



NORTHLANDS

GOLF COURSE



2021 Year in Review
Celebrating 25 Years of
Public Golf on the North Shore

1997-2022

Golf Participation

- ▶ Golf participation during Covid-19 saw unprecedented increase in play throughout Metro Vancouver and the Province
- ▶ The previous record for rounds played occurred back in 2001 with 51,500 rounds
- ▶ Northlands had 58,606 rounds in 2021
- ▶ 2021 had Weather bombs, a mini tornado, not enough rain, too much rain, record heat, extreme cold and floods
- ▶ End of June heat wave for approximately 7 days saw play subside dramatically
- ▶ Sept to Nov rainfall set an all-time record with 1211 mm of rain.



Record Revenues

- ▶ 4 out of 5 Revenue Centers for Golf set all-time record highs
- ▶ Only rental clubs did not achieve record sales
- ▶ Covid restrictions and lack of tourism
- ▶ Previous record for total revenue was \$3.05 Million (2009 & 2019)
- ▶ 2021 Golf Revenues reached \$4.1 Million
- ▶ Advanced fees high mark was \$26,000 set in 2019
- ▶ Advanced fees for bookings reached \$192,000



Carbon Reduction & Climate Action Plans

- ▶ Heat pumps and high efficiency furnaces were installed, replacing 25 year old units.
- ▶ Gas water heater replaced with an electric unit
- ▶ Outdoor lighting fixtures switched over to LED
- ▶ Two diesel fairway mowers were replaced with hybrid units
- ▶ One Greens mower replaced with a full electric unit with another unit on order for 2022
- ▶ Continue converting small gas power equipment to electric
- ▶ Allowing areas on the course not in play to revert to a naturalized state, reducing the need for routine maintenance and watering



Northlands Bar & Grill

- ▶ Our Food & Beverage Operator has done an amazing job serving our customers under very difficult circumstances
- ▶ Covid-19 severely impacted food and beverage operations throughout the industry
- ▶ Product availability, limited staffing and higher food costs
- ▶ Limitations on capacity, customer hesitancy and restrictive operating protocols impacted revenues greatly during Covid. Proof of vaccination in 2021 helped the industry
- ▶ Main role of our F&B operations is to meet the daily needs of golfers



Year in Review

Murdo Frazer Par 3

- ▶ High participation rates similar to Northlands GC.
- ▶ 50 % increase in play in 2021 compared to 2019 pre-Covid season
- ▶ Cruse Control Golf Mgt. (Ian Cruse) is celebrating 26 years at Murdo Frazer
- ▶ For the past 13 years, the entire operation falls to Ian and he has provided excellent service and consistently maintains the facility to our set standards and to our complete satisfaction.



Looking Ahead

- ▶ Golf participation will remain steady through 2023
- ▶ 2024-2030 participation rates will start to settle downward, but overall growth is expected from pre-Covid trends
- ▶ Continued Carbon reduction, water conservation and equipment upgrades to move away from fossil fuels
- ▶ Restaurant Services will go out to the marketplace to gauge interest
- ▶ Sustainment Capital will increase due to aging infrastructure, such as bridges, paths and buildings.



Our Staff

