

## Cal-Mazz Golf Management Revenue Summary Report 2020

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2020
Green Fees	\$ 22,388	\$ 45,001	\$ 30,032	\$ 9,220	\$ 131,285	\$ 133,680							\$ 371,606
Tournament Revenue													-
Driving Range	3,240	7,665	4,713	1,264	16,946	16,396							50,224
Power Carts	16,760	30,232	18,096	4,999	69,592	72,702							212,381
Lessons		580	550		1,685	2,102							4,917
Other rental, repair	30	72	110	15	365	518							1,110
Pro Shop Merchandise	4,841	9,504	6,282	2,503	13,498	17,483							54,111
Food & Beverage	7,090	16,250	7,444	864	27,123	32,566							91,337
Gift Cards	395	842	448		3,447	13,428							18,560
Sales Tax	977	2,198	1,130	231	3,420	4,087							12,043
Other ~ Men's/Women's Club	5,680	5,230	6,985	310	8,891	16,535							43,631
Other ~ Annual Fee	13,310	8,597	1,500										23,407
Other ~ Junior League						1,400							1,400
Other ~ Pay on Account	1,097	260			782	598							2,737
Other ~ donations	60												60
Other ~ CC Tips	355	988	750	29	2,156	2,539							6,817
Other ~ Misc	86	1,233	97		1,084	1,287							3,787
<b>TOTAL REVENUE</b>	<b>\$ 76,309</b>	<b>\$ 128,652</b>	<b>\$ 78,137</b>	<b>\$ 19,435</b>	<b>\$ 280,274</b>	<b>\$ 315,321</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 898,128</b>

18 hole equivalent	1327	2577	1722	539	6231	6505	0	0	0	0	0	0	18,901
Average per 18 hole eq	\$ 57.50	\$ 49.92	\$ 45.38	\$ 36.06	\$ 44.98	\$ 48.47	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 47.52
Golf, Range, Cart per 18 eq	\$ 31.94	\$ 32.17	\$ 30.69	\$ 28.73	\$ 34.96	\$ 34.25	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 33.55

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 2020
Per POSExpress	75,379	125,428	75,861	18,399	259,119	298,791							852,977
Prom Rounds Sold	(960)	(388)	(160)		(640)	(480)							(2,628)
Prom Rounds Redeemed	1,890	3,612	2,436	1,036	21,795	17,010							47,779
	76,309	128,652	78,137	19,435	280,274	315,321	-	-	-	-	-	-	898,128

### 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.







### Bell-Men Golf Revenue Summary Report 2020

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2020 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0	23	698	532							
18 Junior	0	0	0	0	0	0							
18 Senior	0	0	0	17	539	588							
18 Winter Green Fee	104	316	176	0	0	0							
18 Winter Junior	14	34	29	0	0	0							
18 Winter Senior	178	350	248	0	0	0							
18 Winter Twilight	303	559	510	0	0	0							
9 Winter Green Fee	447	690	634	0	0	0							
9 Green Fee	0	0	0	4	75	99							
9 Junior	0	0	0	6	0	0							
9 Senior	0	0	0	0	91	65							
Twilight 9 hole	0	0	0	209	1416	2191							
Late/Twilight - Adult	0	0	0	61	886	822							
Late/Twilight - Jr-Exec.	2	6	7	30	158	162							
Late/Twilight - Sr.	0	0	0	67	484	449							
YOC	15	22	32	7	75	56							
Groupon	0	11	26	5	281	200							
Tournaments	0	0	0	0	0	151							
<b>DAILY ROUNDS SUBTOTAL</b>	1063	1988	1662	429	4703	5315	0	0	0	0	0	0	
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	0	0	0	0	4	4							
Adult Annual-18 hole	140	239	188	26	413	575							
Jr. Annual-18 hole	1	1	0	0	9	1							
Senior/Golden Annual-9 hole	7	10	3	0	17	11							
Smart Card-9 Holes	2	5	4	0	14	8							
Smart Card-18 Holes	10	24	14	4	138	326							
Winter Annual	36	47	0	0	0	0							
<b>ANNUAL/PASSES SUBTOTAL</b>	196	326	209	30	595	925	0	0	0	0	0	0	
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	4	8	1	0	24	24							
Complimentary rounds-Promotion	0	1	2	0	12	13							
High School Team	0	24	9	0	0	13							
UNR Team	0	0	0	0	0	0							
EZLINKS TRADE	31	115	66	20	167	176							
Marshall/Employee	2	6	4	1	6	18							

SPECIAL ROUNDS SUBTOTAL	37	154	82	21	209	244	0	0	0	0	0	0	
TOTAL ALL ROUNDS	1296	2468	1953	480	5507	6484	0	0	0	0	0	0	
18 Hole Equivalent	1068	2116	1633	371	4701	5297	0	0	0	0	0	0	
CIP Rounds	1259	2314	1871	459	5298	6240	0	0	0	0	0	0	

Notes/Explanations: