

Cal-Mazz Golf Management Revenue Summary Report 2019

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2018
Green Fees	\$ 11,203	\$ 694	\$ 26,863	\$ 60,517	\$ 66,049	\$ 96,110	\$ 89,261	\$ 92,465	\$ -	\$ -	\$ -	\$ -	\$ 443,161
Tournament Revenue					1,222	3,860	3,696	2,047					10,825
Driving Range	1,257	73	5,324	7,380	7,637	11,573	9,696	9,256					52,196
Power Carts	6,466	378	17,985	31,951	37,637	55,596	53,619	54,208					257,840
Lessons	40	134	370	1,028	1,078	1,366	2,002	1,043					7,061
Other rental, repair	24	5	111	176	223	342	318	308					1,507
Pro Shop Merchandise	3,062	283	5,322	15,197	12,221	17,537	16,651	18,232					88,505
Food & Beverage	3,384	214	9,801	19,432	23,765	34,476	30,514	31,798					153,384
Gift Cards	115	100	607	510	997	1,616	236	235					4,416
Sales Tax	609	72	1,336	2,849	2,939	4,376	3,735	3,990					19,906
Other ~ Men's/Women's Club	1,330	1,560	17,005	16,385	8,490	12,674	9,850	12,701					79,995
Other ~ Annual Fee	1,530		15,877				750						18,157
Other ~ Pay on Account				1,857	1,884	960	254	545					5,500
Other ~ donations						107		50					157
Other ~ CC Tips	138	10	581	966	1,286	1,735	1,784	1,779					8,279
Other ~ Misc	1,070	587	3,934		1,962	3,647	2,207	3,393					16,800
TOTAL REVENUE	\$ 30,228	\$ 4,110	\$ 105,116	\$ 158,248	\$ 167,390	\$ 245,975	\$ 224,573	\$ 232,050	\$ -	\$ -	\$ -	\$ -	\$ 1,167,688

18 hole equivalent	612	42	1521	3252	3552	5094	4670	4811	0	0	0	0	23,554
Average per 18 hole eq	\$ 49.39	\$ 97.85	\$ 69.11	\$ 48.66	\$ 47.13	\$ 48.29	\$ 48.09	\$ 48.23	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 49.57
Golf, Range, Cart per 18 eq	\$ 30.92	\$ 27.25	\$ 32.99	\$ 30.70	\$ 31.34	\$ 32.05	\$ 32.67	\$ 32.41	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 31.98

Monthly Summary to be submitted to Washoe County by the 10th of the following month.

Revenue Reconciled:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
Per POSExpress	29,094	4,042	102,836	150,581	154,489	229,002	208,484	217,573					33,544
Prom Rounds Sold			(150)	(150)	(150)								(1,905)
Prom Rounds Redeemed	1,134	68	2,430	7,817	13,051	16,973	16,089	14,477					1,116
	30,228	4,110	105,116	158,248	167,390	245,975	224,573	232,050	-	-	-	-	32,755

Accounting Assumptions:

Gift Cards are recorded as revenue when sold due to immateriality

Annual Dues are recorded as revenue when sold due to immateriality

Promo Rounds revenue is recorded when the rounds are played, due to selling some in the previous year. All unplayed rounds will be recorded when they expire.

Cal-Mazz
Sierra Sage Golf Course

2019 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	Sept	TOTAL
18 Green Fee					613	893	696	765		2,967
18 Junior					9	34	33	13		89
18 Senior					686	941	772	979		3,378
Winter 18	100	7	310	544						961
Winter Jr 18	1		7	25						33
Winter Sr 18	282	24	528	887						1,721
9 Hole Walk-Up					156	262	208	196		822
9 Hole Walk-Up Jr					10	35	34	49		128
9 Hole Walk-Up Sr					338	551	642	646		2,177
9 Hole Walk-Up Winter	44		281	263						588
9 Hole Walk-Up Jr Winter	2		19	29						50
9 Hole Walk-Up Sr Winter	166	6	315	367						854
Late Rate Adult				266	453	677	789	747		2,932
Late Rate Junior										0
Late Rate Senior										0
2nd 9 Adult					7	10	7	8		32
2nd 9 Junior								10		10
2nd 9 Senior					3	3	2	6		14
2nd 9 Winter Adult				1						1
2nd 9 Winter Sr			1	1						2
DAILY FEE SUBTOTAL:	595	37	1,461	2,383	2,275	3,406	3,183	3,419	0	16,759

Golden Annual	9		6	25	17	25	39	19		140
Adult Annual			78	123	152	154	167	165		839
Senior Annual	7	1	17	19	6	11	7	10		78
SC - Adult 10-Play						5				5
SC - Adult 25-Play				2						2
SC - Adult 9 Hole 10-Play										0
SC - Junior 18 Hole 10 Play										0
SC - Junior 9 Hole 10-Play										0
SC - Senior 10-Play	2	1	7	52	97	130	151	135		575
SC - Senior 25-Play				9	15	16	19	23		82
SC - Senior 9 Hole 10-Play	2	1	8	12	28	31	28	45		155
SC - Golden 9 Hole 10-Play				1	2	8	7	5		23
SC - Gold 18 Hole 10-Play				3	4	3	1	3		14
SC - Golden 25-Play						2	2	1		5
SC - Golden+ 10-Play										0
SC - Golden+ 25-Play										0
Promo Rounds Redeemed	84	5	180	579	842	1,094	1,038	934		4,756
Tournaments					47	140	132	81		400
Special Twilight										0
UNR Golf Team										0
High School			25	180	70		2	13		290
Misc. Comp	2		6	59	89	287	95	160		698
Birthday Comp										0
Employee Guest Winter	2			24		2				28
Employee Guest Summer					20	26	38	22		106
PGA Comp	1		2	7	13	29	9	47		108
Employee Comp	15		43	111	131	150	162	145		757
2-1 NNGA										0
2-1 West Coast Golf					16	25	54	66		161
Birdie Bug Ad										0
Red Dot										0
SPECIAL FEE SUBTOTAL:	124	8	372	1,206	1,549	2,138	1,951	1,874	0	9,222

TOTAL DAILY ROUNDS:	719	45	1,833	3,589	3,824	5,544	5,134	5,293	0	25,981
18-HOLE EQUIVALENT:	612	42	1,521	3,252	3,552	5,094	4,670	4,811	0	23,554

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Bell-Men Golf Revenue Summary Report 2019

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2019 Total
Green Fees	\$ 10,582.00	\$ 3,838.00	\$ 28,433.00	\$ 66,615.00	\$ 76,397.00	\$ 90,734.00	\$ 94,926.00	\$ 93,897.00					
Tournament Revenue	\$ -	\$ -	\$ -	\$ 1,680.00	\$ 1,680.00	\$ 17,430.00	\$ 350.00	\$ -					
Driving Range	\$ 3,411.00	\$ 2,035.00	\$ 8,098.00	\$ 12,208.00	\$ 12,625.00	\$ 16,990.00	\$ 17,415.00	\$ 15,697.94					
Power Carts	\$ 10,030.25	\$ 10,787.80	\$ 11,678.77	\$ 21,868.29	\$ 35,004.19	\$ 53,985.53	\$ 46,595.08	\$ 44,383.00					
Service, Lesson, Rental & Repair	\$ 1,013.00	\$ 180.00	\$ 1,966.15	\$ 3,643.50	\$ 4,629.89	\$ 9,659.00	\$ 4,832.50	\$ 4,870.00					
Pro Shop Merchandise	\$ 4,170.32	\$ 5,005.84	\$ 9,068.68	\$ 18,162.07	\$ 24,431.88	\$ 27,106.37	\$ 22,138.80	\$ 23,327.46					
Food & Beverage	\$ 6,166.18	\$ 5,927.12	\$ 17,629.66	\$ 22,874.10	\$ 32,131.46	\$ 41,663.08	\$ 38,986.53	\$ 36,401.22					
Gift Cards	\$ 1,310.00	\$ 650.00	\$ 660.00	\$ 1,160.00	\$ 808.00	\$ 10,234.00	\$ 2,843.00	\$ 2,216.81					
Sales Tax	\$ 802.30	\$ 624.46	\$ 2,034.38	\$ 2,907.26	\$ 3,489.75	\$ 4,417.46	\$ 3,964.52	\$ 3,968.24					
Men's/Women's Club	\$ 1,149.35	\$ 125.00	\$ 675.00	\$ 7,193.00	\$ 10,570.00	\$ 11,438.04	\$ 16,802.00	\$ 10,425.68					
Annual Passes/Fees	\$ 20,100.00	\$ 24,850.00	\$ 6,550.00	\$ 350.00	\$ 1,000.00	\$ -	\$ 600.00	\$ 700.00					
Other-Donations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Other-Tips	\$ 427.75	\$ 483.75	\$ 1,441.30	\$ 1,491.85	\$ 2,461.46	\$ 2,676.70	\$ 2,734.45	\$ 3,172.66					
Pay On Account	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Smart Card Tender (non-revenue)	\$ 172.50	\$ 111.00	\$ 505.50	\$ 9,072.42	\$ 9,974.16	\$ 6,856.45	\$ 9,876.59	\$ 12,285.62					
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
TOTAL REVENUE	\$ 59,334.65	\$ 54,617.97	\$ 88,740.44	\$ 169,225.49	\$ 215,202.79	\$ 293,190.63	\$ 262,064.47	\$ 251,345.63	\$ -	\$ -	\$ -	\$ -	
PMT Due to County (12% of green fees)	\$ 3,541.44	\$ 3,442.56	\$ 4,197.96	\$ 8,237.40	\$ 9,489.24	\$ 12,979.68	\$ 11,505.12	\$ 11,351.64	\$ -	\$ -	\$ -	\$ -	
	\$ 3,681.84												
Rounds of Play													
Rounds Sold-all categories	628	86	1531	2971	3968	5356	5307	5045					
Non-Revenue Rounds	43	0	90	151	108	178	161	146					
CIP Round Counts	585	86	1441	2820	3860	5178	5146	4899					
CIP Total Fund	\$ 1,170.00	\$ 172.00	\$ 2,882.00	\$ 5,640.00	\$ 7,720.00	\$ 10,356.00	\$ 10,292.00	\$ 9,798.00					
Total Rounds of Play	628	86	1531	2971	3968	5356	5307	5045	0	0	0	0	24892

Notes/Explanations:

Equipment Lease Expense (Per Month)	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 3,758.04
TOTAL DUE TO COUNTY	\$ 3,995.01	\$ 3,755.73	\$ 4,511.13	\$ 8,550.57	\$ 9,802.41	\$ 13,292.85	\$ 11,818.29	\$ 11,664.81	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 313.17	\$ 3,758.04



Bell-Men Golf Revenue Summary Report 2019

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2019 Total
DAILY FEE ROUNDS													
18 Green Fee	0	0	0	199	289	396	487	468					
18 Junior	0	0	0	53	44	82	97	95					
18 Senior	0	0	0	354	329	617	410	546					
18 Winter Green Fee	35	7	176	0	0	0	0	0					
18 Winter Junior	9	0	23	0	0	0	0	0					
18 Winter Senior	150	31	306	0	0	0	0	0					
9 Green Fee	0	0	0	448	528	581	561	605					
9 Junior	0	0	0	0	0	0	0	0					
9 Senior	102	13	190	406	493	616	695	585					
9 Winter Green Fee	0	0	0	0	0	0	0	0					
9 Winter Junior	0	0	0	0	0	0	0	0					
9 Winter Senior	0	0	0	0	0	0	0	0					
Twilight 9 hole	110	19	282	47	773	861	1036	828					
Late/Twilight - Adult	21	0	113	251	260	447	274	358					
Late/Twilight - Jr-Exec.	0	0	0	4	11	17	18	15					
Late/Twilight - Sr.	66	8	169	313	359	338	612	519					
YOC	9	0	14	15	18	36	32	33					
Groupon	2	0	37	190	182	248	224	201					
Tournaments	0	0	0	48	48	498	10	0					
DAILY ROUNDS SUBTOTAL	504	78	1310	2328	3334	4737	4456	4253	0	0	0	0	
ANNUAL/PASSES													
Senior/Golden Annual-18 hole	0	0	0	4	6	12	15	10					
Adult Annual-18 hole	50	4	111	219	223	229	365	279					
Jr. Annual-18 hole	0	0	0	1	2	5	5	0					
Senior/Golden Annual-9 hole	1	0	7	21	13	9	27	25					
Smart Card-9 Holes	0	0	0	8	10	8	15	23					
Smart Card-18 Holes	5	3	13	239	272	178	263	309					
Winter Annual	25	1	0	0	0	0	0	0					
ANNUAL/PASSES SUBTOTAL	81	8	131	492	526	441	690	646	0	0	0	0	
SPECIAL ROUNDS (NON-REVENUE)													
Complimentary rounds-Pro/PGA	0	0	1	1	4	13	22	15					
Complimentary rounds-Promotion	0	0	0	2	3	30	4	10					
High School Team	0	0	0	49	0	2	0	12					
UNR Team	0	0	0	0	0	0	0	0					
EZLINKS TRADE	43	0	89	97	96	130	125	103					
Marshall/Employee	0	0	0	2	5	3	10	6					



								Aug 19					
SPECIAL ROUNDS SUBTOTAL	43	0	90	151	108	178	161	146	0	0	0	0	
TOTAL ALL ROUNDS	628	86	1531	2971	3968	5356	5307	5045	0	0	0	0	
18 Hole Equivalent	522	70	1292	2506	3060	4319	4140	4012	0	0	0	0	
CIP Rounds	585	86	1441	2820	3860	5178	5146	4899	0	0	0	0	

Notes/Explanations:

Default Green Fee (\$0 revenue) added to Promo/Donation