



CITY OF LODI

COUNCIL COMMUNICATION

AGENDA TITLE: Proposal for Golf Facility at G-Basin/DeBenedetti Park

MEETING DATE: November 4, 1992

PREPARED BY: Parks and Recreation Director

RECOMMENDED ACTION: (Information ONLY).

BACKGROUND INFORMATION: Over the last six months, we have had out a Request for Proposal of a Golf Range/Center Facility. We received inquiries and sent out packets to (6) six firms or individuals. (See Exhibit A - List; Exhibit B - RFP and park map.)

We were in communication with these groups during the process and had a tour of local facilities (Henry Graves and G-Basin Parks) in September. The closing day for proposals was last Friday, October 23, 1992, at 5:00 P.M. and we received proposals for our golf complex.

It's my intention to write to the parties who purchased the original RFP packets to find out why there was no interest. I would now recommend that we turn this property's use over to Mr. Draggoo, our Parks and Recreation Master Plan Consultant, to fit same into the "big park" plan.

Thank you for your support of at least giving us the opportunity to explore the potential of this site as a golf complex.

FUNDING: None, now!

Ron Williamson
Parks and Recreation Director

RW: srb
Attachments

cc: City Attorney

APPROVED. _____

THOMAS A PETERSON



recycled paper

De Benedetti Park / Golf Development

/ EXHIBIT A /

Revenue to Account:
010 .0 -909

Fees: \$25.00 if picked up
30.00 if mailed

DEVELOPER LIST

#	DEVELOPER NAME	FIRM NAME	7/16/92 ADDRESS	CITY/ZIP	PHONE #	PAID
1	George Sakurai	Professional Business Services Lodi Driving Range	531 E. Luckelard St. 1024 Industrial Way, Suite B	Lodi, 95240	369-2006 (209) 339-1112	N/C
2	Juke Nicholls	PGA Profession	8716 Losencantos CR Elk Grove, Ca. 95604		(916) 685-3990	pd. 25.00 CASH
3	Steven Kemp	(Jack Johnson Co. "check") The Augusta group	1910 Prospector Ave. Suite 200	Park City, UT 84060	(801) 645-9000	10- 30- CL 1389
4	BOB HICKAM	TOR GOLF ENTERPRISES, INC.	P.O. Box 1993	CARMEL 93921-1993	(408) 626-9500	PR- 30- CHECK 5084
5	Tim Sullivan	Buchanan Fields Golf Course	2330 Concord Ave.	Concord, Ca 94520	(415) 682-1846	PR ck. # 10340
6	John Haas	Ocean Meadows Golf Club	P.O. Box 8708	Goleta, Ca. 93118	(805) 968-6814	PR ck. 1719.00 30

EXHIBIT B

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-? 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 470,000.

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 \$0.285 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 each oak tree. (See Figure 31.

All plans and specifications for site 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** Park, **Allen Drive/Oxford Way**, at **10:00 AM** on Thursday, September 17, 1992. 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 Friday, October **23, 1992, 5:00 P.M.** 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 on 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.



PROPONENT'S STATEMENT

FOR CITY USE ONLY

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

FOR CITY USE ONLY

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 95240

I am personally acquainted with the proposed golf course premises and am acquainted with the privileges to be granted. I have read the Information - Scop. 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.

<u>PROPOSED REAL PROPERTY IMPROVEMENTS</u>	<u>Estir</u>	<u>Cost</u>
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:

	<u>Estimated Cost</u>
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:

	<u>Yrs 1-3 (%)</u>	<u>Yrs 4-10 (%)</u>	<u>Yrs 11-20 (%)</u>	<u>Yrs 20+ (%)</u>
1. Green & Hange Fees	_____ %	_____ %	_____ %	_____ %
2. Golf Shop Sales	_____ %	_____ %	_____ %	_____ %
3. Food & Beverage Sales	_____ %	_____ %	_____ %	_____ %

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

PRO-FORMA STATEMENT

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
1. Green Fees & Range Fees	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2. Golf Shop Sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3. Food & Beverage Sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
4. Gross Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
5. Cost of sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
6. Adjusted Gross Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
7. Operating Expenses	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
8. Projected Kent	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
9. Net Operating Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____



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 damages 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} _____

{3} _____

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 []

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

Date	Book	Page	County
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4. Certificate of Limited Partnership recorded: Yes [] No []

Date	Book	Page	County
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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>
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %

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:

7. List the following:	<u>Authorized</u>	<u>Issued</u>	<u>Outstanding</u>
(a) Number of voting shares:			
(b) Number of non-voting shares:			
(c) Number of shareholders:			
(d) Value per share of Common Stock:			
Par \$			
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 []

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

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 any business enterprise whatsoever?

If so, 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

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: _____

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: _____

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 _____
County of _____ 1 SS
?

_____ 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 or 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:

WARNING

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

Signature

Title

Dated

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.

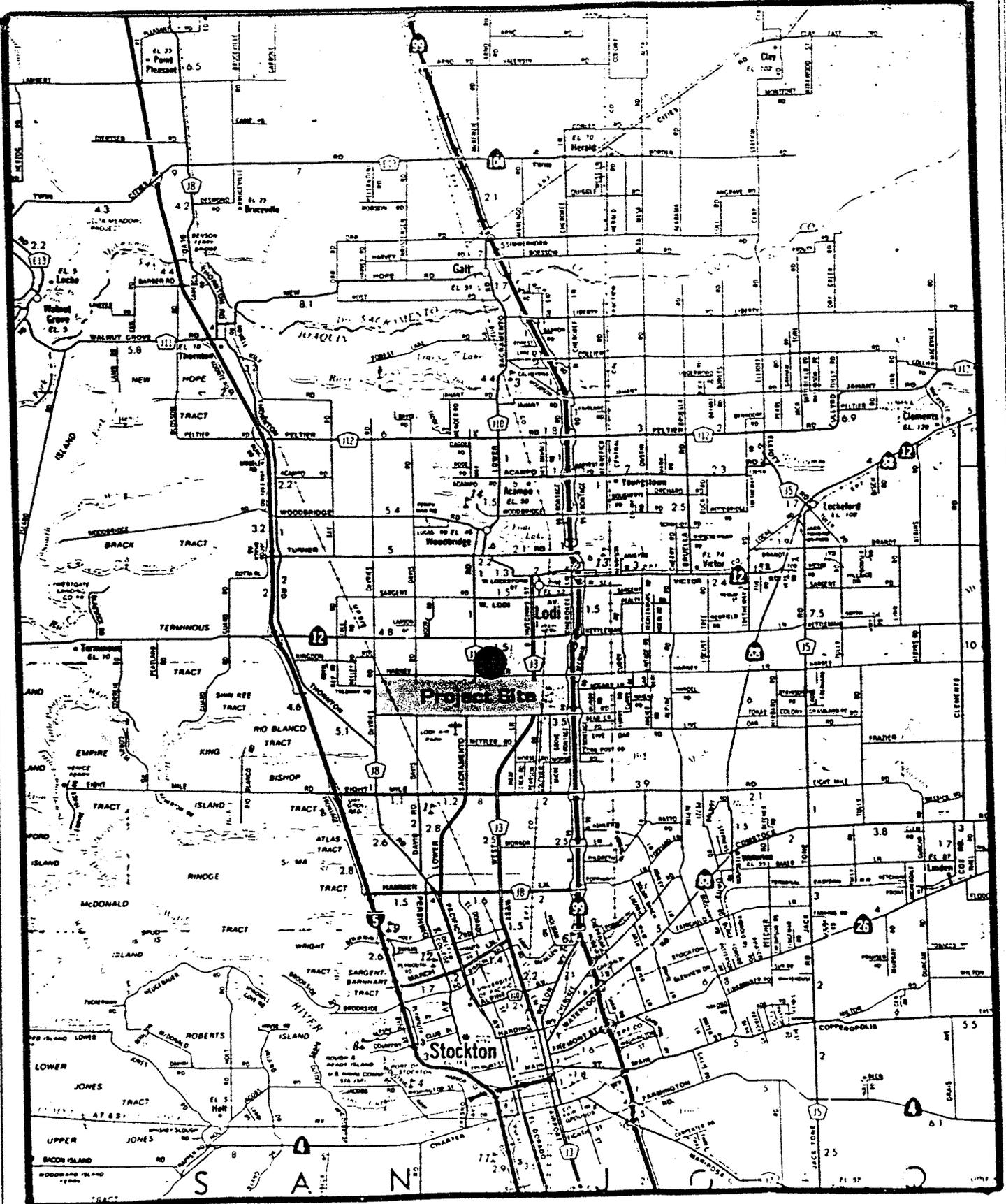
Figure 1 is an Area Map showing the site's location and proximity to County centers of population. Figure 2 shows the site in the City of Lodi.

Figure 3 is a Site Map showing the present site 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.



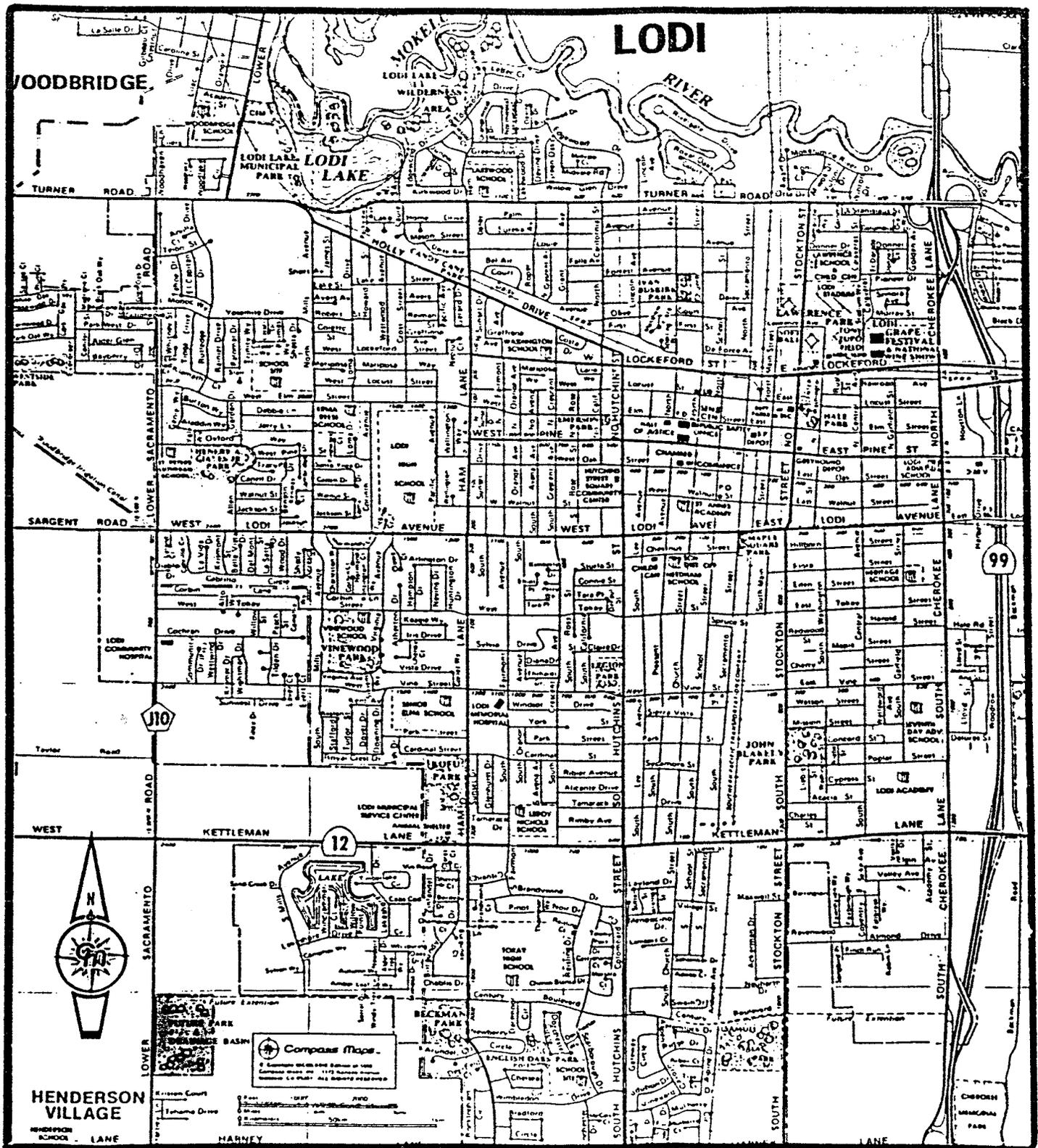
Figure 1



AREA MAP

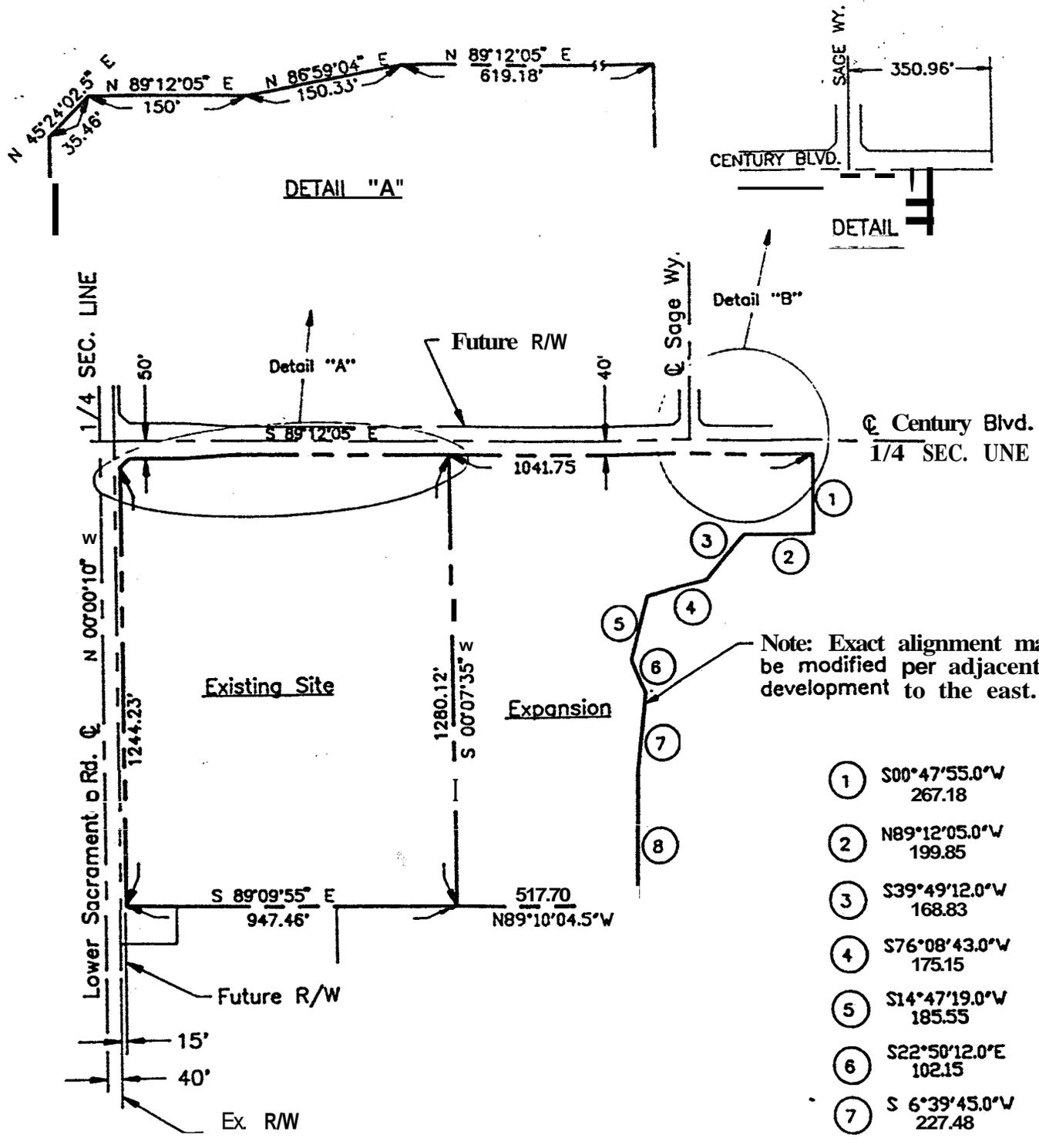


Figure 2



LOCAL MAP





- ① S00°47'55.0"W
267.18
- ② N89°12'05.0"W
199.85
- ③ S39°49'12.0"W
168.83
- ④ S76°08'43.0"W
175.15
- ⑤ S14°47'19.0"W
185.55
- ⑥ S22°50'12.0"E
102.15
- ⑦ S 6°39'45.0"W
227.48
- ⑧ S00°47'55.0"W
377.69

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, **1983 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, 35.46** 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, 267.18 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, 185.55 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	
Jan-1970	28,691			Historical Data
Jan-1971	29,307	2.1%	616	
Jan-1972	29,990	2.3%	683	
Jan-1973	30,650	2.2%	660	
Jan-1974	30,960	1.0%	310	
Jan-1975	31,350	1.3%	390	
Jan-1976		2.6%	800	
Jur-1977	32,250	0.3%	100	
Jan-1978	32,932	2.1%	682	
Jan-1979	34,435	4.6%	1,503	
Jan-1980	35,221	2.3%	786	
Jan-1981	35,573	1.0%	352	
Jan-1982	36,780	3.4%	1,207	
Jan-1983	37,979	3.3%	1,199	
Jan-1984	39,583	4.2%	1,604	
Jan-1985	40,566	2.5%	983	
Jml-1986	43,103	6.3%	2,537	
Jan-1987	45,794	6.2%	2,691	
Jan-1988	48,042	4.9%	2,248	
Jan-1989	49,221	2.5%	1,179	
Jan-1990	50,328	2.2%	1,107 •	
Jan-1991	52,539	4.4%	2,211	Projected Data
Jan-1992	53,590	2.0%	1,051 **	
Jan-1993	54,662	2.0%	1,072	
Jan-1994	55,755	2.0%	1,093	
Jan-1995	56,870	2.0%	1,115	
Jan-1996	58,007	2.0%	1,137	
Jan-1997	59,167	2.0%	1,160	
Jan-1998	60,351	2.0%	1,183	
Jan-1999	61,558	2.0%	1,207	
Jan-2000	62,789	2.0%	1,231	
Jan-2001	64,045	2.0%	1,256	
Jan-2002	65,326	2.0%	1,281	
Jan-2003	66,632	2.0%	1,307	
Jan-2004	67,965	2.0%	1,333	
Jan-2005	69,324	2.0%	1,359	
Jan-2006	70,711	2.0%	1,386	
Jan-2007	72,125	2.0%	1,414	
Jan-2008	73,567	2.0%	1,442	
Jan-2009	75,039	2.0%	1,471	
Inn-2010	76,539	2.0%	1,501	

Source: State Department of Finance

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

** Assuming a 2% growth rate adopted in the General Plan Growth Management Element.



Figure 4

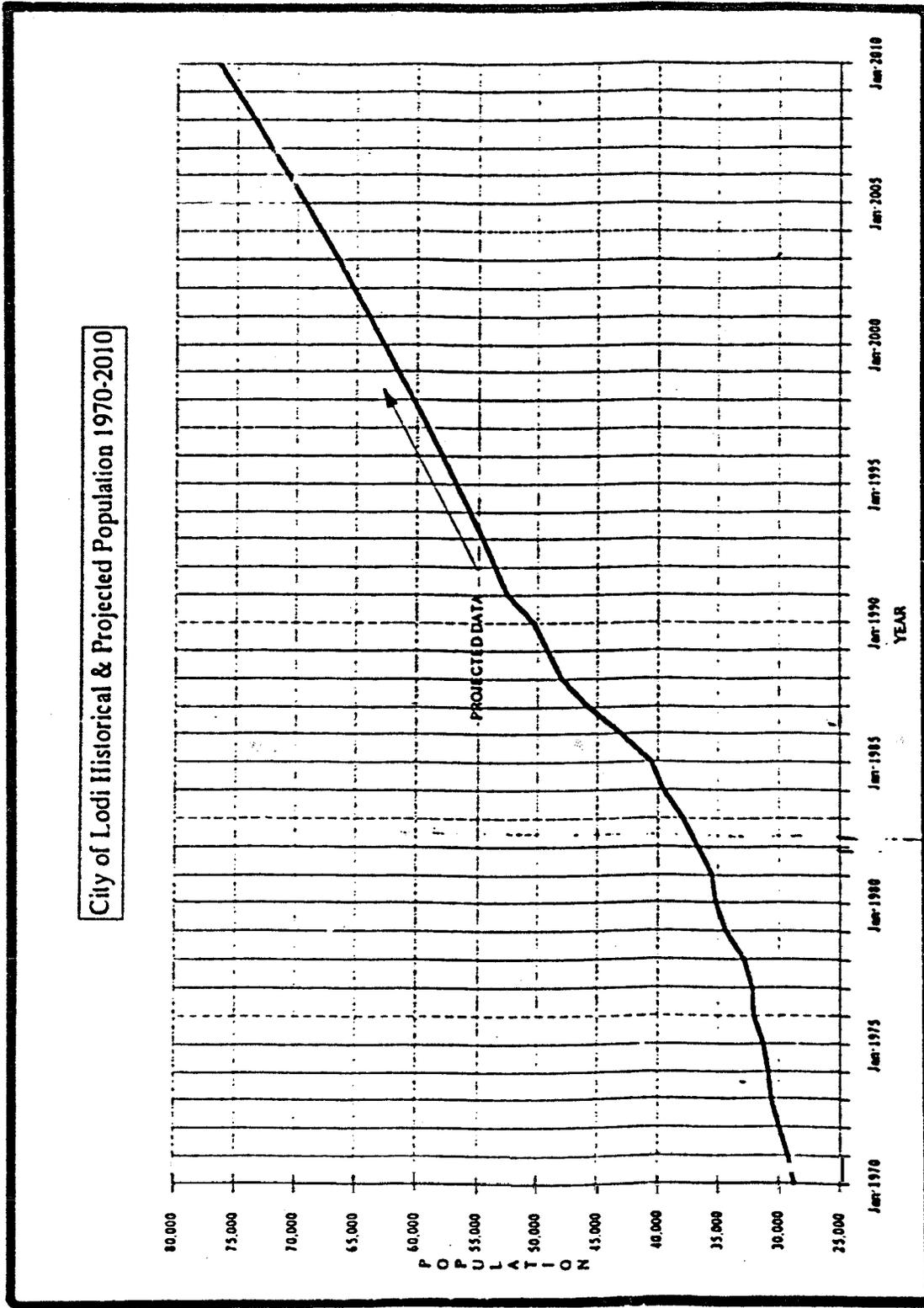


Table 2

BUILDING PERMIT DATA

YEAR	NEW SINGLE-FAMILY DWELLING UNITS	VALUE	NEW DUPLEX DWELLING UNITS	VALUE	NEH 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	\$ 7,411,000	13	--	474
1987	410	\$34,596,417	60	\$3,035,000	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	581	\$18,482,270	-31	--	870
1984	262	\$16,255,728	28	\$1,304,600	418	\$11,133,000	-27	--	696
1983	226	\$14,119,300	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	90	\$ 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	\$12,050,018	66	\$1,737,148	290	\$ 4,574,520	-20	1	609
1916	116	\$ 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

RESIDENTIAL DATA**POPULATION & HOUSING SUMMARY**

	U.S. Census April 1, 1980	Department of Finance Estimate Jan. 1. 1992
Certified Population	35,221	53,186
Total Housing	14,811	19,963
Vacant Units	796	587
Percentage Vacancy	5.3%	3.48
Household Population	34,528	51,339
Persons per Household	2.46	2.664
Group Quarters Population	691	1,847

HOUSING TYPE

Total Number	Single Unit	Mobile Home	2-4 Units	5 or More
U.S.Census 1980	10,506	384	1,223	2,698
Dept. of Fin. Est. 1-1-92	13,203	499	1,875	4,386

SOURCE: 1980 Census and
1992 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	% of Co.									
Apparel Stores	30	7,737	12.1	32	8,783	12.4	34	9,726	13.6	35	10,283	13.4
Gen. Mlse Stores	14	33,630	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	18.8
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	32,166	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 & Fann Implants	36	27,902	20.8	34	21,372	15.0	34	26,234	10.2	35	31,855	14.2
Auto Dealers 6												
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	19,001	N/A	165	23,076	WA	162	22,561	N/A
Total Retail Stores	504	205,957	14.5	521	273,066	13.2	546	299,410	13.2	557	318,910	13.0



Table 5

MAJOR EMPLOYERS

MANUFACTURING EMPLOYMENT:

Name of Company	Employment	Type of Business
General Mills	897	Cereals and Food Mixes
Newco-Holz Rubber Co.	170	Rubber Products
Pacific Coast Prod. (Seasonal)	300-1,500	Can Manufacturers & Cannery
Valley Industries	300	Trailer Hitches
U.S.A. Products	125	Cushions & Seat Covers
Interlake/Lodi Fab	185	Industrial Storage Racking
Guild Winery	200	Wines, Brandy & Champagne
Claude C. Wood Company	190	Bldg. Materials, Cement
Catalina	160	Sportswear, Swimwear
Ceco-Anderson Steel Bldgs	120	Manufacturing Steel Buildings
Triangle Pacific	150	Cabinet. Woodwork
Dart Container Corporation	87	Styrofoam Containers

Name of Company	Employment	Type of Business
Farmers & Merchants Bank	183	Banking
Lodi Memorial Hospital	650	Surgery & Medical Care
Lodi Unif. School District	2,247	Education
City of Lodi (full-time)	380	Government
City of Lodi (part-time)	75	Government
Wallace Computer	50	Computer Sales
Mervyn's	170	Retail Dry Goods
Pacific Gas & Electric	3	Utility

SOURCE: LODI DISTRICT CHAMBER OF COMMERCE, JUNE 1990

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	87	70%
April	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
 PREVAILING 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.

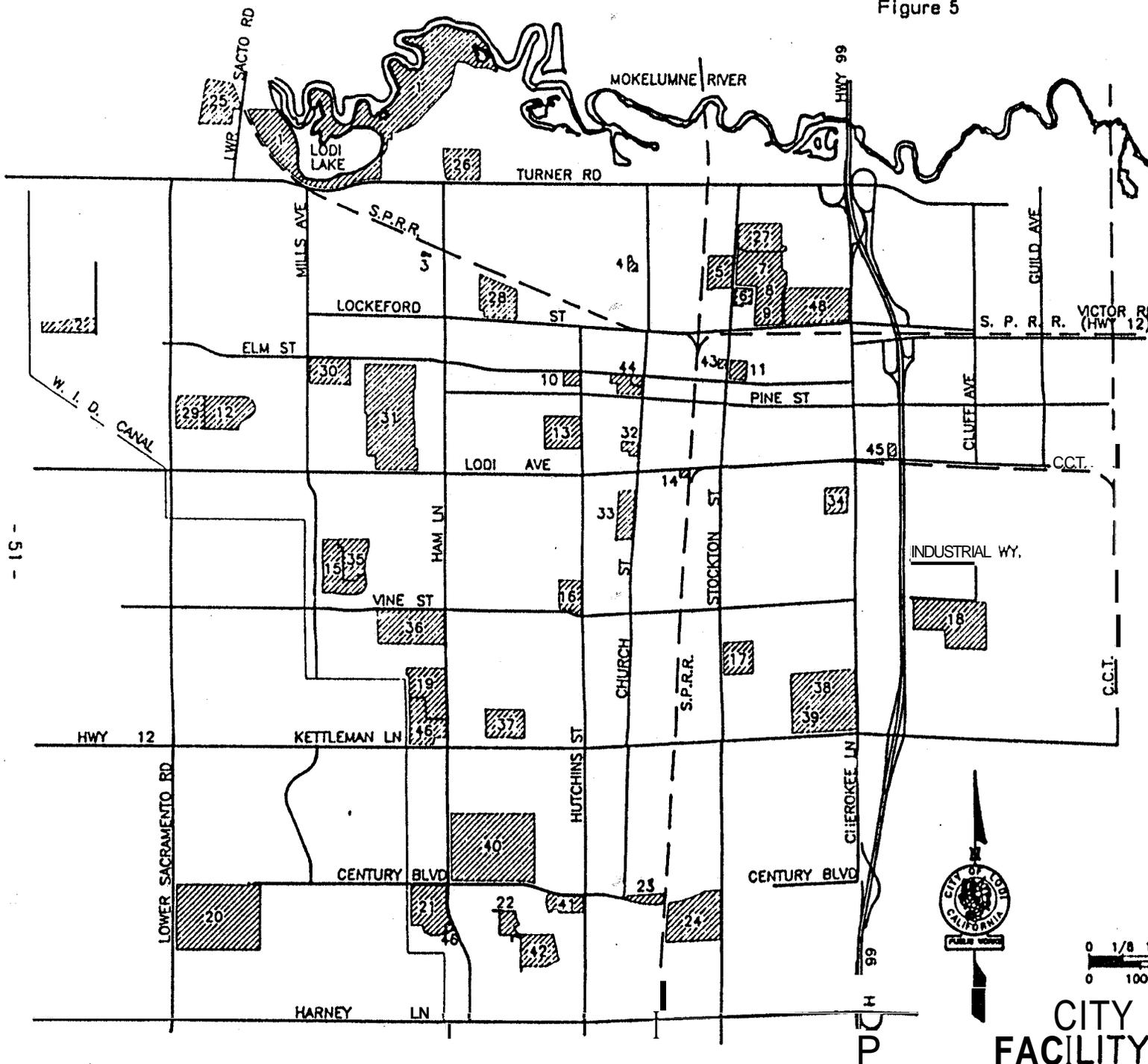
Bus: Greyhound Bus Line.

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

Highways: Interstate 5 and 99 State Highway 12.



Figure 5



PARKS

- 1 Lodi Lake & Wetlands Area
- 2 Wetlands Area
- 3 Condy Cone Park
- 4 Van Buskirk Park
- 5 Softball Complex
- 6 Armory Park
- 7 Stadium
- 8 Zupo field
- 9 Lawrence Park
- 10 Emerson Park
- 11 Hale Park
- 12 Henry Graves Park
- 13 Hutchins Street Square
- 14 Maple Square
- 15 Vinewood Park
- 16 American Legion Park
- 17 Blakey Park
- 18 Pixley Park
- 19 Kofu Park
- 20 Ed DeBenedetti Park
- 21 Beckman Park
- 22 English Oaks Commons
- 23 Century Park (Temporary)
- 24 Solos Park

SCHOOLS

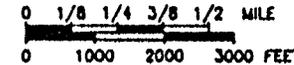
- 25 Woodbridge School
 - 26 Lakewood School
 - 27 Lawrence School
 - 28 George Washington School
 - 29 St. Peters School (P)
 - 30 Ermo Reuse School
 - 31 Lodi High School
 - 32 St. Anne's School (P)
 - 33 Needham School
 - 34 Heritage School
 - 35 Vinewood School
 - 36 Senior Elementary School
 - 37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

CITY BUILDINGS

- 43 Parks & Recreation Office
- 44 Civic Center: City Hall, Court House, Fire Sto. #1, Police & Cornelio Forum
- 45 Fire Sta. #2
- 46 Municipal Service Center
- 47 Fire Sta. #3

MISC.

- 48 Grove Festival Grounds



CITY OF LODI FACILITY LOCATIONS

Figure 6
MARKET AREA
GOLF COURSES

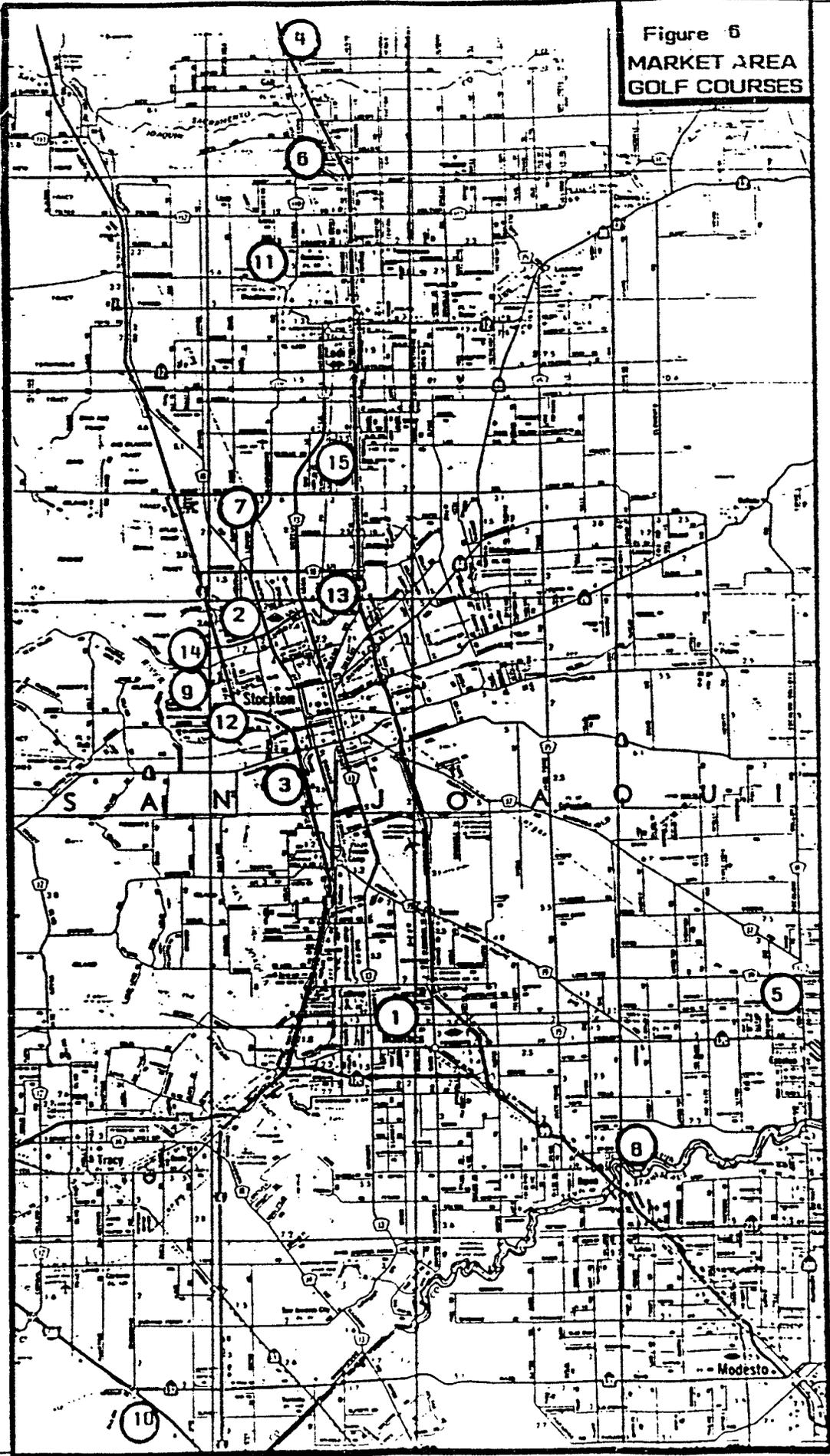


TABLE 7

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	16	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	16	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



CITY COUNCIL MEMBERS

James W. Pinkerton, Mayor
David Hinchman
Jack Sieglock
Phil 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

LODI PARKS AND RECREATION COMMISSION

Bob Johnson, Chairperson
Bob Casalegno
Steve Scott
Elvera Melby
Ed Wall

Table 9

**SAN JOAQUIN COUNTY
GOLF COURSE MARKET SUMMARY**

	Regulation Courses				Exec/Par-3 Courses			
Number of Holes	27	18*	9	Subtotal	18	9	Subtotal	Total
Private Clubs	1	5	1	6	0	0	0	7
Ssmi-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
Totals	1	10	2	13	2	1	3	16'
Total Facilities	16''							

- 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:	490,000
Number of 18-hole Public Golf Courses Needed:	10
Total Holes of Public Golf:	117
Present Net 18-Hole Public Golf Courses:	6.5
Indicated Market Demand for Additional 18-hole Public Golf Courses:	5
Present Public Golf Course/Population Ratio:	1/75,385



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 percentages 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>
REGULATION:								
U.S.	5,833	46.1	1,963	15.5	4,862	38.4	12,658	100.0
CA	251	38.5	130	20.6	270	41.5	651	100.0
San Joaquin	3	25.0	3	25.0	6	50.0	12	100.0
EXECUTIVE:								
U.S.	492	63.1	129	16.6	158	20.3	779	100.0
CA	71	67.0	13	12.3	22	20.7	106	100.0
San Joaquin	0	0.0	0	0	1	100.0	1	100.0
PAR-3								
U.S.	455	62.7	150	20.7	120	16.6	725	100.0
CA	34	43.6	21	20.9	23	29.5	78	100.0
San Joaquin	1	50.0	1	50.0	0	0.0	2	100.0
TOTAL								
U.S.	6,296	45.8	2,166	15.8	5,276	38.4	13,378	100.0
CA	356	42.6	164	19.7	315	37.7	835	100.0
San Joaquin	4	26.7	3	20.0	8	53.3	15	100.0

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Golf Participation Rate and Golfers by State

State	Participation Rate (percentage)	Total Golfers
Alabama	54	205,242
Arizona	11.4	378,874
Arkansas	5.5	122,988
California	9.9	2,624,164
Colorado	12.9	407,063
Connecticut	10.8	327,021
Delaware	8.5	52,109
District of Columbia	3.2	18,897
Florida	10.3	1,214,259
Georgia	7.8	465,795
Idaho	13.9	127,534
Illinois	13.4	1,429,905
Indiana	12.1	613,909
Iowa	15.2	394,752
Kansas	12.1	276,264
Kentucky	9.8	337,928
Louisiana	5.4	221,152
Maine	9.6	106,123
Maryland	8.5	368,049
Massachusetts	11.5	629,274
Michigan	14.9	1,267,333
Minnesota	17.6	694,477
Mississippi	4.4	106,140
Missouri	9.1	432,844
Montana	10.9	82,177
Nebraska	12.0	177,045
Nevada	12.5	125,875
New Hampshire	7.6	78,870
New Jersey	9.1	660,656
New Mexico	12.6	177,415
New York	8.9	1,472,269
North Carolina	9.4	569,643
North Dakota	14.3	89,298
Ohio	13.1	1,291,349
Oklahoma	7.9	236,721
Oregon	11.2	289,138
Pennsylvania	8.4	939,019
Rhode Island	8.4	77,774
South Carolina	8.7	267,968
South Dakota	13.6	87,757
Tennessee	6.5	294,236
Texas	8.6	1,369,612
Utah	16.6	249,733
Vermont	10.8	55,841
Virginia	7.8	440,232
Washington	11.2	479,469
West Virginia	6.5	112,929
Wisconsin	16.6	738,899
Wyoming	13.9	60,529

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				15.8		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	21.8
40-49 yrs.					11.1	673	14.8
50-59 yrs.					11.7	473	10.4
60-64 yrs.				3.0		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	14.9
\$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	13.7
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	29.6
College Grad				15.0		1,973	43.4
Occupation							
Prof./Mgmt./Admin.				13.4		2,051	45.1
Clerical/Sales			11.7			877	19.1
Blue Collar			3.7			1,210	26.6
Other		7.4				409	9.0



EXHIBIT B

REQUEST FOR PROPOSALS

CITY OF LODI

GOLF COURSE AND DRIVING RANGE

SECTION ONE - INFORMATION - SCOPE OF PROJECT

- A. PURPOSE
- B. BACKGROUND
- C. CONSTRUCTION REQUIREMENTS
- D. TERM OF AGREEMENT
- E. PAYMENT OF RENTAL
- F. SCOPE OF MANAGEMENT SERVICES
- G. PROPOSER'S CONFERENCE AND SITE INSPECTION
- H. CONDITIONS AND REQUIREMENTS
 - 1. Documents
 - 2. Proposer Investigation
 - 3. City Investigation of Proposer
 - 4. Right to Withdraw Prior to Deadline
 - 5. Restrictions After Deadline



REQUEST FOR PROPOSALS

CITY OF LODI

Continued

SECTION TWO — PROPOSAL FORM

INSTRUCTIONS TO PROPOSERS
PROPONENT'S STATEMENT
STATEMENT OF PERSONAL HISTORY
PARTNERSHIP STATEMENT
CORPORATION STATEMENT
JOINT VENTURE STATEMENT
STATEMENT OF QUALIFICATIONS
GENERAL DEVELOPMENT PROGRAM/CONSTRUCTION SCHEDULE
PLAN OF OPERATIONS
FINANCIAL DATA
OTHER INFORMATION
BUSINESS REFERENCES
PERSONAL REFERENCES
CREDIT REFERENCES
PROOF OF INSURABILITY
PROPOSER'S EEO CERTIFICATION
AFFIDAVIT TO ACCOMPANY PROPOSALS

SECTION THREE — DOCUMENTS

MARKET DATA & KEY MAPS
NEGATIVE DECLARATION



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 470,000.

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 \$0.285 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 each oak tree. [See Figure 3].

All plans and specifications for site 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. Graves Park, Allen Drive/Oxford Way**, at **10:00 AM.** on Thursday, September 17, 1992. 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 Friday, October **23, 1992, 5:00 P.M.** 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 on** 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.



PROPONENT'S STATEMENT

FOR CITY USE ONLY

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

FOR CITY USE ONLY

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 95240

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.

<u>PROPOSED REAL PROPERTY IMPROVEMENTS</u>	<u>Estimated Cost</u>
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 ths contract. I shall provide the following personal property:

	<u>Estimated Cost</u>
Clubhouse Furnishings. Fixtures & Equipment	\$ _____
Golf Course Maintenance Equipment	_____
Miscellaneous	_____
TOTAL PERSONAL PROPERTY	\$ _____



propose a **tease** Term of _____ years.

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	_____ %	_____ %	_____ %	_____ %
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	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2. Golf Shop Sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3. Food & Beverage Sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
4. Gross Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
5. Cost of Sales	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
6. Adjusted Gross Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
7. Operating Expenses	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
8. Projected Rent	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
9. Net Operating Income	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____



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 damages and will become the property of the City.



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

(Name of Bidder 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 far past five years and dates:

(1) _____

(2) _____

(3) _____

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

f a partnership. answer the following:

1. Date of organization _____

2. General Partnership
 Limited Partnership

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>
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %
_____	_____	_____ %

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:

7. List the following:

	<u>Authorized</u>	<u>Issued</u>	<u>Outstanding</u>
(a) Number of voting shares:	_____	_____	_____
(b) Number of non-voting shares:	_____	_____	_____
(c) Number of shareholders:			_____
(d) Value per share of Common Stock:			
Par	\$ _____		
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 []

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

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 any business **enterprise** whatsoever?

If so, 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

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: _____

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: _____

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.



PROPOSERS 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 CERTIFIC

1. The Proposer has a written policy statement prohibiting discrimination **in all** phases of employment. [1 Yes [] No

2. The Proposer periodically conducts a self analysis **or** utilization analysis of its work force. [1 Yes [] No

3. The Proposer has a system for determining if its employment Practices are discriminatory against protected groups. [] Yes [1 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. [1 Yes [1 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:

WARNING

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

Signature

Title

Dated

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.

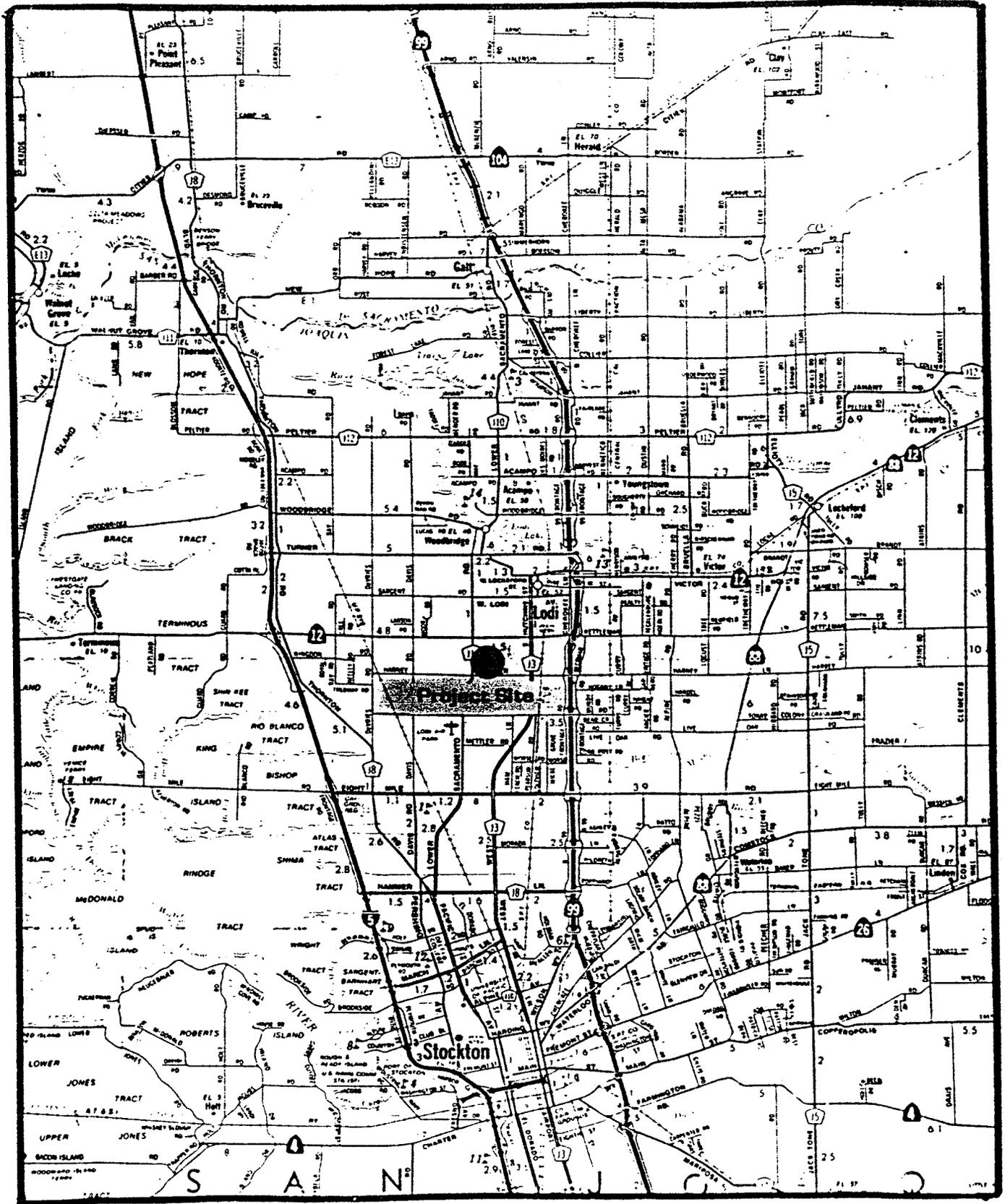
Figure 1 is an Area Map showing the site's location and proximity to County centers of population. Figure 2 shows the site in the City of Lodi.

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.



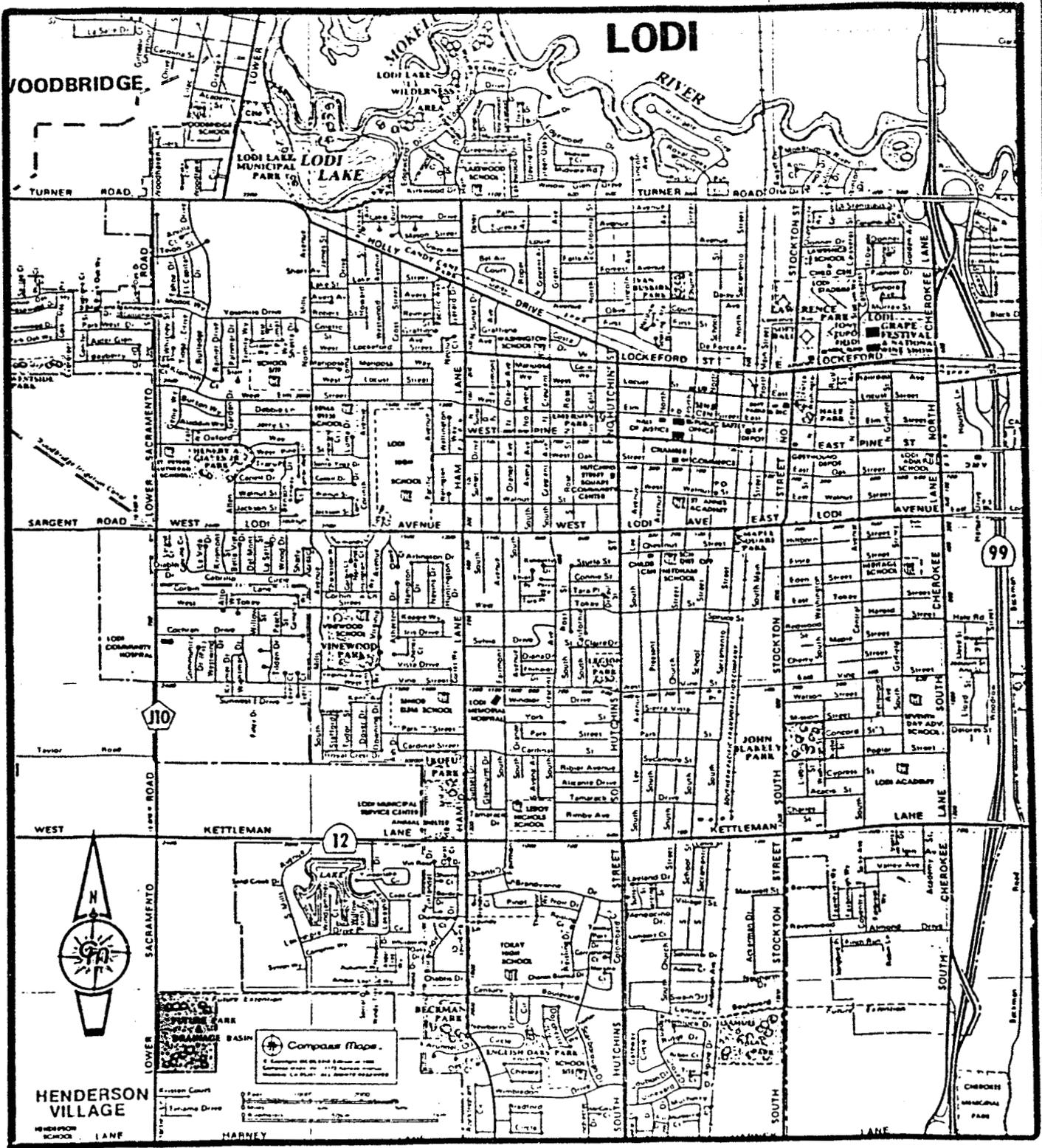
Figure 1



AREA MAP

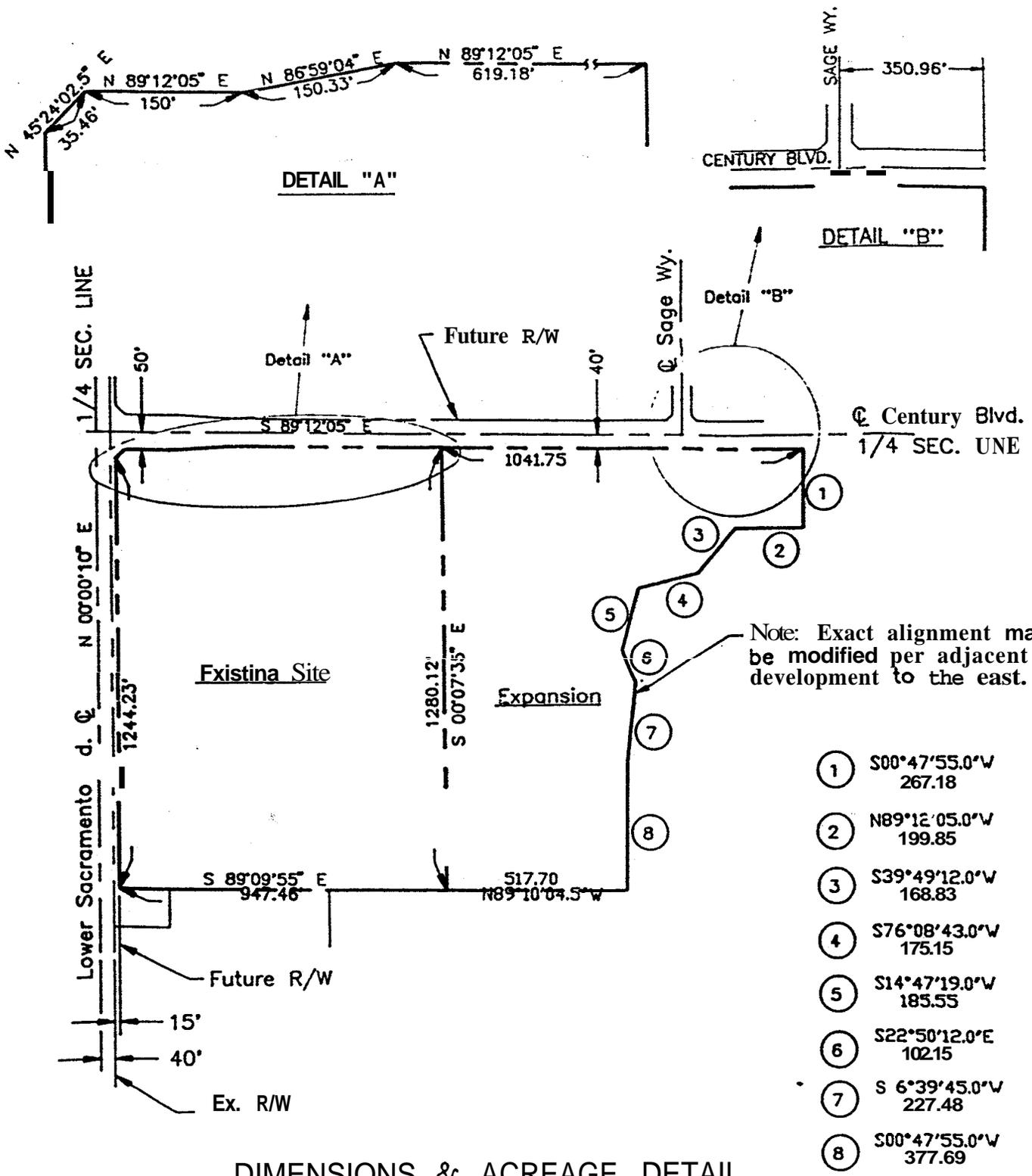


Figure 2



LOCAL MAP





- ① S00°47'55.0"W
267.18
- ② N89°12'05.0"W
199.85
- ③ S39°49'12.0"W
168.83
- ④ S76°08'43.0"W
175.15
- ⑤ S14°47'19.0"W
185.55
- ⑥ S22°50'12.0"E
102.15
- ⑦ S 6°39'45.0"W
227.48
- ⑧ S00°47'55.0"W
377.69

DIMENSIONS & ACREAGE DETAIL
SCALE: 1"=400'

Acreage:

Total	Existina 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, **1983** 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, 35.46** 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, 267.18 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, 185.55 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 1,170,000 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 Perk.

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	
Jan-1970	28,691			Historical Data
Jan-1971	29,307	2.1%	616	
Jan-1972	29,990	2.3%	683	
JUL-1973	30,650	2.2%	660	
Jan-1974	30,960	1.0%	310	
Jan-1975	31,350	1.3%	390	
JUL-1976	32,150	2.6%	800	
Jan-1977	32,250	0.3%	100	
Jan-1978	32,932	2.1%	682	
JUL-1979	34,435	4.6%	1,503	
Jan-1980	35,221	2.3%	786	
JUL-1981	35,573	1.0%	352	
Jan-1982	36,780	3.4%	1,207	
Jan-1983	37,979	3.3%	1,199	
Jan-1984	39,383	4.2%	1,604	
Jan-1985	40,566	2.5%	983	
Jan-1986	43,103	6.3%	2,537	
Jan-1987	45,794	6.2%	2,691	
Jan-1988	48,042	4.9%	2,248	
JUL-1989	49,221	2.5%	1,179	
Jan-1990	50,328	2.2%	1,107 *	
Jan-1991	52,539	4.4%	2,211	Projected Data
Jan-1992	53,590	2.0%	1,051	
Jan-1993	54,662	2.0%	1,072	
JUL-1994	55,755	2.0%	1,093	
Jan-1995	56,870	2.0%	1,115	
Jan-1996	58,007	2.0%	1,137	
Jan-1997	59,167	2.0%	1,160	
Jan-1998	60,351	2.0%	1,183	
JUL-1999	61,558	2.0%	1,207	
Jan-2000	62,789	2.0%	1,231	
Jan-2001	64,045	2.0%	1,256	
Jan-2002	65,326	2.0%	1,281	
Jan-2003	66,632	2.0%	1,307	
Jan-2004	67,965	2.0%	1,333	
Jan-2005	69,324	2.0%	1,359	
Jan-2006	70,711	2.0%	1,386	
Jan-2007	72,125	2.0%	1,414	
Jan-2008	73,567	2.0%	1,442	
Jan-2009	75,039	2.0%	1,471	
Jan-2010	76,539	2.0%	1,501	

Source: State Department of Finance

* The large percentage of growth from '90 to '91 reflects a State Department of Finance adjustment to match U.S. Census figures.

** Assuming a 2% growth rate adopted in the General Plan Growth Management Element.



Figure 4

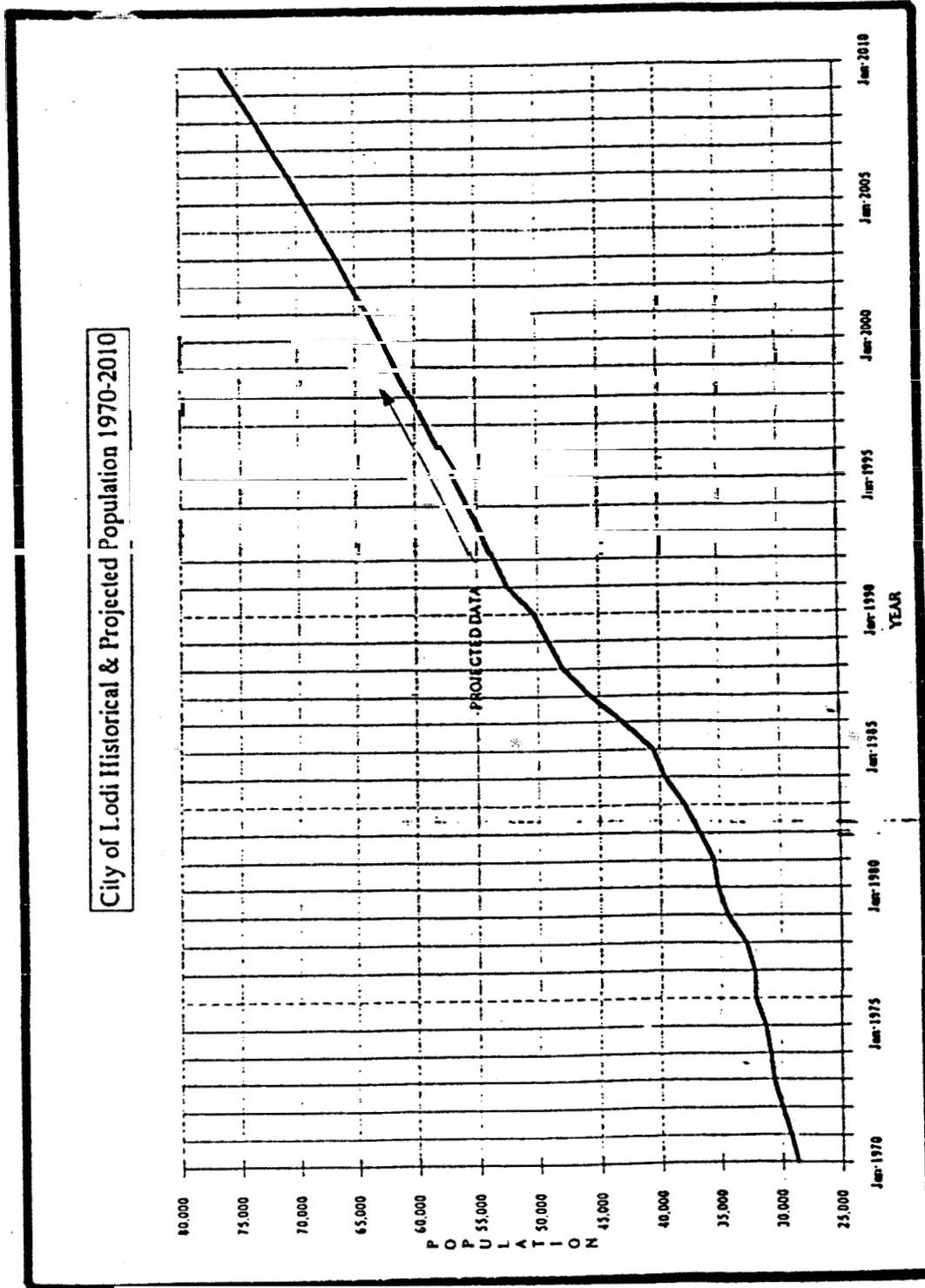


Table 2

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	0	\$ 324,912	174	\$ 6,971,498	-22	1	303
1988	326	\$31,743,144	0	\$ 235,632	157	\$ 7,417,000	13	--	454
1987	410	\$34,596,417	60	\$3,039,000	144	\$ 6,500,000	-8	--	302
1986	369	\$28,859,649	30	\$1,460,208	266	\$ 8,620,250	-29	--	207
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

RESIDENTIAL DATA

POPULATION & HOUSING SUMMARY

	U.S. Census April 1, 1980	Department of Finance Estimate Jan. 1, 1992
Certified Population	35,221	53,186
Total Housing	14,811	19,963
Vacant Units	796	587
Percentage Vacancy	5.3%	3.48
Household Population	34,528	51,339
Persons per Household	2.46	2.664
Group Quarters Population	691	1,847

Total Number	Singfe Unit	Mobile Home	2-4 Units	5 or More
U.S.Census 1980	10,506	384	1,223	2,698
Dept. of Fin. Est. 1-1-92	13,203	499	1,875	4,386

SOURCE: 1980 Census and
1992 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	% of Co.									
Apparel Stores	30	7,737	12.1	32	8,780	12.4	34	9,726	13.6	35	10,283	13.4
Gen. Use Stores	14	33,630	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	6,138	19.6	7	6,132	20.6	5	6,123	20.2
Eat/Drinking Place	121	32,166	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 & 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	19,081	N/A	165	23,876	N/A	162	22,561	N/A
Total Retail Stores	504	285,957	14.5	521	273,066	13.2	546	299,410	13.2	557	318,910	13.0



Table 5

MAJOR EMPLOYERS**MANUFACTURING EMPLOYMENT:**

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 Co.	170	Rubber Products
Pacific Coast Prod. (Seasonal)	300-1,500	Can Manufacturers & Cannerys
Valley Industries	300	Trailer Hitches
U.S.A. Products	125	Cushions & Seat Covers
Interlake/Lodi Fab	185	Industrial Storage Racking
Guild Winery	200	Wines, Brandy & Champagne
Claude C. Wood Company	190	Bldg. Materials. Cement
Catalina	160	Sportswear, Swimwear
Ceco-Anderson Steel Bldgs	120	Manufacturing Steel Buildings
Triangle Pacific	150	Cabinet. Woodwork
Dart Container Corporation	87	Styrofoam Containers

Name of Company	Employment	Type of Business
Farmers & Merchants Bank	18.3	Banking
Lodi Memorial Hospital	650	Surgery & Medical Care
Lodi Unif. School District	2,247	Education
City of Lodi (full-time)	380	Government
City of Lodi (part-time)	75	Government
Wallace Computer	50	Computer Sales
Mervyn's	170	Retail Dry Goods
Pacific Gas & Electric	3	Utility

SOURCE: LODI DISTRICT CHAMBER OF COMMERCE, JUNE 1990

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	HUMIDITY		
	Min. °	Mean. °	Max. °	Inches	4 a.m.	Noon'	4 p.m.
January	35.8	44.7	53.6	3.26	90	87	70%
April	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

PREVAILING WINDS:

Direction: W & NW

Mean Hourly Speed:

2½ m.p.h.

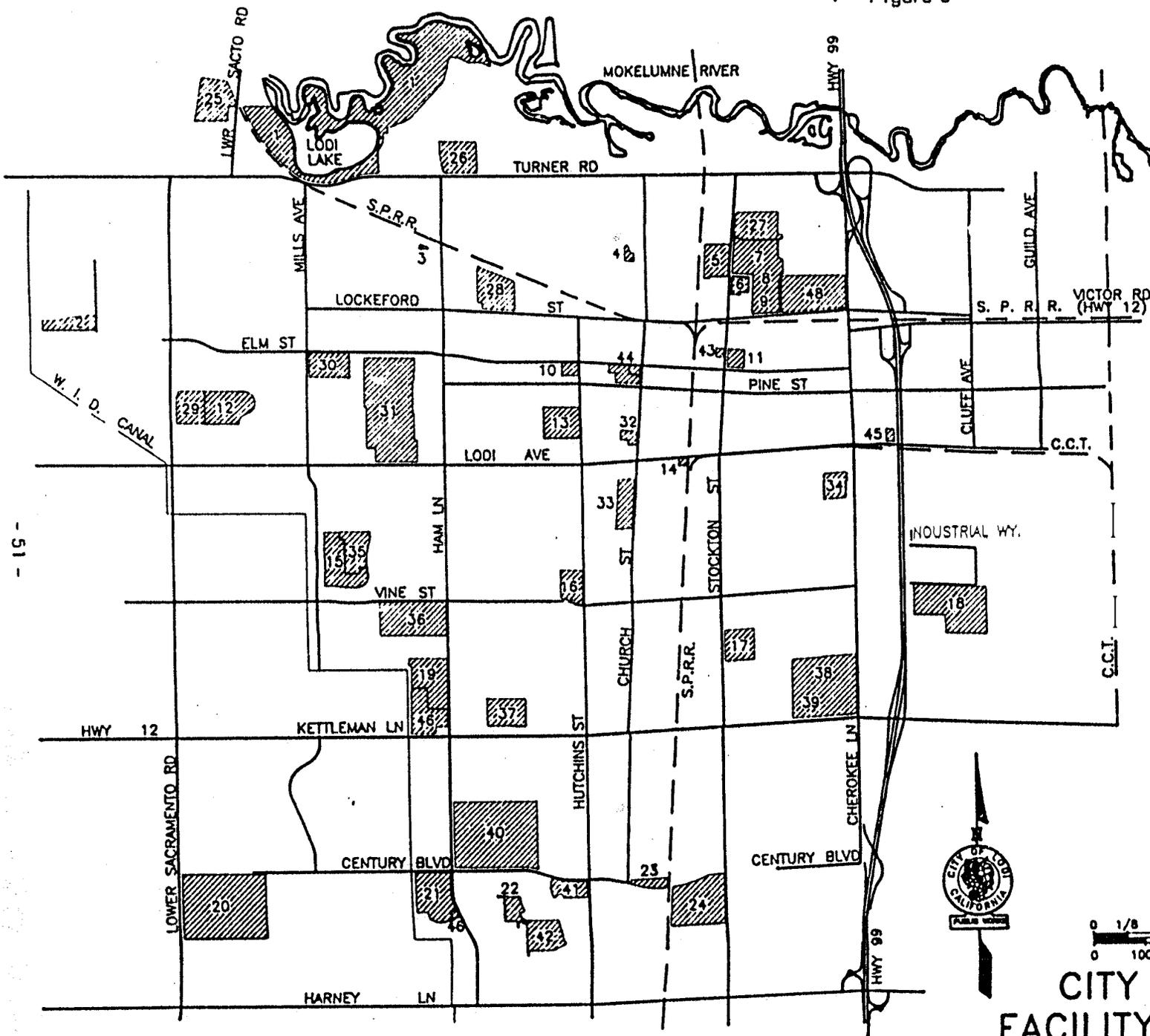
SOURCE: National Weather Service

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.



Figure 5



PARKS

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

SCHOOLS

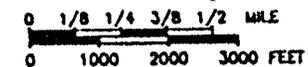
- 25 Woodbridge School
 - 26 Lakewood School
 - 27 Lawrence School
 - 28 George Washington School
 - 29 St. Peters School (P)
 - 30 Erma Reese School
 - 31 Lodi High School
 - 32 St. Anne's School (P)
 - 33 Needham School
 - 34 Heritage School
 - 35 Vinewood School
 - 36 Senior Elementary School
 - 37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

CITY BUILDINGS

- 43 Parks & Recreation Office
- 44 City of Lodi Fire Station #1
- Police & Carnegie Forum
- 45 Fire Sta. #2
- 46 Municipal Service Center
- 47 Fire Sta. #3

MISC.

- 48 Crape Festival Grounds



**CITY OF LODI
FACILITY LOCATIONS**

Figure 6
MARKET AREA
GOLF COURSES

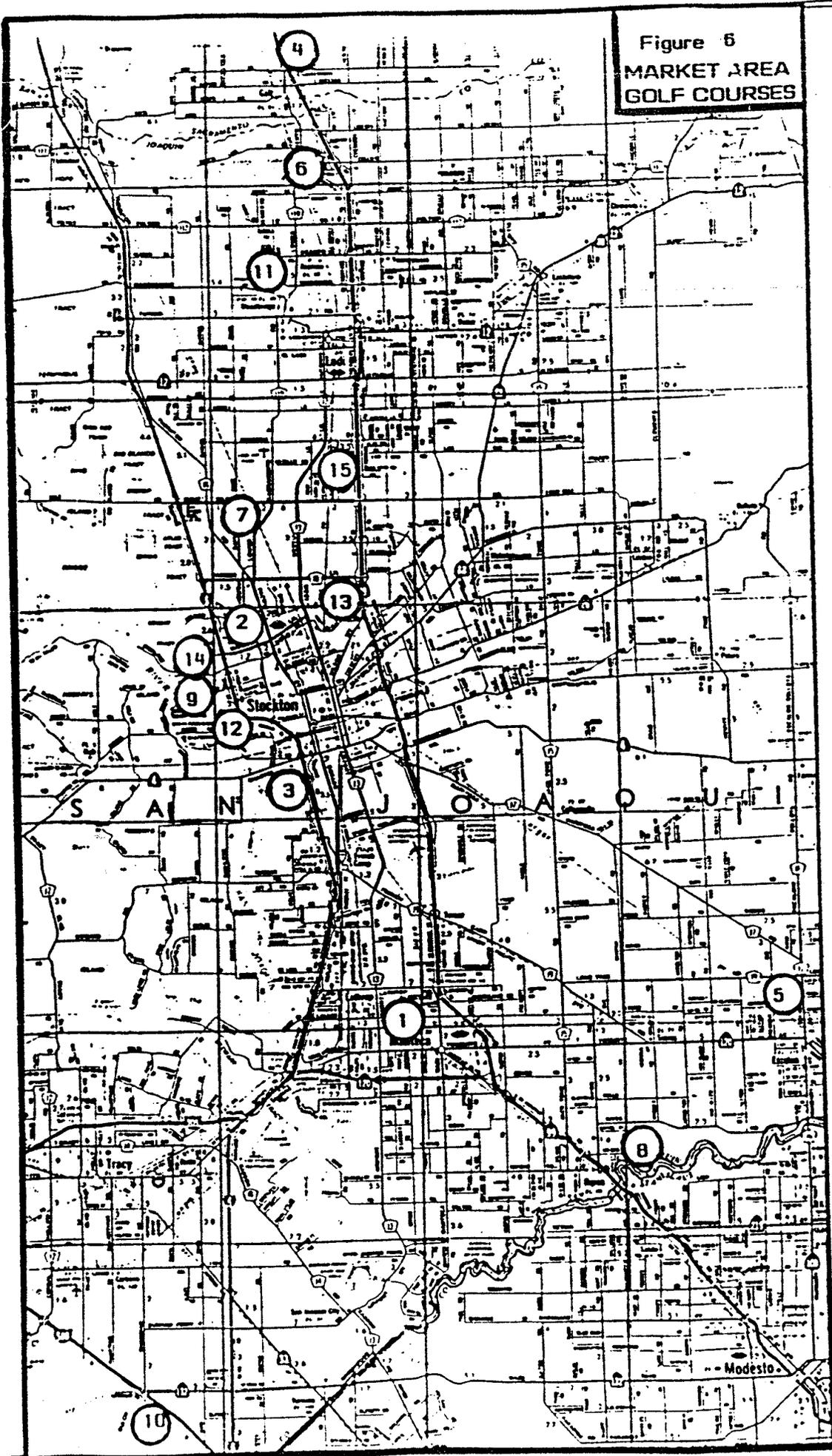


TABLE 7

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	Gait	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



CITY COUNCIL MEMBERS

James W. Pinkerton, Mayor
David Hinchman
Jack Sieglock
Phil 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

LODI PARKS AND RECREATION COMMISSION

Bob Johnson, Chairperson
Bob Casalegno
Steve Scott
Elvera Melby
Ed Wall

Table 9

**SAN JOAQUIN COUNTY
GOLF COURSE MARKET SUMMARY**

Number of Holes	Regulation Courses				Exec/Par-3 Courses			Total
	27	18'	9	Subtotal	18	9	Subtotal	
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
Totals	1	10	2	13	2	1	3	16'
Total Facilities				16'				

- 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:	490,000
Number of 18-hole Public Golf Courses Needed:	10
Total Holes of Public Golf:	117
Present Net 18-Hole Public Golf Courses:	6.5
indicated Market Demand for Additional 18-hole Public Golf Courses :	5
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** 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>
REGULATION:								
U.S.	5,833	46.1	1,963	15.5	4,862	38.4	12,658	100.0
CA	251	38.5	130	20.6	270	41.5	651	100.0
San Joaquin	3	25.0	3	25.0	6	50.0	12	100.0
EXECUTIVE:								
U.S.	492	63.1	129	16.6	158	20.3	779	100.0
CA	71	67.0	13	12.3	22	20.7	106	100.0
San Joaquin	0	0.0	0	0	1	100.0	1	100.0
PAR-3								
U.S.	455	62.7	150	20.7	120	16.6	725	100.0
CA	34	43.6	21	20.9	23	29.5	78	100.0
San Joaquin	1	50.0	1	50.0	0	0.0	2	100.0
TOTAL								
U.S.	6,296	45.8	2,166	15.8	5,276	38.4	13,378	100.0
CA	356	42.6	164	19.7	315	37.7	835	100.0
San Joaquin	4	26.7	3	20.0	8	53.3	15	100.0



Golf Participation Rates and Golfers, by State^e

State	Participation Rate (percentage)	Total Golfers
Alabama	5.4	205,242
Arizona	11.4	378,874
Arkansas	5.5	122,988
California	9.9	2,624,164
Colorado	12.9	407,063
Connecticut	10.8	327,021
Delaware	8.5	52,109
District of Columbia	3.2	18,897
Florida	10.3	1,214,259
Georgia	7.8	465,795
Idaho	13.9	127,534
Illinois	13.4	1,429,905
Indiana	12.1	613,909
Iowa	15.2	394,752
Kansas	12.1	276,264
Kentucky	9.8	337,928
Louisiana	5.4	221,152
Maine	9.6	106,123
Maryland	8.5	368,049
Massachusetts	11.5	629,274
Michigan	14.9	1,267,333
Minnesota	17.6	694,477
Mississippi	4.4	106,140
Missouri	9.1	432,844
Montana	10.9	82,177
Nebraska	12.0	177,045
Nevada	12.5	125,875
New Hampshire	7.6	78,870
New Jersey	9.1	660,656
New Mexico	12.6	177,415
New York	8.9	1,472,269
North Carolina	9.4	569,643
North Dakota	14.3	89,298
Ohio	13.1	1,291,349
Oklahoma	7.9	236,721
Oregon	11.2	289,138
Pennsylvania	8.4	939,019
Rhode Island	8.4	77,714
South Carolina	8.7	267,968
South Dakota	13.6	87,757
Tennessee	6.5	294,236
Texas	8.6	1,369,612
Utah	16.6	249,733
Vermont	10.8	55,841
Virginia	7.8	440,232
Washington	11.2	479,469
West Virginia	6.5	112,929
Wisconsin	16.6	738,899
Wyoming	13.9	60,529

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				15.8		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	21.8
40-49 yrs.				11.1		673	14.8
50-59 yrs.				11.7		473	10.4
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	14.9
\$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					11.9	624	13.7
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	29.6
College Grad				15.0		1,973	43.4
Occupation							
Prof./Mgmt./Admin.				13.4		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

