

City of Appleton - Reid Golf Course
2019 Revenues - July 31, 2019

	2018		2019	
<u>Green Fees</u>	<u>2018 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2019 Y-T-D Rounds</u>	<u>Total Revenue</u>
Weekday-18 Holes	1,269	\$24,375.61	1,253	\$22,807.82
Weekday-9 Holes	7,476	\$109,709.42	6,899	\$100,726.77
Weekend - 18-Holes	777	\$21,979.95	758	\$20,728.56
Weekend - 9 Holes	1,451	\$24,744.11	1,383	\$22,523.56
Twilight Golf	2,012	\$20,983.63	1,956	\$20,394.81
Passholder Rounds	4,141		3,971	
Promo Rounds				
Coupon Rounds	259		194	
Misc. Promotional Rounds*	1,636	\$26,415.10	1,622	\$22,332.12
Team Rounds	432		516	
Sub-Totals	19,453	\$228,207.82	18,552	\$209,513.64
	<u>2018 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>
<u>Pass/Coupon/Discount Card Sales</u>				
Pass Sales	108	\$55,908.31	105	\$54,651.88
Corporate Pass Sales	7	\$16,238.10	6	\$15,000.00
Coupon Sales	72	\$6,463.99	53	\$5,030.24
Discount Cards	150	\$4,500.00	167	\$5,010.00
	<u>2018 Y-T-D Cart Sales</u>	<u>Total Revenues</u>	<u>2019 Y-T-D Cart Sales</u>	<u>Total Revenues</u>
<u>Cart Revenue</u>				
Cart Fee	6,380	\$65,039.75	5,694	\$58,225.76
Annual Cart Passes	29	\$14,185.00	27	\$12,908.50
	<u>2018 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2019 Y-T-D Sales</u>	<u>Total Revenues</u>
<u>Practice Range</u>				
Driving Range	2,590	\$16,727.59	2,631	\$17,889.63
Annual Range Pass	16	\$4,849.94	12	\$3,774.96

	2018 Y-T-D	Total	2019 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.		\$13,155.81		\$12,432.21
Gift Cards	177	\$11,357.25	187	\$8,407.00
Lessons**	180	\$8,881.00	155	\$7,277.00
Other Rentals***	412	\$2,494.65	515	\$2,776.10
	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Food and Beverage</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food		\$10,241.36		\$9,931.08
Beverage		\$12,675.95		\$12,850.62
Alcohol Sales		\$44,263.63		\$42,562.96
Catering/Banquet	387	\$3,010.90	189	\$1,548.11
<u>Raincheck Redeemed</u>		-\$859.68		-\$1,414.62
Total Revenue (All Categories)		\$517,341.37		\$478,375.07

*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

Description	Budget	End of July Expenses	Available
Regular Salaries	\$173,965	(\$92,284)	\$81,681
Overtime	\$552	(\$159)	\$393
Part-Time	\$123,351	(\$61,386)	\$61,965
Fringes	\$88,761	(\$36,599)	\$52,162
Training and Conferences	\$1,000	(\$402)	\$598
Office Supplies	\$600	(\$517)	\$83
Memberships & Licenses	\$1,659	(\$1,691)	(\$32)
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,000	(\$701)	\$1,299
Clothing	\$500	\$0	\$500
Accounting/Audit	\$2,210	\$0	\$2,210
Bank Services	\$13,000	(\$4,233)	\$8,767
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$4,885)	\$5,115
Insurance	\$7,485	(\$4,375)	\$3,110
Rent	\$30,861	(\$12,416)	\$18,445
Depreciation Expense	\$63,936	(\$35,798)	\$28,138
Facilities Charges	\$32,284	(\$19,197)	\$13,087
CEA Equipment Rental	\$96,880	(\$53,650)	\$43,230
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$11,625	(\$6,783)	\$4,842
General Fund	\$17,900	(\$10,442)	\$7,458
Infrastructure Construction	\$56,192	\$0	\$3,200
Bldg Maintenance/Janitorial	\$2,000	(\$1,058)	\$942
Landscape Supplies	\$36,900	(\$29,480)	\$7,420
Concession Supplies	\$60,850	(\$48,537)	\$12,313
Miscellaneous Supplies	\$2,000	(\$403)	\$1,597
Gas Purchases	\$13,500	(\$8,723)	\$4,777
Miscellaneous Equipment	\$11,500	(\$5,047)	\$6,453
Collection Services	\$1,100	(\$102)	\$998
Contractor Fees	\$1,000	(\$280)	\$720
Equipment Repair & Maintenance	\$5,000	(\$3,987)	\$1,013
Other Interfund Charges	\$2,000	(\$2,888)	(\$888)
Other Contracts/Obligations	\$0	\$0	\$0
Electric	\$22,233	(\$9,444)	(\$4,444)
Gas	\$5,000	(\$3,782)	(\$1,682)
Water	\$2,100	(\$267)	\$1,808
Waste Disposal/Collection	\$2,075	(\$375)	\$13,075
Stormwater	\$13,450	(\$3,228)	\$272
Telephone	\$3,500	(\$2,749)	(\$1,813)
Cellular Telephone	\$936	(\$564)	\$1,436
Other Utilities (DirecTV)	\$2,000	(\$968)	\$923,847
	\$924,815	(\$467,400)	\$457,415