

PARKS DIVISION MARTY SANCHEZ LINKS DE SANTA FE ADVISORY COMMITTEE MEETING

3:00 P.M. - 5:00 P.M.

THURSDAY January 16, 2014
MARTY SANCHEZ LINKS DE SANTA FE – ADMINISTRATION BUILDING

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

October 17, 2013

- 5. Comments from Chairman Maurice Bonal
- 6. Staff Reports
 - Administration (Revenue and golf rounds summary for November-December; 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
- 9. New Business
- 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

January 16, 2014

| ITEM | · | ACTION TAKEN | PAGE(S) | | | | |
|-------------|---|----------------------|---------|--|--|--|--|
| 1. | CALL TO ORDER | | 1 | | | | |
| 2. | ROLL CALL | Quorum | 1 | | | | |
| 3. | APPROVAL OF AGENDA | Approved | 2 | | | | |
| 4. | APPROVAL OF MINUTES: | | | | | | |
| | October 17, 2013 | Approved | 2 | | | | |
| 5. | COMMENTS FROM CHAIRMA | N – MAURICE BONAL | 2 | | | | |
| 6. | STAFF REPORTS | | | | | | |
| | • Administration – (Revenue and golf rounds summary for I | | | | | | |
| | December; Admin. update | s) | | | | | |
| | | | 2-3 | | | | |
| | • Superintendent – (Golf cou | 3-4 | | | | | |
| | • Marketing – (Advertising | 4-5 | | | | | |
| | Pro-Shop – (2014 Tournam | 5-6 | | | | | |
| | • The Links Bar & Grill – (I | 6-7 | | | | | |
| 7. | MATTERS FROM THE COMM | ITTEE | 7 | | | | |
| 8. | OLD BUSINESS | | 7 | | | | |
| 9. | NEW BUSINESS | None | 7 | | | | |
| 10. | ADJOURNMENT | Adjourned @ 4:20 p.1 | m. 7 | | | | |

MINUTES OF THE

MARTY SANCHEZ LINKS DE SANTA FE

ADVISORY COMMITTEE MEETING January 16, 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 3:00 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 Signe Lindell Lee Sanchez Tila Shaya

MEMBERS ABSENT:

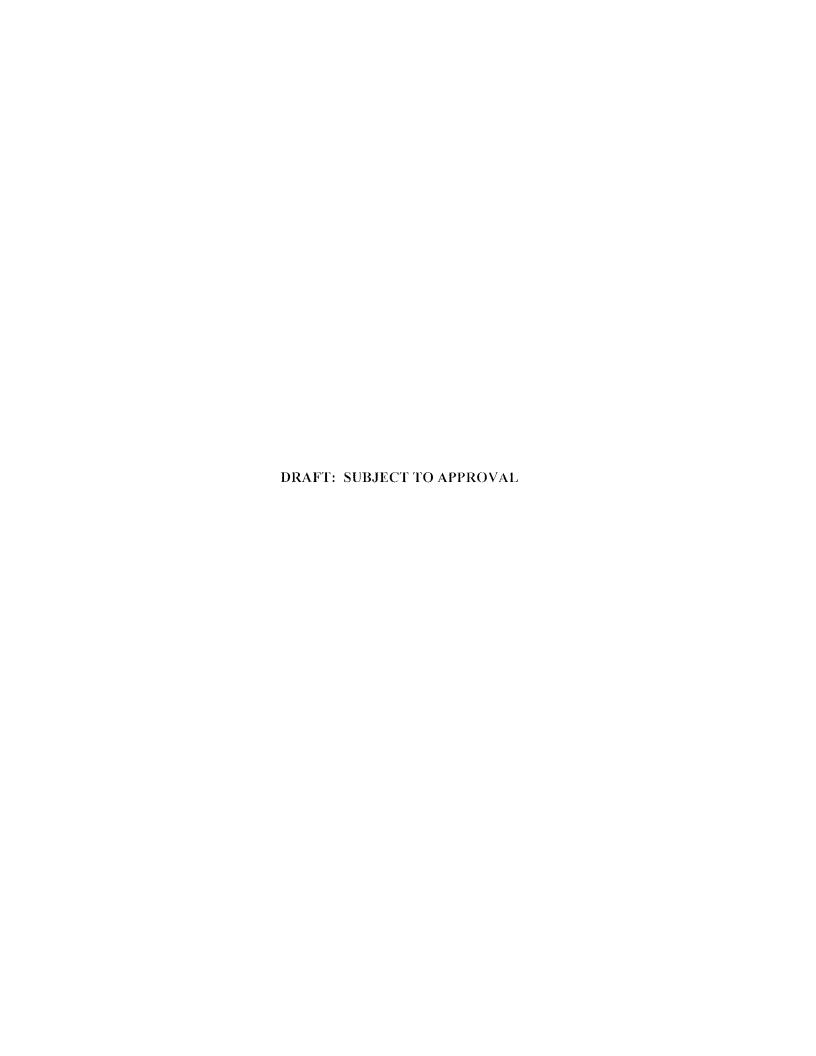
John Gabaldon, excused Al Jahner, excused Jake "Coach" Martinez, excused Ned Siegel, excused

STAFF PRESENT:

Henry Lucero, Marketing Assistant Jennifer Romero, MRC Administrator John Allen, Superintendent

OTHERS PRESENT:

Alo Brodsky, Pro Shop Frank Gallegos, The Links Bar & Grill



3. APPROVAL OF AGENDA

Ms. Lindell moved to approve the Agenda as published. Mr. Lopez seconded the motion. The motion passed unanimously by voice vote.

4. APPROVAL OF MINUTES:

• Meeting of October 17, 2013

Mr. Sanchez moved to approve the Minutes of the October 17, 2013 meeting as submitted. Ms. Lindell seconded the motion. The motion passed unanimously by voice vote.

5. COMMENTS FROM CHAIRMAN – MAURICE BONAL

Chair Bonal did not have any comments.

6. STAFF REPORTS

• Administration – (Revenue and golf rounds summary for November - December; Admin. updates)

A copy of the *Marty Sanchez Links de Santa Fe Golf Summary* dated December 13, 2013 is incorporated herewith to these Minutes as Exhibit "A".

Ms. Romero reviewed the information from Exhibit "A". Please see Exhibit "A" for the specifics of this presentation.

Ms. Romero reported as follows:

- Marty Sanchez Links de Santa Fe was closed for 20 days in the month of December and nine days in November.
- Total rounds in golf for the month of December were 206, which is down by 367 rounds when compared to the prior year. There is a 2% decrease in the total number of rounds when compared to the 2011/2012 year.
- The total green fees revenue to December was \$3,169, which is down by \$6,956 (a 16% decrease) for the month of December, when compared to the prior year.

- Golf cart revenue for the month of December was \$1,305 which is a decrease of \$2,397 (a 4% decrease) when compared to the prior year.
- The Pro-Shop revenue for the month of December was \$5,337, which is a decrease of \$1,230 (an 18% decrease), when compared to the prior year.
- The driving range revenue for the month of December was \$635, which is a decrease of 227, (a 5% decrease) when compared to the prior year.
- There was no golf tournament revenue for the month of December.
 - Superintendent (Golf course conditions update)

A copy of the *Superintendent's Report* dated January 8, 2014, prepared by John Allen, Superintendent is incorporated herewith to these Minutes as Exhibit "B".

Mr. Allen reviewed the information from Exhibit "B". Please see Exhibit "B" for the specifics of this presentation.

This winter the maintenance crew has been working on several projects:

- They have pruned and mulched the branches.
- They painted the Tee Markers.
- They serviced the equipment.
- They are staining the wood signs.
- They are installing three cups on each green. They are currently watering the greens with the water truck. The greens are in good shape.
- They have painted the restaurant, Proshop and restrooms.
- They are sharpening the bed knives and grinding the reels of the greens mowers.
- They are trapping as many gophers as possible.

Chair Bonal asked Mr. Allen how many employees they presently have.

Mr. Allen said they presently have five employees, including himself.

Ms. Romero noted that a purchase requisition has been done to purchase the fertilizer. They are also looking into purchasing a grinding machine for the reels.

Ms. Romero said they plan to have the seasonal staff on board by March and they are working with Human Resources on this.

Mr. Lopez mentioned that a couple of meetings ago there was discussion about replacing the sand bunkers with grass. He asked if this has happened.

Mr. Allen said he has not heard anything on that and if they do decide to go down this road, the designer of the golf course will probably have something to say about that.

Ms. Romero noted that they have put together a plan to deal with the bunkers and they will be meeting with Ben to discuss it. She explained that funding these types of items is also an issue.

Mr. Lopez asked if the golf course received any CIP funding that was supposed to be reallocated when the City realized a savings in the transit funding because the federal government allocated some funding for transit.

Ms. Romero said they have not received any CIP funding but the Parks Department received some funding and they can assist the golf course with some items.

• Marketing – (Advertising updates)

[Copies of the 2014 Marketing Calendar were distributed. A copy is hereby incorporated to these Minutes as Exhibit "C".]

Ms. Romero said as of July 1, 2013, they have done all of the marketing in-house to save money. The total spent in marketing to-date is \$21,194 with commitments totally approximately \$30,000.

Ms. Romero presented the information from Exhibit "C". Please see Exhibit "C" for the specifics of this presentation.

Ms. Romero noted that the *Latitude Magazine* will be in all of the American Airlines magazines. They are featuring an article on New Mexico for the January and February issues. (A sample of the ad about the golf course was available for review and is included with Exhibit "C").

Chair Bonal requested a copy of the Latitude Magazine for the Board.

Ms. Romero said she is waiting for a copy and will provide one when she receives it.

Ms. Romero mentioned that the North American Hotel Directory is coming out now in January and she is waiting to see the ad about the golf course.

Ms. Romero introduced Henry Lucero. Mr. Lucero will be assisting her with the marketing efforts and administrative duties.

Mr. Lopez asked Ms. Romero how much they have saved by doing the marketing in-house.

Ms. Romero said they have seen a substantial savings by doing the marketing inhouse; however, having a professional advertising firm was also beneficial, given their expertise in marketing and advertising.

• Pro-Shop – (2014 Tournament calendar updates)

[Copies of the *Net Detail sales by Item, Golf Shop* report for both November 2013 and December 2013 were distributed. Copies of the *2014 Marty Sanchez Tournament Calendar* were included. A copy is incorporated herewith to these Minutes as Exhibit "D".

Mr. Brodsky noted that there will be more tournaments added to the 2014 Tournament Calendar. He said the City Tournament is scheduled for July 5th and 6th, but he has an asterisk on the date because they are not sure if they want to hold it on the 4th of July weekend. Therefore, they are probably going to hold it on July 12th and 13th. He said they are going to change the name back to the Santa Fe City Championship. He said there was discussion about having one day here and one day at the Country Club.

He said under the contract, the prior contractor, was required to submit financial statements. He asked Ms. Romero if they are going to receive financial statements from the prior contractor.

Ms. Romero said probably not, however, the Internal Auditor is aware of this, as well as the City Attorney's office.

7. MATTERS FROM THE COMMITTEE

There were no matters from the Committee.

8. OLD BUSINESS

Ms. Shaya suggested that a letter and a "Muchas Gracias" certificate be given to Ross Nettles to show the Board's appreciation.

9. **NEW BUSINESS**

There was no new business.

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, Stenographe

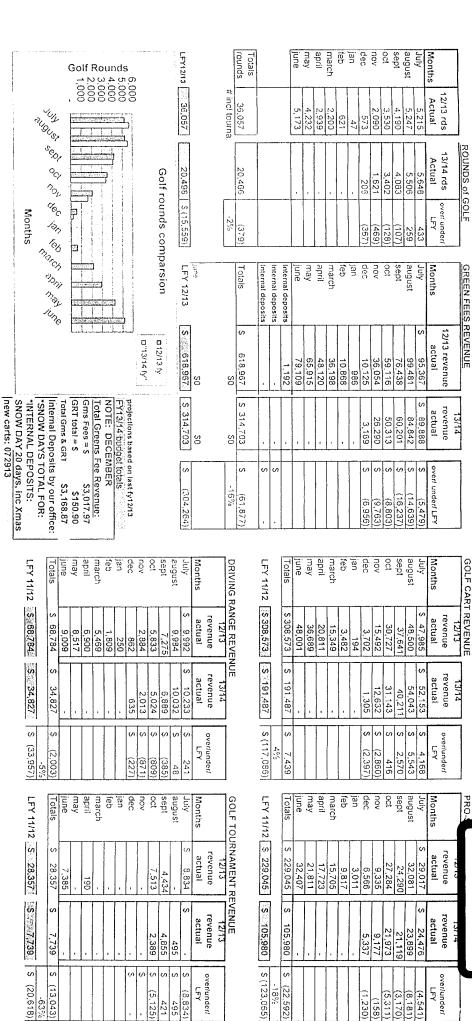
Marty Sanchez L Summary de Santa Fe Golf

GOLF CART REVENUE

PRO-

tabbles

EXHIBIT





Winter Report

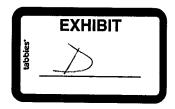
January 8, 2014

This winter the crew has been working on several projects including the following:

- Pruning and mulching branches
- Painting Tee Markers
- Equipment Service
- Staining Wood Fixtures (Signs)
- Installing three cups on each green
- Painting Restaurant, Proshop and Restrooms
- Watering Greens with the Water Truck
- Sharpening Bed Knives and Grinding Reels
- Trapping Gophers

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

| | | | | | I | ROUNDS | REVENUE |
|-----|--------|--------------------------|-----|-------------|----|--------|--------------|
| No. | | Item A | vg. | Price # | of | Sales | \$\$\$ Value |
| 3 | | SR 18 hole 7-Day | | 13.33 | | 831 | 11077.23 |
| 4 | | 18 hole 7-Day | | 25.71 | | 335 | 8612.85 |
| 5 | | SR 18 - Walk 7-Day | | 19.02 | | 323 | 6143.63 |
| 6 | | Afternoon 7-Day | | 20 | | 292 | 5840 |
| 7 | | SR PM/9 7-Day | | 10.48 | | 515 | 5397.2 |
| 8 | | Great-28 7-Day | | 13.33 | | 249 | 3319.17 |
| 9 | | SR PM/9 Walk 7-Day | | 13.33 | | 222 | 2959.26 |
| 10 | | Fri-Mon Tournament | | 31.43 | | 76 | 2388.68 |
| 12 | | Great-28 SR Walk 7-Day | | 10.48 | | 170 | 1781.6 |
| 13 | 01X044 | Great-28 SR 7-Day | | 7.62 | | 133 | 1013.46 |
| 14 | | 9-hole 7-Day | | 17.14 | | 45 | 771.3 |
| 15 | | 18 hole JR 7-Day | | 11.43 | | 24 | 274.32 |
| 19 | 01X018 | Great-28 JR 7-Day | | 6.67 | | 22 | 146.74 |
| 20 | 01X004 | 9 Hole JR 7-Day | | 7.62 | | 12 | 91.44 |
| 26 | 01X072 | RAIN-CHECK ROUND | | 0 | | 60 | 0 |
| 27 | 01X074 | FORE KIDS COMP ROUND | | 0 | | 52 | 0 |
| | | | | | | | |
| | | | | Total: | | 3361 | 49816.88 |
| 10 | LESS | Fri-Mon Tournament | | | | | 2388.68 |
| 26 | LESS | RAIN-CHECK ROUND | | | | 60 | 0 |
| | | SUB TOTAL | | LESS | | 60 | 2388.68 |
| 11 | 01X066 | 30-PUNCH PASS GREENS FEE | | | | 92 | |
| 17 | 01X065 | 20-PUNCH PASS GREENS FEE | | | | 8 | |
| 21 | 01X063 | 5-PUNCH PASS GREENS FEE | | | | 1 | |
| | | SUB TOTAL | | | | 101 | |
| 16 | 03X002 | 10-ROUND PP PURCHASE | | | | | 220 |
| 18 | | 5-ROUND PP PURCHASE | | | | | 155 |
| | | SUB TOTAL | | | | | 375 |
| | | | | | | | 3,3 |
| | | ROUNDS & REVENUE | | _ | | 3402 | 47803.20 |
| | | GRT | | | | | 2509.59 |
| | | TOTAL | | | | | 50312.79 |

Net Detail Sales by Item Golf Shop for Nov 1/13 thru Nov 30/13 All Days

| | | | 4 ' | | |
|-----|--------|--------------------------|-------------|----------|--------------|
| | | | | ROUNDS | REVENUE |
| No. | Sales | Item A | vg. Price # | of Sales | \$\$\$ Value |
| 3 | 01X040 | SR 18 hole 7-Day | 13.33 | 324 | 4318.93 |
| 4 | 01X039 | SR 18 - Walk 7-Day | 18.67 | 212 | 3957.67 |
| 5 | 01X005 | Afternoon 7-Day | 20 | 152 | 3040 |
| 6 | 01X001 | 18 hole 7-Day | 25.71 | 118 | 3033.78 |
| 7 | 01X042 | SR PM/9 7-Day | 10.48 | 282 | 2955.36 |
| 8 | 01X048 | SR PM/9 Walk 7-Day | 13.33 | 167 | 2226.12 |
| 10 | 01X014 | Great-28 7-Day | 13.33 | 121 | 1612.93 |
| 11 | 01X049 | Great-28 SR Walk 7-Day | 10.48 | 91 | 953.68 |
| 13 | 01X044 | Great-28 SR 7-Day | 7.62 | 59 | 449.58 |
| 14 | 01X011 | 9-hole 7-Day | 17.14 | 15 | 257.1 |
| 17 | 01X004 | 9 Hole JR 7-Day | 7.62 | 13 | 99.06 |
| 19 | 01X018 | Great-28 JR 7-Day | 6.67 | 12 | 80.04 |
| 20 | 01X003 | 18 hole JR 7-Day | 11.43 | 3 | 34.29 |
| 26 | 01X072 | RAIN-CHECK ROUND | 0 | 28 | 0 |
| | | | | | |
| | | | Total: | 1597 | 23018.54 |
| 26 | LESS | RAIN-CHECK ROUND | LESS | 28 | 0 |
| 12 | 01X066 | 30-PUNCH PASS GREENS FEE | | 41 | |
| 18 | 01X065 | 20-PUNCH PASS GREENS FEE | | 4 | |
| 16 | 01X064 | 10-PUNCH PASS GREENS FEE | | 6 | |
| 21 | 01X063 | 5-PUNCH PASS GREENS FEE | | 1 | |
| | | SUB TOTAL | | 52 | |
| 9 | 03X004 | 30-ROUND PP PURCHASE | | | 1800 |
| 15 | 03X002 | 10-ROUND PP PURCHASE | | | 220 |
| | | SUB TOTAL | | | 2020 |
| | | ROUNDS & REVENUE | | 1621 | 25038.54 |
| | | GRT | = | | 1251.93 |
| | | TOTAL | | | 26290.47 |

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

| | | | | : | ROUNDS | REVENUE |
|-----|--------|--------------------------|-----|---------|----------|--------------|
| No. | | Item A | vg. | Price # | of Sales | \$\$\$ Value |
| 2 | 01X005 | Afternoon 7-Day | | 20 | 33 | 660 |
| 4 | 01X048 | SR PM/9 Walk 7-Day | | 13.33 | 39 | 519.87 |
| 5 | 01X039 | SR 18 - Walk 7-Day | | 18.85 | 24 | 452.44 |
| 6 | 01X040 | SR 18 hole 7-Day | | 13.33 | 30 | 399.9 |
| 7 | 01X042 | SR PM/9 7-Day | | 10.48 | 25 | 262 |
| 8 | 01X001 | 18 hole 7-Day | | 25.71 | 9 | 231.39 |
| 9 | 01X014 | Great-28 7-Day | | 13.33 | 17 | 226.61 |
| 10 | 01X049 | Great-28 SR Walk 7-Day | | 10.48 | 13 | 136.24 |
| 11 | 01X011 | 9-hole 7-Day | | 17.14 | 5 | 85.7 |
| 13 | 01X044 | Great-28 SR 7-Day | | 7.62 | 4 | 30.48 |
| 15 | 01X018 | Great-28 JR 7-Day | | 6.67 | 2 | 13.34 |
| 19 | 01X072 | RAIN-CHECK ROUND | | 0 | 4 | 0 |
| | | | | Total: | 205 | 3017.97 |
| 19 | LESS | RAIN-CHECK ROUND | | LESS | 4 | |
| 12 | 01X066 | 30-PUNCH PASS GREENS FEE | | | 4 | |
| 14 | 01X064 | 10-PUNCH PASS GREENS FEE | | | 1 | |
| | | SUBTOTAL | | | 5 | |
| | | ROUNDS & REVENUE | | - | 206 | 3017.97 |
| | | GRT | | _ | | 150.9 |
| | | TOTAL | | | | 3168.87 |

2014 Marty Sanchez Tournament Calendar

Date: 2014 Event:

Sat. March 22 Men's Club Icebreaker (Season Starts)

Sat. April 19 Men's Club Joe Maestas

Wed. May 14 Senior Olympics

Sat. May 17 Men's Club

Wed. June 4 NNMSMGA Tournament 90+ golfers

Fri. June 6 Isaac Jaramillo Memorial Scramble 100+ golfers

Sat June 7 LLGA Meet & Greet

Thur. June 12 SFAHBA Scramble 100+ golfers

Sat. June 14 Men's Club 1st round of Matchplay

Wed. June 18 LLGA "Whole Enchilada"

Sat. June 21 Men's Club

Sat. June 28 LLGA "4-Club"

Thur. July 10 LLGA Member-Guest

Sat.-Sun. July 5,6* S.F. City Championship 12 🛉 13

Sat. July 12* Men's Club 2nd round of Matchplay

Sat. July 19 Men's Club Thur. July 24 LLGA Invite

Sat./Sun. Aug. 9,10 Men's Club: Club Championship
Sat. Aug. 16 Men's Club 3rd round Matchplay

Sun. Aug. 17 LLGA "Tombstone"
Mon. Aug. 18 SGNM 100+golfers

Sat. Aug. 23 Roadrunner Golf Scramble & shootout 40-50 golfers

Sat./Sun. Sept. 13,14 LLGA Club Championship

✓ Thur. Sept. 25? SF Community College Scramble

Sat. Sept. 20 Men's Club

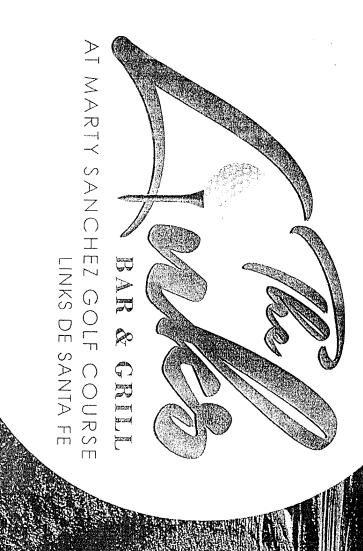
Sat. Oct. 4 NMOGA 100+golfers

Sat. Oct. 11 LLGA/Men's Club "Beat-the Pro"

Sat. Oct. 18 Men's Club Sat. Nov. 15 Men's Club

^{*}dates are subject to change. This is our schedule as of 1/16/14, more tournaments will be added throughout the season.

THE LINKS BAR & GRILL • 505.955.4430 • 2£ " CAJA DEL RIO RD. • SANTA FE, NM 87505



RESTAURANT HOURS

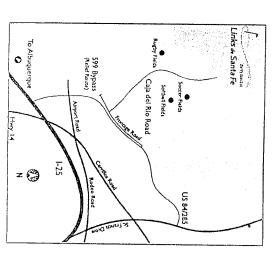
Off - Season MONDAY-SUNDAY 9:00am-4:30pm

Season MONDAY-SUNDAY 7:00am-8:00pm

A Fresh Approach To Great Santa Fe Cuisine

The staff thanks you for dining with us. We also cale tunctieons, receptions, birthdays graduations, fundraising events, weddings and holiday parties—all lat reasonable prices

To order call 955-4430
We accept all major credit cards, cash, & checks





cucumbers, and carrots with choice of dressing Fresh spring mixed greens with tomatoes, Fresh Garden Salad 5.99

Chef's Salad 7.99

tomatoes, cucumber, carrots, eggs, bacon, and Turkey, Ham, Cheese with fresh mixed greens,

Cobb Salad 7.99

avocado, bacon, cooked chicken and blue cheese Crispy salad greens, hard-boiled eggs, tomatoes

APPETIZERS

Dressings

Ranch, Blue Cheese, Balsanic, Vinegar and Oil

Guacamole and Chips 5.99

Hot Wings 5.99

Chips and Salsa 3.00

LUNCH AND DINNER

cheese, in a flour tortilla with a side of salsa Beef-Shredded brisket with lettuce, tomato, Quesadillas 6.99

cheese, in a flour tortilla with a side of salsa Pork-Shredded pork with lettuce, tomato,

Chicken-Shredded chicken with lettuce, tomato cheese, in a flour tortilla with a side of salsa

All Quesadillas come with fries

Bacon or sausage with two scrambled eggs,

Hand-Held Breakfast Burrito 4.99

QUICK BREAKFAST

Beef or chicken with beans, jalapenos, tomatoes, guacamole and sour cream

Nachos 7.99 8 spicy wings

cheese, hash brown, choice of red or green

chile or salsa on the side

Tacos 6.75

Beef- Three crispy shell tacos with pinto beans or black beans, lettuce, tomato, and side of salsa

Two eggs, hash brown, choice of bacon

or ham, toast or tortilla

All American

5.99

Chicken- Three crispy shell tacos with pinto beans or black beans, lettuce, tomato, and side of salsa

Two flat corn tortillas, two eggs, cheese with

Huevos Rancheros 5.99

hash browns or beans and tortilla

French toast sticks 5.99

With bacon or ham

Beef, Chicken or Cheese with beans and tortilla Enchilada Plate 6.99 Red or green chile Add an Egg 1.00

Large bowl of corn chips, red chile, ground beef beans, cheese, lettuce, and tomato Frito Pie 5.99

BURRITOS

Carne Adovada, cheese and refried beans 4.99

Chicken Enchilada all rolled in a fresh tortilla with cheese 4.99

Chicharrones, refried beans, green chile and Our Famous Chicharron Burrito cheese 4.99

Add Smother burrito with red or green chile and cheese 2.50

SUB SANDWICHES AND BURGERS

All burgers and sandwiches include chips.

Sourdough, Ham, Turkey, Bacon, cheese, Club Sandwich 6.75 lettuce, tomato & mayo

with tomato, Swiss or American cheese on Grilled Cheese Sandwich 6.75 Sourdough bread

Whole wheat bread with Swiss cheese, lettuce, tomato and pickle Tuna Melt 6.75

Whole wheat bread with Swiss cheese, lettuce tomato, cream cheese and cranberry sauce Cranberry Turkey Sandwich 6.75

Whole wheat bread, lettuce, tomato, cucumber, sprouts, and cheese Veggie Sandwich 6.00

onion, pickles, sharp cheddar, on a Sesame bun 100% beef patty made fresh, lettuce, tomato, Green Chile Cheese Burger 6.99

Polish bratwurstwith sauerkraut, onions, mustara with provolone cheese grilled to perfection Veggie Burger 7.99 Santa Fe Brats: 6.99

Veggie patty with cheese, lettuce tomato on a

whole wheat bun

Add medium drink sandwich or burger and fries to any THE COMBO 2.00

FOUNTAIN DRINKS

Coke, Sprite, Diet coke, Diet Dr. Pepper Lemonade, and Ice Tea Sni. 2.00

Med. 2.50

Lg. 3.00

Fresh Brewed Coffee 2.00

Fresh Brewed Tea 2.00 Free Refills

Bottle Drinks

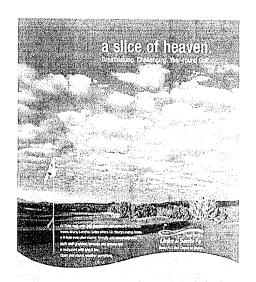
Water 1.50

PowerAde 2.50

Monster Energy Drinks 3.00



add cheese & OF FRIES 3.99 chile for 1.00



Call for tee times 505,955,4400 205 Caja del Rio Rd. off HWY 599 linksdesantafe.com

