

City of Santa Fe, New Mexico

LEGISLATIVE SUMMARY

Bill No. 2018-__

Marty Sanchez Golf Rates

SPONSOR(S): Councilor Lindell

SUMMARY: The proposed bill amends the golf rates at Marty Sanchez Links de Santa Fe to include an Out-of-State rate. This is in line with other golf courses in the area and is expected to increase overall revenue for the course.

PREPARED BY: Jesse Guillen, Legislative Liaison

FISCAL IMPACT: Yes

DATE: January 12, 2018

ATTACHMENTS: Bill
FIR

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

CITY OF SANTA FE, NEW MEXICO

BILL NO. 2018-__

INTRODUCED BY:

Councilor Signe I. Lindell

AN ORDINANCE

AMENDING SECTION 23-7.4 RELATING TO GOLF RATES AT THE MRC TO ESTABLISH OUT OF STATE RATES.

BE IT ORDAINED BY THE GOVERNING BODY OF THE CITY OF SANTA FE:

Section 1. Subsection 23-7.4 SFCC 1987 (being Ord. #2013-26) is amended to read:

23-7.4 MRC Golf Rates.

A. ~~[Golf Course Green Fees with Players Club Card*:~~

(1) — Non-senior rates:

(a) — 18-hole rate:

(i) — Weekend rate ————— \$25.00

(ii) — Weekday rate ————— \$23.00

(iii) — Afternoon** rate (weekday) ————— \$17.00

(iv) — Afternoon** rate (weekend) ————— \$19.00

(v) — Junior rate (under 18) ————— \$10.00

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

- (b) 9-hole rate:
 - (i) Weekend rate \$16.00
 - (ii) Weekday rate \$14.00
 - (iii) Junior rate (under 18) \$ 8.00

- (c) The "great-28" 9-hole course:
 - (i) Weekend rate \$14.00
 - (ii) Weekday rate \$12.00
 - (iii) Junior rate (under 18) \$ 6.00

- (2) Senior rate (60 and older):
 - (a) 18 hole rate:
 - (i) Weekend rate (cart included) \$27.00
 - (ii) Weekday rate (cart included) \$25.00
 - (iii) Walking rate \$20.00

- (b) 9 hole rate:
 - (i) Weekend rate (cart included) \$18.00
 - (ii) Weekday rate (cart included) \$16.00
 - (iii) Walking rate \$15.00

- (3) Volume discount:
 - (a) 5 rounds \$110.00
 - (b) 10 rounds \$210.00
 - (c) 20 rounds \$400.00
 - (d) 30 rounds \$570.00

B. Golf Course Green Fees Without Players Club Card:*

- (1) Non-senior rates:
 - (a) 18 hole rate:

1	(i)	Weekend rate	\$31.00
2	(ii)	Weekday rate	\$29.00
3	(iii)	Afternoon** rate (weekday)	\$20.00
4	(iv)	Afternoon** rate (weekend)	\$22.00
5	(v)	Junior rate (under 18)	\$12.00
6	(b)	9 hole rate:	
7	(i)	Weekend rate	\$22.00
8	(ii)	Weekday rate	\$20.00
9	(iii)	Junior rate (under 18)	\$ 9.00
10	(e)	The "great 28" 9 hole course:	
11	(i)	Weekend rate	\$16.00
12	(ii)	Weekday rate	\$14.00
13	(iii)	Junior rate (under 18)	\$ 8.00
14	(2)	Senior rate (60 and older):	
15	(a)	18 hole rate:	
16	(i)	Weekend rate (cart included)	\$29.00
17	(ii)	Weekday rate (cart included)	\$27.00
18	(iii)	Walking rate	\$22.00
19	(b)	9 hole rate:	
20	(i)	Weekend rate (cart included)	\$20.00
21	(ii)	Weekday rate (cart included)	\$18.00
22	(iii)	Walking rate	\$16.00
23	(3)	Volume discount:	
24	(a)	5 rounds	\$140.00
25	(b)	10 rounds	\$270.00

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

(c) 20 rounds \$520.00

(d) 30 rounds \$750.00

C. *Golf Course Tournament Fees:*

(1) Weekend rate \$60.00

(2) Weekday rate \$55.00

(3) Non-peak (Tuesday, Wednesday or Thursday) \$45.00]

Type	NM Resident Rate	Out of State Rate
18 Hole Walking	\$30	\$35
18 Hole with Cart	\$48	\$53
18 Hole Senior Walking	\$25	\$28
18 Hole Senior with Cart	\$36	\$42
9 Hole Walking	\$23	\$28
9 Hole with Cart	\$34	\$40
9 Hole Senior Walking	\$20	\$25
9 Hole Senior with Cart	\$28	\$32
G-28 Walking	\$16	\$22
G-28 with Cart	\$27	\$32
G-28 Senior Walking	\$13	\$20
G-28 Senior with Cart	\$20	\$26
18 Hole Junior Walking	\$14	\$14
9 Hole Junior Walking	\$10	\$10
G-28 Junior Walking	\$9	\$9

1 ~~[*Players Club Card may be purchased for one hundred twenty five dollars (\$125.00) and is valid~~
2 ~~for one (1) year from issuance. The city manager may upon review by the city finance director~~
3 ~~authorize in writing a temporary reduction in the price for the club card for the purpose of public~~
4 ~~promotion. Such promotion shall be advertised in a local daily newspaper.~~

5 ~~**Afternoon rate is charged for play approximately four and one half (4.5) hours before sunset.~~
6 ~~Actual hours are posted monthly and are seasonal.]~~

7 [D] B. In order to maximize revenues, be competitive with area golf courses and respond
8 to market conditions, the city manager may upon review by the city finance director authorize in
9 writing an increase or decrease of twenty-five percent (25%) to the rates described in paragraphs
10 A through C above. Such rate change shall be published in a local daily newspaper. Such rate
11 change shall apply to the general public and shall not be available to a particular group or individual.
12 The city manager may also occasionally authorize special short term promotional rates.

13 [E] C. Gross receipts tax shall be paid on all greens fees set forth in paragraphs A through
14 C above. The sum of the rate and gross receipts tax shall be rounded to the next highest quarter.

15 [F] D. Juniors under the age of eighteen (18) and associated with a high school golf team
16 or a golf program will be allowed to hit two (2) large buckets of range balls each after 3:30 p.m.
17 free of charge while participating in a scheduled season.

18 [G] E. Once each fiscal year, the city may sponsor a benefit tournament to support
19 children and youth recreation programs at the Genoveva Chavez Community Center and the MRC.
20 The applicable tournament rates will not be paid from the tournament revenues, but will be
21 incorporated into the annual MRC rate analysis and proposed rate structure to cover the tournament
22 fees that would have been applicable.

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

APPROVED AS TO FORM:

Kelley A. Brennan

KELLEY A. BRENNAN, CITY ATTORNEY

City of Santa Fe Fiscal Impact Report (FIR)

This Fiscal Impact Report (FIR) shall be completed for each proposed bill or resolution as to its direct impact upon the City's operating budget and is intended for use by any of the standing committees of and the Governing Body of the City of Santa Fe. Bills or resolutions with no fiscal impact still require a completed FIR. Bills or resolutions with a fiscal impact must be reviewed by the Finance Committee. Bills or resolutions without a fiscal impact generally do not require review by the Finance Committee unless the subject of the bill or resolution is financial in nature.

Section A. General Information

(Check) Bill: X Resolution: _____

(A single FIR may be used for related bills and/or resolutions)

Short Title(s): **AN ORDINANCE AMENDING SECTION 23-7.4 RELATING TO GOLF RATES AT THE MRC TO ESTABLISH OUT OF STATE RATES.**

Sponsor(s): Councilor Lindell

Reviewing Department(s): Parks and Recreation Department

Persons Completing FIR: Jennifer Romero Date: 1/4/18 Phone: 955-4465

Reviewed by City Attorney: *Kelley A. Brennan* Date: 1/12/18
(Signature)

Reviewed by Finance Director: *[Signature]* Date: 1/16/18
(Signature)

Section B. Summary

Briefly explain the purpose and major provisions of the bill/resolution:
This bill simplifies and condenses the rates currently offered at the Marty Sanchez Links de Santa Fe golf course. The bill also institutes an out-of-state rate that is in line with the rates charged at other, similar golf courses in the area.

Section C. Fiscal Impact

Note: Financial information on this FIR does not directly translate into a City of Santa Fe budget increase. For a budget increase, the following are required:

- a. The item must be on the agenda at the Finance Committee and City Council as a "Request for Approval of a City of Santa Fe Budget Increase" with a definitive funding source (could be same item and same time as bill/resolution)
- b. Detailed budget information must be attached as to fund, business units, and line item, amounts, and explanations (similar to annual requests for budget)
- c. Detailed personnel forms must be attached as to range, salary, and benefit allocation and signed by Human Resource Department for each new position(s) requested (prorated for period to be employed by fiscal year)*

1. Projected Expenditures:

- a. Indicate Fiscal Year(s) affected – usually current fiscal year and following fiscal year (i.e., FY 03/04 and FY 04/05)
- b. Indicate: "A" if current budget and level of staffing will absorb the costs
 "N" if new, additional, or increased budget or staffing will be required
- c. Indicate: "R" – if recurring annual costs
 "NR" if one-time, non-recurring costs, such as start-up, contract or equipment costs
- d. Attach additional projection schedules if two years does not adequately project revenue and cost patterns
- e. Costs may be netted or shown as an offset if some cost savings are projected (explain in Section 3 Narrative)

Finance Director: _____

_____ Check here if no fiscal impact

Column #:	1	2	3	4	5	6	7	8
	Expenditure Classification	FY _____	"A" Costs Absorbed or "N" New Budget Required	"R" Costs Recurring or "NR" Non-recurring	FY _____	"A" Costs Absorbed or "N" New Budget Required	"R" Costs – Recurring or "NR" Non-recurring	Fund Affected

Personnel*	\$ _____	_____	_____	\$ _____	_____	_____	_____
Fringe**	\$ _____	_____	_____	\$ _____	_____	_____	_____
Capital Outlay	\$ _____	_____	_____	\$ _____	_____	_____	_____
Land/ Building	\$ _____	_____	_____	\$ _____	_____	_____	_____
Professional Services	\$ _____	_____	_____	\$ _____	_____	_____	_____
All Other Operating Costs	\$ _____	_____	_____	\$ _____	_____	_____	_____
Total:	\$ _____	_____	_____	\$ _____	_____	_____	_____

* Any indication that additional staffing would be required must be reviewed and approved in advance by the City Manager by attached memo before release of FIR to committees. **For fringe benefits contact the Finance Dept.

2. Revenue Sources:

- a. To indicate new revenues and/or
- b. Required for costs for which new expenditure budget is proposed above in item 1.

Column #:	1	2	3	4	5	6
	Type of Revenue	FY 17/18 _____	"R" Costs Recurring or "NR" Non-recurring	FY 18/19 _____	"R" Costs – Recurring or "NR" Non-recurring	Fund Affected

Greens Fee	\$5,353	R	\$ 16,059	R	51600.433575
_____	\$ _____	_____	\$ _____	_____	_____
_____	\$ _____	_____	\$ _____	_____	_____
Total:	\$ 5,353	_____	\$ 16,059	_____	_____

3. Expenditure/Revenue Narrative:

Explain revenue source(s). Include revenue calculations, grant(s) available, anticipated date of receipt of revenues/grants, etc. Explain expenditures, grant match(s), justify personnel increase(s), detail capital and operating uses, etc. (Attach supplemental page, if necessary.)

With implementation of an out of state rate effective March 1, 2018, we estimate approximately \$5,353 in additional revenue during FY17/18, from March 2018 through June 2018. For FY18/19, we estimate approximately \$16,059 in additional revenue from July 2018 through June 2019.

Ten percent (10%) of our total rounds come from out of state golfers. Calculation: Total revenue generated per year under current rate structure.

FY14/15: = \$627,652

FY15/16: = \$629,177

FY16/17: = \$670,284

3 year average total: \$1,927,113 divided by 3 years = \$642,371; Ten percent (10%) of this amount = \$64,237

With the out of state rate increase totaling twenty five percent (25%): \$64,237 x 25% = \$16,059.28 (total revenue for one year)

\$16,059.28 divided by 12 months x 4 months = \$5,353 total revenue generated for four months

Section D. General Narrative

1. Conflicts: Does this proposed bill/resolution duplicate/conflict with/companion to/relate to any City code, approved ordinance or resolution, other adopted policies or proposed legislation? Include details of city adopted laws/ordinance/resolutions and dates. Summarize the relationships, conflicts or overlaps.

None identified.

2. Consequences of Not Enacting This Bill/Resolution:

Are there consequences of not enacting this bill/resolution? If so, describe.

The golf course will not be able to change their rates in the way that is desired.

3. Technical Issues:

Are there incorrect citations of law, drafting errors or other problems? Are there any amendments that should be considered? Are there any other alternatives which should be considered? If so, describe.

None identified.

4. Community Impact:

Briefly describe the major positive or negative effects the Bill/Resolution might have on the community including, but not limited to, businesses, neighborhoods, families, children and youth, social service providers and other institutions such as schools, churches, etc.

The proposed rate restructuring simplifies the rates while also incorporating an out-of-state rate. This rate is consistent with those offered by other nearby golf courses and will allow Marty Sanchez Links de Santa Fe to increase its revenue to by approximately \$16,059 per year.