2016 projections based on YTD actual with a decrease based on prior years' history for FY 2016-2017.

620-6750	PROPERTY INSURANCE	2,458	2,623	2,470	2,623	3,179	3,179	2,623
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Insurance for the golf course. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

620-6770	REAL PROPERTY	2,398	2,559	2,410	2,559	3,102	3,102	2,559
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Insurance for the golf course. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

	<b>TOTAL INSURANCE</b>	<b>13,162</b>	<b>11,313</b>	<b>11,457</b>	<b>11,352</b>	<b>11,272</b>	<b>11,272</b>	<b>11,632</b>
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# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

### TRAINING

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
620-6810	TRAINING	2,479	1,401	3,580	3,200	3,973	3,200	4,500

Training requirements to maintain and obtain PGA certifications. FY 2015-2016 projections based on YTD actual with an increase due to training an additional person in FY 2016-2017.

620-6820	NOTICES & PUBLICATIONS	475	0	0	500	0	500	500
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FY 2015-2016 projections are based on prior year actual with no change for FY 2016-2017.

620-6850	DUES & MEMBERSHIPS	5,381	5,715	5,983	4,200	5,004	4,200	6,000
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PGA and Chamber of Commerce memberships. FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017.

620-6860	LICENSES & PERMITS	10,996	2,250	83	3,200	2,554	2,000	3,200
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License fees for golf course software. FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017

	<b>TOTAL TRAINING</b>	<b>19,331</b>	<b>9,367</b>	<b>9,646</b>	<b>11,100</b>	<b>11,531</b>	<b>9,900</b>	<b>14,200</b>
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### INFORMATION TECHNOLOGY

620-6940	TECHNOLOGY ENHANCEMENT	3,997	0	0	0	0	0	0
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We have ceased utilizing using this line.

620-69401	THIRD PARTY PROVIDER		4,661	5,919	4,900	5,344	6,000	6,500
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HCGC portion of the IT Services contract with Cal-Tech for 3<sup>rd</sup> party maintenance on computer systems.

620-69402	MAINTENANCE CONTRACTS		0	0	500	170	500	500
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The cost of maintaining our software packages and some hardware as well. As part of the overall analysis of the IT budget, we reallocated some of these costs to other budget lines.

620-69403	EQUIP/SOFTWARE PURCHASE/MAINT	0	1557.37	6281.3	2000	4,802	5000	2000
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Cost of new equipment and software.

	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>3,997</b>	<b>6,218</b>	<b>12,200</b>	<b>7,400</b>	<b>10,316</b>	<b>11,500</b>	<b>9,000</b>
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### MISCELLANEOUS

620-6960	UNIFORMS				3000	2,900	3200	3,200
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Beginning in FY 2015-2016 we are requiring our pro shop staff to wear Hawks Creek labeled clothing.

620-6970	CREDIT CARD FEES	28,009	28,382	28,906	27,000	28,538	30,000	27,000
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FY 2015-2016 projections based on YTD actual with a decrease as a result of chip usage for FY 2016-2017.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

		Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT		2013	2014	2015	2016	August	2016	2017
620-6975	MISCELLANEOUS	13,994	-10,489	5,382	5,500	-1,534	-1,500	8,500

FY 2015-2016 projections based on YTD actual with a decrease for FY 2016-2017.

	<b>TOTAL MISCELLANEOUS</b>	<b>42,004</b>	<b>17,892</b>	<b>34,288</b>	<b>35,500</b>	<b>29,904</b>	<b>31,700</b>	<b>38,700</b>
	<b>TOTAL PRO SHOP/GOLF EXPENSES</b>	<b>700,757</b>	<b>573,654</b>	<b>766,779</b>	<b>804,419</b>	<b>700,282</b>	<b>789,316</b>	<b>790,534</b>

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

GOLF COURSE MAINTENANCE EXPENSE									
			Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT			2013	2014	2015	2016	August	2016	2017
630-6110	SALARIES, GC MAINTENANCE		269,269	325,021	364,493	303,699	268,226	290,000	314,302
630-6120	TMRS		22,400	28,956	43,479	36,317	28,145	32,000	39,827
630-6130	WORKERS COMPENSATION		11,170	11,848	11,901	10,917	7,992	9,000	9,045
630-6140	UNEMPLOYMENT COMP		197	2,626	367	99	1,917	2,000	1,782
630-6150	GROUP HEALTH INSURANCE		63,101	81,010	92,918	89,100	71,632	76,000	81,000
630-6150-	RETIREMENT STIPEND			1,500	2,400	0	0	0	0
630-6160	MEDICARE		4,087	4,929	5,771	4,656	4,033	4,698	4,968
630-6161	SOCIAL SECURITY		418	1,070	689	0	612	720	1,166
630-6165	OVERTIME/HOLIDAY PAY		14,117	22,338	25,441	16,982	12,428	15,000	27,882
630-6169	CERTIFICATION PAY						647	800	350
630-6170	CELL PHONE/CAR ALLOWANCE		3,251	3,250	4,685	420	735	810	420
630-6175	CONTRACT SERVICES			4,950	52,333	6,000	3,031	4,000	6,000
	<b>TOTAL SALARIES GC MAINTENANCE</b>		<b>388,011</b>	<b>487,497</b>	<b>604,477</b>	<b>468,190</b>	<b>399,399</b>	<b>435,028</b>	<b>486,741</b>
<b>SUPPLIES</b>									
630-6310	SUPPLIES		2,067	2,755	6,777	5,000	6,580	6,800	5,000
630-6335	CHEMICALS		78,113	72,320	70,691	73,000	66,314	73,000	73,000
630-6336	SAND		8,410	8,584	9,809	8,000	9,790	10,000	8,000
630-6340	SEED/SOD		7,220	3,985	745	2,500	4,083	5,000	2,500
630-6345	DÉCOR & BEAUTIFICATION		296	0	0	500	564	750	500
630-6360	ELECTRIC		45,526	44,316	49,047	55,000	45,724	51,000	55,000
630-6370	WATER		1,636	3,537	249	2,500	439	2,500	2,500
630-6372	TRINITY WATER		24,365	43,652	44,073	52,000	29,260	49,000	65,000
	<b>TOTAL SUPPLIES</b>		<b>167,632</b>	<b>179,149</b>	<b>181,392</b>	<b>198,500</b>	<b>162,754</b>	<b>198,050</b>	<b>211,500</b>
<b>EQUIPMENT</b>									
630-6420	EQUIPMENT REPAIR		6,130	15,716	14,410	12,000	12,265	13,000	12,000
630-6422	GOLF COURSE		4,170	7,886	10,708	6,000	3,477	4,000	6,000
630-6423	IRRIGATION		5,906	3,761	13,554	10,000	8,661	9,500	10,000
630-6425	EQUIPMENT MAINTENANCE		2,688	5,295	11,795	4,000	7,179	7,500	7,000
630-6426	MAINTENANCE AGREEMENTS		0	0	0	600	0	600	600
630-6430	EQUIPMENT RENTAL		7,582	0	4,361	2,000	0	1,000	2,000
630-6450	NEW EQUIPMENT			8,660	11,131	3,000	450	1,000	3,000
630-6460	COMPUTER REPAIRS		0	0	0	500	0	500	500
630-6470	SMALL TOOLS		738	1,419	2,076	1,200	2,281	2,300	2,200
	<b>TOTAL EQUIPMENT</b>		<b>27,214</b>	<b>42,737</b>	<b>68,034</b>	<b>39,300</b>	<b>34,313</b>	<b>39,400</b>	<b>43,300</b>

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
<b>VEHICLE EXPENSE</b>								
630-6510	GASOLINE	21,982	22,707	21,354	21,000	17,183	19,200	21,000
630-6520	VEHICLE MAINTENANCE	0	108	157	1,000	0	1,000	1,000
	<b>TOTAL VEHICLE MAINT</b>	<b>21,982</b>	<b>22,816</b>	<b>21,512</b>	<b>22,000</b>	<b>17,183</b>	<b>20,200</b>	<b>22,000</b>
<b>CAPITAL EXPENSE</b>								
630-6620	EQUIPMENT LEASE	30,169	18,592	87,670	94,000	82,352	91,455	104,500
630-6640	CAPITAL IMPROVEMENTS	41,655	14,143	134,839	5,000	3,250	5,000	5,000
630-6650	CAPITAL REPAIR	8,022	5,996	0	5,000	38,426	42,000	5,000
630-6660	BOND PMT TO DEBT SERVICE	0	25,955	57,400	57,400	0	57,400	57,400
630-6670	EQUIPMENT PURCHASE			5000	10,000	0	0	3,000
	<b>TOTAL CAPITAL EXPENSE</b>	<b>79,845</b>	<b>64,687</b>	<b>284,909</b>	<b>171,400</b>	<b>124,028</b>	<b>195,855</b>	<b>174,900</b>
<b>INSURANCE</b>								
630-6740	EQUIPMENT INSURANCE	4,626	0	3,527	5,000	4,336	5,000	5,000
630-6760	MOBILE EQUIP	5,260	5,825	6,134	6,200	6,113	6,200	6,200
	<b>TOTAL INSURANCE</b>	<b>9,886</b>	<b>5,825</b>	<b>9,661</b>	<b>11,200</b>	<b>10,449</b>	<b>11,200</b>	<b>11,200</b>
<b>TRAINING</b>								
630-6810	TRAINING	525	794	2,942	2,000	1,781	2,000	2,000
630-6820	NOTICES & PUBLICATIONS	0	0	0	0	0	0	0
630-6850	DUES & MEMBERSHIPS	1,120	745	1,805	2,000	515	1,000	2,000
630-6860	LICENSES & PERMITS	428	932	1,047	1,000	136	250	1,000
	<b>TOTAL TRAINING</b>	<b>2,073</b>	<b>2,471</b>	<b>5,794</b>	<b>5,000</b>	<b>2,432</b>	<b>3,250</b>	<b>5,000</b>
<b>INFORMATION TECHNOLOGY</b>								
630-6940	TECHNOLOGY ENHANCEMENT	189	0	0	0	1,070	1,070	0
630-69401	THIRD PARTY PROVIDER		983	1,727	1,450	1,539	1,600	1,700
620-69402	MAINTENANCE CONTRACTS		0	0	0	0	0	0
630-69403	EQUIP/SOFTWARE PURCHASE/MAINT		1,263	50	2,000	2,792	2,800	800
	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>189</b>	<b>2,246</b>	<b>1,777</b>	<b>3,450</b>	<b>5,401</b>	<b>5,470</b>	<b>2,500</b>
<b>MISCELLANEOUS</b>								
630-6960	UNIFORMS	4,162	5,180	6,688	5,000	5,514	6,000	5,000
630-6975	MISCELLANEOUS	2,906	-494	1,848	1,500	1,791	2,000	1,500
	<b>TOTAL MISCELLANEOUS</b>	<b>7,067</b>	<b>4,686</b>	<b>8,536</b>	<b>6,500</b>	<b>7,306</b>	<b>8,000</b>	<b>6,500</b>
	<b>TOTAL GOLF COURSE MAINT EXP</b>	<b>703,900</b>	<b>812,113</b>	<b>1,186,090</b>	<b>925,540</b>	<b>763,264</b>	<b>916,453</b>	<b>963,641</b>
<b>TOTAL HAWKS CREEK GOLF BUDGET</b>		<b>1,597,268</b>	<b>1,595,926</b>	<b>2,220,941</b>	<b>1,986,582</b>	<b>1,708,590</b>	<b>1,957,737</b>	<b>2,038,348</b>
<b>NET REVENUE</b>		<b>110,674</b>	<b>-30,294</b>	<b>-294,708</b>	<b>-56,192</b>	<b>-50,203</b>	<b>-125,547</b>	<b>-74,680</b>

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

			Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT			2013	2014	2015	2016	August	2016	2017

### GOLF COURSE MAINTENANCE PAYROLL

630-6110	SALARIES, GC MAINTENANCE		269,269	325,021	364,493	303,699	268,226	290,000	314,302
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We have ten full time employees and two seasonal employees including a mechanic that works on the City equipment as well as the golf course equipment. We have one additional full time person working on the HCGC maintenance staff that is funded in the General fund for FY 2016-2017.

630-6120	TMRS		22,400	28,956	43,479	36,317	28,145	32,000	39,827
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The FY 2015-2016 rate for TMRS is 11.3% of wages. Our rate starting in October 2016 will increase to 12.3% as we move to a twenty year retirement from a 25 year retirement.

630-6130	WORKERS COMPENSATION		11,170	11,848	11,901	10,917	7,992	9,000	9,045
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Workers comp rate for FY 2015-2016 is 3.4%. Our rate for FY 2016-2017 has decreased slightly to 2.64%.

630-6140	UNEMPLOYMENT COMP		197	2,626	367	99	1,917	2,000	1,782
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The current unemployment rate is 1.65% for FY 2015-2016. Our rate is anticipated to remain constant for FY 2016-2017.

630-6150	GROUP HEALTH INSURANCE		63,101	81,010	92,918	89,100	71,632	76,000	81,000
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The City currently pays \$675/month for employee coverage. Based on preliminary discussions with out broker, we believe we will be able to fund health insurance in FY 2016-2017 at the same level.

630-6160	MEDICARE		4,087	4,929	5,771	4,656	4,033	4,698	4,968
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The Medicare rate is 1.45% of the gross wages.

630-6161	SOCIAL SECURITY		418	1,070	689	0	612	720	1,166
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We will need to pay Social Security on the part time help. We do not anticipate any part time help in FY 2016-2017.

630-6165	OVERTIME/HOLIDAY PAY		14,117	22,338	25,441	16,982	12,428	15,000	27,882
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Given the volume of work and odd hours at the golf course, we utilize a significant amount of overtime for our maintenance staff and they are required to work most of the summer holidays.

630-6169	CERTIFICATION PAY						647	800	350
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We have on employee that qualifies for bilingual pay.

630-6170	CELL PHONE/CAR ALLOWANCE		3,251	3,250	4,685	420	735	810	420
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We give the golf course superintendent a cell phone allowance.

630-6175	CONTRACT SERVICES			4,950	52,333	6,000	3,031	4,000	6,000
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Funds to pay for outside contractors such as airefication. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.



# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

		Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT		2013	2014	2015	2016	August	2016	2017
	<b>TOTAL SALARIES GC MAINTENANCE</b>	388,011	487,497	604,477	468,190	399,399	435,028	486,741

### SUPPLIES

630-6310	SUPPLIES	2,067	2,755	6,777	5,000	6,580	6,800	5,000
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FY 2015-2016 projections based on prior year history with no change for FY 2016-2017.

630-6335	CHEMICALS	78,113	72,320	70,691	73,000	66,314	73,000	73,000
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Our current chemical budget appears to be sufficient for adequate maintenance of the course and the City landscape areas.

630-6336	SAND	8,410	8,584	9,809	8,000	9,790	10,000	8,000
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Sand for both sand trap maintenance and for top dressing the greens. We are improving our greens by increasing the number of times we aerate them. Each time we aerate, we top dress the greens.

630-6340	SEED/SOD	7,220	3,985	745	2,500	4,083	5,000	2,500
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FY 2015-2016 projections based on YTD actual with a decrease for FY 2016-2017.

630-6345	DÉCOR & BEAUTIFICATION	296	0	0	500	564	750	500
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We anticipate utilizing these funds to dress up the clubhouse area in FY 2016-2017.

630-6360	ELECTRIC	45,526	44,316	49,047	55,000	45,724	51,000	55,000
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Cost of electricity at the maintenance barn and facilities on the golf course. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017

630-6370	WATER	1,636	3,537	249	2,500	439	2,500	2,500
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Fresh water usage at the maintenance barn. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

630-6372	TRINITY WATER	24,365	43,652	44,073	52,000	29,260	49,000	65,000
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Irrigation water for the golf course purchased from the TRWD. FY 2015-2016 projections based on YTD actual. Based on our new contract with TRWD, we will have a 15% increase in our rates each year until we are at market rate plus any additional increase put in place system wide by TRWD.

	<b>TOTAL SUPPLIES</b>	<b>167,632</b>	<b>179,149</b>	<b>181,392</b>	<b>198,500</b>	<b>162,754</b>	<b>198,050</b>	<b>211,500</b>
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### EQUIPMENT

630-6420	EQUIPMENT REPAIR	6,130	15,716	14,410	12,000	12,265	13,000	12,000
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Repair of existing golf course maintenance equipment. FY 2015-2016 projections based on YTD with an increase for FY 2016-2017.

630-6422	GOLF COURSE	4,170	7,886	10,708	6,000	3,477	4,000	6,000
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Repair to the golf course such as cart paths bridges, and signage. FY 2015-2016 projections based on YTD actual with an increase for FY 2016-2017.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

		Actual	Actual	Actual	ADOPTED	YTD	PROJECTED	PROPOSED
ACCT		2013	2014	2015	2016	August	2016	2017
630-6423	IRRIGATION	5,906	3,761	13,554	10,000	8,661	9,500	10,000

Maintenance of the golf course irrigation system. FY 2015-2016 projections based on prior year history with an increase for FY 2016-2017.

630-6425	EQUIPMENT MAINTENANCE	2,688	5,295	11,795	4,000	7,179	7,500	7,000
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Maintenance of existing equipment. It appears Equipment Repair and Equipment Maintenance are being utilized interchangeably. FY 2015-2016 projections based on YTD through May with no change for FY 2016-2017.

630-6426	MAINTENANCE AGREEMENTS	0	0	0	600	0	600	600
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Maintenance of the software program at the maintenance building. FY 2015-2016 projections based on prior year history with no change for FY 2016-2017.

630-6430	EQUIPMENT RENTAL	7,582	0	4,361	2,000	0	1,000	2,000
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Funds for rental of equipment for specialty work.

630-6450	NEW EQUIPMENT		8,660	11,131	3,000	450	1,000	3,000
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Funds for the purchase of new or additional small equipment as necessary.

630-6460	COMPUTER REPAIRS	0	0	0	500	0	500	500
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We have had minimal repairs in FY 2015-2016 and anticipate no change for FY 2016-2017.

630-6470	SMALL TOOLS	738	1,419	2,076	1,200	2,281	2,300	2,200
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Hand tools for the repair of equipment and the course. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

	<b>TOTAL EQUIPMENT</b>	<b>27,214</b>	<b>42,737</b>	<b>68,034</b>	<b>39,300</b>	<b>34,313</b>	<b>39,400</b>	<b>43,300</b>
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### VEHICLE EXPENSE

630-6510	GASOLINE	21,982	22,707	21,354	21,000	17,183	19,200	21,000
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Fuel for the golf course maintenance equipment, FY 2015-2016 based on YTD with an increase in FY 2016-2017.

630-6520	VEHICLE MAINTENANCE	0	108	157	1,000	0	1,000	1,000
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Maintenance of the non-golf related equipment such as pickup trucks.

	<b>TOTAL VEHICLE MAINT</b>	<b>21,982</b>	<b>22,816</b>	<b>21,512</b>	<b>22,000</b>	<b>17,183</b>	<b>20,200</b>	<b>22,000</b>
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### CAPITAL EXPENSE

630-6620	EQUIPMENT LEASE	30,169	18,592	87,670	94,000	82,352	91,455	104,500
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We lease the majority of our specialty golf course maintenance equipment such as our green and fairway mowers. FY 2015-2016 projections based on YTD actual with an increase as a result of some new equipment leases in FY 2016-2017.

# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
630-6640	CAPITAL IMPROVEMENTS	41,655	14,143	134,839	5,000	3,250	5,000	5,000

We have done several small projects in FY 2015-2016 and anticipate limiting capital expenditures in FY 2016-2017.

630-6650	CAPITAL REPAIR	8,022	5,996	0	5,000	38,426	42,000	5,000
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We have had some unusual expenses in FY 2015-2016 however, we expect FY 2016-2017 to be more normal.

630-6660	BOND PMT TO DEBT SERVICE	0	25,955	57,400	57,400	0	57,400	57,400
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This was a new line for FY 2014-2015. With a portion of the funds from the recent sale of CO's (\$700,000) being dedicated to the golf course, we now annually allocate a portion of the annual payment to the course.

630-6670	EQUIPMENT PURCHASE			5000	10,000	0	0	3,000
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We purchased a heavy duty carryall in FY 2014-2015 and anticipate some additional purchases in FY 2015-2016 and in FY 2016-2017.

	<b>TOTAL CAPITAL EXPENSE</b>	<b>79,845</b>	<b>64,687</b>	<b>284,909</b>	<b>171,400</b>	<b>124,028</b>	<b>195,855</b>	<b>174,900</b>
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### INSURANCE

630-6740	EQUIPMENT INSURANCE	4,626	0	3,527	5,000	4,336	5,000	5,000
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Insurance on the equipment and facilities at the maintenance barn.

630-6760	MOBILE EQUIP	5,260	5,825	6,134	6,200	6,113	6,200	6,200
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Insurance on the Golf course maintenance equipment.

	<b>TOTAL INSURANCE</b>	<b>9,886</b>	<b>5,825</b>	<b>9,661</b>	<b>11,200</b>	<b>10,449</b>	<b>11,200</b>	<b>11,200</b>
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### TRAINING

630-6810	TRAINING	525	794	2,942	2,000	1,781	2,000	2,000
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Funds for training of our maintenance crew.

630-6850	DUES & MEMBERSHIPS	1,120	745	1,805	2,000	515	1,000	2,000
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GCSA dues for our staff. FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

630-6860	LICENSES & PERMITS	428	932	1,047	1,000	136	250	1,000
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FY 2015-2016 projections based on YTD actual with no change for FY 2016-2017.

	<b>TOTAL TRAINING</b>	<b>2,073</b>	<b>2,471</b>	<b>5,794</b>	<b>5,000</b>	<b>2,432</b>	<b>3,250</b>	<b>5,000</b>
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# HAWKS CREEK GOLF CLUB

## FY 2016-2017 BUDGET

ACCT		Actual 2013	Actual 2014	Actual 2015	ADOPTED 2016	YTD August	PROJECTED 2016	PROPOSED 2017
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### INFORMATION TECHNOLOGY

630-6940	TECHNOLOGY ENHANCEMENT	189	0	0	0	1,070	1,070	0
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Starting in FY 2013-2014 this line is replaced with the three lines that follow.

630-69401	THIRD PARTY PROVIDER		983	1,727	1,450	1,539	1,600	1,700
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HCGC portion of the IT Services contract with Cal-Tech for 3<sup>rd</sup> party maintenance on computer systems.

630-69403	EQUIP/SOFTWARE PURCHASE/MAINT		1,263	50	2,000	2,792	2,800	800
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We are planning to purchase a digital job board in FY 2015-2016 to better track work progress and employee utilization. We have no specific purchase anticipated in FY 2016-2017.

	<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>189</b>	<b>2,246</b>	<b>1,777</b>	<b>3,450</b>	<b>5,401</b>	<b>5,470</b>	<b>2,500</b>
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### MISCELLANEOUS

630-6960	UNIFORMS	4,162	5,180	6,688	5,000	5,514	6,000	5,000
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Uniforms for the maintenance crew. FY 2015-2016 projections based on prior year history with no change for FY 2016-2017.

630-6975	MISCELLANEOUS	2,906	-494	1,848	1,500	1,791	2,000	1,500
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FY 2015-2016 projections based on prior year history with no change for FY 2016-2017.

	<b>TOTAL MISCELLANEOUS</b>	<b>7,067</b>	<b>4,686</b>	<b>8,536</b>	<b>6,500</b>	<b>7,306</b>	<b>8,000</b>	<b>6,500</b>
	<b>TOTAL GOLF COURSE MAINT EXP</b>	<b>703,900</b>	<b>812,113</b>	<b>1,186,090</b>	<b>925,540</b>	<b>763,264</b>	<b>916,453</b>	<b>963,641</b>
	<b>TOTAL HAWKS CREEK GOLF BUDGET</b>	<b>1,597,268</b>	<b>1,595,926</b>	<b>2,220,941</b>	<b>1,986,582</b>	<b>1,708,590</b>	<b>1,957,737</b>	<b>2,038,348</b>
	<b>NET REVENUE</b>	<b>110,674</b>	<b>-30,294</b>	<b>-294,708</b>	<b>-56,192</b>	<b>-50,203</b>	<b>-125,547</b>	<b>-74,680</b>