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**COUNTY COUNCIL**  
COUNTY OF MAUI  
200 S. HIGH STREET  
WAILUKU, MAUI, HAWAII 96793  
[www.MauiCounty.us](http://www.MauiCounty.us)

April 5, 2018

Mr. Kaala Buenconsejo, Director  
Department of Parks and Recreation  
County of Maui  
Wailuku, Hawaii 96793

Dear Mr. Buenconsejo:

**SUBJECT: REQUESTS/QUESTIONS FROM THE APRIL 3, 2018  
MEETING (PR-6) (BF-1)**

At its meeting on April 3, 2018, the Budget and Finance Committee requested your Department's responses to the following requests/questions relating to the Waiehu Golf Course program:

1. Provide a breakdown of estimated revenue for Fiscal Year 2019. Include the anticipated number of rounds to be played and revenue by fee type, including revenue from the pro shop and any restaurant concessions. Include Fiscal Year 2017 actuals and Fiscal Year 2018 year-to-date information for comparison purposes.
2. Provide projected revenue estimates associated with specific course upgrades and improvements, in a form similar to a pro forma financial statement.
3. Provide a cost comparison between renovation of the greens one hole at a time, and renovating the greens nine holes at a time. Include estimated impacts on the number of rounds played and associated impacts on revenue.
4. Has the Department explored contracting out proshop, restaurant, and starter operations? Would this be a more efficient alternative to current course operations?

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5. Please provide costs for leasing, rather than purchasing, the Toro Greensmaster Triplex 3420 greens mower and Toro Groundmaster 4500D rough mower (index 915181C, sub-object 7037, priorities three and four, page 12-113 of the Budget Details).
6. Explain the \$91,000 request for five replacement medium duty aluminum frame utility carts (index 915181C, sub-object 7037, priority five, page 12-113 of the Budget Details). Are all the carts the same age? What is the cost-savings for purchasing the carts all at once?
7. Explain any current or future plans for marketing the Waiehu Golf Course and associated costs. (AA)

May I further request that you transmit your response **no later than April 11, 2018**, to enable the Committee to comprehensively review the FY 2019 Budget.

To ensure efficient processing, please duplicate the coding in the subject line above for easy reference.

Thank you for your attention to this request. Should you have any questions, please contact me or the Committee staff, Michele Yoshimura (ext. 7663), Shelly Espeleta (ext. 7134), Maggie Clark (ext. 7661), or Yvette Bouthillier (ext. 7758), at your earliest convenience.

Sincerely,



RIKI HOKAMA, Chair  
Budget and Finance Committee

bf:2019bgt:180404apr02:mmy/ske/mcc

cc: Mayor Alan M. Arakawa  
Budget Director