

City of Appleton - Reid Golf Course
2019 Revenues - October 31, 2019

	2018		2019	
	2018 Y-T-D Rounds	Total Revenue	2019 Y-T-D Rounds	Total Revenue
<u>Green Fees</u>				
Weekday-18 Holes	2,170	\$42,215.82	2,004	\$37,681.24
Weekday-9 Holes	10,658	\$154,592.42	10,284	\$148,545.88
Weekend - 18-Holes	1,457	\$40,237.47	1,472	\$40,003.72
Weekend - 9 Holes	2,267	\$38,093.89	2,312	\$37,268.00
Twilight Golf	2,942	\$30,704.81	3,136	\$32,696.59
Passholder Rounds	6,953		6,383	
Promo Rounds				
Coupon Rounds	420		368	
Misc. Promotional Rounds*	3,102	\$55,971.65	3,248	\$52,280.99
Team Rounds	515		668	
Sub-Totals	30,484	\$361,816.06	29,875	\$348,476.42
	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Pass/Coupon/Discount Card Sales</u>	Sales	Revenues	Sales	Revenues
Pass Sales	108	\$55,908.31	108	\$56,375.68
Corporate Pass Sales	7	\$16,238.10	6	\$15,000.00
Coupon Sales	91	\$8,279.99	64	\$5,958.24
Discount Cards	150	\$4,500.00	167	\$5,010.00
	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Cart Revenue</u>	Cart Sales	Revenues	Cart Sales	Revenues
Cart Fee	10,023	\$104,070.05	9,827	\$101,870.21
Annual Cart Passes	29	\$14,185.00	28	\$13,408.50
	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Practice Range</u>	Sales	Revenues	Sales	Revenues
Driving Range	3,573	\$22,765.22	3,770	\$25,767.52
Annual Range Pass	16	\$4,849.94	12	\$3,774.96

	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Golf Shop Merchandise</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Balls/Assessories/Apparel/Misc.		\$19,853.50		\$18,537.79
Gift Cards	251	\$13,600.25	254	\$10,446.25
Lessons**	186	\$9,194.00	159	\$7,466.00
Other Rentals***	627	\$3,824.35	724	\$4,101.50
	2018 Y-T-D	Total	2019 Y-T-D	Total
<u>Food and Beverage</u>	<u>Sales</u>	<u>Revenues</u>	<u>Sales</u>	<u>Revenues</u>
Food		\$16,207.16		\$15,970.61
Beverage		\$19,202.31		\$19,670.47
Alcohol Sales		\$67,748.78		\$67,705.90
Catering/Banquet	415	\$3,181.42	374	\$2,238.88
<u>Raincheck Redeemed</u>		<u>-\$1,427.79</u>		<u>-\$2,691.85</u>
Total Revenue (All Categories)		\$743,996.65		\$719,087.08

*Misc. Promotional Rounds include Mem Day, Mothers Day, Fathers Day, Family Day, Valpak & CCM Specials

**Lessons include private, group and juniors

***Other rentals include additional revenue club rentals, pull carts & locker rentals.

Reid Golf Course Budget October 31st Expense Report

Description	Budget	End of October Expenses	Available
Regular Salaries	\$173,965	(\$149,392)	\$24,573
Overtime	\$552	(\$159)	\$393
Part-Time	\$123,351	(\$107,565)	\$15,786
Fringes	\$88,761	(\$59,869)	\$28,892
Training and Conferences	\$1,000	(\$402)	\$598
Office Supplies	\$600	(\$532)	\$68
Memberships & Licenses	\$1,659	(\$1,759)	(\$100)
Food & Provisions	\$50	\$0	\$50
Printing & Reproduction	\$2,000	(\$1,343)	\$657
Clothing	\$500	\$0	\$500
Accounting/Audit	\$2,210	\$0	\$2,210
Bank Services	\$13,000	(\$11,115)	\$1,885
Consulting Services	\$1,000	\$0	\$1,000
Advertising	\$10,000	(\$7,249)	\$2,751
Insurance	\$7,485	(\$6,250)	\$1,235
Rent	\$30,861	(\$25,970)	\$4,891
Depreciation Expense	\$63,936	(\$51,140)	\$12,796
Facilities Charges	\$32,284	(\$30,850)	\$1,434
CEA Equipment Rental	\$96,880	(\$74,762)	\$22,118
Software Support	\$1,860	(\$1,860)	\$0
Interest Payments	\$11,625	(\$9,690)	\$1,935
General Fund	\$17,900	(\$14,917)	\$2,983
Infrastructure Construction	\$56,192	\$0	\$56,192
Other Capital Outlay	\$25,000	(\$6,418)	\$18,582
Bldg Maintenance/Janitorial	\$2,000	(\$1,325)	\$675
Landscape Supplies	\$36,900	(\$32,740)	\$4,160
Concession Supplies	\$60,850	(\$61,623)	(\$773)
Miscellaneous Supplies	\$2,000	(\$493)	\$1,507
Gas Purchases	\$13,500	(\$13,829)	(\$329)
Miscellaneous Equipment	\$12,360	(\$5,443)	\$6,917
Collection Services	\$1,100	(\$612)	\$488
Contractor Fees	\$1,000	(\$840)	\$160
Equipment Repair & Maintenance	\$5,000	(\$5,716)	(\$716)
Other Interfund Charges	\$2,000	(\$4,037)	(\$2,037)
Electric	\$22,233	(\$17,690)	\$4,543
Gas	\$5,000	(\$3,984)	\$1,016
Water	\$2,100	(\$1,270)	\$830
Waste Disposal/Collection	\$2,075	(\$659)	\$1,416
Stormwater	\$13,450	(\$10,254)	\$3,196
Telephone	\$3,500	(\$4,077)	(\$577)
Cellular Telephone	\$936	(\$817)	\$119
Other Utilities (DirecTV)	\$2,000	(\$1,433)	\$567
	\$950,675	(\$728,084)	\$222,591