



**City of El Segundo**  
**Golf Course Subcommittee Meeting**  
**AGENDA**  
**The Lakes at El Segundo**  
**400 S. Pacific Coast Highway**  
**El Segundo, CA 90245**

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The Golf Course Subcommittee can only take action upon Agenda items that have been properly posted and listed on the Agenda. Any writings or documents given to a majority of the Subcommittee regarding any matter on this agenda that the City received after issuing the agenda packet are available for public inspection in the Recreation and Parks Department office during normal business hours. Additional copies will be available at the Subcommittee meeting.

The Public may participate in the discussion of any **Item of Business** on the Agenda. Any other item of interest to the Public that is within the subject-matter jurisdiction of the Golf Course Subcommittee may be directly addressed during **Public Communications**. Before speaking to the Subcommittee, please give: your name, address and organization you represent if desired. Please respect the five (5) minute time limit.

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In compliance with the Americans with Disabilities Act, if you need assistance to participate in this meeting, please contact Jackie Day (310) 524-2881. Notification 48 hours before the meeting will enable the City to make reasonable arrangements to ensure accessibility to this meeting.

**MEETING DATE:** Wednesday, August 7, 2019  
**MEETING TIME:** 11:30 a.m.  
**MEETING PLACE:** The Lakes at El Segundo Golf Course - Banquet Room  
400 Pacific Coast Highway, El Segundo, CA 90245

**A. CALL TO ORDER** – Councilmember Carol Pirsztuk

**B. PLEDGE OF ALLEGIANCE**

**C. ROLL CALL**

**D. PUBLIC COMMUNICATIONS** - (Related to Subcommittee business only and that is within the subject matter under the jurisdiction of the Committee – 5 minutes per person; 30 minutes total).

**E. APPROVAL OF MINUTES** of the Golf Course Subcommittee meeting of June 5, 2019.  
Recommendation: (1) Approval; (2) alternatively, discuss and take other action related to this item.

**F. REPORTS**

1. Lane Donovan Golf Partners will review The Lakes financial statement.

**G. UNFINISHED BUSINESS**

1. Update and discussion related to the future operations of The Lakes site.

**H. NEW BUSINESS**

None

**I. THE LAKES GENERAL MANAGER'S COMMENTS** – Scott Morgan

**J. RECREATION & PARKS DIRECTOR'S COMMENTS – Meredith Petit**

**K. SUBCOMMITTEE MEMBER COMMENTS**

El Segundo Resident/El Segundo Men's Golf Club Representative John Gutt  
El Segundo Resident/El Segundo Ladies Golf Club Representative Sandy Cox  
Recreation and Parks Commission Representative  
Councilmember Chris Pimentel  
Councilmember Carol Pirsztuk

**L. PUBLIC COMMUNICATIONS**

**M. ADJOURNMENT**

NEXT MEETING: The first Wednesday of every other month, October 2, 2019 at 11:30 am  
at The Lakes at El Segundo Golf Course – Banquet Room, 400 S. Pacific Coast Highway, El  
Segundo, CA 90245.

**POSTED BY:** J. Day  
**DATE** 08-01-19  
**TIME:** 10:00 am



**City of El Segundo**  
**Golf Course Subcommittee Meeting**  
**Meeting Minutes**  
June 5, 2019 11:30am  
The Lakes at El Segundo  
400 S. Pacific Coast Highway  
El Segundo, CA 90245

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**A. CALL TO ORDER – Carol Pirsztuk**

**B. PLEDGE OF ALLEGIANCE**

**C. ROLL CALL**

**Present:** Sandy Cox, John Gutt, Councilmember Chris Pimentel (via teleconference), Councilmember Carol Pirsztuk, Julie Stolnack

**Also present:**

Lane Donovan Partners: Mike Donovan, Scott Morgan  
City Staff: Meredith Petit, Vicky Cao, Jackie Day

**D. PUBLIC COMMUNICATIONS -** (Related to Subcommittee business only and that is within the subject matter under the jurisdiction of the Committee – 5 minutes per person; 30 minutes total).

Josh Alpert would like to know about timeline for scheduling programs past August, especially for the high school programs.

**E. APPROVAL OF MINUTES of the Golf Course Subcommittee meeting of February 6, 2019.**

MOTIONED by Sandy Cox and SECONDED by Carol Pirsztuk to approve the minutes of the February 6, 2019 meeting. MOTION PASSED 5 – 0.

**F. REPORTS**

Mike Donovan reviewed The Lakes financial statement.

**G. UNFINISHED BUSINESS**

1. Update and discussion related to The Lakes RFP and the future operations of the site.

Meredith Petit provided the update. The ongoing process includes the Council Subcommittee meeting and conferring regularly with TopGolf and CenterCal on the lease agreement and deal points. They are hopeful this project will be on the City Council agenda in mid to late Summer.

Chris Pimentel reiterated the City remains mindful and protective of its interests.

**H. NEW BUSINESS**

None

**I. THE LAKES GENERAL MANAGER’S COMMENTS – Scott Morgan**

- Summer Golf Camps have record high sign-ups and there are wait lists.
- The El Segundo Golf program has doubled over last year.
- National Jr. Golf Day is Sunday, June 23.
- There is an uptick at the golf course and driving range attributed to GolfNow and Groupon promotions.
- El Segundo High School is possibly holding another cross country meet at The Lakes.

**J. RECREATION & PARKS DIRECTOR’S COMMENTS –Meredith Petit**

- The summer Concerts in the Park series begins on Sunday, June 16. There are four concerts this year.
- Staff is preparing for the July 4 event.
- The third Thursday Art Walks will take place in June, July, and August
- Go Fly a Kite Day is August 4 at Recreation Park.
- Teen Center Golf Tournament is July 14.
- The first Strategic Planning workshop is June 11.
- City is undergoing City Manager recruitment as Greg Carpenter is retiring at the end of the month.

**K. SUBCOMMITTEE MEMBER COMMENTS**

El Segundo Resident/El Segundo Men’s Golf Club Representative John Gutt – Commended Scott and his crew for the course condition and thanked him for the referrals to the El Segundo Golf Club.

El Segundo Resident/El Segundo Ladies Golf Club Representative Sandy Cox – Is hopeful they will be able to golf at The Lakes until January.

Recreation & Parks Commissioner Julie Stolnack – Is concerned that when the golf course closes and the lakes are stagnate and get dirty, the ducks will go to pools at residences in town. She does not want to see this.

Councilmember Chris Pimentel – None

Councilmember Carol Pirsztuk – None

**L. PUBLIC COMMUNICATIONS**

Dave Atkinson – Expressed his unfavorable opinion about the ducks and geese at The Lakes.

Scott Roberts – Mentioned there is an air hose available to clean the duck and geese droppings from shoes.

**M. ADJOURNMENT**

The meeting was adjourned at 12:18 pm.

NEXT MEETING: The first Wednesday of every other month, August 7, 2019 at 11:30 am at The Lakes at El Segundo, 400 S. Pacific Coast Hwy, El Segundo, CA 90245.

**The Lakes at El Segundo Golf Course**  
**Operating Income Statement**  
**Nine Months ended 6/30/19**  
**Fiscal Year 2019/2020**

<b><u>Consolidated</u></b>	<b><u>Current Month</u></b>	<b><u>Last Year</u></b>	<b><u>Current Year</u></b>	<b><u>Last Year</u></b>	<b><u>FYE</u></b> <b><u>Variance</u></b>
Revenue	184,791	190,679	1,091,897	1,127,272	(35,375)
Cost of Sales	19,670	45,545	119,231	150,401	(31,169)
Gross Profit	165,121	145,134	972,666	976,872	(4,206)
Operating Expenses	100,064	98,308	855,273	874,164	(18,891)
Other Charges	15,434	25,813	156,417	224,314	(67,897)
Net Operating Income (Loss)	49,624	21,013	(39,024)	(121,606)	82,582
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<b><u>Driving Range</u></b>					
Revenue	\$ 69,320	\$ 58,123	\$ 419,449	\$ 405,259	\$ 14,191
Operating Expenses	13,319	9,048	119,637	115,220	4,416
Net Operating Income (Loss)	\$ 56,001	\$ 49,075	\$ 299,813	\$ 290,039	\$ 9,774
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<b><u>Golf Course</u></b>					
Revenue	\$ 85,391	\$ 59,509	\$ 430,067	\$ 397,913	\$ 32,153
Operating Expenses	27,268	29,506	204,205	241,251	(37,047)
Net Operating Income (Loss)	\$ 58,123	\$ 30,003	\$ 225,862	\$ 156,662	\$ 69,200
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<b><u>Food and Beverage</u></b>					
Revenue	\$ 18,171	\$ 27,866	\$ 154,725	\$ 188,061	\$ (33,336)
Beverage Lease	620	667	3,745	4,342	(597)
Cost of Sales	8,722	12,203	77,945	82,354	(4,410)
Gross Profit	10,069	16,331	80,525	110,049	(29,524)
Operating Expenses	19,870	22,289	170,457	181,069	(10,611)
Net Operating Income (Loss)	\$ (9,801)	\$ (5,959)	\$ (89,932)	\$ (71,020)	\$ (18,913)
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<b><u>Pro Shop</u></b>					
Revenue	\$ 7,089	\$ 8,574	\$ 43,578	\$ 50,697	\$ (7,119)
Cost of Sales	5,629	6,934	35,271	37,567	(2,296)
Gross Profit	1,460	1,640	8,307	13,129	(4,822)
Operating Expenses	11,411	12,063	105,774	97,985	7,789
Net Operating Income (Loss)	\$ (9,951)	\$ (10,423)	\$ (97,467)	\$ (84,856)	\$ (12,611)
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<b><u>General and Administrative</u></b>					
Revenue	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Expenses	28,197	25,402	255,201	238,638	16,562
Net Operating Income (Loss)	\$ (28,197)	\$ (25,402)	\$ (255,201)	\$ (238,638)	\$ (16,562)
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<b><u>Lessons</u></b>					
Revenue	\$ 4,200	\$ 35,940	\$ 40,333	\$ 81,000	\$ (40,667)
Cost of Sales	5,319	26,408	6,016	30,479	(24,463)
Gross Profit	(1,119)	9,532	34,317	50,521	(16,204)
Operating Expenses	-	-	-	-	-
Net Operating Income (Loss)	\$ (1,119)	\$ 9,532	\$ 34,317	\$ 50,521	\$ (16,204)

**The Lakes at El Segundo Golf Course**  
**Financial Summary Including Other Charges**  
**Nine Months ended 6/30/19**

<b>Consolidated</b>			<u>Nine Months ended 6/30/19</u>		<b>FYE</b>
	<u>Current Month</u>	<u>Last Year</u>	<u>Current Year</u>	<u>Last Year</u>	<u>Variance</u>
<b>Other Charges</b>					
Computer Refresh Program (Recurring JE)	\$ 192	\$ 192	\$ 1,725	\$ 1,725	\$ (0)
Equipment Replacement Charges (Recurring JE)	1,444	921	12,996	8,289	\$ 4,707
Insurance & Bonds (Recurring JE)	748	9,533	6,732	85,797	\$ (79,065)
General Administrative Charges (Recurring JE)	5,050	7,167	45,450	64,503	\$ (19,053)
Professional/Technical (Lane Donovan Golf Partners Inv)	8,000	8,000	64,000	64,000	\$ -
Legal Council (AP, Invoices)	-	-	-	-	\$ -
Right of Way Lease (AP, Invoices)	-	-	25,514	-	\$ 25,514
<b>Total Other Charges</b>	<u>\$ 15,434</u>	<u>\$ 25,813</u>	<u>156,417</u>	<u>224,314</u>	<u>\$ (67,897)</u>



	<u>Nine Months</u>	<u>Nine Months</u>
	<u>ended 6/30/19</u>	<u>ended 6/30/18</u>
<b>Net Operating Income (Loss)</b>		
Driving Range	\$ 299,813	\$ 290,039
Golf Course	225,862	156,662
Restaurant	(89,932)	(71,020)
Pro Shop	(97,467)	(84,856)
General and Administrative	(255,201)	(238,638)
Lessons	34,317	50,521
<b>Net Operating Income (Loss)</b>	117,393	102,708
Other Charges	156,417	224,314
<b>Net Income (Loss)</b>	<u>\$ (39,024)</u>	<u>\$ (121,606)</u>

