



# Golf Resort Update

- Review & Discuss -

2024-25

# Golf Resort Agenda

- Financial Update
- Update on Operations
- Update on the VUE
- Course Redesign



# Council Deliverables and Goals

## Operated profitably after capital expenditures

To Get there, the Council Established Certain Performance Measures or KPIs

- Golf, including golf maintenance: 25% to 30%
- Merchandise: 27% to 33%
- Beverage Carts: 38% to 42%



## Council Deliverables and Goals

- Food Truck, Fairway Grille & SITN: 30% to 35%
- VUE: 8% to 12%
  - Cost of sales goals around 30%
  - Labor goals around 50%



# Golf Resort Financial Analysis

**City of Indian Wells  
Indian Wells Golf Resort Cash Flow**

	2024B	2025F	Total 2025 thru 2028	Total 2025 thru 2034
Food & Beverage	6,589,425	9,106,848	38,738,651	108,366,319
Golf	11,936,180	12,372,706	52,274,810	145,847,719
<b>Total Revenues</b>	<b>18,525,605</b>	<b>21,479,554</b>	<b>91,013,461</b>	<b>254,214,038</b>
<b>Total Expenditures</b>	<b>17,509,726</b>	<b>20,234,993</b>	<b>85,449,852</b>	<b>236,146,004</b>
<b>Total Surplus</b>	<b>1,015,879</b>	<b>1,244,561</b>	<b>5,563,609</b>	<b>18,068,034</b>
Capital Improvements	950,000	1,209,198	5,459,506	17,823,516
<b>Total Surplus after Capital Improvements</b>	<b>65,879</b>	<b>35,363</b>	<b>104,103</b>	<b>244,518</b>

