

## Cal-Mazz Golf Management Revenue Summary Report 2018

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2018
Green Fees	\$ 27,148	\$ 25,343	\$ 14,556	\$ 61,473	\$ 83,026	\$ 89,174	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 300,718
Tournament Revenue	-	-	1,134	-	-	3,186	-	-	-	-	-	-	4,320
Driving Range	2,538	2,756	2,619	6,908	8,433	8,624	-	-	-	-	-	-	31,878
Power Carts	15,697	15,120	9,209	30,953	42,898	50,171	-	-	-	-	-	-	164,048
Lessons	-	1,045	60	1,165	932	1,215	-	-	-	-	-	-	4,417
Other rental, repair	126	148	59	233	325	264	-	-	-	-	-	-	1,155
Pro Shop Merchandise	6,561	3,212	4,500	14,857	11,558	16,540	-	-	-	-	-	-	57,228
Food & Beverage	6,108	7,432	5,850	18,457	25,956	31,459	-	-	-	-	-	-	95,262
Gift Cards	212	100	138	1,140	404	1,324	-	-	-	-	-	-	3,318
Sales Tax	1,064	844	847	2,851	2,959	3,729	-	-	-	-	-	-	12,294
Other ~ Men's/Women's Club	2,470	2,635	10,095	15,785	11,030	11,012	-	-	-	-	-	-	53,027
Other ~ Annual Fee	1,255	275	980	-	-	-	-	-	-	-	-	-	2,510
Other ~ Pay on Account	270	-	500	4,815	940	1,379	-	-	-	-	-	-	7,904
Other ~ donations	-	-	-	-	-	-	-	-	-	-	-	-	-
Other ~ CC Tips	268	-	325	-	-	-	-	-	-	-	-	-	593
Other ~ Misc	751	454	276	2,827	2,245	1,513	-	-	-	-	-	-	8,066
<b>TOTAL REVENUE</b>	<b>\$ 64,468</b>	<b>\$ 59,363</b>	<b>\$ 51,148</b>	<b>\$ 161,464</b>	<b>\$ 190,706</b>	<b>\$ 219,590</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 746,738</b>

18 hole equivalent	1590	1419	841	2933	4034	4454							15,271
Average per 18 hole eq	\$ 40.55	\$ 41.83	\$ 60.82	\$ 55.05	\$ 47.27	\$ 49.30							\$ 48.90
Golf, Range, Cart, Food & Beve Per	\$ 28.54	\$ 30.46	\$ 31.37	\$ 33.87	\$ 33.31	\$ 33.22							\$ 32.52

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 2018
Per POSExpress	61,606	56,434	49,737	152,892	176,647	203,005							
Prom Rounds Sold	(300)												
Prom Rounds Redeemed	3,162	2,930	1,411	8,572	14,059	16,585							
	64,468	59,364	51,148	161,464	190,706	219,590	-	-	-	-	-	-	-

### 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 revenue is recorded when the rounds are played, due to selling some in the previous year. All unplayed rounds will be recorded when they expire.

Cal-Mazz  
Sierra Sage Golf Course

2018 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	TOTAL
18 Green Fee				389	807	813		2,009
18 Junior				7	21	30		58
18 Senior				530	1,036	904		2,470
Winter 18	346	391	106	207	2			1,052
Winter Jr 18	4	1	3	5	1			14
Winter Sr 18	606	470	301	420				1,797
9 Hole Walk-Up				123	167	273		563
9 Hole Walk-Up Jr				25	11	35		71
9 Hole Walk-Up Sr				111	278	496		885
9 Hole Walk-Up Winter	146	186	167	157	4	2		662
9 Hole Walk-Up Jr Winter	10	8	16					34
9 Hole Walk-Up Sr Winter	359	331	249	171				1,110
Late Rate Adult		1		283	470	499		1,253
Late Rate Junior								0
Late Rate Senior								0
2nd 9 Adult			6	1		2		9
2nd 9 Junior								0
2nd 9 Senior				2	2	2		6
2nd 9 Winter Adult		2						2
2nd 9 Winter Sr		1		2				3
<b>DAILY FEE SUBTOTAL:</b>	<b>1,471</b>	<b>1,391</b>	<b>848</b>	<b>2,433</b>	<b>2,799</b>	<b>3,056</b>	<b>0</b>	<b>11,998</b>

Golden Annual	15	12	5	16	28	16		92
Adult Annual	2			1	3			6
Senior Annual	8	13	6	22	41	37		127
SC - Adult 10-Play				2	4	2		8
SC - Adult 25-Play								0
SC - Adult 9 Hole 10-Play					1			1
SC - Junior 18 Hole 10 Play								0
SC - Junior 9 Hole 10-Play	7							7
SC - Senior 10-Play	5	1		22	90	92		210
SC - Senior 25-Play	1		1	4	13	17		36
SC - Senior 9 Hole 10-Play		4		1	15	24		44
SC - Golden 9 Hole 10-Play	3	5			2			10
SC - Gold 18 Hole 10-Play					6	6		12
SC - Golden 25-Play								0
SC - Golden+ 10-Play				1				1
SC - Golden+ 25-Play								0
Promo Rounds Redeemed	204	189	91	553	907	1,070		3,014
Tournaments			81		45	135		261
Special Twilight								0
UNR Golf Team				4				4
High School				8	60	115		183
Misc. Comp	32	12	3	21	50	40		158
Birthday Comp								0
Employee Guest Winter	20	7	5	8				40
Employee Guest Summer				9	16	32		57
PGA Comp	4	4	4	4	10	24		50
Employee Comp	80	49	16	120	168	154		587
2-1 NNGA								0
2-1 West Coast Golf					16	51		67
Birdie Bug Ad								0
Red Dot								0
<b>SPECIAL FEE SUBTOTAL:</b>	<b>381</b>	<b>296</b>	<b>212</b>	<b>796</b>	<b>1,475</b>	<b>1,815</b>	<b>0</b>	<b>4,975</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>1,852</b>	<b>1,687</b>	<b>1,060</b>	<b>3,229</b>	<b>4,274</b>	<b>4,871</b>	<b>0</b>	<b>16,973</b>
<b>18-HOLE EQUIVALENT:</b>	<b>1,590</b>	<b>1,419</b>	<b>841</b>	<b>2,933</b>	<b>4,034</b>	<b>4,454</b>	<b>0</b>	<b>15,271</b>



### Bell-Men Golf Revenue Summary Report 2018

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2018 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0	197	352	381							
18 Junior	0	0	0	19	51	76							
18 Senior	0	0	0	157	376	855							
18 Winter Green Fee	163	174	222	193	0	0							
18 Winter Junior	16	20	15	31	0	0							
18 Winter Senior	270	213	245	252	0	0							
9 Green Fee	0	0	0	112	60	62							
9 Junior	0	0	0	0	0	0							
9 Senior	0	58	116	553	631	500							
9 Winter Green Fee	3	7	9	0	0	0							
9 Winter Junior	1	1	0	0	0	0							
9 Winter Senior	112	91	0	0	0	0							
Twilight 9 hole	282	235	274	47	784	1015							
Late/Twilight - Adult	13	23	6	208	408	501							
Late/Twilight - Jr-Exec.	43	31	28	35	21	85							
Late/Twilight - Sr.	226	303	99	282	312	356							
YOC	28	12	5	21	10	18							
Living Social/Groupon (Expired)	1	0	0	0	0	0							
<b>DAILY ROUNDS SUBTOTAL</b>	<b>1158</b>	<b>1168</b>	<b>1019</b>	<b>2107</b>	<b>3005</b>	<b>3849</b>							
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	88	82	59	9	11	13							
Adult Annual-18 hole	302	151	223	445	576	500							
Jr. Annual-18 hole	4	7	4	3	4	10							
Senior/Golden Annual-9 hole	29	22	17	45	67	53							
Smart Card-9 Holes	0	0	0	0	0	0							
Smart Card-18 Holes	15	5	4	142	305	191							
Winter Annual	160	103	0	0	0	0							
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>598</b>	<b>370</b>	<b>307</b>	<b>644</b>	<b>963</b>	<b>767</b>							
<b>SPECIAL ROUNDS</b>													
Complimentary rounds-Pro/PGA	3	9	5	5	17	10							
Complimentary rounds-Promotion	4	6	3	27	27	26							
High School Team	0	8	8	46	14	48							
UNR Team	0	0	0	0	0	0							
Tournaments	0	0	0	92	49	343							
Special Promotions (Groupon)	2	3	1	80	153	196							
Golf18Network TRADE	1	6	45	119	123	152							
Marshall/Employee	2	2	0	3	15	9							
<b>SPECIAL ROUNDS SUBTOTAL</b>	<b>12</b>	<b>34</b>	<b>62</b>	<b>372</b>	<b>398</b>	<b>784</b>							



### Bell-Men Golf Revenue Summary Report 2018

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2018 Total
Green Fees	\$ 21,327.98	\$ 21,601.97	\$ 21,472.00	\$ 59,984.00	\$ 72,241.00	\$ 91,024.30							
Tournament Revenue	\$ -	\$ -	\$ -	\$ 4,600.00	\$ 2,450.00	\$ 13,720.00							
Driving Range	\$ 5,363.00	\$ 5,135.99	\$ 4,497.00	\$ 9,460.00	\$ 10,925.00	\$ 12,045.00							
Power Carts	\$ 14,453.95	\$ 14,953.16	\$ 10,668.65	\$ 20,265.31	\$ 30,143.86	\$ 45,818.40							
Service, Lesson, Rental & Repair	\$ 613.00	\$ 473.50	\$ 425.00	\$ 3,926.00	\$ 3,866.17	\$ 11,165.00							
Pro Shop Merchandise	\$ 8,049.74	\$ 4,787.61	\$ 4,199.26	\$ 12,263.45	\$ 20,963.38	\$ 33,571.84							
Food & Beverage	\$ 10,287.57	\$ 13,580.35	\$ 12,320.87	\$ 24,171.86	\$ 27,651.70	\$ 37,053.74							
Gift Cards	\$ 1,571.00	\$ 830.00	\$ 880.00	\$ 1,357.00	\$ 836.00	\$ 8,845.00							
Sales Tax	\$ 627.12	\$ 776.33	\$ 766.97	\$ 1,691.85	\$ 2,327.16	\$ 3,344.30							
Men's/Women's Club	\$ -	\$ 2.00	\$ -	\$ 6,048.50	\$ 9,632.00	\$ 10,354.00							
Annual Passes/Fees	\$ 19,664.00	\$ 25,700.00	\$ 10,550.00	\$ 6,720.00	\$ 1,000.00	\$ 150.00							
Other-Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -							
Other-Tips	\$ 598.50	\$ 830.00	\$ 879.08	\$ 1,593.89	\$ 1,679.51	\$ 2,014.25							
Pay On Account	\$ 351.11	\$ 671.24	\$ -	\$ -	\$ -	\$ -							
Smart Card Tender (non-revenue)	\$ -	\$ -	\$ 1,469.50	\$ 5,077.00	\$ 10,602.00	\$ 7,622.00							
Other-Misc.													
<b>TOTAL REVENUE</b>	<b>\$ 82,906.97</b>	<b>\$ 89,342.15</b>	<b>\$ 68,128.33</b>	<b>\$ 157,158.86</b>	<b>\$ 194,317.78</b>	<b>\$ 276,727.83</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	
PMT Due to County (11% of green fees)	\$ 4,509.12	\$ 5,203.22	\$ 3,522.42	\$ 7,843.44	\$ 8,326.01	\$ 11,538.37	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Rounds of Play</b>													
Rounds Sold-all categories	1768	1572	1388	3123	4366	5400							
Complimentary rounds-Pro/PGA	3	9	5	5	17	10							
Complimentary rounds-Promotion	4	6	3	27	27	26							
<b>Total Rounds of Play</b>	<b>1768</b>	<b>1572</b>	<b>1388</b>	<b>3123</b>	<b>4366</b>	<b>5400</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Notes/Explanations:**

Tournament Green Fee and Tournament Cart Fee (recorded under "power carts") has been separated as of June 1

Equipment Lease Expense (Per Month)	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 3,758.04
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 4,822.29</b>	<b>\$ 5,516.39</b>	<b>\$ 3,835.59</b>	<b>\$ 8,156.61</b>	<b>\$ 8,639.18</b>	<b>\$ 11,851.54</b>							



TOTAL ALL ROUNDS

					JUNE '18									
1768	1572	1388	3123	4366	5400									

18 Hole Equivalent

1547	1363	1178	2674	3443	4490									
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Notes/Explanations: