

PRL Committee

From: Ian Costa <icosta@kauai.gov>
Sent: Monday, June 26, 2017 11:42 AM
To: PRL Committee
Subject: WAILUA GOLF COURSE PRESENTATION
Attachments: Golf fund Council Presentation (2-15-17).pptx; FY 2018 - Golf Course Narrative (3-14-17).docx; APR 2017 GOLF BUDGET.pdf

TRANSMITTING ATTACHED PER MIMI DESJARDINS' REQUEST

Have a safe & maika'i day!

Jan K. Costa

Deputy Director of Parks & Recreation
(808) 241-4460

WAILUA GOLF COURSE (GOLF FUND)

Kauai County Council Update

February 15, 2017

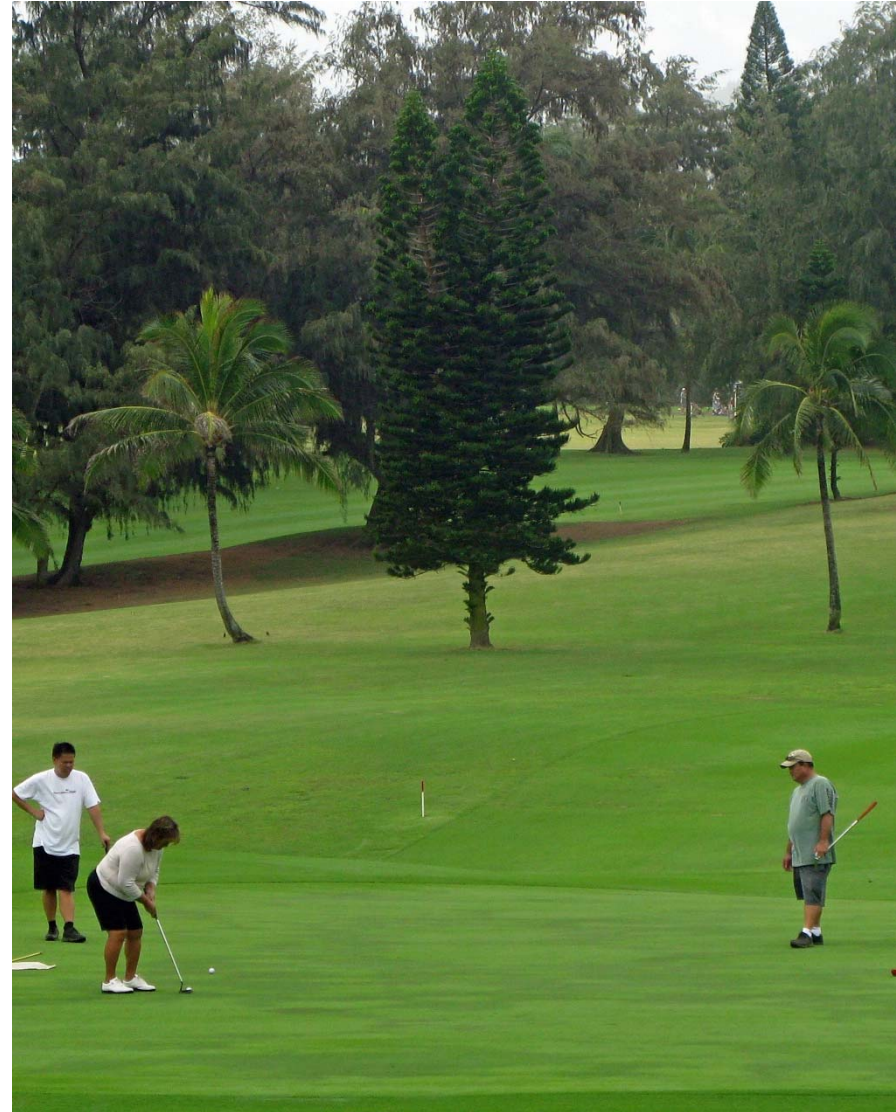


WAILUA GOLF COURSE PUBLIC BENEFITS

➤ RECREATION

Kauai's only County "Golf" Park/Facility: provides a high quality, unique, and economical recreational & sport facility annually to an estimated:

- **90+ Super Kauai Senior Residents (75 years & older);**
- **240+ Kauai Senior Residents (65 – 74 years old);**
- **200+ Junior Kauai & Hawaii Residents (18 years or less);**
- **Over 1,200 Kauai & Hawaii Residents; and**
- **Over 9,000 Kauai Visitors/Non-Residents**





WAILUA GOLF COURSE PUBLIC BENEFITS

➤ OPEN SPACE/RURAL\CULTURAL PRESERVATION

Wailua Golf Course is contained within 2 ocean front parcels, owned by the State of Hawaii, and assigned to the County of Kauai via Executive Order for recreational and park purposes, and which:

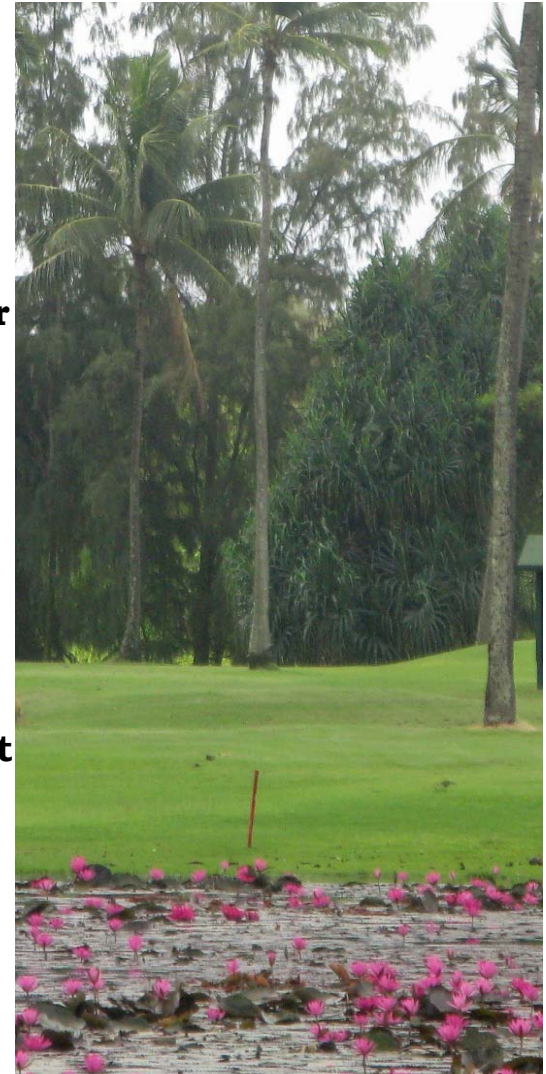
- Preserves 303 acres of “Conservation” public land for recreational use and open rural character and beauty along Kauai’s eastern coastline.**
- Preserves a valuable and scenic open and picturesque corridor between the Urban areas of Lihue-Hanamaulu, and Kapaa-Wailua.**
- Maintains public use and access to more than 1 mile coastline of white sandy beach, between the Kauai Beach Resort to the south, and Lydgate beach and park to the north.**
- Provides preservation of this location’s high concentration of existing ancient “Iwi Kupuna”, or Hawaiian burials.**

WAILUA GOLF COURSE PUBLIC BENEFITS

➤ EFFLUENT RE-USE & DISPOSAL FOR WWTP

The Wailua Golf Course (WGC) provides the only current “Re-Use” disposal of the nearby County Wailua Wastewater Treatment Plant’s (WWTP) R-2 effluent through its computerized non-potable water irrigation system.

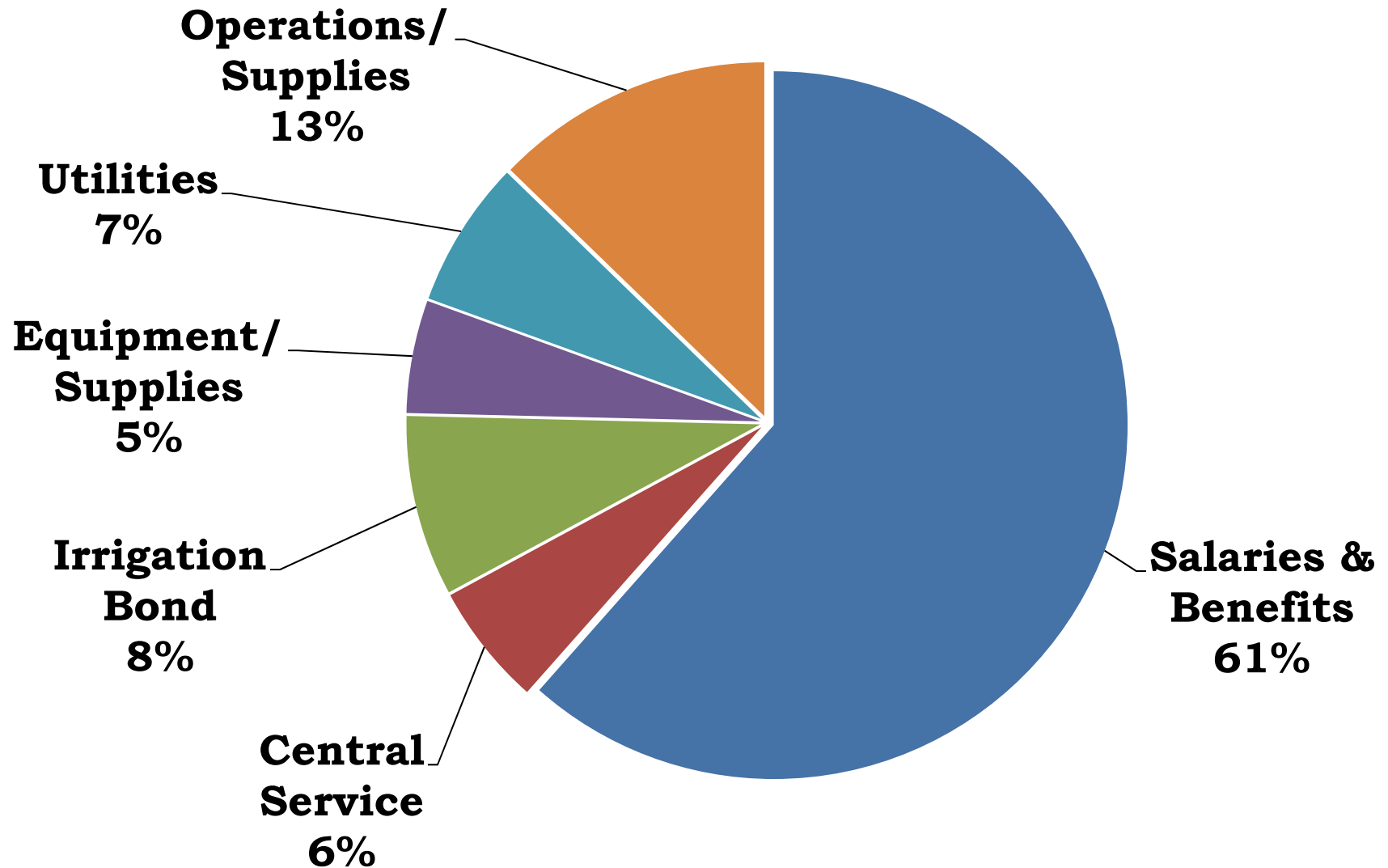
- **WGC currently receives roughly 90 million gallons per year of R-2 effluent from the WWTP;**
- **The WWTP currently processes approximately 500,000 gallons per day (0.5 MGD), or around 182 million gallons per year, and its current primary disposal is via an ocean outfall;**
- **A recently adopted Legislative Bill (HB2030 - makes it illegal to discharge treated or untreated wastewater to waters of the state, effective 2026, unless the WWTP is also an energy plant) requires cessation of WWTP’s effluent disposal via ocean outfall by 2026; and**
- **WGC is currently the most economically and environmentally acceptable foreseeable option for future disposal and re-use of WWTP’s current and future effluent, and once the current ocean outfall is no longer permitted in 2026.**



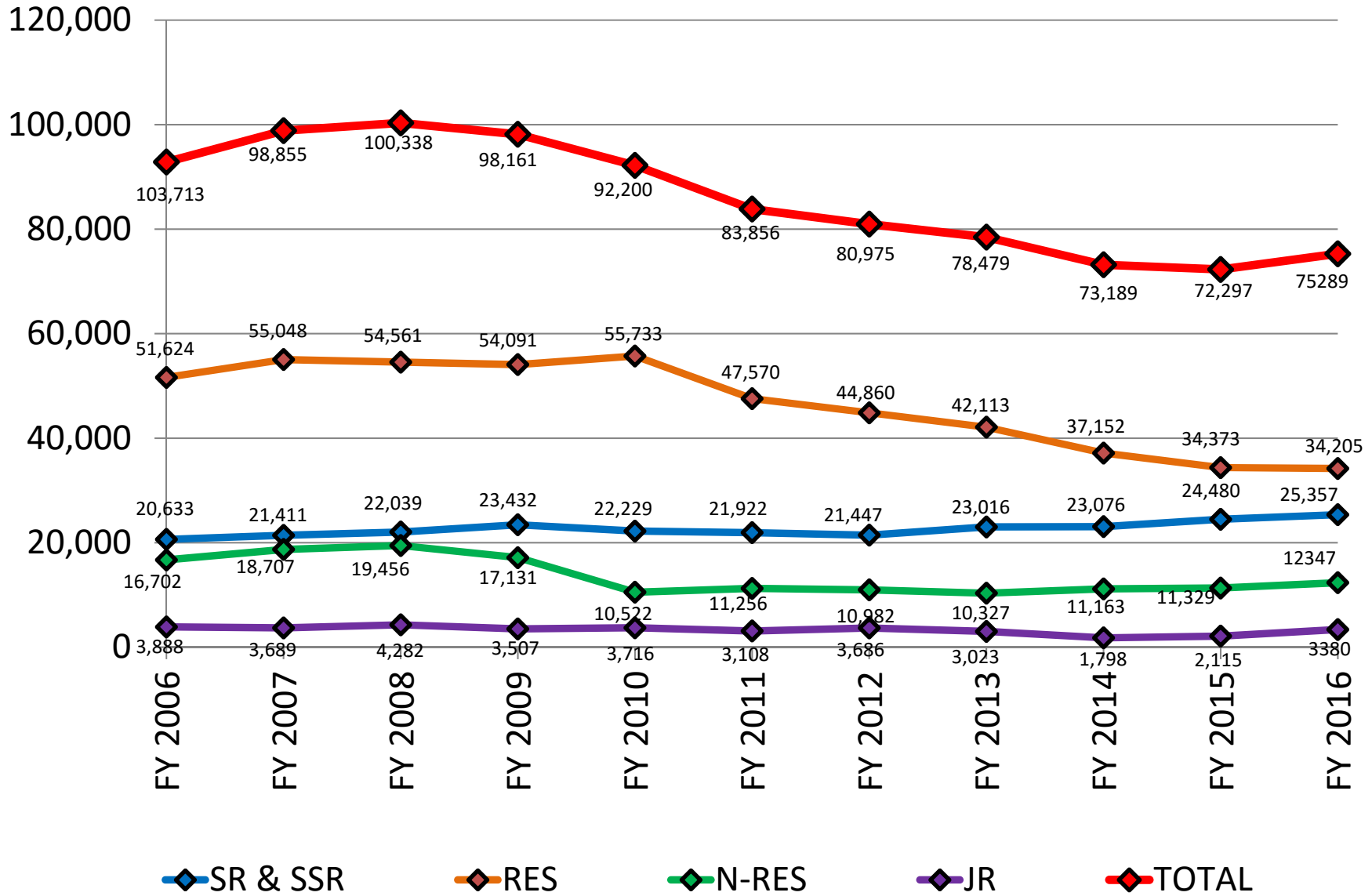
WAILUA GOLF COURSE – ECONOMIC & FINANCIAL CHALLENGES

- **FY1992 – Enterprise Fund (Golf Fund) Created**
 - “Golf Fund” implemented effective 2+ months prior to Hurricane Iniki’s devastation to Kauai’s infrastructure, economy, and both residents & visitors (non-residents).
 - WGC impacted physically and financially, along with Kauai’s residents, and Kauai’s visitor industry for the following 8 – 10 years of recovery from Iniki’s devastation.
 - Golf rounds at WGC severely declined due to change in resident’s priorities to recover and re-build from individual and community loss and damage.
 - Enterprise Fund decision and implementation then categorizes Kauai’s only “Golf Park” and its recreational users differently from other recreation facilities and users (eg. Baseball, Softball, Soccer, Football, KWMCH, etc.)
- **FY2000-Indirect/Central service cost charged**
 - Currently WGC budgets and expends \$130,000 per year for use of COK resources.
 - All other COK recreational parks, sports facilities, and its users - both individual & organized team uses (eg. Baseball, Softball, Soccer, Football, KWMCH, etc.), do not budget or expend funds for this purpose.
- **FY2000-Irrigation System installed**
 - Currently WGC budgets and expends \$192,000+ per year for repayment of this “CIP” facility improvement.
 - No other recreational facility, park, or its users (eg. Baseball, Softball, Soccer, Football, KWMCH, etc.) are tasked with this CIP repayment.
- **FY2000-General Fund contribution**
 - The term “General Fund Contribution” or “General Fund Subsidy” is now used to describe the difference between WGC’s budget (Cost), and WGC’s revenues (User Fees + Concession fees). Approximately \$1.1 million in FY 2016.

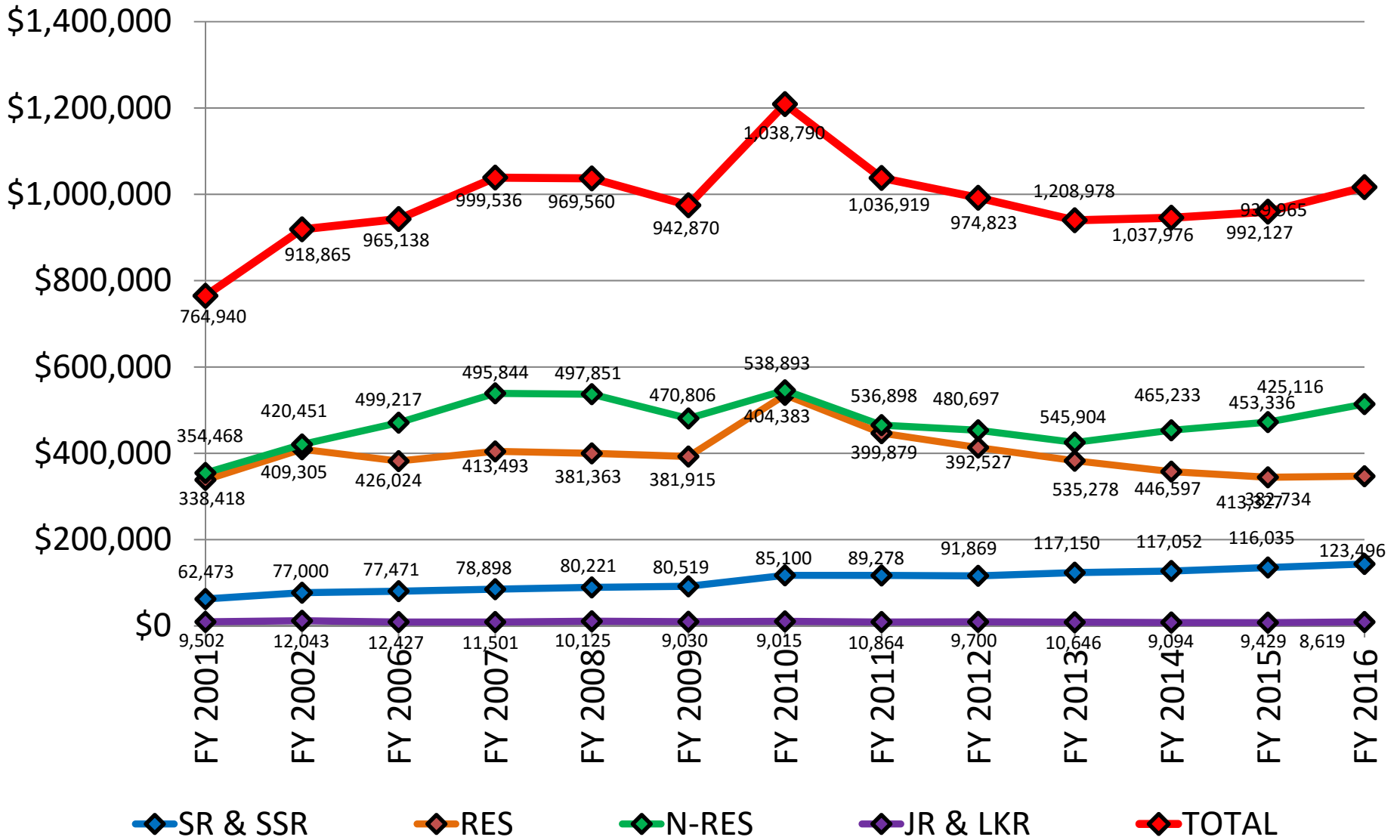
FY 2016 GOLF FUND BUDGET



FY 2006 – 2016 ANNUAL GOLF ROUNDS



FY 2006 – 2016 ANNUAL GOLF FUND REVENUE



Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

1. FACILITATE & MAINTAIN SUCCESSFUL WGC CONCESSIONS

RESTAURANT CONCESSION

- **IFB for Restaurant Concession submitted to Purchasing Division for review & Processing on 2/7/17.**
- **Public issuance of IFB, Restaurant Bids, Contract Award & Execution approximately 8-10 weeks.**

GOLF CART CONCESSION

- **Current Golf Cart Concession Contract expires 11/31/17**
- **IFB for New Golf Cart Concession Contract scheduled for August 2017**

GOLF SHOP CONCESSION

- **Current Golf Shop Concession Contract expires 8/31/18**
- **IFB for New Golf Shop Concession Contract scheduled for July 2018**

MERCHANT SERVICES (CREDIT CARD)

- **Request for Proposals issued 2/10/17 to Merchant Service/Banking institutions**
- **Proposals anticipated by 2/24/17.**

Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

2. CONTINUED MARKETING/PROMOTION OF WGC WGC MEMBERSHIP OF “KAUAI GOLF COOPERATIVE”

Wailua Golf Course Marketing-Communications Program Overview 2015-2016

As one of five courses in the Kauai Visitors Bureau-led golf destination marketing cooperative, Wailua holds the distinction of being the only municipal course – one that is widely praised as perhaps the best “muni” course in the United States. Buffalo.Agency, which powers the program via its MARCOM services, uses this unique, potent value proposition to consistently secure positive exposure for Wailua.

Publicity and Media Familiarization Trips

Wailua garnered significant earned media and acclaim from esteemed media outlets across North America in 2015-16. It was featured more than 50 times within various forms of coverage ranging from Golf Channel segments, online stories, print articles and social media including Facebook, Twitter and Instagram.

Representative Publicity Excerpts

“Wailua is a cracking round full of excellent holes ... Wailua is so good, former USGA director Frank Hannigan said it could make a claim to be one of America’s best publicly owned courses.” – Tony Dear, Bellingham Golfer (WA), Global Golf Post

“Wailua is another refreshing slice of non-pretentious golf along the Pacific Ocean with memorable holes and hard-to-believe value.” – Matt Ginella, Golf Channel / Golfadvisor.com

“Yes there is affordable golf to be had in paradise, and this handsome 18-holer just a few miles from the airport on the island’s eastern edge, is the poster-child for public-run value, Hawaiian style.” – Vic Williams, Golf Tips Magazine

“Wailua doesn’t have the resort grandeur as many of the other Kaua’i golf courses. However, it is outstanding nonetheless, having hosted three USGA Amateur Public Links Championships over the years.” – Damon Banks, LUXE Getaways

“Wailua sits hard against the Pacific Ocean along the Coconut Coast, just a short drive along the island’s eastern shore ... Considered by many to be one of the finest muni courses in the entire country, Wailua now features a \$2 million irrigation system that helps keep the course in tip top shape regardless of the season.” – Mike Chwasky, GOLF Magazine’s GOLF.com

“Wailua offers the best bang-for-your-buck value for golfers ... the course is a lot of fun to play and the greens are some of the best you will see at any municipal golf course.” – Paul Beaudry, SCOREGolf (Canada’s largest-circulation golf magazine)

Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

WGC MEMBERSHIP OF “KAUAI GOLF COOPERATIVE” (CONT.)

Additionally, Buffalo hosted a media familiarization trip (FAM) in each of the last two years, recruiting a stable of the nation’s best golf travel and lifestyle writers:

2016 Media FAM Participants (and one-off media visitors)

- Mike Bailey – Golf Advisor, Golf Channel, World Golf
- Mike Buteau – Forbes.com
- Mike Chwasky – GOLF Magazine, Golf.com
- Tony Dear – Global Golf Post
- Vic Williams – Golf Tips Magazine, GolfTipsMag.com
- Jim Byers, Dallas Morning News, Vancouver Sun, Toronto Star, Calgary Sun, National Post, Ottawa Citizen, and more than one dozen other outlets carried his Kauai feature
- Jeff Neuman – Met Golfer (member publication of the NY-NJ-CT golf associations)

2015 Media FAM Participants (and one-off media visitors)

- Tod Leonard – San Diego Union Tribune
- Steve Donahue – TravelLife Magazine
- Paul Beaudry – SCOREGolf
- Ian Livingston – JohnnyJet.com
- Mike Stansfield – Fairways Magazine
- Matt Baylor – Chicago District Golfer
- Brian Weis – Midwest Golfing Magazine, GolfTrips.com

Social Media

Buffalo manages the social media component for Kauai Golf on Facebook. Likes have increased significantly within the last year to 1,479 and counting. Buffalo regularly posts news and publicity for Kauai Golf and other pertinent information (airfare specials and new Kauai routes, recommendations on post-golf activities on the island, etc.)

Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

WGC MEMBERSHIP OF “KAUAI GOLF COOPERATIVE” (CONT.)

From 4Q 2015 through 3Q 2016, Buffalo spearheaded four Facebook “Golf Giveaway” campaigns. Primarily designed to capture golf traveler data, they also influenced people to socially engage with the ads and to sign up for the Kauai Golf eNewsletter. The quarterly campaigns reached a combined one-half million Facebook newsfeeds and engaged Facebook users more than 12,000 times. The email database grew to more than 2,700 opt-in Kauai Golf “fans.”

GolfKauaiHawaii.com / eNewsletter

On behalf of all Kauai Golf partners, Buffalo managed all aspects of GolfKauaiHawaii.com, which features monthly blog that covers the golf partners and other island attractions. Wailua was included in several blogs including a Q&A profile on Ian Costa.

Additionally, Buffalo sent monthly Kauai Golf eNewsletters to the Kauai Golf database, with relevant news and information similar to the content included in GolfKauaiHawaii.com’s blog.

Miscellaneous activity

When Sue Kanoho began doing some marketing support for Wailua during this time period, she asked us if we knew of any top golf course photographers that we might recommend. Buffalo recommended Brian Oar, a longtime friend of our agency who is one of the world’s finest golf photographers. After Sue vetted his work, Brian provided a quote for Wailua that was discounted by 15% due to his relationship with Buffalo. The much-needed new Wailua photos are receiving first-class marks from media increasing exposure for the course through their use and fresh, enhanced media options.

2017

Several new initiatives are being launched for the program this year. They will join existing program activities and promotions spearheaded by Buffalo.Agency.

GoGolfKauai.com

Buffalo and the Kauai Golf partners are working with Golf Package Pros to develop a new website – GoGolfKauai.com – that sells custom golf travel packages with options to book rounds at Wailua and the other partner courses. GoGolfKauai.com will work in tandem with the existing Kauai Golf social media handles, and news and other keyword-rich content about the Kauai golf courses and island will be posted there.

Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

WGC MEMBERSHIP OF “KAUAI GOLF COOPERATIVE” (CONT.)

Golf Tour Operator Familiarization Tour

Although details aren't final, Buffalo will coordinate a familiarization (FAM) trip to Kauai made up of golf tour operators, barring unforeseen circumstances. Specifically, we will recruit members of the International Association of Golf Tour Operators (IAGTO), an organization each of the Kauai Golf partners and the KVB joined collectively. Through the FAM trip, twice-annual IAGTO conferences in Asia and North America, and the IAGTO's website – where each golf partner and the destination has information posted for tour operators to see and act upon – an expected increase of golf packages / visitors will be achieved.

Public Relations

Buffalo will continue its publicity and media relations activity through golf destination-centric storytelling that generates widespread media exposure for Wailua and its Kauai Golf partners.

Results / By the Numbers

The KVB-led Kauai Golf co-op program generated approximately 250 earned media items in 2015-2016 combining for hundreds of millions of impressions and an ad equivalency of more than \$500,000. Ad equivalency is the cost that would be incurred to purchase a commensurate amount of ad space to the earned media secured. These numbers don't account for the dollars spent by people influenced to visit Kauai and play golf, stay in hotels, eat at restaurants, etc., through publicity and social media campaigns. If those numbers were available, the \$500,000 ROI would be substantially higher. GoGolfKauai.com will give us the ability to better track and measure revenue and information about people who purchase packages to play golf on Kauai through it. This is an exciting, crucial step forward for the group.

2015-16 Kauai Golf Publicity*

<https://drive.google.com/open?id=0B26qcp69lQZndTNNZjVmWlQ1SDg>

*Denotes earned media for the golf destination overall; while not every golf partner is included or prominently featured in every “hit”, the pool of prospective and actual visitors grows for all via the sum of the parts.

2016 Wailua Publicity <https://drive.google.com/drive/folders/0B26qcp69lQZnVFBFaXRYM25zd1U?usp=sharing>

2015 Wailua Publicity <https://drive.google.com/drive/folders/0B26qcp69lQZnLVhrcE4xWFQwbGc?usp=sharing>

Strategies & Objectives to Continued Increase in WGC Revenue & Golf Rounds:

3. PROPOSED GOLF FEE REVIEW & AMENDMENT

- **Sample Amendment Handout**

WAILUA GOLF COURSE:

I. SUCCESSES & ACHIEVEMENTS

- Continued integration & implementation of additional “forward” or “senior” tees on all 18 holes of the golf course, along with the completed re-rating of Wailua Golf Course by the United States Golf Association (USGA) for all four tee locations (Blue/Championship, White/Men’s, Red/Women, and Gold/Senior).



- Continued use of DOPR’s tree trimming crew to provide periodic trimming of non-coconut trees along fairways, which have not been trimmed for 20-30 years, and improving course playability, and reducing liability. The tree trimming crew will periodically be used to trim trees adjacent to parking lot lights, which were converted to solar lights installed by County electricians in 2016. These newly installed solar lights provide efficient night lighting of parking areas to increase safety, security, at a cost savings.

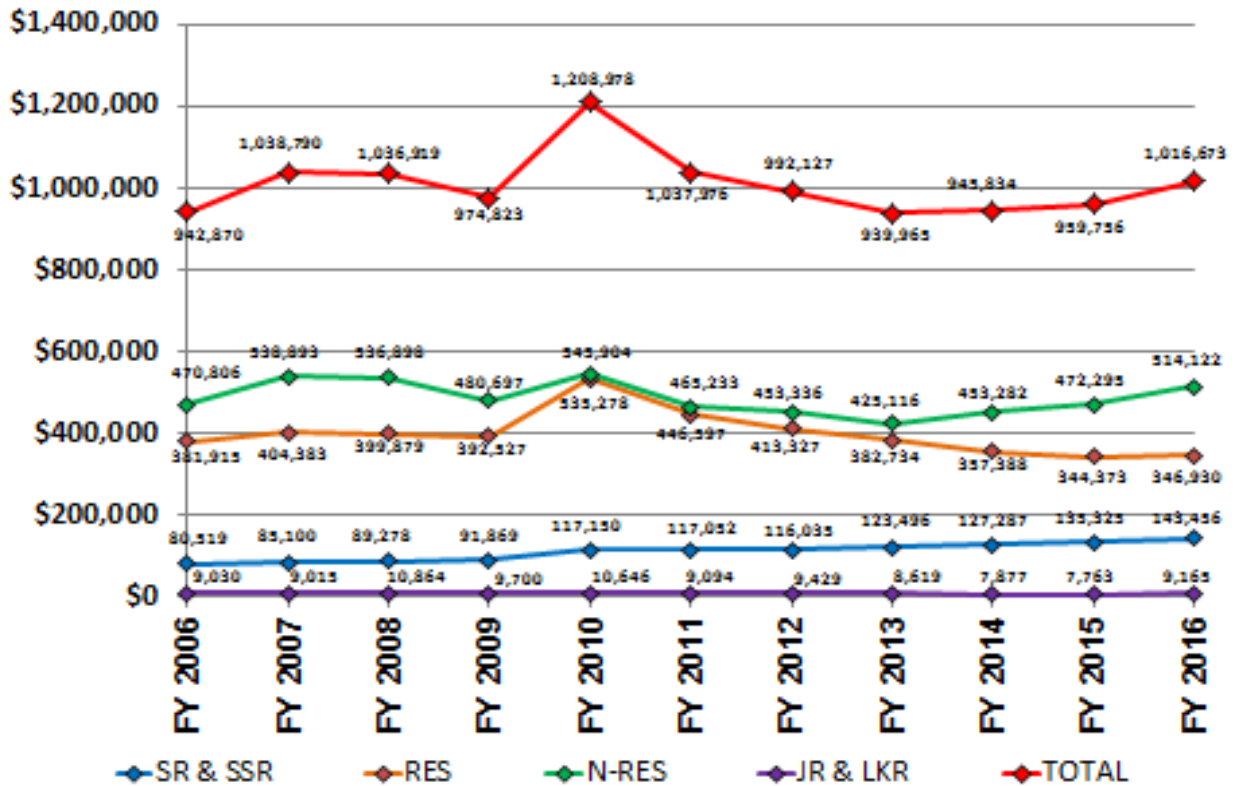


- Occasional “In-house” replacement and repair of aged and leak prone “on-course” potable waterlines, which supply potable water to numerous drinking fountains and restrooms throughout holes 1 – 18. Occasional “In-house” replacement and repairs to the aged potable waterlines are done by DOPR-Golf’s Sprinkler System Repair Worker, and mitigates increases potable water costs due to ongoing waterline leaks due to the 50+ year old original potable waterline system.



- Increase of “Non-Resident” golf rounds and revenue by approximately 12% in the last year, and approximately 16% in the last 2 years, despite a steady decline of 4% in golf rounds and revenue by residents. This 4% decline is consistent with a national decline in golf play.

FY 2006 – 2016 GOLF FEES REVENUE



- Continued successful on-going 5 year contract for the Golf Shop Concession dba Wailua Golf Shop, which manages and operates the driving range, provides rental golf clubs and pull carts, sale of golf products & accessories. The Wailua Golf Shop continues to provide valuable services to Wailua Golf Course patrons, visitors, and employees. The Golf Shop Concession also provides management and supervision of the DOPR's Summer Golf Program, which provides valuable introduction to, and instruction of golf for Kauai's youth every summer from June to July.



- Continued successful on-going 5 year contract for the Golf Shop Concession dba Wailua Golf Shop, which manages and operates the driving range, provides rental golf clubs and pull carts, sale of golf products & accessories. The Wailua Golf Shop continues to provide valuable services to Wailua Golf Course patrons, visitors, and employees. The Golf Shop Concession also provides management and supervision of the DOPR's Summer Golf Program, which provides valuable introduction to, and instruction of golf for Kauai's youth every summer from June to July.

- Continued successful on-going 5 year contract for Golf Cart Concession dba "Thursday Hui". Thursday Hui provides and maintains a fleet of gas golf carts for the patrons of Wailua Golf Course.



- Recent and successful annual preparation and “grooming” of the golf course and facilities for hosting of the 2014, 2015, 2016, and the 2017 John A. Burns Intercollegiate Golf Tournament on February 14 - 17. The John A. Burns Intercollegiate tournament is a prestigious annual collegiate event hosted by the University of Hawai‘i Golf, and which attracts 16 collegiate golf teams from all parts of the United States, and involved 100 collegiate players. The hosting of this annual prestigious tournament at Wailua Golf Course attracts approximately 200 visiting collegiate golfers, coaches, staff, and families of participants, which provides priceless exposure and promotion of Wailua Golf Course and Kauai.

• **John Burns Intercollegiate**
 • Participants
 • Wailua Golf Course - John Burns - Wailua GC Par: 72 Yardage: 6991
 • Feb 15-17, 2017



- Continued membership of the Kaua‘i Golf Cooperative, coordinated by the Office of Economic Development and the Kaua‘i Visitor’s Bureau, which provides promotional exposure and publicity both nationally and internationally through both travel industry and golf industry media and publications.
- Recognition by the Golf Channel as #3 of the 5 best golf courses in Hawai‘i, and the only municipal course ranked among Hawai‘i’s 4 top resort golf courses.

II. CHALLENGES

- On-going challenge of minimizing the gap between the golf course’s revenues and expenses by maximizing golf play by both residents and visitors through green fee proposals and course promotions and marketing.
- Providing needed on-going facility upgrades and repairs (i.e., Cart paths, course potable water lines, upcoming need to re-roof and re-pant the clubhouse building) to the 60+ year old facility.

- Continued golf fee rate review, and proposed amendments to maximize golf play by both residents and non-residents.
- Continued enhancement of partnership opportunities with the Kaua‘i Visitors Bureau and the Royal Coconut Coast Association to pursue “Value-added Hotel and Visitor Golf Fees”, marketing and promotion to increase golf rounds by non-residents.

III. IMPROVEMENTS

- Continued reduction in the cost and use of pesticides, fertilizers, and sand through the implementation of seashore paspaleum turf, and aerification practices which maximize the re-use of sand.



- Enhance course playability and safety by trimming of non-coconut trees throughout the golf course by DOPR’s tree trimming crew, which have not been trimmed for approximately 20 years.
- Repair & replacement of aged and failing potable waterlines serving the remote areas of the golf course to reduce water usage, and increase potable water conservation.
- Extend championship tee areas to lengthen the course yardage, to attract professional men’s and women’s golf events, and establish “forward” or “senior” tees to increase playability for all generations and abilities.

IV. UPCOMING INITIATIVES

- Continue to enhance partnerships and promotion opportunities through the Kaua‘i Visitors Bureau and the Royal Coconut Coast Association to increase both resident and non-resident play.
- Invitation to the United States Golf Association (USGA), and the Profession Golf Association (PGA), and the Ladies Professional Golf Association (LPGA) to consider Wailua Golf Course as a venue for hosting future golf events and tournaments.
- Replacement of existing potable waterlines serving the remote areas of the golf course.
- Improvement of the cart paths throughout the golf course.

- Implementation & integration of additional alternate golf course activities, including Disc Golf and Soccer Golf.



- Return of the John A. Burns Intercollegiate in 2018 and future years.
- Scheduled commitment to host the Big West Collegiate Golf Championship in the spring of 2019
- Hosting of the second Annual “Kaua‘i Amateur Championship” in September 2017, and the Hawai‘i State High School Championship in May 2016.



ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	ADJUSTED BUDGET	YTD EXPENDITURE & ENCUMBRANCES	MAYOR'S REQUEST
503-3051-661.01-01	REGULAR	838,257	798,592	694,800	887,996
LEVEL	TEXT			TEXT AMT	
MR	1728 DIRECTOR OF GOLF COURSE MAINTENANCE	SR 24		65,736	
	1726 GOLF COURSE OPERATIONS SUPERVISOR	SR 18		62,246	
	1742 GOLF COURSE OPERATIONS ASSISTANT	SR 14		49,608	
	1860 CASHIER I	SR 10		32,688	
	1727 GOLF COURSE STARTER	SR 12		42,594	
	1741 GREENS KEEPING CREW LEADER	WS 10		56,250	
	1023 AUTOMOTIVE MECHANIC I	BC 10		53,118	
	1738 CHEMICAL TREATMENT WORKER	BC 7		45,930	
	900 SPRINKLER SYSTEM REPAIR WORKER	BC 6		51,171	
	1739 TRACTOR MOWER OPERATOR	BC 4		40,827	
	1737 TRACTOR MOWER OPERATOR	BC 4		40,827	
	1006 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1732 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1733 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1736 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1862 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1941 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1934 GOLF COURSE GROUNDSKEEPER	BC 3		39,243	
	1730 JANITOR II	BC 2		38,166	
	1959 CASHIER I (50% PART TIME)	SR 10		18,981	
	1958 CASHIER I (50% PART TIME)	SR 10		15,153	
				887,996	
503-3051-661.01-02	WAGES AND HOURLY PAY	10,200	10,200	2,920	10,200
LEVEL	TEXT			TEXT AMT	
MR	TEMP SUMMER GOLF COURSE RECREATION AIDES:				
	RECREATION AIDES			7,650	
	PROGRAM SUPERVISOR			2,550	
				10,200	
503-3051-661.01-04	SALARIES/ADJUSTMENTS	0	0	0	0
503-3051-661.01-05	VACATION CREDIT PAYOUT	1	2,383	2,383	1
503-3051-661.02-01	REGULAR OVERTIME	10,000	77,000	70,655	46,000
503-3051-661.03-01	PREMIUM PAY	10,048	18,848	17,588	10,048
LEVEL	TEXT			TEXT AMT	
MR	TEMPORARY ASSIGNMENT			7,033	
	MEALS			560	
	TEMPORARY DIFFERENTIAL			498	
	SHIFT WORK			1,957	
				10,048	
503-3051-661.05-01	SOCIAL SECURITY CONTRIBU	66,441	65,161	54,312	73,000
503-3051-661.05-02	HEALTH FUND CONTRIBUTION	131,570	131,570	114,611	151,320

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	ADJUSTED BUDGET	YTD EXPENDITURE & ENCUMBRANCES	MAYOR'S REQUEST
503-3051-661.05-03	RETIREMENT CONTRIBUTION	145,912	150,658	134,504	153,407
503-3051-661.05-04	WORKERS COMPENSATION TTD	1	27,201	24,614	1
503-3051-661.05-05	WORKERS COMPENSATION MEDI	36,000	49,800	44,592	1
503-3051-661.05-06	UNEMPLOYMENT COMPENSATION	1,967	1,967	0	1,967
503-3051-661.05-09	MILEAGE	800	800	0	800
503-3051-661.05-12	OTHER POST EMPLOY BENEFIT	174,236	179,903	163,688	186,449
503-3051-661.10-01	ELECTRICITY	122,500	87,500	77,754	105,000
LEVEL	TEXT		TEXT AMT		
MR	AVERAGE \$8,750/MONTH (SUMMER MONTHS HIGHER)		105,000		
	PUMP RUNS 30-50% MORE DUE TO DRY WEATHER				
			105,000		
503-3051-661.10-02	WATER	25,000	20,000	18,202	25,000
503-3051-661.10-03	TELEPHONE	4,500	4,500	4,172	4,500
503-3051-661.10-04	SEWER	4,500	4,500	2,413	3,399
503-3051-661.24-00	TRAINING	720	720	230	720
503-3051-661.30-00	OTHER SERVICES	64,400	94,920	36,037	65,500
LEVEL	TEXT		TEXT AMT		
MR	TREE TRIMMING SERVICES		62,000		
	PROMOTION/MARKETING/SPECIAL EVENTS		3,500		
			65,500		
503-3051-661.31-00	DUES AND SUBSCRIPTIONS	3,000	5,000	4,635	3,200
LEVEL	TEXT		TEXT AMT		
MR	USGA TURF ADVISOR SERVICE		2,000		
	USGA ANNUAL DUES		200		
	KVB WEB FEES		600		
	GCSAA MEMBERSHIP		400		
			3,200		
503-3051-661.41-02	COPIER	1,100	1,468	674	1,100
503-3051-661.42-00	INDIRECT COSTS/CENTRAL SE	130,000	130,000	0	130,000
503-3051-661.43-01	R&M BUILDING	7,400	7,400	1,346	6,100
LEVEL	TEXT		TEXT AMT		
MR	PLUMBING/ELECTRICAL/CARPENTRY REPAIRS		4,500		
	SECURITY MONITORING		500		
	QUARTERLY PEST CONTROL TREATMENT		600		
	GUTTER CLEAN UP SHOP AREA		500		
			6,100		
503-3051-661.43-02	R&M EQUIPMENT	30,500	61,500	59,561	36,500
LEVEL	TEXT		TEXT AMT		
MR	EQUIPMENT REPAIRS		25,000		

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	ADJUSTED BUDGET	YTD EXPENDITURE & ENCUMBRANCES	MAYOR'S REQUEST
	MOTOR PUMP REPAIRS - PASTURE			5,000	
	" - #10 PUMP STN & MAINT			3,000	
	IRRIGATION PUMP STATION QUARTERLY SERVICE			2,500	
	IRRIGATION WEATHER STATION			1,000	
				36,500	
503-3051-661.56-01	AIRFARE, GENERAL	800	1,400	1,161	800
LEVEL	TEXT		TEXT AMT		
MR	FOUR TRIPS TO OAHU FOR CHEM LICENSES			800	
				800	
503-3051-661.56-02	PER DIEM, GENERAL	80	80	0	80
LEVEL	TEXT		TEXT AMT		
MR	PER DIEM FOR FOUR TRIPS			80	
				80	
503-3051-661.56-03	CAR RENTAL & PARKING, GEN	100	100	0	100
503-3051-661.56-04	OTHER TRAVEL, GENERAL	1,800	1,200	0	1,800
LEVEL	TEXT		TEXT AMT		
MR	REGISTRATION FOR CHEMICAL LICENSES			1,800	
				1,800	
503-3051-661.57-00	PRINTING	765	765	765	765
LEVEL	TEXT		TEXT AMT		
MR	SCORECARD PAPER 13 CASES \$ \$55.00			715	
	ESTIMATED FREIGHT			50	
				765	
503-3051-661.61-01	OFFICE SUPPLIES	3,200	5,200	4,660	3,200
LEVEL	TEXT		TEXT AMT		
MR	GOLF PENCILS 250 BOXES @ \$7.00			1,750	
	COPIER PAPER			200	
	LASER INK CARTRIDGE \$150 X 2			300	
	CASH REGISTER TAPE 50 ROLLS/CASE X 2			150	
	MAINTENANCE CASH REGISTER			160	
	OTHER SUPPLIES			640	
				3,200	
503-3051-661.61-02	OTHER SUPPLIES	124,375	92,159	88,080	121,675
LEVEL	TEXT		TEXT AMT		
MR	JANITORIAL SUPPLIES			3,875	
	TOPDRESSING SAND, 130 TONS @ \$210/TON			27,300	

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	ADJUSTED BUDGET	YTD EXPENDITURE & ENCUMBRANCES	MAYOR'S REQUEST
	MISC. GOLF COURSE SUPPLIES			4,000	
	IRRIGATION SUPPLIES			4,000	
	FIRST AID SUPPLIES			500	
	WEED CONTROL & FERTILIZER			82,000	
				121,675	
503-3051-661.61-03	CONTROLLED ASSETS	0	0	0	0
503-3051-661.62-01	OTHER SMALL EQUIPMENT	0	1,157	1,081	0
503-3051-661.62-02	COMPUTER PERIPHERALS/SUPP	0	0	0	0
503-3051-661.65-00	COLLECTIVE BARGAINING	6,500	6,500	5,874	6,315
LEVEL	TEXT			TEXT AMT	
MR	GEAR			2,536	
	PHYSICALS & MEDICAL RELATED			339	
	PUC: 1 @ \$79				
	RESPIRATOR: 2 @ \$60				
	CDL: 1 @ \$140				
	UNIFORM CLEANING \$120 X 22			2,640	
	UNIFORMS			800	
				6,315	
503-3051-661.66-01	GASOLINE	32,000	35,218	24,218	32,000
LEVEL	TEXT			TEXT AMT	
MR	GASOLINE			6,000	
	DIESEL			26,000	
				32,000	
503-3051-661.67-00	OTHER COMMODITIES	26,400	27,482	20,684	22,400
LEVEL	TEXT			TEXT AMT	
MR	ARMORED TRUCK SERVICE			6,400	
	CREDIT CARD SERVICE FEES			16,000	
				22,400	
503-3051-661.71-97	2005A BOND PRINCIPAL	170,000	170,000	170,000	180,000
LEVEL	TEXT			TEXT AMT	
MR	\$1,565,000 PARTIAL FUND OF 1997B DUE 8/1/16			180,000	
	(\$2,420,000 PUBLIC IMPROVEMENT BOND 2005 SERIES A)			180,000	
503-3051-661.72-05	2005 BOND ISSUE\INTEREST	22,113	22,113	22,113	14,000
LEVEL	TEXT			TEXT AMT	
MR	\$1,565,000 PARTIAL FUNDING OF 1997B:				
	INTEREST DUE 8/1/16			9,250	
	INTEREST DUE 2/1/17			4,750	

ACCOUNT NUMBER	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	ADJUSTED BUDGET	YTD EXPENDITURE & ENCUMBRANCES	MAYOR'S REQUEST
(\$2,420,000 PUBLIC IMPROVEMENT BOND 2005 SERIES A)				14,000	
503-3051-661.72-97	1997 BOND ISSUE/INTEREST	0	0	0	0
503-3051-661.85-02	CONSTRUCTION	0	0	0	0
503-3051-661.88-02	LEASED	6,900	12,057	12,057	6,900
LEVEL	TEXT		TEXT AMT		
MR	3RD YEAR OF 5 YEAR LEASE (FRM 89-01)		6,900		
	REPL VEH 010	\$32,000	6,900		
503-3051-661.89-01	EQUIPMENT	0	0	0	0
503-3051-661.89-02	TRACTORS AND OTHER HEAVY	0	0	0	0
503-3051-661.89-05	LEASED	112,951	170,965	170,965	167,719
LEVEL	TEXT		TEXT AMT		
MR	3RD YEAR OF 5 YEAR LEASE (FRM 89-01)		112,951		
	REPL TEE MOWER #382	\$43,000			
	REPL ROTARY ROUGH MOWER #341	\$55,000			
	REPL PRO-FLEX 5 GANG TOW BEHIND #399	\$24,000			
	REPL TORO WORKMAN UTILITY CARD #466	\$42,000			
	REPL CUSHMAN TURF TRUCK SPRAYER #309	\$45,000			
	REPL GREENS MOWER #367	\$43,000			
	REPL FAIRWAY MOWER #348	\$83,000			
	REPL TEE MOWER #389	\$43,000			
	REPL GREENS MOWER #378	\$43,000			
	REPL FAIRWAY MOWER #385	\$83,000			
	REPL REEL MOWER EQ#789	\$33,500			
	TOTAL	\$537,500			
	1ST OF 5 YEAR LEASE (\$254,000 @ 3%/YR)		54,768		
	REPL JCB BACKHOE	\$150,000			
	REPL GREENS MOWER	\$ 52,000			
	REPL GREENS MOWER	\$ 52,000			
			167,719		
*	WAILUA GOLF COURSE	2,327,037	2,477,987	2,051,349	2,459,963
**	PARKS AND RECREATION	2,327,037	2,477,987	2,051,349	2,459,963
***	GOLF FUND	2,327,037	2,477,987	2,051,349	2,459,963