

**City of Appleton - Reid Golf Course**  
**2020 Revenues - July 31, 2020**

	2019		2020	
	<u>2019 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2020 Y-T-D Rounds</u>	<u>Total Revenue</u>
<b><u>Green Fees</u></b>				
Weekday-18 Holes	1,253	\$22,807.82	1,907	\$36,978.78
Weekday-9 Holes	6,899	\$100,726.77	6,350	\$94,030.59
Weekend - 18-Holes	758	\$20,728.56	1,047	\$29,399.78
Weekend - 9 Holes	1,383	\$22,523.56	1,673	\$28,385.69
Twilight Golf	1,956	\$20,394.81	2,077	\$23,235.85
Passholder Rounds	3,971		4,960	
Promo Rounds				
Coupon Rounds	194		146	
Misc. Promotional Rounds*	1,622	\$22,332.12	1,695	\$23,824.04
Team Rounds	516			
<b>Sub-Totals</b>	<b>18,552</b>	<b>\$209,513.64</b>	<b>19,855</b>	<b>\$235,854.73</b>
	<b><u>2019 Y-T-D Sales</u></b>	<b><u>Total Revenues</u></b>	<b><u>2020 Y-T-D Sales</u></b>	<b><u>Total Revenues</u></b>
<b><u>Pass/Coupon/Discount Card Sales</u></b>				
Pass Sales	105	\$54,651.88	101	\$53,174.33
Corporate Pass Sales	6	\$15,000.00	9	\$22,393.35
Coupon Sales	53	\$5,030.24	40	\$3,424.31
Discount Cards	167	\$5,010.00	106	\$3,179.86
	<b><u>2019 Y-T-D Cart Sales</u></b>	<b><u>Total Revenues</u></b>	<b><u>2020 Y-T-D Cart Sales</u></b>	<b><u>Total Revenues</u></b>
<b><u>Cart Revenue</u></b>				
Cart Fee	5,694	\$58,225.76	7,009	\$75,894.87
Annual Cart Passes	27	\$12,908.50	21	\$11,000.95
	<b><u>2019 Y-T-D Sales</u></b>	<b><u>Total Revenues</u></b>	<b><u>2020 Y-T-D Sales</u></b>	<b><u>Total Revenues</u></b>
<b><u>Practice Range</u></b>				
Driving Range	2,631	\$17,889.63	2,043	\$14,772.46
Annual Range Pass	12	\$3,774.96	8	\$2,246.44

	2019 Y-T-D	Total	2020 Y-T-D	Total
<b><i>Golf Shop Merchandise</i></b>	<b>Sales</b>	<b>Revenues</b>	<b>Sales</b>	<b>Revenues</b>
Balls/Assessories/Apparel/Misc.		\$12,432.21		\$11,825.53
Gift Cards	187	\$8,407.00	149	\$9,070.75
Lessons**	155	\$7,277.00	45	\$1,925.00
Other Rentals***	515	\$2,776.10	306	\$1,481.00
	2019 Y-T-D	Total	2020 Y-T-D	Total
<b><i>Food and Beverage</i></b>	<b>Sales</b>	<b>Revenues</b>	<b>Sales</b>	<b>Revenues</b>
Food		\$9,931.08		\$5,843.64
Beverage		\$12,850.62		\$12,591.72
Alcohol Sales		\$42,562.96		\$40,126.47
Catering/Banquet	189	\$1,548.11	7	\$19.88
<b><i>Raincheck Redeemed</i></b>		<b>-\$1,414.62</b>		<b>-\$1,328.19</b>
<b>Total Revenue (All Categories)</b>		<b>\$478,375.07</b>		<b>\$503,497.10</b>

\*Misc. Promotional Rounds include Mem Day & Mother's day free golf, Family Day, ValPak & Comm Color Mailer specials, outing & tment rounds

\*\*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	\$177,660	(\$101,525)	\$76,135
Overtime	\$563	(\$164)	\$399
Part-Time	\$123,351	(\$52,718)	\$70,633
Fringes	\$83,382	(\$42,962)	\$40,420
Training and Conferences	\$2,250	(\$1,600)	\$650
Office Supplies	\$500	(\$132)	\$368
Memberships & Licenses	\$1,760	(\$1,295)	\$465
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,000	(\$1,056)	\$944
Clothing/Uniforms	\$500	\$0	\$500
Accounting/Audit	\$2,250	\$0	\$2,250
Bank Services	\$13,000	(\$6,201)	\$6,799
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$3,703)	\$6,297
Insurance	\$6,200	(\$3,619)	\$2,581
Rent	\$35,975	(\$17,996)	\$17,979
Depreciation Expense	\$61,000	(\$35,798)	\$25,202
Facilities Charges	\$30,930	(\$21,250)	\$9,680
CEA Equipment Rental	\$108,572	(\$56,423)	\$52,149
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$10,432	(\$6,083)	\$4,349
General Fund	\$17,900	(\$10,442)	\$7,458
Transfer Out-Capital	\$3,850	\$0	\$3,850
Land Improvement	\$161,517	\$0	\$161,517
Bldg Maintenance/Janitorial	\$1,500	(\$807)	\$693
Landscape Supplies	\$36,900	(\$27,436)	\$9,464
Concession Supplies	\$60,400	(\$38,274)	\$22,126
Miscellaneous Supplies	\$2,000	(\$298)	\$1,702
Gas Purchases	\$13,500	(\$7,847)	\$5,653
Miscellaneous Equipment	\$5,000	(\$3,303)	\$1,697
Collection Services	\$1,100	(\$838)	\$262
Contractor Fees	\$1,000	(\$280)	\$720
Equipment Repair & Maintenance	\$5,500	(\$3,230)	\$2,270
Other Interfund Charges	\$2,000	(\$765)	\$1,235
Electric	\$21,525	(\$8,879)	\$12,646
Gas	\$4,300	(\$3,048)	\$1,252
Water	\$2,100	(\$535)	\$1,565
Waste Disposal/Collection	\$2,100	(\$127)	\$1,973
Stormwater	\$13,160	(\$6,684)	\$6,476
Telephone	\$3,900	(\$1,962)	\$1,938
Cellular Telephone	\$1,000	(\$203)	\$797
Other Utilities (DirecTV)	\$2,150	(\$1,013)	\$1,137
	<b>\$1,035,637</b>	<b>(\$468,496)</b>	<b>\$567,141</b>