

Cal-Mazz Golf Management Revenue Summary Report 2021

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2021
Green Fees	\$ 155,527	\$ 24,004	\$ 55,366										\$ 234,897
Tournament Revenue													-
Driving Range	5,488	4,555	11,975										22,018
Power Carts	26,026	15,474	35,899										77,399
Lessons	310	60	835										1,205
Other rental, repair	44	34	308										386
Pro Shop Merchandise	5,831	9,180	16,712										31,723
Food & Beverage	9,862	7,534	20,865										38,261
Gift Cards	250	267	4,865										5,382
Sales Tax	1,325	1,365	3,109										5,799
Other ~ Men's/Women's Club	7,290	5,160	15,425										27,875
Other ~ Annual Fee	25,585	2,480											28,065
Other ~ Junior League													-
Other ~ Pay on Account	350	100	930										1,380
Other ~ donations													-
Other ~ CC Tips	921	1,007	2,423										4,351
Other ~ Misc	1,090	997	2,879										4,966
TOTAL REVENUE	\$ 239,899	\$ 72,217	\$ 171,591	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 483,707

18 hole equivalent	1724	1315	3295	0	0	0	0	0	0	0	0	0	6,334
Average per 18 hole eq	\$ 52.97	\$ 54.92	\$ 52.08	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 52.91
Golf, Range, Cart per 18 eq	\$ 22.31	\$ 33.49	\$ 31.33	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 29.32

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 2021
Per POSExpress	239,899	72,217	171,591										483,707
Promo Rounds Sold													-
Promo Rounds Redeemed													-
	239,899	72,217	171,591	-	-	-	-	-	-	-	-	-	483,707

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 will be recorded in Revenue in the year sold. This is new in 2021.

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	Jan	Feb	March	April	TOTAL
18 Green Fee					0
18 Junior					0
18 Senior					0
Winter 18	449	356	648		1,453
Winter Jr 18	27	14	46		87
Winter Sr 18	612	454	1,089		2,155
9 Hole Walk-Up					0
9 Hole Walk-Up Jr					0
9 Hole Walk-Up Sr					0
9 Hole Walk-Up Winter	384	296	890		1,570
9 Hole Walk-Up Jr Winter	22	16	47		85
9 Hole Walk-Up Sr Winter	200	128	347		675
Late Rate Adult					0
Late Rate Junior					0
Late Rate Senior					0
2nd 9 Adult					0
2nd 9 Junior					0
2nd 9 Senior					0
2nd 9 Winter Adult	2		1		3
2nd 9 Winter Sr	1	3	4		8
DAILY FEE SUBTOTAL:	1,697	1,267	3,072	0	6,036

Golden Annual	8	15	25		48
Adult Annual	115	82	228		425
Senior Annual		3	2		5
SC - Adult 10-Play					0
SC - Adult 25-Play					0
SC - Adult 9 Hole 10-Play	9	6			15
SC - Junior 18 Hole 10 Play	1				1
SC - Junior 9 Hole 10-Play		13			13
SC - Senior 10-Play	14	5	10		29
SC - Senior 25-Play	15	13	22		50
SC - Senior 9 Hole 10-Play	18		27		45
SC - Golden 9 Hole 10-Play			1		1
SC - Gold 18 Hole 10-Play			4		4
SC - Golden 25-Play					0
SC - Golden+ 10-Play					0
SC - Golden+ 25-Play					0
Promo Rounds Redeemed	77	80	269		426
Tournaments					0
Special Twilight					0
UNR Golf Team		4			4
High School			98		98
Jr. Golf Comp					0

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	\$\$	Jan	Feb	March	April	TOTAL
Walk Up 18		1,091	827	1,795	0	3,713
Walk Up 9		609	443	1,289	0	2,341
Twilight 18		0	0	0	0	0
Smart Cards 18		30	18	36	0	84
Smart Cards 9		27	19	28	0	74
Annuals		123	100	255	0	478
Tournaments		0	0	0	0	0
Misc 18		161	135	550	0	846
Misc 9						0
TOTAL:		2,041	1,542	3,953	0	7,536

Junior	228	155	393	0	776
Adult	962	743	1,779	0	3,484
Senior	682	494	1,201	0	2,377
Golden	8	15	30	0	53
Tourn, Misc	161	135	550	0	846
TOTAL:	2,041	1,542	3,953	0	7,536

Median	1,410	1,474	1,746	2,989	35,038
Average	1,148	1,405	1,833	2,747	35,558

Monthly High's
Monthly Low's

18 Hole Equivalent 2021 (info only)	1,724	1,315	3,295	-	6,334
18 Hole Equivalent 2020 (info only)	1,327	2,577	1,722	539	5,626
18 Hole Equivalent 2019 (info only)	612	42	1,521	3,252	32,996
18 Hole Equivalent 2018 (info only)	1,590	1,419	841	2,933	33,364
18 Hole Equivalent 2017 (info only)	15	336	1,871	3,045	33,882
18 Hole Equivalent 2016 (info only)	385	1,887	1,769	3,394	33,848
18 Hole Equivalent 2015 (info only)	1,960	1,937	2,845	3,156	36,136
18 Hole Equivalent 2014 (info only)	1,716	1,474	2,591	2,872	35,590
18 Hole Equivalent 2013 (info only)	394	1,814	2,789	3,268	36,152
18 Hole Equivalent 2012 (info only)	1,495	1,526	1,568	2,698	33,935
18 Hole Equivalent 2011 (info only)	1,410	1,133	814	2,314	32,138
Inc/Dec 2021 vs. 2020	397	(1,262)	1,573	(539)	708
Inc/Dec %	30%	-49%	91%	-100%	13%

Round Reconciled					
Per POExpress	9,741	1,633	3,967		15,341
Annual Golden					-
Promo Green Fees	(7,687)	(80)			(7,767)
Senior Annual					-

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	\$\$	Jan	Feb	March	April	TOTAL
SC - Adult 10-Play		(3)				(3)
SC - Adult 25-Play						-
SC - Adult 9 Hole 10-Play			(3)			(3)
SC - Junior 18 Hole 10 Play						-
SC - Junior 9 Hole 10-Play						-
SC - Senior 10-Play		(2)	(2)	(8)		(12)
SC - Senior 25-Play		(5)		(3)		(8)
SC - Senior 9 Hole 10-Play		(1)	(1)	(3)		(5)
SC - Golden 9 Hole 10-Play		(1)	(1)			(2)
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						-
Total Daily Rounds		2,042	1,546	3,953	-	7,541
		ties	ties	ties	ties	ties

Bell-Men Golf Revenue Summary Report 2021

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2021 Total
Green Fees	\$ 29,470.00	\$ 29,735.00	\$ 55,525.00										
Tournament Revenue	\$ -	\$ -	\$ -										
Driving Range	\$ 8,226.00	\$ 9,855.00	\$ 16,265.00										
Power Carts	\$ 20,066.17	\$ 24,938.00	\$ 27,978.05										
Service, Lesson, Rental & Repair	\$ 3,626.46	\$ 2,871.00	\$ 5,034.00										
Pro Shop Merchandise	\$ 7,466.40	\$ 11,934.62	\$ 18,499.93										
Food & Beverage	\$ 9,896.18	\$ 14,571.38	\$ 24,643.48										
Gift Cards	\$ 1,455.00	\$ 1,380.00	\$ 1,866.00										
Sales Tax	\$ 1,296.06	\$ 1,999.80	\$ 3,153.14										
Men's/Women's Club	\$ 380.00	\$ 340.00	\$ 465.00										
Annual Passes/Fees	\$ 19,600.00	\$ 56,106.00	\$ 13,931.00										
Other-Tips	\$ 1,346.31	\$ 1,828.30	\$ 3,289.21										
Smart Card Tender (non-revenue)	\$ 1,026.50	\$ 1,347.50	\$ 1,916.73										
Other-Misc.	\$ -	\$ -	\$ -										
TOTAL REVENUE	\$ 103,855.08	\$ 156,906.60	\$ 172,566.54	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PMT Due to County (14% of green fees)	\$ 6,869.80	\$ 12,017.74	\$ 9,723.84	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Rounds of Play													
Rounds Sold-all categories	1722	1898	2953										
Non-Revenue Rounds	1	14	2										
CIP Round Counts	1721	1884	2951										
CIP Total Fund	\$ 3,442.00	\$ 3,768.00	\$ 5,902.00										
Total Rounds of Play	1722	1898	2953	0	0	0	0	0	0	0	0	0	6573

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	\$ 313.17	\$ 3,758.04
TOTAL DUE TO COUNTY	\$ 7,182.97	\$ 12,330.91	\$ 10,037.01	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	



Bell-Men Golf Revenue Summary Report 2021

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2021 Total
DAILY FEE ROUNDS													
18 Green Fee	0	0	0										
18 Junior	0	0	0										
18 Senior	0	0	0										
18 Winter Green Fee	148	149	282										
18 Winter Junior	33	36	69										
18 Winter Senior	272	180	345										
18 Winter Twilight	303	306	707										
9 Winter Green Fee	510	738	924										
9 Green Fee	0	0	0										
9 Junior	0	0	0										
9 Senior	0	0	0										
Twilight 9 hole	2	0	15										
Late/Twilight - Adult	0	0	0										
Late/Twilight - Jr-Exec.	0	0	5										
Late/Twilight - Sr.	0	0	0										
YOC	43	73	76										
Groupon	0	3	23										
Tournaments	0	0	0										
Disc Golf	171	150	128										
DAILY ROUNDS SUBTOTAL	1482	1635	2574	0	0	0	0	0	0	0	0	0	

ANNUAL/PASSES

Senior/Golden Annual-18 hole	1	0	2										
Adult Annual-18 hole	175	195	304										
Jr. Annual-18 hole	0	0	0										
Senior/Golden Annual-9 hole	2	6	9										
Smart Card-9 Holes	2	1	6										
Smart Card-18 Holes	31	23	56										
Winter Annual	28	24	0										

ANNUAL/PASSES SUBTOTAL

239	249	377	0	0	0	0	0	0	0	0	0	0	
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SPECIAL ROUNDS (NON-REVENUE)

Complimentary rounds-Pro/PGA	1	3	0										
Complimentary rounds-Promotion	0	0	1										
High School Team	0	10	1										
UNR Team	0	0	0										
EZLINKS TRADE	0	0	0										
Marshall/Employee	0	1	0										



MARCH
'21

SPECIAL ROUNDS SUBTOTAL	1	14	2	0	0	0	0	0	0	0	0	0	
TOTAL ALL ROUNDS	1722	1898	2953	0	0	0	0	0	0	0	0	0	
18 Hole Equivalent	1464	1526	2476	0	0	0	0	0	0	0	0	0	
CIP Rounds	1721	1884	2951	0	0	0	0	0	0	0	0	0	

Notes/Explanations: