

**Cal-Mazz Golf Management Revenue Summary Report 2022**  
**Sierra Sage Golf Course**

Revenue Summary:	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL 2022
Green Fees	\$ 38,860	\$ 35,438	\$ 64,846	\$ 80,454	\$ 93,826	\$ 113,520	\$ 118,559	\$ 117,272	\$ 101,577				\$ 764,352
Tournament Revenue													-
Driving Range	8,375	7,327	12,773	13,840	18,647	20,693	20,733	21,135	16,476				139,999
Power Carts	31,486	22,351	39,285	38,756	57,541	67,426	71,868	70,053	59,732				458,498
Lessons		175	414	1,181	1,862	3,020	1,843	1,398	760				10,653
Other rental, repair	73	144	434	465	337	567	565	660	583				3,828
Pro Shop Merchandise	7,675	5,149	20,147	15,763	26,236	20,964	23,136	27,148	17,534				163,752
Food & Beverage	13,360	15,779	28,427	30,230	38,195	46,729	49,026	51,250	44,426				317,422
Gift Cards	702	762	6,244	7,493	8,469	14,633	8,153	7,682	11,416				65,554
Sales Tax	1,716	1,719	3,974	3,645	4,911	5,543	5,864	6,538	5,406				39,316
Other ~ Men's/Women's Club	4,020	4,360	20,425	13,332	11,809	18,782	12,223	12,622	10,070				107,643
Other ~ Annual Fee	24,405		1,255		600								26,260
Other ~ Junior League							1,200						1,200
Other ~ Pay on Account	707	5,850	500	248	535		8,895	100	1,110				17,945
Other ~ donations					50								50
Other ~ CC Tips	1,099	1,408	2,606	3,035	4,182	4,586	5,139	5,424	4,226				31,705
Other ~ Misc	459	171	331	697	620	2,949	4,790	7,898	7,631				25,546
<b>TOTAL REVENUE</b>	<b>\$ 132,937</b>	<b>\$ 100,633</b>	<b>\$ 201,661</b>	<b>\$ 209,139</b>	<b>\$ 267,820</b>	<b>\$ 319,412</b>	<b>\$ 331,994</b>	<b>\$ 329,180</b>	<b>\$ 280,947</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,173,723</b>

18 hole equivalent	2057	1984	3634	3550	5065	6182	6373	6225	5165	0	0	0	40,235
Average per 18 hole eq	\$ 64.63	\$ 50.72	\$ 55.49	\$ 58.91	\$ 52.88	\$ 51.67	\$ 52.09	\$ 52.88	\$ 54.39	#DIV/0!	#DIV/0!	#DIV/0!	\$ 50.33
Golf, Range, Cart per 18 eq	\$ 38.27	\$ 32.82	\$ 32.17	\$ 37.48	\$ 33.57	\$ 32.62	\$ 33.13	\$ 33.49	\$ 34.42	#DIV/0!	#DIV/0!	#DIV/0!	\$ 30.18

Agreed upon improvement rounds @ \$31.50 average r	1,234	1,125	2,059	2,554	2,979	3,604	3,764	3,723	3,225	-	-	-	24,265
Course Improvement fund \$2 per round	\$ 2,467	\$ 2,250	\$ 4,117	\$ 5,108	\$ 5,957	\$ 7,208	\$ 7,528	\$ 7,446	\$ 6,449	\$ -	\$ -	\$ -	48,530
transfer date	2/28/2022	3/13/2022	4/16/2022	5/7/2022	6/12/2022	7/9/2022	8/5/2022	9/10/2022	10/15/2022				
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 2022
Per POSExpress	132,937	100,633	201,661	209,139	267,820	319,412	331,994	329,180	280,947				2,173,723
Prom Rounds Sold													-
Prom Rounds Redeemed													-
	132,937	100,633	201,661	209,139	267,820	319,412	331,994	329,180	280,947	-	-	-	2,173,723

**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 will be recorded in Revenue in the year sold. This is new in 2021.

Cal-Mazz  
Sierra Sage Golf Course

2022 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
18 Green Fee				323	953	1,174	1,235	1,125	1,018				5,828
18 Junior				22	38	83	77	56	70				346
18 Senior				257	847	1,008	1,053	988	1,237				5,390
Winter 18	502	403	590	436									1,931
Winter Jr 18	24	12	28	22									86
Winter Sr 18	779	752	1,344	613									3,488
9 Hole Walk-Up				78	198	233	234	333	209				1,285
9 Hole Walk-Up Jr				28	45	45	60	76	44				298
9 Hole Walk-Up Sr				65	157	163	148	216	166				915
9 Hole Walk-Up Winter	361	377	831	599									2,168
9 Hole Walk-Up Jr Winter	33	16	40										89
9 Hole Walk-Up Sr Winter	168	242	464	225									1,099
Late Rate Adult		3	73	430	1,288	1,531	1,660	1,803	1,001				7,789
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult				1	27	2	15	7	11				63
2nd 9 Junior													0
2nd 9 Senior				3	2	1	2	3	9				20
2nd 9 Winter Adult		3	6										9
2nd 9 Winter Sr		1	2										3
<b>DAILY FEE SUBTOTAL:</b>	<b>1,867</b>	<b>1,809</b>	<b>3,378</b>	<b>3,102</b>	<b>3,555</b>	<b>4,240</b>	<b>4,484</b>	<b>4,607</b>	<b>3,765</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>30,807</b>

Golden Annual		5	12	15	16	14	13	11	17				103
Adult Annual	149	138	199	159	197	208	207	236	200				1,693
Senior Annual		9	12	16	10	14	13	11	9				94
SC - Adult 10-Play				6	8	5	16	8	6				49
SC - Adult 25-Play			1	8	4	2							15
SC - Adult 9 Hole 10-Play		1	4	1		1	7	6					20
SC - Junior 18 Hole 10-Play													0
SC - Junior 9 Hole 10-Play		9											9
SC - Senior 10-Play	22	12	20	54	161	207	168	203	136				983
SC - Senior 25-Play	23	12	13	30	76	91	89	85	83				502
SC - Senior 9 Hole 10-Play	17	1	25	20	38	57	53	54	51				316
SC - Golden 9 Hole 10-Play													0
SC - Gold 18 Hole 10-Play			2	2	3	2	1		13				23
SC - Golden 25-Play		2	4	8	18	11	17	18					78
SC - Golden+ 10-Play													0
SC - Golden+ 25-Play	2												2
Promo Rounds Redeemed	173	205	281	407	894	994	1,096	943	769				5,762
Tournaments						36	43						79
Special Twilight													0
UNR Golf Team													0
High School			112		1	1		2	40				156
Jr. Golf Comp					52	203	124	46	12				437
Misc. Comp	15	2	37	29	35	60	42	59	39				318
Birthday Comp	1												1
Employee Guest Winter	5	7	26	9				6	3				56
Employee Guest Summer	1	4	12	33	45	63	61	68	53				340
PGA Comp	3	2	8	5	12	9	22	14	28				103
Employee Comp	68	91	174	156	173	213	174	191	186				1,426
2-1 NNGA													0
2-1 West Coast Golf								4					4
Birdie Bug Ad													0
Sweet Deals						2	2						4
<b>SPECIAL FEE SUBTOTAL:</b>	<b>479</b>	<b>500</b>	<b>942</b>	<b>958</b>	<b>1,743</b>	<b>2,193</b>	<b>2,148</b>	<b>1,965</b>	<b>1,645</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12,573</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>2,346</b>	<b>2,309</b>	<b>4,320</b>	<b>4,060</b>	<b>5,298</b>	<b>6,433</b>	<b>6,632</b>	<b>6,572</b>	<b>5,410</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>43,380</b>
<b>18-HOLE EQUIVALENT:</b>	<b>2,057</b>	<b>1,984</b>	<b>3,634</b>	<b>3,550</b>	<b>5,065</b>	<b>6,182</b>	<b>6,373</b>	<b>6,225</b>	<b>5,165</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>40,235</b>

Walk Up 18	1,311	1,178	2,000	1,715	1,883	2,328	2,426	2,243	2,381	0	0	0	17,465
Walk Up 9	562	639	1,343	995	400	441	442	625	419	0	0	0	5,866
Twilight 18	0	3	73	430	1,288	1,531	1,660	1,803	1,001	0	0	0	7,789
Smart Cards 18	47	26	40	108	270	318	291	314	238	0	0	0	1,652
Smart Cards 9	17	11	29	21	38	58	60	60	51	0	0	0	345
Annuals	149	152	223	190	223	236	233	258	226	0	0	0	1,890
Tournaments	0	0	0	0	0	36	43	0	0	0	0	0	79
Misc 18	259	300	612	597	1,115	1,279	1,336	1,213	1,062	0	0	0	7,773
Misc 9													0
<b>TOTAL:</b>	<b>2,345</b>	<b>2,309</b>	<b>4,320</b>	<b>4,056</b>	<b>5,217</b>	<b>6,227</b>	<b>6,491</b>	<b>6,516</b>	<b>5,378</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>42,859</b>

Junior	192	263	492	297	83	128	137	132	114	0	0	0	1,838
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### Bell-Men Golf Revenue Summary Report 2022

Rounds of Play Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2022 Total
<b>DAILY FEE ROUNDS</b>													
18 Green Fee	0	0	0	473	814	876	987	853	401				
18 Senior	0	0	1	411	490	556	501	506	335				
18 Winter Green Fee	264	315	498	0	0	0	0	0	0				
18 Winter Junior	14	25	51	0	0	0	0	0	0				
18 Winter Senior	302	264	477	0	0	0	0	0	0				
18 Winter Twilight	362	313	755	0	0	0	0	0	0				
9 Winter Green Fee	488	568	997	0	0	0	0	0	0				
9 Green Fee	1	0	0	1735	2303	2218	2151	2250	718				
Late/Twilight - Adult	0	0	0	566	674	867	789	777	836				
Late/Twilight - Jr-Exec.	0	1	0	62	52	93	134	86	52				
Late/Twilight - Sr.	1	0	0	391	421	521	596	527	454				
YOC	39	32	46	78	54	103	132	106	46				
Groupon	2	11	22	56	98	133	170	168	127				
Tournaments	0	0	0	64	0	240	81	0	260				
Disc Golf	144	148	171	32	74	67	62	94	93				
<b>DAILY ROUNDS SUBTOTAL</b>	<b>1617</b>	<b>1677</b>	<b>3018</b>	<b>3868</b>	<b>4980</b>	<b>5674</b>	<b>5603</b>	<b>5367</b>	<b>3322</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>35126</b>
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	4	27	41	36	33	40	35	36	25				
Adult Annual-18 hole	491	498	858	778	853	824	884	1012	719				
Jr. Annual-18 hole	0	1	8	1	5	3	6	3	8				
Senior/Golden Annual-9 hole	8	8	14	19	23	24	18	28	17				
Smart Card-9 Holes	0	4	5	4	5	7	6	7	7				
Smart Card-18 Holes	26	23	41	219	325	312	345	287	205				
Winter Annual	51	46	0	0	0	0	0	0	0				
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>580</b>	<b>607</b>	<b>967</b>	<b>1057</b>	<b>1244</b>	<b>1210</b>	<b>1294</b>	<b>1373</b>	<b>981</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9313</b>
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	3	3	12	12	9	20	18	15	11				
Complimentary rounds-Promotion	0	0	0	3	7	15	18	7	2				
High School Team	0	0	11	41	0	0	1	0	19				
UNR Team	0	0	0	0	0	0	0	0	0				
Marshall/Employee	0	3	0	9	28	5	17	19	15				
<b>SPECIAL ROUNDS SUBTOTAL</b>	<b>3</b>	<b>6</b>	<b>23</b>	<b>65</b>	<b>44</b>	<b>40</b>	<b>54</b>	<b>41</b>	<b>47</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>323</b>
<b>TOTAL ALL ROUNDS</b>	<b>2200</b>	<b>2290</b>	<b>4008</b>	<b>4990</b>	<b>6268</b>	<b>6924</b>	<b>6951</b>	<b>6781</b>	<b>4350</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44762</b>
<b>18 Hole Equivalent</b>	<b>1952</b>	<b>2000</b>	<b>3500</b>	<b>4111</b>	<b>5103</b>	<b>5800</b>	<b>5864</b>	<b>5639</b>	<b>3979</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>37946</b>

Notes/Explanations: