

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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 99,276
Tournament Revenue													-
Driving Range	1,257	73	5,324	7,380									14,034
Power Carts	6,466	378	17,985	31,951									56,780
Lessons	40	134	370	1,028									1,572
Other rental, repair	24	5	111	176									316
Pro Shop Merchandise	3,062	283	5,322	15,197									23,864
Food & Beverage	3,384	214	9,801	19,432									32,831
Gift Cards	115	100	607	510									1,332
Sales Tax	609	72	1,336	2,849									4,866
Other ~ Men's/Women's Club	1,330	1,560	17,005	16,385									36,280
Other ~ Annual Fee	1,530		15,877										17,407
Other ~ Pay on Account				1,857									1,857
Other ~ donations													-
Other ~ CC Tips	138	10	581	966									1,695
Other ~ Misc	1,070	587	3,934										5,591
TOTAL REVENUE	\$ 30,228	\$ 4,110	\$ 105,116	\$ 158,248	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 297,701

18 hole equivalent	612	42	1521	3252	0	0	0	0	0	0	0	0	5,427
Average per 18 hole eq	\$ 49.39	\$ 97.85	\$ 69.11	\$ 48.66	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 54.86
Golf, Range, Cart per 18 eq	\$ 30.92	\$ 27.25	\$ 32.99	\$ 30.70	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 31.34

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									33,544
Prom Rounds Sold			(150)	(150)									(1,905)
Prom Rounds Redeemed	1,134	68	2,430	7,817									1,116
	30,228	4,110	105,116	158,248	-	-	-	-	-	-	-	-	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	TOTAL
18 Green Fee						0
18 Junior						0
18 Senior						0
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						0
9 Hole Walk-Up Jr						0
9 Hole Walk-Up Sr						0
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		266
Late Rate Junior						0
Late Rate Senior						0
2nd 9 Adult						0
2nd 9 Junior						0
2nd 9 Senior						0
2nd 9 Winter Adult				1		1
2nd 9 Winter Sr			1	1		2
DAILY FEE SUBTOTAL:	595	37	1,461	2,383	0	4,476

Golden Annual	9		6	25		40
Adult Annual			78	123		201
Senior Annual	7	1	17	19		44
SC - Adult 10-Play						0
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		62
SC - Senior 25-Play				9		9
SC - Senior 9 Hole 10-Play	2	1	8	12		23
SC - Golden 9 Hole 10-Play				1		1
SC - Gold 18 Hole 10-Play				3		3
SC - Golden 25-Play						0
SC - Golden+ 10-Play						0
SC - Golden+ 25-Play						0
Promo Rounds Redeemed	84	5	180	579		848
Tournaments						0
Special Twilight						0
UNR Golf Team						0
High School			25	180		205
Misc. Comp	2		6	59		67
Birthday Comp						0
Employee Guest Winter	2			24		26
Employee Guest Summer						0
PGA Comp	1		2	7		10
Employee Comp	15		43	111		169
2-1 NNGA						0
2-1 West Coast Golf						0
Birdie Bug Ad						0
Red Dot						0
SPECIAL FEE SUBTOTAL:	124	8	372	1,206	0	1,710

TOTAL DAILY ROUNDS:	719	45	1,833	3,589	0	6,186
18-HOLE EQUIVALENT:	612	42	1,521	3,252	0	5,427

Bell-Men Golf Revenue Summary Report 2019

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									
Tournament Revenue	\$ -	\$ -	\$ -	\$ 1,680.00									
Driving Range	\$ 3,411.00	\$ 2,035.00	\$ 8,098.00	\$ 12,208.00									
Power Carts	\$ 10,030.25	\$ 10,787.80	\$ 11,678.77	\$ 21,868.29									
Service, Lesson, Rental & Repair	\$ 1,013.00	\$ 180.00	\$ 1,966.15	\$ 3,643.50									
Pro Shop Merchandise	\$ 4,170.32	\$ 5,005.84	\$ 9,068.68	\$ 18,162.07									
Food & Beverage	\$ 6,166.18	\$ 5,927.12	\$ 17,629.66	\$ 22,874.10									
Gift Cards	\$ 1,310.00	\$ 650.00	\$ 660.00	\$ 1,150.00									
Sales Tax	\$ 802.30	\$ 624.46	\$ 2,034.38	\$ 2,907.26									
Men's/Women's Club	\$ 1,149.35	\$ 125.00	\$ 675.00	\$ 7,193.00									
Annual Passes/Fees	\$ 20,100.00	\$ 24,850.00	\$ 6,550.00	\$ 350.00									
Other-Donations	\$ -	\$ -	\$ -	\$ -									
Other-Tips	\$ 427.75	\$ 483.75	\$ 1,441.30	\$ 1,491.85									
Pay On Account	\$ -	\$ -	\$ -	\$ -									
Smart Card Tender (non-revenue)	\$ 172.50	\$ 111.00	\$ 505.50	\$ 9,072.42									
Other-Misc.	\$ -	\$ -	\$ -	\$ -									
TOTAL REVENUE	\$ 59,334.65	\$ 54,617.97	\$ 88,740.44	\$ 169,225.49	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
PMT Due to County (12% of green fees)	\$ 3,541.44	\$ 3,442.56	\$ 4,197.96	\$ 8,237.40	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ 3,681.84												
Rounds of Play													
Rounds Sold-all categories	628	86	1531	2971									
Non-Revenue Rounds	43	0	90	151									
CIP Round Counts	585	86	1441	2820									
CIP Total Fund	\$ 1,170.00	\$ 172.00	\$ 2,882.00	\$ 5,640.00									
Total Rounds of Play	628	86	1531	2971	0	0	0	0	0	0	0	0	5216

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	\$ 3,995.01	\$ 3,755.73	\$ 4,511.13	\$ 8,550.57	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 3,758.04



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
DAILY FEE ROUNDS													
18 Green Fee	0	0	0	199									
18 Junior	0	0	0	53									
18 Senior	0	0	0	354									
18 Winter Green Fee	35	7	176	0									
18 Winter Junior	9	0	23	0									
18 Winter Senior	150	31	306	0									
9 Green Fee	0	0	0	448									
9 Junior	0	0	0	0									
9 Senior	102	13	190	406									
9 Winter Green Fee	0	0	0	0									
9 Winter Junior	0	0	0	0									
9 Winter Senior	0	0	0	0									
Twilight 9 hole	110	19	282	47									
Late/Twilight - Adult	21	0	113	251									
Late/Twilight - Jr-Exec.	0	0	0	4									
Late/Twilight - Sr.	66	8	169	313									
YOC	9	0	14	15									
Groupon	2	0	37	190									
Tournaments	0	0	0	48									
DAILY ROUNDS SUBTOTAL	504	78	1310	2328	0	0	0	0	0	0	0	0	
ANNUAL/PASSES													
Senior/Golden Annual-18 hole	0	0	0	4									
Adult Annual-18 hole	50	4	111	219									
Jr. Annual-18 hole	0	0	0	1									
Senior/Golden Annual-9 hole	1	0	7	21									
Smart Card-9 Holes	0	0	0	8									
Smart Card-18 Holes	5	3	13	239									
Winter Annual	25	1	0	0									
ANNUAL/PASSES SUBTOTAL	81	8	131	492	0	0	0	0	0	0	0	0	
SPECIAL ROUNDS (NON-REVENUE)													
Complimentary rounds-Pro/PGA	0	0	1	1									
Complimentary rounds-Promotion	0	0	0	2									
High School Team	0	0	0	49									
UNR Team	0	0	0	0									
EZLINKS TRADE	43	0	89	97									
Marshall/Employee	0	0	0	2									



SPECIAL ROUNDS SUBTOTAL	43	0	90	151	0	0	0	0	0	0	0	0	0
TOTAL ALL ROUNDS	628	86	1531	2971	0	0	0	0	0	0	0	0	0
18 Hole Equivalent	522	70	1292	2506	0	0	0	0	0	0	0	0	0
CIP Rounds	585	86	1441	2820	0	0	0	0	0	0	0	0	0

Notes/Explanations:

Default Green Fee added to Adult Twilight