

City of Appleton - Reid Golf Course
2018 Revenues - June 30, 2018

	2017		2018	
Green Fees	Rounds	Total Revenue	2018 Y-T-D Rounds	Total Revenue
Weekday-18 Holes	685	\$13,467.17	724	\$14,194.09
Weekday-9 Holes	4,504	\$66,227.48	5,011	\$73,437.52
Weekend - 18-Holes	757	\$19,385.74	537	\$14,991.68
Weekend - 9 Holes	1,448	\$21,747.01	970	\$16,452.61
Twilight Golf	1,205	\$12,526.63	1,250	\$13,067.82
Passholder Rounds	3,511		2,614	
Promo Rounds				
Coupon Rounds	224	\$805.72	143	
Outing/Tournament Rounds	148	\$2,939.48	156	\$2,457.18
Other	775	\$14,621.62	969	\$15,398.08
High School Rounds	579		432	
Sub-Totals	13,836	\$151,720.85	12,806	\$149,998.98
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Pass/Coupon/Discount Card Sales</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Pass Sales	118	\$57,217.00	104	\$54,950.21
Corporate Pass Sales	7	\$17,500.00	7	\$16,238.10
Coupon Sales	49	\$4,049.00	64	\$5,652.99
Discount Cards	120	\$3,600.00	149	\$4,470.00
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Cart Revenue</u>	<u>Cart Sales</u>	<u>Revenues</u>	<u>Cart Sales</u>	<u>Revenues</u>
Cart Fee	3,813	\$38,842.33	4,004	\$40,729.31
Annual Cart Passes	21	\$11,215.00	27	\$13,615.00
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Practice Range</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Driving Range	1,643	\$10,311.60	1,788	\$11,991.64
Annual Range Pass	11	\$2,715.00	16	\$4,849.94

	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Golf Shop Merchandise</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Balls/Assessories/Apparel/Misc.	1,097	\$8,863.57	929	\$8,164.37
Gift Cards	125	\$4,809.56	140	\$8,417.25
Lessons*	132	\$6,990.00	174	\$8,499.00
Other Rentals**	399	\$2,286.80	299	\$1,883.70
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Food and Beverage</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food	2,711	\$6,996.19	2,954	\$6,964.12
Beverage	3,695	\$7,432.40	4,098	\$8,244.43
Catering/Banquet	263	\$1,551.77	241	\$1,947.90
Alcohol Sales	6,465	\$28,112.70	6,917	\$29,373.92
<u>Raincheck Redeemed</u>		-\$880.50		-\$485.24
Total Revenue (All Categories)		\$363,333.27		\$375,505.62

*Lessons include private, group and juniors

**Other rentals include additional revenue club rentals, pull carts & locker rentals.

Reid Golf Course Budget June 30th Expense Report

Description	Budget	End of June Expenses	Available
Regular Salaries	\$164,468	(\$75,914)	\$88,554
Overtime	\$533	\$0	\$533
Part-Time	\$121,367	(\$37,345)	\$84,022
Fringes	\$84,250	(\$30,335)	\$53,915
Training and Conferences	\$1,000	(\$18)	\$982
Office Supplies	\$600	(\$95)	\$505
Memberships & Licenses	\$1,659	(\$1,060)	\$599
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,250	(\$923)	\$1,327
Clothing	\$750	\$0	\$750
Accounting/Audit	\$2,800	\$0	\$2,800
Bank Services	\$13,000	(\$2,053)	\$10,947
Consulting Services	\$3,500	\$0	\$3,500
Advertising	\$10,500	(\$6,086)	\$4,414
Insurance	\$7,685	(\$3,630)	\$4,055
Rent	\$30,861	(\$9,311)	\$21,550
Depreciation Expense	\$63,936	(\$32,484)	\$31,452
Facilities Charges	\$36,632	(\$9,250)	\$27,382
CEA Equipment Rental	\$96,996	(\$49,912)	\$47,084
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$12,556	(\$6,276)	\$6,280
General Fund	\$17,900	(\$8,950)	\$8,950
Internal Services	\$3,200		\$3,200
Bldg Maintenance/Janitorial	\$2,000	(\$775)	\$1,225
Landscape Supplies	\$36,900	(\$29,229)	\$7,671
Concession Supplies	\$61,000	(\$30,830)	\$30,170
Miscellaneous Supplies	\$2,750	(\$1,225)	\$1,525
Gas Purchases	\$12,350	(\$7,625)	\$4,725
Miscellaneous Equipment	\$7,150	(\$5,956)	\$1,194
Collection Services	\$1,100	(\$331)	\$769
Contractor Fees	\$1,000	(\$140)	\$860
Equipment Repair & Maintenance	\$5,000	(\$2,664)	\$2,336
Other Interfund Charges	\$2,000	(\$3,835)	(\$1,835)
Electric	\$22,233	(\$5,247)	\$16,986
Gas	\$6,500	(\$3,559)	\$2,941
Water	\$2,100	(\$492)	\$1,608
Waste Disposal/Collection	\$1,974	(\$667)	\$1,307
Stormwater	\$11,516	(\$5,639)	\$5,877
Telephone	\$3,000	(\$1,827)	\$1,173
Cellular Telephone	\$936	(\$426)	\$510
Other Utilities (DirecTV)	\$1,900	(\$564)	\$1,336
	\$859,762	(\$374,673)	\$485,089