



Palm Harbor Golf Club

Facility Analysis

Council Direction



- Diversify revenue options
- Comparison of current maintenance (troon) vs. In-house maintenance
- Budget projections



Changes to Current Operations



Implemented Changes:

- Increased group rate from \$43 to \$46
- 3% CPI increase in rates on Nov. 2024
- Added one extra morning tee time and three afternoon/evening tee times
- 3% Credit Card merchant processing fee has started April 1st

Upcoming changes:

- 3% increase on summer rates: May 1, 2025
- \$1.00 increase range tokens: May 1, 2025
- 3% Peak Season rates increase: Nov 1, 2025
- Review the passholder membership
- \$5 increase Handicap Fee (GHIN) : Jan 1, 2026



Golf Course Maintenance Analysis

City Management

- Course maintenance maintained by City Staff
- 7 full-time staff
- Projected costs for FY 26: \$503,408 (Fully Burdened)

Troon Management

- Course maintenance is contracted through Troon Management
- 9 full-time and 2 part-time staff
- Contract expires 2027
- Projected costs for FY 26: \$457,286.04 for the management and maintenance fees



5-Year Budget Review

	FY2019-20	FY2020-21	FY2021-22	FY2022-23	FY2023-24
Revenue:	\$1,059,938	\$1,411,497	\$1,583,233	\$1,573,576	\$1,696,410
Expenditures:	\$1,341,746	\$1,419,072	\$1,573,617	\$2,008,704	\$1,864,684
Profit/Loss:	(\$281,808)	(\$7,575)	\$9,616	(\$435,128)	(\$168,274)
Cost Recovery:	79%	99%	101%	78%	91%
Notes:	COVID-extended closures and limited play	COVID restrictions lifted; golf rounds spiked	Golf rounds remained high	Fleet Replacement allocations high due to catching up (\$468,069)	Increased golf rates which offset fleet costs; Troon staff salaries increased



FY 2025 Budget Projection

	October 1 st – April 10 th	Estimated* FY 24-25	Estimated* FY 25-26 (City Main.)	Estimated* FY 25-26 (Troon)
Revenue Golf Charges:	\$972,926.39	\$1,815,025 (includes CC fees)	\$1,859,619.31 (Includes CC fees)	\$1,859,619.31 (Includes CC fees)
Revenue Golf Rent:	\$10,943.12	\$18,891.92	\$19,649.43	\$19,649.43
Total Revenue:	\$983,869.51	\$1,833,916.89	\$1,879,268.74	\$1,879,266.74
Expenditures:	\$977,118.37	\$1,836,223.13	\$1,832,084.00	\$1,785,962.04
Cost Recovery	101%	99.8%	103%	\$105%

* Based on 23/24 number of rounds and sales

