



OFFICE OF MAYOR ANDY SCHOR

124 W. Michigan Avenue – Ninth Floor
Lansing, MI 48933

FOR IMMEDIATE RELEASE:
Wednesday, December 19, 2018

MEDIA CONTACT: Valerie Marchand
517-230-4904

Groesbeck Golf Course Succeeds with LEPFA's Management

Total rounds of golf played, revenue, as well as customer service increased, and overall expenses to run the course were reduced.

(LANSING) – Mayor Andy Schor today announced the success of Groesbeck Golf Course under LEPFA's (Lansing Entertainment and Public Facilities Authority) management. During 2018, LEPFA's initial year managing Groesbeck, over 21,000 eighteen-hole rounds of golf were played, resulting in \$483,775 of revenue, while operating expenses dropped by nearly 40%.

"I took office after the Groesbeck Golf Course was placed under the management of LEPFA, and I said I would evaluate this deal after the summer to see if it is working. We have looked at the numbers and heard the feedback, and have found that LEPFA's management of the Groesbeck Golf Course has been a successful endeavor both financially and for golfers," said Mayor Schor. "Golf in Lansing is an amenity that we can provide to our residents and visitors, and is part of the great placemaking that Lansing needs in order to continue to be a great city. Golfers have taken notice of the improvements and I'm excited that Groesbeck will continue to be an asset to Lansing."

In May of 2017, management of Groesbeck Golf Course was transferred from the City of Lansing to LEPFA. LEPFA surpassed their improvement goals for the course and reduced expenses for the city, while improving customer service and experience for customers. Prior to contracting LEPFA to manage the golf course, the most recent subsidy paid by the city when all 18-holes were open was approximately \$600,000. During FY18, the subsidy provided to LEPFA to manage the golf course was \$207,550. The FY19 budget further reduced the operating support funding to only \$179,400. These savings mean more dollars are available from the parks millage for parks improvements.

"The opportunity to reduce the operating support, increase rounds of play and the overall customer experience at Groesbeck Golf Course was a challenge LEPFA felt it could meet," said Scott Keith, President & CEO of LEPFA. "Groesbeck Golf Course is a recreational gem in the City, and we are taking every opportunity to improve the customer experience and play, while looking for additional options for use of the course."

Groesbeck Golf Course has received a number of positive ratings and reviews in response to the improvements and upgrades made in 2018. A new entrance and sign were installed, an online tee-time system along with a new bag drop/cart pick-up method were implemented for a better golfing

[more]

experience from start to finish, repairs to sand traps, drains, clubhouse and course signage were completed, among other improvements.

Moving into 2019, LEPFA plans to announce a new way to experience the course during winter months, improve aesthetics of the on-course restrooms, increase food and beverage offerings, improve the course for increased safety and pace of play, improve irrigation systems, upgrade course maintenance equipment and increase number of tournaments, leagues and other outings.

###