

### Bell-Men Golf Revenue Summary Report 2018

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2018 Total
Green Fees	\$ 21,327.98	\$ 21,601.97	\$ 21,472.00										
Tournament Revenue	\$ -	\$ -	\$ -										
Driving Range	\$ 5,363.00	\$ 5,135.99	\$ 4,497.00										
Power Carts	\$ 14,453.95	\$ 14,953.16	\$ 10,668.65										
Service, Lesson, Rental & Repair	\$ 613.00	\$ 473.50	\$ 425.00										
Pro Shop Merchandise	\$ 8,049.74	\$ 4,787.61	\$ 4,199.26										
Food & Beverage	\$ 10,287.57	\$ 13,580.35	\$ 12,320.87										
Gift Cards	\$ 1,571.00	\$ 830.00	\$ 880.00										
Sales Tax	\$ 627.12	\$ 776.33	\$ 766.97										
Men's/Women's Club	\$ -	\$ 2.00	\$ -										
Annual Passes/Fees	\$ 19,664.00	\$ 25,700.00	\$ 10,550.00										
Other-Donations	\$ -	\$ -	\$ -										
Other-Tips	\$ 598.50	\$ 830.00	\$ 879.08										
Pay On Account	\$ 351.11	\$ 671.24	\$ -										
Smart Card Tender (non-revenue)	\$ -	\$ -	\$ 1,469.50										
Other-Misc.													
<b>TOTAL REVENUE</b>	<b>\$ 82,906.97</b>	<b>\$ 89,342.15</b>	<b>\$ 68,128.33</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
PMT Due to County (11% of green fees)	\$ 4,509.12	\$ 5,203.22	\$ 3,522.42	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,234.75
<b>Rounds of Play</b>													
Rounds Sold-all categories	1768	1572	1388										
Complimentary rounds-Pro/PGA	3	9	5										
Complimentary rounds-Promotion	4	6	3										
<b>Total Rounds of Play</b>	<b>1768</b>	<b>1572</b>	<b>1388</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	

<b>Notes/Explanations:</b>													
Please See attached note													
Equipment Lease Expense (Per Month)	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 3,758.04
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 4,822.29</b>	<b>\$ 5,516.39</b>	<b>\$ 3,835.59</b>										





## Cal-Mazz Golf Management Revenue Summary Report 2018

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2018
Green Fees	\$ 27,148	\$ 25,343	\$ 14,556	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,046
Tournament Revenue	-	-	1,134	-	-	-	-	-	-	-	-	-	1,134
Driving Range	2,538	2,756	2,619	-	-	-	-	-	-	-	-	-	7,913
Power Carts	15,697	15,120	9,209	-	-	-	-	-	-	-	-	-	40,026
Lessons	-	1,045	60	-	-	-	-	-	-	-	-	-	1,105
Other rental, repair	126	148	59	-	-	-	-	-	-	-	-	-	333
Pro Shop Merchandise	6,561	3,212	4,500	-	-	-	-	-	-	-	-	-	14,273
Food & Beverage	6,108	7,432	5,850	-	-	-	-	-	-	-	-	-	19,390
Gift Cards	212	100	138	-	-	-	-	-	-	-	-	-	450
Sales Tax	1,064	844	847	-	-	-	-	-	-	-	-	-	2,755
Other ~ Men's/Women's Club	2,470	2,635	10,095	-	-	-	-	-	-	-	-	-	15,200
Other ~ Annual Fee	1,255	275	980	-	-	-	-	-	-	-	-	-	2,510
Other ~ Pay on Account	270	-	500	-	-	-	-	-	-	-	-	-	770
Other ~ donations	-	-	-	-	-	-	-	-	-	-	-	-	-
Other ~ CC Tips	268	-	325	-	-	-	-	-	-	-	-	-	593
Other ~ Misc	751	454	276	-	-	-	-	-	-	-	-	-	1,481
<b>TOTAL REVENUE</b>	<b>\$ 64,468</b>	<b>\$ 59,363</b>	<b>\$ 51,148</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 174,979</b>

18 hole equivalent	1590	1419	841										3,850
Average per 18 hole eq	\$ 40.55	\$ 41.83	\$ 60.82										\$ 45.45

Monthly Summary to be submitted to Washoe County by the 10th of the following month.

Revenue Reconciled:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
Per POSExpress	61,606	56,434	49,737										
Prom Rounds Sold	(300)												
Prom Rounds Redeemed	3,162	2,930	1,411										
	64,468	59,364	51,148	-	-	-	-	-	-	-	-	-	-

### Accounting Assumptions:

Gift Cards are recorded as revenue when sold due to immateriality

Annual Dues are recorded as revenue when sold due to immateriality

Promo Rounds revenue is recorded when the rounds are played, due to selling some in the previous year. All unplayed rounds will be recorded when they expire.

Cal-Mazz  
Sierra Sage Golf Course

2018 Rounds of Play

\$\$	Jan	Feb	March	April	TOTAL
18 Green Fee					0
18 Junior					0
18 Senior					0
Winter 18	346	391	106		843
Winter Jr 18	4	1	3		8
Winter Sr 18	606	470	301		1,377
9 Hole Walk-Up					0
9 Hole Walk-Up Jr					0
9 Hole Walk-Up Sr					0
9 Hole Walk-Up Winter	146	186	167		499
9 Hole Walk-Up Jr Winter	10	8	16		34
9 Hole Walk-Up Sr Winter	359	331	249		939
Late Rate Adult		1			1
Late Rate Junior					0
Late Rate Senior					0
2nd 9 Adult			6		6
2nd 9 Junior					0
2nd 9 Senior					0
2nd 9 Winter Adult		2			2
2nd 9 Winter Sr		1			1
<b>DAILY FEE SUBTOTAL:</b>	<b>1,471</b>	<b>1,391</b>	<b>848</b>	<b>0</b>	<b>3,710</b>

Golden Annual	15	12	5		32
Adult Annual	2				2
Senior Annual	8	13	6		27
SC - Adult 10-Play					0
SC - Adult 25-Play					0
SC - Adult 9 Hole 10-Play					0
SC - Junior 18 Hole 10 Play					0
SC - Junior 9 Hole 10-Play	7				7
SC - Senior 10-Play	5	1			6
SC - Senior 25-Play	1		1		2
SC - Senior 9 Hole 10-Play		4			4
SC - Golden 9 Hole 10-Play	3	5			8
SC - Gold 18 Hole 10-Play					0
SC - Golden 25-Play					0
SC - Golden+ 10-Play					0
SC - Golden+ 25-Play					0
Promo Rounds Redeemed	204	189	91		484
Tournaments			81		81
Special Twilight					0
UNR Golf Team					0
High School					0
Misc. Comp	32	12	3		47
Birthday Comp					0
Employee Guest Winter	20	7	5		32
Employee Guest Summer					0
PGA Comp	4	4	4		12
Employee Comp	80	49	16		145
2-1 NNGA					0
2-1 West Coast Golf					0
Birdie Bug Ad					0
Red Dot					0
<b>SPECIAL FEE SUBTOTAL:</b>	<b>381</b>	<b>296</b>	<b>212</b>	<b>0</b>	<b>889</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>1,852</b>	<b>1,687</b>	<b>1,060</b>	<b>0</b>	<b>4,599</b>
<b>18-HOLE EQUIVALENT:</b>	<b>1,590</b>	<b>1,419</b>	<b>841</b>	<b>0</b>	<b>3,850</b>

Cal-Mazz  
Sierra Sage Golf Course

2018 Rounds of Play

	Jan	Feb	March	April	TOTAL
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\$\$	Jan	Feb	March	April	TOTAL
Walk Up 18	976	869	415	0	2,260
Walk Up 9	515	528	432	0	1,475
Twilight 18	0	1	0	0	1
Smart Cards 18	6	1	1	0	8
Smart Cards 9	10	9	0	0	19
Annuals	25	25	11	0	61
Tournaments	0	0	81	0	81
Misc 18	320	254	114	0	688
Misc 9					0
<b>TOTAL:</b>	<b>1,852</b>	<b>1,687</b>	<b>1,054</b>	<b>0</b>	<b>4,593</b>

Junior	370	332	252	0	954
Adult	514	587	278	0	1,379
Senior	630	497	324	0	1,451
Golden	18	17	5	0	40
Tourn, Misc	320	254	195	0	769
<b>TOTAL:</b>	<b>1,852</b>	<b>1,687</b>	<b>1,054</b>	<b>0</b>	<b>4,593</b>

<b>18 Hole Equivalent 2018</b>	<b>1,590</b>	<b>1,419</b>	<b>841</b>	<b>-</b>	<b>3,850</b>
<b>18 Hole Equivalent 2017 (info only)</b>	<b>15</b>	<b>336</b>	<b>1,871</b>	<b>3,045</b>	<b>2,222</b>
<b>18 Hole Equivalent 2016 (info only)</b>	<b>385</b>	<b>1,887</b>	<b>1,769</b>	<b>3,394</b>	<b>33,848</b>
<b>18 Hole Equivalent 2015 (info only)</b>	<b>1,960</b>	<b>1,937</b>	<b>2,845</b>	<b>3,156</b>	<b>36,136</b>
<b>18 Hole Equivalent 2014 (info only)</b>	<b>1,716</b>	<b>1,474</b>	<b>2,591</b>	<b>2,872</b>	<b>35,590</b>
<b>18 Hole Equivalent 2013 (info only)</b>	<b>394</b>	<b>1,814</b>	<b>2,789</b>	<b>3,268</b>	<b>36,152</b>
<b>18 Hole Equivalent 2012 (info only)</b>	<b>1,495</b>	<b>1,526</b>	<b>1,568</b>	<b>2,698</b>	<b>33,935</b>
<b>18 Hole Equivalent 2011 (info only)</b>	<b>1,410</b>	<b>1,133</b>	<b>814</b>	<b>2,314</b>	<b>32,138</b>
<b>Inc/Dec 2018 vs. 2017</b>	<b>1,575</b>	<b>1,083</b>	<b>(1,030)</b>	<b>(3,045)</b>	<b>1,628</b>
<b>Inc/Dec %</b>	<b>10500%</b>	<b>322%</b>	<b>-55%</b>	<b>-100%</b>	<b>73%</b>

Days closed due to weather

Round Reconciled	Jan	Feb	March	April	TOTAL
<b>Per POSExpress</b>	1,874	1,687	1,061		4,622
Annual Golden					-
Promo Green Fees	(20)				(20)
Senior Annual					-
SC - Adult 10-Play					-
SC - Adult 25-Play					-
SC - Adult 9 Hole 10-Play	(1)				(1)
SC - Junior 18 Hole 10 Play					-
SC - Junior 9 Hole 10-Play					-
SC - Senior 10-Play					-
SC - Senior 25-Play			(1)		(1)
SC - Senior 9 Hole 10-Play	(1)				(1)
SC - Golden 9 Hole 10-Play					-
SC - Gold 18 Hole 10-Play					-
SC - Golden 25-Play					-
SC - Golden+ 10-Play					-
SC - Golden+ 25-Play					-
Comp Birthday Round					-
9 hole board fee					-
<b>Total Daily Rounds</b>	1,852	1,687	1,060	-	4,599
	ties	ties	ties	ties	ties