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DEPARTMENT OF PARKS  
AND COMMUNITY SERVICES

GOLF DIVISION

CITY OF SACRAMENTO  
CALIFORNIA

1231 I STREET  
SUITE 400  
SACRAMENTO, CA  
95814-2977

916-449-5329

DALE ACHONDO  
GOLF  
SUPERINTENDENT

December 16, 1987

Budget and Finance Committee  
Sacramento, California

Honorable Members in Session:

SUBJECT: Capital Improvement Proposal - Haggin Oaks Golf Pro Shop

SUMMARY

This report recommends that the City Council, by resolution: (1) Authorize improvements to City property at Haggin Oaks Golf Course not to exceed \$132,138 from the Golf Fund as described in this report; and (2) Pursuant to Section 58.401 (d) of the Sacramento City Code, approve suspension of formal competitive bidding and allow staff to proceed with a combination of Facility Management crews and informal contracts for the expansion of the Haggin Oaks Golf pro shop.

BACKGROUND INFORMATION

The Haggin Oaks Golf Course was opened to play in October 1932. The existing clubhouse and pro shop were rebuilt in 1951 and were quite modern and adequate to serve the 100,000 golfers using the facility at that time. Over the years however, annual play has steadily increased. Recent years' increases have averaged over 12 percent per year with 282,000 rounds of golf played in FY 1986-87. The pro shop area of 1,350 square feet is no longer adequate to display golf merchandise and serve the public in an efficient and orderly manner. The restrooms also need to be renovated and remodelled to serve the public.

The golf professional concessionaires, Tom Lo Presti and Ken Morton, a partnership, have proposed that the Haggin Oaks pro shop area be enlarged by 1,450 square feet to allow for a total sales and service area of 2,800 square feet. In order to allow for this expansion, the wall between the men's shower and the locker area will be removed and this section will be converted to sales area. (Attachment I).

These improvements are part of the Division's ten (10) year Master Capital Improvements Plan approved by Council in 1982 and are recommended by consultants Santina and Thompson, Inc. with Ward & Associates, in the Haggin Oaks Feasibility Study, Phase III, dated October 1987.

Of the 40 lockers in the locker room and shower area, only 15 are used. The only other use by the public is a group of 12 card players who use the locker room for two hours, five days per week. The City maintains and heats this area at a cost of approximately \$1,000 per year. The Haggin Oaks pro shop expansion plan will convert 1,450 square feet of unused space to revenue producing space as well as allow for the remodelling of the men's and women's rooms to meet handicap access standards. The Sacramento Golf Club and the Sacramento Golf Council have reviewed these plans and endorse the expansion to better serve the public. (Attachment II).

The pro shop concessionaires currently pay four percent of their monthly gross sales of soft goods. When Bing Maloney pro shop was expanded in the same manner in 1983, the square footage was increased from 1,100 square feet to 2,300 square feet. Revenue to the City increased 37% or \$13,062.00 the first year. Total revenue from FY 1982-83 to FY 1986-87 has increased 132%. In this same period total revenue from Haggin Oaks pro shop has increased only 70%. It is estimated by staff and the pro concessionaires that sale of merchandise will increase by 20 percent per year after expansion (not including inflationary increase). This translates to the City's return of their investment in approximately four years. (Attachment III).

In order to minimize revenue loss, the pro concessionaires require that the pro shop remain open during expansion. This necessitates that completion of remodelling be as fast as possible. For this and security reasons, it is recommended by Duane Wray, Facility Manager, that City crews do the majority of the work.

Staff estimates construction costs to be \$112,594, architect fees at \$14,000, Art in Public Places at \$2,591, and staff expenditures at \$2,953. The work to be done by City crews consists mainly of interior remodelling after demolition work is complete. None of the informal contracts are expected to exceed \$20,000.

Demolition work is to start in January 1988 with City crews beginning interior remodelling in February 1988. Completion of all work is scheduled for April 1988.

#### FINANCIAL DATA

Due to unusually fair weather this last year, golf play at City courses was 64,542 rounds over the ten-year average. Consequently, the Golf Fund has adequate funds available in reserve. The improvements to Haggin Oaks Golf Pro Shop will be funded from this reserve. Total cost of expansion is estimated at \$132,138. Despite this capital outlay, the City will continue to collect a positive amount of revenue during the remodelling period. (Attachment III)

RECOMMENDATION

It is requested that the Budget and Finance Committee recommend approval of this item to the full Council and that the Council, by resolution:

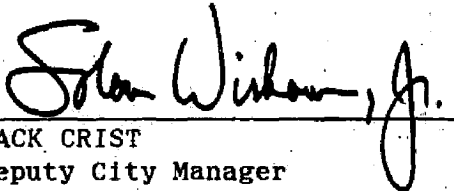
1. Authorize improvements to City property at Haggin Oaks Golf Course as described in this report, not to exceed \$132,138 from the Golf Fund.
2. Suspend formal competitive bidding and allow staff to proceed with a combination of Facility Management crews and informal contracts for the expansion of the Haggin Oaks Golf pro shop.

Respectfully Submitted,



ROBERT P. THOMAS, Director  
Parks and Community Services

Recommendation Approved:



for: JACK CRIST  
Deputy City Manager

January 5, 1988  
District 2

## **RESOLUTION No.**

**Adopted by The Sacramento City Council on date of**

### **RESOLUTION AUTHORIZING CAPITAL IMPROVEMENTS AT HAGGIN OAKS GOLF COURSE**

**BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO:**

1. That authorization is granted to make improvements to City property at Haggin Oaks Golf Course not to exceed \$132,138 from the Golf Fund.
2. That the City CIP budget for FY 1987-88 is hereby amended by transferring from the Golf Fund Contingency 418-710-7012-4999 (\$132,138) to Capital Projects 418-500-OXXX-4820 \$112,594, 418-500-OXXX-4802 \$14,000, 418-500-OXXX-4860 \$2,591, 418-500-OXXX-4848 \$2,953.

\_\_\_\_\_  
MAYOR

ATTEST:

\_\_\_\_\_  
CITY CLERK

# RESOLUTION NO.

ADOPTED BY THE SACRAMENTO CITY COUNCIL ON DATE OF

RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE APPROVAL  
OF SUSPENDING FORMAL COMPETITIVE BIDDING FOR THE REMODELLING  
AND EXPANSION OF HAGGIN OAKS GOLF PRO SHOP

BE IT RESOLVED BY THE COUNCIL OF THE CITY OF SACRAMENTO, TWO-THIRDS (2/3) OF  
ALL MEMBERS VOTING IN FAVOR THERE OF:

That pursuant to Section 58.401 (d) of the Sacramento City Code, it is hereby  
determined to be in the best interest of the City to suspend formal competitive  
bidding for the remodelling and expansion of Haggin Oaks Golf pro shop. The  
City Manager is hereby authorized to execute necessary contracts to complete  
this work with a combination of Facility Management crews and informal  
contracts, in an amount not to exceed \$132,138.

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MAYOR

ATTEST:

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CITY CLERK

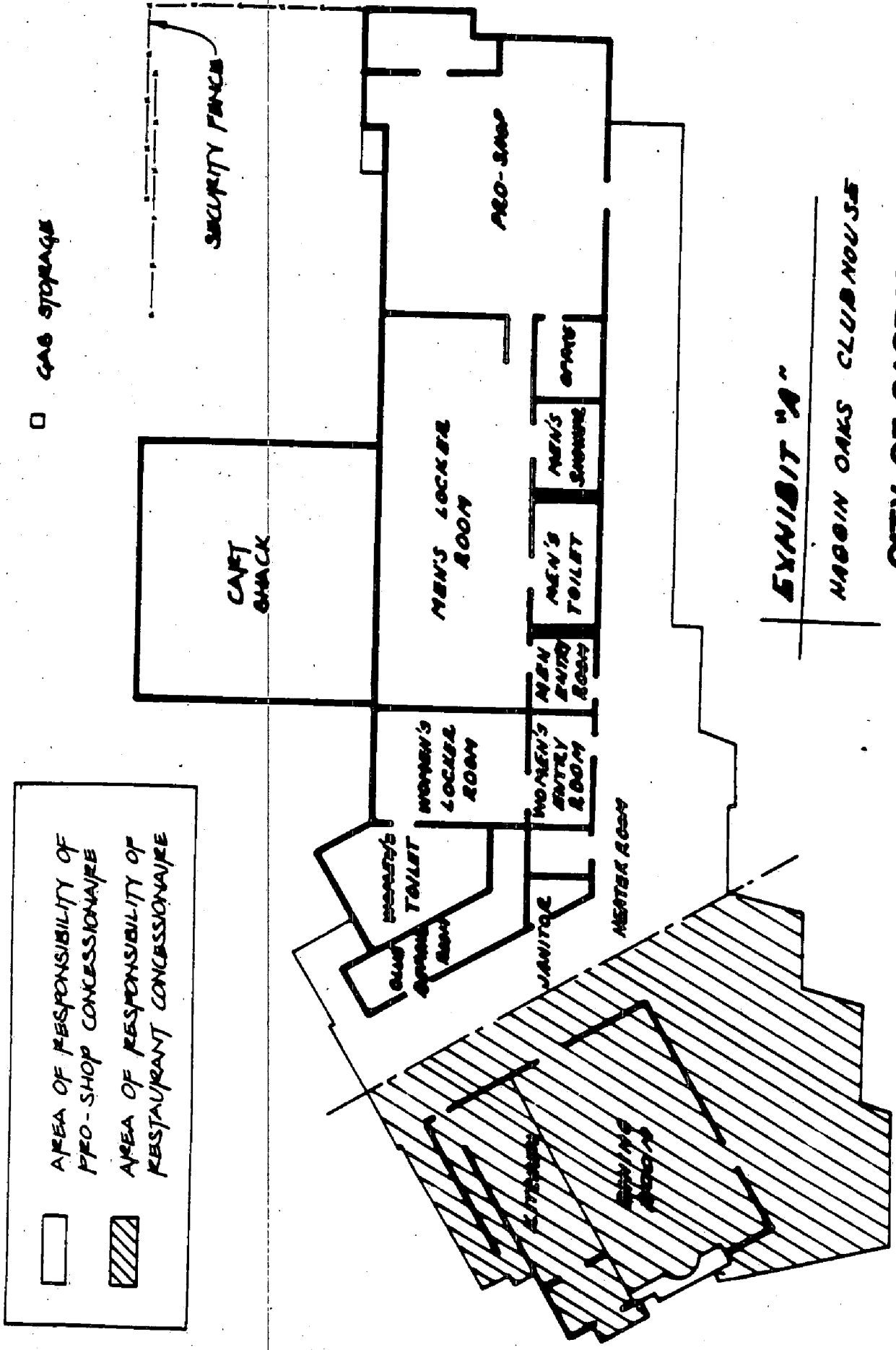


EXHIBIT "A"

HAGGIN OAKS CLUBHOUSE

CITY OF SACRAMENTO  
DEPARTMENT OF COMMUNITY SERVICES

FLOOR PLAN  
SCALE: 1" = 20'-0"

-A2-





**SACRAMENTO GOLF CLUB**

P.O. BOX 13721-A  
SACRAMENTO, CALIFORNIA 95813

October 29, 1987

City of Sacramento  
Department of Parks  
and Community Services  
Golf Division  
1231 I Street Suite 400  
Sacramento, CA 95814

This is to inform interested parties, we of the Sacramento Golf Club do endorse and approve of the renovation and expansion of the Haggin Oaks Golf Shop. We feel it is truly needed to service our members as well as the general public.

Sincerely,

A handwritten signature in cursive script, appearing to read "Terry Wilson".

Terry Wilson  
for  
Ed Behringer, President  
Sacramento Golf Club

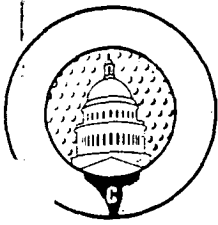


**SACRAMENTO GOLF COUNCIL**

1231 I STREET, SUITE 400

SACRAMENTO, CA 95814

(916) 449-5329

**COUNCIL MEMBERS**

Mike Bakarich  
 Angela Cronin  
 Pegg Dodds  
 Frank Freer  
 Eugene Geraty  
 Isaac Jackson  
 John Nakamura  
 Leroy Schwenk  
 Robert Simowski  
 Donald Sperling  
 Ruth Taylor  
 Dorothy Trevethick  
 Gayle Turner  
 F. J. Woodward

November 9, 1987

Mr. Robert Thomas, Director  
 Department of Community Services  
 1231 Eye Street  
 Sacramento, CA 95814

Dear Mr. Thomas:

Re: Proposed Expansion to Haggin Oaks Golf Shop

The Sacramento Golf Council has voted unanimously to give approval to the proposed expansion to the Haggin Oaks Golf Shop.

We understand the areas proposed for elimination to provide for the expansion are used sparingly by the Men's Club and the general public. Therefore, we feel the benefits derived for all golfers will more than offset the inconvenience to those few users of the facilities to be eliminated.

We hope to see this expansion accomplished as soon as possible.

Very truly yours,

Dorothy Trevethick, Secretary  
 Sacramento Golf Council

cc: Dale Achondo, Superintendent, Golf Division  
 Ken Norton, Professional, Haggin Oaks

CITY OF SACRAMENTO  
 NOV 12 1987  
 PARKS AND RECREATION DEPARTMENT

PRO SHOP CONCESSION REVENUE HISTORY

	<u>1982-83</u>	<u>1983-84</u>	<u>1984-85</u>	<u>1985-86</u>	<u>1986-87</u>
BING MALONEY/LAND PARK	\$ 35,653	\$ 48,715	\$ 86,607	\$ 53,202	\$ 82,653
HAGGIN OAKS	\$ 90,933	\$112,349	\$190,116	\$117,282	\$154,704

PROJECTED CONCESSION REVENUE FOR HAGGIN OAKS PRO SHOP

	<u>1986-87</u>	<u>1987-88</u>	<u>1988-89</u>	<u>1989-90</u>	<u>1990-91</u>	<u>1991-92</u>	<u>TOTALS</u>
COST OF EXPANSION	\$ 0	\$132,138	\$ 0	\$ 0	\$ 0	0	\$ 132,138
CONCESSION REVENUE WITHOUT EXPANSION	\$154,704	\$160,892	\$187,328	\$174,021	\$180,982	\$188,221	*\$1,026,148
ADDITIONAL CONCESSION REVENUE WITH EXPANSION	\$ 0	\$ 0	\$ 33,466	\$ 34,804	\$ 36,196	\$ 37,644	*\$ 142,110
TOTAL CONCESSION REVENUE	\$154,704	\$ 28,754	\$200,794	\$208,825	\$217,178	\$225,865	*\$1,036,120

\*PROJECTED

NOTE: PAYBACK ON \$132,138 INVESTMENT IS APPROXIMATELY FOUR YEARS.