

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	\$ 98,956	\$ 104,939	\$ 63,801	\$ 51,989	\$ 136,901	\$ 1,082,127
Tournament Revenue													-
Driving Range	5,488	4,555	11,975	15,522	15,080	15,660	14,204	13,510	15,249	8,847	7,640	2,635	130,365
Power Carts	26,026	15,474	35,899	56,108	63,287	67,865	70,242	63,764	65,417	40,742	36,888	9,879	551,591
Lessons	310	60	835	1,795	1,656	1,454	1,501	485	728	397	261	15	9,497
Other rental, repair	44	34	308	414	568	791	525	570	689	174	275	63	4,455
Pro Shop Merchandise	5,831	9,180	16,712	29,587	25,135	28,850	33,426	28,142	18,584	14,594	13,170	4,820	228,031
Food & Beverage	9,862	7,534	20,865	38,780	36,841	39,822	42,640	41,314	42,283	27,897	23,804	6,541	338,183
Gift Cards	250	267	4,865	11,787	5,798	13,256	12,019	9,965	11,263	6,785	1,192	4,451	81,898
Sales Tax	1,325	1,365	3,109	5,627	5,242	5,876	6,252	5,831	5,230	3,320	3,122	995	47,294
Other ~ Men's/Women's Club	7,290	5,160	15,425	17,973	7,066	15,712	15,486	13,084	13,899	3,971			115,066
Other ~ Annual Fee	25,585	2,480									1,500		29,565
Other ~ Junior League													-
Other ~ Pay on Account	350	100	930	2,156	2,641	2,239		325	15,719	7,300	200	2,448	34,408
Other ~ donations													-
Other ~ CC Tips	921	1,007	2,423	4,148	3,856	4,130	4,318	4,564	3,577	2,532	2,338	572	34,386
Other ~ Misc	1,090	997	2,879	2,422	2,801	4,262	1,681	6,031	5,178	452	2,666	1,934	32,393
TOTAL REVENUE	\$ 239,899	\$ 72,217	\$ 171,591	\$ 274,095	\$ 265,186	\$ 303,072	\$ 306,792	\$ 286,541	\$ 302,755	\$ 180,812	\$ 145,045	\$ 171,254	\$ 2,719,259

18 hole equivalent	1724	1315	3295	3579	5619	5880	5891	5308	5762	3496	3084	847	45,800
Average per 18 hole eq	\$ 52.97	\$ 54.92	\$ 52.08	\$ 76.58	\$ 47.19	\$ 51.54	\$ 52.08	\$ 53.98	\$ 52.54	\$ 51.72	\$ 47.03	\$ 202.19	\$ 56.13
Golf, Range, Cart per 18 eq	\$ 22.31	\$ 33.49	\$ 31.33	\$ 44.54	\$ 30.89	\$ 31.75	\$ 32.07	\$ 33.20	\$ 32.21	\$ 32.43	\$ 31.30	\$ 176.40	\$ 35.27

Agreed upon improvement rounds @ \$31.50 average rate	3,317	3,141	3,331	2,025	1,650	4,346	17,812
Course Improvement fund \$2 per round	\$ 6,635	\$ 6,283	\$ 6,663	\$ 4,051	\$ 3,301	\$ 8,692	35,625
transfer date	9/12/2021	9/12/2021	10/2/2021	12/12/2021	12/12/2021	12/31/2021	

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 POExpress	239,899	72,217	171,591	274,095	265,186	303,072	306,792	286,541	302,755	180,812	145,045	171,254	2,719,259
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	239,899	72,217	171,591	274,095	265,186	303,072	306,792	286,541	302,755	180,812	145,045	171,254	2,719,259

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	Oct	Nov	Dec	TOTAL
18 Green Fee					1,457	1,225	1,118	1,146	1,026	624	10		6,606
18 Junior					85	166	89	71	145	31		2	589
18 Senior				2	940	1,032	1,210	981	1,501	870	3	2	6,541
Winter 18	449	356	648								666	204	2,323
Winter Jr 18	27	14	46								19	7	113
Winter Sr 18	612	454	1,089								1,009	315	3,479
9 Hole Walk-Up				1,362	125	147	109	140	136	81			2,100
9 Hole Walk-Up Jr				50	54	42	23	37	22	31			259
9 Hole Walk-Up Sr				363	266	591	517	511	222	97			2,567
9 Hole Walk-Up Winter	384	296	890	1,192	10					2	614	138	3,526
9 Hole Walk-Up Jr Winter	22	16	47	58							44	6	193
9 Hole Walk-Up Sr Winter	200	128	347	1,592	3					36	311	73	2,690
Late Rate Adult				5	860	974	1,191	1,130	1,138	731	18	1	6,048
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult				4	2	8	3	2	8	2	3		32
2nd 9 Junior													0
2nd 9 Senior				4	1	4		3		3	13		28
2nd 9 Winter Adult	2		1										3
2nd 9 Winter Sr	1	3	4										8
DAILY FEE SUBTOTAL:	1,697	1,267	3,072	4,632	3,803	4,189	4,260	4,021	4,198	2,508	2,710	748	37,105

Golden Annual	8	15	25	11	18	18	20	19	14	9	13	2	172
Adult Annual	115	82	228	226	238	224	212	217	207	140	151	40	2,080
Senior Annual		3	2	2	11	8	14	4	6	3	8	2	63
SC - Adult 10-Play				1	7	3	4	2	1	1			19
SC - Adult 25-Play										2			2
SC - Adult 9 Hole 10-Play	9	6		4	10	10	13	9	6		7		74
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	161	167	85	47	7	889
SC - Senior 25-Play	15	13	22	16	47	60	41	49	75	51	24	15	428
SC - Senior 9 Hole 10-Play	18		27	31	1	15	18	32	28	20	13	4	207
SC - Golden 9 Hole 10-Play			1	28	8	10	5	2			11	6	71
SC - Gold 18 Hole 10-Play			4		15	5	10	4	10	23			71
SC - Golden 25-Play											1		1
SC - Golden+ 10-Play													0
SC - Golden+ 25-Play													0
Promo Rounds Redeemed	77	80	269	382	1,075	1,015	1,019	790	826	519	440	91	6,583
Tournaments				32					64				96
Special Twilight													0
UNR Golf Team		4		1			2		3				10
High School			98	239	117		77	35	45	96			707
Jr. Golf Comp					40	135		44	28				247
Misc. Comp	16	21	66	44	57	73	64	37	41	38	28	13	498
Birthday Comp	1												1
Employee Guest Winter	3	3	12	35	2	5					23	2	85
Employee Guest Summer					65	56	45	30	62	35	7	1	301
PGA Comp	1	1	8	9	21	10	34	13	9	6	14	1	127
Employee Comp	67	33	107	183	194	211	199	166	179	96	95	28	1,558
2-1 NNGA													0
2-1 West Coast Golf					13	69	55	41	1				179
Birdie Bug Ad													0
Sweet Deals			2						3				5
SPECIAL FEE SUBTOTAL:	345	279	881	1,291	2,147	2,104	1,975	1,655	1,775	1,124	882	212	14,670

TOTAL DAILY ROUNDS:	2,042	1,546	3,953	5,923	5,950	6,293	6,235	5,676	5,973	3,632	3,592	960	51,775
18-HOLE EQUIVALENT:	1,724	1,315	3,295	3,579	5,619	5,880	5,891	5,308	5,762	3,496	3,084	847	45,800

Walk Up 18	1,091	827	1,795	37	2,549	2,484	2,462	2,228	2,734	1,560	1,737	533	20,037
Walk Up 9	609	443	1,289	4,617	458	780	649	688	380	247	969	217	11,346
Twilight 18	0	0	0	5	860	974	1,191	1,130	1,138	731	18	1	6,048
Smart Cards 18	30	18	36	64	95	245	198	216	253	162	72	22	1,411
Smart Cards 9	27	19	28	63	201	35	36	43	34	20	31	10	547
Annuals	123	100	255	239	267	250	246	240	227	152	172	44	2,315
Tournaments	0	0	0	32	0	0	0	0	64	0	0	0	96
Misc 18	161	135	550	857	1,477	1,378	1,448	1,082	1,104	755	577	133	9,657
Misc 9													0
TOTAL:	2,041	1,542	3,953	5,914	5,907	6,146	6,230	5,627	5,934	3,627	3,576	960	51,457

Bell-Men Golf Revenue Summary Report 2021

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2021 Total
Green Fees	\$ 29,470.00	\$ 29,735.00	\$ 55,525.00	\$ 105,656.00	\$ 125,740.00	\$ 123,618.00	\$ 121,754.00	\$ 103,076.00	\$ 93,217.00	\$ 64,087.00	\$ 45,425.00	\$ 13,920.00	\$ 911,223.00
Tournament Revenue	\$ -	\$ -	\$ -	\$ 4,300.00		\$ 4,900.00	\$ 70.00	\$ -	\$ 7,630.00	\$ -	\$ -	\$ -	\$ 16,900.00
Driving Range	\$ 8,226.00	\$ 9,855.00	\$ 16,265.00	\$ 28,942.00	\$ 29,558.00	\$ 30,059.98	\$ 27,652.49	\$ 25,285.99	\$ 20,753.00	\$ 11,449.00	\$ 10,503.00	\$ 4,061.00	\$ 222,610.46
Power Carts	\$ 20,066.17	\$ 24,938.00	\$ 27,978.05	\$ 49,167.30	\$ 58,945.63	\$ 59,844.41	\$ 54,111.00	\$ 46,642.36	\$ 47,896.93	\$ 30,925.01	\$ 21,967.20	\$ 7,071.02	\$ 449,553.08
Service, Lesson, Rental & Repair	\$ 3,626.46	\$ 2,871.00	\$ 5,034.00	\$ 10,466.25	\$ 7,961.00	\$ 14,536.50	\$ 8,998.50	\$ 4,156.75	\$ 8,680.00	\$ 6,618.00	\$ 1,843.00	\$ 4,087.50	\$ 78,878.96
Pro Shop Merchandise	\$ 7,466.40	\$ 11,934.62	\$ 18,499.93	\$ 31,541.29	\$ 33,618.05	\$ 38,794.04	\$ 28,873.16	\$ 33,657.90	\$ 25,088.53	\$ 16,736.88	\$ 15,827.37	\$ 13,388.15	\$ 275,426.32
Food & Beverage	\$ 9,896.18	\$ 14,571.38	\$ 24,643.48	\$ 38,439.75	\$ 44,574.51	\$ 50,909.81	\$ 45,618.21	\$ 36,518.95	\$ 39,979.23	\$ 25,348.14	\$ 20,460.33	\$ 14,488.40	\$ 365,448.37
Gift Cards	\$ 1,455.00	\$ 1,380.00	\$ 1,866.00	\$ 3,548.67	\$ 1,294.06	\$ 6,459.39	\$ 1,455.00	\$ 3,570.00	\$ 7,565.00	\$ 1,330.00	\$ 4,763.69	\$ 9,655.00	\$ 44,341.81
Sales Tax	\$ 1,296.06	\$ 1,999.80	\$ 3,153.14	\$ 5,005.23	\$ 5,698.62	\$ 6,173.65	\$ 5,360.63	\$ 5,103.95	\$ 4,673.84	\$ 3,030.23	\$ 2,508.74	\$ 1,996.44	\$ 46,000.33
Men's/Women's Club	\$ 380.00	\$ 340.00	\$ 465.00	\$ 16,558.50	\$ 13,735.00	\$ 13,652.94	\$ 13,094.36	\$ 13,362.41	\$ 11,039.41	\$ 6,295.86	\$ 3,390.00	\$ 135.72	\$ 92,449.20
Annual Passes/Fees	\$ 19,600.00	\$ 56,106.00	\$ 13,931.00	\$ 12,885.00	\$ 3,000.00	\$ -	\$ -	\$ -	\$ 1,600.00	\$ 10,900.00	\$ 5,300.00	\$ 2,200.00	\$ 125,522.00
Other-Tips	\$ 1,346.31	\$ 1,828.30	\$ 3,289.21	\$ 4,824.59	\$ 5,528.38	\$ 5,008.85	\$ 5,422.17	\$ 4,165.80	\$ 4,188.13	\$ 2,770.85	\$ 1,864.00	\$ 1,456.56	\$ 41,693.15
Smart Card Tender (non-revenue)	\$ 1,026.50	\$ 1,347.50	\$ 1,916.73	\$ 10,967.28	\$ 9,365.36	\$ 7,476.75	\$ 10,057.85	\$ 6,931.43	\$ 8,018.10	\$ 5,289.28	\$ 1,715.00	\$ 389.00	\$ 64,500.78
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL REVENUE	\$ 103,855.08	\$ 156,906.60	\$ 172,566.54	\$ 322,301.86	\$ 339,018.61	\$ 361,434.32	\$ 322,467.37	\$ 282,471.54	\$ 280,329.17	\$ 184,780.25	\$ 135,567.33	\$ 72,848.79	\$ 2,734,547.46
PMT Due to County	\$ 6,869.80	\$ 12,017.74	\$ 9,723.84	\$ -	\$ -	\$ -	\$ 21,388.62	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 50,000.00
CIP Total Fund	\$ 3,442.00	\$ 3,768.00	\$ 5,902.00	\$ -	\$ 11,888.00	\$ -	\$ 25,000.00	\$ -	\$ -	\$ 25,000.00	\$ -	\$ -	\$ 75,000.00

Notes/Explanations:

Equipment Lease Expense (Per Month)	\$ 313.17	\$ 313.17	\$ 313.17	\$ 2,818.53									\$ 3,758.04
TOTAL DUE TO COUNTY	\$ 7,182.97	\$ 12,330.91	\$ 10,037.01	\$ 2,818.53	\$ -	\$ -	\$ 21,388.62	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 75,000.00

\$ 69,006.79

Bell-Men Golf Revenue Summary Report 2021

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2021 Total
DAILY FEE ROUNDS													
18 Green Fee	0	0	0	460	759	734	805	663	416	330	0	0	4167
18 Senior	0	0	0	422	485	688	504	404	428	496	0	0	3427
18 Winter Green Fee	148	149	282	0	0	0	0	0	0	0	386	116	1081
18 Winter Junior	33	36	69	0	0	0	0	0	0	0	46	6	190
18 Winter Senior	272	180	345	0	0	0	0	0	0	0	499	153	1449
18 Winter Twilight	303	306	707	0	0	0	0	0	0	0	434	98	1848
9 Winter Green Fee	510	738	924	0	0	0	0	0	0	0	832	247	3251
9 Green Fee	0	0	0	83	147	125	113	94	71	64	0	0	697
9 Senior	0	0	0	0	0	2	0	0	0	0	0	0	2
Twilight 9 hole	2	0	15	1856	2278	2051	1923	1620	1245	787	5	2	11784
Late/Twilight - Adult	0	0	0	612	726	741	778	808	811	457	0	0	4933
Late/Twilight - Jr-Exec.	0	0	5	55	60	83	90	62	58	46	1	0	460
Late/Twilight - Sr.	0	0	0	339	422	348	494	340	399	287	0	2	2631
YOC	43	73	76	80	70	48	92	45	45	49	44	19	684
Groupon	0	3	23	107	255	243	168	174	158	40	10	2	1183
Tournaments	0	0	0	86	0	140	2	0	218	0	0	0	446
Disc Golf	171	150	128	74	73	49	115	62	77	59	55	47	1060
DAILY ROUNDS SUBTOTAL	1482	1635	2574	4174	5275	5252	5084	4272	3926	2615	2312	692	39293
ANNUAL/PASSES													
Senior/Golden Annual-18 hole	1	0	2	0	0	6	11	15	10	2	8	1	56
Adult Annual-18 hole	175	195	304	537	856	848	760	897	718	523	722	213	6748
Jr. Annual-18 hole	0	0	0	0	0	0	0	4	0	1	2	1	8
Senior/Golden Annual-9 hole	2	6	9	10	27	27	20	26	16	12	22	5	182
Smart Card-9 Holes	2	1	6	4	28	22	16	19	12	6	7	1	124
Smart Card-18 Holes	31	23	56	412	333	237	357	245	291	192	54	11	2242
Winter Annual	28	24	0	0	0	0	0	0	0	0	53	27	132
ANNUAL/PASSES SUBTOTAL	239	249	377	963	1244	1140	1164	1206	1047	736	868	259	9492
SPECIAL ROUNDS (NON-REVENUE)													
Complimentary rounds-Pro/PGA	1	3	0	12	9	5	12	17	8	6	1	1	75
Complimentary rounds-Promotion	0	0	1	2	1	5	2	16	0	5	3	0	35
High School Team	0	10	1	40	38	0	0	25	43	3	0	0	160
UNR Team	0	0	0	0	0	0	0	0	0	0	0	0	0
Marshall/Employee	0	1	0	1	10	3	9	3	4	7	2	0	40
SPECIAL ROUNDS SUBTOTAL	1	14	2	55	58	13	23	61	55	21	6	1	310
TOTAL ALL ROUNDS	1722	1898	2953	5192	6577	6405	6271	5539	5028	3372	3186	952	49095
18 Hole Equivalent	1464	1526	2476	4216	5337	5292	5235	4660	4356	2938	2753	825	41075

Notes/Explanations: