



Agenda

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

THURSDAY February 14, 2013

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**

January 10, 2013

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

- **Administration – (Revenue and golf rounds summary, Admin. updates)**
- **Superintendent – (Golf course conditions update)**
- **Marketing – (Advertising updates)**
- **Pro-Shop – (2013 Tournament calendar updates)**
- **Back 9 Grill – (Restaurant updates)**

7. **Matters from the Committee**

- **Nominate Employee for “Muchas Gracias” Certificate**

8. **Old Business**

9. **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 Summary of Minutes
Marty Sanchez Links de Santa Fe
February 14, 2013**

<u>INDEX</u>	<u>ACTION TAKEN</u>	<u>PAGE(S)</u>
Cover Page		1
Call to Order	The Chair called the meeting to order at 3:00 pm	2
Roll Call	By verbal roll call, a quorum did exist.	2
Approval of Agenda #5 – Larry Lujan Presentation, Chairs report after Staff Reports	<i>Mr. Sanchez moved to approve the agenda as amended, second by Ms. Shaya, motion carried by unanimous voice vote.</i>	2
Approval of Minutes January 10, 2013 Corrections: Reference is made throughout the minutes (specifically page 2, Page 3 3 rd line), increase request – should read: decrease request.	<i>Mr. Gabaldon moved to approve the minutes of January 10, 2013 as amended, second by Ms. Shaya, motion carried by unanimous voice vote.</i>	2-3
Larry Lujan Citizen Concern	<i>Informational</i>	3-4
Staff Reports Pro Shop Superintendent Report Marketing Back 9 Grill Administration	Informational	4-6
Report from the Chair	Informational	6
Matters from the Committee Nominate Employee for “Muchas Gracias” Certificate	Nominees deferred to next meeting.	6
Old Business	None	6
Signature Page and Adjournment	There being no further business to come before the Marty Sanchez Links committee, the meeting was adjourned at 4:15 pm.	6

MARTY SANCHEZ LINKS DE SANTA FE
ADVISORY COMMITTEE MEETING
Thursday – February 14, 2013
MARTY SANCHEZ LINKS DE SANTA FE – ADMINISTRATION BUILDING
3:00 P.M. – 4:30 P.M.

1. Call to Order

The meeting was called to order by the Chair, Maurice Bonal at 3:00 pm, a quorum was declared by roll call.

2. Roll Call

Present:

Maurice Bonal, Chair
Signe Lindell
Karleen Boggio-Montgomery
John Gabaldon
Tila Shaya
Fred Lopez
Lee Sanchez

Not Present:

Jake “Coach” Martinez
Al Jahner, Excused
Ned Siegel, Excused

Others Present:

Jennifer Romero, Administration
Ben Gurule, Administration
John Allen, Golf Course Superintendent
Ross Nettles, Golf Pro (Excused)
Clarissa Lovato, Marketing
Gilbert Martinez, Representing - Back 9 Grill
Fran Lucero, Stenographer

3. Approval of Agenda

The Chair proposed allowing Mr. Larry Lujan, Resident of Las Campanas to present as Agenda Item #5, and the Comments from the Chair (#5) to be heard after Staff Reports.

Mr. Sanchez moved to approve the agenda as amended, second by Ms. Shaya, motion carried by unanimous voice vote.

4. Approval of previous minutes – January 10, 2013

Corrections:

Reference is made throughout the minutes (specifically page 2, Page 3 3rd line), increase request – should read: decrease request.

Mr. Gabaldon moved to approve the minutes of January 10, 2013 as amended, second by Ms. Shaya, motion carried by unanimous voice vote.

5. Mr. Larry Lujan – Citizen Concern – Santa Fe Solid Waste and Shooting Range

Mr. Lujan came before the Marty Sanchez Links Advisory Committee as a citizen to provide information from a recent Las Campanas Owners Association (OA) meeting and their concern about the possibility of the Santa Fe Solid Waste Department relocating 6 cells to approximately 1,000 ft. closer to the Marty Sanchez Links Golf Course which in reality is probably about 500 ft. to the boundary of the golf course. The concern that the residents have is the blasting, the odor, berms, birds and the trucks signal sound backing up. There are other relocation options for SWAMA; they can relocate to the North East. Mr. Lujan stated that a comment form is available if anyone would like to express their concerns on this proposed action. Mr. Fred Lopez, MSL Advisory Committee member is also a resident of Las Campanas and will continue to attend any meetings related to this subject as a citizen of Las Campanas and share information with the committee. The Chair reiterated that if any member attends any meetings related to MSL and this subject matter, they are to refrain from speaking on behalf of the MSL Administration or Advisory Committee. All information is welcomed as a report back to the Committee. The Chair also offered staff to attend any meetings of importance should needed and this should be coordinated through Jennifer Romero and/or Ben Gurule (during Jen's absence) and they will discuss with the Chair to decide if attendance is required. The Committee concurred with this recommendation and reiterated that at no time should anyone speak on behalf of the MSL until there is a full concurrence and discussion at a formal MSL meeting. Thank you.

Mr. Lujan informed the committee of a meeting held on February 5th with Santa Fe County community leaders, residents, business leaders, public facility manager and other concerned persons who met with Santa Fe County Commissioner for District 2, Miguel Chavez and Santa Fe County Attorney, Stephen C. Ross to discuss the proposed construction of a Santa Fe Police Department (SFPD) firearms training facility on the SE4 of Section 22, T17N, R8E, NM, PM, in Santa Fe County (the County) at the site where an archery range is currently located off of County Road 62, near its juncture with Caja del Rio road (the Proposed Site). The meeting was hosted by the Las Campanas Owners Association (the LCOA) at its offices located at 366 Las Campanas Drive, Santa Fe, County. (Exhibit A) — The concern again is that the proposal is to allow this training facility to have shooting instruction AM and PM which would be a sound disturbance to the neighborhood, the use of assault weapons and general public safety. Chair Bonal has spoken to Chief Ray Rael from SFPD who has informed him that this is still in the discussion stages. Chair Bonal said that at all times, the priority of the Advisory Committee would be to assure public health and safety and the safe operation of the MSL Golf Course. A short history of the Archery Range existence and relocation was provided to the committee.

The Chair and the MSL Advisory Committee expressed their sincerest of thanks to Mr. Lujan for sharing this information. Thank you. As noted above, Mr. Lopez, when

available, will attend meetings of interest on these topics and report back to the committee.

6. Staff Reports

- **Administration – (Revenue and golf rounds summary, Admin. updates)**
Exhibit A: Golf Cart Revenue: January, 2013 - \$194, under last FY by \$2,845 – down 7%, PRO Shop Revenue: \$3,011 under by \$1,764, down by 1%, Driving Range Revenue, \$250 under by \$1,076 -11%, Golf Tournament Revenue did not change – 0 for Nov, Dec and Jan, Rounds of Golf: 47 under by 527: Green Fees Revenue - \$986, under by \$9,226 last FY. (Exhibit A)

Mr. Gurule reported that the construction rate decrease has been approved by this committee. This change will go in to effect on March 1, 2013.

- **Superintendent – (Golf course conditions update)**
Mr. Allen provided updates on the golf course conditions.

The crew has been busy pruning trees around the golf course. We have also been working on servicing the equipment and have set an appointment with the outside service tech who will in turn train the service crew at MSL. Watering is being done with the water trucks; it is too cold to use the automated sprinkling system. Staff has painted the restrooms in the Pro Shop. Staff is also working hard on “gopher control, traps are already out.”

Overall the course is in good condition and they will continue to do watering with use of the water trucks. We will be ordering more seed to repair these areas in the spring and these areas will be roped off to protect the re-seeding. This will occur as soon as the ground thaws enough to drill seed.

Ms. Montgomery asked for a status on the possibility of additional sand traps as previously discussed and provided the location. It was noted for the record that the cost would be approximately \$2500 and Jen informed the Committee that there is no funding available. The committee was also advised that the budget preparation for FY 13-14 will need to be a flat budget as instructed by the City administration.

Point of Record:

Mr. Fred Lopez expressed his sincerest of thanks to Mr. Allen who has been with MSL for approximately 9 years. He has done a great job, the course is always presentable and the work and dedication is notable. Mr. Allen takes pride in his work and in the golf course; words cannot express the thanks from the MSL Advisory Committee. “You have done a fantastic job!”

- **Marketing – (Advertising updates)**

Volume Discount Card: 0 sold through January 2013 - \$0 in prepaid revenue. Web Stats: 486 visitors in January, 2013 up from 480 visitors in December. 480 unique visitors (58% new/unique visitors & 42% return visitors.), 2,535 page views, and average visit time: 1:59.

Highlights: (Exhibit B)

Winter workshops will continue through March 3, 2013 and are on the website.

The new rates have now been approved; information will go out in a media blitz. The approved change takes effect on March 1, 2013. It was suggested that using a reader committee approach at the entry of the golf course might be helpful. Jen noted that she has the material to do that. Nice positive wording should be used and suggested terms were; “New Rates – New Fees – Rates Reduced – New & Improved Rates”. Message is to get their attention and bring people in to MSL.

Golf swap is scheduled for April 13th. If anyone has anything to contribute it is welcomed and can be left at the PRO Shop.

In response to a previous request from the Committee on the data base, Clarissa reported 815 active names + 45 new names have been received. As many of the hits come through Facebook it was noted that the amount could be up to 125,000 as friends who get hit also receive information. There will be a continued effort to capture as many names in the data base. Ms. Lindell asked if there is any place on the premises that invites people to be on an e-mail list. Yes, there is one in the PRO Shop.

It was asked if the City of Santa Fe bus wrap promotion for MSL could be reviewed for the future. It is important to look at the timeline as in the midst of the winter to see advertisement for the Golf Course may not bring in the response that is needed. Clarissa will definitely look in to this and report back. Changes will not be made at this time as there is a charge to make any changes to the wrap.

It was asked if we had received any nominations for the Rock project. To date there have been no nominations. The Chair and the Committee asked that this project be extended an additional month and that Clarissa get information out in order to receive interest and nominees.

- **Pro-Shop – (2013 Tournament calendar updates)**

(Exhibit C – for committee review)

Jen reported that they will collaborate with the Geneva Center to offer the youth golf classes again which has proven to be successful in the past.

Soon they will start the Cup of Jo promotion with the PRO-Shop.

- **Back 9 Grill – (Restaurant updates)**

Mario was not Present. Gilbert Martinez reported that Mario has a family member who is very sick and he is providing the care. Until that matter changes, Mr. Martinez will report and work with Jen on any required reports. The Chair asked Jen if everything is in order and she responded positive, that yes, everything is moving forward.

7. Report from the Chair

The Chair expressed his thanks for information brought forth to the MSL Advisory Committee and is happy to hear from citizens in the community. He did say that caution should be exercised when commenting on business related to the MSL. At no time should any endorsements be made without prior approval or concurrence from the committee on any MSL related matters. The MSL Advisory Committee is exactly that; a city committee/commission with advisory responsibilities. Thank you for taking this comment in to consideration. Ms. Romero reiterated that in the event staff representation is ever required for a meeting, to please make contact with her and she will concur with the chair and assure there is administrative representation.

Thank you to staff for assuring that the rate decrease process was completed. Ms. Romero provided the Chair and the committee members with the approved rates as previously discussed.

8. Matters from the Committee

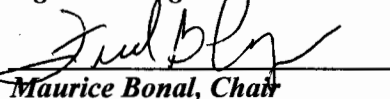
- **Nominate Employee for “Muchas Gracias” Certificate**
Place on next month’s agenda.

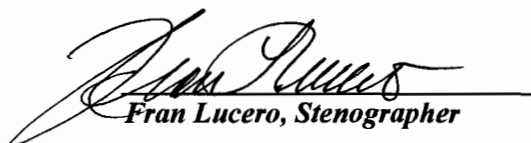
9. Old Business **None**

10. Adjournment

There being no further business to come before the Marty Sanchez Links committee, the meeting was adjourned at 4:15 pm.

Signature Page:


Maurice Bonal, Chair


Fran Lucero, Stenographer

Summary of Santa Fe County District 2 Community Meeting

Held at 11:00 a.m., February 5, 2013 at LCOA Offices

At 11:00 a.m. on February 5, 2013, a gathering of Santa Fe County community leaders, residents, business leaders, public facility manager and other concerned persons met with Santa Fe County Commissioner for District 2 Miguel Chavez and Santa Fe County Attorney Stephen C. Ross to discuss the proposed construction of a Santa Fe Police Department ("SFPD") firearms training facility on the SE4 of Section 22, T17N, R8E, N.M. P.M., in Santa Fe County (the "County") at the site where an archery range is currently located off of County Road 62, near its juncture with Caja del Rio Road (the "Proposed Site"). The meeting was hosted by the Las Campanas Owners Association (the "LCOA") at its offices located at 366 Las Campanas Drive, Santa Fe County, New Mexico. Besides Commissioner Chavez and County Attorney Ross, the following persons were in attendance: Larry Lujan, on behalf of the advisory board of the Marty Sanchez Golf Course; Frank Gallegos, area resident; Dean Owen, area resident and President of Rancho de los Ninos Homeowners Association; George Collins, area resident and President of the board of Las Campanas Owners Association; Caroline Semon, area resident; Diego Sisneros, area resident; Bob Roach, area resident and a representative of La Serena Homeowners Association; Mark Bagley, area resident and President of La Villa Escondida Homeowners Association; Michael Smith, area resident and a representative of La Villa Escondida Homeowners Association; Randall Kippenbrock, Manager of Santa Fe Solid Waste Management Association ("SWMA"); Claudia Carlsen, Manager of Las Campanas Owners Association; Michael Fox, Security Director of Las Campanas Owners Association; John House, area resident and director of Las Campanas Owners Association; and Steven Beavers, area resident and representative of Hawks Campanas Land Holdings, LLC.

The purposes of the meeting were to apprise Commissioner Chavez and County Attorney Ross of the SFPD's plans to construct a firearms training facility at the Proposed Site, for the community to voice their deep concerns about the significant threat to its safety and peaceful and quiet enjoyment of life and its property values posed by the SFPD's plans, and to discuss the community's rights to notice of possible future actions by the SFPD and the City of Santa Fe going forward and what County legal processes they would have to comply with if they go forward with the SFPD's plans. It is our understanding that the impetus for SFPD's plans to develop a firearms training facility on the Proposed Site is that SFPD has received significant pressure by the Federal Aviation Association to stop using the shooting facility it currently uses because of its close proximity to the Santa Fe Municipal Airport and the danger to aircraft posed by that use. It is our understanding that reports indicate that stray bullets from that shooting range are a common occurrence.

The Proposed Site exists on City of Santa Fe (the "City") land originally leased to the City on March 11, 1994 by the United States Department of the Interior Bureau of Land Management under the federal Recreation and Public Purposes Act (the "Act")

and subsequently conveyed to the City pursuant to the terms of the Act by patent dated May 20, 1998. The proposed uses for which the City applied for and was given the land under the original lease was stated as "a municipal golf course and recreation center." The County applied and received a lease and later a patent for contiguous lands next to the City's. The terms of use under which the County received its lease and subsequent patent are listed as "landfill administration support facilities, public shooting range, public works facility, County Sheriff's Department training facility, and fire station." Under the Act, land patented to municipalities under conditions of specific use are subject to reversion to the federal government if the land is not used for the stated purposes or the use is subsequently diverted from the stated use. Although the permitted uses of the County's land acquired from the federal government include a public shooting range and a County Sheriff's Department training facility, the uses specified for the City's land, including the Proposed Site, do not. Consequently, it appears that if the Proposed Site were to be used as a police department firearms training facility, the City would violate the terms under which it received the grant of the Proposed Site, and it would be subject to reversion to the federal government.

The Proposed Site is directly contiguous to a PNM electrical substation, the Marty Sanchez Municipal Golf Course and the Caja del Rio landfill operated by SWMA. It is also located in very close proximity to numerous residential homes, a Buckmann Direct Diversion Project water treatment plant, an equestrian center operated by the Club at Las Campanas and land used by recreational users, pedestrians, hikers, cyclists, motorists, and other invitees. Much if not all of this development and use has occurred and arisen after these lands were originally leased to the City and County almost 20 years ago. These multiple uses constitute considerable changed circumstances making the use of the Proposed Site, or any land in the vicinity for that matter, entirely unsuitable for use as a firearms training facility or public shooting range for reasons of danger to the public and the threat posed to the peaceful and quiet enjoyment of life and the property values of thousands of homeowners and area residents. The Proposed Site is also very close to US Forest Service land that is the subject of a federal ordinance against firearms use in a one-mile corridor that was enacted based upon an environmental study. Michael Fox, a former Albuquerque Police Department employee, also pointed out that the firearms training facility outside Albuquerque used by the Albuquerque Police department and other agencies has a considerably greater buffer zone around it to protect the public from the danger and noise nuisance caused by that facility.

The proposed use of the Proposed Site is and will continue to be vigorously opposed by the several interests and persons in attendance at the meeting and others who could not attend who have organized as a group entitled Santa Feans for Community Safety and Wellbeing. These interests are firmly committed to oppose the development of the Proposed Site as a firearms training facility or any similar use by all political and legal means necessary. For that reason, it was discussed at the meeting that the City would have to go through the County's permitting process under the County's Land Development Code of 1996 under which there are

significant noise limitations the supersession of which would constituted grounds for the denial of a development permit. Commissioner Chavez also proposed that the City be contacted and asked to provide sufficient notice to neighbors of the Proposed Site, the County and other interested parties of any actions to be taken in the future by the SFPD or City towards development or use of the Proposed Site, as is similarly given under the City's ENN (early neighborhood notification) policies and practices.

Of great significance to the discussion at the meeting, it was pointed out at the meeting by Steven Beavers that an alternative shooting range site currently exists on a parcel of private land owned by an individual by the name of Rick Hughes located within the land where the National Guard Armory is located off of US Interstate Highway 25, south of Santa Fe (the "Existing Training Facility"). That facility is currently used and has been continuously used for many years as a law enforcement firearms training facility. It is currently leased by the New Mexico Department of Public Safety under a one-year lease and is used by its officers and also by the County Sheriffs Department, the Department of Homeland Security and other agencies for firearms training. Mr. Beavers has been in contact with these agencies who have expressed great interest in continuing to use the Existing Training Facility, and also with Mr. Hughes who has also expressed interest in a long term lease of or selling the land on which the Existing Training Facility is located along with adjacent land to allow the expansion and improvement of the facility for use by multiple law enforcement training facilities. Mr. Hughes is well aware that the past use of this land as a shooting range renders the land less valuable than it would otherwise be because of the high lead content of the soil due to spent rounds and the consequent fact that the cost of environmental amelioration and rehabilitation necessary to make the land suitable for other uses exceeds the fair market value of the property. It was pointed out at the meeting that, in addition to all the other factors making the use of the Proposed Site as a SFPD firearms training facility undesirable, if the Proposed Site were to be used as a shooting range it would severely negatively impact the value of the land and surrounding land render the land essentially unfit for most other uses.

Mr. Beavers also revealed that in the last few days prior to the meeting he broached the subject of the Existing Training Facility to SFPD Chief of Police Ray Rael and the interest of the County Sheriff's Department and other law enforcement agencies of expanding and extending the use of the Existing Training Facility for multiple agency use. Mr. Beavers reported that, in contrast to Chief Rael's earlier strong determination to construct its training facility on the Proposed Site, Chief Rael then indicated amenability to discussions with Mr. Hughes and other law enforcement agencies about the Existing Training Facility as an alternative site.

Either as a long term lease or as an acquisition, the expansion of the Existing Training Facility to make it suitable for interagency use by the SFPD, the County Sheriff's Department and other law enforcement and similar agencies would be, based on several grounds, a far better alternative to turning the Proposed Site into a

firearms training facility. While it is well understood by all attendees and participants at the meeting including Commissioner Chavez and County Attorney Ross that the SFPD's need for an alternative to its current training range next to the Santa Fe Municipal Airport is legitimate, it was the general consensus at the meeting that the Existing Training Facility, or perhaps even some other site, would be far better suited over the long term for the establishment of a firearms training facility for the SFPD and other law enforcement agencies.

Commissioner Chavez suggested that it would be very beneficial for representatives of the community in the vicinity of the Proposed Site to meet with the City Manager, SFPD, and representatives of other law enforcement agencies to express the community's concerns and desires about establishing a shooting facility at the Proposed Site and to discuss the Existing Training Facility as a superior alternative to a new shooting range based on the needs, desires and interests of all concerned and offered his offices as a forum for such a meeting.

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larry lujan

From: John House [jhouse4@comcast.net]
Sent: Monday, February 11, 2013 4:05 PM
To: mchavez@santafecountynm.gov; Rita B. Maes; Stephen C. Ross
Cc: Caroline Semon; Andrewsells Leyba; Mary Bagley; Robert Roach; pj carr444@gmail.com carr; Dean Owen; larry lujan; Diego Sisneros; Steven Beavers; mfox@lascampanasowners.com; Claudia Carlsen; George Collins; ragarcia@santafecountynm.gov; Randall Kippenbrock
Subject: Feb 5 Meeting re proposed SFPD training facility

Importance: High



Feb. 5 Dist. 2
Community Meeti..

Dear Commissioner Chavez and County Attorney Ross,

I want to thank you again for your participation in the February 5, 2013 meeting, held at the Las Campanas Owners Association's offices concerning the subject of the SFPD's proposal to construct a firearms training facility on the City of Santa Fe's property off of CR 62 next to the Marty Sanchez Golf Municipal Golf Course. It was very much appreciated by all. As I was requested to do at the meeting, I put together a summary of the issues and discussion at the meeting, which I attach hereto.

Please note in the summary I point out something that I think may not have been made clear at the meeting: that is that the alternative site for a multi-agency firearms training facility out at the National Guard Armory off of US I-25 is not only currently existing but also in current use by the New Mexico Department of Safety, The US Department of Homeland Security and other law enforcement agencies and it has been in continuous use as a shooting range for many years.

As a followup to our Feb. 5 meeting, several of us met with County Sheriff Robert A. Garcia this morning to discuss with him our deep concerns over the proposal of a shooting range being established at the property on CR 62. Sheriff Garcia mentioned that he currently gets numerous complaints about illegal firearms discharge in the area of the site and has repeatedly been forced to send deputies out there to enforce the law and consequently understands and concurs with our opposition to the idea of a shooting range being established on the City's property out there. He also mentioned his concern that the site at the National Guard Armory which the Sheriff's Department currently uses for its training purposes might be lost, as it is currently only leased to the DPS under a one year lease. For that reason and others, the Sheriff positively supports negotiations with the current owner of the property of a new long term lease or possibly acquisition of the property and contiguous land for the extension and expansion of the existing facility for its long term use by multiple law enforcement agencies including the SFPD. Of significance, Sheriff Garcia noted that his office does not receive any complaints by county residents about the shooting that takes place at the National Guard facility.

I have already been in contact with Rita about having a meeting at your office, as you suggested, with the City Manager, SFPD Chief Rael and others to discuss this issue. Since then, I have been made aware that The Police Chief, the Sheriff and other law enforcement agency leaders will be hard pressed for time this month because all have legislation before the state legislature of a high priority nature that requires their attention. In addition, Steve Beavers, whom you met at our Feb. 5 meeting, and who has been in contact with various law enforcement officials including the SF Police Chief and County Sheriff, has informed us that they want to have a meeting together with the owner of the property out at the National Guard Armory in March after the legislative session ends to discuss the possible long term lease or acquisition of land for an expanded firearms training facility suitable for multiple agency use. Accordingly, we think that it would be best to wait until after that meeting takes place to see what develops before scheduling a meeting of city officials and law enforcement and the community.

We will continue to keep you informed about and to count upon your continued support in

this endeavor.

Sincerely,

John L. House

Exhibit A

Net Detail Sales by Item
Golf Shop for Jan 1/13 thru Jan 31/13
All Days

No.	Sales	Item A	vg. Price #	of Sales	\$\$\$ Value
1	01X006	Afternoon Weekend	22.31	25	557.64
3	01X001	18 hole Weekday	24.29	3	72.87
4	01X048	Senior 9 Walking (all)	16.19	4	64.76
5	01X043	Senior PM/9 weekend	15.24	4	60.95
6	01X005	Afternoon Weekday	18.1	2	36.2
7	01X012	9-hole weekend	18.1	2	36.2
8	01X014	Great-28 wkday	16.19	2	32.38
10	01X042	Senior PM/9 weekday	12.15	2	24.29
11	01X039	Senior 18 - Walking	20.95	1	20.95
12	01X040	Senior 18 hole weekday	18.09	1	18.09
13	01X049	Great-28 Senior Walking	14.29	1	14.29
17	01X072	RAIN-CHECK ROUND	0	0	0
				-----	-----
Total:				47	938.62

02/14/13

Marty Sanchez Links de Santa Fe Golf Summary

Exhibit A

ROUNDS of GOLF

Months	11/12 rds Actual	12/13 rds Actual	over/ under/ LFY
July	5,297	5,215	(82)
august	5,029	5,247	218
sept	4,282	4,190	(92)
oct	3,223	3,530	307
nov	1,433	2,090	657
dec	3	573	570
jan	571	47	(524)
feb	653	-	-
march	2,092	-	-
april	3,051	-	-
may	4,154	-	-
june	4,938	-	-
Totals rounds	34,726	20,892	1,054
# incl tourna. # incl tourna.			5%

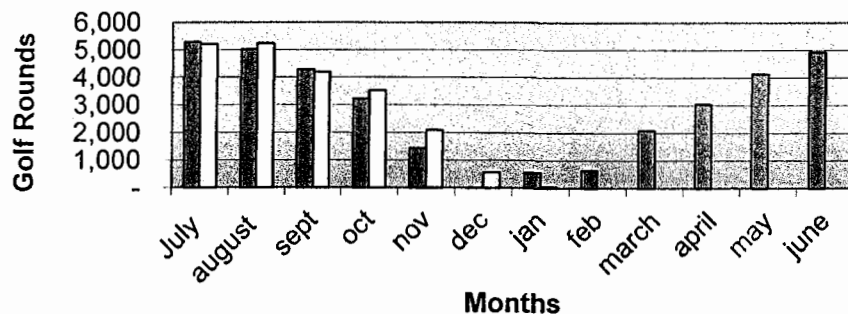
GREEN FEES REVENUE

Months	11/12 revenue actual	12/13 revenue actual	over/ under/ LFY
July	\$ 101,498	\$ 95,367	\$ (6,132)
august	93,748	99,481	\$ 5,732
sept	78,828	76,438	\$ (2,390)
oct	59,916	59,116	\$ (800)
nov	27,054	36,054	\$ 9,000
dec	51	10,125	\$ 10,074
jan	10,211	986	\$ (9,226)
feb	13,114	-	\$ -
march	39,988	-	\$ -
april	62,079	-	\$ -
may	77,949	-	\$ -
june	93,498	-	\$ -
internal deposits	663	1,192	\$ -
internal deposits	150	-	\$ -
internal deposits	-	-	\$ -
Totals	\$ 658,748	\$ 378,758	\$ 6,259
\$0			2%
june	\$0	\$0	
LFY 11/12	\$ 658,748	\$ 378,758	\$ (279,990)

21 days closed
due to snow

LFY 11/12 34,726 20,892 \$(13,834)

Golf rounds comparsion



projections based on last fiscal yr 11/12

FY 12/13 budget totals

NOTE:

Total Greens Fee Revenue incl: JAN 2013

Grns Fees = \$ 938.62

GRT total = \$ 46.93

Total Grns & GRT \$985.55

Internal Deposits by our office:

*SNOW DAYS TOTAL FOR: 21 DEC/27 JAN

*INTERNAL DEPOSITS: 12/31/12 \$1192

FORE KIDS

02/14/13

Marty Sanchez Links de Santa Fe Golf Summary

GOLF CART REVENUE

Months	11/12 revenue actual	12/13 revenue actual	over/under/ LFY
July	\$ 47,832	\$ 47,985	\$ 153
august	46,959	48,500	\$ 1,541
sept	37,081	37,641	\$ 561
oct	27,458	30,727	\$ 3,269
nov	9,994	15,492	\$ 5,498
dec	41	3,702	\$ 3,661
jan	3,039	194	\$ (2,845)
feb	3,513	-	\$ -
march	14,141	-	\$ -
april	22,311	-	\$ -
may	33,774	-	\$ -
june	45,303	-	\$ -
Totals	\$ 291,444	\$ 184,241	\$ 11,838
			7%
LFY 11/12	\$ 291,444	\$ 184,241	\$(107,203)

PRO-SHOP REVENUE (gross)

Months	11/12 revenue actual	12/13 revenue actual	over/under/ LFY
July	\$ 30,252	\$ 29,017	(1,235)
august	\$ 31,206	32,081	875
sept	\$ 27,159	24,290	(2,870)
oct	22,848	27,284	4,436
nov	10,214	9,335	(879)
dec	6,971	6,566	(405)
jan	4,775	3,011	(1,764)
feb	6,912	-	\$ -
march	14,495	-	\$ -
april	25,015	-	\$ -
may	31,998	-	\$ -
june	38,359	-	\$ -
Totals	\$ 250,204	\$ 131,583	\$ (1,841)
			-1%
LFY 11/12	\$ 250,204	\$ 131,583	\$(118,621)

DRIVING RANGE REVENUE

Months	11/12 revenue actual	12/13 revenue actual	over/under/ LFY
July	\$ 10,853	\$ 9,992	\$ (861)
august	10,650	9,984	\$ (666)
sept	8,181	7,275	\$ (906)
oct	5,849	5,833	\$ (16)
nov	3,433	2,884	\$ (549)
dec	599	862	\$ 263
jan	1,956	250	\$ (1,706)
feb	2,251	-	\$ -
march	5,590	-	\$ -
april	7,103	-	\$ -
may	7,672	-	\$ -
june	9,821	-	\$ -
Totals	\$ 73,959	\$ 37,079	\$ (4,442)
			-11%
LFY 11/12	\$ 73,959	\$ 37,079	\$(36,880)

GOLF TOURNAMENT REVENUE

Months	11/12 revenue actual	12/13 revenue actual	over/under/ LFY
July	\$ 6,378	\$ 8,834	\$ 2,456
august	4,075	-	\$ (4,075)
sept	4,473	4,434	\$ (39)
oct	3,436	7,513	\$ 4,078
nov	-	-	\$ -
dec	-	-	\$ -
jan	-	-	\$ -
feb	190	-	\$ -
march	-	-	\$ -
april	190	-	\$ -
may	190	-	\$ -
june	5,037	-	\$ -
Totals	\$ 23,970	\$ 20,782	\$ 2,420
			11%
LFY 11/12	\$ 23,970	\$ 20,782	\$(3,188)

MSL board meeting
2.14.13**marketing & promotion summary****Volume Discount Card**

- (0) sold through January 2013 - \$0 in prepaid revenue

Web Stats

- 686 visitors in January 2013 up from 480 visitors in December (64% Search; 19.3% Referral; 25% Direct)
- 450 unique visitors (58% new/unique visitors & 42% return visitors)
- 2,535 page views
- Average visit time 1:59
- Referral sites: (97%) santafe.org; (43%) ci.santa-fe.nm.us; (86%) golfnewmexico; (57%) santafe.com

Top 10 cities for visits to website:

1. Santa Fe (19.4%)
2. Albuquerque (14%)
3. Guadalajara (8.6%)
4. San Antonio (6.2%)
5. Denver (2%)

Mobile Phone Users

Apple iPad – 52 up from last month 42 (67%)
Apple iPhone – 36 (72%)

Highlights

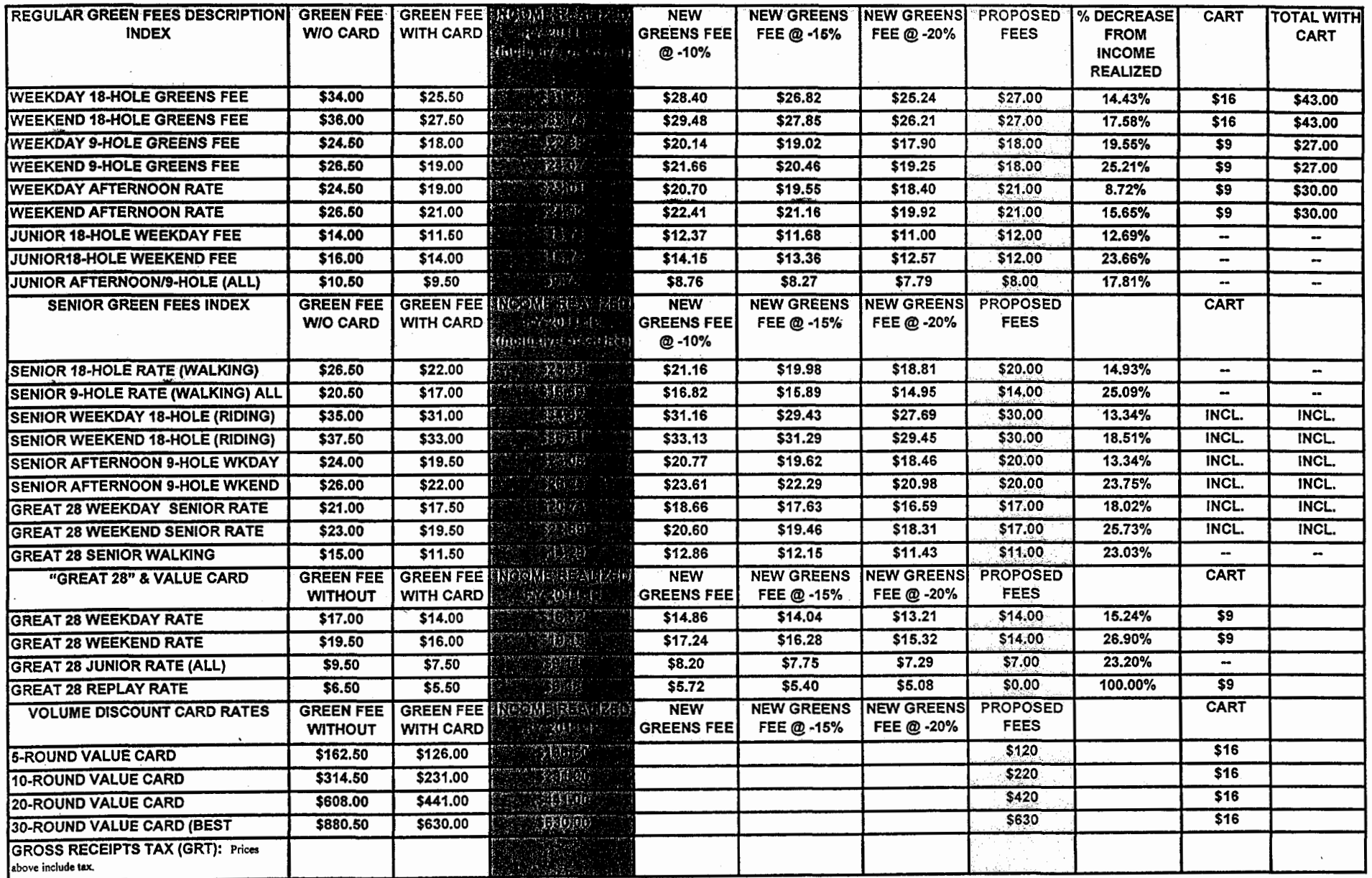
- Winter Workshops continue through 3/3
- Awaiting approval of new rates for promotion
- Golf Swap scheduled for Saturday, April, 13
- Increased overall visitor traffic to MSL website by 27% from 2011 - the linksdesantafe.com enjoyed 16,446 visitors in calendar year 2012
- Since the re-launch of the website in October 2010 we have Increased the number of visits to MSL website via mobile devices (phones, tablets and media players) – up 10%
- Increased email database list through a series on social media promotions by 6% in 2012 (815 active database members up from 770)
- MSL Facebook page has 353 Likes with access to over 124,266 Friends of Fans and 165 Followers in our Twitter account
- Increased sales of Players Pass by 7% in calendar year 2012 over 2011

THE MARTY SANCHEZ LINKS DE SANTA FE

CALENDAR OF EVENTS 2013

Exhibit C

DATE	DAY	TOURNAMENT
23-Mar	Saturday	Men's Club - Tee it Forward Skins Game - 9:00 a.m. ttmz
10-Apr	Wednesday	Senior Olympics 10:00 a.m. ttmz
11-Apr	Thursday	Albuquerque Seniors - 10:00 a.m. mini-gun 40±
15-17-Apr	Mon.-Wed.	Top Dress greens
20-Apr	Saturday	Men's Club - Joe Maestas 4-Man Scramble - 9:00 shotgun 50±
4-May	Saturday	LLGA - Meet and Greet - 9:00-10:30 a.m.
18-May	Saturday	Men's Club - 8:00-11:00 a.m.
19-May	Sunday	LLGA - 4-Club tourney - 9:00-10:00 a.m.
28-May	Tuesday	NM Seniors - 9:00 a.m. shotgun - 100±
1-Jun	Saturday	LLGA - Whole Enchilada - 9:00-10:00 a.m.
2-Jun	Sunday	Yancey Golf Outing 9:00 a.m. 28± ttmz
5-Jun	Wednesday	Northern NM Seniors - 9:00 shotgun 100±
7-Jun	Friday	Isaac Jaramillo Memorial Golf Tourney - 9:00 a.m. shotgun 100±
13-Jun	Thursday	Santa Fe Area Homebuilders - 9:00 shotgun 100±
15-Jun	Saturday	Men's Club - 8:00-11:00 a.m.
22,23-Jun	Sat.-Sun.	LLGA Eclectic - 9:00-10:00 a.m. each day
2-Jul	Tuesday	Sun Country PGA Junior Tourney - 9:00 a.m. shotgun on 18; 10:00 a.m. shotgun on G-28
6,7-Jul	Sat-Sun	Mayor's Cup - 9:00 shotgun 60±
11-Jul	Thursday	LLGA Member-Guest - 9:00 shotgun 80±
15-Jul	Monday	NM Senior Women 9-hole group - 10:00 a.m. mini-gun 40±
20-Jul	Saturday	Men's Club - 8:00-11:00 a.m.
25-Jul	Thursday	LLGA Invitational - 9:00 shotgun 80±
3-Aug	Saturday	Connors Golf Outing - 10:00 a.m. 6-ttmz
10-Aug	Saturday	LLGA "Shamble" - 9:00-10:00 a.m.
17,18-Aug	Sat-Sun	Men's Club Championship - 8:00-11:00 a.m. (Sunday - 9:00 shotgun)
24-Aug	Saturday	Roadrunner Golf Group - 9:00-11:00 a.m.
25-Aug	Sunday	LLGA - "Tombstone" - 9:00-10:00 a.m.
3,4,5-Sept	Tue, Wed, Thurs	Top Dress greens (Tentative)
14,15-Sept	Sat.-Sun.	LLGA Club Championship - 9:00-10:00 a.m. each day
21-Sep	Saturday	Men's Club - 8:00-11:00 a.m.
5-Oct	Saturday	NMOGA-HES Tourney - 9:00 shotgun - 100±
12-Oct	Saturday	Men's Club/LLGA Beat the Pro - 9:00-11:00 a.m.
26-Oct	Saturday	Men's Club Tri-fecta - 10:00 shotgun - 50±
16-Nov	Saturday	Men's Club - format TBA - 10:00 a.m. ttmz



PROPOSED FEES - SIMPLIFIED FORMAT

GREENS FEES INDEX	PROPOSED FEES
18-HOLE GREENS FEE (7-DAY)	\$ 27.00
9-HOLE GREENS FEE (7-DAY)	\$ 18.00
AFTERNOON RATE (7-DAY)	\$ 21.00
JUNIOR 18-HOLE (7-DAY)	\$ 12.00
JUNIOR PM/9-HOLE (7-DAY)	\$ 8.00
SENIOR 18-HOLE (7-DAY - includes cart)	\$ 30.00
SENIOR 18-HOLE WALKING (7-DAY)	\$ 20.00
SENIOR PM/9-HOLE WALKING (7-DAY)	\$ 14.00
SENIOR PM/9-HOLE (7-DAY - includes cart)	\$ 20.00
GREAT 28 FEES (NOTE: ALL G-28 FEES = UNLIMITED PLAY FOR THAT DAY)	
DAILY FEE (7-DAY)	\$ 14.00
SENIOR FEE (7-DAY - includes cart)	\$ 17.00
SENIOR WALKING (7-DAY)	\$ 11.00
JUNIOR FEE (7-DAY)	\$ 7.00
CARTS	
18-HOLE CART	\$ 16.00
9-HOLE (OR PM RATE) CART	\$ 9.00
TOURNAMENT FEES	
TUES., WED., THURS.	\$ 45.00
FRI., SAT., SUN., MON.	\$ 50.00

TOTAL GREENS FEE REVENUE (NO CARTS) FY 2011-12 = \$ 649,434.00 ÷ 34,726 rounds = \$18.70/Round

WITHOUT CART RENTALS				
% decrease in average fee realized by City of SF	Adjusted Average Fee	Total rounds needed to reach breakeven	Total Rounds Increase needed to reach breakeven point	% Increase in total rounds needed to reach
-10%	\$ 16.83	38,588	3,862	9.99%
-15%	\$ 15.90	40,858	6,132	17.66%
-20%	\$ 14.96	43,411	8,685	25.01%
-25%	\$ 14.03	46,305	11,579	33.35%

TOTAL CART REVENUE FOR FY 2011-12 = \$291,444 ÷ 34,726 = \$8.39/Round

WITH CART RENTALS*				
% decrease in average fee realized by City of SF	Adjusted Average Fee With Cart	Total rounds needed to reach	Total Rounds Increase needed to reach breakeven	% Increase in total rounds needed to
-10%	\$ 25.22	37,307	2,581	7.43%
-15%	\$ 24.29	38,743	4,017	11.57%
-20%	\$ 23.35	40,295	5,569	16.04%
-25%	\$ 22.42	41,975	7,249	20.88%

* Assumes that the percentage of players who rent carts will remain constant as rounds increase.