

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	\$ 83,026	\$ 89,174	\$ 87,080	\$ 94,825	\$ 86,079	\$ 61,902	\$ 31,941	\$ 9,765	\$ 672,310
Tournament Revenue	-	-	1,134	-	-	3,186	5,038	-	2,025	-	-	-	11,383
Driving Range	2,538	2,756	2,619	6,908	8,433	8,624	7,860	8,042	7,801	5,582	2,927	884	64,974
Power Carts	15,697	15,120	9,209	30,953	42,898	50,171	49,531	50,950	46,748	32,004	19,202	5,801	368,284
Lessons	-	1,045	60	1,165	932	1,215	2,257	1,704	701	459	364	45	9,947
Other rental, repair	126	148	59	233	325	264	236	344	377	310	129	48	2,599
Pro Shop Merchandise	6,561	3,212	4,500	14,857	11,558	16,540	11,946	15,056	19,122	13,117	8,556	7,324	132,349
Food & Beverage	6,108	7,432	5,850	18,457	25,956	31,459	30,602	29,674	26,965	21,188	10,834	2,642	217,167
Gift Cards	212	100	138	1,140	404	1,324	347	777	294	128	435	3,164	8,463
Sales Tax	1,064	844	847	2,851	2,959	3,729	3,300	3,530	3,611	963	1,632	-	26,136
Other ~ Men's/Women's Club	2,470	2,635	10,095	15,785	11,030	11,012	8,005	11,525	10,527	6,465	-	390	89,939
Other ~ Annual Fee	1,255	275	980	-	-	-	-	-	-	-	-	275	2,785
Other ~ Pay on Account	270	-	500	4,815	940	1,379	100	84	1,490	268	-	1,265	11,111
Other ~ donations	-	-	-	-	-	-	-	-	730	-	-	-	730
Other ~ CC Tips	268	-	325	-	-	-	-	-	-	-	-	-	593
Other ~ Misc	751	454	276	2,827	2,245	1,513	2,566	3,660	2,983	5,224	1,949	346	24,794
TOTAL REVENUE	\$ 64,468	\$ 59,363	\$ 51,148	\$ 161,464	\$ 190,706	\$ 219,590	\$ 208,868	\$ 220,171	\$ 209,453	\$ 147,610	\$ 77,969	\$ 32,755	\$ 1,643,563

18 hole equivalent	1590	1419	841	2933	4034	4454	4240	4571	3961	3016	1772	533	33,364
Average per 18 hole eq	\$ 40.55	\$ 41.83	\$ 60.82	\$ 55.05	\$ 47.27	\$ 49.30	\$ 49.26	\$ 48.17	\$ 52.88	\$ 48.94	\$ 44.00	\$ 61.45	\$ 49.26
Golf, Range, Cart per 18 eq	\$ 28.54	\$ 30.46	\$ 31.37	\$ 33.87	\$ 33.31	\$ 33.22	\$ 34.07	\$ 33.65	\$ 35.50	\$ 32.99	\$ 30.51	\$ 30.86	\$ 33.14

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 2018
Per POSExpress	61,606	56,434	49,737	152,892	176,647	203,005	193,848	206,872	198,649	139,565	181,484	33,544	-
Prom Rounds Sold	(300)	-	-	-	-	-	-	-	-	-	(107,514)	(1,905)	-
Prom Rounds Redeemed	3,162	2,930	1,411	8,572	14,059	16,585	15,020	13,299	10,804	8,045	3,999	1,116	-
	64,468	59,364	51,148	161,464	190,706	219,590	208,868	220,171	209,453	147,610	77,969	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

2018 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
18 Green Fee				389	807	813	812	963	765	534			5,083
18 Junior				7	21	30	27	15	7	9			116
18 Senior				530	1,036	904	795	1,014	1,127	794			6,200
Winter 18	346	391	106	207	2						335	100	1,487
Winter Jr 18	4	1	3	5	1						3		17
Winter Sr 18	606	470	301	420							682	227	2,706
9 Hole Walk-Up				123	167	273	373	244	305	131			1,616
9 Hole Walk-Up Jr				25	11	35	34	39	22	24			190
9 Hole Walk-Up Sr				111	278	496	535	571	337	305			2,633
9 Hole Walk-Up Winter	146	186	167	157	4	2					237	63	962
9 Hole Walk-Up Jr Winter	10	8	16								6	8	48
9 Hole Walk-Up Sr Winter	359	331	249	171							388	90	1,588
Late Rate Adult		1		283	470	499	482	618	534	477	4		3,368
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult			6	1		2	1		4	4	1	1	20
2nd 9 Junior													0
2nd 9 Senior				2	2	2	1	3	2	4			16
2nd 9 Winter Adult		2											2
2nd 9 Winter Sr		1		2									3
DAILY FEE SUBTOTAL:	1,471	1,391	848	2,433	2,799	3,056	3,060	3,467	3,103	2,282	1,656	489	26,055

Golden Annual	15	12	5	16	28	16	18	16	7	5	19	2	159
Adult Annual	2			1	3		1	2	1	20	1		31
Senior Annual	8	13	6	22	41	37	36	44	32	30	22	7	298
SC - Adult 10-Play				2	4	2	2	2	1		1		14
SC - Adult 25-Play								2					2
SC - Adult 9 Hole 10-Play					1								1
SC - Junior 18 Hole 10-Play													0
SC - Junior 9 Hole 10-Play	7												7
SC - Senior 10-Play	5	1		22	90	92	128	128	87	81	6		640
SC - Senior 25-Play	1		1	4	13	17	18	33	24	20	7		138
SC - Senior 9 Hole 10-Play		4		1	15	24	21	17	12	17	13	3	127
SC - Golden 9 Hole 10-Play	3	5			2			4	17				31
SC - Gold 18 Hole 10-Play					6	6	0	4	5	5	2	1	29
SC - Golden 25-Play													0
SC - Golden+ 10-Play				1									1
SC - Golden+ 25-Play													0
Promo Rounds Redeemed	204	189	91	553	907	1,070	969	859	697	531	266	76	6,412
Tournaments			81		45	135	190		72				523
Special Twilight													0
UNR Golf Team				4				8	5	10			27
High School				8	60	115		76	30	82			371
Misc. Comp	32	12	3	21	50	40	41	43	42	62	25	8	379
Birthday Comp										1			1
Employee Guest Winter	20	7	5	8							7	5	52
Employee Guest Summer				9	16	32	38	46	33	20			194
PGA Comp	4	4	4	4	10	24	9	34	4	4	8	11	120
Employee Comp	80	49	16	120	168	154	137	171	125	88	61	13	1,182
2-1 NNGA													0
2-1 West Coast Golf					16	51	54	54	13				188
Birdie Bug Ad													0
Red Dot													0
SPECIAL FEE SUBTOTAL:	381	296	212	796	1,475	1,815	1,662	1,543	1,207	976	438	126	10,927

TOTAL DAILY ROUNDS:	1,852	1,687	1,060	3,229	4,274	4,871	4,722	5,010	4,310	3,258	2,094	615	36,982
18-HOLE EQUIVALENT:	1,590	1,419	841	2,933	4,034	4,454	4,240	4,571	3,961	3,016	1,772	533	33,364

Walk Up 18	976	869	415	1,575	1,883	1,779	1,672	2,038	1,932	1,357	1,027	332	15,855
Walk Up 9	515	528	432	589	460	806	942	854	664	460	631	161	7,042
Twilight 18	0	1	0	283	470	499	482	618	534	477	4	0	3,368
Smart Cards 18	6	1	1	30	113	117	148	169	117	106	16	1	825
Smart Cards 9	10	9	0	1	18	24	21	21	29	17	13	3	166
Annuaals	25	25	11	39	72	53	55	62	40	55	42	9	488
Tournaments	0	0	81	0	45	135	190	0	72	0	0	0	523
Misc 18	320	254	114	706	1,211	1,454	1,210	1,237	911	767	360	108	8,652
Misc 9													0
TOTAL:	1,852	1,687	1,054	3,223	4,272	4,867	4,720	4,999	4,299	3,239	2,093	614	36,919

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	352	381	366	412	312	230	0		
18 Junior	0	0	0	19	51	76	65	67	50	50	0		
18 Senior	0	0	0	157	376	855	357	556	429	316	0		
18 Winter Green Fee	163	174	222	193	0	0	0	0	0	0	130		
18 Winter Junior	16	20	15	31	0	0	0	0	0	0	22		
18 Winter Senior	270	213	245	252	0	0	0	0	0	0	214		
9 Green Fee	0	0	0	112	60	62	79	48	61	41	0		
9 Junior	0	0	0	0	0	0	0	0	0	0	0		
9 Senior	0	58	116	553	631	500	514	444	459	368	0		
9 Winter Green Fee	3	7	9	0	0	0	0	0	0	0	0		
9 Winter Junior	1	1	0	0	0	0	0	0	0	0	0		
9 Winter Senior	112	91	0	0	0	0	0	0	0	0	336		
Twilight 9 hole	282	235	274	47	784	1015	1037	1124	582	298	208		
Late/Twilight - Adult	13	23	6	208	408	501	201	315	412	282	75		
Late/Twilight - Jr-Exec.	43	31	28	35	21	85	77	68	21	0			
Late/Twilight - Sr.	226	303	99	282	312	356	423	424	509	350	140		
YOC	28	12	5	21	10	18	19	29	18	9	23		
Living Social/Groupon (Expired)	1	0	0	0	0	0	0	0	0	0	0		
DAILY ROUNDS SUBTOTAL	1158	1168	1019	2107	3005	3849	3138	3487	2853	1944	1148		
ANNUAL/PASSES													
Senior/Golden Annual-18 hole	88	82	59	9	11	13	15	20	19	11	2		
Adult Annual-18 hole	302	151	223	445	576	500	640	677	595	598	392		
Jr. Annual-18 hole	4	7	4	3	4	10	18	10	4	4	0		
Senior/Golden Annual-9 hole	29	22	17	45	67	53	56	76	74	75	46		
Smart Card-9 Holes	0	0	0	0	0	0	1	1	8	5	2		
Smart Card-18 Holes	15	5	4	142	305	191	240	314	223	185	16		
Winter Annual	160	103	0	0	0	0	0	0	0	0	168		
ANNUAL/PASSES SUBTOTAL	598	370	307	644	963	767	970	1098	923	878	626		
SPECIAL ROUNDS													
Complimentary rounds-Pro/PGA	3	9	5	5	17	10	15	23	17	7	3		
Complimentary rounds-Promotion	4	6	3	27	27	26	35	14	16	29	4		
High School Team	0	8	8	46	14	48	0	2	52	0	0		
UNR Team	0	0	0	0	0	0	0	0	0	0	0		
Tournaments	0	0	0	92	49	343	94	72	0	0	0		
Special Promotions (Groupon)	2	3	1	80	153	196	224	112	82	99	9		
EZLINKS TRADE	1	6	45	119	123	152	114	163	103	97	91		



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	\$ 59,984.00	\$ 72,241.00	\$ 91,024.30	\$ 72,277.00	\$ 81,836.00	\$ 65,536.00	\$ 45,428.00	\$ 21,530.00		
Tournament Revenue	\$ -	\$ -	\$ -	\$ 4,600.00	\$ 2,450.00	\$ 13,720.00	\$ 3,760.00	\$ 2,840.00	\$ -	\$ -	\$ -		
Driving Range	\$ 5,363.00	\$ 5,135.99	\$ 4,497.00	\$ 9,460.00	\$ 10,925.00	\$ 12,045.00	\$ 11,224.00	\$ 12,267.00	\$ 10,488.00	\$ 6,709.00	\$ 3,478.00		
Power Carts	\$ 14,453.95	\$ 14,953.16	\$ 10,668.65	\$ 20,265.31	\$ 30,143.86	\$ 45,818.40	\$ 34,791.77	\$ 37,371.97	\$ 28,470.42	\$ 19,991.59	\$ 9,338.57		
Service, Lesson, Rental & Repair	\$ 613.00	\$ 473.50	\$ 425.00	\$ 3,926.00	\$ 3,866.17	\$ 11,165.00	\$ 5,218.50	\$ 4,417.25	\$ 4,476.50	\$ 2,026.36	\$ 503.00		
Pro Shop Merchandise	\$ 8,049.74	\$ 4,787.61	\$ 4,199.26	\$ 12,263.45	\$ 20,963.38	\$ 33,571.84	\$ 18,981.81	\$ 18,873.04	\$ 17,558.43	\$ 15,106.34	\$ 11,145.26		
Food & Beverage	\$ 10,287.57	\$ 13,580.35	\$ 12,320.87	\$ 24,171.86	\$ 27,651.70	\$ 37,053.74	\$ 29,644.02	\$ 34,748.72	\$ 28,813.58	\$ 18,254.47	\$ 16,984.57		
Gift Cards	\$ 1,571.00	\$ 830.00	\$ 880.00	\$ 1,357.00	\$ 836.00	\$ 8,845.00	\$ 2,860.00	\$ 1,331.94	\$ 2,860.00	\$ 4,923.00	\$ 4,328.00		
Sales Tax	\$ 627.12	\$ 776.33	\$ 766.97	\$ 1,691.85	\$ 2,327.16	\$ 3,344.30	\$ 2,266.73	\$ 2,419.06	\$ 3,241.96	\$ 2,512.75	\$ 2,158.01		
Men's/Women's Club	\$ -	\$ 2.00	\$ -	\$ 6,048.50	\$ 9,632.00	\$ 10,354.00	\$ 15,005.00	\$ 10,967.00	\$ 7,826.00	\$ 5,197.00	\$ 2,455.00		
Annual Passes/Fees	\$ 19,664.00	\$ 25,700.00	\$ 10,550.00	\$ 6,720.00	\$ 1,000.00	\$ 150.00	\$ -	\$ 1,750.00	\$ -	\$ 4,000.00	\$ 2,750.00		
Other-Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Other-Tips	\$ 598.50	\$ 830.00	\$ 879.08	\$ 1,593.89	\$ 1,679.51	\$ 2,014.25	\$ 1,763.60	\$ 1,961.48	\$ 1,608.69	\$ 1,248.20	\$ 799.26		
Pay On Account	\$ 351.11	\$ 671.24	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Smart Card Tender (non-revenue)	\$ -	\$ -	\$ 1,469.50	\$ 5,077.00	\$ 10,602.00	\$ 7,622.00	\$ 8,213.00	\$ 10,637.50	\$ 7,782.00	\$ 6,373.00	\$ 554.00		
Other-Misc.													
TOTAL REVENUE	\$ 82,906.97	\$ 89,342.15	\$ 68,128.33	\$ 157,158.86	\$ 194,317.78	\$ 276,727.83	\$ 206,005.43	\$ 221,420.96	\$ 178,661.58	\$ 131,769.71	\$ 76,023.67	\$ -	
PMT Due to County (11% of green fees)	\$ 4,509.12	\$ 5,203.22	\$ 3,522.42	\$ 7,843.44	\$ 8,326.01	\$ 11,538.37	\$ 8,364.07	\$ 9,506.86	\$ 7,208.96	\$ 5,437.08	\$ 2,670.80	\$ -	
Rounds of Play													
Rounds Sold-all categories	1768	1572	1388	3123	4366	5400	4598	4975	4052	3055	1881		
Complimentary rounds-Pro/PGA	3	9	5	5	17	10	15	23	17	7	3		
Complimentary rounds-Promotion	4	6	3	27	27	26	35	14	16	29	4		
Total Rounds of Play	1768	1572	1388	3123	4366	5400	4598	4975	4085	3091	1888	0	

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
TOTAL DUE TO COUNTY	\$ 4,822.29	\$ 5,516.39	\$ 3,835.59	\$ 8,156.61	\$ 8,639.18	\$ 11,851.54	\$ 8,677.24	\$ 9,820.03	\$ 7,522.13	\$ 5,750.25	\$ 2,983.97			



	2	2	0	3	15	9	8	4	6	1	0		
Marshall/Employee													
SPECIAL ROUNDS SUBTOTAL	12	34	62	372	398	784	490	390	276	233	107		
TOTAL ALL ROUNDS	1768	1572	1388	3123	4366	5400	4598	4975	4052	3055	1881		
18 Hole Equivalent	1547	1363	1178	2674	3443	4490	3635	3972	3349	2569	1585		

Nov '18

Notes/Explanations: