

**City of Appleton - Reid Golf Course**  
**Revenues - June 30, 2021**

	2020		2021	
<b>Green Fees</b>	<b>2020 Y-T-D Rounds</b>	<b>Total Revenue</b>	<b>2021 Y-T-D Rounds</b>	<b>Total Revenue</b>
Weekday-18 Holes	1,245	\$24,181.32	1,319	\$24,575.18
Weekday-9 Holes	3,976	\$58,922.52	5,312	\$77,956.30
Weekend - 18-Holes	767	\$21,520.79	1,034	\$28,180.14
Weekend - 9 Holes	1,224	\$20,800.44	1,662	\$27,845.98
Twilight Golf	1,289	\$14,362.95	1,356	\$15,364.57
Passholder Rounds	3,364		4,516	
Promo Rounds				
Coupon Rounds	94		94	
Misc. Promotional Rounds*	987	\$9,149.48	1,063	\$15,927.12
Team Rounds			692	
<b>Sub-Totals</b>	<b>12,946</b>	<b>\$148,937.50</b>	<b>17,048</b>	<b>\$189,849.29</b>
<b><u>Pass/Coupon/Discount Card Sales</u></b>	<b>2020 Y-T-D Sales</b>	<b>Total Revenues</b>	<b>2021 Y-T-D Sales</b>	<b>Total Revenues</b>
Pass Sales	99	\$52,420.63	144	\$69,862.40
Corporate Pass Sales	9	\$22,393.35	10	\$24,881.50
Coupon Sales	37	\$3,146.31	32	\$3,053.00
Discount Cards	106	\$3,179.86	115	\$3,450.00
<b><u>Cart Revenue</u></b>	<b>2020 Y-T-D Cart Sales</b>	<b>Total Revenues</b>	<b>2021 Y-T-D Cart Sales</b>	<b>Total Revenues</b>
Cart Fee	4,164	\$45,888.48	6,124	\$65,194.08
Annual Cart Passes	20	\$10,703.79	20	\$10,317.54
<b><u>Practice Range</u></b>	<b>2020 Y-T-D Sales</b>	<b>Total Revenues</b>	<b>2021 Y-T-D Sales</b>	<b>Total Revenues</b>
Driving Range	1,178	\$8,698.08	2,300	\$14,904.69
Annual Range Pass	8	\$2,246.44	9	\$2,516.58
<b><u>Golf Shop Merchandise</u></b>	<b>2020 Y-T-D Sales</b>	<b>Total Revenues</b>	<b>2021 Y-T-D Sales</b>	<b>Total Revenues</b>
Balls/Assessories/Apparel/Misc.	860	\$7,609.28	1,455	\$14,195.60
Gift Cards	121	\$8,122.75	155	\$8,498.92
Lessons**	0	\$0.00	156	\$7,245.00
Other Rentals***	209	\$1,066.81	334	\$2,113.77
<b><u>Food and Beverage</u></b>	<b>2020 Y-T-D Sales</b>	<b>Total Revenues</b>	<b>2021 Y-T-D Sales</b>	<b>Total Revenues</b>
Food	1,454	\$3,620.02	2,712	\$6,507.77
Beverage	2,931	\$6,728.83	4,458	\$10,180.61
Catering/Banquet		\$0.00	72	\$525.62
Alcohol Sales	6,041	\$24,526.74	9,113	\$37,644.93
<b>Raincheck Redeemed</b>		<b>-\$548.69</b>		<b>-\$1,367.83</b>
<b>Total Revenue (All Categories)</b>		<b>\$348,740.18</b>		<b>\$469,573.47</b>

\*Misc. Promotional Rounds include Memorial Day & Mother's day free golf, Family Day, ValPak & Community Color Mailer specials, outing & tournament rounds

\*\*Lessons include private, group and juniors

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

**Reid Golf Course Budget June 30th Expense Report**

<b>Description</b>	<b>Budget</b>	<b>End of June Expenses</b>	<b>Available</b>
Regular Salaries	\$184,900	(\$88,917)	\$95,983
Overtime	\$553	\$0	\$553
Part-Time	\$123,293	(\$54,318)	\$68,975
Fringes	\$84,674	(\$34,501)	\$50,173
Training and Conferences	\$2,250	(\$54)	\$2,196
Office Supplies	\$500	(\$120)	\$380
Memberships & Licenses	\$1,760	(\$1,215)	\$545
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,000	(\$2,364)	(\$364)
Clothing/Uniforms	\$500	(\$151)	\$349
Accounting/Audit	\$2,160	\$0	\$2,160
Bank Services	\$13,000	(\$7,284)	\$5,716
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$3,068)	\$6,932
Insurance	\$6,170	(\$3,084)	\$3,086
Rent	\$35,975	(\$11,995)	\$23,980
Depreciation Expense	\$61,000	(\$28,764)	\$32,236
Facilities Charges	\$34,344	(\$15,680)	\$18,664
CEA Equipment Rental	\$110,690	(\$54,494)	\$56,196
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$8,625	(\$4,314)	\$4,311
General Fund	\$17,900	(\$8,950)	\$8,950
Transfer Out-Capital	\$0	\$0	\$0
Land Improvement	\$150,000	(\$8)	\$149,992
Bldg Maintenance/Janitorial	\$1,500	(\$516)	\$984
Landscape Supplies	\$36,900	(\$27,674)	\$9,226
Concession Supplies	\$60,400	(\$35,642)	\$24,758
Miscellaneous Supplies	\$2,000	(\$16)	\$1,984
Gas Purchases	\$13,500	(\$6,974)	\$6,526
Miscellaneous Equipment	\$5,000	(\$4,451)	\$549
Collection Services	\$1,100	(\$1,040)	\$60
Contractor Fees	\$1,000	(\$496)	\$504
Equipment Repair & Maintenance	\$5,500	(\$2,544)	\$2,956
Other Interfund Charges	\$2,000	(\$1,462)	\$538
Electric	\$22,063	(\$9,434)	\$12,629
Gas	\$4,300	(\$3,193)	\$1,107
Water	\$2,100	(\$279)	\$1,821
Waste Disposal/Collection	\$2,100	(\$71)	\$2,029
Stormwater	\$13,160	(\$3,389)	\$9,771
Telephone	\$3,900	(\$250)	\$3,650
Cellular Telephone	\$1,000	(\$247)	\$753
Other Utilities (DirecTV)	\$2,150	(\$703)	\$1,447
	<b>\$1,032,877</b>	<b>(\$417,663)</b>	<b>\$615,214</b>