

Cal-Mazz Golf Management Revenue Summary Report 2023
Sierra Sage Golf Course

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2023
Green Fees		\$ 835	\$ 16,859										\$ 17,694
Tournament Revenue													-
Driving Range	400	1,745	5,129										7,274
Power Carts	4,400	3,500	10,768										18,668
Lessons			50										50
Other rental, repair			30										30
Pro Shop Merchandise	411	1,038	7,993										9,442
Food & Beverage	367	479	10,190										11,036
Gift Cards		258	590										848
Sales Tax	65	125	1,448										1,638
Other ~ Men's/Women's Club	1,240	3,120	13,345										17,705
Other ~ Annual Fee	12,150	12,752	3,200										28,102
Other ~ Junior League													-
Other ~ Pay on Account		125	800										925
Other ~ donations													-
Other ~ CC Tips		45	1,221										1,266
Other ~ Misc		34	373										407
TOTAL REVENUE	\$ 19,033	\$ 24,056	\$ 71,996	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 115,085

18 hole equivalent	0	0	874	0	0	0	0	0	0	0	0	0	874
Average per 18 hole eq	\$ -	\$ -	\$ 82.38	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ (38.32)
Golf, Range, Cart per 18 eq	\$ -	\$ -	\$ 37.48	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ (120.07)

Agreed upon improvement rounds @ \$31.50 average rate	-	27	535	-	-	-	-	-	-	-	-	-	562
Course Improvement fund \$2 per round transfer date	\$ -	\$ 53	\$ 1,070	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	1,123

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 2023
Per POSExpress	19,033	24,056	71,996										115,085
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	19,033	24,056	71,996	-	-	-	-	-	-	-	-	-	115,085

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

2023 Rounds of Play

	\$\$	Jan	Feb	March	April	TOTAL
18 Green Fee						0
18 Junior						0
18 Senior						0
Winter 18				186		186
Winter Jr 18				46		46
Winter Sr 18				200		200
9 Hole Walk-Up						0
9 Hole Walk-Up Jr						0
9 Hole Walk-Up Sr						0
9 Hole Walk-Up Winter				295		295
9 Hole Walk-Up Jr Winter				14		14
9 Hole Walk-Up Sr Winter				95		95
Late Rate Adult				8		8
Late Rate Junior						0
Late Rate Senior						0
2nd 9 Adult						0
2nd 9 Junior						0
2nd 9 Senior						0
2nd 9 Winter Adult				1		1
2nd 9 Winter Sr						0
DAILY FEE SUBTOTAL:		0	0	845	0	845

Golden Annual						0
Adult Annual				72		72
Senior Annual				1		1
SC - Adult 10-Play						0
SC - Adult 25-Play						0
SC - Adult 9 Hole 10-Play						0
SC - Junior 18 Hole 10 Play						0
SC - Junior 9 Hole 10-Play						0
SC - Senior 10-Play				3		3
SC - Senior 25-Play				4		4
SC - Senior 9 Hole 10-Play				7		7
SC - Golden 9 Hole 10-Play						0
SC - Gold 18 Hole 10-Play						0
SC - Golden 25-Play				1		1
SC - Golden+ 10-Play						0
SC - Golden+ 25-Play						0
Promo Rounds Redeemed				89		89
Tournaments						0
Special Twilight						0
UNR Golf Team				2		2
High School				10		10
Jr. Golf Comp						0
Misc. Comp				11		11
Birthday Comp						0
Employee Guest Winter						0
Employee Guest Summer				4		4
PGA Comp				4		4
Employee Comp				27		27
2-1 NNGA						0
2-1 West Coast Golf						0
Birdie Bug Ad						0
Sweet Deals						0
SPECIAL FEE SUBTOTAL:		0	0	235	0	235

TOTAL DAILY ROUNDS:		0	0	1,080	0	1,080
18-HOLE EQUIVALENT:		0	0	874	0	874

Walk Up 18		0	0	436	0	436
Walk Up 9		0	0	405	0	405
Twilight 18		0	0	8	0	8
Smart Cards 18		0	0	8	0	8
Smart Cards 9		0	0	7	0	7

Cal-Mazz
Sierra Sage Golf Course

2023 Rounds of Play

	\$\$	Jan	Feb	March	April	TOTAL
Annuals		0	0	73	0	73
Tournaments		0	0	0	0	0
Misc 18		0	0	141	0	141
Misc 9						0
TOTAL:		0	0	1,078	0	1,078

Junior		0	0	141	0	141
Adult		0	0	566	0	566
Senior		0	0	229	0	229
Golden		0	0	1	0	1
Tourn, Misc		0	0	141	0	141
TOTAL:		0	0	1,078	0	1,078

Median	1,410	1,474	1,769	3,045	35,188
Average	1,130	1,342	2,010	2,662	34,476
last 4 years average	1,277	1,469	2,381	1,917	35,037

Monthly High's
Monthly Low's

18 Hole Equivalent 2023 (info only)	-	-	874	-	874
18 Hole Equivalent 2022 (info only)	2,057	1,984	3,634	3,550	7,675
18 Hole Equivalent 2021 (info only)	1,724	1,315	3,295	3,579	45,800
18 Hole Equivalent 2020 (info only)	1,327	2,577	1,722	539	45,311
18 Hole Equivalent 2019 (info only)	612	42	1,521	3,252	32,996
18 Hole Equivalent 2018 (info only)	1,590	1,419	841	2,933	33,364
18 Hole Equivalent 2017 (info only)	15	336	1,871	3,045	33,882
18 Hole Equivalent 2016 (info only)	385	1,887	1,769	3,394	33,848
18 Hole Equivalent 2015 (info only)	1,960	1,937	2,845	3,156	36,136
18 Hole Equivalent 2014 (info only)	1,716	1,474	2,591	2,872	35,590
18 Hole Equivalent 2013 (info only)	394	1,814	2,789	3,268	36,152
18 Hole Equivalent 2012 (info only)	1,495	1,526	1,568	2,698	33,935
18 Hole Equivalent 2011 (info only)	1,410	1,133	814	2,314	32,138
Inc/Dec 2023 vs. 2022	(2,057)	(1,984)	(2,760)	(3,550)	(6,801)
Inc/Dec %	-100%	-100%	-76%	-100%	-89%

Round Reconciled					
Per POExpress		4	1,100		1,104
Annual Golden					-
Promo Green Fees			(20)		(20)
Senior Annual					-
SC - Adult 10-Play					-
SC - Adult 25-Play					-
SC - Adult 9 Hole 10-Play					-
SC - Junior 18 Hole 10 Play					-
SC - Junior 9 Hole 10-Play					-
SC - Senior 10-Play		(1)			(1)
SC - Senior 25-Play		(1)			(1)
SC - Senior 9 Hole 10-Play					-
SC - Golden 9 Hole 10-Play					-
SC - Gold 18 Hole 10-Play					-
SC - Golden 25-Play					-
SC - Golden+ 10-Play					-
SC - Golden+ 25-Play					-
Comp Birthday Round					
Youth on Course		(2)			(2)
9 hole board fee					-
Total Daily Rounds		-	-	1,080	-
		ties	ties	ties	ties

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Sierra Sage Golf Course

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2023
Green Fees		\$ 835	\$ 16,859	\$ 95,510									\$ 113,204
Tournament Revenue													-
Driving Range	400	1,745	5,129	22,965									30,239
Power Carts	4,400	3,500	10,768	53,425									72,093
Lessons			50	785									835
Other rental, repair			30	525									555
Pro Shop Merchandise	411	1,038	7,993	20,115									29,557
Food & Beverage	367	479	10,190	49,622									60,658
Gift Cards		258	590	6,872									7,720
Sales Tax	65	125	1,448	5,633									7,271
Other ~ Men's/Women's Club	1,240	3,120	13,345	20,463									38,168
Other ~ Annual Fee	12,150	12,752	3,200										28,102
Other ~ Junior League													-
Other ~ Pay on Account		125	800	2,219									3,144
Other ~ donations													-
Other ~ CC Tips		45	1,221	5,628									6,894
Other ~ Misc		34	373	7,314									7,721
TOTAL REVENUE	\$ 19,033	\$ 24,056	\$ 71,996	\$ 291,076	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 406,161

18 hole equivalent	0	0	874	4636	0	0	0	0	0	0	0	0	5,510
Average per 18 hole eq	\$ -	\$ -	\$ 82.38	\$ 62.79	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 46.75
Golf, Range, Cart per 18 eq	\$ -	\$ -	\$ 37.48	\$ 37.08	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 12.15

Agreed upon improvement rounds @ \$31.50 average rate	-	27	535	3,032	-	-	-	-	-	-	-	-	3,594
Course Improvement fund \$2 per round	\$ -	\$ 53	\$ 1,070	\$ 6,064	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	7,187
transfer date		4/25/2023	4/25/2023	5/9/2023									

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 2023
Per POSExpress	19,033	24,056	71,996	291,076									406,161
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	19,033	24,056	71,996	291,076	-	-	-	-	-	-	-	-	406,161

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.

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2023 Rounds of Play

\$\$	Jan	Feb	March	April	May	TOTAL
18 Green Fee						0
18 Junior						0
18 Senior						0
Winter 18			186	1,154		1,340
Winter Jr 18			46	81		127
Winter Sr 18			200	1,136		1,336
9 Hole Walk-Up						0
9 Hole Walk-Up Jr						0
9 Hole Walk-Up Sr						0
9 Hole Walk-Up Winter			295	1,220		1,515
9 Hole Walk-Up Jr Winter			14	137		151
9 Hole Walk-Up Sr Winter			95	370		465
Late Rate Adult			8	230		238
Late Rate Junior						0
Late Rate Senior						0
2nd 9 Adult						0
2nd 9 Junior						0
2nd 9 Senior						0
2nd 9 Winter Adult			1	3		4
2nd 9 Winter Sr				7		7
DAILY FEE SUBTOTAL:	0	0	845	4,338	0	5,183

Golden Annual				5		5
Adult Annual			72	155		227
Senior Annual			1	40		41
SC - Adult 10-Play				8		8
SC - Adult 25-Play						0
SC - Adult 9 Hole 10-Play						0
SC - Junior 18 Hole 10 Play						0
SC - Junior 9 Hole 10-Play						0
SC - Senior 10-Play			3	43		46
SC - Senior 25-Play			4	23		27
SC - Senior 9 Hole 10-Play			7	25		32
SC - Golden 9 Hole 10-Play						0
SC - Gold 18 Hole 10-Play						0
SC - Golden 25-Play			1	3		4
SC - Golden+ 10-Play						0
SC - Golden+ 25-Play						0
Promo Rounds Redeemed			89	478		567
Tournaments						0
Special Twilight						0
UNR Golf Team			2	1		3
High School			10	75		85
Jr. Golf Comp						0
Misc. Comp			11	67		78
Birthday Comp						0
Employee Guest Winter				9		9
Employee Guest Summer			4	26		30
PGA Comp			4	31		35
Employee Comp			27	190		217
2-1 NNGA						0
2-1 West Coast Golf						0
Birdie Bug Ad						0
Sweet Deals						0
SPECIAL FEE SUBTOTAL:	0	0	235	1,179	0	1,414

TOTAL DAILY ROUNDS:	0	0	1,080	5,517	0	6,597
18-HOLE EQUIVALENT:	0	0	874	4,636	0	5,510

Walk Up 18	0	0	436	2,406	0	2,842
Walk Up 9	0	0	405	1,737	0	2,142
Twilight 18	0	0	8	230	0	238
Smart Cards 18	0	0	8	77	0	85
Smart Cards 9	0	0	7	25	0	32

Cal-Mazz
Sierra Sage Golf Course

2023 Rounds of Play

\$\$	Jan	Feb	March	April	May	TOTAL
Annuals	0	0	73	200	0	273
Tournaments	0	0	0	0	0	0
Misc 18	0	0	141	841	0	982
Misc 9						0
TOTAL:	0	0	1,078	5,516	0	6,594

Junior	0	0	141	451	0	592
Adult	0	0	566	2,805	0	3,371
Senior	0	0	229	1,411	0	1,640
Golden	0	0	1	8	0	9
Tourn, Misc	0	0	141	841	0	982
TOTAL:	0	0	1,078	5,516	0	6,594

Median	1,410	1,474	1,769	3,156	4,034	35,299
Average	1,130	1,342	2,010	3,018	3,928	34,833
last 4 years average	1,277	1,469	2,381	3,076	4,229	36,196

Monthly High's
Monthly Low's

18 Hole Equivalent 2023 (info only)	-	-	874	4,636	-	5,510
18 Hole Equivalent 2022 (info only)	2,057	1,984	3,634	3,550	5,065	11,225
18 Hole Equivalent 2021 (info only)	1,724	1,315	3,295	3,579	5,619	45,800
18 Hole Equivalent 2020 (info only)	1,327	2,577	1,722	539	6,231	45,311
18 Hole Equivalent 2019 (info only)	612	42	1,521	3,252	3,552	32,996
18 Hole Equivalent 2018 (info only)	1,590	1,419	841	2,933	4,034	33,364
18 Hole Equivalent 2017 (info only)	15	336	1,871	3,045	4,032	33,882
18 Hole Equivalent 2016 (info only)	385	1,887	1,769	3,394	4,101	33,848
18 Hole Equivalent 2015 (info only)	1,960	1,937	2,845	3,156	3,633	36,136
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18 Hole Equivalent 2011 (info only)	1,410	1,133	814	2,314	2,958	32,138
Inc/Dec 2023 vs. 2022	(2,057)	(1,984)	(2,760)	1,086	(5,065)	(5,715)
Inc/Dec %	-100%	-100%	-76%	31%	-100%	-51%

Round Reconciled						
Per POExpress		4	1,100	5,577		6,681
Annual Golden						-
Promo Green Fees			(20)	(30)		(50)
Senior Annual						-
SC - Adult 10-Play				(4)		(4)
SC - Adult 25-Play						-
SC - Adult 9 Hole 10-Play						-
SC - Junior 18 Hole 10 Play						-
SC - Junior 9 Hole 10-Play						-
SC - Senior 10-Play		(1)		(17)		(18)
SC - Senior 25-Play		(1)		(6)		(7)
SC - Senior 9 Hole 10-Play				(3)		(3)
SC - Golden 9 Hole 10-Play						-
SC - Gold 18 Hole 10-Play						-
SC - Golden 25-Play						-
SC - Golden+ 10-Play						-
SC - Golden+ 25-Play						-
Comp Birthday Round						-
Youth on Course		(2)				(2)
9 hole board fee						-
Total Daily Rounds		-	-	1,080	5,517	-
		ties	ties	ties	ties	ties