



# Agenda

DATE 8/11/14 TIME 3:46p

PREPARED BY Jen Romero

APPROVED BY [Signature]

**PARKS DIVISION  
MARTY SANCHEZ LINKS DE SANTA FE  
ADVISORY COMMITTEE MEETING**

**THURSDAY August 21, 2014**

**MARTY SANCHEZ LINKS DE SANTA FE – ADMINISTRATION BUILDING**

**3:00 P.M. – 5:00 P.M.**

1. Call to Order
2. Roll Call
3. Approval of Agenda
4. Approval of previous minutes

*June 19, 2014*

5. Comments from Chairman – Maurice Bonal
6. Staff Reports

- Presentation of “Muchas Gracias” Certificate to Gail Bavis
- Administration – (Revenue and golf rounds summary for June & July; Admin. updates)
- Superintendent – (Golf course conditions update)
- Marketing – (Advertising updates)
- Pro-Shop – (2014 Tournament calendar updates)
- The Links Bar & Grill – (Restaurant updates)

7. Matters from the Committee

8. Old Business

- Consideration to Draft/Amend Resolution No. 1999-88, Creating a Marty Sanchez Links de Santa Fe Advisory Committee

9. New Business

- Noel Camborde, Nomination for Friends of the Links Memorial
- Employee of the Month Nomination

10. Adjournment

Persons with disabilities in need of accommodations, contact the City Clerk's office at 955-6520 five (5) working days prior to meeting date.

**INDEX OF MINUTES**  
**MARTY SANCHEZ LINKS DE SANTA FE**  
**ADVISORY COMMITTEE**  
**August 21, 2014**

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1. <b>CALL TO ORDER</b>		1
2. <b>ROLL CALL</b>	<b>Quorum</b>	1
3. <b>APPROVAL OF AGENDA</b>	<b>Approved [as amended]</b>	2
4. <b>APPROVAL OF MINUTES:</b> <b>June 19, 2014</b>	<b>Approved</b>	3
*5. <b>COMMENTS FROM CHAIRMAN – MAURICE BONAL</b>	<b>Moved down on agenda</b>	10
*6. <b>STAFF REPORTS</b>		
• <b>Presentation of “Muchas Gracias” Certificate</b>	<b>Deleted from agenda</b>	3
• <b>Administration – (Revenue and golf rounds summary for June and July; Admin. updates)</b>	<b>Moved down on agenda</b>	5-6
• <b>Superintendent – (Golf course conditions update)</b>		6-7
• <b>Marketing – (Advertising updates)</b>	<b>Moved up on the agenda</b>	3-5
• <b>Pro-Shop – (2014 Tournament calendar updates)</b>		7-8
• <b>The Links Bar &amp; Grill – (Restaurant updates)</b>	<b>Deleted from agenda</b>	8
7. <b>MATTERS FROM THE COMMITTEE</b>	<b>None</b>	8
8. <b>OLD BUSINESS</b>		
• <b>Consideration to Draft/Amend Resolution No. 1999-88, Creating a Marty Sanchez Links de Santa Fe Advisory Committee</b>		8-9
*9. <b>NEW BUSINESS</b>		
• <b>Noel Camborde, Nomination for Friends of the Links Memorial</b>	<b>Moved up on the agenda</b>	2-3
• <b>Employee of the Month Nomination</b>	<b>Postponed</b>	9
10. <b>ADJOURNMENT</b>	<b>Adjourned @ 4:20 p.m.</b>	10

**MINUTES OF THE**  
**MARTY SANCHEZ LINKS DE SANTA FE**  
**ADVISORY COMMITTEE MEETING**  
**August 21, 2014**

**1. CALL TO ORDER**

A regular meeting of the Marty Sanchez Links de Santa Fe Advisory Committee was called to order by Maurice Bonal, Chair at 3:03 p.m. on this date at the Marty Sanchez Links de Santa Fe, Administration Building, Santa Fe.

**2. ROLL CALL**

Roll call indicated a quorum was present for conducting official business as follows:

**MEMBERS PRESENT:**

Maurice Bonal, Chair  
Karleen Boggio-Montgomery  
Fred Lopez  
Ned Siegel  
Linda Zingle

**MEMBERS ABSENT:**

Al Jahner, unexcused  
Lee Sanchez  
John Gabaldon  
Tila Shaya, excused  
1 vacancy

**STAFF PRESENT:**

Brian Hodges, Superintendent  
Henry Lucero, Marketing Assistant  
Jennifer Romero, MRC Administrator  
Angie Olivas, MRC employee

**OTHERS PRESENT:**

Alo Brodsky, Pro Shop  
Tom Zupanc  
Jo Ann G. Valdez, Stenographer

### **3. APPROVAL OF AGENDA**

The Agenda was amended: Item#6: (Staff Reports) *Presentation of "Muchas Gracias" Certificate to Gail Bavis* was deleted from the agenda.

Item #6: *The Links Bar & Grill-Restaurant Update* was deleted from the agenda.

Item #5: *Comments from the Chairman* were moved down on the agenda.

Item #9: (New Business) *Noel Camborde, Nomination of the Friends of the Links Memorial* was moved up on the agenda.

**Ms. Zingle moved to approve the Agenda as amended. Mr. Lopez seconded the motion. The motion passed unanimously by voice vote.**

#### **\*9. NEW BUSINESS**

##### **a. Noel Camborde, Nomination for Friends of the Links Memorial**

John Shaffer, Ralph Milnes and Tom Zupanc nominated the late Noel Camborde for the Friends of the Links Memorial. Mr. Zupanc noted that Mr. Camborde loved golf and loved playing at the Marty Sanchez Golf Course. He played golf every Monday and Friday for 12 to 15 years.

Mr. Camborde passed away in May 2014 while camping in Yosemite, CA. After his passing, his family donated his left handed clubs to the Marty Sanchez Youth Program. Mr. Camborde was an active instructor at the Santa Fe Ski Basin with the Adaptive Ski Program and volunteered to help anyone in need.

Mr. Zupanc mentioned that Mr. Camborde also worked with the disabled and was also a veteran who served in the US Army (Airborne, Special Forces).

Mr. Lopez said he would like to see a Veterans program here at Marty Sanchez.

In response, Ms. Romero said they are starting a disabled veterans' clinic sometime in September and they are happy to hear any ideas that the Committee may have.

Chair Bonal informed Mr. Zupanc that the nomination will go through the process and will be assigned to the subcommittee and they will get back with Mr. Zupanc.

Ms. Romero noted that they can have two nominations and/or approvals for the Friends of the Links Memorial per year.

**Nomination for Michael Rice for Friends of the Links Memorial**

Ms. Romero was asked about the status of the nomination for Michael Rice that was made at the last Committee meeting (in June) and assigned to the subcommittee. Ms. Romero said it was approved by the subcommittee.

Chair Bonal asked why this did not come back to the Committee.

Ms. Romero explained that the Committee did not meet in the month of July due to the lack of a quorum.

**Ms. Boggio-Montgomery moved to approve the nomination of Michael Rice for the Friends of the Links Memorial. Mr. Lopez seconded the motion. The motion passed unanimously by voice vote.**

Ms. Boggio-Montgomery read a letter from Michael Rice's family thanking the Committee for the nomination.

**4. APPROVAL OF MINUTES:**

- **Meeting of June 19, 2014**

**Mr. Siegel moved to approve the Minutes of the June 19, 2014 meeting as submitted. Ms. Zingle seconded the motion. The motion passed unanimously by voice vote.**

**\*6. STAFF REPORTS**

**Marketing – (Advertising updates)**

Mr. Lucero reported as follows:

- Staff has been busy working hard on all the new marketing updates for the golf course.

- They have also been updating the website, as well as social media. People can now sign up to get email blasts.
- Staff has been pushing the “Nine and Dine” promotion/special, as well as the volume discount cards they are advertising.
- There is also a new special in effect – all government employees can receive a 10% discount on Mondays. This has been approved by the City Manager. This will run through October 31<sup>st</sup>. It also includes a discount of \$1.00 off on the golf balls for the range and 10% off at the Links Bar & Grill.

Chair Bonal suggested that staff consider including veterans with this special.

- Mr. Lucero is working with Jennifer Romero on confirming the advertising vendors for 2014-2015.
- There has been some interest expressed in the possibility of participating with the 2015 Golf Expo in Albuquerque. This will give Marty Sanchez an opportunity to showcase and market Santa Fe and will be good exposure for the golf course.

Ms. Zingle asked when the Golf Expo is.

Mr. Lucero said in February 2015.

- Many radio and TV advertisements have been done on the golf course on Que Suave and the City’s radio show, as well as City Hall Live.
- They are also running a commercial on Comcast that is running on all of the major news networks and it will run until October.

Chair Bonal asked if they still have the digital billboards.

Mr. Lucero said no, because it is very expensive, however, maybe in the future.

Chair Bonal asked if the golf price wars that are presently going on are affecting the volume at Marty Sanchez. Mr. Brodsky said no, he did not think so.

**6. STAFF REPORTS (continued)**

- **Administration – (Revenue and golf rounds summary for June and July; Admin. updates)**

Copies of the *Marty Sanchez Links de Santa Fe Golf Summary* for July and August were distributed. Copies of the Summaries are incorporated herewith to these Minutes as Exhibit “A”.

Ms. Romero reviewed the information from Exhibit “A” as follows:

- Total rounds in golf for the month of July were 5,477, which is down by 171 rounds (3%) when compared to the prior year.
- The total green fees revenue to July was \$93,821; up \$3,933, when compared to the month of July of the prior year. A total of \$605,505 in total green fees revenue, which is up 4% when compared to the prior year.

Ms. Romero noted that the green fees revenue includes the punch pass purchases of \$2,147.62.

- Golf cart revenue for the month of July was \$55,457 which is an increase of \$3,304 (6% increase), when compared to the prior year.
- The Pro-Shop revenue for the month of July was \$31,608, which is an increase of \$7,132 when compared to the month of July of the prior year. Overall, the Pro-Shop revenue is up 29% when compared to the prior year.
- The driving range revenue for the month of July was \$10,286, which is an increase of \$53 (a 1% increase), when compared to the prior year.
- The golf tournament revenue for the month of July was \$3,635.

Mr. Lopez said he would like to meet with Jennifer Romero, possibly the Wednesday before the meeting to go over the numbers because he has some questions.

Ms. Romero said she would be happy to do that. She said they would like to continue the Committee meetings while she is on maternity leave. She will be out from September to December 2014. She introduced Vangie Olivas, who will continue the operations of the facility and staff the Committee meetings while Ms. Romero is out on maternity leave.

Ms. Romero distributed copies of the approved FY 2014-2015 Mid-Year Budget. Please see Exhibit "C" for the specifics.

Ms. Zingle asked if there was a finance subcommittee.

Mr. Lopez said he and Jennifer Romero meet but it is not a finance subcommittee. He said Ms. Zingle or any Committee Members could attend the meetings with Ms. Romero. The meetings should not last more than one hour.

Ms. Romero was asked to send out an e-mail to Committee Members about meeting with her before the Committee meeting.

- **Superintendent – (Golf course conditions update)**

Mr. Brian Hodges reported as follows:

- Ms. Romero asked Mr. Hodges to come up with a strategy in terms of maintenance and the overall needs of the golf course. At the last Committee meeting, Ms. Zingle asked Mr. Hodges if he could provide a date when he can provide a report to the Committee. Mr. Hodges said he sent Ms. Zingle an email about this and he will share this with the Committee today.
- The entire irrigation system has been programmed and they are now watering every other night and they are going to start adding some fertilization.

Mr. Hodges asked if there were any questions.

Ms. Boggio-Montgomery noted that she has received many complaints that the cart signs are too far back and it slows down the play. She asked if there was any way that they could put these closer.

Mr. Hodges said absolutely.

Mr. Lopez acknowledged Mr. Hodges and his staff for the great job they are doing on the golf course.

Mr. Brodsky mentioned that he has received a lot of feedback that the fairways have shrunk. He asked if it would be possible to widen the fairways over the off-season, when the grass goes dormant.

Mr. Hodges said yes.

Ms. Zingle said the transition from one hole to another can be a bit challenging and possibly they can address this in the future.

Mr. Hodges said his biggest focus for the fall will be bunker drainage but he can definitely address this.

Chair Bonal said maybe we can shorten the bunkers too, possibly eliminating fairway #5. Also, look at getting sand.

- Mr. Hodges reported that they fertilized the Great-28 last Friday and finished fertilizing the golf course. He said he has received a variance from the City to spray herbicide on the ponds and they sprayed these Thursday.
- They are now mowing on Mondays and Fridays.  
Ms. Zingle noted that she has received many compliments on the condition of the golf course, particularly from people who come from out of town.

- **Pro-Shop – (2014 Tournament calendar updates)**

[Copies of the *Net Detail Sales by Item, Golf Shop* reports from July 1, 2014 through July 31, 2014 were distributed. Copies of the *2014 Fall Marty Sanchez Tournament Calendar* were included.]

A copy is incorporated herewith to these Minutes as Exhibit “B”.

Mr. Brodsky reported as follows:

- The Santa Fe Boys and Girls Club Scramble Tournament will be held on October 5<sup>th</sup>. They usually have a great turnout.

- Unfortunately they lost the New Mexico Oil and Gas Golf Tournament, however, they may come back next season.
- The Santa Fe Realtors Association Benefit for ALS Tournament is scheduled for October 17<sup>th</sup>. They are expecting a great turnout for this tournament.
- Mr. Brodsky is working on a memo that he will be sending out to different organizations in town to let them know what the golf course can offer them and that they can accommodate them in holding tournaments here.
- Mr. Brodsky was in contact with Simon Brackley of the Chamber of Commerce who held their tournament at the Country Club this year. He hopes to get them to have their tournament here next year.
- The number of rounds seem to have gone up. They have had some good tournaments here and they hope to add more.
- Another big tournament that will be held is the Don Loper Tournament that is scheduled for September 5<sup>th</sup>. The first two days will be held at Towa Golf Course. This is a 3-day event and the last day of the tournament will be held here at Marty Sanchez.

Ms. Zingle informed Mr. Brodsky that the LLGA Club Championship is a two day event – September 13<sup>th</sup> and September 14<sup>th</sup>. Mr. Brodsky said he does have this as a two day event and he will correct this on the Calendar. Ms. Boggio-Montgomery said she has received good comments and compliments about the championship with the Country Club.

- **The Links Bar & Grill – (Restaurant update)**

This item was deleted from the agenda.

## **7. MATTERS FROM THE COMMITTEE**

There were no matters from the Committee

## **8. OLD BUSINESS**

### **a. Consideration to Draft/Amend Resolution No. 1999-88, Creating a Marty Sanchez Links de Santa Fe Advisory Committee**

Copies of Resolution No. 1999-88 *Creating a Mary Sanchez Links de Santa Fe Advisory Committee* were distributed. A copy is hereby incorporated to these Minutes as Exhibit "D".

Ms. Romero said it is up to the Committee if they want to form a subcommittee to go over the Resolution. She distributed copies of the revisions that the Legal Department made to the Resolution in 2010. She referred to Section 4 (*Duties and Responsibilities*), Item I. She noted that the Legal Department had concerns about the Committee reviewing contracts, budgets and financial reports.

Ms. Romero also referred to Section 8 (*Meetings*), item B that states that a quorum shall consist of fifty (50) percent plus one of the members. She noted that this is already happening.

Ms. Zingle suggested that the subcommittee who worked on this review this again and come up with an up-to-date (2014) draft of what the Committee thinks it should be and do. This way all the Committee Members have a clear understanding of the goals and objectives of this Committee.

Chair Bonal said the Committee has to keep in mind that this Committee is only an advisory committee, and not a policy-making committee.

Ms. Romero mentioned that there is discussion to create a Parks and Recreation Department and if this goes into effect, this facility will no longer be a part of the Public Works Department. It will go under the Parks and Recreation Department.

A subcommittee who will consist of the following individuals will meet to go over the Resolution:

Linda Zingle  
Fred Lopez  
Tila Shaya  
Karlene Boggio-Montgomery  
Staff Liaison (Jennifer Romero or designee)

Chair Bonal and Ms. Zingle will meet with Councilor Signe Lindell before the subcommittee meets - to go over the Resolution and see if she knows anything about the changes that may be coming.

**\*9 NEW BUSINESS**

**a. Noel Camborde, Nomination for Friends of the Links Memorial**

This agenda item was moved up on the agenda, after Approval of the Agenda.

**b. Employee of the Month Nomination**

This agenda item was postponed until the next meeting.

**\*5 COMMENTS FROM CHAIRMAN – MAURICE BONAL**

This item was moved down on the agenda.

There were no comments from the Chair.

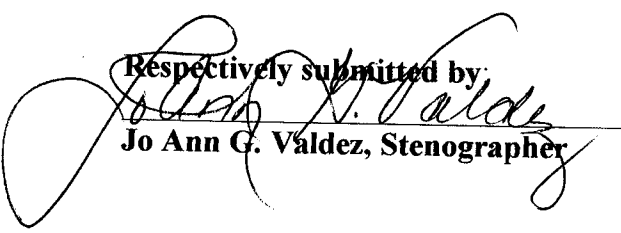
**10. ADJOURNMENT**

Having no further business to discuss, the meeting adjourned at 4:20 p.m.

**Approved by:**

\_\_\_\_\_  
**Maurice Bonal, Chair**

Respectively submitted by:

  
**Jo Ann G. Valdez, Stenographer**

**\*9 NEW BUSINESS**

**a. Noel Camborde, Nomination for Friends of the Links Memorial**

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**b. Employee of the Month Nomination**

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**\*5 COMMENTS FROM CHAIRMAN – MAURICE BONAL**

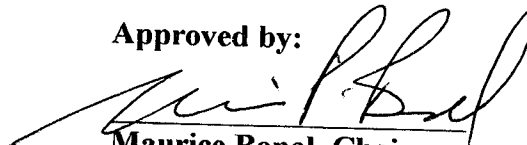
This item was moved down on the agenda.

There were no comments from the Chair.

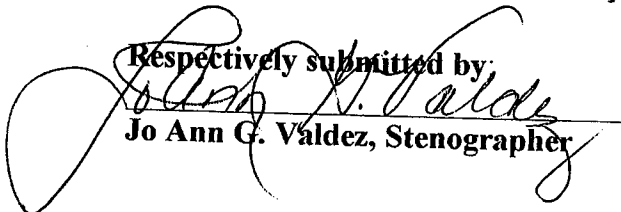
**10. ADJOURNMENT**

Having no further business to discuss, the meeting adjourned at 4:20 p.m.

Approved by:

  
Maurice Bonal, Chair

Respectively submitted by:

  
Jo Ann G. Valdez, Stenographer

Marty Sanchez Links de Santa Fe Golf  
Summary

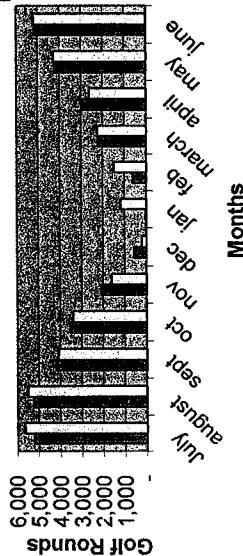
## ROUNDS OF GOLF

Months	12/13 rds Actual	13/14 rds Actual	over/ under/ LFY
July	5,215	5,648	433
august	5,247	5,506	259
sept	4,190	4,083	(107)
oct	3,530	3,402	(128)
nov	2,080	1,621	(459)
dec	573	206	(367)
jan	47	1,193	1,146
feb	621	1,495	874
march	2,200	2,255	55
april	2,939	2,632	(307)
may	4,232	4,285	53
June	5,173	5,200	27
Totals	36,057	37,526	1,469
	# incl tourna.		4%

## GREEN FEES REVENUE

Months	12/13 revenue actual	13/14 revenue actual	over/ under/ LFY
July	\$ 95,367	\$ 89,888	\$ (5,479)
august	\$ 99,481	\$ 84,842	\$ (14,639)
sept	\$ 76,438	\$ 60,201	\$ (16,237)
oct	\$ 59,116	\$ 50,313	\$ (8,803)
nov	\$ 36,054	\$ 26,290	\$ (9,763)
dec	\$ 10,125	\$ 3,169	\$ (6,956)
jan	\$ 986	\$ 18,134	\$ 17,149
feb	\$ 10,888	\$ 22,753	\$ 11,865
march	\$ 36,198	\$ 41,260	\$ 5,062
april	\$ 48,120	\$ 48,596	\$ 476
may	\$ 65,915	\$ 73,772	\$ 7,857
June	\$ 79,109	\$ 85,557	\$ 6,448
Internal deposits	\$ 1,192	\$ 728	\$ (464)
Internal deposits	-	-	-
Internal deposits	-	-	-
Totals	\$ 618,967	\$ 605,505	\$ (13,462)
June	\$ 0	\$ 0	\$ -
LFY 12/13	\$ 618,967	\$ 605,505	\$ (13,462)

## Golf rounds comparison



■ 12/13 fy  
□ 13/14 fy

Projections based on actual FY 2013  
FY 2013 - Budget Totals  
NOTE: JUNE  
Total Greens Fee Revenue  
Greens Fees = \$ 80,962.02  
GRT total = \$ 34,695.46  
Total Gms & GRT = \$85,657.42  
Internal Deposits by our office  
\*SNOW DAYS TOTAL FOR:  
\*INTERNAL DEPOSITS: 12/13/13  
\*SNOW DAYS: snow days Feb  
new carts: 072913, snow Jan

## GOLF CART REVENUE

Months	12/13 revenue actual	13/14 revenue actual	over/ under/ LFY
July	\$ 47,985	\$ 52,153	\$ 4,168
august	\$ 48,500	\$ 54,043	\$ 5,543
sept	\$ 37,641	\$ 40,211	\$ 2,570
oct	\$ 30,727	\$ 31,143	\$ 416
nov	\$ 15,492	\$ 12,632	\$ (2,860)
dec	\$ 3,702	\$ 1,305	\$ (2,397)
jan	\$ 194	\$ 7,704	\$ 7,510
feb	\$ 3,482	\$ 10,083	\$ 6,601
march	\$ 15,349	\$ 16,920	\$ 1,571
april	\$ 20,811	\$ 21,946	\$ 1,135
may	\$ 38,689	\$ 39,201	\$ 512
June	\$ 48,001	\$ 52,893	\$ 4,892
Totals	\$ 308,573	\$ 340,233	\$ 31,660
LFY 11/12	\$ 308,573	\$ 340,233	\$ 31,660

## PRO-SHOP REVENUE (GROSS)

Months	12/13 revenue actual	13/14 revenue actual	over/ under/ LFY
July	\$ 29,017	\$ 24,476	\$ (4,541)
august	\$ 32,081	\$ 23,889	\$ (8,181)
sept	\$ 24,290	\$ 21,119	\$ (3,170)
oct	\$ 27,284	\$ 21,973	\$ (5,311)
nov	\$ 9,335	\$ 9,177	\$ (158)
dec	\$ 6,566	\$ 5,337	\$ (1,230)
jan	\$ 3,011	\$ 6,827	\$ 3,816
feb	\$ 9,817	\$ 10,399	\$ 582
march	\$ 15,705	\$ 17,916	\$ 2,211
april	\$ 17,723	\$ 15,762	\$ (1,962)
may	\$ 21,811	\$ 24,111	\$ 2,300
June	\$ 32,407	\$ 25,459	\$ (6,948)
Totals	\$ 229,045	\$ 206,252	\$ (22,793)
LFY 11/12	\$ 229,045	\$ 206,252	\$ (22,793)

## DRIVING RANGE REVENUE

Months	12/13 revenue actual	13/14 revenue actual	over/ under/ LFY
July	\$ 9,992	\$ 10,233	\$ 241
august	\$ 9,984	\$ 10,032	\$ 48
sept	\$ 7,275	\$ 6,889	\$ (385)
oct	\$ 5,833	\$ 5,024	\$ (809)
nov	\$ 2,884	\$ 2,013	\$ (871)
dec	\$ 862	\$ 635	\$ (227)
jan	\$ 250	\$ 1,782	\$ 1,532
feb	\$ 1,809	\$ 2,908	\$ 1,099
march	\$ 5,469	\$ 3,355	\$ (2,114)
april	\$ 6,900	\$ 5,055	\$ (1,845)
may	\$ 8,517	\$ 7,272	\$ (1,245)
June	\$ 9,009	\$ 7,482	\$ (1,528)
Totals	\$ 68,784	\$ 62,680	\$ (6,105)
LFY 11/12	\$ 68,784	\$ 62,680	\$ (6,105)

## GOLF TOURNAMENT REVENUE

Months	12/13 revenue actual	13/14 revenue actual	over/ under/ LFY
July	\$ 8,834	\$ -	\$ (8,834)
august	\$ -	\$ 495	\$ 495
sept	\$ 4,434	\$ 4,855	\$ 421
oct	\$ 7,513	\$ 2,389	\$ (5,125)
nov	\$ -	\$ -	\$ -
dec	\$ -	\$ -	\$ -
jan	\$ -	\$ -	\$ -
feb	\$ -	\$ -	\$ -
march	\$ -	\$ 28	\$ 28
april	\$ 190	\$ -	\$ (190)
may	\$ -	\$ 3,145	\$ 3,145
June	\$ 7,385	\$ 10,947	\$ 3,562
Totals	\$ 28,357	\$ 21,858	\$ (6,499)
LFY 11/12	\$ 28,357	\$ 21,858	\$ (6,499)

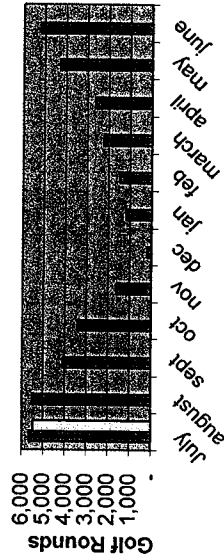
Marty Sanchez Links de Santa Fe Golf  
Summary

ROUNDS of GOLF

Months	13/14 rds Actual	14/15 rds Actual	over/under/ LFY
July	5,648	5,477	(171)
august	5,506		
sept	4,083		
oct	3,402		
nov	1,821		
dec	206		
jan	1,193		
feb	1,495		
march	2,255		
april	2,832		
may	4,285		
june	5,200		
Totals	37,526	5,477	(171)
# incl tourna.			

LFY 13/14 37,526 LFY 14/15 32,049

Golf rounds comparison



Months

GREEN FEES REVENUE

Months	13/14 revenue actual	14/15 revenue actual	over/under/ LFY
July	\$ 89,888	\$ 93,821	\$ 3,933
august	84,842		
sept	60,201		
oct	50,313		
nov	26,290		
dec	3,169		
jan	18,134		
feb	22,753		
march	41,280		
april	48,596		
may	73,772		
june	85,557		
Internal deposits	728		
Internal deposits	-		
Totals	\$ 605,505	\$ 93,821	\$ 3,933
June LFY 13/14 \$ 805,505			

June LFY 13/14 \$ 805,505

GOLF CART REVENUE

Months	13/14 revenue actual	14/15 revenue actual	over/under/ LFY
July	\$ 52,153	\$ 55,457	\$ 3,304
august	54,043		
sept	40,211		
oct	31,143		
nov	12,632		
dec	1,305		
jan	7,704		
feb	10,083		
march	16,920		
april	21,946		
may	39,201		
june	52,893		
Totals	\$ 340,233	\$ 55,457	\$ 3,304
LFY 13/14 \$ 340,233			

LFY 13/14 \$ 340,233

PRO-SHOP REVENUE (gross)

Months	13/14 revenue actual	14/15 revenue actual	over/under/ LFY
July	\$ 24,476	\$ 31,608	\$ 7,132
august	23,899		
sept	21,119		
oct	21,973		
nov	9,177		
dec	5,337		
jan	6,827		
feb	10,399		
march	17,916		
april	15,762		
may	24,111		
june	25,459		
Totals	\$ 206,252	\$ 31,608	\$ 7,132
LFY 13/14 \$ 206,252			

LFY 13/14 \$ 206,252

DRIVING RANGE REVENUE

Months	13/14 revenue actual	14/15 revenue actual	over/under/ LFY
July	\$ 10,233	\$ 10,286	\$ 53
august	10,032		
sept	6,889		
oct	5,024		
nov	2,013		
dec	635		
jan	1,782		
feb	2,908		
march	3,355		
april	5,055		
may	7,272		
june	7,482		
Totals	\$ 62,680	\$ 10,286	\$ 53
LFY 13/14 \$ 62,680			

LFY 13/14 \$ 62,680

GOLF TOURNAMENT REVENUE

Months	13/14 revenue actual	14/15 revenue actual	over/under/ LFY
July	\$ -	\$ 3,635	\$ 3,635
august	495		
sept	4,855		
oct	2,389		
nov	-		
dec	-		
jan	-		
feb	-		
march	28		
april	-		
may	3,145		
june	10,947		
Totals	\$ 21,858	\$ 3,635	\$ 3,635
LFY 13/14 \$ 21,858			

LFY 13/14 \$ 21,858

projections based on last fy 12/13

NOTE: JULY

Total Greens Fee Revenue:

Grns Fees = \$ \$89,180.63

GRT total = \$ \$4,640.79

Total Grns & GRT \$93,821.42

Internal Deposits by our office:

\*SNOW DAYS TOTAL FOR:

INTERNAL DEPOSITS:

## EXHIBIT

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**Net Sales by Item**  
**Golf Shop for Jul 1/14 thru Jul 31/14**  
**All Days**

No.	Sales	Item A	vg. Price #	of Sales	\$\$\$ Value
2	01X040	SR 18 hole 7-Day	15.2	1599	24303.82
4	01X001	18 hole 7-Day	28.51	591	16852.29
5	01X005	Afternoon 7-Day	21.82	425	9273.22
6	01X039	SR 18 - Walk 7-Day	20.89	437	9128.5
7	01X042	SR PM/9 7-Day	12.33	627	7733
8	01X014	Great-28 7-Day	15.24	496	7559.04
9	01X049	Great-28 SR Walk 7-Day	12.38	269	3330.22
10	01X048	SR PM/9 Walk 7-Day	15.01	209	3137.52
11	01X044	Great-28 SR 7-Day	8.57	343	2939.51
12	01X020	Tues-Thurs Tournament	22.92	83	1892.38
15	01X021	Fri-Mon Tournament	28.11	62	1742.82
16	01X011	9-hole 7-Day	20	51	1020
17	01X018	Great-28 JR 7-Day	8.56	90	770.46
18	01X003	18 hole JR 7-Day	13.31	54	718.87
19	01X004	9 Hole JR 7-Day	9.52	28	266.56
25	01X079	Nine & Dine Sr. Walk		1	11.43
30	01X072	RAIN-CHECK ROUND	0	98	0
31	01X074	FORE KIDS COMP ROUND	0	9	0
34	05FK01	Fore-Kids Round	0	1	0

**Total: 5473 90679.64**

12	01X020	Tues-Thurs Tournament			1892.38
15	01X021	Fri-Mon Tournament			1742.82
30	01X072	RAIN-CHECK ROUND		98	0
25	01X079	Nine & Dine Sr. Walk		1	11.43

**Sub Total: 99 3646.63**

14	01X066	30-PUNCH PASS GREENS FEE	20.97	84	
20	01X065	20-PUNCH PASS GREENS FEE	21.25	12	
23	01X064	10-PUNCH PASS GREENS FEE	22.5	4	
24	01X063	5-PUNCH PASS GREENS FEE	25	3	

**Sub Total: 103**

13	03X004	30-ROUND PP PURCHASE			1814.28
21	03X002	10-ROUND PP PURCHASE			214.29
22	03X001	5-ROUND PP PURCHASE			119.05

**Sub Total: 2147.62**

**Rounds & Revenue**

**5477 89180.63**

GRT

**4640.79**

**Total**

**93821.42**

# ***Marty Sanchez 2014 Fall Tournament Calendar***

<b>Date:</b>	<b>Event:</b>
8/9-10/2014	Men's Golf Association Club Championship Tee-Times Starting at 8am Saturday and 9am Shotgun Sunday
08/12/2014	North Eastern Senior Golf Association Tournament 9am Shotgun
08/16/2014	Santa Fe Rugby Golf Tournament 9am Shotgun
08/17/2014	Ladies of the Links Golf Association Tombstone Tournament
08/18/2014	Senior Golf New Mexico Tournament 9am Shotgun Norhtern New Mexico College Athletics Fundraiser Tournament 9am
08/22/2014	Shotgun
08/23/2014	Roadrunner Golf Tournament 40-50 players (8am Tee Times on 18hole course 12noon shootout on G-28)
08/29/2014	Fore Kids Golf Tournament 9am Shotgun -
09/05/2014	Don Loper Tournament 9am Shotgun - <i>3 day event - last day here</i>
09/14/2014	LLGA Club Championship <i>- 2 days</i>
09/20/2014	Men's Golf Association "Trifecta"
09/20/2014	Halloween Classic 36 golfers
10/05/2014	Santa Fe Boys and Girls Club Scramble 9am shotgun
10/17/2014	Santa Fe Realtors Association Benefit for ALS Tournament 11am Shotgun

**FY 14/15  
MID-YEAR BUDGET REVIEW (BASE)**

	Revenues Description	Actual Budget FY 11/12	Actual Budget FY 12/13	Council Approved budget for 13/14	ACTUAL Budget for FY 13/14		Submitted budget for FY 14/15	APPROVED BUDGET FY 14/15	INCREASE/ DECREASE
433500	Resident Cards Fees	31500	4625	-	-	-	-	-	
433575	Green Fees - MRC	627386	579179	650,000	575,666	650,000	650,000	650,000	
433590	Rentals - MRC	289444	307285	292,737	340,233	292,737	292,737	292,737	
433750	Special Events	3000	1915	1,500	2,200	1,500	1,500	1,500	
433751	Sports Tournaments	3000	2565	3,000	2,660	3,000	3,000	3,000	
433800	Special League	31130	36735	30,000	23,185	30,000	30,000	30,000	
433803	Golf Tournament Fees	23970	28357	25,000	21,858	25,000	25,000	25,000	
433804	League Tournament Fees	9700	13000	10,000	600	10,000	10,000	10,000	
439910	Other-reimb exp	7357	4563	4,000	4,122	4,000	4,000	4,000	
460250	Recreation - Pro Shop	15739	14003	15,000	13,058	15,000	15,000	15,000	
460255	Restaurant Rental	10200	10200	10,200	30,698	10,200	10,200	10,200	-
460350	Facilities	4650	5000	5,000	5,000	5,000	5,000	5,000	-
460400	Utilities Reimbursements	17272	14391	18,000	16,561	18,000	18,000	18,000	-
470410	Chargeback for Expenditur	3588	1305	4,000	870	4,000	4,000	4,000	-
470600	Sales of Capital Assets	280	1,350	-	-	-	-	-	-
471400	Miscellaneous Revenues	-	7716	10,447	12,258	10,447	-	-	-
471800	Gross Receipts Tax	32472	30298	35,000	29,840	35,000	35,000	35,000	-
471900	Advertising Income	648	1216	8,000	-	8,000	8,000	8,000	-
480020	Interest on Investments	257	0	-	-	-	-	-	-
471900	Interest (Amort of Prem)	-26	0	-	-	-	-	-	-
400000	REVENUES	1,111,568	1,063,704	1,121,884	1,078,809	1,121,884	1,111,437	1,111,437	(10,447)
600000	OTHER FINANCING SOURCES	-	-	-	-	-	-	-	-
600100	Operating Transfers In	1098540	1236415	1,400,000	95,306	1,400,000	1,473,853	197,605	(1,276,248)
600400	Transfer Fixed Assets	553610	-	-	45,967	-	-	-	-
600000	OTHER FINANCING SOURCES	1,652,150	1,236,415	1,400,000	141,273	1,400,000	1,473,853	197,605	(1,276,248)
	Total Revenue:	2763717	2300119	2521884	1220083	2521884	2585290	1309042	(1,276,248)
	Expenses Description								
500004	Vacancy Credit Budget Wages	-	-	(8,494)	-	(8,494)	(8,494)	(14,894)	
500005	Vacancy Credit Budget Benefits	-	-	(2,137)	-	(2,137)	(2,137)	(5,829)	
500010	Salaries, Wages & Benefits	480033	349922	581,349	392,610	581,349	581,349	526,408	(54,941)
510300	Professional Contracts	181027	184269	184,759	142,033	184,759	900	900	-
510310	Service Contracts	0	-	4,300	4,032	4,300	24,536	24,536	-
510250	Compliance Contracts	273	-	-	-	-	10,000	10,000	-
510340	Other Consulting	0	0	-	-	-	146,817	146,817	-
510600	Reim. Share of Sales	6300	925	3,725	-	3,725	3,725	3,725	-
513950	Gas	6672	7924	10,000	10,806	10,000	10,000	10,000	-
514050	Electric	136800	191607	140,000	160,114	140,000	140,000	140,000	-
514100	Communication	1973	1469	2,067	1,111	2,067	2,067	2,067	-
520100	Rep and Maint Build/Struc	6969	2217	3,500	3,239	3,500	3,500	3,500	-
520200	Rep & Maint Grounds/Rd	708	33935	750	128	750	22,676	22,676	-
520300	Rep & Maint Furn/Fix/Equi	144	0	250	561	250	250	804	554
520400	Rep & Maint Machin & Equi	7739	5479	6,000	12,916	6,000	6,000	6,000	-
520500	Rep & Maint Vehicles	2159	1447	1,500	2,182	1,500	1,500	1,500	-
530100	Office Supplies	1312	952	1,000	1,990	1,000	1,000	1,000	-
530200	Operating Supplies	1832	14025	7,405	12,904	7,405	80,000	12,000	(68,000)
530300	Safety Supplies	0	0	100	99	100	100	100	-
530400	Food	0	172	3,302	3,460	3,302	-	-	-
530500	Uniform, Clothing, Linen	2232	1406	4,264	3,920	4,264	4,264	4,264	-
530600	Software	4373	4526	4,681	4,684	4,681	4,822	4,822	0
530700	Books/Subscrpts/Periodica	75	0	150	-	150	150	150	-
530850	Auto Parts	881	865	600	1,085	600	600	600	-
530900	Tires	1085	365	1,000	938	1,000	1,000	1,000	-
531000	Gasoline	12433	10299	13,451	11,139	13,451	13,451	13,451	-
531050	Diesel	10790	7419	13,284	5,875	13,284	13,284	13,284	-
540010	Depreciation Expense	126060	218021	-	199,805	-	-	-	-
540020	Amortization Expense	19670	19670	-	-	-	-	-	-
555250	Gen Liab Dept Assessment	29005	50875	-	-	-	-	-	-
555260	Benefits Dept. Assessmen	2964	1976	1,976	1,976	1,976	2,334	2,334	-
561000	Postage and Mail Service	-	-	-	-	-	-	-	-
561200	Employee Training/Tuition	-	-	160	0	160	160	160	-
560250	In State Travel	-	-	-	-	-	0	-	-
560500	Out of State Travel	-	-	-	-	-	-	-	-
560700	Registration	-	-	-	-	-	-	-	-
561400	Gross Receipt Taxes	46966	26610	36988	24381.92	36988	36988	36988	-
561700	Credit Card Fees	15831	13486	20000	16614.82	20000	20000	20000	-
561750	Bank Charges & Fees	655	195	241	60	241	3341	0	(3,341)
561800	Print/Publish	3344	820	3500	3372.48	3500	3500	3500	-
561850	Advertising	68955	38619	58776	54028.26	58776	70000	70000	-
561900	Dues	305	15	300	15	300	300	300	-
562600	Equipment/Machinery	67967	68881	83224	84135.24	83224	83224	82670	(554)
570500	Equipment/Machinery	0	0	194731	147519.08	194731	0	159209	159,209
570950	Vehicles < 1.5	-	23,011	-	0	-	-	-	-
572400	Inventory Exempt	3,771	120	-	-	-	5,000	5,000	-
572500	Remodding & Replacement	-	9,197	-	-	-	-	-	-
590100	Debt Service Principal	-	865,000	900000	-	900000	920000	0	(920,000)
590200	Debt Service Interest	466078	433213	404453	-	404453	368453	0	(368,453)
590250	DS Interest-Amort Prem/Di	-17286	-17286	-	-	-	-	-	-
590010	Debt Service	448,792	1,280,927	1,304,453	-	1,304,453	1,293,453	-	(1,293,453)
500000	EXPENDITURES	1700093	2571644	2681155	-	2681155	2574659	0	(2,574,659)
700100	Operating Transfers Out	-	-	-	82,766	-	-	-	-
	Total Expenses:	1700092	2571644	2,681,155	1,390,500	2,681,155	2,585,290	1,309,042	(1,276,248)
	NET INCOME	1063625	-271525	-159271	-170417	-159271	0	0	0

**EXHIBIT**

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CITY OF SANTA FE, NEW MEXICO

RESOLUTION NO. 1999-88

INTRODUCED BY:

*Larry A. Delgado*

EXHIBIT

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A RESOLUTION

CREATING A MARTY SANCHEZ LINKS DE SANTA FE ADVISORY COMMITTEE.

WHEREAS, The Governing Body recognizes that the provision of adequate recreational opportunities for the community is a basic function of the City of Santa Fe; and

WHEREAS, the Governing Body recognizes the need to include a broad spectrum of persons from within the Santa Fe community including City Councilors, City staff, and members of the general public in the process of determining whether the Marty Sanchez Links de Santa Fe, (the "Course") is being adequately planned, developed, maintained, used and operated; and

WHEREAS, the Governing Body wishes to ensure that the health, safety and welfare concerns regarding the planning, development, maintenance, use and operation of the Course are addressed in a structured manner with direct communication between the Marty Sanchez Links de Santa Fe Advisory Committee and the staff charged with implementing the planning, development, maintenance, use and operation of the Course; and

WHEREAS, the City Council has adopted procedures for the formation of committees, task forces and ad hoc committees in Resolution 1984-56 containing 13 Articles which shall

1 hereafter be referenced parenthetically; and

2 WHEREAS, Resolution 1984-56 (Articles 1 and 2) requires that all committees, task  
3 forces and ad hoc committees be created by resolution; and

4 WHEREAS, the governing body now wishes to form a Marty Sanchez Links de Santa Fe  
5 Advisory Committee to make recommendations on planning, development, maintenance, use and  
6 operation of the Course.

7 NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE  
8 CITY OF SANTA FE THAT:

9 Section 1. The Marty Sanchez Links de Santa Fe Advisory Committee is hereby  
10 formed in accordance with Resolution 1984-56.

11 Section 2. NAME: (Article 3, Section 1) The committee shall be called the Marty  
12 Sanchez Links de Santa Fe Advisory Committee.

13 Section 3. PURPOSE: (Article 3, Section 2) The Marty Sanchez Links de Santa Fe  
14 Advisory Committee shall be charged with: reviewing the quality of recreational opportunities  
15 provided at the Course; holding public meetings and public hearings regarding Course issues  
16 until such time as the task force's work is complete; develop a documentary record of policy  
17 issues regarding the Course; address the Course's general operations; coordinate access and  
18 expansion issues; develop short and long term goals; coordinate activities with other entities  
19 having similar recreational activities; gather information on similar projects in the state; assess  
20 irrigation priorities; and review emergency repairs and such other matters as may be needed.

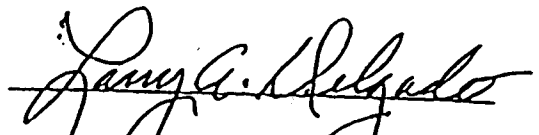
21 Section 4. DUTIES AND RESPONSIBILITIES (Article 3, Section 3) The Marty  
22 Sanchez Links de Santa Fe Advisory Committee shall be responsible for making  
23 recommendations consistent with the purposes provided above and shall not be responsible for  
24 making recommendations on personnel matters and day to day operations at the Course.

25 Section 5. MEMBERSHIP: (Article 7) The Marty Sanchez Links de Santa Fe

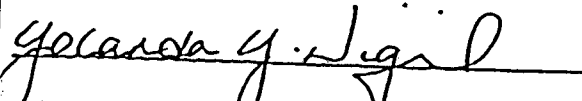
1 Advisory Committee shall consist of thirteen members who may be residents of the City or  
2 County of Santa Fe. All task force members shall be appointed by the Mayor with the advise and  
3 consent of the City Council. The term of the members shall be for two years or until such time  
4 as a successor is appointed.

5 Section 6. OFFICERS: (Article 8) The Mayor shall appoint the chair and the vice  
6 chair shall be designated by the chair in accordance with Article 8.


7 PASSED, APPROVED, and ADOPTED this 24<sup>th</sup> day of September, 1999.

8  
9  
10   
11 LARRY A. DELGADO, MAYOR

12 ATTEST:

13   
14 YOLANDA Y. VIGIL, CITY CLERK

15  
16 APPROVED AS TO FORM:

17  
18   
19 MARK A. BASHAM, CITY ATTORNEY

CITY OF SANTA FE, NEW MEXICO

RESOLUTION NO. 1999-88

INTRODUCED BY:

LARRY A. DELGADO

AMENDING RESOLUTION NO. 1999-88,  
CREATING A MARTY SANCHEZ LINKS DE SANTA FE ADVISORY  
COMMITTEE.

WHEREAS, the Governing Body recognizes that the provision of adequate recreational opportunities for the community is a basic function of the City of Santa Fe; and

WHEREAS, the Governing Body recognizes the need to include a broad spectrum of persons from within the Santa Fe community including City Councilors, City Staff, and members of the general public in the process of determining whether Marty Sanchez Links de Santa Fe, (the "Course") is being adequately planned, developed, maintained, used and operated; and

WHEREAS, the Governing Body wishes to ensure that the health, safety and welfare concerns regarding the planning, development, maintenance, used and operation of the Course are addressed in a structured manner with direct communication between the Marty Sanchez Links de Santa Fe Advisory Committee and the staff charged with implementing the planning, development, maintenance, use and operation of the Course; and

WHEREAS, the City Council has adopted procedures for the formation of committees, task forces and ad hoc committees in Resolution 1984-56 containing 13 Articles which shall hereafter be referenced parenthetically; and

WHEREAS, Resolution 1984-56 (Articles 1 and 2) requires that all committees, task forces and ad hoc committees be created by resolution; and

WHEREAS, the Governing Body now wishes to form a Marty Sanchez Links de Santa Fe Advisory Committee to make recommendations on planning, development, maintenance, use and operation of the Course.

NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY  
OF THE CITY OF SANTA FE THAT:

Section 1. The Marty Sanchez Links de Santa Fe Advisory Committee is hereby formed in accordance with Resolution 1984-56. shall revert back to the original Municipal Recreation Complex Advisory Committee (Jeanne, I do not know what the original name of the committee first was other than MSL...however, members want to change it)

Section 2. NAME: (Article 3 Section 1) The committee shall be called the Municipal Recreation Complex Advisory Committee

Deleted: Marty Sanchez Links de Santa Fe

**Section 3.** PURPOSE: (Article 3 Section 2) the Municipal Recreation Complex Advisory Committee shall review and make recommendations to the governing body and city staff related to the Municipal Recreation Complex property, housing a golf course, softball, rugby and soccer fields and other recreational activities. ~~be charged with reviewing the quality of recreational opportunities provided at the Course; holding public meetings and public hearings regarding Course issues until such time as the task force's work is complete; develop documentary record of policy issues regarding the Course; address the Course's general operations; coordinate access and expansion issues; develop short and long term goals; coordinate activities with other entities having similar recreational activities; gather information on similar projects in the state; assess irrigation priorities; and review emergency repairs and such other matters as may be needed.~~

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**Section 4.** DUTIES AND RESPONSIBILITIES: (Article 3 Section 3) ~~The Municipal Recreation Complex Advisory Committee shall be responsible for making recommendations consistent with the purposes provided above and shall not be responsible for making recommendations on personnel matters and day-to-day operations at the Course.~~

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- A. Review quality of recreational activities provided by the facility
- B. Provide ongoing advice regarding matters pertaining to Municipal Recreation Complex
- C. Shall consult with Public Works Department, Recreation Division, Planning and Land Use Department, Bicycle and Trails Advisory Committee and Genoveva Chavez Community Center advisory committee
- D. Hold public meetings and public hearings when necessary
- E. Develop a documentary record of policy issues regarding the Municipal Recreation Complex
- F. Coordinate access and expansion issues, develop short and long term goals, coordinate activities with other entities having similar recreational activities
- G. Gather information on similar golf courses in the state, assess irrigation priorities
- H. Review emergency repairs and such other matters as needed

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**Section 5.** MEMBERSHIP: (Article 7) The Marty Sanchez Links de Santa Fe Advisory Committee shall consist of ~~thirteen~~ nine members who may be residents of the City or County of Santa Fe. All task force members shall be appointed by the Mayor with the advise and consent of the City Council. ~~The term of the members shall be for two years or until such time as a successor is appointed.~~

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- A. Currently, the advisory committee is composed of thirteen (13) members. Through attrition, the advisory committee shall be composed of nine (9) members.
- B. Members shall represent a broad range of recreational activities and have the ability to exercise sound and practical judgments.

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**Section 6.** OFFICERS: (Article 8) The Mayor, with the advise and consent of the City Council, shall appoint the chair and ~~the vice chair shall be designated by the~~

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chair in accordance with Article 8 one City Councilor. The chairperson shall designate the vice-chair. The chair shall serve as chairperson for a period of one year. Following one year of service, the chairperson shall be elected or re-elected by members of the advisory committee. The chairperson shall appoint sub-committees and their chairpersons.

**Section 7. TERMS OF INITIAL APPOINTMENTS:**

A. Four (4) of the members shall be appointed for two (2) year terms and five (5) of the members shall be appointed for three (3) year terms. Subsequent terms shall be for two (2) year terms to maintain staggering of terms. There shall be no limitation to the number of consecutive terms a member may serve.

B. Vacancies shall be filled in the same manner as initial appointments and shall be for the remainder of the unexpired term. Any member of the advisory committee may be removed by the Mayor with advise and consent of the City Council, with or without cause.

**Section 8. MEETINGS:**

A. The advisory committee shall meet monthly on the second Thursday of each month.

~~X B. A quorum shall consist of fifty (50) percent plus one of the members.~~

~~X C. Three (3) unexcused absences within a year shall result in automatic dismissal.~~

**Section 9. STAFF:**

A. The Municipal Recreation Complex's Administrative Manager shall serve as the primary liaison to the advisory committee. Depending upon the issue, other city staff may also be required to assist the advisory committee.

**PASSED, APPROVED, and ADOPTED this 29<sup>th</sup> day of September 1999.**

**LARRY A. DELGADO, MAYOR**

**ATTEST:**

**YOLANDA Y. VIGIL, CITY CLERK**

**APPROVED AS TO FORM:**

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chair in accordance with Article 8 one City Councilor. The chairperson shall designate the vice-chair. The chair shall serve as chairperson for a period of one year. Following one year of service, the chairperson shall be elected or re-elected by members of the advisory committee. The chairperson shall appoint sub-committees and their chairpersons.

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**Section 8. MEETINGS:**

A. The advisory committee shall meet monthly on the second Thursday of each month.

X [REDACTED]  
X [REDACTED]

**Section 9. STAFF:**

A. The Municipal Recreation Complex's Administrative Manager shall serve as the primary liaison to the advisory committee. Depending upon the issue, other city staff may also be required to assist the advisory committee.

**PASSED, APPROVED, and ADOPTED this 29<sup>th</sup> day of September 1999.**

LARRY A. DELGADO, MAYOR

ATTEST:

YOLANDA Y. VIGIL, CITY CLERK

APPROVED AS TO FORM:

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