



# CITY OF LODI

# COUNCIL COMMUNICATION

AGENDA TITLE: Review G-Basin (DeBenedetti Park) Request for Proposal for Golf Center Complex

MEETING DATE: May 20, 1992

PREPARED BY: Parks and Recreation Director

RECOMMENDED ACTION: That the City Council review the William Sherman Co./Golf Realty Corporation Request for Proposal and direct City administration to move ahead to put the proposal out to public bid to build a golf center complex at G-Basin (DeBenedetti Park).

BACKGROUND INFORMATION: Over two years ago, Staii started work on a Request for Proposal at G-Basin (DeBenedetti Park) in coordination with William Sherman Co./Golf Realty Corporation, as consultants for a golf center complex. The draft of the RFP was completed, and shortly thereafter, it was put on the shelf due to various reasons by Administration.

Approximately seven months ago, the golf complex/youth sports use issue came up again. It was sent back to the Parks and Recreation Commission for reconsideration of the use of the park property. The Commission voted in support of its original idea of a golf center complex. It was brought back to the Council for reevaluation and direction. The Council opted to complete the RFP, put the project out to public bid, and see if there was interest in same. We have completed the document, it has been reviewed by our general golf committee and administrative staff people, in addition to review and approval by the Parks and Recreation Commission at their May 5, 1992, meeting (5 - 0 vote).

The basis of the RFP addresses an announcement to prospective developers/operators and information to be publicized in various golf publications. The body of the request gives varied and detailed information on the prospective site, what the improvements must be minimally, plus information and all related descriptions of our expectations. Prospective developers/operators would call or write for copies of the RFP/site plans at which time they would be required to pay \$25.00 if they pick up the information in person, or \$30.00 to have the material mailed. Valid bidders will have a set time, places, forms to complete, and monetary commitments (\$10,000.00) to meet to be considered as a serious proposer.

APPROVED: \_\_\_\_\_

THOMAS A. PETERSON  
City Manager



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Review G-Basin (DeBenedetti Park) Request for Proposal for Golf Center Complex

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It is suggested additionally that you direct the Mayor and/or City Manager to appoint a golf facility committee to review the various proposals and to bring back to Council a recommendation to a developer/operator.

Please find attached a copy of the Request for Proposal which gives you the details of our request and a time table for the process and development of the site.

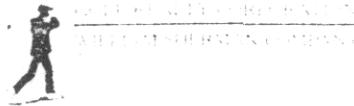
**FUNDING:** Long-term lease given to the developer of the golf facility.



Ron Williamson  
Parks and Recreation Director

RW:srb  
Attachment

April 28, 1992



Mr. Ron Williamson  
Director of Parks & Recreation  
CITY OF LODI  
125 N. Stockton Street  
Lodi, CA 95240

Dear Ron:

Enclosed please find our revised RFP incorporating the changes you have made and adding pertinent material from National Golf Foundation at the end of the Prospectus. Per your request, all pages have been numbered.

The amended time line you have proposed should be workable. You can make your announcement to publications and general letters of solicitation sometime early in June. The important consideration here is to have the material ready for July publication deadlines.

Assuming all your notices are effective sometime in July, you should be able to schedule your walk-through by Thursday, September 17. You may then schedule your deadline for receipt of proposals for October 23. You can make recommendations to the City Council by November 18 and use the remaining time through the end of the year to finish negotiations for your contract. This will still enable you to have the golf driving range open sometime in March, 1994, and the golf course about three months later.

Based on our last conversation, your critical time appears to be the period making recommendations to the City Council and incorporating a final contract with your successful proposer.

If you have any questions about any of the data contained in the RFP, please give me a call. I am enclosing a statement for all services and expenses incurred to date and will forward a list of publications and proposers for your review tomorrow.

Per your suggestion, I would be delighted to attend the City Council meeting on May 20. The fee including travel expenses is \$670. I would probably make arrangements to return to the Bay Area after the meeting, unless you thought it appropriate for me to get together with you the following morning.

Please let me know your thoughts.

Kindest regards.

  
William H. Sherman

WHS:mmb  
Enclosure

GOLF COURSE CONSULTANTS  
APPRAISERS & BROKERS

171 Carlos Drive  
San Rafael, California 94903  
(415) 472-6232

APP 29 1992

ANNOUNCEMENT

G M F INDUSTRY MAGAZINES. ASSOCIATIONS AND NEWSPAPERS

TO ALL INTERESTED GOLF COURSE DEVELOPERS/ENTREPRENEURS:

The City of Lodi, California, is accepting proposals for the Ground Lease, Development and **Operation of** a proposed 9-hole Executive or Par-3 golf course and driving range.

The City wishes to have private investment construct, equip and operate, for an appropriate term, a **9-hole golf course**, driving range, and supporting **structures**, to be located on approximately **48** acres of land, west of the City of Lodi.

The City's primary use **for** this site is as a Floodwater drainage basin. Therefore, it is required that a volume of 202 acre feet must be provided below a grade **elevation** of 26 Feet for purposes of providing temporary storage following heavy rains.

The City has set aside a limited amount of matching construction funds For the successful Proponent.

For further details **and/or** information on the bid package, qualified and interested parties should contact:

Ron Williamson  
c/o Lodi Parks and Recreation Department  
125 Stockton Street  
Lodi, CA 95240  
209/333-6742



**TO: GOLF COURSE DEVELOPERS AND OPERATORS**

REQUEST FOR PROPOSALS  
FOR THE GROUND LEASE, DEVELOPMENT AND MANAGEMENT OF  
A 9-HOLE GOLF COURSE AND DRIVING RANGE  
FOR THE CITY OF LODI, CALIFORNIA

The City of Lodi, through its Department of Parks and Recreation is pleased to invite your consideration of a Request for Proposals (RFP) for a Ground Lease to develop, equip and operate a proposed 9-hole Par-3 golf course and driving range.

The purpose of this RFP is to solicit proposals for service that encompass the planning, construction and management of the 9-hole golf course, driving range, a full-service clubhouse and maintenance barn.

In addition to the physical improvements, the RFP requires that the successful Proposer provide all equipment necessary to satisfactorily run and maintain the golf course to the City of Lodi's standards.

The site is a 27.7-acre parcel just south of State Route 12 and east of Lower Sacramento Road, plus an additional 20 acres to the east. The primary utilization of the site is to serve as a floodwater drainage basin. As such, storage of 202 acre feet of water will be maintained at an elevation below 28 feet. This will require coordinating design and construction with the City of Lodi Public Works Department.

The successful Proposer shall pay to the City a rental amount based upon the sum of monthly gross receipts percentages, or the minimum monthly rent guarantee, whichever is greater. Due to the substantial investment of funds, the City anticipates the need for a long-term lease, the length of which should be submitted by the Proposer.

Proposers must have demonstrable success in the development, operation and management of similar facilities. In addition, each Proposer must furnish: a General Business Statement, Financial Statement: Business, Credit and Personal Reference, General Development Program, Cash-Flow Analysis, Proposed Price List, and Proof of Insurability for at least 51 million dollars general liability insurance. As a proposal guarantee, each Proposer must submit a cashier's or certified check payable to the City of Lodi in the amount of 810,000.

Proposals will only be considered if they are submitted in written form on the proposal documents provided by the City in its RFP package. Proposals may be submitted no later than \_\_\_\_\_

A complete RFP package consisting of background and market information, construction requirements and plans, a sample lease agreement, the scope of management service, all proposal forms and instructions (and many other materials) are available from our offices at 125 N. Stockton Street, Lodi, CA 95240. The cost of the package is \$25 or \$30 if mailed.

There will be a conference and facility inspection scheduled as follows:

Date:

Time:

Location: Henry A. Graves Park

It is extremely important that all interested parties attend this conference.

If you have any questions regarding this matter, please contact:

Ron Williamson, Director  
Parks & Recreation  
125 North Stockton Street  
Lodi, California 95240  
209/333-6742



**REQUEST FOR PROPOSALS**

**CITY OF LODI**

**GOLF COURSE AND DRIVING RANGE**

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REQUEST FOR PROPOSALS

CITY OF LODI

Continued

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SECTION ONE  
INFORMATION - SCOPE OF PROJECT

A. PURPOSE

The City of Lodi is soliciting private Investors to construct, develop and operate a public golf facility on City-owned property. The property is located on Lower Sacramento Road at Century Boulevard, south of State Route 12. **improvements** to be made by the successful Proposer include a **9-hole** Executive or Par-3 length golf course, driving range, **full-service** golf shop with snack bar and public restrooms, and all **necessary** personal property required to provide and maintain a first-class golf course operation.

B. BACKGROUND

The site contains approximately 27.7 acres of land which is owned by the City of Lodi, in **North Central San** Joaquin County, plus 20 acres to the east, which **the** City is intending to acquire at this time. The City resident population is 53,000 **the** County resident population is **170,000**.

The City of Lodi requires the site be **used** as a temporary stormwater **retention** basin. Approximately **202 acre-feet** of water will have to be stored **and maintained** at a **grade elevation** under **26** feet. This excess runoff during **heavy** rain periods will be released into the City's system until **capacity** is available east of the Woodbridge Irrigation District Canal. The length of time required for storage will depend upon the total volume stored in the system and the discharge rate allowed by Woodbridge Irrigation District.

The City has five completed parks with athletic and **recreational use fields** which also serve as stormwater retention basins. The City requires **that the proposed golf** course facility be maintained to a level consistent with their other **basin/parks**. Water is available through the City of Lodi for 50.285 per 100 cubic feet **(as of April 1, 1992, an increase is anticipated)**.

The City of Lodi will contribute development funds, as described in the details on the construction requirements contained in Section One, Part C. A site map is shown in Section Three, Part A, and additional market information is found in Section Three, Part B.



### C. CONSTRUCTION REQUIREMENTS

The successful **Proposer** shall be responsible for making all site improvements, developing all appropriate structures and providing all personal **property** that is **necessary** to successfully operate and maintain the proposed golf facility.

**Those** improvements shall include a 9-hole golf course (**Proponent** should indicate whether an Executive or Par-3 **course** is proposed), driving range and practice area.

The successful Proposer will build a full-service golf **clubhouse** that will include a golf shop, men's and women's **restrooms** [handicap **accessible**], a snack **bar/food** and beverage operation and management offices. The site will **also contain** a paved parking area **and** adequate space to store carts. A more **expanded** food and **beverage** operation may be incorporated **into** the clubhouse design **if** the Proposer **so chooses**.

The maintenance building should contain enough **space** for **storage** of seed, fertilizer and chemicals, storage of golf course maintenance equipment, an office for the **Golf Course** Superintendent and a lunch **area** for maintenance crew workers.

All aspects of the proposed facility must be equipped by the **successful** Proposer to allow for a **full-service** professional golf operation. This includes golf **course maintenance** equipment, **golf** shop and clubhouse furnishings, fixtures and **equipment** and appropriate licenses.

The City of **Lodi** will be responsible for developing **all** street **improvements on Lower** Sacramento **Road** and on Century Boulevard, including engineering, surveying, paving, curb and gutter, sidewalks, street lights and driveways. Access **to** the site **will** be at the northeast corner of the parcel **on** Century Boulevard.

The City is also responsible for installing all various utilities on Century Boulevard and Lower **Sacramento** Road and extending utilities to the site and providing environmental clearances.



In addition to the aforementioned golf course improvements, the successful Proposer will be responsible for:

1. Installation of an irrigation system which will provide coverage for the **entire** site.
2. Installation of an interior drainage system which will be tied into the City's storm drainage pump station. There will be a minimum of five interior catch basins and drainage lines varying from **12** to **24** inches. The number of catch basins and sizes of lines will be dependent upon the grading plan for the bottom of the basin.
3. **Installation** of a minimum **6-foot, 9-gauge** chain link fence with top rail and concrete mow strip. [Higher screens/fencing may be required to golf course layout and adjacent uses.]
4. **Providing onsite** fire protection as required by the Fire Department. The requirement will be based on the location and type of onsite buildings.
5. Stockpiling all topsoil and replacing it after excavation and grading operations.
6. Saving all existing oak trees. **No** excavation will be allowed 20 feet **from the** drip line **of** each oak tree. A minimum diameter of **100** feet of undisturbed **soil** shall be maintained about **ee** . oak tree. (See Figure 3).

All plans and specifications for **s** improvements are subject to **City** approval.

#### **D. TERM OF AGREEMENT**

**Due** to the substantial investment of funds, the City anticipates the Proposer's need for a long-term lease. The term of this agreement depends on the amount of **the** investment made by the Proponent, the length of time required to amortize **capital** funds and the expected return derived from **golf** operations. A proposed length of **the term** shall be submitted by each Proposer in the bid response.



E. PAYMENT OF RENTAL

The Proposers rental to the City shall be at a prescribed minimum yearly rent or the sum of percentages of yearly gross receipts based on different types of revenues. whichever amount is greater. This rent is to be paid monthly.

It is recommended that percentage rents be classified into two categories. One for golf-related fees (green fees, cart fees and range fees); the other for Departmental Sales from food and beverage sales and golf shop sales. All proposed rents, both minimum annual amounts and percentage rents, shall be submitted by each Proposer. [Note: Course fees and rates will be set by the operator at market dictation.]

F. SCOPE OF MANAGEMENT SERVICES

The Proposer shall operate and keep the facilities open to the public during such days and hours as are prudent and compatible for public golf courses in Northern California. The Proposer will be required to provide a level of operation and service equal to standards set by comparable Northern California public golf courses.

Under the terms and conditions of this agreement, the selected Proposer shall be responsible for all golf course operations, including control and regulation of play, golf shop services, food and beverage services, golf course grounds maintenance, as well as maintenance for all buildings, structures and improvements on the premises.

G. PROPOSER'S CONFERENCE AND SITE INSPECTION

A Proposer's Conference, for the purpose of answering questions that may arise will be held at Henry A Glaves, Jr. Park, \_\_\_\_\_ at \_\_\_\_\_ on \_\_\_\_\_. This is a developed drainage basin park site. Proposers will then be taken to the subject site. Due to the nature of the construction requirements, it is strongly urged that all Proposers attend the walk-through and conference.

Only those questions concerning the sample agreement, the Proposal process and construction specifications, or questions resulting from the walk-through inspection, will be considered in the presence of all Attendees. There will be no private or unilateral consultations prior to the City's receipt of Proposals deadline.



## H. CONDITIONS AND REQUIREMENTS

1. The following documents are included in this Request for Proposal package and are used as the basis for each Proponent's bid.
  - a. Legal Description of Site
  - b. Site Plan
  - c. Market Analysis
    - 1) Area **Background**
    - 2) Area Golf Courses **{Type/Fees/Rounds Played}**
  - d. Proposal Forms **(Corporation/Partner/Proprietor)**
  - e. Proposer's **Equal** Employment Opportunity Certification
  - f. Construction Schedule
  - g. Proposed Rent Structure
    - 1) **Minimum**
    - 2) **Percentage**
  - h. **Five-year Pro-Forma** showing anticipated rounds of play
  - i. Statement **of Personal** History
  - j. Affidavit to accompany Proposal
  
2. The Proposer is responsible for making all **necessary investigations** and **examinations** of documents, operations and premises affecting **performance**. Failure to **do so** will not act to relieve any condition of the sample agreement or the **above** documents. **It is mutually agreed that the submission of a Proposal shall be** considered conclusive evidence that the Proposer has made such **investigations** and **examinations**.

The City will **assume** no responsibility for any understandings or representations concerning conditions made **by** any of its officers or employees prior to **execution** of a final agreement unless they are included in the RFP, or in the minutes of the Proposer's Conference.



3. Any reasonable inquiry to determine the responsibility of a Proposer may be conducted. The submission of a Proposal shall constitute permission by the Proposer for the City to verify all information contained therein. If the City deems it **necessary**, additional **information** may be requested from the Proposer. **Failure** to comply with any such request may disqualify a Proposer from further consideration.
4. The Proposer may withdraw the **Proposal** at any time prior to the date and **time** which is **set** forth herein as the deadline for acceptance of Proposals. **upon written** request for same to the Director.
5. All Proposals **shall** be firm offers and may not be withdrawn for a period of **ninety** **[90]** days following date set to receive Proposals. Withdrawal of a Proposal Prior to the end of the ninety-day period constitutes a breach of this agreement and requires a default of said Proposer's guarantee deposit.

The City is preparing a Negative Declaration that will be provided to **proposers** when completed.



**SECTION TWO**  
**PROPOSAL FORM**

INSTRUCTIONS TO PROPOSERS

City of Lodi. Parks and Recreation Department will receive sealed Proposals for the construction, development and operation of the proposed facility until \_\_\_\_\_ . Proposals shall be marked: Proposal for the **Development and Operation of the City of Lodi Golf Course** and submitted to Lodi Parks and Recreation Department, 125 N Stockton Street, Lodi, CA 95240. Proposals received after the date specified will be returned to the Proposer unopened.

In selecting Proposals it is the intent of the City to provide the best possible service to the golfing public. Therefore, strong consideration will be given to the Proposer's experience and ability to construct, develop and operate said facility, the extent and quality of the Proposer's program of operations, the quality of improvements to be made, the financial capability of the Developer, and finally, the rental that shall be paid to the City by the Proposer.

Evaluation of the Proposals will be conducted by an Evaluation Committee selected by the City. The Evaluation Committee, comprised generally of City personnel having experience in the conduct, administration and/or evaluation of similar agreements will employ the applicable criteria and their expertise in evaluating Proposals and submit a recommendation to the City Manager for consideration and final approval by City Council. The City may utilize the services of appropriate experts to assist in the evaluation process.



The City **reserves** the right to reject any ~~and~~ all Proposals ~~and~~. in the event a Proposal is accepted. it will be awarded to the Party ~~who~~. in the sole judgement of the City. submits the best responsible Proposal.

Selection of the best responsible Proposal will be based ~~on~~:

1. Experience and ability of Proposer to develop. establish and operate the facility for which the Proposal is submitted:
2. The nature and extent of improvements to be developed (A preliminary route plan ~~and/or~~ schematic is requested):
3. **The financial** ability of the Proposer to establish and operate the **facility and** make. the proposed improvements:
4. ~~The~~ expected rental to be paid to the City:
5. The term of the proposed ~~lease~~.

The City **reserves** the right to negotiate the terms and conditions with ~~one~~ or more **Proposers**.

~~The Proposer~~ is ~~responsible~~ for making all **necessary** investigations ~~and~~ examinations of **attached documents** and the premises for any ~~and~~ all conditions which affect full **performance**. ~~Failure to do so will not act to relieve any condition of the proposed lease agreement or any other of the above documents.~~ It is mutually agreed that the **submission of a Proposal** shall be considered conclusive evidence that the Proposer has made **such examination**.

**Proposals** shall be **made only** in the Proposal Form **provided**. Failure to **complete any portion** of the **Proposal Form** may be a basis for **rejection of** the Proposal. **Proposals** may only **be** modified in writing prior to the date ~~and~~ time **set for** receiving said **Proposals**.



If the Proposal is made by an Individual, it shall be signed with the full name of the Proposer and his address and telephone number shall be given. If it is made by a Partnership, it shall be Signed with the Partnership name by one of the partners and the full name and address of each partner shall be given. If it is a Joint Venture, it shall be signed with the full name and address of each member thereof. If it is made by a corporation, it shall be signed by the President and Secretary in the corporate name and the Corporate Seal shall be affixed in the place indicated. No Proposal will be considered unless it complies with these signature requirements.

As part of the Proposal Form, the Proposer must attach all documents, statements, lists and references as required and more fully detailed as follows:

1. **Statement of Qualification:** A full and detailed presentation of the Proposer's qualifications to perform the operations in his Proposal, including his experience in the development and operation of a golf course must be submitted.
2. **Plan of Operations:** A full and complete detailed plan of operations is to be submitted with the Proposal. Proposed Rates (to be determined by operator per market dictation), Reservation of Starting Times, Special Programs, etc.
3. **General Development Program/Construction Schedule:** A narrative description of the improvements to be made, a preliminary route plan and/or schematic, together with appropriate timeframes. This program should include estimated capital budgets and the qualifications of the designated project Manager who will be responsible for managing the golf course construction.



4. **Financial Statement:** A full and detailed presentation of the Proposer's assets, liabilities and net worth. as well as a list detailing the method of financing all improvements contemplated. In the event funds are to be borrowed to finance any portion of the total investment. Letters-of-Intent from the bank or other lending agency are to be attached. indicating the minimum amount which will be loaned. Letters-of-Intent may contain the qualification that the loan will only be consummated upon award of the Lease Agreement.
5. **Business References:** A minimum of five (5) business references giving names. addresses and telephone numbers of each are to be included with the Proposal.
6. **Personal References:** A minimum of five (5) personal references giving names. addresses and telephone numbers of each are to be included with the Proposal.
7. **Credit References:** A minimum of five (5) credit references giving names. addresses and telephone numbers are to be included with the Proposal.
8. **Proof of Insurability:** A letter of commitment from an acceptable insurance company setting forth that the required insurance coverage (\$1 Million General Liability). will be available at the time of the commencement of the contract term. Letters-of-Intent from insurance brokers will not be considered acceptable.

All Proposers must complete the Equal Employment Opportunity certification and the Affidavit to Accompany Proposals.

If the Proposal is submitted by a partnership or joint venture. the Statement of Personal History attached to the Proposal Form will be completed by each member thereof. If the Proposal is submitted by a corporation. the Statement will be completed by all officers of the corporation.



The Financial Statement. prepared by a Certified Public Accountant. **must** show the true condition of the Proposer's assets. liabilities and capital as of December **31, 1991**. or the last day of the last year of the Proposer's **income** tax fiscal year. **If** the Proposer is a partnership or joint venture. individual statements must be submitted for each member thereof.

Each Proposer shall submit with the **Proposal** Form either a Cashier's **check or a check certified** by a **responsible bank and** made payable to the City of **Lodi**. as a guarantee that the Proposer will enter into a Lease Agreement **if** it is awarded to him. The amount of said check shall be **\$10,000.00** and **no Proposal will be considered unless** it is **accompanied by such check**.

**All** checks accompanying rejected proposals will be returned **as** soon as possible after the City has selected the designated Proposer.

**The** check accompanying the selected **Proposal will** be returned only if the successful Proposer:

- (a)** **enters** into the **Lease** Agreement within thirty **(30)** days after receiving it for execution.  
and
- (b)** provides the Faithful Performance Bond **as** called for in the proposed Lease Agreement.

**If** the successful Proposer does not meet **(a)** and **(b)** above. the Proposal **Guarantee** shall be forfeited to the City for reason of noncompliance.

Prior to the selection of the best responsible Proposal. **a** Proposer may request. in writing. return of the Proposal Guarantee. but such a request shall be construed **as a** retraction of the Proposal.



**PROPOSERS STATEMENT**

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**FOR CITY USE ONLY**

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- 1 Statement of Ownership
- Statement of Qualifications
- 1 Plan of Operations
- General Development Program/  
Preliminary Route Plan and/or Schematic/  
Construction Schedule
- 1 Financial Statement
- 1 Business References
- 1 Personal References
- 1 Credit References
- 1 Proof of Insurability
- 1 EEO Certification
- 1 Affidavit to Accompany Proposals

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**FOR CITY USE ONLY**

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This is a Proposal for the development and operation of a 9-hole golf course, driving range and supporting facility for the City of Lodi, California.

**TO: PARKS & RECREATION DEPARTMENT  
125 North Stockton Street  
Lodi, California 95290**

I am personally acquainted with the proposed golf course premises and am acquainted with the privileges to be granted. I have read the Information - Scope of Project, Instructions to Proposers and reviewed all attached related documents. I am familiar with the terms and conditions that the City has set forth and I meet the qualifications for submitting a Proposal. I hereby submit the following Proposal For the rights and privileges set forth therein.



I ~~propose to~~ make the real property improvements scheduled below and further. to maintain and ~~operate~~ the facility in accordance with the attached General Development Program. It is further understood and agreed that **all** improvements made under the terms and conditions of a subsequent ~~Lease~~ Agreement shall immediately become the property of the City of Lodi.

PROPOSED REAL PROPERTY IMPROVEMENTS

Estimated Cost

Site Preparation. ~~Development~~  
and ~~Installation of~~ on-site Utilities

\$ \_\_\_\_\_

**9-Hole Golf Course** and Driving Range

\_\_\_\_\_

**Clubhouse**

\_\_\_\_\_

Parking Area

\_\_\_\_\_

Maintenance Buildings & Yard

\_\_\_\_\_

**TOTAL PROJECTED REAL PROPERTY IMPROVEMENTS**

\$ \_\_\_\_\_

If ~~awarded~~ the contract. I **shall** provide the following personal property:

Estimated Cost

~~Clubhouse~~ Furnishings. Fixtures & Equipment

\$ \_\_\_\_\_

Golf ~~Course~~ Maintenance Equipment

\_\_\_\_\_

Miscellaneous

\_\_\_\_\_

**TOTAL PERSONAL PROPERTY**

\$ \_\_\_\_\_



I propose a Lease **Term** of \_\_\_\_\_ years.

I propose to pay the City an Annual Minimum Rental or the **Sum** of Percentages of yearly **gross** receipts based upon different classes of revenues, whichever is **greater**. The **Annual Minimum Rental** is \$ \_\_\_\_\_ [years 1 - 3], \$ \_\_\_\_\_ [years 4 - 10], \$ \_\_\_\_\_ [year 11 - 20], and \$ \_\_\_\_\_ years 20+. The percentage of yearly **gross** receipts is as follows:

	Yrs 1-3 (%)	Yrs 4-10 (%)	Yrs 11-20 (%)	Yrs 20+ (%)
1. Green & Range Fees	_____ %	_____ %	_____ %	_____ %
2. Golf Shop Sales	_____ %	_____ X	_____ X	_____ X
3. Food & Beverage Sales	_____ %	_____ %	_____ %	_____ %

\*Year 11 percentages are assumed to be constant for the remainder of the Lease term.

PRO-FORMA STATEMENT

	Year 1	Year 2	Year 3	Year 4	Year 5
1. Green Fees & Range Fees	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5
2. Golf Shop Sales	\$ 8	\$ 8	\$ 8	\$ 8	\$ 8
3. Food & Beverage Sales	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5
4. Gross Income	\$ 18	\$ 18	\$ 18	\$ 18	\$ 18
5. Cost of Sales	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5
6. Adjusted Gross Income	\$ 13	\$ 13	\$ 13	\$ 13	\$ 13
7. Operating Expenses	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5
8. Projected Rent	\$ 8	\$ 8	\$ 8	\$ 8	\$ 8
9. Net Operating Income	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5



As evidence of my qualifications to merit the granting of a Lease Agreement, I have attached my **Statement of Qualifications, Plan of Operation, General Development Program, Financial Statements, Business References, Personal References, Credit References** and **Proof of Insurability** in accordance with the Instructions to Proposers. I agree to be personally interviewed by members of the City, or their duly authorized representatives, to further establish my qualifications. I also agree to authorize business organizations and financial institutions to release information to the City concerning my credit and financial standing.

In the event my Proposal is accepted, I understand and agree:

1. That I will enter into a Lease Agreement for the construction, establishment and operation of the previously described golf facility. I have enclosed a Certified or Cashier's check in the amount of \$10,000, payable to the City of Lodi, as a guarantee that I will enter into a Lease Agreement in the event my Proposal is accepted.
2. That clerical, mathematical or other errors made in this Proposal will not act to void this Proposal or relieve me of any obligation to enter into a Lease Agreement.
3. That in case of default, the aforesaid \$10,000 will be retained by the City as liquidated damage and will become the property of the City.



The undersigned hereby respectfully submits this Proposal including all required statements-

(Name of Individual. Partnership. Corporation. Etc.)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Address

\_\_\_\_\_  
Telephone Number

\_\_\_\_\_  
Corporate Seal

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Address

\_\_\_\_\_  
Telephone Number



STATEMENT OF PERSONAL HISTORY

Date: \_\_\_\_\_

Legal Name: \_\_\_\_\_

Residence Address: \_\_\_\_\_

Residence Telephone Number: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Telephone Number: \_\_\_\_\_

Social Security Number: \_\_\_\_\_

Drivers License Number: \_\_\_\_\_ State of \_\_\_\_\_

Expiration Date \_\_\_\_\_

Marital Status: Single \_\_\_\_\_ Married \_\_\_\_\_ Divorced \_\_\_\_\_ Separated \_\_\_\_\_

Previous Residence for past five years and dates:

(1) \_\_\_\_\_

(2) \_\_\_\_\_

\_\_\_\_\_

Have you ~~or your spouse~~ ever filed for bankruptcy or been declared bankrupt? Yes \_\_\_\_\_ No \_\_\_\_\_

Explain details [Date and Location] below:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Attach additional sheets if needed.



PARTNERSHIP STATEMENT

If a partnership. answer the following:

1. Date of organization \_\_\_\_\_

2. General Partnership [ ]  
 Limited Partnership [ 1 ]

3. Statement of Partnership recorded: Yes [ ] No [ ]

Date	Book	Page	County
------	------	------	--------

4. Certificate of Limited Partnership recorded: Yes [ ] No [ ]

Date	Book	Page	County
------	------	------	--------

5. Has the partnership done *business* in *San Joaquin County*?

Yes [ ] No [ ] Explain: \_\_\_\_\_

6. Name, address, and partnership share of each general partner:

<u>Name</u>	<u>Address</u>	<u>Share</u>
_____	_____	X
_____	_____	%
_____	_____	X
_____	_____	X
_____	_____	%
_____	_____	X

7. Furnish the birth date, place of birth, Social Security number, and California Driver's License number for each person shown above.

8. Attach a complete copy of Partnership Agreement.

9. Is the partnership now involved, or has it ever been involved, in any business enterprise whatsoever?

If so, give full details: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_



CORPORATION STATEMENT

If a corporation. answer the following:

- 1. When incorporated? \_\_\_\_\_
- 2. Where incorporated? \_\_\_\_\_
- 3. **Is** the corporation authorized to do **business** in California?  
Yes [  ]      No [  ]      If so, as of what date \_\_\_\_\_

4. The corporation is held:      Publicly [  ]      Privately [  ]

5. **If privately** held, provide the following:

<u>Name</u>	<u>Address</u>	<u>% of Stock Owned</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

6. **If publicly** held. how and where is the stock traded:

\_\_\_\_\_

c

\_\_\_\_\_

7. List the following:	<u>Authorized</u>	<u>Issued</u>	<u>Outstanding</u>
(e) Number of voting shares:	_____	_____	_____
(b) Number of non-voting shares:	_____	_____	_____
(c) Number of shareholders:			_____
(d) Value per share of Common Stock:			
Per      \$ _____			
Book     \$ _____			
Market  \$ _____			

8. Furnish the name. title. address. and ~~the~~ number of voting and nonvoting shares of stock held by each officer. director. and any person holding more than 10% of the outstanding stock.

9. Furnish the birth date, place of birth. Social Security number. and California Driver's License number for each person shown under Item 5 above.

10. Is the Corporation now involved. or has it ever been involved. in any business enterprise whatsoever: If so. attach full details.



JOINT VENTURE STATEMENT

If a Joint Venture. answer the following:

1. Date of **organization** \_\_\_\_\_

2. Joint Venture Agreement or Statement recorded?      Yes [  ]      No [  ]

<u>Date</u>	<u>Book</u>	<u>Page</u>	<u>County</u>
-------------	-------------	-------------	---------------

3. Has the Joint Venture done business in ~~San~~ **Joaquin** County?  
Yes [  ]      No [  ]      When? \_\_\_\_\_

4. Name and address of **each** Joint Venturer

<u>Name</u>	<u>Address</u>
_____	_____
_____	_____
_____	_____
_____	_____

If **any** Joint Venturer is a Partnership or Corporation. complete applicable statements.

5. ~~Furnish~~ the birth ~~date~~. place of birth. Social Security number. and California Driver's License number for each person shown under ~~Item~~ 4 above.

6. Attach a complete copy of the Joint Venture Agreement.

7. Is the Joint Venture now involved. or has it ever been involved. in bny business ~~enterprise~~ whatsoever?

**ifso, give full** details: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**STATEMENT OF QUALIFICATIONS**

**Enumerate in detail the duration and extent of your business experience with special emphasis upon experience with business of the type to which this proposal relates. Also enumerate in detail the pertinent experience of all persons who will be directly involved in development and management of the business to which this proposal relates.**



## GENERAL DEVELOPMENT PROGRAM/CONSTRUCTION SCHEDULE

Describe your proposed plans for the golf course and its related **structures**. Identify the **scope** of improvements proposed for the **golf** course, clubhouse and driving range, showing preliminary route plan and/or schematic. List the appropriate architects who will be employed. List a construction schedule to include completion of **plans** and specifications, rough grading, irrigation, seeding, completion of **construction** and tentative opening.



**PLAN OF OPERATIONS**

**Describe your plan for operation, including staffing, organizational chart and promotional plan.**



FINANCIAL DATA

FINANCIAL STATEMENT

Attach a **complete** report, prepared in accordance with acceptable accounting practice, reflecting your current financial condition. The report must include a balance sheet and income statement. **Be** prepared to substantiate all **information** shown.

SURETY INFORMATION

**Has any surety** or bonding company ever been required to perform upon your default?    Yes [ ]    No [ ]

**If Yes,** attach a Statement naming the surety or bonding company, date, amount of bond, and **the circumstances** surrounding said default and **performance.**

BANKRUPTCY INFORMATION

**Have you ever been declared bankrupt?**    Yes [ ]    No [ ]

**If Yes,** state date, court jurisdiction, amount **of liabilities,** and amount **of** asset.

PROPOSED METHOD OF FINANCING DEVELOPMENT

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PENDING LITIGATION

Provide detailed information regarding present or threatened litigation, **liens,** or claims involving any participant in the proposal. If there are none, state **that** there is no existing or threatened litigation, **lien,** or claims against any participant in **the** proposal.



**OTHER INFORMATION**

**Please provide any other information which you feel will be helpful in evaluating your ability to successfully develop and operate the golf facilities.**



**BUSINESS REFERENCES**

List five (5) persons or firms with whom you have conducted business transactions during the past three years.

**REFERENCE**

Name: \_\_\_\_\_  
Firm: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**REFERENCE**

Name: \_\_\_\_\_  
Firm: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_



**REFERENCES**

**REFERENCE**

**Name:** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_

**Telephone:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

v

**REFERENCE**

**Name:** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_

**Telephone:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**PERSONAL REFERENCES**

List five (5) persons who have knowledge of your personal history and professional experience.

**REFERENCE**

**Name:** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_

**Telephone:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**REFERENCE**

**Name:** \_\_\_\_\_

**Firm:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_

**Telephone:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**CREDIT REFERENCES**

List five (5) persons or firms who have knowledge of your debt payments and secured credit history.

**REFERENCE**

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

\_\_\_\_\_

v

**REFERENCE**

Name: \_\_\_\_\_

Firm: \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



**PROOF OF INSURABILITY**

**Proposer shall provide and maintain in force during the term of the lease contract General Liability Insurance in the sum of ONE MILLION (\$1,000,000) DOLLARS. A Letter of Commitment from an acceptable insurance carrier must accompany this Proposal and be attached hereto.**



PROPOSER'S EEO CERTIFICATION

\_\_\_\_\_  
Proposer's Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
Internal Revenue Service Employer Identification Number

**GENERAL**

The Proposer certifies and agrees that all persons employed by such firm, its affiliates, subsidiaries, or holding companies are and will be treated equally by the firm without regard to or because of race, religion, ancestry, national origin, age, handicap, or sex and in compliance with all anti-discrimination laws of the United States of America and the State of California.

PROPOSER'S CERTIFICATION

1. The Proposer has a written policy statement prohibiting discrimination in all phases of employment. ( ) Yes ( ) No
2. The Proposer periodically conducts a self analysis or utilization analysis of its work force. ( ) Yes ( ) No
3. The Proposer has a system for determining if its employment practices are discriminatory against protected groups. ( ) Yes ( ) No
4. Where problem areas are identified in employment practices, the Proposer has a system for taking reasonable corrective action to include establishment of goals and timetables. ( ) Yes ( ) No

\_\_\_\_\_  
Name and Title of Signer (Please Type or Print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date



AFFIDAVIT TO ACCOMPANY PROPOSALS

State of                    )  
                                  ) SS  
County of                 )

\_\_\_\_\_ being first duly sworn, deposes  
and states: That he/she is \_\_\_\_\_

(Insert "sole owner", "partner", "president", "secretary", or other proper title)  
of \_\_\_\_\_  
(Insert name of Proposer)

who submits herewith to City of Lodi the attached proposal:

**Affiant deposes and states:** that the proposal is genuine; that the same is not sham or collusive; that all statements of fact therein are true; that such proposal was not made in the interest or behalf of any person, partnership, company, association, organization or corporation not therein named or disclosed.

**Affiant deposes and states:** that the Proposer has not directly or indirectly by agreement, communication or conference with anyone attempted to induce action prejudicial to the interest of the City of Lodi, or of any other Proposer, or anyone else interested in the proposed agreement; that the Proposer has not in any manner sought by collusion to secure for himself, itself or themselves, an advantage over any other Proposer.

**Affiant further deposes and states:**

- (a) That none of our employees are employees of the City of Lodi or employees of public agencies for which the City Council is the governing body:
- (b) That no City employee, or employees of public agencies for which the City Council is the governing body serve as officers, principals, partners or major shareholders of this Proposer:
- (c) That we are not former City employees who have been employed by the City of Lodi in the twelve months immediately preceding the date of this affidavit in positions of substantial responsibility in the area of service to be provided by the proposed agreement, and that no such employees have taken part in the development of said proposed agreement or its service specifications:
- (d) That no person who has been employed by the City within the twelve months immediately preceding this affidavit serve as an officer, principal, partner or major shareholder of this Proposer.

I understand and agree that any falsification in this affidavit will be grounds for rejection of this proposal or cancellation of any agreement awarded pursuant to this proposal.

I certify under penalty of perjury under the laws of the State of California that the foregoing is correct and true.

Signed:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Dated

**WARNING**  
**PROPOSALS WILL NOT BE  
CONSIDERED UNLESS THE  
AFFIDAVIT HEREON IS  
FULLY EXECUTED  
INCLUDING THE CERTIFICATE  
OF THE NOTARY AND THE  
NOTARIAL SEAL.**

### SECTION THREE

The project site is located in the verdant San Joaquin Valley in the southwest sector of the City of Lodi. The City of Stockton is located a few miles south of the property. Easy auto access is afforded from State Route 99 to the east and Interstate 5 to the west.

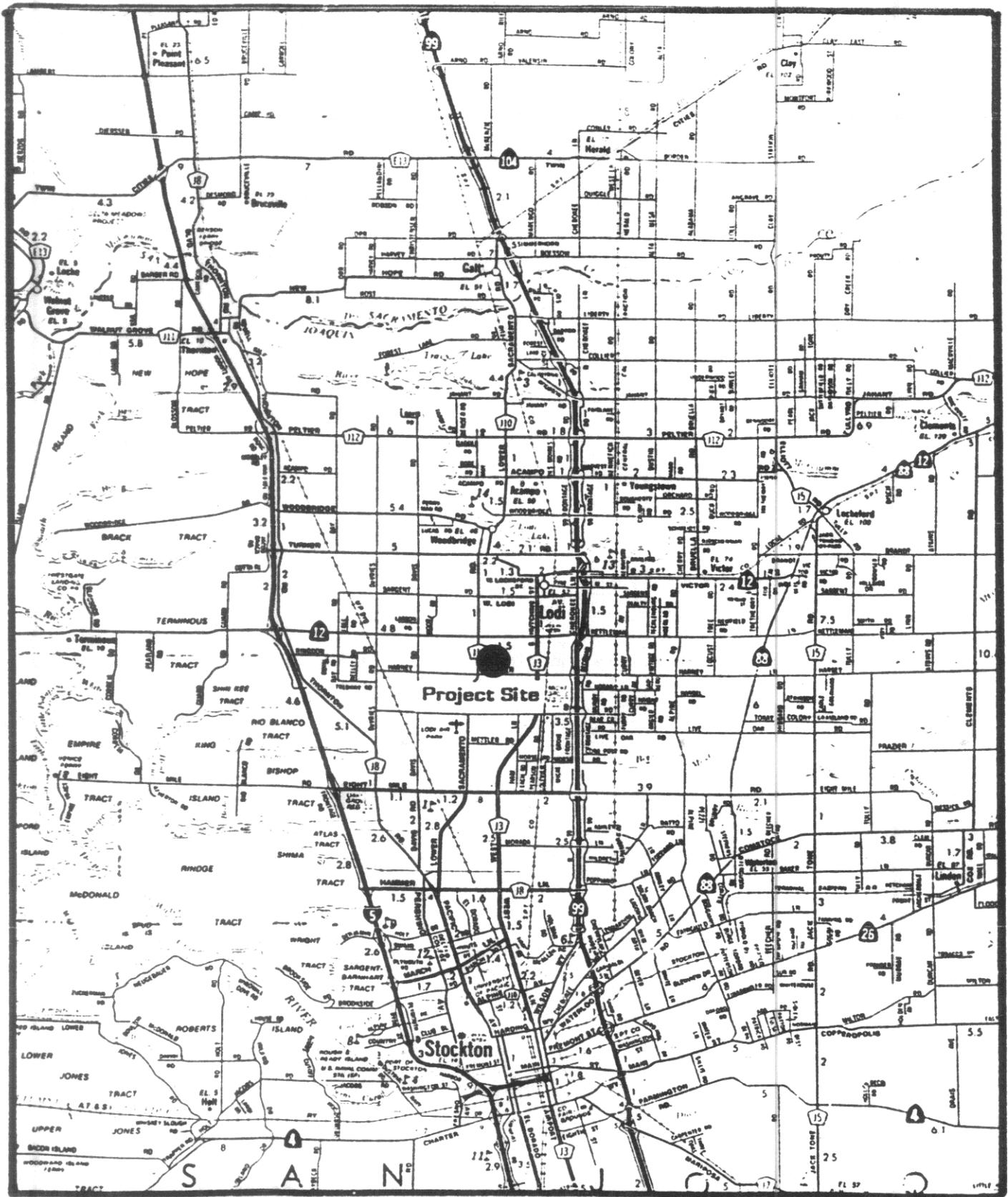
Figure 1 is an Area Map showing the site's location and proximity to County centers of population. Figure 2 shows the site in the City of Lodi.

Figure 3 is a Site Map showing the present site's 27.73 acres, and also shows the expansion area to the east which amounts to 20.05 acres.

A legal description of each site follows.



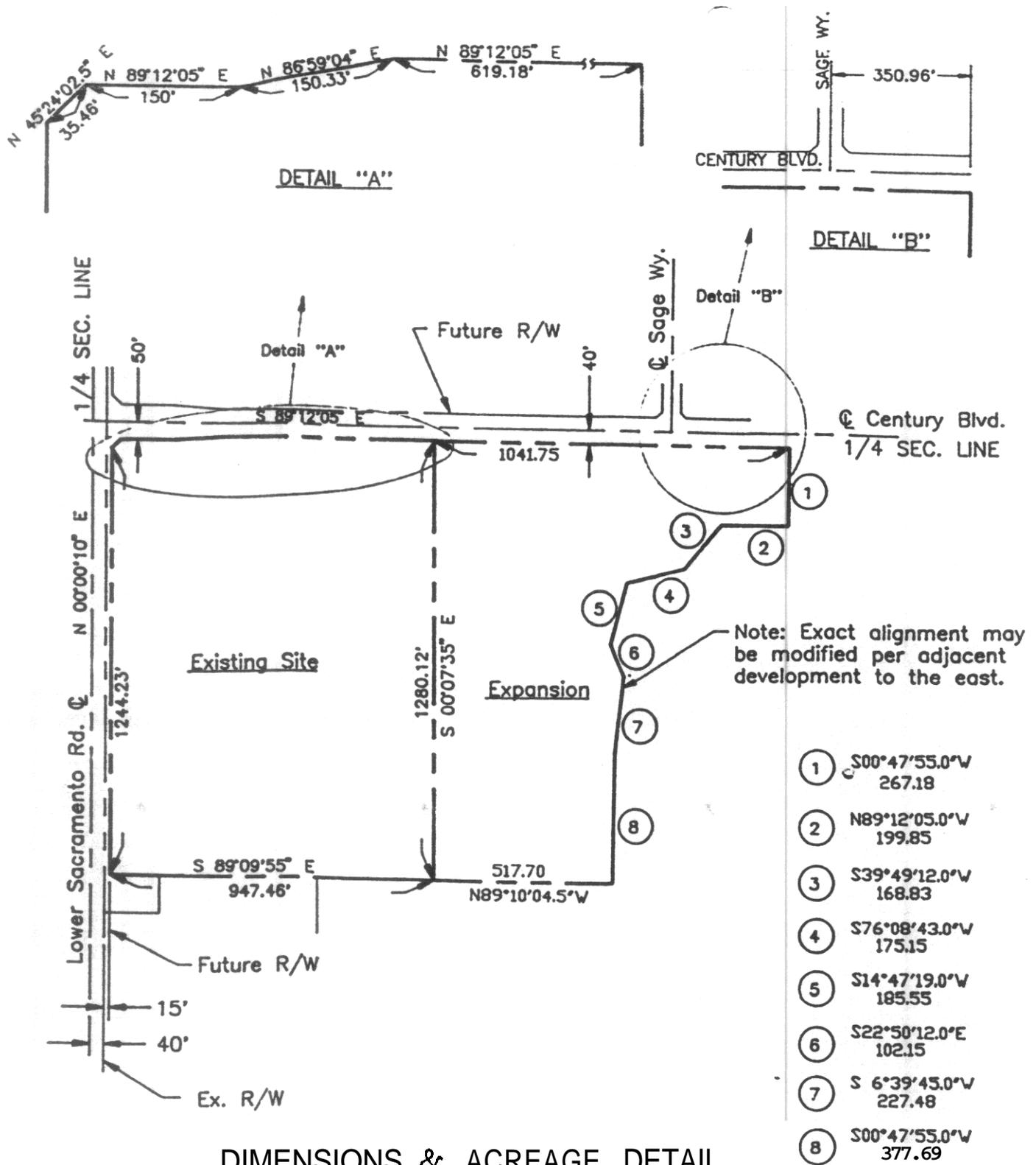
Figure 1



AREA MAP







**DIMENSIONS & ACREAGE DETAIL**

SCALE: 1"=400'

**Acreage:**

Total	Existing Site	Expansion	
51.00	30.32	20.05	Gross (to centerline of adjacent street)
47.78	27.73	19.09	Net (to new property line after street improvement)

**G-BASIN**  
**EXISTING PARCEL (NET)**

A portion of the north one half of the southeast quarter of section 15, T.3N, R.6E, M.D.B. & M. County of San Joaquin, State of California, being described as follows:

Commencing at the southwest corner of the 29.11 acre parcel of land as shown on the Record of Survey filed on the 11th day of October, 1933 in Book 28 of Surveys at Page 105. San Joaquin County Records;

thence S 89°09'55"E, 15.00 feet along the south line of said parcel to the True Point of Beginning;

thence N 00°00'10"E, 1244.23 feet along a line parallel with and 55' easterly, as measured perpendicular to, the west line of said southeast quarter;

thence N 45°24'03"E, 35.48 feet;

thence S 89°12'05"E, 150.00 feet;

thence N 86°59'04"E, 150.33 feet;

thence S 89°12'05"E, along a line parallel with and 40' southerly, as measured perpendicular to, the north line of said southeast quarter, 619.18 feet to the easterly property line of said parcel;

thence S 00°07'35"E, 1280.12 feet to the southeast corner of said parcel;

thence N 89°09'55"W, 947.46 feet to the True Point of Beginning, containing 27.73 acres more or less.

**G-BASIN**  
**EXPANSION PARCEL (NET)**

A portion of the north one half of the southeast quarter of section 15, T.3N, R.6E,  
M.D.B. & M. County of San Joaquin, State of California, being described as follows:

Commencing at the southwest corner of the 29.11 acre parcel of land as shown on the  
Record of Survey filed on the 11th day of October, 1983 in Book 28 of Surveys at Page 105. San  
Joaquin County Records;

thence S 89°09'55"E, 962.46 feet to the southeast corner of Said parcel being the True  
Point of Beginning;

thence N 00°07'35"W, 1280.12 feet along the easterly line of said parcel;

thence S 89°12'05"E, 1041.75 feet along a line parallel with and 40' southerly, as  
measured perpendicular to, the north line of said southeast quarter;

thence along the following eight courses :

S 00°47'55" W, 267.10 feet.

N 89°12'05" W, 199.85 feet.

S 39°49'12" W, 168.83 feet,

S 76°08'43" W, 175.15 feet,

S 14°47'19" W, 105.55 feet.

S 22°50'12" E, 102.15 feet,

S 06°39'45" W, 227.48 feet.

S 00°47'55" W, 377.69 feet to the south line of the north half of said southeast quarter;

thence N 89°10'05" W, 517.70 feet along south line of north half of said southeast  
quarter to the True Point of Beginning, containing 19.09 acres more or less.

## Market Data

San Joaquin County has a population base of 470,000 residents which will provide the primary support base for the City of Lodi Golf Course. The City of Lodi has a resident population of over 53,000. (Note Table 1 and Figure 4). The City of Stockton, approximately seven miles to the south of the property, has a resident population of approximately 200,000. An improved network of freeways connecting the Central Valley Area to the more populous San Francisco Bay Area, has led experts to predict a forecasted increase in population of 30% in San Joaquin County by 1995. This projection amounts to 135,000 additional County residents in that period.

Other demographic data related to the City of Lodi is presented in Tables 2 through 5 relating to building permits, residential data, taxable sales and major employers. This is followed by a community profile, Table 6 which describes the climate and lists the available sources of transportation. Figure 5 shows City school and park sites. It should be noted that the proposed park site is identified as Ed DeBenedetti Park.

There are currently 15 golf facilities of varying style, design, classification and length in San Joaquin County. These properties are shown graphically in Figure 6 and described in Table 7.

Table 8 lists Lodi City Council Members, Planning Commissioners and the City of Lodi Department of Community Development.

This section is concluded with a negative Declaration that has been furnished by the City of Lodi.



Table 1

## City of Lodi Historical & Projected Growth

YEAR	POPULATION	% INCREASE	POP. ADDED	
<b>Jan-1970</b>	<b>28,691</b>			<b>Historical Data</b>
Jan-1971	29,307	2.1%	616	
<b>Jan-1972</b>	<b>29,990</b>	2.3%	683	
Jan-1973	30,650	2.2%	<b>660</b>	
<b>Jan-1974</b>	<b>30,960</b>	1.0%	310	
Jan-1975	31,350	1.3%	390	
Jan-1976	32,150	2.6%	<b>800</b>	
Jan-1977	32,250	0.3%	100	
Jan-1978	32,932	2.1%	682	
Jan-1979	34,435	4.6%	<b>1,503</b>	
Jan-1980	35,221	2.3%	786	
Jan-1981	35,573	1.0%	352	
Jan-1982	36,780	3.4%	<b>1,207</b>	
Jan-1983	37,979	3.3%	<b>1,199</b>	
Jan-1984	39,583	4.2%	<b>1,604</b>	
Jan-1985	40,566	2.5%	983	
<b>Jan-1986</b>	<b>43,103</b>	6.3%	2,537	
Jan-1987	45,794	6.2%	2,691	
Jan-1988	48,042	4.9%	<b>2,248</b>	
Jan-1989	49,221	2.5%	1,179	
Jan-1990	50,328	2.2%	<b>1,107</b>	
<b>Jan-1991</b>	<b>52,539</b>	4.4%	<b>2,211</b>	<b>Projected Data</b>
Jan-1992	53,590	2.0%	1,051	
Jan-1993	54,662	2.0%	<b>1,072</b>	
<b>Jan-1994</b>	<b>55,755</b>	2.0%	1,093	
Jan-1995	56,870	2.0%	1,115	
<b>Jan-1996</b>	<b>58,007</b>	2.0%	1,137	
Jan-1997	59,167	2.0%	1,160	
Jan-1998	60,351	2.0%	1,183	
<b>Jan-1999</b>	<b>61,558</b>	2.0%	<b>1,207</b>	
Jan-2000	62,789	2.0%	1,231	
<b>Jan-2001</b>	<b>64,045</b>	2.0%	1,256	
Jan-2002	65,326	2.0%	1,381	
<b>Jan-2003</b>	<b>66,632</b>	2.0%	1,307	
<b>Jan-2004</b>	<b>67,965</b>	2.0%	1,333	
Jan-2005	59,324	2.0%	1,359	
<b>Jan-2006</b>	<b>70,711</b>	2.0%	1,386	
Jan-2007	72,125	2.0%	1,414	
Jan-2008	73,567	2.0%	1,442	
<b>Jan-2009</b>	<b>75,039</b>	2.0%	1,471	
Jan-2010	76,539	2.0%	1,501	

Source: State Department of Finance

■ The large percentage or growth from '90 to '91 reflects a State Department of Finance adjustment to match US Census figures.

• Assuming 2% growth rate adopted in the General Plan Growth Management Element



Figure 4

City of Lodi Historical & Projected Population 1970-2010

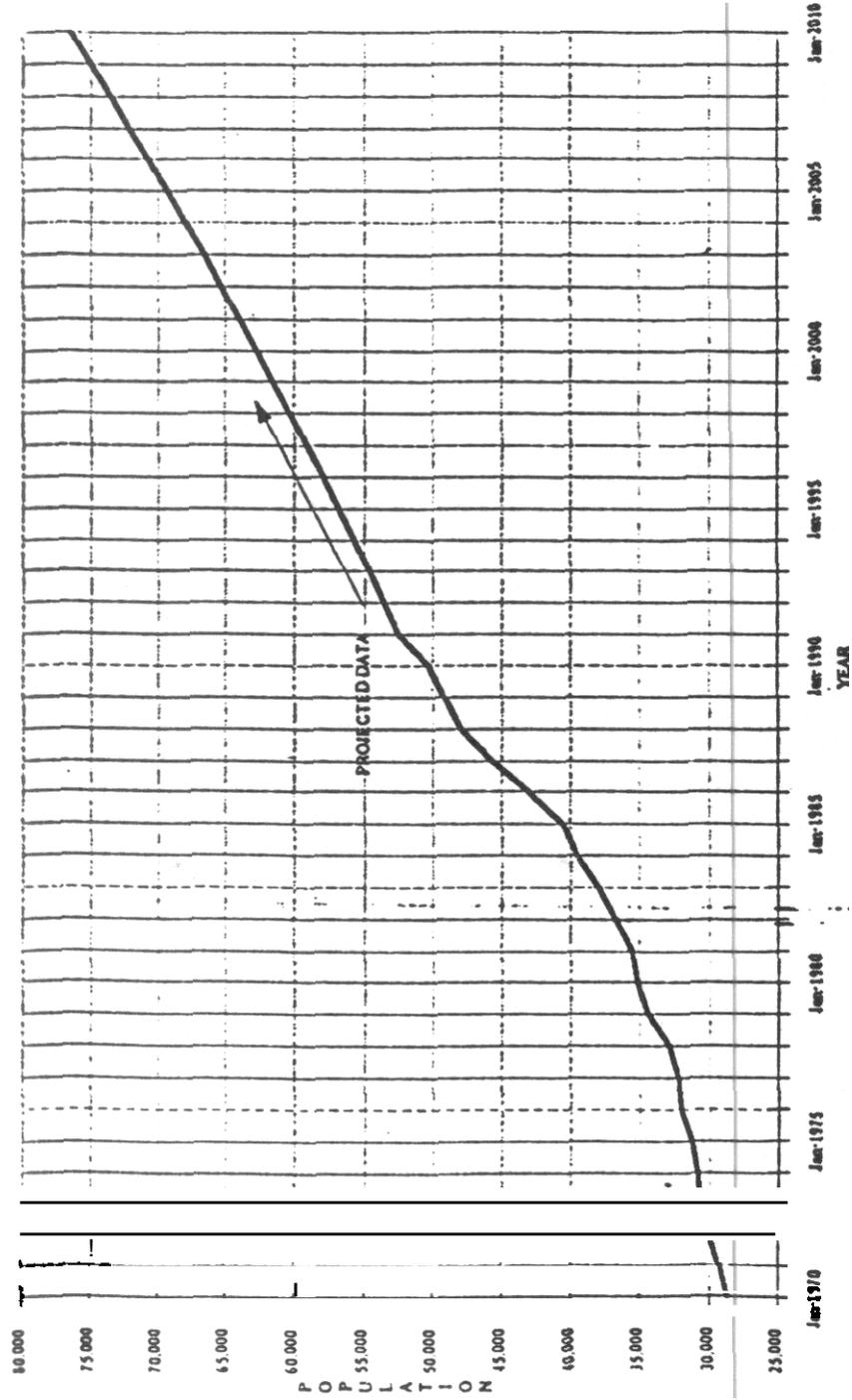


Table 2

## BUILDING PERMIT DATA

YEAR	NEW SINGLE-FAMILY DWELLING UNITS	VALUE	NEW DUPLEX DWELLING UNITS	VALUE	NEW APARTMENT UNITS	VALUE	DEMOLISHED OR MOVED OUT	UNITS ADDED BY REMODEL	NET GAIN
1990*	82	\$11,507,409	3	\$ 448,341	0	-0-	-11	15	89
1989	176	\$20,041,752	4	\$ 324,912	174	\$ 6,971,498	-22	1	333
1988	326	\$31,743,144	4	\$ 235,632	157	\$ 7,417,000	13	--	474
1987	410	\$34,596,417	60	\$3,039,000	144	\$ 6,508,000	-8	--	606
1986	369	\$28,859,649	30	\$1,460,208	266	\$ 8,624,270	-29	--	636
1985	306	\$23,621,415	44	\$2,476,392	551	\$18,482,270	-31	--	870
1984	262	\$16,255,728	28	\$1,304,600	478	\$11,133,000	-27	--	696
1983	226	\$14,179,300	22	\$ 800,000	173	\$ 4,353,800	-16	5	410
1982	147	\$ 8,514,200	70	\$2,778,500	413	\$12,488,064	-11	--	619
1981	139	\$ 8,914,238	8	\$ 299,800	106	\$ 3,308,300	-11	--	242
1980	94	\$ 6,384,610	8	\$ 267,540	147	\$ 4,426,880	-13	4	240
1979	213	\$12,228,248	58	\$2,191,000	128	\$ 2,464,200	-23	3	379
1978	255	\$13,287,679	72	\$2,217,979	218	\$ 3,830,236	-31	6	520
1977	302	\$12,050,078	66	\$1,737,758	290	\$ 4,574,520	-20	1	639
1976	176	\$ 6,698,317	38	\$ 886,100	85	\$ 1,301,312	-20	--	279

\*First nine months

SOURCE: City of Lodi Building Inspection Division Annual Report, 1988, 1989, 1990



Table 3

## RESIDENTIAL DATA

### POPULATION & HOUSING SUMMARY

..	U.S. CENSUS APR 1, 1980	DEPT. OF FINANCE ESTIMATE JAN 1, 1990		
Certified Population	35,221	50,328		
Total Housing	14,811	19,724		
Vacant Units	796	587		
Percentage Vacancy	5.3%	2.98		
Household Population	34,528	49,120		
Persons per Household	2.46	2.567		
Group Quarters Population	691	1,208.		
<b>HOUSING TYPE</b>				
<u>Total Number</u>	<u>Single Unit</u>	<u>Mobile Home</u>	<u>2-4 Unit</u>	<u>5 or More</u>
U.S. Census 1980	10,506	384	1,223	2,698
Dept. of Finance Est 1-1-90	11,933	420	1,745	4,614

**SOURCE:** 1980 Census and  
1990 Dept. of Finance Population Estimate



Table 4

## TAXABLE SALES - LODI .

ANNUAL DOLLAR VOLUME OF TOTAL TAXABLE  
SALES AND NUMBER OF PERMITS TO SELL  
TANGIBLE PERSONAL PROPERTY. (1982 - 1989)  
CITY OF LODI -

YEAR	1986			1987			1988			1989		
	Permits	\$000	X of Co.	Permits	\$000	X of Co.	Permits	\$000	X of Co.	Permits	\$000	% of Co.
Apparel Stores	30	7,737	12.1	32	8,760	12.4	34	9,726	13.6	35	10,283	13.4
Gen. Merc Stores	14	33,830	11.1	14	36,218	10.2	13	35,077	9.2	11	39,205	9.5
Drug Stores	10	13,504	19.4	12	14,166	19.5	12	14,456	18.9	11	16,907	20.6
Food Stores	37	25,140	12.8	36	27,908	14.6	41	33,006	15.9	44	37,717	16.8
Packged Liq. Store	6	5,669	19.4	7	6,130	19.6	7	6,132	20.6	5	6,123	20.2
Eat/Drinking Place	121	32,165	14.6	128	32,246	13.6	133	39,606	13.9	138	36,810	14.0
Home Furnishings												
Appliances	38	15,908	17.6	38	17,191	18.5	40	14,170	14.5	41	10,530	10.3
Bldg. Material	6											
Farm Implements	36	27,902	20.8	34	21,372	15.0	34	26,234	10.2	35	31,855	14.2
Auto Dealers &												
Auto Supplies	54	87,179	18.5	53	68,634	15.4	52	81,632	14.9	58	84,590	15.0
Service Stations	26	19,220	11.2	17	21,332	11.2	15	20,495	10.1	17	22,249	10.8
Other Retail Store	132	17,822	N/A	150	19,031	N/A	165	23,876	N/A	162	22,561	N/A
<b>Total Retail Stores</b>	<b>501</b>	<b>205,957</b>	<b>14.5</b>	<b>521</b>	<b>273,066</b>	<b>13.2</b>	<b>546</b>	<b>299,410</b>	<b>13.2</b>	<b>557</b>	<b>318,910</b>	<b>13.0</b>



## MAJOR EMPLOYERS

### MANUFACTURING EMPLOYMENT:

There are 92 manufacturing plants in the community area. Leading group classes of products are: Concrete mix and piping, metal products, canned fruits and vegetables, cereal and food mixes, tire molds, sportswear. The largest manufacturing firms in the community area are:

NAME OF COMPANY	EMPLOYMENT	TYPE OF BUSINESS
General Mills	897	Cereals and food mixes
Newco-Holz Rubber Company	170	Rubber Products
Pacific Coast Producers (Seasonal)	300-1,500	Can manufactures & canners
Valley Industries	300	Trailer hitches
USA Products	125	Cushions & Seat Covers
Interlake/Lodi Fab	185	Industrial storage racking
Victor Fine Foods	550	Meat processing & packer
Guild Winery	212	Wines, Brandy & Champagne
Claude C. Wood Company	190	Bldg. materials, cement
Catalina	160	Sportswear, Swimwear
Overhead Door Corporation	150	Metal Doors
Ceco-Anderson Steel Buildings	120	Manufacturing steel buildings
Triangle Pacific	150	Cabinet, Woodwork
Dart Container Corporation	87	Styrofoam Containers

### NON-MANUFACTURING EMPLOYMENT:

SOURCE: LODI DISTRICT CHAMBER OF COMMERCE, JUNE 1990

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Table 6

## COMMUNITY PROFILE

LOCATION :

Lodi is located 90 miles east of San Francisco and 34 miles south of Sacramento.

CLIMATE

Period	AVERAGE TEMPERATURE			RAIN Inches	HUMIDITY		
	Min. °	Mean. °	Max. °		4 a.m.	noon'	4 p.m.
January	35.8	44.7	53.6	3.26	90	a7	70%
Apr 1	43.6	58.2	72.7	1.30	79	56	42%
July	53.2	72.7	92.1	.020	64	40	25%
October	44.3	61.2	78.1	.886	73	56	38%
Year	44.0	58.9	73.8	16.62	78	61	45%

Elevation: 51 feet  
 PREVAILLING WINDS:  
 Direction: W & NW  
 Mean Hourly Speed:  
 2 1/2 m.p.h.  
 SOURCE: National Weather Service

TRANSPORTATION :

Rail: Mainline of Southern Pacific Railway; Central California Traction Company provides interline service with Western Pacific, Santa Fe and Southern Pacific.

Truck: 15 regularly-scheduled truck lines, 90 contract carriers.

Airlines: Stockton Metropolitan Airport - 14 miles south.

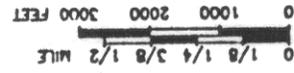
Bus: Greyhound Bus Line.

Water: Inland deepwater seaport of Stockton, 14 miles south.

Highways: Interstate 5 and 99 State Highway 12.



# CITY OF LODI FACILITY LOCATIONS



- MISC.**
- 48 Grape Festival Grounds
  - 45 Fire Sta. #2
  - 46 Municipal Service Center
  - 47 Fire Sta. #3
  - 43 Parks & Recreation Office
  - 44 Civic Center: City Hall,
  - Court House, Fire Sta. #1
  - Police & Carnegie Forum
- CITY BUILDINGS**

- SCHOOLS**
- 42 Beckman School
  - 41 Century School (P)
  - 40 Tokoy High School
  - 39 S.D.A. Elementary School(P)
  - 38 Lodi Academy (SDA)(P)
  - 37 Leroy Nichols School
  - 36 Senior Elementary School
  - 35 Vinewood School
  - 34 Heritage School
  - 33 Needham School
  - 32 St. Anne's School (P)
  - 31 Lodi High School
  - 30 Erma Reese School
  - 29 St. Peters School (P)
  - 28 George Washington School
  - 27 Lowence School
  - 26 Lakewood School
  - 25 Woodbridge School
- (P)=Private

- PARKS**
- 1 Lodi Lake & Wilderness Area
  - 2 Westgate Park
  - 3 Candy Cane Park
  - 4 Van Buskirk Park
  - 5 Softball Complex
  - 6 Army Park
  - 7 Stadium
  - 8 Zupo Field
  - 9 Lawrence Park
  - 10 Emerson Park
  - 11 Hole Park
  - 12 Henry Claves Park
  - 13 Hutchins Street Square
  - 14 Maple Square
  - 15 Vinewood Park
  - 16 American Legion Park
  - 17 Biokely Park
  - 18 Pixley Park
  - 19 Kofu Park
  - 20 Ed DeBenedetti Park
  - 21 Beckman Park
  - 22 English Oaks Commons
  - 23 Century Park (Temporary)
  - 24 Solas Park

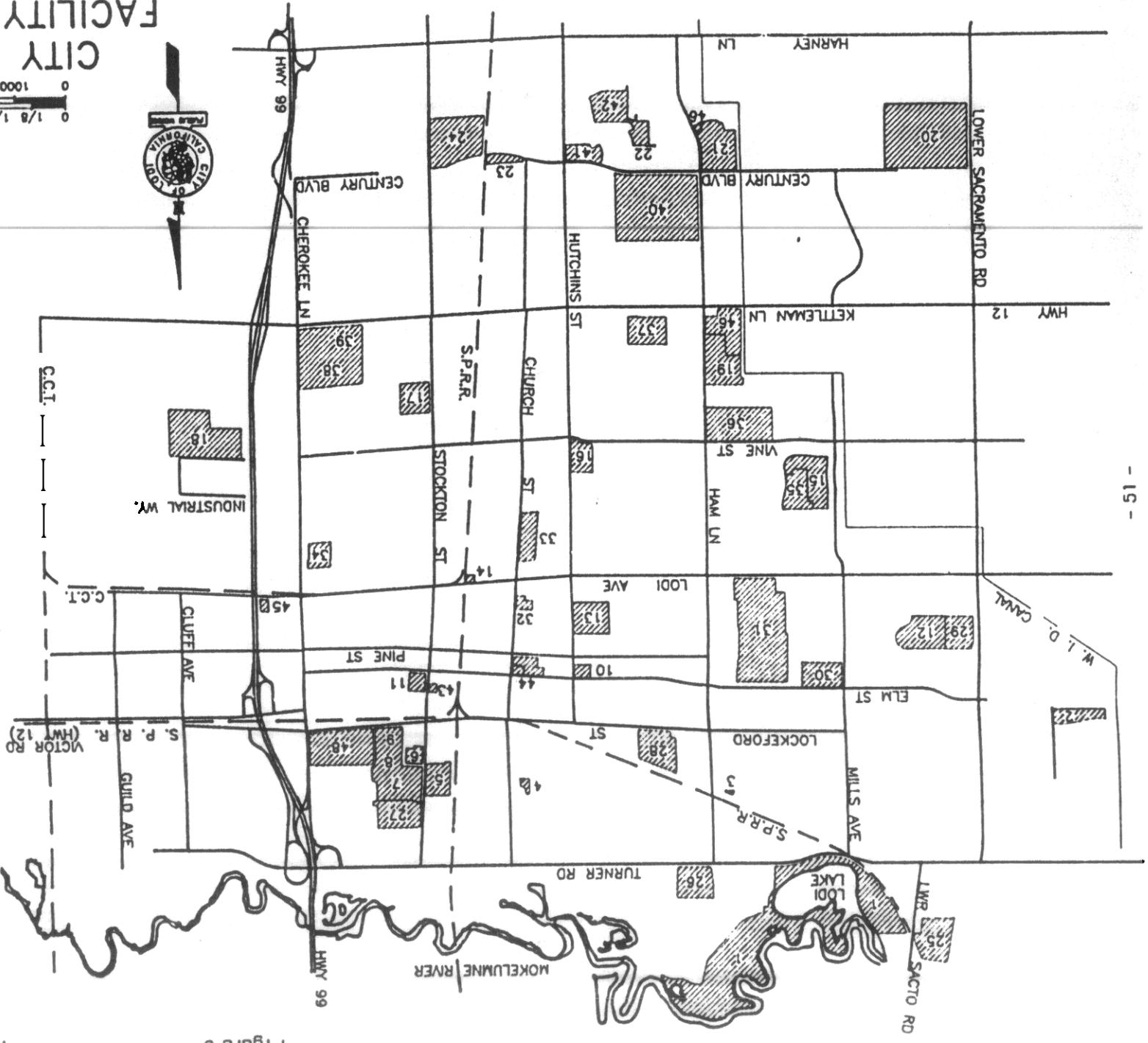


Figure 5



TABLE 7

SAN JOAQUIN COUNTY GOLF COURSES

		<u>Location</u>	<u>Holes</u>	<u>Length</u>
<u>Municipal</u>				
1	Manteca Golf Course	Manteca	18	Regulation
2	Swenson Park Golf Course	Stockton	18	Regulation
			9	Par-3
3	Van Buskirk Golf Course	Stockton	18	Regulation
<u>Semi-Private</u>				
4	Dry Creek Golf Course	Galt	18	Regulation
5	Escalon Golf Course	Escalon	9	Regulation
6	Forest Lake Golf Course	Acampo	18	Par-3
<u>Private Clubs</u>				
7	Elkhorn	Stockton	18	Regulation
8	Spring Creek	Ripon	18	Regulation
9	Stockton Country Club	Stockton	18	Regulation
10	Tracy Country Club	Tracy	18	Regulation
11	Woodbridge Country Club	Woodbridge	27	Regulation
<u>Military</u>				
12	Lyons Golf Course	Stockton	9	Executive
<u>Other</u>				
13	Oakmoore Golf course	Stockton	9	Regulation
<u>New Courses</u>				
14	Brookside Country Club	Stockton	18	Pri-Reg
15	Micke Grove Golf Course	Stockton	18	S.P.-Reg



Table 8

CITY COUNCIL MEMBERS

David Hinchman, Mayor  
James W. Pinkerton  
Jack Sieglock  
Phi? Pennino  
John R. (Randy) Snider

PLANNING COMMISSIONERS

Susan Hitchcock, Chairperson  
Larry Mindt  
Michael A. Lapenta  
Craig Rasmussen  
Roger Stafford  
James Griffith  
Harry Marzolf

SITE PLAN AND ARCHITECTURAL REVIEW COMMITTEE

Leonard Bull, Chairperson  
Harry Marzolf  
Donald P. Kundert  
Michael Locke  
Janet Robison

PROJECT STAFF

Mark Meissner, Project Coordinator  
James B. Schroeder, Community Development Director  
Carol Goehring, Department Secretary

City of Lodi  
Department of Community Development  
city Hall  
221 West Pine Street,  
P.O. Box 3006  
Lodi, California 95241-1910  
(209) 333-6711

Table 9

**SAN JOAQUIN COUNTY  
GOLF COURSE MARKET SUMMARY**

Number of Holes	Regulation Courses			Exec/Par-3 Courses			Subtotal	Total
	27	18*	9	18	9	3		
Private Clubs	1	5	1	6	0	0	0	7
Semi-Private	0	2	1	3	1	0	1	4
Municipal	0	3	0	3	0	1*	1	4
Military	0	0	0	0	1	0	1	1
<b>Totals</b>	<b>1</b>	<b>10</b>	<b>2</b>	<b>13</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>16'</b>
<b>Total Facilities</b>							<b>16'</b>	

- 55 -

\*Swenson Park has an 18-hole Regulation course and a 9-hole Par-3; It is included as two facilities for this example. Oakmoore is included as a Private club. In the summary, the Military course at Lyons is considered a private club.

1991 Population, San Joaquin County:	<b>490.000</b>
Number of 18-hole Public Golf Courses Needed:	<b>10</b>
Total Holes of Public Golf:	<b>117</b>
<b>Present Net 18-Hole Public Golf Courses:</b>	<b>6.5</b>
Indicated Market Demand for Additional 18-hole Public Golf Courses:	<b>5</b>
Present Public Golf Course/Population Ratio:	1175.385



## Golf Demographics

The relativity of population and its demographic data must be related to statistical data pertaining to the golf industry, a brief summary of which is provided in Tables 7, 8 and 9.

According to the National Golf Foundation study, *Golf Facilities*, there are 13,738 golf courses in the United States. Of these, 6,296, or 45.8%, are daily fee; 2,166 are municipal courses, 15.8%; 5,276 are private clubs, amounting to 38.4%.

Golf courses in the United States, California and San Joaquin County are summarized in Table 7, according to length -- Regulation, Executive and Par-3; and according to type of operation -- daily fee, municipal or private.

Compared with the national golf course inventory, California has about the same ratio of public golf courses -- 53 plus percent. Its ratio of municipal courses, however, is higher than those in the U.S. overall.

In San Joaquin County, which is limited to 15 courses, the breakdown is four daily fee courses, 26.7%; three municipal courses, 20.4% and eight private clubs, 53.3%. This market area has a smaller share of public facilities than either the U.S. or California. There are more municipal courses but fewer daily-fee facilities. Private clubs include the limited play Oakmoore and the 9-hole executive military course.



According to a special market study prepared for National Golf Foundation by Market Facts, Inc., it was determined that **9.9%** of California's population plays golf and that the **average** Californian plays **25.1** rounds annually. For **San Joaquin County**, this indicates the capability of **1,212,000** rounds of golf. This is far less than the capability of existing golf courses in the **market** area to accommodate this demand.

Additional demographic data in Table 8 summarizes the percentage of Western **golfers** according to age, household income, education and occupation. It is noted that the highest **frequency** of golf activity **among** Western golfers occurs between the ages of 20 to **30**, which accommodates **47.5%** of the **golf** population. This is an age group that is well represented by **Lodi** and **San Joaquin County** residents.

Golfers generally are **well** educated: **43.4%** are college graduates. Less than **5%** of the golf population is without a **high school education**.

In the occupational classification, professional management and administration **accounts** for the greatest percentage of golfers at **45.1 %**. **Blue** collar workers account for **26.6%**, clerical and sales personnel **19.3%**, all others, **9.0%**.



Table 7

**COMPARISON OF GOLF COURSES IN U.S., CALIFORNIA, AND SAN JOAQUIN COUNTY  
CLASSIFIED BY LENGTH AND BY TYPE OF OPERATION**

	<i>Daily Fee</i>	<i>%</i>	<i>Municipal</i>	<i>%</i>	<i>Private</i>	<i>%</i>	<i>Total</i>	<i>%</i>
<b>REGULATION:</b>								
U.S.	5,033	46.1	1,963	15.5	4,062	30.4	12,650	100.0
CA	251	30.5	130	20.6	270	41.5	651	100.0
<b>San Joaquin</b>	<b>3</b>	<b>25.0</b>	<b>3</b>	<b>25.0</b>	<b>6</b>	<b>50.0</b>	<b>12</b>	<b>100.0</b>
<b>EXECUTIVE:</b>								
U.S.	492	63.1	129	16.6	150	20.3	779	100.0
CA	71	67.0	13	12.3	22	20.7	106	100.0
<b>San Joaquin</b>	<b>0</b>	<b>0.0</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>100.0</b>	<b>1</b>	<b>100.0</b>
<b>PAR-3</b>								
U.S.	455	62.7	150	20.7	120	16.6	725	100.0
CA	34	43.6	21	20.9	23	29.5	70	100.0
<b>San Joaquin</b>	<b>1</b>	<b>50.0</b>	<b>1</b>	<b>50.0</b>	<b>0</b>	<b>0.0</b>	<b>2</b>	<b>100.0</b>
<b>TOTAL</b>								
U.S.	6,296	45.0	2,166	15.0	5,276	30.4	13,370	100.0
CA	356	42.6	164	19.7	315	37.7	835	100.0
<b>San Joaquin</b>	<b>4</b>	<b>26.7</b>	<b>3</b>	<b>20.0</b>	<b>0</b>	<b>53.3</b>	<b>15</b>	<b>100.0</b>



### Golf Participation Rates and Golfers, by State

State	Participation Rate (percentage)	Total Golfers
Alabama	5.4	205,242
Arizona	11.4	378,874
Arkansas	<b>5.5</b>	122,988
California	9.9	2,624,164
Colorado	12.9	<b>407,063</b>
Connecticut	<b>10.8</b>	<b>327,021</b>
Delaware	8.5	<b>52,109</b>
Disrict of Columbia	<b>3.2</b>	18,897
Florida	10.3	1,214,259
Georgia	<b>7.8</b>	<b>465,795</b>
Idaho	13.9	<b>127,534</b>
Illinois	13.4	1,429,905
Indiana	12.1	613,909
Iowa	15.2	<b>394,752</b>
Kansas	12.1	<b>276,264</b>
Kentucky	<b>9.6</b>	<b>337,928</b>
Louisiana	5.4	<b>221,152</b>
Maine	<b>9.6</b>	<b>106,123</b>
Maryland	<b>8.5</b>	<b>368,049</b>
Massachusetts	11.5	629,274
Michigan	14.9	1,267,333
Minnesota	<b>17.6</b>	694,477
Mississippi	4.1	<b>106,140</b>
Missouri	9.1	<b>432,844</b>
Montana	10.9	<b>82,177</b>
Nebraska	12.0	177,045
Nevada	12.5	125,875
New Hampshire	7.6	<b>78,870</b>
New Jersey	9.1	<b>660,656</b>
New Mexico	<b>12.6</b>	177,415
New York	<b>8.9</b>	<b>1,472,269</b>
North Carolina	9.4	<b>569,643</b>
North Dakota	14.3	<b>89,298</b>
Ohio	13.1	1,291,349
Oklahoma	7.9	<b>236,721</b>
Oregon	11.2	289,138
Pennsylvania	<b>8.4</b>	939,019
Rhode Island	8.4	77,774
South Carolina	<b>8.7</b>	<b>267,968</b>
South Dakota	13.6	87,757
Tennessee	6.5	<b>294,236</b>
Texas	<b>8.6</b>	1,369,612
Utah	16.6	249,733
Vermont	10.8	55,841
Virginia	<b>7.8</b>	<b>440,232</b>
Washington	11.2	479,469
West Virginia	6.5	112,929
Wisconsin	16.6	<b>738,899</b>
Wyoming	13.9	<b>60,529</b>

Source: National Golf Foundation



## Demographic Profile of Western Golfers

Population	Percent of Western Population (Age 5 and over)					Number of Golfers (Thousands)	Percent of Western Golfers
	0%	5%	10%	15%	20%		
Total			10.2			4,547	100%
Gender							
Male				15.3		3,467	76.2
Female		4.8				1,080	23.8
Age							
5-14 yrs.	2.4					164	3.6
15-19 yrs.			8.0			286	6.3
20-29 yrs.				14.4		1,169	25.7
30-39 yrs.					12.0	991	21.9
40-49 yrs.					11.1	673	14.9
50-59 yrs.					11.7	473	10.1
60-64 yrs.				13.0		245	5.4
65 yrs. and Over			9.0			546	12.0
Household Income							
Less Than \$10,000		3.8				163	3.6
\$10,000-19,999		5.6				465	10.2
\$20,000-29,999			8.6			677	11.9
\$30,000-39,999				11.9		836	18.4
\$40,000-49,999					13.8	811	17.8
\$50,000-74,999					12.7	971	21.4
\$75,000 and Over					7.9	624	13.1
Education							
Non-High School Grad		4.6				218	4.8
High School Grad			8.2			1,009	22.2
Some College			9.3			1,347	19.6
College Grad				15.0		1,973	43.4
Occupation							
Prof./Mgmt./Admin.				3.4		2,051	45.1
Clerical/Sales					11.7	877	19.3
Blue Collar			8.7			1,210	26.6
Other		7.4				409	9.0

