





TOTAL ALL ROUNDS

1722	1898	2953	5192	6577	6405	6271	0	0	0	0	0	
------	------	------	------	------	------	------	---	---	---	---	---	--

July '21

18 Hole Equivalent

1464	1526	2476	4216	5337	5292	5235	0	0	0	0	0	
------	------	------	------	------	------	------	---	---	---	---	---	--

Notes/Explanations:



## 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	\$ 55,366	\$ 87,776	\$ 95,215	\$ 103,155	\$ 104,498						\$ 625,541
Tournament Revenue													-
Driving Range	5,488	4,555	11,975	15,522	15,080	15,660	14,204						82,484
Power Carts	26,026	15,474	35,899	56,108	63,287	67,865	70,242						334,901
Lessons	310	60	835	1,795	1,656	1,454	1,501						7,611
Other rental, repair	44	34	308	414	568	791	525						2,684
Pro Shop Merchandise	5,831	9,180	16,712	29,587	25,135	28,850	33,426						148,721
Food & Beverage	9,862	7,534	20,865	38,780	36,841	39,822	42,640						196,344
Gift Cards	250	267	4,865	11,787	5,798	13,256	12,019						48,242
Sales Tax	1,325	1,365	3,109	5,627	5,242	5,876	6,252						28,796
Other ~ Men's/Women's Club	7,290	5,160	15,425	17,973	7,066	15,712	15,486						84,112
Other ~ Annual Fee	25,585	2,480											28,065
Other ~ Junior League													-
Other ~ Pay on Account	350	100	930	2,156	2,641	2,239							8,416
Other ~ donations													-
Other ~ CC Tips	921	1,007	2,423	4,148	3,856	4,130	4,318						20,803
Other ~ Misc	1,090	997	2,879	2,422	2,801	4,262	1,681						16,132
<b>TOTAL REVENUE</b>	<b>\$ 239,899</b>	<b>\$ 72,217</b>	<b>\$ 171,591</b>	<b>\$ 274,095</b>	<b>\$ 265,186</b>	<b>\$ 303,072</b>	<b>\$ 306,792</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,632,852</b>

18 hole equivalent	1724	1315	3295	3579	5619	5880	5891	0	0	0	0	0	27,303
Average per 18 hole eq	\$ 52.97	\$ 54.92	\$ 52.08	\$ 76.58	\$ 47.19	\$ 51.54	\$ 52.08	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 54.36
Golf, Range, Cart per 18 eq	\$ 22.31	\$ 33.49	\$ 31.33	\$ 44.54	\$ 30.89	\$ 31.75	\$ 32.07	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 32.76

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	171,591	274,095	265,186	303,072	306,792						1,632,852
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	239,899	72,217	171,591	274,095	265,186	303,072	306,792	-	-	-	-	-	1,632,852

### 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	April	May	June	July	August	Sept	TOTAL
18 Green Fee					1,457	1,225	1,118			3,800
18 Junior					85	166	89			340
18 Senior				2	940	1,032	1,210			3,184
Winter 18	449	356	648							1,453
Winter Jr 18	27	14	46							87
Winter Sr 18	612	454	1,089							2,155
9 Hole Walk-Up				1,362	125	147	109			1,743
9 Hole Walk-Up Jr				50	54	42	23			169
9 Hole Walk-Up Sr				363	266	591	517			1,737
9 Hole Walk-Up Winter	384	296	890	1,192	10					2,772
9 Hole Walk-Up Jr Winter	22	16	47	58						143
9 Hole Walk-Up Sr Winter	200	128	347	1,592	3					2,270
Late Rate Adult				5	860	974	1,191			3,030
Late Rate Junior										0
Late Rate Senior										0
2nd 9 Adult				4	2	8	3			17
2nd 9 Junior										0
2nd 9 Senior				4	1	4				9
2nd 9 Winter Adult	2		1							3
2nd 9 Winter Sr	1	3	4							8
<b>DAILY FEE SUBTOTAL:</b>	<b>1,697</b>	<b>1,267</b>	<b>3,072</b>	<b>4,632</b>	<b>3,803</b>	<b>4,189</b>	<b>4,260</b>	<b>0</b>	<b>0</b>	<b>22,920</b>

Golden Annual	8	15	25	11	18	18	20			115
Adult Annual	115	82	228	226	238	224	212			1,325
Senior Annual		3	2	2	11	8	14			40
SC - Adult 10-Play				1	7	3	4			15
SC - Adult 25-Play										0
SC - Adult 9 Hole 10-Play	9	6		4	10	10	13			52
SC - Junior 18 Hole 10 Play	1									1
SC - Junior 9 Hole 10-Play		13			182					195
SC - Senior 10-Play	14	5	10	47	26	177	143			422
SC - Senior 25-Play	15	13	22	16	47	60	41			214
SC - Senior 9 Hole 10-Play	18		27	31	1	15	18			110
SC - Golden 9 Hole 10-Play			1	28	8	10	5			52
SC - Gold 18 Hole 10-Play			4		15	5	10			34
SC - Golden 25-Play										0
SC - Golden+ 10-Play										0
SC - Golden+ 25-Play										0
Promo Rounds Redeemed	77	80	269	382	1,075	1,015	1,019			3,917
Tournaments				32						32
Special Twilight										0
UNR Golf Team		4		1			2			7
High School			98	239	117		77			531
Jr. Golf Comp					40	135				175
Misc. Comp	16	21	66	44	57	73	64			341
Birthday Comp	1									1
Employee Guest Winter	3	3	12	35	2	5				60
Employee Guest Summer					65	56	45			166
PGA Comp	1	1	8	9	21	10	34			84
Employee Comp	67	33	107	183	194	211	199			994
2-1 NNGA										0
2-1 West Coast Golf					13	69	55			137
Birdie Bug Ad										0
Sweet Deals			2							2
<b>SPECIAL FEE SUBTOTAL:</b>	<b>345</b>	<b>279</b>	<b>881</b>	<b>1,291</b>	<b>2,147</b>	<b>2,104</b>	<b>1,975</b>	<b>0</b>	<b>0</b>	<b>9,022</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>2,042</b>	<b>1,546</b>	<b>3,953</b>	<b>5,923</b>	<b>5,950</b>	<b>6,293</b>	<b>6,235</b>	<b>0</b>	<b>0</b>	<b>31,942</b>
<b>18-HOLE EQUIVALENT:</b>	<b>1,724</b>	<b>1,315</b>	<b>3,295</b>	<b>3,579</b>	<b>5,619</b>	<b>5,880</b>	<b>5,891</b>	<b>0</b>	<b>0</b>	<b>27,303</b>

Walk Up 18	1,091	827	1,795	37	2,549	2,484	2,462	0	0	11,245
Walk Up 9	609	443	1,289	4,617	458	780	649	0	0	8,845



# Cal-Mazz Golf Management, LLC

Profit and Loss  
January - June, 2021

	TOTAL
Income	
40000 Revenue	316,295.04
40001 Merchandise Sales	5,693.16
40150 Power Cart Rental	16,219.00
40250 Green Fees	60,160.00
40450 Club & Pull Cart Rental	1,487.00
45000 Other Income	1,225.50
<b>Total 40000 Revenue</b>	<b>401,079.70</b>
46000 Food & Beverage	
46125 Food Sales ~ Taxable	238.60
46275 Beverage Sales	988.29
<b>Total 46000 Food &amp; Beverage</b>	<b>1,226.89</b>
<b>Total Income</b>	<b>\$402,306.59</b>
Cost of Goods Sold	
49500 COGS ~ Merchandise	
49510 Purchases	25,732.10
<b>Total 49500 COGS ~ Merchandise</b>	<b>25,732.10</b>
<b>Total Cost of Goods Sold</b>	<b>\$25,732.10</b>
<b>GROSS PROFIT</b>	<b>\$376,574.49</b>
Expenses	
50000 Maintenance Operations	
50010 Wages-Maintenance	71,378.19
50050 Payroll Taxes-Maintenance	7,767.22
50150 Chemical	7,768.86
50300 Sand	6,094.91
50400 Contract Services	2,694.00
50600 Equipment Fuel & Oil	2,209.90
50900 Water & Irrigation Costs	1,342.31
51000 Equip Parts- Repairs & Maint	25,287.51
51100 Golf Course Supplies & Sm Tools	889.57
<b>Total 50000 Maintenance Operations</b>	<b>125,432.47</b>
60000 Golf Shop & Club House	
60010 Wages - Golf Shop & Outside	46,818.58
60050 Payroll Taxes- Golf & Outside	5,216.74
60500 Golf Cart Repairs	544.96
60600 POS ProShop Fees	2,370.00
61400 Repairs & Maintenance	244.00
<b>Total 60000 Golf Shop &amp; Club House</b>	<b>55,194.28</b>

# Cal-Mazz Golf Management, LLC

Profit and Loss  
January - June, 2021

	TOTAL
80000 Admin Expenses	
62300 Merchant Processing Fees	6,215.42
80025 Admin - Wages	2,060.00
80050 Payroll Taxes - Administration	229.36
80300 Cleaning Supplies	176.86
81500 Advertising and Promotion	2,671.31
81800 Computer & Software	710.00
84000 Insurance Liability	1,566.25
84500 Office Supplies	323.17
86500 Payroll Processing Fees	1,140.76
<b>Total 80000 Admin Expenses</b>	<b>15,093.13</b>
81250 Repair & Maintenance - facility	450.00
<b>Total Expenses</b>	<b>\$196,169.88</b>
NET OPERATING INCOME	<b>\$180,404.61</b>
Other Expenses	
90000 Management Fee	18,000.00
<b>Total Other Expenses</b>	<b>\$18,000.00</b>
NET OTHER INCOME	<b>\$ -18,000.00</b>
NET INCOME	<b>\$162,404.61</b>