

## 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	\$ 134,244	\$ 123,821	\$ 116,338	\$ 109,686			\$ 855,695
Tournament Revenue								11,123	832				11,955
Driving Range	3,240	7,665	4,713	1,264	16,946	16,396	17,667	17,285	15,012	14,937			115,125
Power Carts	16,760	30,232	18,096	4,999	69,592	72,702	76,607	75,538	65,510	59,805			489,841
Lessons		580	550		1,685	2,102	1,825	1,018	973	478			9,211
Other rental, repair	30	72	110	15	365	518	422	421	345	468			2,766
Pro Shop Merchandise	4,841	9,504	6,282	2,503	13,498	17,483	18,821	18,328	17,132	23,506			131,898
Food & Beverage	7,090	16,250	7,444	864	27,123	32,566	33,091	40,381	30,474	29,319			224,602
Gift Cards	395	842	448		3,447	13,428	10,603	12,130	12,514	9,986			63,793
Sales Tax	977	2,198	1,130	231	3,420	4,087	4,536	5,248	3,996	4,169			29,992
Other ~ Men's/Women's Club	5,680	5,230	6,985	310	8,891	16,535	14,665	13,550	18,572	8,925			99,343
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	200	3,500	774	200			7,411
Other ~ donations	60												60
Other ~ CC Tips	355	988	750	29	2,156	2,539	2,388	2,937	2,548	2,629			17,319
Other ~ Misc	86	1,233	97		1,084	1,287	5,959	9,080		541			19,367
<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>\$ 321,028</b>	<b>\$ 334,360</b>	<b>\$ 285,020</b>	<b>\$ 264,649</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,103,185</b>

18 hole equivalent	1327	2577	1722	539	6231	6505	6555	6527	5718	5254	0	0	42,955
Average per 18 hole eq	\$ 57.50	\$ 49.92	\$ 45.38	\$ 36.06	\$ 44.98	\$ 48.47	\$ 48.97	\$ 51.23	\$ 49.85	\$ 50.37	#DIV/0!	#DIV/0!	\$ 48.96
Golf, Range, Cart per 18 eq	\$ 31.94	\$ 32.17	\$ 30.69	\$ 28.73	\$ 34.96	\$ 34.25	\$ 34.86	\$ 34.90	\$ 34.57	\$ 35.10	#DIV/0!	#DIV/0!	\$ 34.28

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	304,703	321,460	273,620	254,224			2,006,984
Prom Rounds Sold	(960)	(388)	(160)		(640)	(480)	(160)						(2,788)
Prom Rounds Redeemed	1,890	3,612	2,436	1,036	21,795	17,010	16,485	12,900	11,400	10,425			98,989
	76,309	128,652	78,137	19,435	280,274	315,321	321,028	334,360	285,020	264,649	-	-	2,103,185

### 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

2020 Rounds of Play

\$\$	Jan	Feb	March	April	May	June	July	August	Sept	Oct	Nov	Dec	TOTAL
18 Green Fee					1,579	1,194	1,153	1,109	1,145	1,124			7,304
18 Junior					47	91	109	97	30	68			442
18 Senior					1,045	1,179	1,287	1,017	1,268	1,223			7,019
Winter 18	324	523	491	165									1,503
Winter Jr 18	2	5	3	7									17
Winter Sr 18	494	973	525	133									2,125
9 Hole Walk-Up					552	36	245	224	132	113			1,302
9 Hole Walk-Up Jr					34	51	45	58	33	43			264
9 Hole Walk-Up Sr					301	815	558	558	217	160			2,609
9 Hole Walk-Up Winter	118	412	306	99									935
9 Hole Walk-Up Jr Winter	11	18	18	10									57
9 Hole Walk-Up Sr Winter	284	506	253	61									1,104
Late Rate Adult					1,004	1,510	1,575	1,637	1,335	1,211			8,272
Late Rate Junior													0
Late Rate Senior													0
2nd 9 Adult					3	3		6	8	5			25
2nd 9 Junior													0
2nd 9 Senior					1	1		5	1	4			12
2nd 9 Winter Adult	3												3
2nd 9 Winter Sr	2	7		2									11
<b>DAILY FEE SUBTOTAL:</b>	<b>1,238</b>	<b>2,444</b>	<b>1,596</b>	<b>477</b>	<b>4,566</b>	<b>4,880</b>	<b>4,972</b>	<b>4,711</b>	<b>4,169</b>	<b>3,951</b>	<b>0</b>	<b>0</b>	<b>33,004</b>

Golden Annual	4	19	11		2	10	31	15	25	28			145
Adult Annual	99	204	129	43	236	226	202	198	194	161			1,692
Senior Annual	2	2	1			2	7			7			21
SC - Adult 10-Play					2	3	7	22	11	9			54
SC - Adult 25-Play													0
SC - Adult 9 Hole 10-Play							9	13	10	3			35
SC - Junior 18 Hole 10 Play													0
SC - Junior 9 Hole 10-Play													0
SC - Senior 10-Play	2	3	3	3	31	176	162	154	202	177			913
SC - Senior 25-Play					6	12	29	30	35	34			146
SC - Senior 9 Hole 10-Play	14	24	4		31	58	45	29	34	45			284
SC - Golden 9 Hole 10-Play						5				18			23
SC - Gold 18 Hole 10-Play						4	13	28					45
SC - Golden 25-Play						5	4	4					13
SC - Golden+ 10-Play									35				35
SC - Golden+ 25-Play									2				2
Promo Rounds Redeemed	135	258	174	74	1,454	1,134	1,099	860	760	695			6,643
Tournaments								437	32				469
Special Twilight													0
UNR Golf Team									20				20
High School		14	13		3	5	2	12	44	43			136
Jr. Golf Comp						113	76	61	60				310
Misc. Comp	7	26	22	15	124	71	55	57	38	53			468
Birthday Comp													0
Employee Guest Winter	3	9	7	1					3	3			26
Employee Guest Summer					27	39	45	61	58	42			272
PGA Comp	11	7	2	2	15	12	12	38	11	14			124
Employee Comp	28	50	50	10	160	169	175	188	183	163			1,176
2-1 NNGA													0
2-1 West Coast Golf					19	65	55	55	9	3			206
Birdie Bug Ad													0
Sweet Deals					16		6						22
<b>SPECIAL FEE SUBTOTAL:</b>	<b>305</b>	<b>616</b>	<b>416</b>	<b>148</b>	<b>2,126</b>	<b>2,109</b>	<b>2,034</b>	<b>2,262</b>	<b>1,766</b>	<b>1,498</b>	<b>0</b>	<b>0</b>	<b>13,280</b>

<b>TOTAL DAILY ROUNDS:</b>	<b>1,543</b>	<b>3,060</b>	<b>2,012</b>	<b>625</b>	<b>6,692</b>	<b>6,989</b>	<b>7,006</b>	<b>6,973</b>	<b>5,935</b>	<b>5,449</b>	<b>0</b>	<b>0</b>	<b>46,284</b>
<b>18-HOLE EQUIVALENT:</b>	<b>1,327</b>	<b>2,577</b>	<b>1,722</b>	<b>539</b>	<b>6,231</b>	<b>6,505</b>	<b>6,555</b>	<b>6,527</b>	<b>5,718</b>	<b>5,254</b>	<b>0</b>	<b>0</b>	<b>42,955</b>

Walk Up 18	823	1,510	1,026	306	2,698	2,503	2,594	2,284	2,504	2,460	0	0	18,708
Walk Up 9	418	943	577	172	887	902	848	840	382	316	0	0	6,285
Twilight 18	0	0	0	0	1,004	1,510	1,575	1,637	1,335	1,211	0	0	8,272
Smart Cards 18	2	3	3	3	39	200	215	238	320	220	0	0	1,243
Smart Cards 9	14	24	4	0	31	63	54	42	44	66	0	0	342
Annuals	105	225	141	43	238	238	240	213	219	196	0	0	1,858
Tournaments	0	0	0	0	0	0	0	437	32	0	0	0	469
Misc 18	181	355	261	101	1,791	1,456	1,404	1,210	1,045	971	0	0	8,775
Misc 9													0
<b>TOTAL:</b>	<b>1,543</b>	<b>3,060</b>	<b>2,012</b>	<b>625</b>	<b>6,688</b>	<b>6,872</b>	<b>6,930</b>	<b>6,901</b>	<b>5,881</b>	<b>5,440</b>	<b>0</b>	<b>0</b>	<b>45,952</b>



**Bell-Men Golf Revenue Summary Report 2020**

Revenue Category	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	2020 Total
Green Fees	\$ 20,378.00	\$ 39,945.00	\$ 31,676.00	\$ 8,926.00	\$ 116,681.00	\$ 122,882.00	\$ 127,220.00	\$ 121,550.00	\$ 100,806.00	\$ 87,811.00			
Tournament Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,285.00	\$ -	\$ -	\$ -	\$ 1,470.00			
Driving Range	\$ 6,684.00	\$ 11,352.00	\$ 7,439.00	\$ 1,340.00	\$ 21,313.00	\$ 25,516.00	\$ 26,247.00	\$ 25,456.00	\$ 20,387.00	\$ 15,459.00			
Power Carts	\$ 14,398.74	\$ 29,672.90	\$ 14,447.94	\$ 2,625.61	\$ 49,910.68	\$ 59,161.44	\$ 60,361.00	\$ 57,535.68	\$ 47,657.67	\$ 44,001.00			
Service, Lesson, Rental & Repair	\$ 563.00	\$ 1,388.50	\$ 1,520.50	\$ 23.86	\$ 1,821.00	\$ 7,253.00	\$ 6,952.50	\$ 6,744.25	\$ 6,698.00	\$ 5,144.50			
Pro Shop Merchandise	\$ 5,736.01	\$ 12,858.60	\$ 8,168.80	\$ 409.24	\$ 12,946.38	\$ 23,829.19	\$ 31,636.35	\$ 28,092.05	\$ 21,105.58	\$ 16,378.62			
Food & Beverage	\$ 14,638.94	\$ 24,758.46	\$ 14,491.17	\$ 1,231.57	\$ 23,063.78	\$ 31,159.75	\$ 35,994.38	\$ 35,670.10	\$ 28,980.41	\$ 25,773.02			
Gift Cards	\$ 538.00	\$ 2,075.00	\$ 1,322.00	\$ -	\$ 685.00	\$ 3,584.00	\$ 3,645.00	\$ 1,945.00	\$ 556.50	\$ 3,630.00			
Sales Tax	\$ 1,498.50	\$ 2,593.67	\$ 1,513.13	\$ 128.45	\$ 2,607.34	\$ 3,842.97	\$ 4,524.92	\$ 4,389.04	\$ 3,620.09	\$ 2,921.72			
Men's/Women's Club	\$ 470.00	\$ 340.00	\$ 100.00	\$ 25.00	\$ 460.00	\$ 13,015.00	\$ 16,030.00	\$ 11,593.05	\$ 11,108.31	\$ 4,798.86			
Annual Passes/Fees	\$ 21,250.00	\$ 37,400.00	\$ 6,925.00	\$ -	\$ 8,220.00	\$ -	\$ 2,260.00	\$ 300.00	\$ 2,600.00	\$ 11,800.00			
Other-Tips	\$ 1,438.85	\$ 2,616.81	\$ 1,120.35	\$ 56.00	\$ 2,081.39	\$ 3,286.73	\$ 4,092.80	\$ 4,062.05	\$ 3,060.20	\$ 2,659.71			
Smart Card Tender (non-revenue)	\$ 331.49	\$ 866.98	\$ 539.49	\$ 112.00	\$ 5,021.76	\$ 9,997.20	\$ 10,977.07	\$ 7,708.90	\$ 7,686.50	\$ 7,864.73			
Other-Misc.	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
<b>TOTAL REVENUE</b>	<b>\$ 87,925.53</b>	<b>\$ 165,867.92</b>	<b>\$ 89,263.38</b>	<b>\$ 14,877.73</b>	<b>\$ 244,811.33</b>	<b>\$ 308,812.28</b>	<b>\$ 329,941.02</b>	<b>\$ 305,046.12</b>	<b>\$ 254,266.26</b>	<b>\$ 229,712.16</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>PMT Due to County (13% of green fees)</b>	<b>\$ 5,411.64</b>	<b>\$ 10,054.85</b>	<b>\$ 5,018.13</b>	<b>\$ 1,160.38</b>	<b>\$ 16,237.13</b>	<b>\$ 16,661.71</b>	<b>\$ 16,832.40</b>	<b>\$ 15,840.50</b>	<b>\$ 13,442.78</b>	<b>\$ 13,140.53</b>	<b>\$ -</b>	<b>\$ -</b>	
<b>Rounds of Play</b>													
Rounds Sold-all categories	1296	2468	1953	480	5507	6484	6626	5980	4843	4396			
Non-Revenue Rounds	37	154	82	21	209	244	198	32	22	22			
CIP Round Counts	1259	2314	1871	459	5298	6240	6428	5948	4821	4374			
CIP Total Fund	\$ 2,518.00	\$ 4,628.00	\$ 3,742.00	\$ 918.00	\$ 10,596.00	\$ 12,480.00	\$ 12,856.00	\$ 11,896.00	\$ 9,642.00	\$ 8,748.00			
<b>Total Rounds of Play</b>	<b>1296</b>	<b>2468</b>	<b>1953</b>	<b>480</b>	<b>5507</b>	<b>6484</b>	<b>6626</b>	<b>5980</b>	<b>4843</b>	<b>4396</b>	<b>0</b>	<b>0</b>	<b>40033</b>

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
<b>TOTAL DUE TO COUNTY</b>	<b>\$ 5,724.81</b>	<b>\$ 10,368.02</b>	<b>\$ 5,331.30</b>	<b>\$ 1,473.55</b>	<b>\$ 16,550.30</b>	<b>\$ 16,974.88</b>	<b>\$ 17,145.57</b>	<b>\$ 16,153.67</b>	<b>\$ 13,755.95</b>	<b>\$ 13,453.70</b>	<b>\$ 313.17</b>	<b>\$ 313.17</b>		

### 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	603	623	489	451			
18 Junior	0	0	0	0	0	0	0	0	0	0			
18 Senior	0	0	0	17	539	588	574	589	477	588			
18 Winter Green Fee	104	316	176	0	0	0	0	0	0	1			
18 Winter Junior	14	34	29	0	0	0	0	0	0	0			
18 Winter Senior	178	350	248	0	0	0	0	0	0	0			
18 Winter Twilight	303	559	510	0	0	0	0	0	0	0			
9 Winter Green Fee	447	690	634	0	0	0	0	0	0	0			
9 Green Fee	0	0	0	4	75	99	101	82	93	46			
9 Junior	0	0	0	6	0	0	0	0	0	0			
9 Senior	0	0	0	0	91	65	74	58	66	50			
Twilight 9 hole	0	0	0	209	1416	2191	2267	2121	1491	1066			
Late/Twilight - Adult	0	0	0	61	886	822	776	865	699	700			
Late/Twilight - Jr-Exec.	2	6	7	30	158	162	141	195	113	140			
Late/Twilight - Sr.	0	0	0	67	484	449	616	406	470	335			
YOC	15	22	32	7	75	56	67	110	72	67			
Groupon	0	11	26	5	281	200	225	154	95	28			
Tournaments	0	0	0	0	0	151	0	0	0	42			
Disc Golf										236			
<b>DAILY ROUNDS SUBTOTAL</b>	<b>1063</b>	<b>1988</b>	<b>1662</b>	<b>429</b>	<b>4703</b>	<b>5315</b>	<b>5444</b>	<b>5203</b>	<b>4065</b>	<b>3750</b>	<b>0</b>	<b>0</b>	
<b>ANNUAL/PASSES</b>													
Senior/Golden Annual-18 hole	0	0	0	0	4	4	5	4	2	1			
Adult Annual-18 hole	140	239	188	26	413	575	573	442	459	315			
Jr. Annual-18 hole	1	1	0	0	9	1	0	2	1	0			
Senior/Golden Annual-9 hole	7	10	3	0	17	11	14	11	16	16			
Smart Card-9 Holes	2	5	4	0	14	8	35	266	18	17			
Smart Card-18 Holes	10	24	14	4	138	326	357	20	260	275			
Winter Annual	36	47	0	0	0	0	0	0	0	0			
<b>ANNUAL/PASSES SUBTOTAL</b>	<b>196</b>	<b>326</b>	<b>209</b>	<b>30</b>	<b>595</b>	<b>925</b>	<b>984</b>	<b>745</b>	<b>756</b>	<b>624</b>	<b>0</b>	<b>0</b>	
<b>SPECIAL ROUNDS (NON-REVENUE)</b>													
Complimentary rounds-Pro/PGA	4	8	1	0	24	24	28	20	17	10			
Complimentary rounds-Promotion	0	1	2	0	12	13	19	7	2	10			
High School Team	0	24	9	0	0	13	0	0	1	0			
UNR Team	0	0	0	0	0	0	0	0	0	0			
EZLINKS TRADE	31	115	66	20	167	176	123	0	0	0			
Marshall/Employee	2	6	4	1	6	18	28	5	2	2			

										Oct. '20			
SPECIAL ROUNDS SUBTOTAL	37	154	82	21	209	244	198	32	22	22	0	0	
TOTAL ALL ROUNDS	1296	2468	1953	480	5507	6484	6626	5980	4843	4396	0	0	
18 Hole Equivalent	1068	2116	1633	371	4701	5297	5381	4711	4001	3799	0	0	
CIP Rounds	1259	2314	1871	459	5298	6240	6428	5948	4821	4374	0	0	

Notes/Explanations: