

**City of Appleton - Reid Golf Course**  
**2017 Revenues - July 31, 2017**

	2016		2017	
<u>Green Fees</u>	<u>2016 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2017 Y-T-D Rounds</u>	<u>Total Revenue</u>
Weekday-18 Holes	1,304	\$25,010.71	1,152	\$22,044.94
Weekday-9 Holes	7,541	\$111,630.94	6,621	\$97,671.95
Weekend - 18-Holes	830	\$24,355.12	1,061	\$28,128.27
Weekend - 9 Holes	1,405	\$25,377.58	2,042	\$32,023.77
Twilight Golf	2,891	\$28,784.35	1,958	\$20,381.38
Passholder Rounds	4,408		5,081	
Promo Rounds				
Coupon Rounds	472	\$1,300.00	418	\$3,231.44
Outing/Tournament Rounds	134	\$6,099.27	295	\$6,773.00
Other	1,182	\$27,775.67	1,184	\$22,238.98
High School Rounds	401		579	
<b>Sub-Totals</b>	<b>20,568</b>	<b>\$250,333.64</b>	<b>20,391</b>	<b>\$232,493.73</b>
<u>Pass/Coupon/Discount Card Sales</u>	<u>2016 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2017 Y-T-D Sales</u>	<u>Total Revenues</u>
Pass Sales	116	\$50,280.00	121	\$58,202.72
Corporate Pass Sales	4	\$9,875.00	7	\$17,500.00
Coupon Sales	49	\$4,493.90	60	\$5,036.00
Discount Cards	90	\$2,700.00	120	\$3,600.00
<u>Cart Revenue</u>	<u>2016 Y-T-D Cart Sales</u>	<u>Total Revenues</u>	<u>2017 Y-T-D Cart Sales</u>	<u>Total Revenues</u>
Cart Fee	6,532	\$64,390.50	6,128	\$63,022.75
Annual Cart Passes	18	\$9,810.00	25	\$12,570.00
<u>Practice Range</u>	<u>2016 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2017 Y-T-D Sales</u>	<u>Total Revenues</u>
Driving Range	2,437	\$16,073.35	2,423	\$14,825.17
Annual Range Pass	12	\$3,062.50	13	\$3,215.00

	2016 Y-T-D	Total	2017 Y-T-D	Total
<b><i>Golf Shop Merchandise</i></b>	<b><u>Sales</u></b>	<b><u>Revenues</u></b>	<b><u>Sales</u></b>	<b><u>Revenues</u></b>
Balls/Assessories/Apparel/Misc.		\$11,204.48		\$14,220.11
Gift Cards	151	\$7,323.32	162	\$7,684.56
Lessons*	28	\$760.00	164	\$7,665.00
Other Rentals**	484	\$3,540.90	540	\$3,152.55
	2016 Y-T-D	Total	2017 Y-T-D	Total
<b><i>Food and Beverage</i></b>	<b><u>Sales</u></b>	<b><u>Revenues</u></b>	<b><u>Sales</u></b>	<b><u>Revenues</u></b>
Food		\$12,061.73		\$10,230.53
Beverage		\$14,973.92		\$12,425.92
Alcohol Sales		\$46,232.66		\$42,902.62
Catering/Banquet			574	\$2,847.69
<b>Total Revenue (All Categories)</b>		<b>\$507,115.90</b>		<b>\$511,594.35</b>

\*Lessons include private, group and juniors

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

**Reid Golf Course Budget July 31st Expense Report**

<b>Description</b>	<b>Budget</b>	<b>End of July Expenses</b>	<b>Available</b>
Regular Salaries	\$161,359	(\$86,752)	\$74,607
Overtime	\$528	(\$572)	(\$44)
Part-Time	\$123,781	(\$63,226)	\$60,555
Fringes	\$80,078	(\$35,162)	\$44,916
Training and Conferences	\$1,000	(\$385)	\$615
Office Supplies	\$600	(\$151)	\$449
Memberships & Licenses	\$1,566	(\$1,489)	\$77
Food & Provisions	\$100	\$0	\$100
Printing & Reproduction	\$2,500	(\$1,054)	\$1,446
Clothing	\$750	\$0	\$750
Accounting/Audit	\$2,800	\$0	\$2,800
Bank Services	\$13,000	(\$5,125)	\$7,875
Consulting Services	\$1,500	\$0	\$1,500
Advertising	\$11,000	(\$6,650)	\$4,350
Insurance	\$7,785	(\$4,541)	\$3,244
Rent	\$27,191	(\$12,415)	\$14,776
Depreciation Expense	\$67,365	(\$39,298)	\$28,067
Facilities Charges	\$32,264	(\$15,800)	\$16,464
CEA Equipment Rental	\$89,151	(\$47,045)	\$42,106
Software Support	\$2,369	(\$185)	\$2,184
Interest Payments	\$13,320	(\$7,770)	\$5,550
General Fund	\$17,900	(\$10,442)	\$7,458
Internal Services	\$0		\$0
Bldg Maintenance/Janitorial	\$3,500	(\$436)	\$3,064
Landscape Supplies	\$36,400	(\$31,803)	\$4,597
Concession Supplies	\$58,500	(\$39,730)	\$18,770
Miscellaneous Supplies	\$3,000	(\$1,631)	\$1,369
Gas Purchases	\$13,000	(\$6,554)	\$6,446
Miscellaneous Equipment	\$3,700	(\$2,420)	\$1,280
Collection Services	\$1,100	(\$619)	\$481
Contractor Fees	\$2,000	(\$390)	\$1,610
Equipment Repair & Maintenance	\$5,000	(\$2,669)	\$2,331
Other Interfund Charges	\$3,000	\$0	\$3,000
Electric	\$22,233	(\$7,395)	\$14,838
Gas	\$6,500	(\$3,177)	\$3,323
Water	\$2,100	(\$556)	\$1,544
Waste Disposal/Collection	\$1,880	(\$927)	\$953
Stormwater	\$12,120	(\$5,631)	\$6,489
Telephone	\$2,900	(\$1,920)	\$980
Cellular Telephone	\$904	(\$459)	\$445
Other Utilities (DirecTV)	\$1,700	(\$684)	\$1,016
	<b>\$837,444</b>	<b>(\$445,063)</b>	<b>\$392,381</b>