

Bell-Men Golf Revenue Summary Report 2018

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2018 Total
DAILY FEE ROUNDS													
18 Green Fee	0	0	0	197									
18 Junior	0	0	0	19									
18 Senior	0	0	0	157									
18 Winter Green Fee	163	174	222	193									
18 Winter Junior	16	20	15	31									
18 Winter Senior	270	213	245	252									
9 Green Fee	0	0	0	112									
9 Junior	0	0	0	0									
9 Senior	0	58	116	553									
9 Winter Green Fee	3	7	9	0									
9 Winter Junior	1	1	0	0									
9 Winter Senior	112	91	0	0									
Twilight 9 hole	282	235	274	47									
Late/Twilight - Adult	13	23	6	208									
Late/Twilight - Jr-Exec.	43	31	28	35									
Late/Twilight - Sr.	226	303	99	282									
YOC	28	12	5	21									
Living Social/Groupon (Expired)	1	0	0										
DAILY ROUNDS SUBTOTAL	1158	1168	1019	2107									
ANNUAL/PASSES													
Senior/Golden Annual-18 hole	88	82	59	9									
Adult Annual-18 hole	302	151	223	445									
Jr. Annual-18 hole	4	7	4	3									
Senior/Golden Annual-9 hole	29	22	17	45									
Smart Card-9 Holes	0	0	0	0									
Smart Card-18 Holes	15	5	4	142									
Winter Annual	160	103	0	0									
ANNUAL/PASSES SUBTOTAL	598	370	307	644									
SPECIAL ROUNDS													
Complimentary rounds-Pro/PGA	3	9	5	5									
Complimentary rounds-Promotion	4	6	3	27									
High School Team	0	8	8	46									
UNR Team	0	0	0	0									
Tournaments	0	0	0	92									
Special Promotions (Groupon)	2	3	1	80									
Golf18Network TRADE	1	6	45	119									
Marshall/Employee	2	2	0	3									
SPECIAL ROUNDS SUBTOTAL	12	34	62	372									



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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	\$ 59,984.00 ✓									
Tournament Revenue	\$ -	\$ -	\$ -	\$ 4,600.00 ✓									
Driving Range	\$ 5,363.00	\$ 5,135.99	\$ 4,497.00	\$ 9,460.00									
Power Carts	\$ 14,453.95	\$ 14,953.16	\$ 10,668.65	\$ 20,265.31									
Service, Lesson, Rental & Repair	\$ 613.00	\$ 473.50	\$ 425.00	\$ 3,926.00									
Pro Shop Merchandise	\$ 8,049.74	\$ 4,787.61	\$ 4,199.26	\$ 12,263.45									
Food & Beverage	\$ 10,287.57	\$ 13,580.35	\$ 12,320.87	\$ 24,171.86									
Gift Cards	\$ 1,571.00	\$ 830.00	\$ 880.00	\$ 1,357.00									
Sales Tax	\$ 627.12	\$ 776.33	\$ 766.97	\$ 1,691.85									
Men's/Women's Club	\$ -	\$ 2.00	\$ -	\$ 6,048.50									
Annual Passes/Fees	\$ 19,664.00	\$ 25,700.00	\$ 10,550.00	\$ 6,720.00 ✓									
Other-Donations	\$ -	\$ -	\$ -	\$ -									
Other-Tips	\$ 598.50	\$ 830.00	\$ 879.08	\$ 1,593.89									
Pay On Account	\$ 351.11	\$ 671.24	\$ -	\$ -									
Smart Card Tender (non-revenue)	\$ -	\$ -	\$ 1,469.50	\$ 5,077.00									
Other-Misc.													
TOTAL REVENUE	\$ 82,906.97	\$ 89,342.15	\$ 68,128.33	\$ 157,158.86	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
PMT Due to County (11% of green fees)	\$ 4,509.12	\$ 5,203.22	\$ 3,522.42	\$ 7,843.44 ✓	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 21,078.19
Rounds of Play													
Rounds Sold-all categories	1768	1572	1388	3123									
Complimentary rounds-Pro/PGA	3	9	5	5									
Complimentary rounds-Promotion	4	6	3	27									
Total Rounds of Play	1768	1572	1388	3123	0	0	0	0	0	0	0	0	0

Notes/Explanations:

Please See Attached Range Sale revenue directly from machine (\$564)

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
TOTAL DUE TO COUNTY	\$ 4,822.29	\$ 5,516.39	\$ 3,835.59	\$ 8,156.61									



TOTAL ALL ROUNDS

1768	1572	1388	3123																
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April '18

18 Hole Equivalent

1547	1363	1178	2674																
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Notes/Explanations:

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	\$ 61,473	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 128,519
Tournament Revenue	-	-	1,134	-	-	-	-	-	-	-	-	-	1,134
Driving Range	2,538	2,756	2,619	6,908	-	-	-	-	-	-	-	-	14,821
Power Carts	15,697	15,120	9,209	30,953	-	-	-	-	-	-	-	-	70,979
Lessons	-	1,045	60	1,165	-	-	-	-	-	-	-	-	2,270
Other rental, repair	126	148	59	233	-	-	-	-	-	-	-	-	566
Pro Shop Merchandise	6,561	3,212	4,500	14,857	-	-	-	-	-	-	-	-	29,130
Food & Beverage	6,108	7,432	5,850	18,457	-	-	-	-	-	-	-	-	37,847
Gift Cards	212	100	138	1,140	-	-	-	-	-	-	-	-	1,590
Sales Tax	1,064	844	847	2,851	-	-	-	-	-	-	-	-	5,606
Other ~ Men's/Women's Club	2,470	2,635	10,095	15,785	-	-	-	-	-	-	-	-	30,985
Other ~ Annual Fee	1,255	275	980	-	-	-	-	-	-	-	-	-	2,510
Other ~ Pay on Account	270	-	500	4,815	-	-	-	-	-	-	-	-	5,585
Other ~ donations	-	-	-	-	-	-	-	-	-	-	-	-	-
Other ~ CC Tips	268	-	325	-	-	-	-	-	-	-	-	-	593
Other ~ Misc	751	454	276	2,827	-	-	-	-	-	-	-	-	4,308
TOTAL REVENUE	\$ 64,468	\$ 59,363	\$ 51,148	\$ 161,464	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 336,443

18 hole equivalent	1590	1419	841	2933										6,783
Average per 18 hole eq	\$ 40.55	\$ 41.83	\$ 60.82	\$ 55.05										\$ 49.60
Golf, Range, Cart, Food & Beve Per	\$ 32.38	\$ 35.69	\$ 38.33	\$ 40.16										

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	152,892									
Prom Rounds Sold	(300)												
Prom Rounds Redeemed	3,162	2,930	1,411	8,572									
	64,468	59,364	51,148	161,464	-	-	-	-	-	-	-	-	-

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	May	TOTAL
18 Green Fee				389		389
18 Junior				7		7
18 Senior				530		530
Winter 18	346	391	106	207		1,050
Winter Jr 18	4	1	3	5		13
Winter Sr 18	606	470	301	420		1,797
9 Hole Walk-Up				123		123
9 Hole Walk-Up Jr				25		25
9 Hole Walk-Up Sr				111		111
9 Hole Walk-Up Winter	146	186	167	157		656
9 Hole Walk-Up Jr Winter	10	8	16			34
9 Hole Walk-Up Sr Winter	359	331	249	171		1,110
Late Rate Adult		1		283		284
Late Rate Junior						0
Late Rate Senior						0
2nd 9 Adult			6	1		7
2nd 9 Junior						0
2nd 9 Senior				2		2
2nd 9 Winter Adult		2				2
2nd 9 Winter Sr		1		2		3
DAILY FEE SUBTOTAL:	1,471	1,391	848	2,433	0	6,143

Golden Annual	15	12	5	16		48
Adult Annual	2			1		3
Senior Annual	8	13	6	22		49
SC - Adult 10-Play				2		2
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		22		28
SC - Senior 25-Play	1		1	4		6
SC - Senior 9 Hole 10-Play		4		1		5
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				1		1
SC - Golden+ 25-Play						0
Promo Rounds Redeemed	204	189	91	553		1,037
Tournaments			81			81
Special Twilight						0
UNR Golf Team				4		4
High School				8		8
Misc. Comp	32	12	3	21		68
Birthday Comp						0
Employee Guest Winter	20	7	5	8		40
Employee Guest Summer				9		9
PGA Comp	4	4	4	4		16
Employee Comp	80	49	16	120		265
2-1 NNGA						0
2-1 West Coast Golf						0
Birdie Bug Ad						0
Red Dot						0
SPECIAL FEE SUBTOTAL:	381	296	212	796	0	1,685

TOTAL DAILY ROUNDS:	1,852	1,687	1,060	3,229	0	7,828
18-HOLE EQUIVALENT:	1,590	1,419	841	2,933	0	6,783

