

Cal-Mazz Golf Management Revenue Summary Report 2021

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2021
Green Fees	\$ 155,527	\$ 24,004											\$ 179,531
Tournament Revenue													-
Driving Range	5,488	4,555											10,043
Power Carts	26,026	15,474											41,500
Lessons	310	60											370
Other rental, repair	44	34											78
Pro Shop Merchandise	5,831	9,180											15,011
Food & Beverage	9,862	7,534											17,396
Gift Cards	250	267											517
Sales Tax	1,325	1,365											2,690
Other ~ Men's/Women's Club	7,290	5,160											12,450
Other ~ Annual Fee	25,585	2,480											28,065
Other ~ Junior League													-
Other ~ Pay on Account	350	100											450
Other ~ donations													-
Other ~ CC Tips	921	1,007											1,928
Other ~ Misc	1,090	997											2,087
TOTAL REVENUE	\$ 239,899	\$ 72,217	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 312,116

18 hole equivalent	1724	1315	0	0	0	0	0	0	0	0	0	0	0	3,039
Average per 18 hole eq	\$ 52.97	\$ 54.92	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 102.70
Golf, Range, Cart per 18 eq	\$ 22.31	\$ 33.49	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 76.04

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 2021
Per POSExpress	239,899	72,217											312,116
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	239,899	72,217	-	-	-	-	-	-	-	-	-	-	312,116

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 will be recorded in Revenue in the year sold. This is new in 2021.

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	Jan	Feb	March	TOTAL
18 Green Fee				0
18 Junior				0
18 Senior				0
Winter 18	449	356		805
Winter Jr 18	27	14		41
Winter Sr 18	612	454		1,066
9 Hole Walk-Up				0
9 Hole Walk-Up Jr				0
9 Hole Walk-Up Sr				0
9 Hole Walk-Up Winter	384	296		680
9 Hole Walk-Up Jr Winter	22	16		38
9 Hole Walk-Up Sr Winter	200	128		328
Late Rate Adult				0
Late Rate Junior				0
Late Rate Senior				0
2nd 9 Adult				0
2nd 9 Junior				0
2nd 9 Senior				0
2nd 9 Winter Adult	2			2
2nd 9 Winter Sr	1	3		4
DAILY FEE SUBTOTAL:	1,697	1,267	0	2,964

Golden Annual	8	15		23
Adult Annual	115	82		197
Senior Annual		3		3
SC - Adult 10-Play				0
SC - Adult 25-Play				0
SC - Adult 9 Hole 10-Play	9	6		15
SC - Junior 18 Hole 10 Play	1			1
SC - Junior 9 Hole 10-Play		13		13
SC - Senior 10-Play	14	5		19
SC - Senior 25-Play	15	13		28
SC - Senior 9 Hole 10-Play	18			18
SC - Golden 9 Hole 10-Play				0
SC - Gold 18 Hole 10-Play				0
SC - Golden 25-Play				0
SC - Golden+ 10-Play				0
SC - Golden+ 25-Play				0
Promo Rounds Redeemed	77	80		157
Tournaments				0
Special Twilight				0
UNR Golf Team		4		4
High School				0
Jr. Golf Comp				0

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Sierra Sage Golf Course

2021 Rounds of Play

	Jan	Feb	March	TOTAL
Misc. Comp	16	21		37
Birthday Comp	1			1
Employee Guest Winter	3	3		6
Employee Guest Summer				0
PGA Comp	1	1		2
Employee Comp	67	33		100
2-1 NNGA				0
2-1 West Coast Golf				0
Birdie Bug Ad				0
Sweet Deals				0
SPECIAL FEE SUBTOTAL:	345	279	0	624
TOTAL DAILY ROUNDS:	2,042	1,546	0	3,588
18-HOLE EQUIVALENT:	1,724	1,315	0	3,039

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	\$\$	Jan	Feb	March	TOTAL
Walk Up 18		1,091	827	0	1,918
Walk Up 9		609	443	0	1,052
Twilight 18		0	0	0	0
Smart Cards 18		30	18	0	48
Smart Cards 9		27	19	0	46
Annuals		123	100	0	223
Tournaments		0	0	0	0
Misc 18		161	135	0	296
Misc 9					0
TOTAL:		2,041	1,542	0	3,583

Junior	228	155	0	383
Adult	962	743	0	1,705
Senior	682	494	0	1,176
Golden	8	15	0	23
Tourn, Misc	161	135	0	296
TOTAL:	2,041	1,542	0	3,583

Median	1,410	1,474	1,746	35,038
Average	1,148	1,405	1,833	35,558

Monthly High's
Monthly Low's

18 Hole Equivalent 2021 (info only)	1,724	1,315	-	3,039
18 Hole Equivalent 2020 (info only)	1,327	2,577	1,722	3,904
18 Hole Equivalent 2019 (info only)	612	42	1,521	32,996
18 Hole Equivalent 2018 (info only)	1,590	1,419	841	33,364
18 Hole Equivalent 2017 (info only)	15	336	1,871	33,882
18 Hole Equivalent 2016 (info only)	385	1,887	1,769	33,848
18 Hole Equivalent 2015 (info only)	1,960	1,937	2,845	36,136
18 Hole Equivalent 2014 (info only)	1,716	1,474	2,591	35,590
18 Hole Equivalent 2013 (info only)	394	1,814	2,789	36,152
18 Hole Equivalent 2012 (info only)	1,495	1,526	1,568	33,935
18 Hole Equivalent 2011 (info only)	1,410	1,133	814	32,138
Inc/Dec 2021 vs. 2020	397	(1,262)	(1,722)	(865)
Inc/Dec %	30%	-49%	-100%	-22%

Round Reconciled				
Per POExpress	9,741	1,633		11,374
Annual Golden				-
Promo Green Fees	(7,687)	(80)		(7,767)
Senior Annual				-

Cal-Mazz
Sierra Sage Golf Course

2021 Rounds of Play

	\$\$	Jan	Feb	March	TOTAL
SC - Adult 10-Play		(3)			(3)
SC - Adult 25-Play					-
SC - Adult 9 Hole 10-Play			(3)		(3)
SC - Junior 18 Hole 10 Play					-
SC - Junior 9 Hole 10-Play					-
SC - Senior 10-Play		(2)	(2)		(4)
SC - Senior 25-Play		(5)			(5)
SC - Senior 9 Hole 10-Play		(1)	(1)		(2)
SC - Golden 9 Hole 10-Play		(1)	(1)		(2)
SC - Gold 18 Hole 10-Play					-
SC - Golden 25-Play					-
SC - Golden+ 10-Play					-
SC - Golden+ 25-Play					-
Comp Birthday Round					
9 hole board fee					-
Total Daily Rounds		2,042	1,546	-	3,588
		ties	ties	ties	ties

Feb '21

SPECIAL ROUNDS SUBTOTAL	1	14	0	0	0	0	0	0	0	0	0	0	0
TOTAL ALL ROUNDS	1722	1898	0	0	0	0	0	0	0	0	0	0	0
18 Hole Equivalent	1464	1526	0	0	0	0	0	0	0	0	0	0	0
CIP Rounds	1721	1884	0	0	0	0	0	0	0	0	0	0	0

Notes/Explanations: