



AGENDA  
GREENS AND OVERSIGHT COMMITTEE  
**July 21, 2016**

3:00 PM  
CITY HALL CONFERENCE ROOM – 204 ASH STREET  
FERNANDINA BEACH, FLORIDA 32034

**1. CALL TO ORDER / ROLL CALL**

**2. APPROVAL OF MINUTES**

**Documents:**

[June 2016 Minutes.PDF](#)

**3. OLD BUSINESS**

No. 3 Tee Box South Update  
On Course Restroom Update  
60th Anniversary Update  
Chair and Vice-Chair Selection  
Island Championship  
Fire Update

**4. NEW BUSINESS**

ROUNDS & REVENUE  
PROFIT & LOSS

**Documents:**

[June 2016 Profit loss.PDF](#)  
[June 2016 Rounds Rev.PDF](#)

**5. MARKETING UPDATE FROM PRIOR MONTH**

**Documents:**

[July 2016 Marketing.PDF](#)

**6. WGA & MGA UPDATE**

**7. REQUESTS FROM THE PUBLIC TO BE HEARD ON ITEMS NOT ON THE AGENDA**

**8. ADJOURNMENT**

All members of the public are invited to be present and be heard. Persons with disabilities requiring accommodations in order to participate in this program or activity should contact the City Clerk at (904) 310-3115 or TTY/TDD 711 (for the hearing or speech impaired). All interested parties may appear at said meeting and be heard as to the advisability of any action, which may be considered with respect to such matter. For information regarding this matter, please contact the General Manager.



1. **Call To Order/Roll Call** –The meeting was called to order at 3:01 pm.

**Members Present:** Beth McQueen, Bruce Smyk, Jane Paige, Vicki Galpin, and Carl Galpin

**Members Absent:** Rob Maynard and Bob McKain

**Others present:** General Manager Steve Murphy

2. **Approval of Minutes** – The minutes of the May 19, 2016 Regular Meeting were presented for approval. Chair Smyk corrected a typo on page 1 to reflect Rip Phillips and page 3 paragraph 5 to reflect overseed. **A motion was made by Member Vicki Galpin, seconded by Member McQueen, to approve the Minutes as amended. Vote upon passage of the motion was taken by ayes and nays and being all ayes, carried.**

3. **Old Business**

**Mole Cricket Spraying** –Member McQueen inquired about the mole cricket spraying, because usually they are baited. Mr. Murphy explained in his experience the best way was to spray to get rid of mole crickets. Member McQueen commented the baiting used to cost \$17,000 twice a year. Mr. Murphy stated that is very expensive considering when they sprayed it was \$3,500 and they do it twice a year. He commented he hasn't seen a mole cricket. He explained the sand piles on the greens were from cutworms. There was a brief discussion about this and it was noted the next application would be in late August.

**Island Championship** – Member McQueen commented the marketing material doesn't say anything about a handicap. Mr. Murphy stated that was done with the calling to flight them for handicaps. Member McQueen inquired about a way for new golfers to participate in something like that. Mr. Murphy replied that would be a Calloway flight. He explained this was a way to see if we could get outside people to play, and as of this morning there were 30.

**Youth Clinic** – Member McQueen questioned why the clinic was limited to 12. Mr. Murphy replied that was the most one instructor can have and still do a good job. Member McQueen inquired how it was done before when there were 100 kids and there were only two pros. Mr. Murphy commented that would be horrible instruction if there were 100 kids and there were only two or three people teaching them. He stated there is a clinic this week that had two or three and in July there are five or six signed up. There was some discussion about junior clinics and the idea behind limiting the number of participants was to have the ability for personalized instruction.

**Carts** – Member Paige inquired if there was anything new on carts. Mr. Murphy replied no and stated there would be talk once the budget process was done. He explained the City was going through the budget process right now, and there are issues at the Golf Course. He briefly commented about moving forward with making sure the course gets all the equipment to replace what was lost. He stated he wanted to move forward earlier than that, but the fire set that back.

**No. 3 Tee Box South Update** – Mr. Murphy commented there wasn't much they could do with No. 3 tee box, because every tractor they used to repair it was now gone. Member Vicki Galpin inquired how much equipment was lost. Mr. Murphy recapped the various pieces of equipment that were lost in the fire, and stated all the big equipment was out on the course. Member Paige inquired about the computer for the irrigation. Mr. Murphy replied the computer for the irrigation melted, and explained there will be a new

computer for the irrigation but not until the building is in place. He stated wires have to be run to the computer from all the boxes, and there are a couple boxes that aren't working properly yet and those are being watered manually every day. It was noted the City was insured for the building and its contents. There was further discussion about the losses from the fire, and it was explained that no one was hurt. The course was utilizing borrowed equipment from Amelia River and others in the area.

**On Course Restroom Update** –Mr. Murphy reported the other parts came in yesterday. Member Carl Galpin explained once installed he would clean them up, and they will stay cleaner longer. Member McQueen inquired if there were any vandalism problems at night. Mr. Murphy replied no.

**60th Anniversary Update** – There wasn't an update at this time.

**Chair and Vice-Chair Selection** – Chair Smyk reminded the committee there hasn't been a Vice-Chair since the end of the year. After a brief discussion, **a nomination was made for Mr. Bob McKain to serve as Vice-Chair. Vote upon passage of the motion was taken by ayes and nays and being all ayes, carried.**

**Island Championship** – The committee deviated from the agenda and discussed this earlier in the meeting.

#### 4. **New Business**

**Rounds & Revenue** – Mr. Murphy referred to the data provided and pointed out it included a year to year comparison. There was a review of the information shown, and Member McQueen questioned how much the City was transferring to the Golf Course. Mr. Murphy replied the only thing the City transferred this year was the cost of the capital expenses (three pieces of equipment from R&R, a new well pump, and the new banquet chairs). There was some discussion about the note on the irrigation system, and it was noted that was below the line and Mr. Murphy cannot control that. There was also some discussion that Billy Casper Golf was responsible for the items below the line, and that Mr. Murphy focuses on things that he can change. The committee discussed when the note was due.

Mr. Murphy pointed out with the exception of January rounds are up in every month, and total golf revenue was up. He referred to the year to date versus prior years and commented you can see upward trends in golf revenue. Member McQueen stated it was good to see it going in the right direction. Member Vicki Galpin noted that expenses are mostly down. There was some discussion about the change in philosophy, and some general discussion about the product in the pro shop.

**Profit & Loss** – This was discussed with the previous item.

**Fire Update** – Member McQueen inquired about the timeframe from the adjuster. Mr. Murphy replied there was no timeframe, and reported they were going to ask for \$33,000 for a straight rig and \$10,000 for replacement fertilizers, chemicals, rakes, shovels, etc. He stated the goal was to have everything done by the end of this fiscal year. There was a brief discussion about this.

5. **Marketing Update from Prior Month** – Mr. Murphy reminded the committee of the Island Championship, golf clinics, and that they continued the twilight specials through August 31<sup>st</sup> and the Thursday specials through September 30<sup>th</sup>. He reported an email blast would go out next Monday for 4<sup>th</sup> of July to wear red, white, and blue to have \$5.00 off your green fee and those that show their military id get \$10.00 off.

6. **WGA & MGA Update** – Member Paige inquired about when work would be done on the tee for No. 3. Mr. Murphy replied as soon as they have approval to buy a new backhoe to dig that all up.

Member Vicki Galpin inquired about the person that was going to bring equipment for root pruning and was that done. Mr. Murphy replied that was done on 3 west green, but it wasn't done on any tees. He briefly explained the problems with the aerification with 3 west green and that measures were done to take the water away. There was some discussion about this and some discussion about tee boxes that need some work.

Chair Smyk questioned if the bucket truck could get to the dead pines. Mr. Murphy briefly explained there wasn't money in the budget, and suggested the Committee address the City Commission about the dead pines trees that need to be taken down. Member McQueen stated the last time there was a legitimate liability hazard presented and they got what was presented. There was some discussion about who would present the hazards to the City Commission and it was suggested that Chair Smyk present.

Member Carl Galpin inquired about speeding up the greens. He stated when the south greens were redone they were rolling about 10 and they were beautiful. Mr. Murphy explained he would never have them over 10 unless it was during the winter and they are dormant. Member Carl Galpin commented 10 would be a good start. Mr. Murphy pointed out they were running at 9 ¼ this morning and yesterday they were 8.5. He stated Mr. Phillips was given instructions that they have to be between 9 and 10 from now until they go dormant. There was a brief discussion about this.

7. **Requests From The Public To Be Heard On Items Not On The Agenda** – There were no requests to be heard at this time.

Member McQueen inquired about getting Commissioner Tim Poynter or the City Manager to one of these meetings. Chair Smyk stated he set up a meeting with the City Manager and Mr. Murphy after the regular meetings from now on so the City Manager is informed on what is going on. He explained he would ask the City Manager to stop in at the next meeting, and he would also talk with Commissioner Poynter.

Member Vicki Galpin referred to the five year plan and explained they started editing it, but then the fire happened. She stated there are 40 pages of things that are outdated, and they were in the process of updating it and getting it into place.

8. **Adjournment** – 3:59 PM

---

Beth McQueen, Secretary

---

Bruce Smyk, Chair

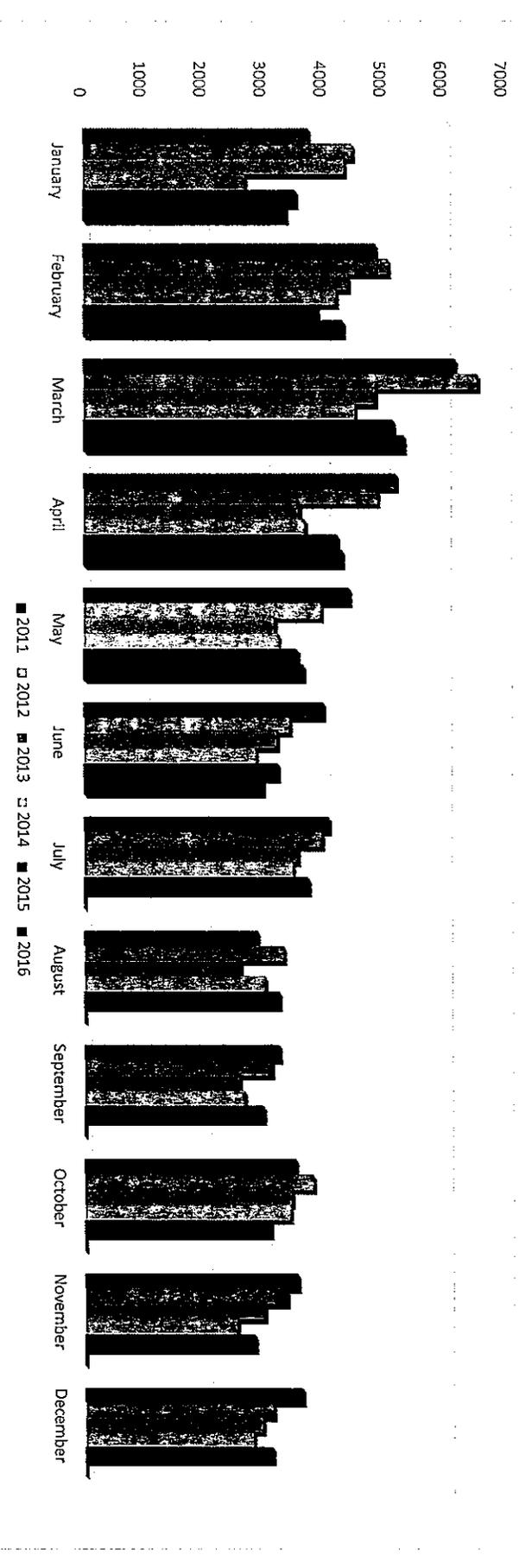
Fernandina Beach Golf Club  
For the Month Ending June 30th, 2016

June					YTD				
Actual	Budget	Budget Variance	Last Year	Last Year Variance	Actual	Budget	Budget Variance	Last Year	Last Year Variance
<b>Rounds</b>									
862	1,525	(663)	859	3	10,123	17,090	(6,967)	10,640	(517)
140	120	20	110	30	754	1,260	(506)	657	97
1,974	2,127	(153)	2,258	(284)	22,078	17,662	4,416	20,997	1,081
<b>2,976</b>	<b>3,772</b>	<b>(796)</b>	<b>3,227</b>	<b>(251)</b>	<b>32,955</b>	<b>36,012</b>	<b>(3,057)</b>	<b>32,294</b>	<b>661</b>
<b>Revenue</b>									
24,351	25,297	(946)	20,614	3,737	229,940	207,218	22,722	197,861	32,079
32,435	38,391	(5,956)	38,780	(6,345)	328,373	353,252	(24,878)	336,425	(8,052)
3,696	4,792	(1,096)	3,931	(235)	32,167	38,602	(6,435)	30,407	1,760
420	195	225	310	110	22,576	19,500	3,076	11,273	11,303
10,712	8,694	2,018	8,789	1,924	73,286	98,418	(25,132)	82,303	(9,018)
12,101	17,837	(5,737)	15,527	(3,426)	162,308	170,239	(7,931)	147,800	14,508
7,142	8,071	(929)	9,200	(2,058)	80,527	77,093	3,428	77,001	3,526
156	400	(244)	1,394	(1,138)	29,967	32,050	(2,083)	33,090	(3,123)
4,017	450	3,567	1,324	2,693	19,694	9,550	10,144	9,581	11,113
80	1,410	(1,330)	844	(264)	4,395	7,440	(3,045)	3,629	766
173	350	(177)	1,047	(873)	104,936	143,850	(38,914)	121,452	(16,517)
(372)	2,213	(2,585)	754	(1,127)	8,110	19,652	(11,542)	182,636	(174,526)
<b>99,912</b>	<b>108,101</b>	<b>(13,189)</b>	<b>102,013</b>	<b>(7,101)</b>	<b>1,096,278</b>	<b>1,176,879</b>	<b>(80,602)</b>	<b>1,232,458</b>	<b>(136,180)</b>
<b>Cost of Sales</b>									
6,566	5,659	(907)	11,379	4,813	42,856	64,000	21,103	61,745	18,849
3,013	5,915	(2,902)	5,756	2,743	49,003	56,454	7,450	52,615	3,611
1,458	521	(938)	1,556	98	8,619	4,967	(3,652)	8,235	(384)
3,287	2,260	(1,027)	1,829	(1,457)	25,652	21,588	(4,064)	25,451	(201)
<b>14,324</b>	<b>14,354</b>	<b>30</b>	<b>20,520</b>	<b>6,196</b>	<b>126,171</b>	<b>147,008</b>	<b>20,837</b>	<b>148,046</b>	<b>21,875</b>
<b>80,588</b>	<b>93,746</b>	<b>(13,159)</b>	<b>81,493</b>	<b>(905)</b>	<b>970,107</b>	<b>1,029,871</b>	<b>(59,765)</b>	<b>1,084,412</b>	<b>(114,305)</b>
<b>Labor</b>									
10,091	10,343	252	10,976	885	97,102	92,265	(4,837)	91,607	(5,495)
7,086	4,855	(2,231)	4,196	(2,890)	51,667	44,338	(7,330)	43,058	(8,610)
25,776	22,058	(3,718)	21,544	(4,232)	203,562	200,732	(2,830)	181,674	(21,888)
5,221	9,394	4,173	10,849	5,628	87,031	86,802	(229)	86,483	1,452
0	0	0	0	0	2,401	0	(2,401)	809	(1,592)
<b>48,174</b>	<b>46,650</b>	<b>(1,524)</b>	<b>47,565</b>	<b>(609)</b>	<b>441,763</b>	<b>424,136</b>	<b>(17,626)</b>	<b>405,630</b>	<b>(36,132)</b>
4,161	4,703	542	4,239	78	41,209	42,756	1,547	40,011	(1,199)
2,293	2,502	209	2,248	(45)	19,583	22,518	2,935	15,843	(3,740)
1,233	1,098	(135)	1,072	(161)	10,614	9,882	(732)	9,243	(1,372)
<b>7,687</b>	<b>8,303</b>	<b>616</b>	<b>7,559</b>	<b>(123)</b>	<b>71,407</b>	<b>75,156</b>	<b>3,749</b>	<b>65,095</b>	<b>(6,310)</b>
<b>55,860</b>	<b>54,953</b>	<b>(908)</b>	<b>55,124</b>	<b>(736)</b>	<b>513,169</b>	<b>499,292</b>	<b>(13,877)</b>	<b>470,727</b>	<b>(12,113)</b>
<b>Other Operational Expenses</b>									
2,003	2,327	324	2,834	832	20,948	22,656	1,708	25,519	4,571
20,655	19,575	(1,080)	5,372	(15,283)	163,762	175,809	12,047	157,532	(6,230)
16,259	17,266	1,007	12,856	(3,403)	102,307	169,529	67,222	151,998	49,691
3,114	3,600	486	5,532	2,418	33,172	35,680	2,508	39,024	5,852
0	1,128	1,128	0	0	2,690	5,952	3,262	(313)	(3,002)
3,275	2,825	(450)	3,163	(112)	23,052	24,202	1,150	23,885	832
4,491	4,173	(318)	4,290	(202)	40,393	37,554	(2,839)	38,388	(2,005)
<b>49,797</b>	<b>50,894</b>	<b>1,097</b>	<b>34,047</b>	<b>(15,750)</b>	<b>386,325</b>	<b>471,382</b>	<b>85,057</b>	<b>436,027</b>	<b>49,702</b>
<b>105,657</b>	<b>105,847</b>	<b>189</b>	<b>89,171</b>	<b>(16,487)</b>	<b>899,494</b>	<b>970,674</b>	<b>71,180</b>	<b>906,753</b>	<b>7,259</b>
<b>(25,070)</b>	<b>(12,100)</b>	<b>(12,970)</b>	<b>(7,678)</b>	<b>(17,392)</b>	<b>70,612</b>	<b>59,197</b>	<b>11,415</b>	<b>177,658</b>	<b>(107,046)</b>
<b>(25,070)</b>	<b>(12,100)</b>	<b>(12,970)</b>	<b>(7,678)</b>	<b>(17,392)</b>	<b>70,612</b>	<b>59,197</b>	<b>11,415</b>	<b>177,658</b>	<b>(107,046)</b>
<b>Interest Expense/Dep&amp;Am</b>									
0	1,330	1,330	0	0	7,937	11,971	4,034	11,449	3,512
0	0	0	161	161	497	0	(497)	1,934	1,437
0	0	0	0	0	1,995	0	(1,995)	0	(1,995)
0	0	0	0	0	0	0	0	33,448	33,448
(19,750)	0	19,750	(15,417)	4,333	(100,750)	0	180,750	(138,750)	42,000
0	0	0	8,081	8,081	48,954	0	(48,954)	12,755	(35,199)
<b>(19,750)</b>	<b>1,330</b>	<b>21,080</b>	<b>(7,174)</b>	<b>12,576</b>	<b>(121,367)</b>	<b>11,971</b>	<b>133,339</b>	<b>(79,161)</b>	<b>42,203</b>
<b>(5,320)</b>	<b>(13,430)</b>	<b>8,111</b>	<b>(503)</b>	<b>(4,817)</b>	<b>191,980</b>	<b>47,227</b>	<b>144,753</b>	<b>256,823</b>	<b>(64,843)</b>

Total Rounds

	January	February	March	April	May	June	July	August	September	October	November	December
2011	3741	4868	6175	5194	4419	3979	4061	2879	3241	3510	3533	3609
2012	4483	5072	6543	4892	3935	3422	3943	3317	3111	3783	3348	3121
2013	4344	4407	4862	3587	3181	3213	3552	2587	2572	3445	2987	2947
2014	2687	4205	4514	3677	3240	2852	3470	3005	2645	3414	2522	2786
2015	3537	3888	5151	4217	3552	3227	3720	3242	2975	3086	2819	3109
2016	3380	4317	5325	4299	3644	2976	0	0	0	0	0	0

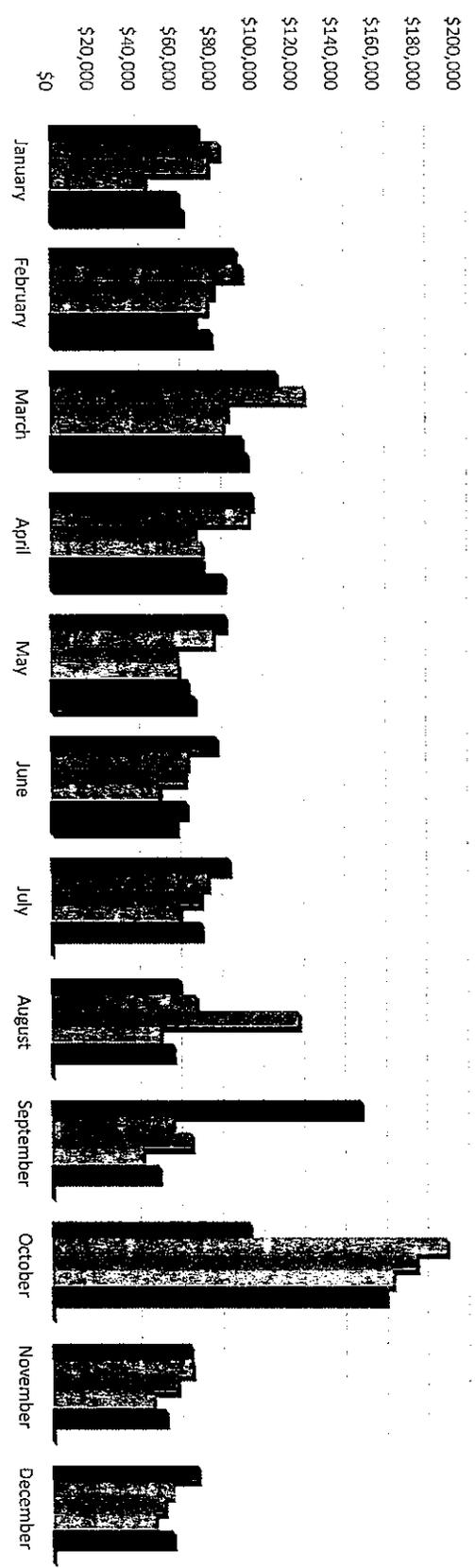
Golf Rounds



**Total Golf Revenue**

Year	January	February	March	April	May	June	July	August	September	October	November	December
2011	\$72,548	\$90,355	\$110,229	\$98,437	\$85,304	\$80,820	\$86,735	\$62,558	\$150,926	\$96,331	\$67,313	\$70,650
2012	\$82,171	\$93,137	\$123,576	\$96,467	\$79,151	\$66,182	\$76,100	\$70,372	\$58,625	\$192,322	\$67,606	\$57,386
2013	\$76,993	\$79,595	\$86,334	\$70,436	\$61,029	\$65,280	\$73,008	\$120,528	\$67,853	\$177,651	\$60,535	\$53,778
2014	\$46,133	\$76,200	\$84,014	\$73,832	\$61,973	\$52,732	\$62,542	\$52,730	\$43,820	\$165,720	\$48,593	\$49,198
2015	\$62,377	\$70,893	\$93,376	\$74,222	\$66,767	\$65,825	\$73,315	\$59,201	\$52,188	\$162,220	\$55,001	\$58,273
2016	\$64,512	\$78,495	\$95,860	\$84,641	\$70,168	\$61,075	\$0	\$0	\$0	\$0	\$0	\$0

Golf Revenue  
Includes Green Fee, Cart Fee, Range, Card Sales and Memberships

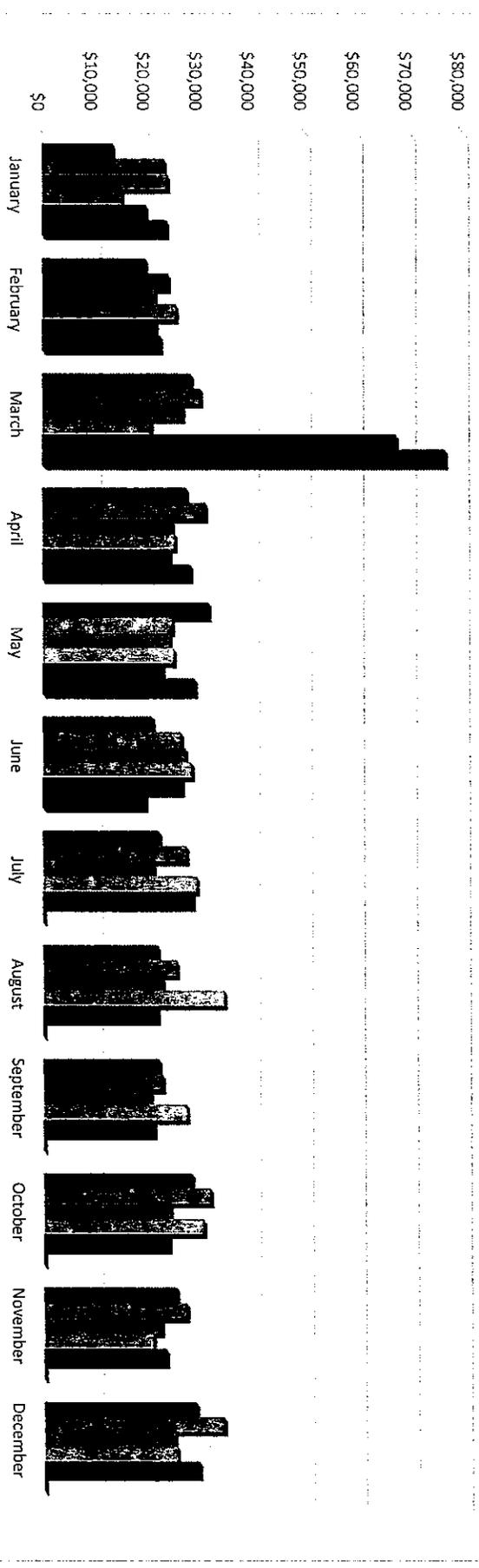


■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

Total F&B Revenue

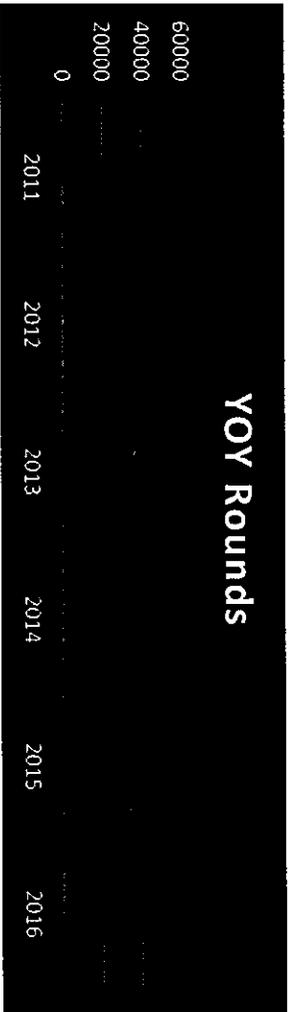
	January	February	March	April	May	June	July	August	September	October	November	December
2011	\$13,386	\$19,556	\$28,184	\$27,343	\$31,573	\$20,790	\$21,962	\$21,615	\$21,875	\$28,029	\$25,090	\$28,741
2012	\$22,991	\$23,760	\$29,903	\$30,858	\$24,401	\$26,093	\$27,117	\$25,135	\$22,351	\$31,592	\$26,923	\$34,046
2013	\$23,645	\$21,230	\$26,602	\$24,471	\$23,975	\$26,888	\$20,834	\$22,398	\$20,197	\$23,757	\$22,087	\$24,478
2014	\$15,048	\$25,250	\$20,404	\$24,992	\$24,810	\$28,159	\$29,013	\$34,369	\$27,111	\$30,149	\$20,487	\$25,085
2015	\$19,602	\$21,461	\$67,229	\$24,038	\$22,677	\$26,277	\$28,286	\$21,559	\$20,888	\$23,582	\$22,961	\$29,313
2016	\$23,531	\$22,270	\$76,533	\$28,035	\$28,835	\$19,399	\$0	\$0	\$0	\$0	\$0	\$0

Food & Beverage Revenue

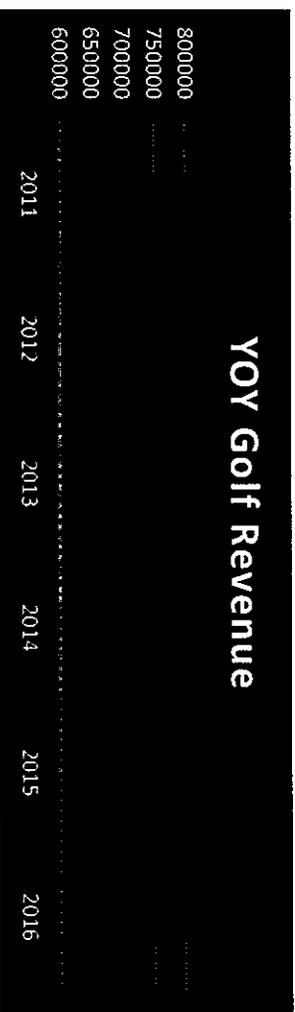


■ 2011 ■ 2012 ■ 2013 ■ 2014 ■ 2015 ■ 2016

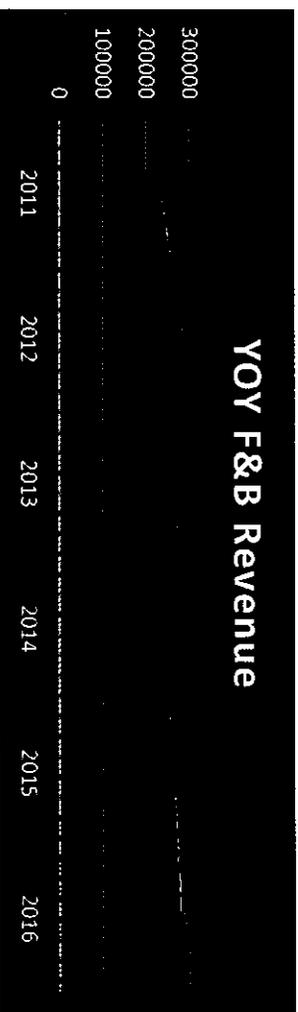
Rounds	
2011	39028
2012	38999
2013	33846
2014	30554
2015	32294
2016	32955



Golf Rev	
2011	771987
2012	774978
2013	756981
2014	686848
2015	696971
2016	730245



F&B Rev	
2011	227993
2012	279954
2013	277765
2014	233559
2015	257005
2016	274459





# Beat The Weatherman *Special*

If you book and play your round while the forecast on weather.com at the time of check-in is 50% chance of rain or better, and you get your round in without rain or weather delay, you'll receive the same % off your next round!

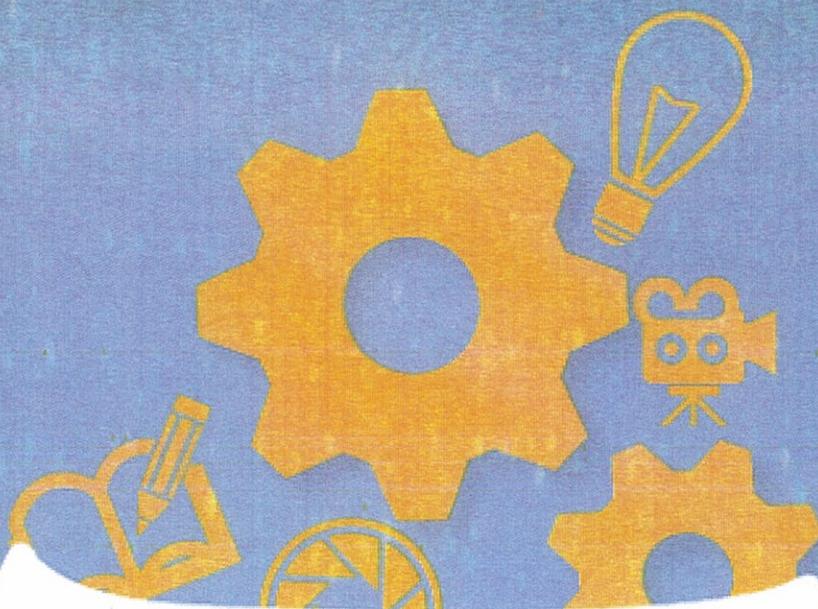
.....

Valid July thru August

*Click Here* To Book a Tee Time

fernandinabeachgolfclub.com // 904.310.3175

Round discount must be used for same type of round played when you received the special.  
Coupons not valid with leagues, outings or events.



# Trivia Night

July 27th

Trivia Begins @ 6pm

TRIVIA CHALLENGE  
FREE TO PLAY!

LIMITED MENU AVAILABLE FROM 5PM-7PM

HAPPY HOUR ALL NIGHT

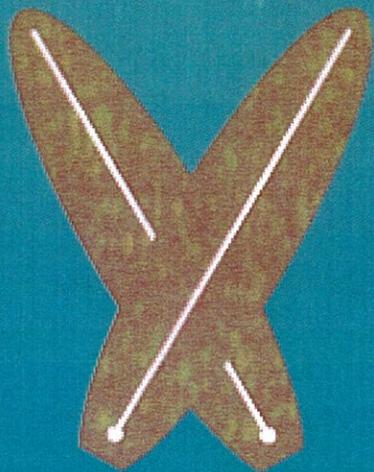
CONTACT BRAD FOR MORE INFORMATION  
904.310.3186

FERNANDINABEACHGOLFCLUB.COM

IT'S AN ENDLESS SUMMER  
FERNANDINA BEACH GOLF CLUB

ONE DAY MEMBER GUEST

SATURDAY, AUGUST 20TH



TEAM SCRAMBLE AND  
BEST BALL FORMAT

SIGN UP

IN THE

GOLF SHOP  
TODAY!

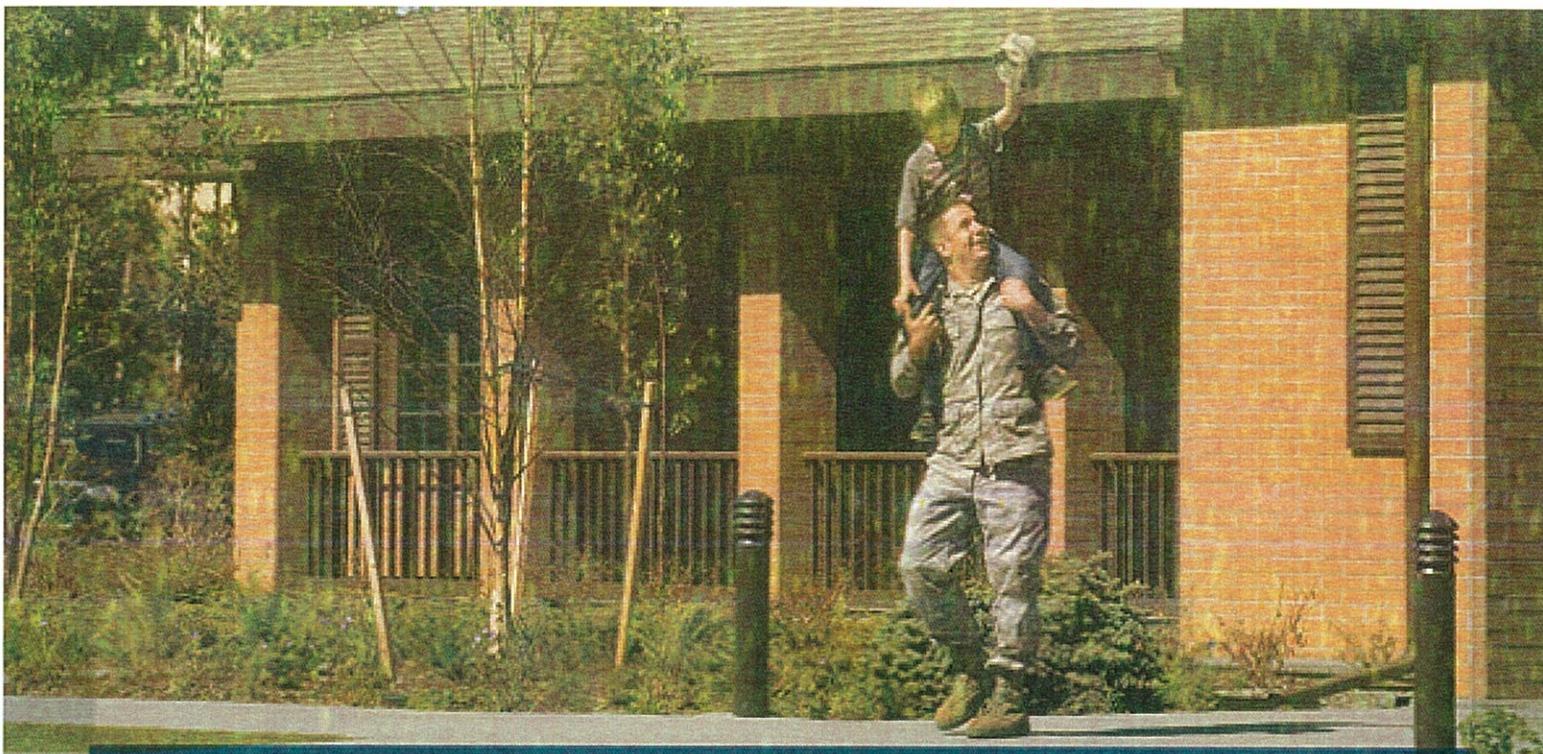
\$69 PER  
TEAM

TAX NOT INCLUDED

8AM BREAKFAST  
10AM SHOTGUN START  
RECEPTION TO FOLLOW

CALL 904.310.3175  
FOR MORE DETAILS  
FERNANDINABEACHGOLFCLUB.COM





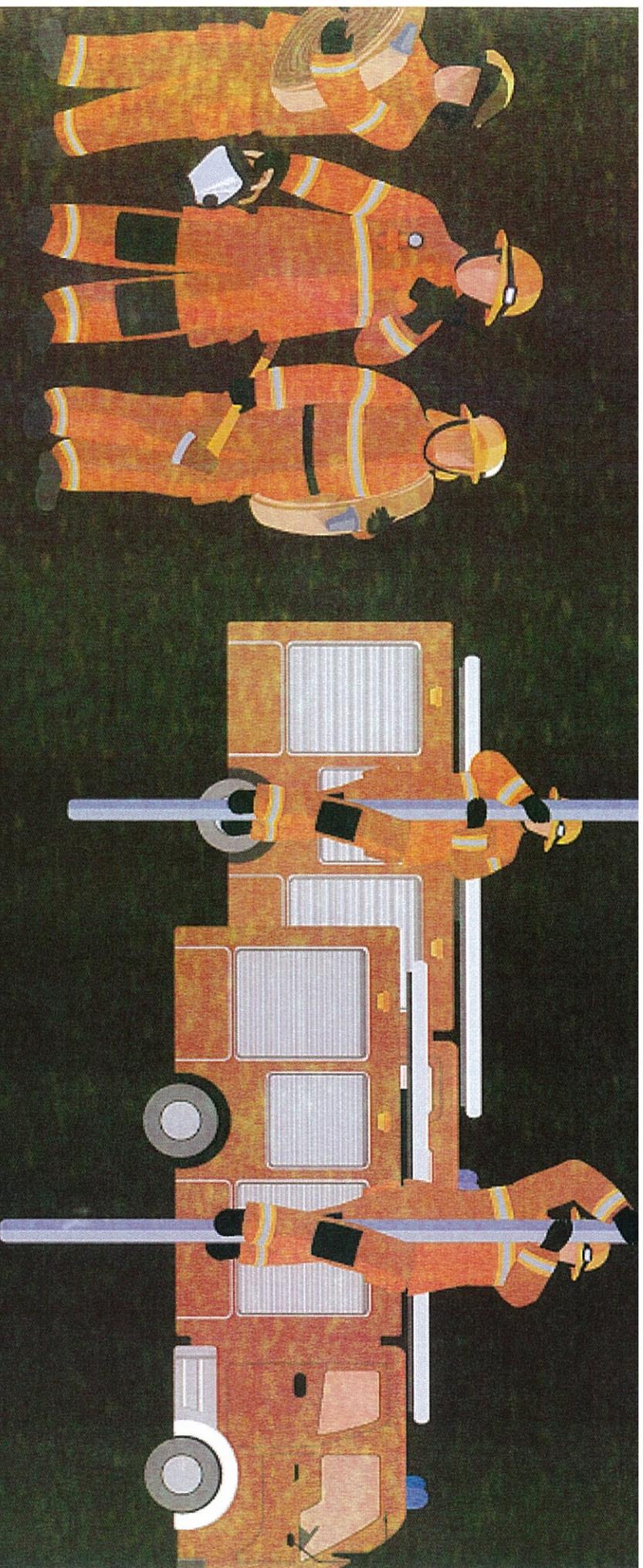
REGISTRATION NOW FOR THE WORLDS  
LARGEST GOLF OUTING

AUGUST 1<sup>ST</sup> 2016  
9AM START TIME

**SIGN UP ONLINE**

[WORLDSLARGESTGOLFOUTING.COM](http://WORLDSLARGESTGOLFOUTING.COM)





# FIRE SALE!!

ALL CLOTHING WITH FBGC LOGO 15% OFF

**Sale ends July 31st**

# WE'RE SLICING PRICES



*PLAY 18 HOLES  
WITH A CART*

**\$35**

7 DAYS A WEEK

Starting June 27th  
thru August 31st

*To Book Now*

[CLICK HERE](#)



*Plan  
Ahead*

FOR PICK  
OF THE  
BEST DATES



HOST A

*Holiday Party*

AT

FERNANDINA BEACH!

CUSTOMIZED MENUS AT ANY PRICE POINT

WE TAKE CARE OF EVERYTHING FROM SET UP  
TO CENTER PIECES

*Click Here to Save your Dates!*



MANAGED BY  
BILLY CASPER GOLF



# TWILIGHT SPECIAL

MONTH OF JULY SPECIAL

18 HOLES WITH CART \$22 AFTER  
2PM

9 HOLES WITH CART \$19 AFTER  
3PM

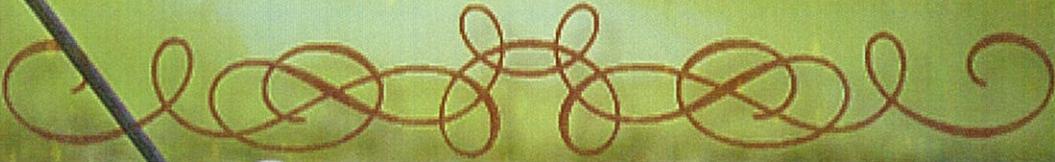
9 HOLES WALKING \$12.50 AFTER  
5PM

**BOOK YOUR  
TEE TIME TODAY!**

CALL 904.310.3175  
FOR MORE DETAILS

[fernandinabeachgolfclub.com](http://fernandinabeachgolfclub.com) |

MANAGED BY  
BILLY CASPER GOLF



# SMALL GROUP OUTINGS AT FERNANDINA

SPECIAL SUMMER PACKAGES PRICED PERFECTLY FOR SMALLER GROUPS

***THE PERFECT FIT FOR:***

Family Reunions, Team Building Events  
or the Travelling Group of Golfers

Weekdays Anytime \$39 per Player  
Weekends After 10am \$49 per Player

Includes Greens Fee, Cart Fee, Range Balls  
and Lunch Options with Beverage!



Valid for groups sized 12 – 32 players. Offer expires July 31, 2016.

---

## FOR MORE DETAILS

Complete our Online Inquiry or Contact Brad Little at 904.310.3186

---

[Fernandinabeachgolfclub.com](http://Fernandinabeachgolfclub.com)

# THANK YOU THURSDAYS CONTINUE!

AVAILABLE THURSDAYS FROM  
**Thursday, July 7th**  
TO  
**Thursday, July 28th**

**Play for just  
\$19.99**

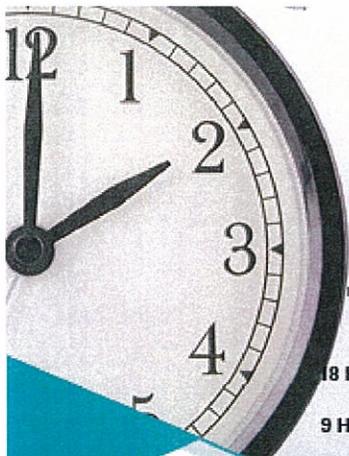
INCLUDES 18 HOLES  
GREEN & CART FEE

**MEMBERS AND  
BEACH CARD HOLDERS  
PLAY FOR JUST  
\$17.00**

**Click Here**  
TO BOOK YOUR TEE TIME OR  
CALL 904.310.3175

Offer valid on Thursdays in July 2016 only. Cannot be combined with any other offer. Must mention offer at check-in to receive discount.





**TWILIGHT SPECIAL**  
MONTH OF JULY SPECIAL

18 HOLES WITH CART \$22 AFTER 2PM  
9 HOLES WITH CART \$19 AFTER 3PM  
9 HOLES WALKING \$12.50 AFTER 5PM

**BOOK YOUR TEE TIME TODAY!**

CALL 904.310.3175 FOR MORE DETAILS

fernandinabeachgolfclub.com |