

Cal-Mazz Golf Management Revenue Summary Report 2020

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2020
Green Fees	\$ 22,388	\$ 45,001	\$ 30,032	\$ 9,220	\$ 131,285	\$ 133,680	\$ 134,244	\$ 123,821					\$ 629,671
Tournament Revenue								11,123					11,123
Driving Range	3,240	7,665	4,713	1,264	16,946	16,396	17,667	17,285					85,176
Power Carts	16,760	30,232	18,096	4,999	69,592	72,702	76,607	75,538					364,526
Lessons		580	550		1,685	2,102	1,825	1,018					7,760
Other rental, repair	30	72	110	15	365	518	422	421					1,953
Pro Shop Merchandise	4,841	9,504	6,282	2,503	13,498	17,483	18,821	18,328					91,260
Food & Beverage	7,090	16,250	7,444	864	27,123	32,566	33,091	40,381					164,809
Gift Cards	395	842	448		3,447	13,428	10,603	12,130					41,293
Sales Tax	977	2,198	1,130	231	3,420	4,087	4,536	5,248					21,827
Other ~ Men's/Women's Club	5,680	5,230	6,985	310	8,891	16,535	14,665	13,550					71,846
Other ~ Annual Fee	13,310	8,597	1,500										23,407
Other ~ Junior League						1,400							1,400
Other ~ Pay on Account	1,097	260			782	598	200	3,500					6,437
Other ~ donations	60												60
Other ~ CC Tips	355	988	750	29	2,156	2,539	2,388	2,937					12,142
Other ~ Misc	86	1,233	97		1,084	1,287	5,959	9,080					18,826
TOTAL REVENUE	\$ 76,309	\$ 128,652	\$ 78,137	\$ 19,435	\$ 280,274	\$ 315,321	\$ 321,028	\$ 334,360	\$ -	\$ -	\$ -	\$ -	\$ 1,553,516

18 hole equivalent	1327	2577	1722	539	6231	6505	6555	6527	0	0	0	0	31,983
Average per 18 hole eq	\$ 57.50	\$ 49.92	\$ 45.38	\$ 36.06	\$ 44.98	\$ 48.47	\$ 48.97	\$ 51.23	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 48.57
Golf, Range, Cart per 18 eq	\$ 31.94	\$ 32.17	\$ 30.69	\$ 28.73	\$ 34.96	\$ 34.25	\$ 34.86	\$ 34.90	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 34.10

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 2020
Per POSExpress	75,379	125,428	75,861	18,399	259,119	298,791	304,703	321,460					1,479,140
Prom Rounds Sold	(960)	(388)	(160)		(640)	(480)	(160)						(2,788)
Prom Rounds Redeemed	1,890	3,612	2,436	1,036	21,795	17,010	16,485	12,900					77,164
	76,309	128,652	78,137	19,435	280,274	315,321	321,028	334,360	-	-	-	-	1,553,516

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

2020 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
18 Green Fee					1,579	1,194	1,153	1,109					5,035
18 Junior					47	91	109	97					344
18 Senior					1,045	1,179	1,287	1,017					4,528
Winter 18	324	523	491	165									1,503
Winter Jr 18	2	5	3	7									17
Winter Sr 18	494	973	525	133									2,125
9 Hole Walk-Up					552	36	245	224					1,057
9 Hole Walk-Up Jr					34	51	45	58					188
9 Hole Walk-Up Sr					301	815	558	558					2,232
9 Hole Walk-Up Winter	118	412	306	99									935
9 Hole Walk-Up Jr Winter	11	18	18	10									57
9 Hole Walk-Up Sr Winter	284	506	253	61									1,104
Late Rate Adult					1,004	1,510	1,575	1,637					5,726
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult					3	3		6					12
2nd 9 Junior													0
2nd 9 Senior					1	1		5					7
2nd 9 Winter Adult	3												3
2nd 9 Winter Sr	2	7		2									11
DAILY FEE SUBTOTAL:	1,238	2,444	1,596	477	4,566	4,880	4,972	4,711	0	0	0	0	24,884

Golden Annual	4	19	11		2	10	31	15					92
Adult Annual	99	204	129	43	236	226	202	198					1,337
Senior Annual	2	2	1			2	7						14
SC - Adult 10-Play					2	3	7	22					34
SC - Adult 25-Play													0
SC - Adult 9 Hole 10-Play							9	13					22
SC - Junior 18 Hole 10-Play													0
SC - Junior 9 Hole 10-Play													0
SC - Senior 10-Play	2	3	3	3	31	176	162	154					534
SC - Senior 25-Play					6	12	29	30					77
SC - Senior 9 Hole 10-Play	14	24	4		31	58	45	29					205
SC - Golden 9 Hole 10-Play						5							5
SC - Gold 18 Hole 10-Play						4	13	28					45
SC - Golden 25-Play						5	4	4					13
SC - Golden+ 10-Play													0
SC - Golden+ 25-Play													0
Promo Rounds Redeemed	135	258	174	74	1,454	1,134	1,099	860					5,188
Tournaments								437					437
Special Twilight													0
UNR Golf Team													0
High School		14	13		3	5	2	12					49
Jr. Golf Comp						113	76	61					250
Misc. Comp	7	26	22	15	124	71	55	57					377
Birthday Comp													0
Employee Guest Winter	3	9	7	1									20
Employee Guest Summer					27	39	45	61					172
PGA Comp	11	7	2	2	15	12	12	38					99
Employee Comp	28	50	50	10	160	169	175	188					830
2-1 NNGA													0
2-1 West Coast Golf					19	65	55	55					194
Birdie Bug Ad													0
Sweet Deals					16		6						22
SPECIAL FEE SUBTOTAL:	305	616	416	148	2,126	2,109	2,034	2,262	0	0	0	0	10,016

TOTAL DAILY ROUNDS:	1,543	3,060	2,012	625	6,692	6,989	7,006	6,973	0	0	0	0	34,900
18-HOLE EQUIVALENT:	1,327	2,577	1,722	539	6,231	6,505	6,555	6,527	0	0	0	0	31,983

Walk Up 18	823	1,510	1,026	306	2,698	2,503	2,594	2,284	0	0	0	0	13,744
Walk Up 9	418	943	577	172	887	902	848	840	0	0	0	0	5,587
Twilight 18	0	0	0	0	1,004	1,510	1,575	1,637	0	0	0	0	5,726
Smart Cards 18	2	3	3	3	39	200	215	238	0	0	0	0	703
Smart Cards 9	14	24	4	0	31	63	54	42	0	0	0	0	232
Annuals	105	225	141	43	238	238	240	213	0	0	0	0	1,443
Tournaments	0	0	0	0	0	0	0	437	0	0	0	0	437

Aug.

SPECIAL ROUNDS SUBTOTAL	37	154	82	21	209	244	198	32	0	0	0	0	
TOTAL ALL ROUNDS	1296	2468	1953	480	5507	6484	6626	5980	0	0	0	0	
18 Hole Equivalent	1068	2116	1633	371	4701	5297	5381	4711	0	0	0	0	
CIP Rounds	1259	2314	1871	459	5298	6240	6428	5948	0	0	0	0	

Notes/Explanations: