



### Bell-Men Golf Revenue Summary Report 2023

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2023 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	3	0	750	893	854	1095	805	659	595	0	0	5654
18 Senior	0	0	0	383	446	661	673	544	466	332	0	0	3505
18 Winter Green Fee	0	67	249	0	0	0	0	0	0	0	339	217	872
18 Winter Junior	0	15	35	0	0	0	0	0	0	0	39	21	110
18 Winter Senior	0	58	81	0	0	0	0	0	0	0	342	250	731
18 Winter Twilight	0	199	458	0	0	0	0	0	0	0	936	694	2287
9 Winter Green Fee	15	336	312	2	0	0	0	0	0	0	298	309	1272
9 Green Fee	0	4	0	1868	2341	1925	2206	2358	695	788	107	0	12292
9 Senior	0	0	0	0	0	0	0	0	0	0	0	0	0
Twilight 9 hole	0	0	0	0	0	0	0	0	15	0	0	0	15
Late/Twilight - Adult	0	0	0	679	888	968	742	904	876	733	1	0	5791
Late/Twilight - Jr-Exec.	0	0	0	82	67	91	134	74	51	68	0	0	567
Late/Twilight - Sr.	0	5	0	659	700	697	712	778	773	552	0	0	4876
YOC	1	14	55	108	77	152	174	175	91	107	51	44	1049
Groupon	0	4	0	32	72	109	146	138	81	23	0	2	607
Tournaments	0	0	0	0	97	112	128	0	149	160	0	0	646
Disc Golf	69	94	64	64	81	75	56	78	70	104	60	92	907
<b>DAILY ROUNDS SUBTOTAL</b>	<b>85</b>	<b>799</b>	<b>1254</b>	<b>4627</b>	<b>5662</b>	<b>5644</b>	<b>6066</b>	<b>5854</b>	<b>3926</b>	<b>3462</b>	<b>2173</b>	<b>1629</b>	<b>41181</b>
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	0	10	9	21	7	1	1	2	0	1	0	1	53
Adult Annual-18 hole	1	187	293	944	892	861	1055	1012	793	742	767	635	8182
Jr. Annual-18 hole	0	3	0	4	0	7	7	0	3	0	0	0	24
Senior/Golden Annual-9 hole	1	4	6	16	18	20	21	23	23	7	5	4	148
Smart Card-9 Holes	0	0	0	2	10	13	8	13	6	4	5	0	61
Smart Card-18 Holes	0	20	4	314	346	329	375	432	250	234	58	25	2387
Winter Annual	0	7	0	0	0	0	0	0	0	0	30	37	74
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>2</b>	<b>231</b>	<b>312</b>	<b>1301</b>	<b>1273</b>	<b>1231</b>	<b>1467</b>	<b>1482</b>	<b>1075</b>	<b>988</b>	<b>865</b>	<b>702</b>	<b>10929</b>
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	0	8	0	7	7	9	5	7	8	3	1	2	57
Complimentary rounds-Promotion	0	4	0	7	4	5	18	11	16	4	1	6	76
High School Team	0	0	28	32	1	0	0	8	69	0	0	0	138
UNR Team	0	0	0	0	0	0	0	0	0	0	0	0	0
Marshall/Employee	0	1	1	15	22	14	8	20	23	7	3	0	114
<b>SPECIAL ROUNDS SUBTOTAL</b>	<b>0</b>	<b>13</b>	<b>29</b>	<b>61</b>	<b>34</b>	<b>28</b>	<b>31</b>	<b>46</b>	<b>116</b>	<b>14</b>	<b>5</b>	<b>8</b>	<b>385</b>
<b>TOTAL ALL ROUNDS</b>	<b>87</b>	<b>1043</b>	<b>1595</b>	<b>5989</b>	<b>6969</b>	<b>6903</b>	<b>7564</b>	<b>7382</b>	<b>5117</b>	<b>4464</b>	<b>3043</b>	<b>2339</b>	<b>52495</b>
18 Hole Equivalent	79	871	1436	5045	5785	5924	6447	6185	4748	4065	2836	2183	45601

Notes/Explanations:

**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	\$ 95,510	\$ 115,740	\$ 138,580	\$ 134,249	\$ 135,484	\$ 119,797	\$ 89,827	\$ 191,001	\$ 44,012	\$ 1,081,894
Tournament Revenue									1,400				1,400
Driving Range	400	1,745	5,129	22,965	22,118	23,408	23,020	21,193	18,312	12,699	7,637	6,201	164,827
Power Carts	4,400	3,500	10,768	53,425	70,317	82,534	81,576	81,338	71,906	53,169	31,620	23,151	567,704
Lessons			50	785	668	1,269	1,695	1,120	590	430	95		6,702
Other rental, repair			30	525	920	862	615	513	767	475	305	165	5,177
Pro Shop Merchandise	411	1,038	7,993	20,115	22,374	26,565	23,854	26,703	18,425	15,689	9,083	6,150	178,400
Food & Beverage	367	479	10,190	49,622	54,100	61,345	55,946	52,730	51,288	37,498	23,325	16,345	413,235
Gift Cards		258	590	6,872	9,955	11,018	5,876	13,422	9,380	5,395	1,365		67,634
Sales Tax	65	125	1,448	5,633	6,172	7,113	6,510	6,427	5,755	4,317	2,865	1,837	48,267
Other ~ Men's/Women's Club	1,240	3,120	13,345	20,463	11,953	13,096	14,471	9,859	13,207	2,627			103,381
Other ~ Annual Fee	12,150	12,752	3,200								2,000		30,102
Other ~ Junior League								400					400
Other ~ Pay on Account		125	800	2,219		80	6,842	3,615	500	9,389			23,570
Other ~ donations													-
Other ~ CC Tips		45	1,221	5,628	5,382	6,281	5,737	6,113	4,791	3,385	2,263	1,751	42,597
Other ~ Misc		34	373	7,314	647	1,226	1,196	1,519	2,786	1,225	2,874	412	19,606
<b>TOTAL REVENUE</b>	<b>\$ 19,033</b>	<b>\$ 24,056</b>	<b>\$ 71,996</b>	<b>\$ 291,076</b>	<b>\$ 320,346</b>	<b>\$ 373,377</b>	<b>\$ 361,587</b>	<b>\$ 360,436</b>	<b>\$ 318,904</b>	<b>\$ 236,125</b>	<b>\$ 274,433</b>	<b>\$ 103,527</b>	<b>\$ 2,754,896</b>

18 hole equivalent	0	0	874	4636	6473	6866	6837	6720	5826	4410	2776	2099	47,517
Average per 18 hole eq	\$ -	\$ -	\$ 82.38	\$ 62.79	\$ 49.49	\$ 54.38	\$ 52.89	\$ 53.64	\$ 54.74	\$ 53.54	\$ 98.86	\$ 49.32	\$ 57.98
Golf, Range, Cart per 18 eq	\$ -	\$ -	\$ 37.48	\$ 37.08	\$ 32.16	\$ 35.61	\$ 34.93	\$ 35.42	\$ 36.29	\$ 35.30	\$ 82.95	\$ 34.95	\$ 38.18

Agreed upon improvement rounds @ \$31.50 average r	-	27	535	3,032	3,674	4,399	4,262	4,301	3,803	2,852	6,064	1,397	34,346
Course Improvement fund \$2 per round	\$ -	\$ 53	\$ 1,070	\$ 6,064	\$ 7,349	\$ 8,799	\$ 8,524	\$ 8,602	\$ 7,606	\$ 5,703	\$ 12,127	\$ 2,794	68,691
transfer date		4/25/2023	4/25/2023	5/9/2023	6/24/2023	7/11/2023	9/16/2023	9/16/2023	10/5/2023	11/2/2023	12/7/2023	12/31/2023	
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	320,346	373,377	361,587	360,436	318,904	236,125	274,433	103,527	2,754,896
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	19,033	24,056	71,996	291,076	320,346	373,377	361,587	360,436	318,904	236,125	274,433	103,527	2,754,896

**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

2023 Rounds of Play

Sierra Sage Golf Course

Sierra Sage Golf Course	Winter Rates				Summer Rates						Winter Rates		TOTAL
	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	
18 Green Fee					1,207	1,592	1,368	1,298	1,062	1,030			7,557
18 Junior					146	184	147	117	80	90			764
18 Senior					1,037	1,085	1,201	1,152	1,450	1,029			6,954
Winter 18			186	1,154							636	484	2,460
Winter Jr 18			46	81							44	44	215
Winter Sr 18			200	1,136							840	773	2,949
9 Hole Walk-Up					227	222	188	193	120	107			1,057
9 Hole Walk-Up Jr					22	23	77	92	21	42			277
9 Hole Walk-Up Sr					159	230	189	233	153	135			1,099
9 Hole Walk-Up Winter			295	1,220							635	330	2,480
9 Hole Walk-Up Jr Winter			14	137							17	14	182
9 Hole Walk-Up Sr Winter			95	370							259	194	918
Late Rate 18			8	230	1,512	1,237	1,235	1,439	959	552			7,172
Late Rate 9						825	824	960	639	368	35	52	3,703
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult					8	3		5	12	5			33
2nd 9 Junior													0
2nd 9 Senior					1			2					3
2nd 9 Winter Adult			1	3									4
2nd 9 Winter Sr				7								2	9
<b>DAILY FEE SUBTOTAL:</b>	<b>0</b>	<b>0</b>	<b>845</b>	<b>4,338</b>	<b>4,319</b>	<b>5,401</b>	<b>5,229</b>	<b>5,491</b>	<b>4,496</b>	<b>3,358</b>	<b>2,466</b>	<b>1,893</b>	<b>37,836</b>

Golden Annual				5	4	3	7	3	2		1	1	26
Adult Annual			72	155	163	160	174	169	147	117	129	134	1,420
Senior Annual			1	40	52	48	50	51	62	43	33	33	413
SC - Adult 10-Play				8	13	20	17	21	17	13	4	2	115
SC - Adult 25-Play											6		6
SC - Adult 9 Hole 10-Play					16	22	20	16	11		8	11	104
SC - Junior 18 Hole 10-Play													0
SC - Junior 9 Hole 10-Play										10			10
SC - Senior 10-Play			3	43	176	161	133	169	148	121	25	10	989
SC - Senior 25-Play			4	23	92	109	120	114	103	85	20	15	685
SC - Senior 9 Hole 10-Play			7	25	16	18	26	34	25	13	16	12	192
SC - Golden 9 Hole 10-Play													0
SC - Gold 18 Hole 10-Play													0
SC - Golden 25-Play			1	3	7	8	2						21
SC - Golden+ 10-Play													0
SC - Golden+ 25-Play								2					2
Promo Rounds Redeemed			89	478	999	1,032	1,084	932	826	672	368	197	6,677
Tournaments							37		56				93
Special Twilight													0
UNR Golf Team			2	1	4				1	8			16
High School			10	75	269				60	4			418
Jr. Golf Comp					126	90	192	25	1				434
Misc. Comp			11	67	103	97	60	68	87	87	60	17	657
Birthday Comp													0
Employee Guest Winter				9	3		2		2		11	14	41
Employee Guest Summer			4	26	66	79	84	131	70	29	5	4	498
PGA Comp			4	31	19	13	15	20	20	25	8	5	160
Employee Comp			27	190	250	276	247	231	172	163	101	58	1,715
2-1 NNGA													0
2-1 West Coast Golf													0
Birdie Bug Ad													0
Other Promos								10	10	2			22
<b>SPECIAL FEE SUBTOTAL:</b>	<b>0</b>	<b>0</b>	<b>235</b>	<b>1,179</b>	<b>2,378</b>	<b>2,136</b>	<b>2,270</b>	<b>1,996</b>	<b>1,820</b>	<b>1,392</b>	<b>795</b>	<b>513</b>	<b>14,714</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>0</b>	<b>0</b>	<b>1,080</b>	<b>5,517</b>	<b>6,697</b>	<b>7,537</b>	<b>7,499</b>	<b>7,487</b>	<b>6,316</b>	<b>4,750</b>	<b>3,261</b>	<b>2,406</b>	<b>52,550</b>
<b>18-HOLE EQUIVALENT:</b>	<b>0</b>	<b>0</b>	<b>874</b>	<b>4,636</b>	<b>6,473</b>	<b>6,866</b>	<b>6,837</b>	<b>6,720</b>	<b>5,826</b>	<b>4,410</b>	<b>2,776</b>	<b>2,099</b>	<b>47,517</b>

Walk Up 18	0	0	432	2,406	2,459	2,940	2,802	2,698	2,664	2,178	1,536	1,319	21,434
Walk Up 9	0	0	405	1,737	417	478	454	525	306	289	911	540	6,062
Twilight 18	0	0	8	230	1,512	1,237	1,235	1,439	959	552	0	0	7,172
Twilight 9						825	824	960	639	368	35	52	3,703
Smart Cards 18	0	0	8	77	288	298	272	306	268	219	55	27	1,818
Smart Cards 9	0	0	7	25	32	40	46	50	36	23	24	23	306
Annuals	0	0	73	200	219	211	231	223	211	160	163	168	1,859
Tournaments	0	0	0	0	0	0	37	0	56	0	0	0	93
Misc 18	0	0	143	842	1,770	1,508	1,598	1,286	1,177	961	537	277	10,099
Misc 9													0
<b>TOTAL:</b>	<b>0</b>	<b>0</b>	<b>1,076</b>	<b>5,517</b>	<b>6,697</b>	<b>7,537</b>	<b>7,499</b>	<b>7,487</b>	<b>6,316</b>	<b>4,750</b>	<b>3,261</b>	<b>2,406</b>	<b>52,546</b>

