

## 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	\$ 66,049	\$ 96,110	\$ 89,261	\$ 92,465	\$ 72,360	\$ 54,963	\$ 39,336	\$ -	\$ 609,819
Tournament Revenue					1,222	3,860	3,696	2,047	3,591				14,416
Driving Range	1,257	73	5,324	7,380	7,637	11,573	9,696	9,256	6,635	4,847	4,244		67,922
Power Carts	6,466	378	17,985	31,951	37,637	55,596	53,619	54,208	42,651	30,495	23,969		354,955
Lessons	40	134	370	1,028	1,078	1,366	2,002	1,043	500	532	496		8,589
Other rental, repair	24	5	111	176	223	342	318	308	185	474	120		2,286
Pro Shop Merchandise	3,062	283	5,322	15,197	12,221	17,537	16,651	18,232	15,798	13,363	13,479		131,145
Food & Beverage	3,384	214	9,801	19,432	23,765	34,476	30,514	31,798	23,871	15,363	13,183		205,801
Gift Cards	115	100	607	510	997	1,616	236	235	888	630	350		6,284
Sales Tax	609	72	1,336	2,849	2,939	4,376	3,735	3,990	3,297	2,492	2,192		27,887
Other ~ Men's/Women's Club	1,330	1,560	17,005	16,385	8,490	12,674	9,850	12,701	10,360	7,175			97,530
Other ~ Annual Fee	1,530		15,877				750						18,157
Other ~ Pay on Account				1,857	1,884	960	254	545	278	119	50		5,947
Other ~ donations						107		50			70		227
Other ~ CC Tips	138	10	581	966	1,286	1,735	1,784	1,779	1,251	751	730		11,011
Other ~ Misc	1,070	587	3,934		1,962	3,647	2,207	3,393	4,268	1,539	892		23,499
<b>TOTAL REVENUE</b>	<b>\$ 30,228</b>	<b>\$ 4,110</b>	<b>\$ 105,116</b>	<b>\$ 158,248</b>	<b>\$ 167,390</b>	<b>\$ 245,975</b>	<b>\$ 224,573</b>	<b>\$ 232,050</b>	<b>\$ 185,933</b>	<b>\$ 132,743</b>	<b>\$ 99,111</b>	<b>\$ -</b>	<b>\$ 1,585,475</b>

18 hole equivalent	612	42	1521	3252	3552	5094	4670	4811	3762	2961	2278	0	32,555
Average per 18 hole eq	\$ 49.39	\$ 97.85	\$ 69.11	\$ 48.66	\$ 47.13	\$ 48.29	\$ 48.09	\$ 48.23	\$ 49.42	\$ 44.83	\$ 43.51	#DIV/0!	\$ 48.70
Golf, Range, Cart per 18 eq	\$ 30.92	\$ 27.25	\$ 32.99	\$ 30.70	\$ 31.34	\$ 32.05	\$ 32.67	\$ 32.41	\$ 32.34	\$ 30.50	\$ 29.65	#DIV/0!	\$ 31.72

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	29,094	4,042	102,836	150,581	154,489	229,002	208,484	217,573	174,757	126,699	202,639		1,600,197
Prom Rounds Sold			(150)	(150)	(150)						(110,224)		(110,674)
Prom Rounds Redeemed	1,134	68	2,430	7,817	13,051	16,973	16,089	14,477	11,176	10,044	6,696		99,953
	30,228	4,110	105,116	158,248	167,390	245,975	224,573	232,050	185,933	136,743	99,111	-	1,589,476

### 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	June	July	August	Sept	Oct	Nov	Dec	TOTAL
18 Green Fee					613	893	696	765	580	352			3,899
18 Junior					9	34	33	13	13	8			110
18 Senior					686	941	772	979	980	712			5,070
Winter 18	100	7	310	544							475		1,436
Winter Jr 18	1		7	25							6		39
Winter Sr 18	282	24	528	887							728		2,449
9 Hole Walk-Up					156	262	208	196	131	99			1,052
9 Hole Walk-Up Jr					10	35	34	49	25	20			173
9 Hole Walk-Up Sr					338	551	642	646	371	286			2,834
9 Hole Walk-Up Winter	44		281	263							277		865
9 Hole Walk-Up Jr Winter	2		19	29							17		67
9 Hole Walk-Up Sr Winter	166	6	315	367							427		1,281
Late Rate Adult				266	453	677	789	747	557	473			3,962
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult					7	10	7	8	10				42
2nd 9 Junior								10					10
2nd 9 Senior					3	3	2	6					14
2nd 9 Winter Adult				1									1
2nd 9 Winter Sr			1	1									2
<b>DAILY FEE SUBTOTAL:</b>	<b>595</b>	<b>37</b>	<b>1,461</b>	<b>2,383</b>	<b>2,275</b>	<b>3,406</b>	<b>3,183</b>	<b>3,419</b>	<b>2,667</b>	<b>1,950</b>	<b>1,930</b>	<b>0</b>	<b>23,306</b>

Golden Annual	9		6	25	17	25	39	19	27	20	3		190
Adult Annual			78	123	152	154	167	165	144	148	141		1,272
Senior Annual	7	1	17	19	6	11	7	10	9	11	3		101
SC - Adult 10-Play						5			1				6
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	97	130	151	135	101	72	9		757
SC - Senior 25-Play				9	15	16	19	23	11	12	1		106
SC - Senior 9 Hole 10-Play	2	1	8	12	28	31	28	45	19	24	27		225
SC - Golden 9 Hole 10-Play				1	2	8	7	5					23
SC - Gold 18 Hole 10-Play				3	4	3	1	3	1				15
SC - Golden 25-Play						2	2	1	5				10
SC - Golden+ 10-Play											1		1
SC - Golden+ 25-Play													0
Promo Rounds Redeemed	84	5	180	579	842	1,094	1,038	934	722	648	432		6,558
Tournaments					47	140	132	81	133				533
Special Twilight													0
UNR Golf Team													0
High School			25	180	70		2	13	28	120			438
Misc. Comp	2		6	59	89	287	95	160	41	41	28		808
Birthday Comp													0
Employee Guest Winter	2			24		2					18		46
Employee Guest Summer					20	26	38	22	14	10			130
PGA Comp	1		2	7	13	29	9	47	8	5	3		124
Employee Comp	15		43	111	131	150	162	145	87	112	56		1,012
2-1 NNGA													0
2-1 West Coast Golf					16	25	54	66	22	2			185
Birdie Bug Ad													0
Red Dot													0
<b>SPECIAL FEE SUBTOTAL:</b>	<b>124</b>	<b>8</b>	<b>372</b>	<b>1,206</b>	<b>1,549</b>	<b>2,138</b>	<b>1,951</b>	<b>1,874</b>	<b>1,373</b>	<b>1,225</b>	<b>722</b>	<b>0</b>	<b>12,542</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>719</b>	<b>45</b>	<b>1,833</b>	<b>3,589</b>	<b>3,824</b>	<b>5,544</b>	<b>5,134</b>	<b>5,293</b>	<b>4,040</b>	<b>3,175</b>	<b>2,652</b>	<b>0</b>	<b>35,848</b>
<b>18-HOLE EQUIVALENT:</b>	<b>612</b>	<b>42</b>	<b>1,521</b>	<b>3,252</b>	<b>3,552</b>	<b>5,094</b>	<b>4,670</b>	<b>4,811</b>	<b>3,762</b>	<b>2,961</b>	<b>2,278</b>	<b>0</b>	<b>32,555</b>

Walk Up 18	385	31	845	1,480	1,328	1,896	1,539	1,779	1,587	1,082	1,227	0	13,179
Walk Up 9	212	6	616	661	504	848	884	891	527	405	721	0	6,275
Twilight 18	0	0	0	266	453	677	789	747	557	473	0	0	3,962
Smart Cards 18	2	1	7	66	116	156	173	162	119	84	12	0	898
Smart Cards 9	2	1	8	13	30	39	35	50	19	24	27	0	248
Annuaals	16	1	101	167	175	190	213	194	180	179	147	0	1,563
Tournaments	0	0	0	0	47	140	132	81	133	0	0	0	533
Misc 18	102	5	256	936	1,161	1,585	1,360	1,365	908	928	519	0	9,125
Misc 9													0
<b>TOTAL:</b>	<b>719</b>	<b>45</b>	<b>1,833</b>	<b>3,589</b>	<b>3,814</b>	<b>5,531</b>	<b>5,125</b>	<b>5,269</b>	<b>4,030</b>	<b>3,175</b>	<b>2,653</b>	<b>0</b>	<b>35,783</b>



**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	\$ 76,397.00	\$ 90,734.00	\$ 94,926.00	\$ 93,897.00	\$ 68,849.00	\$ 48,905.00	\$ 29,963.00		
Tournament Revenue	\$ -	\$ -	\$ -	\$ 1,680.00	\$ 1,680.00	\$ 17,430.00	\$ 350.00	\$ -	\$ 2,415.00	\$ -	\$ -		
Driving Range	\$ 3,411.00	\$ 2,035.00	\$ 8,098.00	\$ 12,208.00	\$ 12,625.00	\$ 16,990.00	\$ 17,415.00	\$ 15,697.94	\$ 11,046.00	\$ 6,681.60	\$ 5,396.00		
Power Carts	\$ 10,030.25	\$ 10,787.80	\$ 11,678.77	\$ 21,868.29	\$ 35,004.19	\$ 53,985.53	\$ 46,595.08	\$ 44,383.00	\$ 35,936.40	\$ 24,159.60	\$ 17,174.19		
Service, Lesson, Rental & Repair	\$ 1,013.00	\$ 180.00	\$ 1,966.15	\$ 3,643.50	\$ 4,629.89	\$ 9,659.00	\$ 4,832.50	\$ 4,870.00	\$ 5,449.00	\$ 1,962.98	\$ 3,569.50		
Pro Shop Merchandise	\$ 4,170.32	\$ 5,005.84	\$ 9,068.68	\$ 18,162.07	\$ 24,431.88	\$ 27,106.37	\$ 22,138.80	\$ 23,327.46	\$ 23,099.20	\$ 21,270.27	\$ 15,178.12		
Food & Beverage	\$ 6,166.18	\$ 5,927.12	\$ 17,629.66	\$ 22,874.10	\$ 32,131.46	\$ 41,663.08	\$ 38,986.53	\$ 36,401.22	\$ 29,063.31	\$ 26,506.99	\$ 19,735.15		
Gift Cards	\$ 1,310.00	\$ 650.00	\$ 660.00	\$ 1,160.00	\$ 808.00	\$ 10,234.00	\$ 2,843.00	\$ 2,216.81	\$ 2,879.00	\$ 4,092.50	\$ 4,960.03		
Sales Tax	\$ 802.30	\$ 624.46	\$ 2,034.38	\$ 2,907.26	\$ 3,489.75	\$ 4,417.46	\$ 3,964.52	\$ 3,968.24	\$ 3,565.59	\$ 3,393.26	\$ 2,433.04		
Men's/Women's Club	\$ 1,149.35	\$ 125.00	\$ 675.00	\$ 7,193.00	\$ 10,570.00	\$ 11,438.04	\$ 16,802.00	\$ 10,425.68	\$ 10,381.00	\$ 5,264.96	\$ 2,546.35		
Annual Passes/Fees	\$ 20,100.00	\$ 24,850.00	\$ 6,550.00	\$ 350.00	\$ 1,000.00	\$ -	\$ 600.00	\$ 700.00	\$ 6,700.00	\$ 5,250.00	\$ 13,350.00		
Other-Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Other-Tips	\$ 427.75	\$ 483.75	\$ 1,441.30	\$ 1,491.85	\$ 2,461.46	\$ 2,676.70	\$ 2,734.45	\$ 3,172.66	\$ 2,829.85	\$ 2,452.08	\$ 1,726.83		
Pay On Account	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Smart Card Tender (non-revenue)	\$ 172.50	\$ 111.00	\$ 505.50	\$ 9,072.42	\$ 9,974.16	\$ 6,856.45	\$ 9,876.59	\$ 12,285.62	\$ 9,415.35	\$ 5,626.43	\$ 1,741.64		
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>TOTAL REVENUE</b>	<b>\$ 59,334.65</b>	<b>\$ 54,617.97</b>	<b>\$ 88,740.44</b>	<b>\$ 169,225.49</b>	<b>\$ 215,202.79</b>	<b>\$ 293,190.63</b>	<b>\$ 262,064.47</b>	<b>\$ 251,345.63</b>	<b>\$ 211,628.70</b>	<b>\$ 155,565.67</b>	<b>\$ 117,773.85</b>	<b>\$ -</b>	
PMT Due to County (12% of green fees)	\$ 3,541.44	\$ 3,442.56	\$ 4,197.96	\$ 8,237.40	\$ 9,489.24	\$ 12,979.68	\$ 11,505.12	\$ 11,351.64	\$ 9,355.68	\$ 6,498.60	\$ 5,197.56	\$ -	
	\$ 3,681.84												
<b>Rounds of Play</b>													
Rounds Sold-all categories	628	86	1531	2971	3968	5356	5307	5045	3697	2776	2008		
Non-Revenue Rounds	43	0	90	151	108	178	161	146	180	197	22		
CIP Round Counts	585	86	1441	2820	3860	5178	5146	4899	3517	2579	1986		
CIP Total Fund	\$ 1,170.00	\$ 172.00	\$ 2,882.00	\$ 5,640.00	\$ 7,720.00	\$ 10,356.00	\$ 10,292.00	\$ 9,798.00	\$ 7,034.00	\$ 5,158.00	\$ 3,972.00		
<b>Total Rounds of Play</b>	<b>628</b>	<b>86</b>	<b>1531</b>	<b>2971</b>	<b>3968</b>	<b>5356</b>	<b>5307</b>	<b>5045</b>	<b>3697</b>	<b>2776</b>	<b>2008</b>	<b>0</b>	<b>33373</b>

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
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 3,995.01</b>	<b>\$ 3,755.73</b>	<b>\$ 4,511.13</b>	<b>\$ 8,650.57</b>	<b>\$ 9,802.41</b>	<b>\$ 13,292.85</b>	<b>\$ 11,818.29</b>	<b>\$ 11,664.81</b>	<b>\$ 9,668.85</b>	<b>\$ 6,811.77</b>	<b>\$ 5,510.73</b>	<b>\$ 313.17</b>	<b>\$ 3,758.04</b>	



### Bell-Men Golf Revenue Summary Report 2019

<b>Rounds of Play Category</b>	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2019 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0	199	289	396	487	468	266	203	0		
18 Junior	0	0	0	53	44	82	97	95	37	0	0		
18 Senior	0	0	0	354	329	617	410	546	490	324	0		
18 Winter Green Fee	35	7	176	0	0	0	0	0	0	0	185		
18 Winter Junior	9	0	23	0	0	0	0	0	0	0	48		
18 Winter Senior	150	31	306	0	0	0	0	0	0	0	277		
18 Winter Twilight	0	0	0	0	0	0	0	0	0	0	454		
9 Winter Green Fee	0	0	0	0	0	0	0	0	0	0	633		
9 Green Fee	0	0	0	448	528	581	561	605	504	0	0		
9 Junior	0	0	0	0	0	0	0	0	0	0	0		
9 Senior	102	13	190	406	493	616	695	585	451	741	0		
Twilight 9 hole	110	19	282	47	773	861	1036	828	37	0	0		
Late/Twilight - Adult	21	0	113	251	260	447	274	358	277	396	0		
Late/Twilight - Jr-Exec.	0	0	0	4	11	17	18	15	6	49	5		
Late/Twilight - Sr.	66	8	169	313	359	338	612	519	743	437	0		
YOC	9	0	14	15	18	36	32	33	28	35	34		
Groupon	2	0	37	190	182	248	224	201	72	18	7		
Tournaments	0	0	0	48	48	498	10	0	69	0	0		
<b>DAILY ROUNDS SUBTOTAL</b>	<b>504</b>	<b>78</b>	<b>1310</b>	<b>2328</b>	<b>3334</b>	<b>4737</b>	<b>4456</b>	<b>4253</b>	<b>2980</b>	<b>2203</b>	<b>1643</b>	<b>0</b>	<b>27826</b>
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	0	0	0	4	6	12	15	10	7	2	3		
Adult Annual-18 hole	50	4	111	219	223	229	365	279	260	198	174		
Jr. Annual-18 hole	0	0	0	1	2	5	5	0	0	5	1		
Senior/Golden Annual-9 hole	1	0	7	21	13	9	27	25	15	10	6		
Smart Card-9 Holes	0	0	0	8	10	8	15	23	24	12	8		
Smart Card-18 Holes	5	3	13	239	272	178	263	309	231	149	45		
Winter Annual	25	1	0	0	0	0	0	0	0	0	106		
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>81</b>	<b>8</b>	<b>131</b>	<b>492</b>	<b>526</b>	<b>441</b>	<b>690</b>	<b>646</b>	<b>537</b>	<b>376</b>	<b>343</b>	<b>0</b>	<b>4271</b>
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	0	0	1	1	4	13	22	15	21	10	3		
Complimentary rounds-Promotion	0	0	0	2	3	30	4	10	9	48	9		
High School Team	0	0	0	49	0	2	0	12	64	41	0		
UNR Team	0	0	0	0	0	0	0	0	0	0	0		
EZLINKS TRADE	43	0	89	97	96	130	125	103	79	95	8		
Marshall/Employee	0	0	0	2	5	3	10	6	7	3	2		





SPECIAL ROUNDS SUBTOTAL	43	0	90	151	108	178	161	146	180	197	22	0	1276
TOTAL ALL ROUNDS	628	86	1531	2971	3968	5356	5307	5045	3697	2776	2008	0	33373
18 Hole Equivalent	522	70	1292	2506	3060	4319	4140	4012	3182	2395	1685	0	27180
CIP Rounds	585	86	1441	2820	3860	5178	5146	4899	3517	2579	1986	0	32097

Nov. '19

Notes/Explanations:

\*Removed "SC - Cart" from Green Fee totals - This is accounting for just the cart portion  
 (Have removed "SC- Cart" from POS system) - Should not see it in the future