

**Cal-Mazz Golf Management Revenue Summary Report 2022**  
**Sierra Sage Golf Course**

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2022
Green Fees	\$ 38,860	\$ 35,438	\$ 64,846										\$ 139,144
Tournament Revenue													-
Driving Range	8,375	7,327	12,773										28,475
Power Carts	31,486	22,351	39,285										93,122
Lessons		175	414										589
Other rental, repair	73	144	434										651
Pro Shop Merchandise	7,675	5,149	20,147										32,971
Food & Beverage	13,360	15,779	28,427										57,566
Gift Cards	702	762	6,244										7,708
Sales Tax	1,716	1,719	3,974										7,409
Other - Men's/Women's Club	4,020	4,360	20,425										28,805
Other - Annual Fee	24,405		1,255										25,660
Other - Junior League													-
Other - Pay on Account	707	5,850	500										7,057
Other - donations													-
Other - CC Tips	1,099	1,408	2,606										5,113
Other - Misc	459	171	331										961
<b>TOTAL REVENUE</b>	<b>\$ 132,937</b>	<b>\$ 100,633</b>	<b>\$ 201,661</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 435,231</b>

18 hole equivalent	2057	1984	3634	0	0	0	0	0	0	0	0	0	0	7,675
Average per 18 hole eq	\$ 64.63	\$ 50.72	\$ 55.49	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 37.35
Golf, Range, Cart per 18 eq	\$ 38.27	\$ 32.82	\$ 32.17	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 14.61

Agreed upon improvement rounds @ \$31.50 average rate	1,234	1,125	2,059											4,417
Course Improvement fund \$2 per round	\$ 2,467	\$ 2,250	\$ 4,117											8,834
transfer date	2/28/2022	3/13/2022												

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 2022
Per POSExpress	132,937	100,633	201,661										435,231
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	132,937	100,633	201,661	-	-	-	-	-	-	-	-	-	435,231

**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

2022 Rounds of Play

\$\$	Jan	Feb	March	Dec	TOTAL
18 Green Fee					0
18 Junior					0
18 Senior					0
Winter 18	502	403	590		1,495
Winter Jr 18	24	12	28		64
Winter Sr 18	779	752	1,344		2,875
9 Hole Walk-Up					0
9 Hole Walk-Up Jr					0
9 Hole Walk-Up Sr					0
9 Hole Walk-Up Winter	361	377	831		1,569
9 Hole Walk-Up Jr Winter	33	16	40		89
9 Hole Walk-Up Sr Winter	168	242	464		874
Late Rate Adult		3	73		76
Late Rate Junior					0
Late Rate Senior					0
2nd 9 Adult					0
2nd 9 Junior					0
2nd 9 Senior					0
2nd 9 Winter Adult		3	6		9
2nd 9 Winter Sr		1	2		3
<b>DAILY FEE SUBTOTAL:</b>	<b>1,867</b>	<b>1,809</b>	<b>3,378</b>	<b>0</b>	<b>7,054</b>

Golden Annual		5	12		17
Adult Annual	149	138	199		486
Senior Annual		9	12		21
SC - Adult 10-Play					0
SC - Adult 25-Play			1		1
SC - Adult 9 Hole 10-Play		1	4		5
SC - Junior 18 Hole 10 Play					0
SC - Junior 9 Hole 10-Play		9			9
SC - Senior 10-Play	22	12	20		54
SC - Senior 25-Play	23	12	13		48
SC - Senior 9 Hole 10-Play	17	1	25		43
SC - Golden 9 Hole 10-Play					0
SC - Gold 18 Hole 10-Play			2		2
SC - Golden 25-Play		2	4		6
SC - Golden+ 10-Play					0
SC - Golden+ 25-Play	2				2
Promo Rounds Redeemed	173	205	281		659
Tournaments					0
Special Twilight					0
UNR Golf Team					0
High School			112		112
Jr. Golf Comp					0
Misc. Comp	15	2	37		54
Birthday Comp	1				1
Employee Guest Winter	5	7	26		38
Employee Guest Summer	1	4	12		17
PGA Comp	3	2	8		13
Employee Comp	68	91	174		333
2-1 NNGA					0
2-1 West Coast Golf					0
Birdie Bug Ad					0
Sweet Deals					0
<b>SPECIAL FEE SUBTOTAL:</b>	<b>479</b>	<b>500</b>	<b>942</b>	<b>0</b>	<b>1,921</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>2,346</b>	<b>2,309</b>	<b>4,320</b>	<b>0</b>	<b>8,975</b>
<b>18-HOLE EQUIVALENT:</b>	<b>2,057</b>	<b>1,984</b>	<b>3,634</b>	<b>0</b>	<b>7,675</b>

Walk Up 18	1,311	1,178	2,000	0	4,489
Walk Up 9	562	639	1,343	0	2,544
Twilight 18	0	3	73	0	76

Cal-Mazz  
Sierra Sage Golf Course

2022 Rounds of Play

\$\$	Jan	Feb	March	Dec	TOTAL
Smart Cards 18	47	26	40	0	113
Smart Cards 9	17	11	29	0	57
Annuals	149	152	223	0	524
Tournaments	0	0	0	0	0
Misc 18	259	300	612	0	1,171
Misc 9					0
<b>TOTAL:</b>	<b>2,345</b>	<b>2,309</b>	<b>4,320</b>	<b>0</b>	<b>8,974</b>

Junior	192	263	492	0	947
Adult	1,018	936	1,742	0	3,696
Senior	874	803	1,456	0	3,133
Golden	2	7	18	0	27
Tourn, Misc	259	300	612	0	1,171
<b>TOTAL:</b>	<b>2,345</b>	<b>2,309</b>	<b>4,320</b>	<b>0</b>	<b>8,974</b>

Median	1,453	1,500	1,820	589	35,181
Average	1,224	1,454	2,105	717	34,048
last 3 years average	1,703	1,480	2,543	864	33,760

Monthly High's
Monthly Low's

18 Hole Equivalent 2022 (info only)	2,057	1,984	3,634	-	7,675
18 Hole Equivalent 2021 (info only)	1,724	1,315	3,295	847	6,334
18 Hole Equivalent 2020 (info only)	1,327	2,577	1,722	1,745	45,311
18 Hole Equivalent 2019 (info only)	612	42	1,521	441	32,996
18 Hole Equivalent 2018 (info only)	1,590	1,419	841	533	33,364
18 Hole Equivalent 2017 (info only)	15	336	1,871	1,254	33,882
18 Hole Equivalent 2016 (info only)	385	1,887	1,769	478	33,848
18 Hole Equivalent 2015 (info only)	1,960	1,937	2,845	211	36,136
18 Hole Equivalent 2014 (info only)	1,716	1,474	2,591	904	35,590
18 Hole Equivalent 2013 (info only)	394	1,814	2,789	128	36,152
18 Hole Equivalent 2012 (info only)	1,495	1,526	1,568	644	33,935
18 Hole Equivalent 2011 (info only)	1,410	1,133	814	1,424	32,138
Inc/Dec 2021 vs. 2020	333	669	339	(847)	1,341
Inc/Dec %	19%	51%	10%	-100%	21%

Round Reconciled					
Per POExpress	2,490	2,349	4,332		9,171
Annual Golden					-
Promo Green Fees	(140)	(35)			(175)
Senior Annual					-
SC - Adult 10-Play			(3)		(3)
SC - Adult 25-Play			(1)		(1)
SC - Adult 9 Hole 10-Play					-
SC - Junior 18 Hole 10 Play					-
SC - Junior 9 Hole 10-Play		(2)			(2)
SC - Senior 10-Play	(2)	(2)	(4)		(8)
SC - Senior 25-Play		(1)	(1)		(2)
SC - Senior 9 Hole 10-Play	(2)		(2)		(4)
SC - Golden 9 Hole 10-Play					-
SC - Gold 18 Hole 10-Play			(1)		(1)
SC - Golden 25-Play					-
SC - Golden+ 10-Play					-
SC - Golden+ 25-Play					-
Comp Birthday Round					-
9 hole board fee					-
<b>Total Daily Rounds</b>	<b>2,346</b>	<b>2,309</b>	<b>4,320</b>	<b>-</b>	<b>8,975</b>
	ties	ties	ties	ties	ties

**Bell-Men Golf Revenue Summary Report 2022**

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2022 Total
Green Fees	\$ 32,545.50	\$ 35,230.00	\$ 64,797.00										
Tournament Revenue	\$ -	\$ -	\$ -										
Driving Range	\$ 10,671.00	\$ 14,354.00	\$ 18,865.00										
Power Carts	\$ 20,337.00	\$ 36,330.40	\$ 29,095.95										
Service, Lesson, Rental & Repair	\$ 770.00	\$ 1,578.00	\$ 3,398.50										
Pro Shop Merchandise	\$ 10,312.12	\$ 13,689.75	\$ 19,971.78										
Food & Beverage	\$ 17,254.67	\$ 18,561.10	\$ 30,835.44										
Gift Cards	\$ 379.00	\$ 2,077.00	\$ 2,402.00										
Sales Tax	\$ 2,023.05	\$ 2,436.31	\$ 3,796.98										
Men's/Women's Club	\$ 20.00	\$ 1,375.00	\$ 4,326.00										
Annual Passes/Fees	\$ 14,500.00	\$ 87,750.00	\$ 8,375.00										
Other-Tips	\$ 2,075.60	\$ 2,228.25	\$ 4,095.17										
Smart Card Tender (non-revenue)	\$ 867.50	\$ 851.50	\$ 1,311.50										
Other-Misc.	\$ -												
<b>TOTAL REVENUE</b>	<b>\$ 111,755.44</b>	<b>\$ 216,461.31</b>	<b>\$ 191,270.32</b>										
PMT Due to County	\$ 25,000.00						\$ 25,000.00						\$ 50,000.00
CIP Total Fund	\$ 25,000.00			\$ 25,000.00			\$ 25,000.00			\$ 25,000.00			\$ 100,000.00

Notes/Explanations:

Equipment Lease Expense	\$ 3,758.04												\$ 3,758.04
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 28,758.04</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 25,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 53,758.04</b>



### Bell-Men Golf Revenue Summary Report 2022

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2021 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0										
18 Senior	0	0	1										
18 Winter Green Fee	264	315	498										
18 Winter Junior	14	25	51										
18 Winter Senior	302	264	477										
18 Winter Twilight	362	313	755										
9 Winter Green Fee	488	568	997										
9 Green Fee	1	0	0										
9 Senior	0	0	0										
Twilight 9 hole	0	0	0										
Late/Twilight - Adult	0	0	0										
Late/Twilight - Jr-Exec.	0	1	0										
Late/Twilight - Sr.	1	0	0										
YOC	39	32	46										
Groupon	2	11	22										
Tournaments	0	0	0										
Disc Golf	144	148	171										
<b>DAILY ROUNDS SUBTOTAL</b>	<b>1617</b>	<b>1677</b>	<b>3018</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>6312</b>
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	4	27	41										
Adult Annual-18 hole	491	498	858										
Jr. Annual-18 hole	0	1	8										
Senior/Golden Annual-9 hole	8	8	14										
Smart Card-9 Holes	0	4	5										
Smart Card-18 Holes	26	23	41										
Winter Annual	51	46	0										
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>580</b>	<b>607</b>	<b>967</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>2154</b>
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	3	3	12										
Complimentary rounds-Promotion	0	0	0										
High School Team	0	0	11										
UNR Team	0	0	0										
Marshall/Employee	0	3	0										
<b>SPECIAL ROUNDS SUBTOTAL</b>	<b>3</b>	<b>6</b>	<b>23</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>32</b>
<b>TOTAL ALL ROUNDS</b>	<b>2200</b>	<b>2290</b>	<b>4008</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>8498</b>
<b>18 Hole Equivalent</b>	<b>1952</b>	<b>2000</b>	<b>3500</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>7452</b>

Notes/Explanations: