



From: Darryl Muldoon PGA, Director of Golf Operations

To: Golf Committee

Date: April 15, 2020

Subject: Golf Financials and Rounds Report

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The Revenue Report for March YTD is:

- Members Green Fees ended at \$673,926.
- Golf Cart Revenue ended at \$405,778.
- Guest Green Fees ended at \$62,315.
- Merchandise Revenue ended at \$54,056.

You will notice that all Member revenue amounts are lower due to the lower Member fees and the Guest revenue is up.

The Rounds Report for March YTD:

- Total rounds ended at 18,631.
  - Up by 1,877 over last year.
- The breakdown is as follows:
  - Members rounds 15,552.
  - Non-Member rounds 3,079.

All course closings and timelines for 2020 are included on the spreadsheet.

## GOLF FEES AND CART REVENUE ANALYSIS

For the Three Months Ending March 31, 2020

Description	2018	2019	2020
Member Greens Fees *	\$116,506	\$103,258	\$103,054
Annual Greens Fee	\$706,781	\$659,194	\$570,872
Total Members Green Fees	\$823,287	\$762,452	\$673,926
Cart Rentals	\$68,225	\$65,477	\$65,109
Private Cart Registrations	\$118,951	\$101,657	\$72,853
Annual Seat Leases	\$359,412	\$328,123	\$267,815
Total Cart Fees	\$546,588	\$495,258	\$405,778
Guest Greens Fees **	\$47,678	\$47,639	\$62,315
Merchandise Revenue	\$51,451	\$64,333	\$54,056

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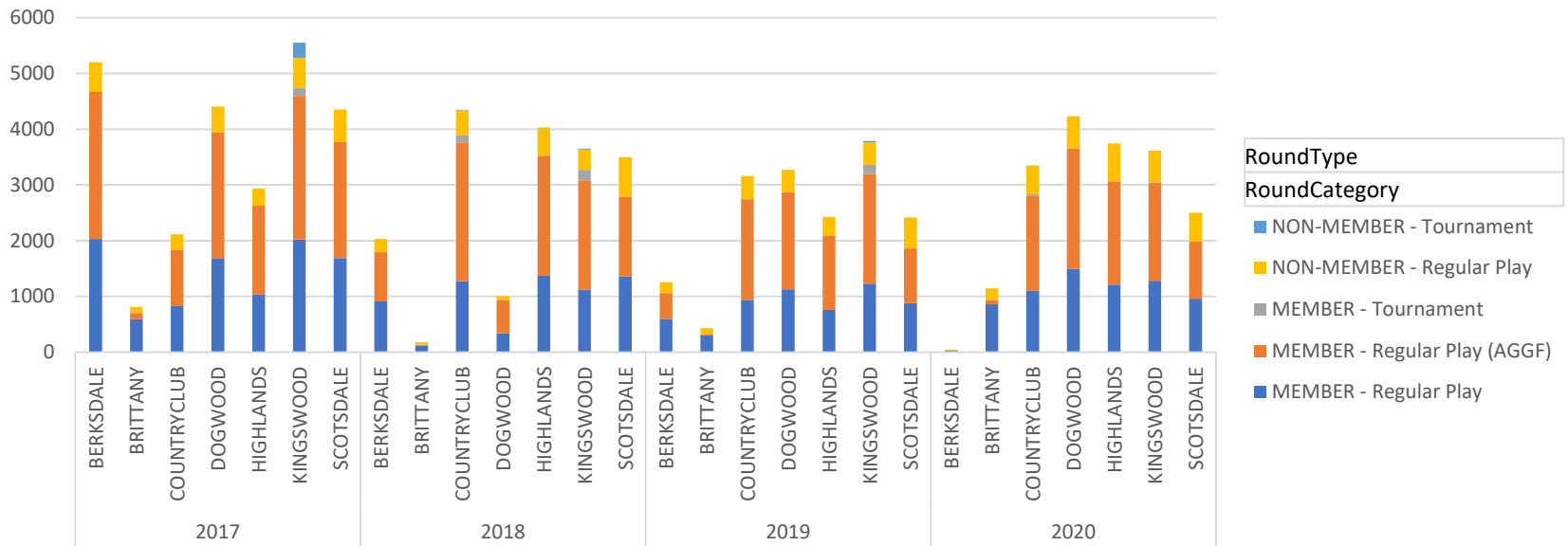
## YTD March

Round Totals	Year							
	MEMBER				Total	NON-MEMBER		Total
Round Type	Regular Play	Regular Play (AGGF)	Tournament		Regular Play	Tournament		
<b>2017</b>	<b>9870</b>	<b>12276</b>	<b>146</b>	<b>22292</b>	<b>2817</b>	<b>268</b>	<b>3085</b>	<b>25377</b>
BERKSDALE	2029	2639		4668	537		537	5205
BRITTANY	591	111		702	110		110	812
COUNTRYCLUB	829	1011		1840	274		274	2114
DOGWOOD	1680	2264		3944	464		464	4408
HIGHLANDS	1034	1596		2630	305		305	2935
KINGSWOOD	2018	2577	146	4741	543	268	811	5552
SCOTSDALE	1689	2078		3767	584		584	4351
<b>2018</b>	<b>6502</b>	<b>9517</b>	<b>323</b>	<b>16342</b>	<b>2374</b>	<b>28</b>	<b>2402</b>	<b>18744</b>
BERKSDALE	913	879		1792	241		241	2033
BRITTANY	120	17		137	40		40	177
COUNTRYCLUB	1277	2480	132	3889	446	12	458	4347
DOGWOOD	335	604		939	68		68	1007
HIGHLANDS	1373	2151		3524	507		507	4031
KINGSWOOD	1123	1957	191	3271	364	16	380	3651
SCOTSDALE	1361	1429		2790	708		708	3498
<b>2019</b>	<b>5833</b>	<b>8331</b>	<b>164</b>	<b>14328</b>	<b>2398</b>	<b>28</b>	<b>2426</b>	<b>16754</b>
BERKSDALE	595	466		1061	193		193	1254
BRITTANY	302	27		329	105		105	434
COUNTRYCLUB	940	1804		2744	419		419	3163
DOGWOOD	1128	1748		2876	393		393	3269
HIGHLANDS	758	1335		2093	334		334	2427
KINGSWOOD	1227	1972	164	3363	399	28	427	3790
SCOTSDALE	883	979		1862	555		555	2417
<b>2020</b>	<b>6935</b>	<b>8588</b>	<b>29</b>	<b>15552</b>	<b>3074</b>	<b>5</b>	<b>3079</b>	<b>18631</b>
BERKSDALE	0			0	0		0	0
BRITTANY	859	82		941	203		203	1144
COUNTRYCLUB	1100	1704	29	2833	510	5	515	3348
DOGWOOD	1493	2162		3655	575		575	4230
HIGHLANDS	1215	1851		3066	678		678	3744
KINGSWOOD	1306	1764		3070	592		592	3662
SCOTSDALE	962	1025		1987	516		516	2503

FEB 2020 Course Closure Info					FEB Totals	YTD Total
Dogwood:	Weather	1	Drill and Fill	5	6	YTD Total 25
Brittany:	Weather	3			3	YTD Total 35
Highlands:	Weather	2			2	YTD Total 21
BVCC:	Weather	3			3	YTD Total 8
Kingswood:	Weather	1	Drill and Fill	5	6	YTD Total 25
Scotsdale:	Weather	4			4	YTD Total 50
Berkshire:	Closed June 27, 2019 due to bridge damage			Total Days Closed: 245		

YTD March

Round Totals



Year

CourseID