

City of Appleton - Reid Golf Course
2018 Revenues - September 30, 2018

	2017		2018	
	2017 Y-T-D	Total	2018 Y-T-D	Total
<u>Green Fees</u>	<u>Rounds</u>	<u>Revenue</u>	<u>Rounds</u>	<u>Revenue</u>
Weekday-18 Holes	1,771	\$34,220.55	1,962	\$37,450.36
Weekday-9 Holes	9,939	\$146,295.32	10,374	\$151,716.70
Weekend - 18-Holes	1,721	\$45,938.34	1,414	\$39,424.04
Weekend - 9 Holes	2,917	\$46,728.47	2,246	\$37,858.21
Twilight Golf	2,954	\$30,777.34	2,803	\$29,252.47
Passholder Rounds	7,860		6,362	
Promo Rounds				
Coupon Rounds	525	\$0.00	413	
Outing/Tournament Rounds	513	\$12,903.04	427	\$8,705.27
Other	2,230	\$44,625.05	2,342	\$41,885.64
High School Rounds	690		513	
Sub-Totals	31,120	\$361,488.11	28,856	\$346,292.69
<u>Pass/Coupon/Discount Card Sales</u>	2017 Y-T-D	Total	2018 Y-T-D	Total
	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Pass Sales	123	\$59,602.72	108	\$55,908.31
Corporate Pass Sales	7	\$17,500.00	7	\$16,238.10
Coupon Sales	77	\$6,695.00	91	\$8,279.99
Discount Cards	120	\$3,600.00	150	\$4,500.00
<u>Cart Revenue</u>	2017 Y-T-D	Total	2018 Y-T-D	Total
	<u>Cart Sales</u>	<u>Revenues</u>	<u>Cart Sales</u>	<u>Revenues</u>
Cart Fee	9,793	\$101,331.54	9,745	\$101,197.39
Annual Cart Passes	28	\$13,510.00	29	\$14,185.00
<u>Practice Range</u>	2017 Y-T-D	Total	2018 Y-T-D	Total
	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Driving Range	3,455	\$20,879.68	3,484	\$22,296.77
Annual Range Pass	13	\$3,215.00	16	\$4,849.94
<u>Golf Shop Merchandise</u>	2017 Y-T-D	Total	2018 Y-T-D	Total
	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Balls/Assessories/Apparel/Misc.		\$20,117.18		\$19,181.98
Gift Cards	216	\$8,841.56	245	\$13,300.25
Lessons*	177	\$8,150.00	186	\$9,194.00
Other Rentals**	724	\$4,507.15	594	\$3,570.25
<u>Food and Beverage</u>	2017 Y-T-D	Total	2018 Y-T-D	Total
	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food		\$15,693.21		\$15,494.90
Beverage		\$18,675.16		\$18,685.65
Alcohol Sales		\$66,132.54		\$66,203.97
Catering/Banquet	851	\$4,461.75	415	\$3,181.42
Raincheck Redeemed		-\$3,875.59		-\$1,389.29
Total Revenue (All Categories)		\$730,525.01		\$721,171.32

*Lessons include private, group and juniors

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

Reid Golf Course Budget September 30th Expense Report

Description	Budget	End of September Expenses	Available
Regular Salaries	\$164,468	(\$127,585)	\$36,883
Overtime	\$533	(\$120)	\$413
Part-Time	\$121,367	(\$95,123)	\$26,244
Fringes	\$84,250	(\$52,388)	\$31,862
Training and Conferences	\$1,000	(\$397)	\$603
Office Supplies	\$600	(\$295)	\$305
Memberships & Licenses	\$1,659	(\$1,669)	(\$10)
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,250	(\$981)	\$1,269
Clothing	\$750	(\$281)	\$469
Accounting/Audit	\$2,800	\$0	\$2,800
Bank Services	\$13,000	(\$8,635)	\$4,365
Consulting Services	\$3,500	(\$1,651)	\$1,849
Advertising	\$10,500	(\$6,175)	\$4,325
Insurance	\$7,685	(\$5,445)	\$2,240
Rent	\$30,861	(\$18,622)	\$12,239
Depreciation Expense	\$63,936	(\$48,726)	\$15,210
Facilities Charges	\$36,632	(\$15,496)	\$21,136
CEA Equipment Rental	\$96,996	(\$74,808)	\$22,188
Software Support	\$1,860	(\$1,860)	\$0
Interest Payments	\$12,556	(\$9,414)	\$3,142
General Fund	\$17,900	(\$13,425)	\$4,475
Internal Services	\$3,200		\$3,200
Bldg Maintenance/Janitorial	\$2,000	(\$1,129)	\$871
Landscape Supplies	\$36,900	(\$31,085)	\$5,815
Concession Supplies	\$61,000	(\$53,219)	\$7,781
Miscellaneous Supplies	\$2,750	(\$1,233)	\$1,517
Gas Purchases	\$12,350	(\$11,513)	\$837
Miscellaneous Equipment	\$7,150	(\$7,351)	(\$201)
Collection Services	\$1,100	(\$649)	\$451
Contractor Fees	\$1,000	(\$560)	\$440
Equipment Repair & Maintenance	\$5,000	(\$4,456)	\$544
Other Interfund Charges	\$2,000	(\$3,955)	(\$1,955)
Electric	\$22,233	(\$16,055)	\$6,178
Gas	\$6,500	(\$3,741)	\$2,759
Water	\$2,100	(\$1,326)	\$774
Waste Disposal/Collection	\$1,974	(\$1,215)	\$759
Stormwater	\$11,516	(\$8,545)	\$2,971
Telephone	\$3,000	(\$2,842)	\$158
Cellular Telephone	\$936	(\$663)	\$273
Other Utilities (DirecTV)	\$1,900	(\$1,243)	\$657
	\$859,762	(\$633,876)	\$225,886