

## Cal-Mazz Golf Management Revenue Summary Report 2019

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2018
Green Fees	\$ 11,203	\$ 694	\$ 26,863	\$ 60,517	\$ 66,049	\$ 96,110	\$ 89,261	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 350,696
Tournament Revenue					1,222	3,860	3,696						8,778
Driving Range	1,257	73	5,324	7,380	7,637	11,573	9,696						42,940
Power Carts	6,466	378	17,985	31,951	37,637	55,596	53,619						203,632
Lessons	40	134	370	1,028	1,078	1,366	2,002						6,018
Other rental, repair	24	5	111	176	223	342	318						1,199
Pro Shop Merchandise	3,062	283	5,322	15,197	12,221	17,537	16,651						70,273
Food & Beverage	3,384	214	9,801	19,432	23,765	34,476	30,514						121,586
Gift Cards	115	100	607	510	997	1,616	236						4,181
Sales Tax	609	72	1,336	2,849	2,939	4,376	3,735						15,916
Other ~ Men's/Women's Club	1,330	1,560	17,005	16,385	8,490	12,674	9,850						67,294
Other ~ Annual Fee	1,530		15,877				750						18,157
Other ~ Pay on Account				1,857	1,884	960	254						4,955
Other ~ donations						107							107
Other ~ CC Tips	138	10	581	966	1,286	1,735	1,784						6,500
Other ~ Misc	1,070	587	3,934		1,962	3,647	2,207						13,407
<b>TOTAL REVENUE</b>	<b>\$ 30,228</b>	<b>\$ 4,110</b>	<b>\$ 105,116</b>	<b>\$ 158,248</b>	<b>\$ 167,390</b>	<b>\$ 245,975</b>	<b>\$ 224,573</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 935,638</b>

18 hole equivalent	612	42	1521	3252	3552	5094	4670	0	0	0	0	0	18,743
Average per 18 hole eq	\$ 49.39	\$ 97.85	\$ 69.11	\$ 48.66	\$ 47.13	\$ 48.29	\$ 48.09	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 49.92
Golf, Range, Cart per 18 eq	\$ 30.92	\$ 27.25	\$ 32.99	\$ 30.70	\$ 31.34	\$ 32.05	\$ 32.67	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 31.87

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	29,094	4,042	102,836	150,581	154,489	229,002	208,484						33,544
Prom Rounds Sold			(150)	(150)	(150)								(1,905)
Prom Rounds Redeemed	1,134	68	2,430	7,817	13,051	16,973	16,089						1,116
	30,228	4,110	105,116	158,248	167,390	245,975	224,573	-	-	-	-	-	32,755

### 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

2019 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	TOTAL
18 Green Fee					613	893	696		2,202
18 Junior					9	34	33		76
18 Senior					686	941	772		2,399
Winter 18	100	7	310	544					961
Winter Jr 18	1		7	25					33
Winter Sr 18	282	24	528	887					1,721
9 Hole Walk-Up					156	262	208		626
9 Hole Walk-Up Jr					10	35	34		79
9 Hole Walk-Up Sr					338	551	642		1,531
9 Hole Walk-Up Winter	44		281	263					588
9 Hole Walk-Up Jr Winter	2		19	29					50
9 Hole Walk-Up Sr Winter	166	6	315	367					854
Late Rate Adult				266	453	677	789		2,185
Late Rate Junior									0
Late Rate Senior									0
2nd 9 Adult					7	10	7		24
2nd 9 Junior									0
2nd 9 Senior					3	3	2		8
2nd 9 Winter Adult				1					1
2nd 9 Winter Sr			1	1					2
<b>DAILY FEE SUBTOTAL:</b>	<b>595</b>	<b>37</b>	<b>1,461</b>	<b>2,383</b>	<b>2,275</b>	<b>3,406</b>	<b>3,183</b>	<b>0</b>	<b>13,340</b>

Golden Annual	9		6	25	17	25	39		121
Adult Annual			78	123	152	154	167		674
Senior Annual	7	1	17	19	6	11	7		68
SC - Adult 10-Play						5			5
SC - Adult 25-Play				2					2
SC - Adult 9 Hole 10-Play									0
SC - Junior 18 Hole 10 Play									0
SC - Junior 9 Hole 10-Play									0
SC - Senior 10-Play	2	1	7	52	97	130	151		440
SC - Senior 25-Play				9	15	16	19		59
SC - Senior 9 Hole 10-Play	2	1	8	12	28	31	28		110
SC - Golden 9 Hole 10-Play				1	2	8	7		18
SC - Gold 18 Hole 10-Play				3	4	3	1		11
SC - Golden 25-Play						2	2		4
SC - Golden+ 10-Play									0
SC - Golden+ 25-Play									0
Promo Rounds Redeemed	84	5	180	579	842	1,094	1,038		3,822
Tournaments					47	140	132		319
Special Twilight									0
UNR Golf Team									0
High School			25	180	70		2		277
Misc. Comp	2		6	59	89	287	95		538
Birthday Comp									0
Employee Guest Winter	2			24		2			28
Employee Guest Summer					20	26	38		84
PGA Comp	1		2	7	13	29	9		61
Employee Comp	15		43	111	131	150	162		612
2-1 NNGA									0
2-1 West Coast Golf					16	25	54		95
Birdie Bug Ad									0
Red Dot									0
<b>SPECIAL FEE SUBTOTAL:</b>	<b>124</b>	<b>8</b>	<b>372</b>	<b>1,206</b>	<b>1,549</b>	<b>2,138</b>	<b>1,951</b>	<b>0</b>	<b>7,348</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>719</b>	<b>45</b>	<b>1,833</b>	<b>3,589</b>	<b>3,824</b>	<b>5,544</b>	<b>5,134</b>	<b>0</b>	<b>20,688</b>
<b>18-HOLE EQUIVALENT:</b>	<b>612</b>	<b>42</b>	<b>1,521</b>	<b>3,252</b>	<b>3,552</b>	<b>5,094</b>	<b>4,670</b>	<b>0</b>	<b>18,743</b>



**Bell-Men Golf Revenue Summary Report 2019** -- *WASHOE GOLF COURSE*

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2019 Total
Green Fees	\$ 10,582.00	\$ 3,838.00	\$ 28,433.00	\$ 66,615.00	\$ 76,397.00	\$ 90,734.00	\$ 94,926.00						
Tournament Revenue	\$ -	\$ -	\$ -	\$ 1,580.00	\$ 1,680.00	\$ 17,430.00	\$ 350.00						
Driving Range	\$ 3,411.00	\$ 2,035.00	\$ 8,098.00	\$ 12,208.00	\$ 12,625.00	\$ 16,990.00	\$ 17,415.00						
Power Carts	\$ 10,030.25	\$ 10,787.80	\$ 11,678.77	\$ 21,868.29	\$ 35,004.19	\$ 53,985.53	\$ 46,595.08						
Service, Lesson, Rental & Repair	\$ 1,013.00	\$ 180.00	\$ 1,966.15	\$ 3,643.50	\$ 4,629.89	\$ 9,659.00	\$ 4,832.50						
Pro Shop Merchandise	\$ 4,170.32	\$ 5,005.84	\$ 9,068.68	\$ 18,162.07	\$ 24,431.88	\$ 27,106.37	\$ 22,138.80						
Food & Beverage	\$ 6,166.18	\$ 5,927.12	\$ 17,629.66	\$ 22,874.10	\$ 32,131.46	\$ 41,663.08	\$ 38,986.53						
Gift Cards	\$ 1,310.00	\$ 650.00	\$ 660.00	\$ 1,160.00	\$ 808.00	\$ 10,234.00	\$ 2,843.00						
Sales Tax	\$ 802.30	\$ 624.46	\$ 2,034.38	\$ 2,907.26	\$ 3,489.75	\$ 4,417.46	\$ 3,964.52						
Men's/Women's Club	\$ 1,149.35	\$ 125.00	\$ 675.00	\$ 7,193.00	\$ 10,570.00	\$ 11,438.04	\$ 16,802.00						
Annual Passes/Fees	\$ 20,100.00	\$ 24,850.00	\$ 6,550.00	\$ 350.00	\$ 1,000.00	\$ -	\$ 600.00						
Other-Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Other-Tips	\$ 427.75	\$ 483.75	\$ 1,441.30	\$ 1,491.85	\$ 2,461.46	\$ 2,676.70	\$ 2,734.45						
Pay On Account	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
Smart Card Tender (non-revenue)	\$ 172.50	\$ 111.00	\$ 505.50	\$ 9,072.42	\$ 9,974.16	\$ 6,856.45	\$ 9,876.59						
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -						
<b>TOTAL REVENUE</b>	<b>\$ 59,334.65</b>	<b>\$ 54,617.97</b>	<b>\$ 88,740.44</b>	<b>\$ 169,225.49</b>	<b>\$ 215,202.79</b>	<b>\$ 293,190.63</b>	<b>\$ 262,064.47</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
PMT Due to County (12% of green fees)	\$ 3,541.44	\$ 3,442.56	\$ 4,197.96	\$ 8,237.40	\$ 9,489.24	\$ 12,979.68	\$ 11,505.12	\$ -	\$ -	\$ -	\$ -	\$ -	
	<b>\$ 3,681.84</b>												
<b>Rounds of Play</b>													
Rounds Sold-all categories	628	86	1531	2971	3968	5356	5307						
Non-Revenue Rounds	43	0	90	151	108	178	161						
CIP Round Counts	585	86	1441	2820	3860	5178	5146						
CIP Total Fund	\$ 1,170.00	\$ 172.00	\$ 2,882.00	\$ 5,640.00	\$ 7,720.00	\$ 10,356.00	\$ 10,292.00						
<b>Total Rounds of Play</b>	<b>628</b>	<b>86</b>	<b>1531</b>	<b>2971</b>	<b>3968</b>	<b>5356</b>	<b>5307</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>19847</b>

Notes/Explanations:

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	\$ 313.17	\$ 3,758.04
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 3,995.01</b>	<b>\$ 3,755.73</b>	<b>\$ 4,511.13</b>	<b>\$ 8,550.57</b>	<b>\$ 9,802.41</b>	<b>\$ 13,292.85</b>	<b>\$ 11,818.29</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>	<b>\$ 3,758.04</b>



### Bell-Men Golf Revenue Summary Report 2019

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2019 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0	199	289	396	487						
18 Junior	0	0	0	53	44	82	97						
18 Senior	0	0	0	354	329	617	410						
18 Winter Green Fee	35	7	176	0	0	0	0						
18 Winter Junior	9	0	23	0	0	0	0						
18 Winter Senior	150	31	306	0	0	0	0						
9 Green Fee	0	0	0	448	528	581	561						
9 Junior	0	0	0	0	0	0	0						
9 Senior	102	13	190	406	493	616	695						
9 Winter Green Fee	0	0	0	0	0	0	0						
9 Winter Junior	0	0	0	0	0	0	0						
9 Winter Senior	0	0	0	0	0	0	0						
Twilight 9 hole	110	19	282	47	773	861	1036						
Late/Twilight - Adult	21	0	113	251	260	447	274						
Late/Twilight - Jr-Exec.	0	0	0	4	11	17	18						
Late/Twilight - Sr.	66	8	169	313	359	338	612						
YOC	9	0	14	15	18	36	32						
Groupon	2	0	37	190	182	248	224						
Tournaments	0	0	0	48	48	498	10						
<b>DAILY ROUNDS SUBTOTAL</b>	<b>504</b>	<b>78</b>	<b>1310</b>	<b>2328</b>	<b>3334</b>	<b>4737</b>	<b>4456</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	0	0	0	4	6	12	15						
Adult Annual-18 hole	50	4	111	219	223	229	365						
Jr. Annual-18 hole	0	0	0	1	2	5	5						
Senior/Golden Annual-9 hole	1	0	7	21	13	9	27						
Smart Card-9 Holes	0	0	0	8	10	8	15						
Smart Card-18 Holes	5	3	13	239	272	178	263						
Winter Annual	25	1	0	0	0	0	0						
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>81</b>	<b>8</b>	<b>131</b>	<b>492</b>	<b>526</b>	<b>441</b>	<b>690</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	0	0	1	1	4	13	22						
Complimentary rounds-Promotion	0	0	0	2	3	30	4						
High School Team	0	0	0	49	0	2	0						
UNR Team	0	0	0	0	0	0	0						
EZLINKS TRADE	43	0	89	97	96	130	125						
Marshall/Employee	0	0	0	2	5	3	10						



							July '19						
SPECIAL ROUNDS SUBTOTAL	43	0	90	151	108	178	161	0	0	0	0	0	
TOTAL ALL ROUNDS	628	86	1531	2971	3968	5356	5307	0	0	0	0	0	
18 Hole Equivalent	522	70	1292	2506	3060	4319	4140	0	0	0	0	0	
CIP Rounds	585	86	1441	2820	3860	5178	5146	0	0	0	0	0	

Notes/Explanations: