

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	\$ 116,338	\$ 109,686	\$ 41,575	\$ 31,319	\$ 928,589
Tournament Revenue								11,123	832				11,955
Driving Range	3,240	7,665	4,713	1,264	16,946	16,396	17,667	17,285	15,012	14,937	5,664	4,648	125,437
Power Carts	16,760	30,232	18,096	4,999	69,592	72,702	76,607	75,538	65,510	59,805	26,841	19,162	535,844
Lessons		580	550		1,685	2,102	1,825	1,018	973	478	634	335	10,180
Other rental, repair	30	72	110	15	365	518	422	421	345	468	230	88	3,084
Pro Shop Merchandise	4,841	9,504	6,282	2,503	13,498	17,483	18,821	18,328	17,132	23,506	8,399	10,994	151,291
Food & Beverage	7,090	16,250	7,444	864	27,123	32,566	33,091	40,381	30,474	29,319	13,752	9,823	248,177
Gift Cards	395	842	448		3,447	13,428	10,603	12,130	12,514	9,986	686	6,171	70,650
Sales Tax	977	2,198	1,130	231	3,420	4,087	4,536	5,248	3,996	4,169	1,833	1,693	33,518
Other ~ Men's/Women's Club	5,680	5,230	6,985	310	8,891	16,535	14,665	13,550	18,572	8,925			99,343
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	774	200	250	679	8,340
Other ~ donations	60										161	20	241
Other ~ CC Tips	355	988	750	29	2,156	2,539	2,388	2,937	2,548	2,629	1,364	1,072	19,755
Other ~ Misc	86	1,233	97		1,084	1,287	5,959	9,080		541	536	1,456	21,359
TOTAL REVENUE	\$ 76,309	\$ 128,652	\$ 78,137	\$ 19,435	\$ 280,274	\$ 315,321	\$ 321,028	\$ 334,360	\$ 285,020	\$ 264,649	\$ 101,925	\$ 87,460	\$ 2,292,570

18 hole equivalent	1327	2577	1722	539	6231	6505	6555	6527	5718	5254	2356	1745	47,056
Average per 18 hole eq	\$ 57.50	\$ 49.92	\$ 45.38	\$ 36.06	\$ 44.98	\$ 48.47	\$ 48.97	\$ 51.23	\$ 49.85	\$ 50.37	\$ 43.26	\$ 50.12	\$ 48.72
Golf, Range, Cart per 18 eq	\$ 31.94	\$ 32.17	\$ 30.69	\$ 28.73	\$ 34.96	\$ 34.25	\$ 34.86	\$ 34.90	\$ 34.57	\$ 35.10	\$ 31.44	\$ 31.59	\$ 34.04

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	273,620	254,224	98,415	85,855	2,191,254
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	11,400	10,425	3,510	1,605	104,104
	76,309	128,652	78,137	19,435	280,274	315,321	321,028	334,360	285,020	264,649	101,925	87,460	2,292,570

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	1,145	1,124			7,304
18 Junior					47	91	109	97	30	68			442
18 Senior					1,045	1,179	1,287	1,017	1,268	1,223			7,019
Winter 18	324	523	491	165							575	474	2,552
Winter Jr 18	2	5	3	7							48	35	100
Winter Sr 18	494	973	525	133							713	600	3,438
9 Hole Walk-Up					552	36	245	224	132	113			1,302
9 Hole Walk-Up Jr					34	51	45	58	33	43			264
9 Hole Walk-Up Sr					301	815	558	558	217	160			2,609
9 Hole Walk-Up Winter	118	412	306	99							510	332	1,777
9 Hole Walk-Up Jr Winter	11	18	18	10							36	7	100
9 Hole Walk-Up Sr Winter	284	506	253	61							315	209	1,628
Late Rate Adult					1,004	1,510	1,575	1,637	1,335	1,211			8,272
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult					3	3		6	8	5			25
2nd 9 Junior													0
2nd 9 Senior					1	1		5	1	4			12
2nd 9 Winter Adult	3										1	4	8
2nd 9 Winter Sr	2	7		2								1	12
DAILY FEE SUBTOTAL:	1,238	2,444	1,596	477	4,566	4,880	4,972	4,711	4,169	3,951	2,198	1,662	36,864

Golden Annual	4	19	11		2	10	31	15	25	28	15	17	177
Adult Annual	99	204	129	43	236	226	202	198	194	161	117	104	1,913
Senior Annual	2	2	1			2	7			7	2	2	25
SC - Adult 10-Play					2	3	7	22	11	9	6	4	64
SC - Adult 25-Play													0
SC - Adult 9 Hole 10-Play							9	13	10	3	1	2	38
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	202	177	31	15	959
SC - Senior 25-Play					6	12	29	30	35	34	15	9	170
SC - Senior 9 Hole 10-Play	14	24	4		31	58	45	29	34	45	35	22	341
SC - Golden 9 Hole 10-Play						5				18			23
SC - Gold 18 Hole 10-Play						4	13	28					45
SC - Golden 25-Play						5	4	4					13
SC - Golden+ 10-Play									35		1		36
SC - Golden+ 25-Play									2				2
Promo Rounds Redeemed	135	258	174	74	1,454	1,134	1,099	860	760	695	234	107	6,984
Tournaments								437	32				469
Special Twilight													0
UNR Golf Team									20				20
High School		14	13		3	5	2	12	44	43	40	2	178
Jr. Golf Comp						113	76	61	60				310
Misc. Comp	7	26	22	15	124	71	55	57	38	53	20	23	511
Birthday Comp													0
Employee Guest Winter	3	9	7	1					3	3	11	2	39
Employee Guest Summer					27	39	45	61	58	42		5	277
PGA Comp	11	7	2	2	15	12	12	38	11	14	7	5	136
Employee Comp	28	50	50	10	160	169	175	188	183	163	72	52	1,300
2-1 NNGA													0
2-1 West Coast Golf					19	65	55	55	9	3			206
Birdie Bug Ad													0
Sweet Deals					16		6						22
SPECIAL FEE SUBTOTAL:	305	616	416	148	2,126	2,109	2,034	2,262	1,766	1,498	607	371	14,258

TOTAL DAILY ROUNDS:	1,543	3,060	2,012	625	6,692	6,989	7,006	6,973	5,935	5,449	2,805	2,033	51,122
18-HOLE EQUIVALENT:	1,327	2,577	1,722	539	6,231	6,505	6,555	6,527	5,718	5,254	2,356	1,745	47,056

Waik Up 18	823	1,510	1,026	306	2,698	2,503	2,594	2,284	2,504	2,460	1,347	1,116	21,171
Walk Up 9	418	943	577	172	887	902	848	840	382	316	862	553	7,700
Twilight 18	0	0	0	0	1,004	1,510	1,575	1,637	1,335	1,211	0	0	8,272
Smart Cards 18	2	3	3	3	39	200	215	238	320	220	54	28	1,325
Smart Cards 9	14	24	4	0	31	63	54	42	44	66	36	24	402
Annuals	105	225	141	43	238	238	240	213	219	196	134	123	2,115
Tournaments	0	0	0	0	0	0	0	437	32	0	0	0	469
Misc 18	181	355	261	101	1,791	1,456	1,404	1,210	1,045	971	373	189	9,337
Misc 9													0
TOTAL:	1,543	3,060	2,012	625	6,688	6,872	6,930	6,901	5,881	5,440	2,806	2,033	50,791

Junior	286	511	256	68	81	142	154	155	63	111	363	244	2,434
Adult	547	1,148	933	308	3,400	3,008	3,236	3,264	2,888	2,666	1,221	927	23,546
Senior	525	1,027	551	148	1,414	2,242	2,088	1,788	1,756	1,646	832	656	14,673

Bell-Men Golf Revenue Summary Report 2020

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2020 Total
Green Fees	\$ 20,378.00	\$ 39,945.00	\$ 31,676.00	\$ 8,926.00	\$ 116,681.00	\$ 122,882.00	\$ 127,220.00	\$ 121,550.00	\$ 100,806.00	\$ 87,811.00	\$ 40,413.08	\$ 31,005.00	
Tournament Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,285.00	\$ -	\$ -	\$ -	\$ 1,470.00	\$ -	\$ -	
Driving Range	\$ 6,684.00	\$ 11,352.00	\$ 7,439.00	\$ 1,340.00	\$ 21,313.00	\$ 25,516.00	\$ 26,247.00	\$ 25,456.00	\$ 20,387.00	\$ 15,459.00	\$ 8,221.00	\$ 7,219.00	
Power Carts	\$ 14,398.74	\$ 29,672.90	\$ 14,447.94	\$ 2,625.61	\$ 49,910.68	\$ 59,161.44	\$ 60,361.00	\$ 57,535.68	\$ 47,657.67	\$ 44,001.00	\$ 18,422.50	\$ 14,712.00	
Service, Lesson, Rental & Repair	\$ 563.00	\$ 1,388.50	\$ 1,520.50	\$ 23.86	\$ 1,821.00	\$ 7,253.00	\$ 6,952.50	\$ 6,744.25	\$ 6,698.00	\$ 5,144.50	\$ 2,243.00	\$ 4,659.50	
Pro Shop Merchandise	\$ 5,736.01	\$ 12,858.60	\$ 8,168.80	\$ 409.24	\$ 12,946.38	\$ 23,829.19	\$ 31,636.35	\$ 28,092.05	\$ 21,105.58	\$ 16,378.62	\$ 18,550.73	\$ 13,729.30	
Food & Beverage	\$ 14,638.94	\$ 24,758.46	\$ 14,491.17	\$ 1,231.57	\$ 23,063.78	\$ 31,159.75	\$ 35,994.38	\$ 35,670.10	\$ 28,980.41	\$ 25,773.02	\$ 12,896.65	\$ 11,915.45	
Gift Cards	\$ 538.00	\$ 2,075.00	\$ 1,322.00	\$ -	\$ 685.00	\$ 3,584.00	\$ 3,645.00	\$ 1,945.00	\$ 556.50	\$ 3,630.00	\$ 1,450.00	\$ 13,223.70	
Sales Tax	\$ 1,498.50	\$ 2,593.67	\$ 1,513.13	\$ 128.45	\$ 2,607.34	\$ 3,842.97	\$ 4,524.92	\$ 4,389.04	\$ 3,620.09	\$ 2,921.72	\$ 2,368.97	\$ 1,831.05	
Men's/Women's Club	\$ 470.00	\$ 340.00	\$ 100.00	\$ 25.00	\$ 460.00	\$ 13,015.00	\$ 16,030.00	\$ 11,593.05	\$ 11,108.31	\$ 4,798.86	\$ 1,520.00	\$ 144.40	
Annual Passes/Fees	\$ 21,250.00	\$ 37,400.00	\$ 6,925.00	\$ -	\$ 8,220.00	\$ -	\$ 2,260.00	\$ 300.00	\$ 2,600.00	\$ 11,800.00	\$ 4,125.00	\$ 2,200.00	
Other-Tips	\$ 1,438.85	\$ 2,616.81	\$ 1,120.35	\$ 56.00	\$ 2,081.39	\$ 3,286.73	\$ 4,092.80	\$ 4,062.05	\$ 3,060.20	\$ 2,659.71	\$ 1,253.08	\$ 1,464.00	
Smart Card Tender (non-revenue)	\$ 331.49	\$ 866.98	\$ 539.49	\$ 112.00	\$ 5,021.76	\$ 9,997.20	\$ 10,977.07	\$ 7,708.90	\$ 7,686.50	\$ 7,864.73	\$ 1,336.00	\$ 562.00	
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
TOTAL REVENUE	\$ 87,925.53	\$ 165,867.92	\$ 89,263.38	\$ 14,877.73	\$ 244,811.33	\$ 308,812.28	\$ 329,941.02	\$ 305,046.12	\$ 254,266.26	\$ 229,712.16	\$ 112,800.01	\$ 102,665.40	
PMT Due to County (13% of green fees)	\$ 5,411.64	\$ 10,054.85	\$ 5,018.13	\$ 1,160.38	\$ 16,237.13	\$ 16,661.71	\$ 16,832.40	\$ 15,840.50	\$ 13,442.78	\$ 13,140.53	\$ 5,789.95	\$ 4,316.65	
Rounds of Play													
Rounds Sold-all categories	1296	2468	1953	480	5507	6484	6626	5980	4843	4396	2412	1852	
Non-Revenue Rounds	37	154	82	21	209	244	198	32	22	22	6	2	
CIP Round Counts	1259	2314	1871	459	5298	6240	6428	5948	4821	4374	2406	1850	
CIP Total Fund	\$ 2,518.00	\$ 4,628.00	\$ 3,742.00	\$ 918.00	\$ 10,596.00	\$ 12,480.00	\$ 12,856.00	\$ 11,896.00	\$ 9,642.00	\$ 8,748.00	\$ 4,812.00	\$ 3,700.00	
Total Rounds of Play	1296	2468	1953	480	5507	6484	6626	5980	4843	4396	2412	1852	44297

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	\$ 5,724.81	\$ 10,368.02	\$ 5,331.30	\$ 1,473.55	\$ 16,550.30	\$ 16,974.88	\$ 17,145.57	\$ 16,153.67	\$ 13,755.95	\$ 13,453.70	\$ 6,103.12	\$ 4,629.82		



Bell-Men Golf Revenue Summary Report 2020

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2020 Total
DAILY FEE ROUNDS													
18 Green Fee	0	0	0	23	698	532	603	623	489	451	0	0	
18 Junior	0	0	0	0	0	0	0	0	0	0	0	0	
18 Senior	0	0	0	17	539	588	574	589	477	588	0	0	
18 Winter Green Fee	104	316	176	0	0	0	0	0	0	1	333	166	
18 Winter Junior	14	34	29	0	0	0	0	0	0	0	62	41	
18 Winter Senior	178	350	248	0	0	0	0	0	0	0	256	236	
18 Winter Twilight	303	559	510	0	0	0	0	0	0	0	461	337	
9 Winter Green Fee	447	690	634	0	0	0	0	0	0	0	708	558	
9 Green Fee	0	0	0	4	75	99	101	82	93	46	0	0	
9 Junior	0	0	0	6	0	0	0	0	0	0	0	0	
9 Senior	0	0	0	0	91	65	74	58	66	50	0	0	
Twilight 9 hole	0	0	0	209	1416	2191	2267	2121	1491	1066	2	0	
Late/Twilight - Adult	0	0	0	61	886	822	776	865	699	700	0	0	
Late/Twilight - Jr-Exec.	2	6	7	30	158	162	141	195	113	140	0	0	
Late/Twilight - Sr.	0	0	0	67	484	449	616	406	470	335	5	0	
YOC	15	22	32	7	75	56	67	110	72	67	60	54	
Groupon	0	11	26	5	281	200	225	154	95	28	11	7	
Tournaments	0	0	0	0	0	151	0	0	0	42	0	0	
Disc Golf										236	179	186	
DAILY ROUNDS SUBTOTAL	1063	1988	1662	429	4703	5315	5444	5203	4065	3750	2077	1585	

ANNUAL/PASSES

Senior/Golden Annual-18 hole	0	0	0	0	4	4	5	4	2	1	1	1	
Adult Annual-18 hole	140	239	188	26	413	575	573	442	459	315	208	194	
Jr. Annual-18 hole	1	1	0	0	9	1	0	2	1	0	0	0	
Senior/Golden Annual-9 hole	7	10	3	0	17	11	14	11	16	16	7	6	
Smart Card-9 Holes	2	5	4	0	14	8	35	266	18	17	4	0	
Smart Card-18 Holes	10	24	14	4	138	326	357	20	260	275	38	18	
Winter Annual	36	47	0	0	0	0	0	0	0	0	71	46	

ANNUAL/PASSES SUBTOTAL

196	326	209	30	595	925	984	745	756	624	329	265	
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SPECIAL ROUNDS (NON-REVENUE)

Complimentary rounds-Pro/PGA	4	8	1	0	24	24	28	20	17	10	1	2	
Complimentary rounds-Promotion	0	1	2	0	12	13	19	7	2	10	5	0	
High School Team	0	24	9	0	0	13	0	0	1	0	0	0	
UNR Team	0	0	0	0	0	0	0	0	0	0	0	0	
EZLINKS TRADE	31	115	66	20	167	176	123	0	0	0	0	0	
Marshall/Employee	2	6	4	1	6	18	28	5	2	2	0	0	



Dec. '20

SPECIAL ROUNDS SUBTOTAL	37	154	82	21	209	244	198	32	22	22	6	2	
TOTAL ALL ROUNDS	1296	2468	1953	480	5507	6484	6626	5980	4843	4396	2412	1852	
18 Hole Equivalent	1068	2116	1633	371	4701	5297	5381	4711	4001	3799	2052	1570	
CIP Rounds	1259	2314	1871	459	5298	6240	6428	5948	4821	4374	2406	1850	

Notes/Explanations: