



Agenda

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PARKS DIVISION

MARTY SANCHEZ LINKS DE SANTA FE ADVISORY COMMITTEE MEETING

THURSDAY April 12, 2012

**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

March 8, 2012

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 – (2012 Tournament calendar updates)
 - Back 9 Grill – (Restaurant updates)
7. Matters from the Committee
8. Adjournment

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MEETING OF THE
MARTY SANCHEZ LINKS DE SANTA FE ADVISORY COMMITTEE
April 12, 2012

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**MINUTES OF THE MEETING OF THE
MARTY SANCHEZ LINKS DE SANTA FE ADVISORY COMMITTEE
Administration Building
Marty Sanchez Links de Santa Fe
April 12, 2012**

1. CALL TO ORDER

A regular meeting of the Marty Sanchez Links de Santa Fe Advisory Committee was called to order on Thursday, April 12, 2012, at approximately 3:00 p.m., by Maurice Bonal, Chair, at the Administration Building, Marty Sanchez Links de Santa Fe.

2. ROLL CALL

MEMBERS PRESENT:

Maurice Bonal, Chair
Karleen Boggio-Montgomery
John Gabaldon
Al Jahner
Fred Lopez
Signe Lindell
Lee Sanchez
Tila Shaya
Ned Siegel
[Vacancy]

MEMBERS EXCUSED:

Councilor Carmichael Dominguez
Jake "Coach" Martinez

STAFF/OTHERS PRESENT:

Martin Lujan, Director, Recreation Division
Jennifer Romero, Administration
Fabian Chavez, Director, Parks Division
John Allen, Golf Course Superintendent
Ross Nettles, Golf Pro
Clarissa Lovato, Elevate Media
Dario Gonzales, Back 9 Grill
Elizabeth Martin [for Melessia Helberg, Stenographer]

There was a quorum of the membership in attendance

3. APPROVAL OF AGENDA

Chair Bonal said he would like to add a presentation by Tom Cole to be included as Item #6, following the Comments from the Chair.

MOTION: Signe Lindell moved, seconded by Tila Shaya, to approve the agenda as amended.

VOTE: The motion was approved on a voice vote, with Al Jahner absent for the vote.

4. APPROVAL OF MINUTES – MARCH 8, 2012

MOTION: John Gabaldon moved, seconded by Tila Shaya, to approve the minutes of the meeting of March 8, 2012, as submitted.

VOTE: The motion was approved on a voice vote, with Al Jahner absent for the vote.

5. COMMENTS FROM THE CHAIRMAN (MAURICE BONAL)

Chair Bonal said the past week he cleaned out his “stuff,” and he ran across a copy of the original presentation by this Committee made to the City Council to get the Marty Sanchez Golf Course approved, and gave a copy of the presentation to each Committee member as a memento. He asked that a copy be placed on file permanently in this office. He gave a brief history and overview of the presentation.

Al Jahner arrived at the meeting

6. PRESENTATION

Tom Cole said he has been a player at Marty Sanchez since the days of the modular trailer, noting he helped form, and is a past President of, the Men's Golf Association. He said his friend, Dave Miller, recently passed away and he, and others, would like to honor him with some sort of marker on the golf course. He said they would like to honor other deceased players as well. He said Mr. Miller had played at Marty Sanchez since it opened.

Mr. Cole said he has an idea about how to honor people at the Golf Course that have played for many years who have passed away, which he has discussed with Chair Bonal, John Allen and Ross Nettles. He said John Allen has identified an area behind the Clubhouse, near #10 where there are trees and rocks which could support the positioning of the structure and plaques, and where Mr. Allen already has to mow by hand. He said his idea is not to create more work for the crew, or to have the City pay anything for the memorial.

Mr. Cole said his idea is to have an area on the Golf Course with a place to put small plaques to honor each person selected. He said the area would be maintained by volunteers and the plaques would be funded by the families of the deceased, and the maintenance funded by private donors. He suggested a stone or wood structure, with "We Remember" or "Friends of Marty," where the plaques could be affixed. He said the plaques would be small and uniform. He is asking for general agreement of the concept, and if approved, he will come back with the details, including a design plan. He said Chair Bonal has indicated he would like the Committee to determine whose name will go on the memorial.

Chair Bonal stressed that Mr. Cole is asking for concept approval only. He said he will appoint a subcommittee to work with Mr. Cole to look at the proposed plan and design, and to discuss those details. He said he envisions doing something like they do at the Country Club to honor deceased golfers with a uniform plaque, and suggested honoring one person per year.

The Committee discussed various ideas for the size of the plaque and the best prices, and such. Chair Bonal said these are things to be considered by the subcommittee.

MOTION: Fred Lopez moved, seconded by John Gabaldon, to approve the concept as suggested by Mr. Cole and the Chair.

DISCUSSION: Chair Bonal said the living will not be honored, and this will be for deceased players only.

Mr. Lopez said two individuals asked previously to do this, and were refused, and he would like consideration to be given to honor those individuals if this plan is approved, and Ms. Shaya agreed.

Chair Bonal said he would leave these things to the Subcommittee, and asked Mr. Lopez if he would be willing to serve, but Mr. Lopez said he couldn't because he is too busy at this time.

Chair Bonal reiterated that Mr. Cole is just looking for conceptual approval.

Mr. Jahner asked if the plan is to honor one person a year, and what the criteria would be for the selection, commenting he would like to see criteria established as to who would be eligible, and perhaps there might be 2-3 in a given year. He said the Country Club Board of Directors vote on who is to be honored.

Chair Bonal asked Mr. Jahner if he would be willing to develop the criteria, and Mr. Jahner said he couldn't do that at this time, reiterating that there might be more than one in a given year.

Chair Bonal said these are the kinds of things that the subcommittee will consider.

Mr. Siegel talked about the idea of "Hole In One Bucks."

Chair Bonal said we will discuss that at a future meeting.

VOTE: The motion was approved unanimously on a voice vote.

Chair Bonal said he will appoint a subcommittee to work with Mr. Cole to plan the award concept which will be brought back to this Committee for approval.

[STENOGRAPHER'S NOTE: This item was added to the agenda on the day of the meeting as a presentation. However, the Committee voted on this item which is not permitted under the Open Meetings Act for items which are not listed on the published agenda. This item should be placed on the agenda for action at the next meeting for ratification by the Committee by motion/second/vote.]

7. STAFF REPORTS

A. ADMINISTRATION (REVENUE AND GOLF ROUNDS SUMMARY, ADMINISTRATIVE UPDATES.

A copy of "Marty Sanchez Links de Santa Fe Golf Summary," dated April 12, 2012, is incorporated herewith to these minutes as Exhibit "1."

A copy of a news article from *The Santa Fe New Mexican* dated April 3, 2012, regarding the construction on #599, is incorporated herewith to these minutes as Exhibit "2."

A copy of a Memo to File, from Karleen Boggio-Montgomery is incorporated herewith to these minutes as Exhibit "3."

Martin Lujan introduced the Parks Division Director, Fabian Chavez, who is attending today's meeting.

Golf and Grounds Summary

Mr. Lujan reviewed the information in Exhibit "1." Please see Exhibit "1" for specifics of this presentation.

Mr. Lujan said he believes we will meet or exceed last years rounds, probably 36,000-37,000 rounds, noting last years was one of the best we've had in a long time.

Mr. Jahner noted we are down 270 rounds in March, and \$9,300 in revenue, which really doesn't make sense.

Mr. Lopez said he believes what happens is that the funds aren't transferred to us until the end of April, so there probably be a much different number in next month's report to account for this – it is a timing differential.

Mr. Lujan said he will look into that and report back to the Committee.

Construction on #599

Mr. Lujan said the construction is beginning on #599. He said they have asked the marketing people to eblast it, send it out on Face Book, get it out on the social media, and put this up in the restaurant and pro shop. He said we don't know the start date for the work on Caja del Rio, which could further complicate how people get here. He said they are going to resurface the road, and widen it in places so they can put in pull-off lanes to the Golf Course and the softball complex, and into two neighborhoods. He said we want to be sure to communicate to golfers that it may take longer to get here, noting there may be a pilot car system.

Mr. Lopez asked if it would be possible to contact County Public Works to grade 62 which would be an alternative route, which is in bad condition.

Mr. Lujan will invite them to the next meeting and we can talk to them.

Ms. Boggio-Montgomery reviewed the information in Exhibit "3," noting she spoke with Miguel Gabaldon at the Highway Department, who said Rosanne Rodriguez is the PIO person for the project. Please see Exhibit "3" for specifics of this presentation.

Financial Update

Mr. Lujan noted the budget is flat and the only increase is to address broadband issues, noting the first Finance Committee meeting is on Wednesday, and they will be defending the proposed budget at that time. He said GRTs are up, and they will be looking at some capital expenditures.

Responding to the Chair, Mr. Lujan said the most needed items are two trucksters, a spreader, an aerator and others, noting it costs more to maintain than to buy new equipment. He hopes consideration is given to replace a few of these.

Mr. Siegel asked the life span of the equipment.

Mr. Allen said the industry standard is that they usually trade them in every 4-5 years, and they trade the whole fleet and lease another fleet. However, we own our own equipment, so we try to push that out a little bit.

B. SUPERINTENDENT (GOLF COURSE CONDITIONS UPDATE)

John Allen reported as follows:

- They are understaffed right now and they are trying to hire seasonal workers, and hopes that happens very soon.

- They are doing aeration of the greens, fertilized this week, and are just trying to stay on schedule. The Parks Division has been very helpful when they need additional assistance.
 - The demand for use of the MRC is good, because of work on the parks which is creating the relocation of teams and leagues, so hopefully there will be a bottom line revenue increase.
 - Gino Sosaya is to receive staff recognition today at the end of his shift and he will be here soon, noting he will be presented with a Muchas Gracias certificate from Mayor Coss.
- Mr. Gabaldon asked if we still have the Employee of the Month awards here.
- Mr. Lujan said that has been incorporated into the Muchas Gracias certificate.
 - They have been working on other projects, noting fertilizing is almost done, and the main body of the range has been done. In a week they will be aerating and seeding the main body of the driving range, using the same system of aerating as last year with the smaller tines. This allows the areas to reopen much sooner.
 - They are working on seeding weak areas and hauling sand to the bunkers. Volunteers set up the patio area, painted markers and helped in other areas.
 - They received sod from the Herb Martinez Park when it replaced the sidewalks, and will be using that sod in several areas of the course.
 - They are working on irrigation repairs. Over the next couple of weeks the seasonal staff will be working on the aeration.
 - They have been working on landscaping, staining the railing, and anything else which needs to be done.
 - There is water in the restrooms on the course, and they completed the burn process around the lakes and the river feature between #4 and #16 which should be turning green soon.
 - The volunteers worked on the markers around the course.
 - There are sod replacement projects on the range, hopefully next week or the week after. They are replacing sod in areas which have been worn down by trucks and golf carts near the tees and greens, to try to fill-in those.
 - They will start top dressing on Friday and it should be complete by the end of next week.
 - Overall, the course is in pretty good shape.

The Board commented and asked questions as follows:

- Mr. Sanchez asked how successful they are at getting the temps from last year to return.
Mr. Lujan said some find full-time classified jobs, although some have come back to work for the summer and that's good, because they are trained.
- Mr. Sanchez asked if they will be informing players when they are doing fertilizing and pesticides so chemically sensitive players will know not to play in those areas.
Mr. Allen said when they use pesticides, they post notices at the Pro Shop and Grill, and Mr. Nettles said they eblast the list they have of the chemically sensitive players.

C. MARKETING (ADVERTISING UPDATES)

A copy of "Marketing & Promotion Summary," dated April 12, 2012, prepared by Elevate Media, is incorporated herewith to these minutes as Exhibit "4."

Jennifer Romero said Ms. Lovato couldn't be here today, and reviewed the Marketing Report. Please see Exhibit "4" for specifics of this presentation.

Mr. Lujan said they are partnering with the City recreational programs to have ½ day camps, noting Mr. Nettles and staff will be providing the instruction. He said the reason they partnered with some of these groups is because there is a target audience already in place in terms of transportation. He said there are open spots beyond the 14 kids they bring out, for people who want to bring their kids to get them involved. He said there will be 3 age groups. He said this is an effort to build our young golfers.

D. PRO SHOP (2011 TOURNAMENT CALENDAR UPDATES)

A copy of the updated *Marty Sanchez Links de Santa Fe Calendar of Events 2012*, is incorporated as Exhibit "5."

Mr. Nettles reviewed the Calendar. Please see Exhibit "5" for specifics of this presentation.

Mr. Nettles said Miguel Macias is at the Air Force Academy grew up playing golf here, so his family sent us a large framed and signed photograph to hang in the pro shop. He said his dad has said what a great influence we were on Miguel.

Mr. Martin said this is what we want to do with these kids through the golf camps and the whole vision here at Marty Sanchez.

Chair Bonal suggested we hang a picture of little Marty Sanchez as well, noting he learned to golf at our course and received a golf scholarship to attend college.

Mr. Lujan commended Mr. Nettles and staff for their success with the Capital High School Tournament.

Mr. Nettles said the Mayors Cup ProAm is coming up July 6, 7, and 8, noting this is our signature tournament, and he talked about advance promotion of the event.

Ms. Boggio-Montgomery said she attended the last Cup of Joe with the Pro, and it was well attended and wonderful.

Chair Bonal talked about the Mayor's Cup which is the banner event and the course, and asked everyone on the Committee to work on that.

At this time Gino Sosaya arrived at the meeting.

Chair Bonal presented him with the Mayor's Muchas Gracias award for all of his hard work and dedication, and gave him heartfelt thanks on behalf of the Board for his hard work and leadership.

Mr. Sosaya thanked the Committee for this award, and said it is for everyone who works so hard.

E. BACK 9 GRILL (RESTAURANT UPDATES)

A copy of the menu with the proposed price changes is incorporated herewith to these minutes as Exhibit "6."

Mario Gonzales said they are still plugging away. He said at the last meeting he brought up the menu price changes, and distributed a copy of the menu with the proposed price changes which are fairly modest. He said Mr. Lujan is going to look at it.

Mr. Lujan said we approve the prices, but he would like the Committee to look at it.

Dario Gonzales said they are barely staying afloat right now financially. He said he understands they signed a contract and have to abide by that, but that contract is hurting him financially right now. He said he has to rent golf carts to deliver beverages to the course and it costs him \$500 per month, noting two are broken down and the warranties was expired, so it cost him another \$100 to get them repaired. He said the price of food has increased. He is trying to follow the contract, but it has been rough for him.

Chair Bonal said he doesn't think this Committee gets involved in the day to day operation of the restaurant, but we will get involved if there is a breach of the contract. He doesn't think we want to get involved in what Mr. Gonzales charges for food and beverage.

Responding to the Chair, Mario Gonzales said they are hoping to implement the price increases in the next two weeks.

Dario Gonzales said the contract says the prices can be implemented after administrative review and approval.

Mr. Lopez said he understands things are tough economically. However, we still do not have the financial statements which would show the financial condition of operation of the system – profit and loss. He said it is required by the contract. He said he will bring it up every meeting until we receive those financial statements required by the contract. He agreed that this Committee shouldn't be involved in the pricing of food and beverage. However, to convince him that there are financial difficulties he needs to look at a profit and loss statement, and a balance sheet.

Responding to the Chair, Dario Gonzales said they have given all of the information to the CPA, but they have to pay \$4,000 to get the financial statement and he can't pay the \$4,000.

Ms. Boggio-Montgomery said if they make \$200,000 or more, the Club gets 2% of that in addition to rent, and asked if the Club is getting that money.

Mr. Lujan said there is no way to know that, or to reconcile that from what has been given to the Club, and we need those documents. He said this is an accountability issue, because if we are audited, as an enterprise fund, if we don't have complete documents, then we are non-compliant. He said a lot of people are feeling the pinch right now, but there is no justification right now without those documents.

Chair Bonal expressed surprised at how much the CPA is charging. He talked about the availability of Quick Books, and how easy it would be to produce financial statements with that software, and suggested they want to look into that.

Mr. Martin said the confusing thing is, that when this was requested previously, Mario said they were in the works and we would get them.

Dario Gonzales said the CPA has all the paperwork which is needed, with the exception of the last half of the year.

Chair Bonal said then Mr. Lopez is asking for a profit and lost statement and a balance sheet.

Mr. Lopez said his position is that we don't know his actual situation without those.

Chair Bonal asked Dario Gonzales when he can get this information.

Mr. Gonzales said last month he said hopefully they would have the money needed and would have them to the City by June 1, 2012.

Chair Bonal asked Mr. Lujan if this would be satisfactory.

Mr. Lujan said he feels this has risen to the level to be taken to the City Finance office, noting we have been requesting the reports for more than a year. He doesn't want to be in the position where he is accommodating something he doesn't have the authority to accommodate. He wants to clear this with Mr. Chavez, Mr. Pino and Robert Romero, to be sure he has the authority.

Chair Bonal asked when budget hearings start and Mr. Lujan said on April 18th. He said he can meet with them and formalize it in a letter to the Back 9 Grill, with regard to the City's expectations, and get back to the Committee and the Back 9 Grill with regard to what is required, reiterating he can't make this call without being sure he has full approval from the City.

Mr. Gabaldon said if we set a deadline, they have to get the money to get that information, and if they can't do it, what happens next.

Mr. Martin said then the next discussion will be about how we transition.

Responding to Mr. Lopez, Mr. Martin said the motion could be that this Committee directs him to gather the information for feedback with regard to timelines and deadlines required by the City under the contract, and get that information to the Committee and to the Back 9 Grill, as soon as possible, in relationship to the discussion he will have with Finance.

Mr. Lujan, responding to Ms. Boggio-Montgomery, said it is to have a discussion with Finance regarding the end of the year financial statements required under the contract due to the City.

MOTION: Fred Lopez moved, seconded by Al Jahner, that the Back 9 Grill provide the City of Santa Fe a Balance Sheet and a Profit and Loss Statement through December 31, 2011, not later than April 30, 2012, and "as part of the motion I would ask Mario if he can comply with that."

DISCUSSION: Mario and Dario Gonzales said this isn't enough time for them to comply.

Chair Bonal said the staff is in a dilemma, and he's just finding out now. He said Mr. Lujan is going to budget hearings, but he doesn't have the ammunition as to the total picture, including, but not limited to the Pro Shop and the Back 9 Grill. He doesn't believe this request is unreasonable.

Mr. Jahner said if they have the information, they can buy a \$50 to \$100 program, they can get that information out in the afternoon.

Chair Bonal said it is not up to this Committee to determine how they come up with the information or what they have to do to get it, but just to get the information which is the bottom line – how they get the information is their business.

Ms. Boggio-Montgomery said at the last meeting Mario told this Committee they still owed the CPA \$4,000 and asked if that is correct, and Mr. Gonzales said yes.

Mr. Gonzales said they have all of the information and that's what they need to pay him to get the reports.

Chair Bonal said that seems like a huge amount just to produce a Profit & Loss and a Balance Sheet.

Mr. Jahner asked, "Is this taxes and everything involved."

Mr. Gonzales said this is just for the documents.

Mr. Lopez said it isn't within our purview to ask these questions.

VOTE: The motion was passed unanimously on a voice vote.

8. MATTERS FROM THE COMMITTEE

Ms. Lindell said some of the Marshals and Starters seem to be working pretty hard now, and there has been a change of attitude. She asked if it would be possible to let them bank 4 rounds, rather than 2 rounds.

Mr. Nettles said for working a shift of 6-8 hours, the Marshal and Starters get two 18-hole rounds, and there is no accrual of those rounds – "use it or lose it." He said the reason was, there were people years and years ago who would work all summer and not play much golf and accrue all of those rounds, then they would quit and play those rounds over the winter and that was not okay, so it was eliminated at that point. The current rule says they have two rounds and must use it or lose it. They get two rounds per shift per week.

Chair Bonal said he never knew we gave them free rounds.

Ms. Lindell asked if they could accrue four rounds, which doesn't seem to her to be an excessive number.

Mr. Lujan said part of the issue would be accrual, and he asked Mr. Nettles his thoughts, commenting we want them to use the rounds, noting it was decreased from 3 rounds to 2, and this is an average for what they would be paid. He said we have to be careful in terms of the perception that they are banking rounds. However, we want to thank the Marshals and Starters for their time.

Chair Bonal said most of us didn't know about this, but there needs to be a policy which is consistent.

Mr. Lopez said this came about because of abuse of the system, and the reason it had to be "corralled" is because everyone was banking 6 rounds and then not working until they had zero rounds, and then they started working again.

Mr. Nettles said they were trying to get to a middle ground, and we're always battling a perception downtown, as well as that Mr. Lujan is under pressure to be sure it is where "the powers that be want it to be," and doesn't know where that sweet spot is, and right now they want it corralled a little bit. He understands what Ms. Lindell is saying and the concerns which have been expressed to her. However, we have to protect the City and there is a balance there, but he doesn't know where the perfect balance is. He is willing to do whatever the City thinks is best and meet our goal.

Chair Bonal asked if people work multiple shifts during the week, and Mr. Nettles said very seldom.

MOTION: John Gabaldon moved, seconded by Al Jahner, to change the policy where the Marshals and Starters are capped out at 3 rounds of golf.

VOTE: The motion was approved unanimously on a voice vote.

MOTION: Karleen Boggio nominated Jennifer Romero to receive the Muchas Gracias Award next month, and Fred Lopez seconded.

VOTE: The motion was approved unanimously on a voice vote.

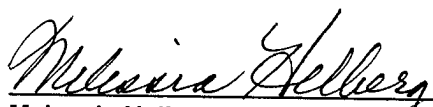
[STENOGRAPHER'S NOTE: All of the above were voted upon without being published as an action item, which is not permitted under the Open Meetings Act for items which are not listed on the published agenda.]

9. ADJOURNMENT

MOTION: Tila Shaya moved, seconded by Karleen Boggio-Montgomery, to adjourn the meeting.

VOTE: The motion was approved unanimously on a voice vote, and the meeting was adjourned at approximately 4:45 p.m.

Maurice Bonal, Chair


Melessia Helberg, Stenographer

Marty Sanchez Links de Santa Fe Golf
Summary

GOLF CART REVENUE

Months	Actual 10/11 revenue \$296,866	11/12 revenue actual	over/under/ LFY
July	\$ 49,008	\$ 47,832	\$ (1,176)
august	51,161	46,959	\$ (4,202)
sept	39,486	37,081	\$ (2,406)
oct	30,216	27,458	\$ (2,758)
nov	12,016	9,994	\$ (2,023)
dec	6,337	41	\$ (6,296)
jan	2,904	3,039	\$ 135
feb	4,299	3,513	\$ (786)
march	15,284	14,141	\$ (1,143)
april	18,737	-	\$ -
may	27,511	-	\$ -
june	39,909	-	\$ -
Totals	\$ 296,866	\$ 190,057	\$ (20,654)
			-10%

LFY 10/11 296,866 11/12 190,057 over/under LFY \$(20,654) -10%

DRIVING RANGE REVENUE

Months	Actual 10/11 revenue \$79,263	11/12 revenue actual	over/under/ LFY
July	\$ 12,418	\$ 10,853	\$ (1,565)
august	12,045	10,650	\$ (1,394)
sept	9,142	8,181	\$ (961)
oct	6,503	5,849	\$ (654)
nov	4,541	3,433	\$ (1,108)
dec	463	599	\$ 135
jan	1,064	1,956	\$ 892
feb	359	2,251	\$ 1,892
march	4,531	5,590	\$ 1,060
april	8,096	-	\$ -
may	9,829	-	\$ -
june	10,272	-	\$ -
Totals	\$ 79,263	\$ 49,363	\$ (1,703)
			0%

LFY 10/11 79,263 11/12 49,363 over/under LFY \$(1,703) 0%

PRO-SHOP REVENUE (gross)

Months	Actual 10/11 revenue \$231,282	11/12 revenue actual	over/under/ LFY
July	\$ 31,519	\$ 30,252	(1,268)
august	\$ 26,699	\$ 31,206	4,507
sept	\$ 31,828	\$ 27,159	(4,669)
oct	25,216	22,848	(2,368)
nov	12,426	10,214	(2,213)
dec	10,083	6,971	(3,112)
jan	5,535	4,775	(760)
feb	7,287	6,912	(375)
march	14,377	14,495	118
april	20,307	-	-
may	20,876	-	-
june	25,127	-	-
Totals	\$ 231,282	\$ 154,832	\$ (10,140)
			-6.1%

LFY 10/11 231,282 11/12 154,832 over/under LFY \$(10,140) -6.1%

GOLF TOURNAMENT REVENUE

Months	Actual 10/11 revenue \$17,587	11/12 revenue actual	over/under/ LFY
July	\$ 2,571	\$ 6,378	\$ 3,807
august	5,120	4,075	\$ (1,045)
sept	2,870	4,473	\$ 1,603
oct	5,540	3,436	\$ (2,104)
nov	1,486	-	\$ (1,486)
dec	-	-	\$ -
jan	-	-	\$ -
feb	-	190	\$ 190
march	-	-	\$ -
april	-	-	\$ -
may	-	-	\$ -
june	-	-	\$ -
Totals	\$ 17,587	\$ 18,552	\$ 965
			5%

LFY 10/11 17,587 11/12 18,552 over/under LFY \$965 5%

Exhibit "1"

Marty Sanchez Links de Santa Fe Golf
Summary

Actual 10/11 rounds 38154		11/12 rds Actual		over/ under/ LFY	
Months					
July	6,076	5,297	(779)		
august	6,055	5,029	(1,026)		
sept	4,610	4,282	(328)		
oct	3,755	3,223	(532)		
nov	1,790	1,433	(357)		
dec	992	3	(989)		
jan	619	571	(48)		
feb	833	653	(180)		
march	2,363	2,092	(271)		
april	2,784	-	-		
may	3,559	-	-		
june	4,718	-	-		
Totals	38,154	22,583	(4,510)		
		# incl tourna.	-17%		

Actual 10/11 revenue \$706,351		11/12 revenue actual		over/ under/ LFY	
Months					
July	\$ 106,674	\$ 101,498	(\$ 5,175)		
august	108,634	93,748	(14,886)		
sept	81,002	78,828	(2,174)		
oct	67,544	59,916	(7,628)		
nov	31,053	27,054	(3,999)		
dec	17,784	51	(17,733)		
jan	12,634	10,211	(2,423)		
feb	14,110	13,114	(996)		
march	49,369	39,988	(9,381)		
april	56,204	-	-		
may	70,367	-	-		
june	90,656	-	-		
Internal deposits	-	663			
internal deposits	50	-			
Internal deposits	270	-			
Totals	\$ 706,351	\$ 425,071	(\$ 64,395)		
			-13%		

Actual 10/11 rounds 38154

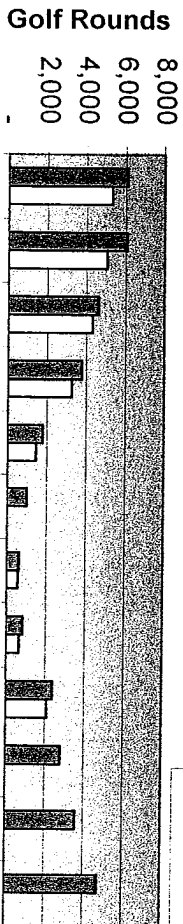
Actual 10/11 revenue \$706,351

Actual 11/12 revenue \$425,071

Actual 11/12 revenue \$425,071

Golf rounds comparison

10/11 ty 11/12 ty



projections based on last fiscal yr 10/11

NOTE:
Total Greens Fee Revenue incl: March
Gms Fees = \$ 38083.87
GRT total = \$ 1904.19

Total Gms & GRT \$38,083.87
Internal Deposits by our office 663 JAN 1/24
- SNOW DAYS TOTAL FOR 43 DAYS

Months

SANTA FE NEW MEXICAN.com

Construction projects on I-25, N.M. 599 set to start

By Tom Sharpe | The New Mexican

4/3/2012

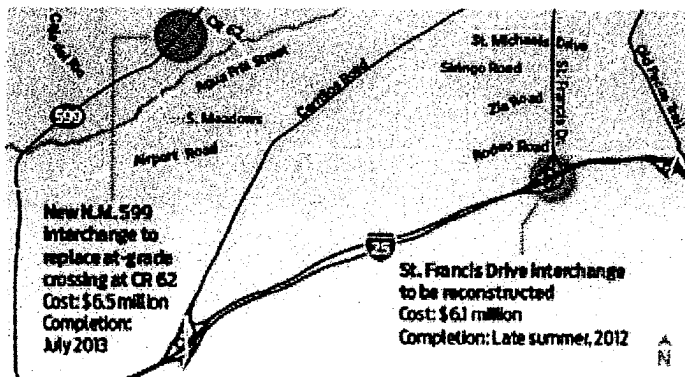


Photo by:

Motorists using two popular traffic routes on Santa Fe's south and southwest sides soon will encounter detours to allow for major reconstruction work, the New Mexico Department of Transportation said Tuesday.

Northbound Interstate 25's offramp onto St. Francis Drive, which carries U.S. 84/285 traffic through the city, will be shut down from early May to late summer.

During the estimated 55-day closure, motorists entering Santa Fe from I-25 will need to take the Cerrillos Road exit or the Old Pecos Trail exit.

The closure will allow contractors to do \$6.1 million worth of rehabilitation work on four bridges on I-25 and one on the northbound offramp. This will include replacing concrete decks and bridge railings, repairing abutments, piers and wing walls, building new approach slabs and rehabilitating the pavement on the northbound offramp.

Contractors last month erected bridge netting on the northbound offramp to prevent birds from nesting in the area, which Department of Transportation spokeswoman Rosanne Rodriguez described as part of the department's "environmental commitment."

Also to be closed later this month is the at-grade intersection of County Road 62, also known as Caja del Oro Grant Road, with N.M. 599, also known as the Santa Fe Relief Route or the Veterans Memorial Highway.

County officials and local residents have asked for improvements there due to a series of fatal accidents -- including two last summer. The last, in July, resulted in the death of Elizabeth Gonzales, 24, of Santa Fe.

Contractors plan to rebuild this intersection to create a diamond interchange with new off- and on-ramps, cross roads, roundabouts, curbs and gutters, roadway lighting, landscaping and other miscellaneous construction.

The \$6.5 million project is expected to take more than a year to complete, so the new connection will not reopen until July 2013.

During the closure, N.M. 599 and its frontage roads will remain open, but local traffic seeking to cross N.M. 599 will have to use the intersections at County Road 70 or County Road 70B.

Contact Tom Sharpe at 986-3080 or tsharpe@sfnewmexican.com.

*Ann Karleen Baggio-Montgomery
1020 Placita Loma
Santa Fe, New Mexico 87501
(505) 982-2025*

MEMO TO FILE

WEEK OF 4-2-12

REPORT TO BOARD--MEETING 4-12-12

RE: ROAD CONSTRUCTION BY NMSHD (SR 599 AND CAJA DEL RIO)

Contacted Miguel Gabaldon--476-4200

Contract for project in place AUI Inc.

Environmental study is being conducted

Prairie Dog study--Critters will be relocated

Earthwork study being conducted

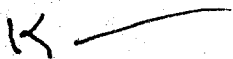
May 1, 2012--Detours and closing of roads will begin

Future public meetings will be announced

PIO person will be assigned--Rosanne Rodriguez

Periodic updates have been requested and will be E-mailed to
Links de Santa Fe Administrative Office.

In the event I have any further information, I will report
to the board.


Karleen

MSL board meeting
4.12.12

marketing & promotion summary

Volume Discount Card

- (4) sold through March 2012 - \$2,020 in prepaid revenue

Players Pass Card

- (42) sold through March 2012 generating \$5,250 in prepaid revenue

Web Stats

- 1,159 visitors in March, up from 668 visitors in February 2012
- 912 unique visitors (70.49% new/unique visitors & 29.51% return visitors)
- 5,889 page views
- Average visit time 3:07
- Referral sites: santafe.org (29%); ci.santa-fe.nm.us (10%) ; golfnewmexico.com (8.68%)

Top 10 cities for visits to website:

- | | |
|----------------|---------------------|
| 1. Santa Fe | 6. Austin |
| 2. Albuquerque | 7. New York |
| 3. Denver | 8. Dallas |
| 4. Los Alamos | 9. Colorado Springs |
| 5. Berthoud | 10. Houston |

Highlights

- Promotion of Golf Swap to be held this Saturday, April 14, 2012
- Social Media sweepstakes to build fans, followers and "likes" – 43 entries ends on April 13, 2012 and added 27 "likes" to Facebook Fans
- Working on Spring e-newsletter to MSL database
- Final Cup of Joe w/Pro to be held on *April 21, 2012*
- Promote Junior Golf Program

marketing & promotion summary continued...

Promotions April 2012

- **REGISTER TO WIN ROUND on GREAT 28** (*encourage new database list names*)
 - Banner on Sports & Main page of SF New Mexican
 - SantaFe.com banner
- **GOLF SEASON OPENER**
 - SF New Mexican "Deals"
 - ESPN radio
 - SantaFe.com banner
 - Signage in GCCC
 - MSL database e-blast
 - Golf outfit + round for 2 Sweepstakes on Facebook + Twitter only - "Season Opener Sweepstakes" to run for 30 days
- **SUMMER YOUTH GOLF CAMPS**
 - KBAC-FM radio
 - SF Hometown News in May
 - Post 2X per week for 4 weeks leading up to camps on MSL Facebook + Twitter. Post on Youth Group & Associations FB pages in and around Santa Fe.
- **VOLUME CARD/PLAYERS PASS**
 - Golf course video screens
 - SF New Mexican Deals
 - Social Media
- **FOLLOW US ON SOCIAL MEDIA**
 - Video Screen
 - SF New Mexican banner ad

NOTES/COMMENTS FROM BOARD MEMBERS

1.

2.

3.

4.

5.

THE MARTY SANCHEZ LINKS DE SANTA FE CALENDAR OF EVENTS 2012

DATE	DAY	TOURNAMENT
5-Apr	Thursday	LLGA Ladies' Day begins
9-Apr	Monday	Capital HS Tourney - 9:00 mini-gun
20-Apr	Friday	Tara Lujan Fundraiser - 9:00 mini-gun - 60±
21-Apr	Saturday	Men's Club - 9:00-11:30 a.m. - Joe Maestas Scramble - 60±
13-Apr	Friday	Top Dress Great 28
April 16-17	Mon-Tues	Top Dress Greens - F9 & B9
30-Apr	Monday	District 2AAAA Tourney - 9:00-11:30 a.m.
4-May	Friday	Santa Fe Public Schools Fundraiser - 9:00 shotgun
5-May	Saturday	LLGA Meet & Greet - 9:00 a.m. shotgun 40±
12-May	Saturday	Ping Demo Day - 10:00 a.m. - 2:00 p.m.
16-May	Wednesday	Senior Olympics - ttmz 9:00 - 11:30 a.m.
18-May	Friday	Christian Life golf outing - 9:00 - 10:00 ttmz
19-May	Saturday	Men's Club - 8:00-10:00 a.m.
19-May	Saturday	Nike Demo Day 10:00 a.m.-2:00 p.m.
20-May	Sunday	LLGA 4-Club Tournament - 9:00 a.m. TTMZ - 40±
21-May	Monday	Santa Fe Fiesta Council tourney - 9:00 a.m. shotgun
26-May	Friday	Taylor Made Demo Day 10:00 a.m. - 2:00 p.m.
1-Jun	Friday	Isaac Jaramillo Memorial Golf Tournament - 9:00 a.m. shotgun
2-Jun	Saturday	LLGA Whole Enchilada on Great 28 8:00 a.m. mini-gun
9-Jun	Saturday	Titleist Demo Day - 10:00 a.m. - 2:00 p.m.
13-Jun	Wednesday	Northern NM Seniors - 9:00 shotgun 100±
14-Jun	Thursday	Santa Fe Homebuilders tourney - 9:00 shotgun 100±
16-Jun	Saturday	Men's Club - 8:00-10:00 a.m.
22-Jun	Friday	AGC of Texas Annual Conference golf outing - 8:00 a.m. mini-gun - 50±
23 & 24 Jun	Sat. & Sun.	LLGA Eclectic 8:00-9:00 a.m. TTMZ 40±
30-Jun	Saturday	Golf Channel Amateur Tour - ttmz 10:00 - 12:00
3-Jul	Tuesday	SCPGA Junior Golf Assn. tournament - 9:00 shotgun on 18; 10:00 shotgun on G-28
6-Jul	Friday	Mayor's Cup Pro-Am - 9:00 a.m. shotgun
7-Jul	Saturday	Mayor's Cup - 9:00 a.m. shotgun
8-Jul	Sunday	Mayor's Cup - 9:00 a.m. shotgun
9-Jul	Monday	State Women's 9-hole Golf Assn. - 8:30 mini-gun 45±
12-Jul	Thursday	LLGA Invitational - 9:00 shotgun - 80±
14-Jul	Saturday	Santa Fe Mountain Adventures 9-hole event - 1:00 p.m. mini-gun
21-Jul	Saturday	Men's Club tourney - 8:00-10:00 a.m.
23-Jul	Monday	LLGA Inter-City Invitational - 9:00 shotgun 80±
4-Aug	Saturday	LLGA "Shamble" 8:00-9:00 a.m.
13-Aug	Monday	SF Chamber of Commerce - 8:30 shotgun 100±
18 & 19-Aug	Saturday	Men's Club Championship - 8:00-10:00 a.m.
20-Aug	Monday	NM Senior Women's Golf Assn. - 9:00 shotgun 60±
25-Aug	Saturday	Roadrunner Golf Group - ttmz 9:00 - 11:00
26-Aug	Sunday	LLGA "Tombstone" - 8:00-9:00 a.m.
28-Aug	Tuesday	Senior Golfer's of NM - 9:00 shotgun 100±
31-Aug	Friday	Fore Kids Fundraiser - 9:00 a.m. shotgun - 80±
1 & 2 Sept	Sat. & Sun.	Men's Club 2-day Match Play tourney - 8:00-10:00 a.m. each day
4, 5, & 6-Sep	Tues., Wed., Thu.	Top Dress Greens - F9, B9, G28
7 Sep	Friday	Fiesta Classic 9:00 a.m. shotgun 80±

c 11.2.7 1154

BREAKFAST

- Huevos Rancheros**
Corn tortillas topped with 2 eggs, melted cheeses, and choice of chile. Served with beans and a tortilla. ~~6.25~~ ^{6.50}
- Breakfast Burrito**
A New Mexico staple with choice of bacon, sausage, or ham, red or green chile, potatoes, and cheese. ~~4.25~~ ^{5.00}
- Smothered w/side of Beans**
2.00
- Breakfast Sandwich**
Bacon, ham, or turkey and scrambled eggs on wheatberry or sourdough bread with a side of chile. ~~5.50~~ ^{6.25}
- Chipshot Breakfast Plate**
Two eggs, bacon or ham, and papas served with beans and a tortilla or a slice of toast. ~~6.25~~ ^{6.50}

APPETIZERS

- Nachos**
Blended cheeses, beans, tomatoes, guacamole, salsa, and sour cream atop our homemade tortilla chips. ~~5.50~~ ^{5.00}
- Quesadilla Sabrosa**
Perfect blend of Cheddar & Monterrey jack cheeses. Served with guacamole, salsa, & sour cream. ~~5.50~~ ^{1.75}
- Chicken Fingers Platter(3)**
Served with fries and Ranch or BBQ dressing. ~~7.60~~ ^{5.50}
- Hot Wings**
A dozen spicy wings served with carrots, celery, and a side of ranch or blue cheese dressing. ~~6.50~~ ^{4.50}
- Chile Cheese Fries**
Smothered w/green chile & blended cheeses. ~~4.00~~ ^{4.25}
- Basket O-Rings**
A basket of our delicious golden onion rings served with a chipotle dipping sauce. ~~4.25~~ ^{5.75}
- Chips, Salsa, and Guacamole**
Fresh guacamole and salsa served with crisp homemade tortilla chips.

NEW MEXICAN

- Signature Enchiladas**
Corn tortillas layered with choice of chicken, beef, or cheese smothered with red or green chile, blended cheeses, and garnish. Served with a side of beans and a warm tortilla. ~~7.25~~ ^{7.00}
- Taco Plate(3)**
Crispy or soft "homestyle" chicken or beef tacos garnished with lettuce, tomato, and onion. Served with beans and a side of salsa, guacamole, and sour cream. ~~7.00~~ ^{6.75}
- Flautas(3)**
Golden & blue corn chicken or beef flautas. Garnished with lettuce, tomato, onion, sour cream, guacamole, and served with a side of beans and a warm tortilla. Choice of red, green, or salsa side. ~~6.25~~ ^{7.00}
- Smothered Grande Burrito**
Generously stuffed with choice of chicken, beef, or beans smothered in red chile or green chile topped with blended cheeses and garnished with lettuce, tomato, & onion. ~~5.50~~ ^{5.25}
- Frito Pie**
A staple NM comfort food of corn chips topped with ground beef, red chile, beans, cheese, lettuce, tomatoes, onions, & sour cream. ~~5.25~~ ^{5.50}

SALADS

- Chicken Caesar Salad**
Romaine lettuce tossed with tangy Caesar dressing, parmesan cheese and topped with red chile dusted croutons. ~~5.50~~ ^{5.50}
- Traditional Chef's Salad**
Plentiful cuts of turkey, ham, Swiss, and cheddar atop a healthy mix of Romaine, tomato, carrots, cucumbers topped with boiled egg & croutons. Choice of blue cheese, ranch, or vinaigrette. ~~7.25~~ ^{7.50}
- Albacore Tuna & Greens Salad**
A healthful scoop of albacore tuna salad atop Romaine lettuce and diced tomatoes served with a slice of sourdough toast. ~~6.50~~ ^{6.50}

GRILLE FOOD

- Back 9 Burger**
Juicy 8oz. all-american beef patty on a Kaiser roll. ~~7.00~~ ^{7.00}
- Chicken Sammy Sandwich**
Marinated chicken breast topped with Swiss cheese, crispy bacon, and guacamole served on a Kaiser roll. ~~6.75~~ ^{7.00}
- Hybrid Club Sandwich**
Turkey, ham, Swiss, bacon, lettuce, and tomato served on toasted sourdough complete this mouthful. ~~8.00~~ ^{7.25}
- Patty Melt Sandwich**
Juicy 8 oz. beef patty topped with grilled onions and melted Swiss cheese served on marbled rye bread. ~~6.75~~ ^{6.50}

Classic BLT

Hearty bacon slices with crisp lettuce and vine ripe tomatoes on your choice of toast. ~~6.50~~ ^{6.25}

Southwest Turkey Wrap

Smoked turkey breast with Swiss cheese, green chile, tomato, and lettuce in your choice of low-carb tortilla. ~~6.50~~ ^{6.25}

Albacore Tuna Wrap

Albacore tuna, tomato, and lettuce wrapped in your choice of low-carb tortilla. ~~6.75~~ ^{6.50}

Pinnacle Dog

1/4 lb. All-American 100% beef dog. ~~3.00~~ ^{3.50}

The Nines Bratwurst

Grilled Johnsonville w/green chile and grilled onions. ~~5.00~~ ^{5.50}

SNACK & DRINKS

- Fountain Drinks -**
Coke, Sprite, Dr. Pepper, Ginger Ale, Barq's Root Beer, Diet Coke, Diet Dr. Pepper, Iced Tea, & Lemonade 2.00
- Bottled Drinks -**
Coke, Sprite, Dr. Pepper, Diet Coke, Diet Dr. Pepper, Nestea, Spring Water 2.00
- Hot Beverages -**
Hot Tea & Hot Chocolate 2.00
Coffee 1.25
- Powerade Drinks -**
Lemon-Lime, Fruit Punch, Orange, Km. Blast 2.50
- Energy Drinks -**
Backstar & Full Throttle 3.00
- Assorted Snacks -**
Candy, Chips, Planters Nuts, Fruit, Granola Bars, Muffins, Danishes, Snack Crackers 1.00
- Blue Bunny -**
Ice Cream Sandwiches, Ice Cream Bars, Push-ups, Frozen Fruit Bars, Deluxe Ice Cream 1.25

Exhibit "6"

BEER & WINE

- Red Wine - McHannis Merlot & Cabernet 6.00
Canyon Road Merlot & Cabernet 4.00
- White Wine - McHannis Chardonnay & Pinot Grigio 6.00
Canyon Road Chard & Sauv Blanc 4.00
- Import Beer - Corona, Negra Modelo, Modelo Especial, Dos XX Lager, Tecate, Heineken 4.00 ~~4.50~~
- Domestics - Coors Lt, Miller Lite, MGD, Mich Ultra, Bud, Bud Lt, Bl Lime 3.50 ~~4.00~~
- Draft - SF Nut Brown, SF Pale Ale, Blue Moon, Dos XX Amber, Stella Artois, Bud Light ~~Varies~~ 4.25

We are committed to providing you with efficient and enjoyable service with great food and an enjoyable atmosphere.

Please let us know if we can cater for you! We can help you plan luncheons and catering for birthdays, graduations, holiday parties, company meetings, tournament luncheons, and fundraising events.

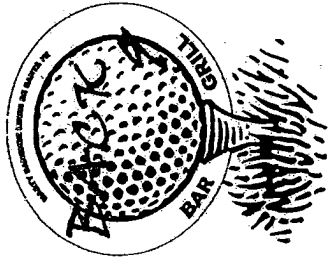
We accept cash, checks, & all major credit cards

State and Local Gov't Discount

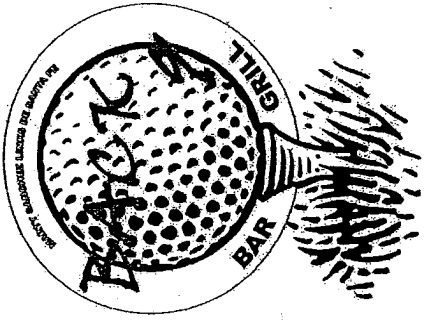
10% OFF

Any prepared food item w/gov't id

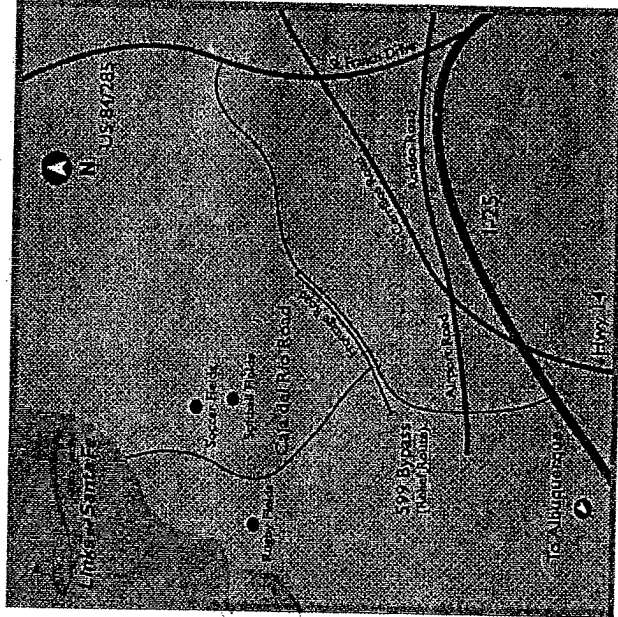
Does not include alcohol or daily specials



Back 9 Bar & Grill
@Links de Santa Fe
205 Caja del Rio Rd
Santa Fe, NM 87505



A truly enjoyable combination of sporty grill food & locally tuned New Mexican



TAKE-OUT MENU

Restaurant Hours*
Mon - Sun: 8:30am - 7:30pm
Hot grill open until 5:00pm
Subject to change/Weather Permitting

To order call:

Phone: 505-955-4430

Marty Sanchez Golf Course
955.4400