

Questions Submitted in Reference to Canyon Lake POA Golf RFP to Provide Golf Pro Services

A. Follow up Questions

1. We would like to request any P/L statements or financial information that is being provided as per question submittal A.8 of the 1st set of RFP questions.
Please find under the same section of the website a link to the last two years audited financial statements.
2. Is the Annual Membership (\$1,200 Resident / \$2,500 Outside) good for only an individual, or does it permit husband / wife (family) access to the facility. In other words, would a Husband & Wife need to pay the \$1,200/\$2,500 fee twice, or is the \$1,200/\$2,500 fee per family or household?
Each individual would have to pay the fee in order to have golf privileges (i.e. green fees), the remainder of the access to the facility is free of charge.
3. Does the POA desire to pursue more sales of "Outside Memberships" to the 50 limit; and if so, can Golf Pro Service Provider at some point in time propose a Commission Structure for Sales of outside Memberships?
Yes the Board of Directors has agreed that they would like to sell up to 50 outside membership.
Yes the provider could propose a commission structure for the Board to consider.
4. Are Members required to make a Tee-Time, or is it a First to the Tee, First-Called System? If Tee-Times are made, how far in advance are reservations allowed?
Tee Times must be made and can be made 7 days in advance.
5. Are Members allowed to bring their own Food & Beverage onto the course and practice facilities?
Yes.
6. Are the current Marshalls or Course Attendants Volunteers who work for Golf Privileges, or are they paid employees with wages per CA wage requirements
They are paid employees per CA wage requirements.
7. Can the Golf Pro Service Provider promote activities and / or events to promote usage of the clubhouse and driving range?
Yes.
8. Is there an adequate electrical circuits to the driving range for operation of a newer version range machine, and for operation of Audio / Visual Equipment? If not, would the POA provide for the Golf Pro Services the necessary electricity for improvements at the Range Tee?
Yes there is adequate electrical circuits for the driving range operation, if not the POA would provide for upgrades to those circuits.

9. Is it possible, by appointment if necessary, to request an additional visit of the facilities one other time between now and August 2nd, to make an extra review prior to submitting the proposal?

No, however the practice facility and driving are open to the public and are available for your use. If you would like to play the course please inquire with either Jovan Grogan or Ron Phipps to set up a tee time.

10. What pitfalls have there been in the past recruiting new members?

The only identifiable hardships have been the economy and changing demographics of the membership at large.

11. I am still a bit confused on outside tournament/guest rounds. Can you again clarify how many outside rounds – tournament & guest- were played the past few years so as to figure how many carts are actually needed and how often they will go out? If there were 2000 guest/tournament rounds (question B.2) last year x \$12/person (for the cart)=\$24,000, where did the revenue of \$30,000-40,000 (question G.1) come from? The 2 tournaments that did \$10,900(question H.3) at @\$35/player would only equal 311 players. 311 x \$12 = \$3732. This is an assumption everyone rented a cart. Where is the revenue for the 10 outside tournaments (Question H.1) hosted last year? Even at 30 players x 10 per outside event, that equals 3000 rounds. There had to be guest rounds in addition to that from the residents and member guests.

Guest rounds are identified as golfers who are not Canyon Lake residents and member rounds are identified as homeowners, not necessarily Annual Golf Members. Many guest rounds ride with members and would not generate golf cart rental fees for the Pro. In addition with have many members who are not annual golfers that do not own a golf cart and rent one from the Golf Pro, thus generating cart rental fees. The current pro has a fleet of 41 carts and in the last year the POA hosted 2 tournaments where that fleet size of 41 was not big enough for those tournaments. The committee has made the determination that a fleet size of 25 would be large enough for day to day operations and some tournaments.

12. If a guest rides with a member, does that guest pay a cart fee to the Pro? Is that guest fee included in the rounds stated in item #2 above?

No the guest does pay a cart fee if they ride in a members cart. However they would pay a green fee and that would be included in the rounds.

13. In order for the Pro to be compensated for outside play at 15% for \$30,000, that would mean 12 outside events of an average of 72 players each at \$35. Is this possible based on tee time availability that does not interfere with member outings? Would events need to be in the afternoon at a lower greens fee rate?

12 outside events is possible and would have to be coordinated with the Master Calendar as approved by the Green Committee and Board of Directors. Currently all outside tournaments pay the tournament rate.

14. When outside events do play in the afternoon, do they get that Twilight rate?

No all outside tournaments pay the tournament rate.

15. In Criteria for Evaluation (p. 9) letter b. –does the “cost to the POA” mean the Vendor’s compensation?

Yes, which would be the amount the provider provides to the POA per the Contract on Page 18 Section 3.01.

16. It is my understanding that the POA gave Dave \$50,000 to hire the Teaching Professional now there. Is this standard procedure? Did the Teaching Pro get the money and does he also get his lesson revenue?

This understanding is not correct. The provider is paid a flat fee and they must comply with all sections of the contract.

17. What kind of negotiation is available after the signed contract on items not included?

This would have to be evaluated at this time it is presented to the Board.