

City of Appleton - Reid Golf Course
2020 Revenues - August 31, 2020

	2019		2020	
<u>Green Fees</u>	<u>2019 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2020 Y-T-D Rounds</u>	<u>Total Revenue</u>
Weekday-18 Holes	1,705	\$31,206.42	2,472	\$47,161.99
Weekday-9 Holes	9,236	\$134,982.33	8,674	\$128,275.07
Weekend - 18-Holes	1,086	\$30,301.27	1,509	\$42,441.81
Weekend - 9 Holes	1,859	\$30,727.87	2,437	\$41,934.82
Twilight Golf	2,581	\$26,933.74	2,762	\$30,896.78
Passholder Rounds	5,181		6,489	
Promo Rounds				
Coupon Rounds	291		202	
Misc. Promotional Rounds*	2,370	\$35,027.44	2,433	\$39,473.81
Team Rounds	585			
Sub-Totals	24,894	\$289,179.07	26,978	\$330,184.28
<u>Pass/Coupon/Discount Card Sales</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>
Pass Sales	105	\$54,651.88	101	\$53,174.33
Corporate Pass Sales	6	\$15,000.00	9	\$22,393.35
Coupon Sales	60	\$5,614.24	49	\$4,221.31
Discount Cards	167	\$5,010.00	106	\$3,179.86
<u>Cart Revenue</u>	<u>2019 Y-T-D Cart Sales</u>	<u>Total Revenues</u>	<u>2020 Y-T-D Cart Sales</u>	<u>Total Revenues</u>
Cart Fee	7,890	\$80,649.17	9,821	\$105,918.99
Annual Cart Passes	27	\$12,908.50	21	\$11,000.95
<u>Practice Range</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>
Driving Range	3,351	\$22,794.07	2,833	\$20,631.56
Annual Range Pass	12	\$3,774.96	8	\$2,246.44
<u>Golf Shop Merchandise</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>
Balls/Assessorries/Apparel/Misc.		\$15,910.02		\$16,064.05
Gift Cards	231	\$9,639.00	246	\$10,978.75
Lessons**	159	\$7,466.00	41	\$1,845.00
Other Rentals***	635	\$3,523.95	396	\$1,865.30
<u>Food and Beverage</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>
Food		\$13,920.17		\$7,741.42
Beverage		\$17,483.25		\$17,615.42
Alcohol Sales		\$59,148.25		\$58,049.90
Catering/Banquet	189	\$1,548.11	107	\$304.88
Raincheck Redeemed		-\$2,022.78		-\$1,668.75
Total Revenue (All Categories)		\$616,197.86		\$665,747.04

*Misc. Promotional Rounds include Holidays, Family Day, Outings, Valpak & Comm Color Mailer specials

**Lessons include private, group and juniors

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

Reid Golf Course Budget August 31st Expense Report

Description	Budget	End of June Expenses	Available
Regular Salaries	\$177,660	(\$124,485)	\$53,175
Overtime	\$563	(\$503)	\$60
Part-Time	\$123,351	(\$79,828)	\$43,523
Fringes	\$83,382	(\$51,258)	\$32,124
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	(\$2,122)	\$128
Bank Services	\$13,000	(\$8,905)	\$4,095
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$3,703)	\$6,297
Insurance	\$6,200	(\$4,136)	\$2,064
Rent	\$35,975	(\$29,654)	\$6,321
Depreciation Expense	\$61,000	(\$40,912)	\$20,088
Facilities Charges	\$30,930	(\$22,825)	\$8,105
CEA Equipment Rental	\$108,572	(\$65,475)	\$43,097
Software Support	\$1,860	(\$1,860)	\$0
Interest Payments	\$10,432	(\$6,952)	\$3,480
General Fund	\$17,900	(\$11,933)	\$5,967
Transfer Out-Capital	\$3,850	\$0	\$3,850
Land Improvement	\$161,517	(\$9,621)	\$151,896
Bldg Maintenance/Janitorial	\$1,500	(\$883)	\$617
Landscape Supplies	\$36,900	(\$28,521)	\$8,379
Concession Supplies	\$60,400	(\$46,408)	\$13,992
Miscellaneous Supplies	\$2,000	\$0	\$2,000
Gas Purchases	\$13,500	(\$8,504)	\$4,996
Miscellaneous Equipment	\$5,000	(\$3,343)	\$1,657
Collection Services	\$1,100	(\$1,045)	\$55
Contractor Fees	\$1,000	(\$560)	\$440
Equipment Repair & Maintenance	\$5,500	(\$4,146)	\$1,354
Other Interfund Charges	\$2,000	(\$765)	\$1,235
Electric	\$21,525	(\$13,254)	\$8,271
Gas	\$4,300	(\$3,115)	\$1,185
Water	\$2,100	(\$535)	\$1,565
Waste Disposal/Collection	\$2,100	(\$127)	\$1,973
Stormwater	\$13,160	(\$6,684)	\$6,476
Telephone	\$3,900	(\$2,067)	\$1,833
Cellular Telephone	\$1,000	(\$203)	\$797
Other Utilities (DirecTV)	\$2,150	(\$1,242)	\$908
	\$1,035,637	(\$589,657)	\$445,980