

City of Appleton - Reid Golf Course
2018 Revenues - May 31, 2018

	2017		2018	
<u>Green Fees</u>	<u>2017 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2018 Y-T-D Rounds</u>	<u>Total Revenue</u>
Weekday-18 Holes	298	\$6,267.09	307	\$6,385.19
Weekday-9 Holes	2,442	\$35,546.46	2,447	\$35,661.65
Weekend - 18-Holes	482	\$11,476.40	258	\$6,935.30
Weekend - 9 Holes	1,009	\$14,157.87	469	\$7,766.22
Twilight Golf	560	\$5,811.29	503	\$5,247.45
Passholder Rounds	2,029		1,214	
Promo Rounds				
Coupon Rounds	101	\$240.00	57	
Outing/Tournament Rounds	27	\$409.64	54	\$514.08
Other	339	\$6,182.65	347	\$5,282.24
Memorial Day/Mother's Day Free Golf	49	\$466.62	52	
High School/Lawrence Rounds	579		393	
Sub-Totals	7,915	\$80,558.02	6,101	\$67,792.13
<u>Pass/Coupon/Discount Card Sales</u>	<u>2017 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2018 Y-T-D Sales</u>	<u>Total Revenues</u>
Pass Sales	94	\$52,593.12	88	\$51,750.17
Corporate Pass Sales	7	\$17,500.00	7	\$16,238.10
Coupon Sales	29	\$2,600.00	46	\$4,152.79
Discount Cards	117	\$3,510.00	147	\$4,410.00
<u>Cart Revenue</u>	<u>2017 Y-T-D Cart Sales</u>	<u>Total Revenues</u>	<u>2018 Y-T-D Cart Sales</u>	<u>Total Revenues</u>
Cart Fee	2,024	\$20,401.91	1,761	\$17,804.77
Annual Cart Passes	21	\$11,215.00	26	\$13,115.00
<u>Practice Range</u>	<u>2017 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2018 Y-T-D Sales</u>	<u>Total Revenues</u>
Driving Range	1,023	\$6,532.54	1,087	\$7,240.45
Annual Range Pass	11	\$2,715.00	16	\$4,849.94

	2017 Y-T-D	Total	2018 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.	561	\$3,923.03	432	\$3,466.93
Gift Cards	86	\$3,196.02	53	\$2,849.00
Lessons*	80	\$4,905.00	123	\$6,426.00
Other Rentals**	239	\$1,433.60	182	\$1,246.55
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Food and Beverage</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food	1,514	\$3,815.51	1,459	\$3,433.43
Beverage	1,885	\$3,754.39	1,983	\$3,914.48
Alcohol Sales	3,169	\$14,197.92	3,277	\$14,027.58
Catering/Banquet				
<u>Raincheck Redeemed</u>		<u>-\$207.28</u>		<u>-\$55.51</u>
Total Revenue (All Categories)		\$232,643.78		\$222,661.81

*Lessons include private, group and juniors

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

Reid Golf Course Budget May 31st Expense Report

Description	Budget	End of May Expenses	Available
Regular Salaries	\$164,468	(\$60,980)	\$103,488
Overtime	\$533	\$0	\$533
Part-Time	\$121,367	(\$17,210)	\$104,157
Fringes	\$84,250	(\$20,854)	\$63,396
Training and Conferences	\$1,000	\$0	\$1,000
Office Supplies	\$600	(\$88)	\$512
Memberships & Licenses	\$1,659	(\$1,060)	\$599
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,250	(\$764)	\$1,486
Clothing	\$750	\$0	\$750
Accounting/Audit	\$2,800	\$0	\$2,800
Bank Services	\$13,000	(\$1,267)	\$11,733
Consulting Services	\$3,500	\$0	\$3,500
Advertising	\$10,500	(\$3,654)	\$6,846
Insurance	\$7,685	(\$3,025)	\$4,660
Rent	\$30,861	(\$6,208)	\$24,653
Depreciation Expense	\$63,936	(\$27,070)	\$36,866
Facilities Charges	\$36,632	(\$6,947)	\$29,685
CEA Equipment Rental	\$96,996	(\$42,943)	\$54,053
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$12,556	(\$5,230)	\$7,326
General Fund	\$17,900	(\$7,458)	\$10,442
Internal Services	\$3,200	\$0	\$3,200
Bldg Maintenance/Janitorial	\$2,000	(\$666)	\$1,334
Landscape Supplies	\$36,900	(\$28,984)	\$7,916
Concession Supplies	\$61,000	(\$22,005)	\$38,995
Miscellaneous Supplies	\$2,750	(\$699)	\$2,051
Gas Purchases	\$12,350	(\$3,200)	\$9,150
Miscellaneous Equipment	\$7,150	(\$5,696)	\$1,454
Collection Services	\$1,100	(\$91)	\$1,009
Contractor Fees	\$1,000	(\$140)	\$860
Equipment Repair & Maintenance	\$5,000	(\$2,566)	\$2,434
Other Interfund Charges	\$2,000	(\$3,835)	(\$1,835)
Electric	\$22,233	(\$3,844)	\$18,389
Gas	\$6,500	(\$3,391)	\$3,109
Water	\$2,100	(\$247)	\$1,853
Waste Disposal/Collection	\$1,974	(\$390)	\$1,584
Stormwater	\$11,516	(\$2,784)	\$8,732
Telephone	\$3,000	(\$1,518)	\$1,482
Cellular Telephone	\$936	(\$392)	\$544
Other Utilities (DirecTV)	\$1,900	(\$337)	\$1,563
	\$859,762	(\$285,543)	\$574,219