

City of Appleton - Reid Golf Course
Revenues - July 31, 2021

	2020		2021	
<u>Green Fees</u>	<u>2020 Y-T-D Rounds</u>	<u>Total Revenue</u>	<u>2021 Y-T-D Rounds</u>	<u>Total Revenue</u>
Weekday-18 Holes	1,907	\$36,978.78	2,206	\$38,772.84
Weekday-9 Holes	6,350	\$94,030.59	7,522	\$110,638.55
Weekend - 18-Holes	1,047	\$29,399.78	1,455	\$40,021.37
Weekend - 9 Holes	1,673	\$28,385.69	2,416	\$40,892.63
Twilight Golf	2,077	\$23,235.85	2,007	\$22,731.25
Passholder Rounds	4,960		6,112	
Promo Rounds				
Coupon Rounds	146		128	
Misc. Promotional Rounds*	1,695	\$23,824.04	1,539	\$26,170.68
Team Rounds			692	
Sub-Totals	19,855	\$235,854.73	24,077	\$279,227.32
	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2021 Y-T-D Sales</u>	<u>Total Revenues</u>
<u>Pass/Coupon/Discount Card Sales</u>				
Pass Sales	101	\$53,174.33	145	\$70,004.58
Corporate Pass Sales	9	\$22,393.35	10	\$24,881.50
Coupon Sales	40	\$3,424.31	36	\$3,399.00
Discount Cards	106	\$3,179.86	115	\$3,450.00
	<u>2020 Y-T-D Cart Sales</u>	<u>Total Revenues</u>	<u>2021 Y-T-D Cart Sales</u>	<u>Total Revenues</u>
<u>Cart Revenue</u>				
Cart Fee	7,009	\$75,894.87	9,082	\$96,394.70
Annual Cart Passes	21	\$11,000.95	20	\$10,317.54
	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2021 Y-T-D Sales</u>	<u>Total Revenues</u>
<u>Practice Range</u>				
Driving Range	2,043	\$14,772.46	3,089	\$19,870.68
Annual Range Pass	8	\$2,246.44	9	\$2,516.58
	<u>2020 Y-T-D Sales</u>	<u>Total Revenues</u>	<u>2021 Y-T-D Sales</u>	<u>Total Revenues</u>
<u>Golf Shop Merchandise</u>				
Balls/Assessories/Apparel/Misc.		\$11,825.53		\$18,990.93
Gift Cards	149	\$9,070.75	191	\$9,752.92
Lessons**	0	\$0.00	168	\$7,592.50

Other Rentals***	306	\$1,481.00	456	\$2,953.84
	2020 Y-T-D	Total	2021 Y-T-D	Total
<u>Food and Beverage</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food		\$5,843.64		\$9,789.52
Beverage		\$12,591.72		\$15,803.39
Alcohol Sales		\$40,126.47		\$55,740.14
Catering/Banquet		\$19.88		\$687.62
<u>Raincheck Redeemed</u>		<u>-\$1,328.19</u>		<u>-\$2,133.73</u>
Total Revenue (All Categories)		\$501,572.10		\$629,239.03

*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	\$184,900	(\$97,059)	\$87,841
Overtime	\$553	\$0	\$553
Part-Time	\$123,293	(\$65,351)	\$57,942
Fringes	\$84,674	(\$38,066)	\$46,608
Training and Conferences	\$2,250	(\$54)	\$2,196
Office Supplies	\$500	(\$119)	\$381
Memberships & Licenses	\$1,760	(\$1,215)	\$545
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,000	(\$1,834)	\$166
Clothing/Uniforms	\$500	(\$151)	\$349
Accounting/Audit	\$2,160	(\$2,170)	(\$10)
Bank Services	\$13,000	(\$10,184)	\$2,816
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$3,683)	\$6,317
Insurance	\$6,170	(\$3,598)	\$2,572
Rent	\$35,975	(\$15,994)	\$19,981
Depreciation Expense	\$61,000	(\$33,558)	\$27,442
Facilities Charges	\$34,344	(\$20,391)	\$13,953
CEA Equipment Rental	\$110,690	(\$66,976)	\$43,714
Software Support	\$1,860	\$0	\$1,860
Interest Payments	\$8,625	(\$5,033)	\$3,592
General Fund	\$17,900	(\$10,442)	\$7,458
Transfer Out-Capital	\$0	\$0	\$0
Land Improvement	\$193,000	(\$8)	\$192,992
Bldg Maintenance/Janitorial	\$1,500	(\$592)	\$908
Landscape Supplies	\$36,900	(\$28,958)	\$7,942
Concession Supplies	\$60,400	(\$47,915)	\$12,485
Miscellaneous Supplies	\$2,000	(\$310)	\$1,690
Gas Purchases	\$13,500	(\$8,794)	\$4,706
Miscellaneous Equipment	\$6,016	(\$5,425)	\$591
Collection Services	\$1,100	(\$1,248)	(\$148)
Contractor Fees	\$1,000	(\$776)	\$224
Equipment Repair & Maintenance	\$5,500	(\$2,705)	\$2,795
Other Interfund Charges	\$2,000	(\$1,462)	\$538
Electric	\$22,063	(\$13,468)	\$8,595
Gas	\$4,300	(\$3,244)	\$1,056
Water	\$2,100	(\$600)	\$1,500
Waste Disposal/Collection	\$2,100	(\$163)	\$1,937
Stormwater	\$13,160	(\$6,598)	\$6,562
Telephone	\$3,900	(\$301)	\$3,599
Cellular Telephone	\$1,000	(\$247)	\$753
Other Utilities (DirecTV)	\$2,150	(\$938)	\$1,212
	\$1,076,893	(\$499,630)	\$577,263