

**City of Appleton - Reid Golf Course
Revenues - October 31, 2023**

| | 2022 | | 2023 | |
|--|--------------------------|---------------------|--------------------------|-----------------------|
| | 2022 Y-T-D Rounds | Total Revenue | 2023 Y-T-D Rounds | Total Revenue |
| Green Fees | | | | |
| Weekday-18 Holes | 5,116 | \$92,119.92 | 4,777 | \$96,795.77 |
| Weekday-9 Holes | 13,332 | \$198,543.75 | 14,307 | \$207,064.41 |
| Weekend - 18-Holes | 2,886 | \$75,132.97 | 3,511 | \$94,587.78 |
| Weekend - 9 Holes | 2,850 | \$54,348.17 | 3,611 | \$59,409.79 |
| Twilight Golf | 2,691 | \$27,526.64 | 3,322 | \$39,604.96 |
| Passholder Rounds | 11,152 | | 11,195 | |
| Team Rounds | 994 | | 1,032 | |
| Sub-Totals | 39,021 | \$447,671.45 | 41,755 | \$497,462.71 |
| Pass/Coupon/Discount Card Sales | | | | |
| | 2022 Y-T-D Sales | Total Revenues | 2023 Y-T-D Sales | Total Revenues |
| Pass Sales | 199 | \$74,798.64 | 226 | \$100,244.94 |
| Corporate Pass Sales | 11 | \$31,279.60 | 13 | \$34,123.20 |
| Discount Cards | | \$6,160.00 | | \$6,606.00 |
| Cart Revenue | | | | |
| | 2022 Y-T-D Cart Sales | Total Revenues | 2023 Y-T-D Cart Sales | Total Revenues |
| Cart Fee | 21,428 | \$190,016.94 | 24,502 | \$249,070.77 |
| Annual Cart Passes | 23 | \$11,720.19 | 66 | \$16,001.01 |
| Practice Range | | | | |
| | 2022 Y-T-D Sales | Total Revenues | 2023 Y-T-D Sales | Total Revenues |
| Driving Range | 6,683 | \$26,197.01 | 5,389 | \$39,514.73 |
| Annual Range Pass | 15 | \$3,895.72 | 23 | \$6,383.86 |
| Golf Shop Merchandise | | | | |
| | 2022 Y-T-D Sales | Total Revenues | 2023 Y-T-D Sales | Total Revenues |
| Balls/Assessoris/Apparel/Misc. | | \$32,025.59 | | \$34,309.78 |
| Gift Cards | 250 | \$13,307.99 | 288 | \$14,888.65 |
| Lessons** | | \$7,145.00 | | \$9,275.00 |
| Other Rentals*** | | \$4,557.17 | | \$5,112.08 |
| Food and Beverage | | | | |
| | 2022 Y-T-D Sales | Total Revenues | 2023 Y-T-D Sales | Total Revenues |
| Food | | \$17,746.32 | | \$20,538.07 |
| Beverage | | \$24,736.13 | | \$28,687.64 |
| Alcohol Sales | | \$82,528.38 | | \$95,062.80 |
| Catering/Banquet | | \$521.29 | | \$2,165.26 |
| Total Revenue (All Categories) | | \$974,307.42 | | \$1,159,446.50 |

**Lessons include private, group and juniors

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

Reid Golf Course Budget October 31st Expense Report

| Description | Budget | End of September Expenses | Available |
|---------------------------------|---------------------|----------------------------------|------------------|
| Regular Salaries | \$205,872 | -\$158,213.00 | \$47,659 |
| Overtime | \$595 | -\$41.00 | \$554 |
| Part-Time | \$135,696 | -\$139,550.00 | (\$3,854) |
| Fringes | \$88,141 | -\$65,870.00 | \$22,271 |
| Training/Conferences | \$750.00 | -\$118.00 | \$632 |
| Office Supplies | \$500.00 | -\$97.00 | \$403 |
| Memberships & Licenses | \$1,760.00 | -\$1,983.00 | (\$223) |
| Building Maint./Janitorial | \$1,500.00 | -\$1,080.00 | \$420 |
| Food & Provisions | \$50.00 | \$0.00 | \$50 |
| Landscape Supplies | \$41,800.00 | -\$38,011.00 | \$3,789 |
| Concession/Merchandise Supplies | \$60,400.00 | -\$82,647.00 | (\$22,247) |
| Other Misc. Supplies | \$3,500.00 | -\$3,498.00 | \$2 |
| City Copy Charges | \$0.00 | \$0.00 | \$0 |
| Outside Printing | \$4,000.00 | -\$3,178.00 | \$822 |
| Uniforms | \$500.00 | -\$247.00 | \$253 |
| Gas Purchases | \$20,770.00 | -\$20,251.00 | \$519 |
| Miscellaneous Equipment | \$39,110.00 | -\$12,154.00 | \$26,956 |
| Accounting/Audit Fees | \$2,160.00 | \$0.00 | \$2,160 |
| Bank Service Fees | \$19,000.00 | -\$23,053.00 | (\$4,053) |
| Consulting Services | \$500.00 | \$0.00 | \$500 |
| Solid Waste/Recycling Pickup | \$2,460.00 | -\$2,160.00 | \$300 |
| Contractor Fees | \$1,000.00 | -\$1,424.00 | (\$424) |
| Advertising | \$6,000.00 | -\$4,681.00 | \$1,319 |
| Electric | \$22,725.00 | -\$24,744.00 | (\$2,019) |
| Gas | \$4,300.00 | -\$4,101.00 | \$199 |
| Water | \$2,100.00 | -\$1,290.00 | \$810 |
| Sewer | \$676.00 | -\$374.00 | \$302 |
| Stormwater | \$13,160.00 | -\$9,918.00 | \$3,242 |
| Telephone | \$3,000.00 | -\$747.00 | \$2,253 |
| Cellular Phones | \$1,000.00 | -\$547.00 | \$453 |
| Cable Services | \$2,150.00 | -\$1,641.00 | \$509 |
| Equip Repairs & Maint | \$5,000.00 | -\$11,810.00 | (\$6,810) |
| Facilities Charges | \$34,837.00 | -\$32,752.00 | \$2,085 |
| Software Support | \$1,944.00 | -\$2,100.00 | (\$156) |
| CEA Operations/Maint. | \$48,150.00 | -\$41,517.00 | \$6,633 |
| CEA Depreciation/Replace. | \$71,548.00 | -\$56,078.00 | \$15,470 |
| Grounds Repair & Maintenance | \$27,000.00 | -\$34,903.00 | (\$7,903) |
| Insurance | \$7,540.00 | -\$6,280.00 | \$1,260 |
| Equipment Rent | \$33,500.00 | -\$27,893.00 | \$5,607 |
| Depreciation Expense | \$61,000.00 | -\$54,520.00 | \$6,480 |
| Interest Payments | \$3,975.00 | -\$3,310.00 | \$665 |
| Transfer Out - General Fund | \$17,900.00 | -\$14,917.00 | \$2,983 |
| Expense Total | \$997,569.00 | -\$887,698.00 | \$109,871 |