

Monthly Financial Statements - Golf November 2020



***“We Build Community Through People,
Parks, & Programs”***

**City of South Bend
Venues Parks & Arts
321 East Walter Street
South Bend, IN 46614**



GOLF COURSE OPERATIONS STATEMENT OF REVENUES AND EXPENSES FOR THE ELEVEN MONTHS ENDED NOVEMBER 30, 2020
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	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 380,694	\$ 337,056	\$ 77,394	\$ 795,144
Season Ticket Sales (a)	42,408	56,592	64,810	163,810
Cart Rentals	173,554	157,733	26,965	358,253
Merchandise Sales	26,274	24,427	2,371	53,072
Driving Range	30,932	N/A	N/A	30,932
Gift Certificates (Net)	4,445	6,205	-	10,650
Miscellaneous	1,276	915	517	2,707
Total Golf Operating Revenues:	\$ 659,584	\$ 582,928	\$ 172,057	\$ 1,414,569
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 29,507	\$ 17,681	\$ 549	\$ 47,736
Pop Sales	15,007	12,858	3,605	31,469
Alcohol Sales	63,953	44,907	N/A	108,860
Golf Outings	-	-	N/A	-
Miscellaneous/Reservations/Other	150	2,103	-	2,253
Total Concession Operating Revenues:	\$ 108,617	\$ 77,548	\$ 4,154	\$ 190,318
Total Operating Revenues:	\$ 768,201	\$ 660,476	\$ 176,211	\$ 1,604,887
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 368,130	\$ 368,130	\$ 81,807	\$ 818,066
Shared Administrative Expenses (b)	115,983	115,983	25,774	257,741
Cost of Good Sold	60,035	47,795	2,482	110,311
Supplies	110,998	76,924	10,761	198,683
Contractual	60,879	48,939	12,309	122,127
Debt Service	33,222	33,222	7,383	73,826
Total Golf Operating Expenses:	\$ 749,246	\$ 690,993	\$ 140,516	\$ 1,580,755
Total Operating Expenses:	\$ 749,246	\$ 690,993	\$ 140,516	\$ 1,580,755
Operating Income (Loss)	\$ 18,955	\$ (30,517)	\$ 35,695	\$ 24,133

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (25.9%, 34.5%, 39.6%, respectively)

(b) Shared advertising revenues and administrative expenses are allocated to Elbel, Erskine, and Studebaker on a 45%, 45%, 10% basis, respectively. The expenses include shared personnel costs, supplies, contractuals, and administrative fees.

**GOLF COURSE OPERATIONS
REVENUES BY COURSE
FOR THE ELEVEN MONTHS ENDED NOVEMBER 30, 2020**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2019	2020	2019	2020	2019	2020	2019	2020		
GREEN FEES	\$261,818	\$380,694	\$227,527	\$337,056	\$50,157	\$77,394	539,502	\$795,144	\$255,642	47%
SEASON PASS SALES	24,643	31,464	120,087	119,818	11,200	12,529	155,930	163,810	7,880	5%
CART RENTALS	140,160	173,554	129,167	157,733	20,708	26,965	290,035	358,253	68,218	24%
MERCHANDISE SALES	19,708	26,274	21,103	24,427	2,044	2,371	42,855	53,072	10,217	24%
DRIVING RANGE RECEIPTS	22,260	30,932	N/A	N/A	N/A	N/A	22,260	30,932	8,672	39%
LEAGUE ENTRY FEES	414	0	540	0	153	0	1,107	0	(1,107)	0%
TOTAL	\$469,003	\$642,918	\$498,424	\$639,034	\$84,262	\$119,259	\$1,051,690	\$1,401,212	\$349,522	33%

**GOLF COURSE OPERATIONS
COMPARATIVE ROUNDS PLAYED*
2017 THRU 2020 (THROUGH NOVEMBER)**

GOLF COURSE	2017	2018	2019	AVERAGE 2017-19	2020
Elbel (Daily)	13,661	13,495	14,416	13,857	18,969
Elbel (Season)	4,213	3,530	4,600	4,114	3,896
ELBEL TOTAL	17,874	17,025	19,016	17,972	22,865
CHANGE FROM PREV YR.		-5%	12%		20%
Erskine (Daily)	14,834	14,898	13,415	14,382	19,991
Erskine (Season)	8,462	6,554	6,505	7,174	5,199
ERSKINE TOTAL	23,296	21,452	19,920	21,556	25,190
CHANGE FROM PREV YR.		-8%	-7%		26%
Studebaker (Daily)	8,370	7,965	6,067	7,467	9,413
Studebaker (Season)	669	488	3,383	1,513	5,954
STUDEBAKER TOTAL	9,039	8,453	9,450	8,981	15,367
CHANGE FROM PREV YR.		-6%	12%		63%
Total (Daily)	36,865	36,358	33,898	35,707	48,373
Total (Season)	13,344	10,572	14,488	12,801	15,049
TOTAL COURSES	50,209	46,930	48,386	48,508	63,422
CHANGE FROM PREV YR.		-7%	3%		31%

*One "Round" = 18 Holes @ Elbel and Erskine
One "Round" = 9 holes @ Studebaker

**GOLF COURSE OPERATIONS
DAILY FEE ROUNDS & SALES
FOR THE ELEVEN MONTHS ENDED NOVEMBER 30, 2020**

GREEN FEES	ELBEL				ERSKINE				TOTAL			
	ROUNDS PLAYED	% OF ROUNDS PLAYED	SALES	% OF SALES	ROUNDS PLAYED	% OF ROUNDS PLAYED	SALES	% OF SALES	ROUNDS PLAYED	% OF ROUNDS PLAYED	SALES	% OF SALES
Preferred Player 9-Holes - Preferred Player - Weekday	783	4.13%	\$ 7,795	2.05%	1,274	6.37%	12,739	3.78%	2,057	5.28%	\$ 20,534	2.86%
Preferred Player 9-Holes - Preferred Player - Weekend	-	0.00%	-	0.00%	67	0.34%	670	0.20%	67	0.17%	670	0.09%
Preferred Player 18-Holes - Preferred Player - Weekday	2,330	12.28%	20,947	5.50%	2,652	13.27%	23,968	7.11%	4,982	12.79%	44,916	6.26%
Preferred Players Card - Weekend - After 2:00	275	1.45%	2,475	0.65%	234	1.17%	2,106	0.62%	509	1.31%	4,581	0.64%
Preferred Players Card - Weekend - Before 12:00	571	3.01%	11,237	2.95%	533	2.67%	11,614	3.45%	1,104	2.83%	22,851	3.18%
Preferred Players Card - Weekend - WE 12:00 - 2:00	80	0.42%	1,260	0.33%	58	0.29%	954	0.28%	138	0.35%	2,214	0.31%
Preferred Players Card - Labor Day	24	0.13%	381	0.10%	17	0.09%	310	0.09%	41	0.11%	691	0.10%
Plantinum Walking Pass - 18 Holes	-	0.00%	-	0.00%	1,810	9.05%	12	0.00%	1,810	4.65%	12	0.00%
GolfNow Pay at Course	4,004	21.11%	134,886	35.43%	3,093	15.47%	99,599	29.55%	7,097	18.22%	234,485	32.67%
Outing	186	0.98%	2,892	0.76%	-	0.00%	-	0.00%	186	0.48%	2,892	0.40%
Labor Day - 18 Holes	-	0.00%	-	0.00%	21	0.11%	622	0.18%	21	0.05%	622	0.09%
Labor Day - 9 Holes	-	0.00%	-	0.00%	26	0.13%	520	0.15%	26	0.07%	520	0.07%
18 Holes - Weekday - After 3 :00	510	2.69%	11,083	2.91%	127	0.64%	3,033	0.90%	637	1.64%	14,116	1.97%
18 Holes - Weekday - Before 3 :00	1,404	7.40%	32,246	8.47%	833	4.17%	22,646	6.72%	2,237	5.74%	54,892	7.65%
18 Holes - Weekend - 12:00-4:00	603	3.18%	14,602	3.84%	358	1.79%	9,296	2.76%	961	2.47%	23,898	3.33%
18 Holes - Weekend - After 4 :00	123	0.65%	2,626	0.69%	60	0.30%	1,449	0.43%	183	0.47%	4,075	0.57%
18 Holes - Weekend - Before 12:00	1,270	6.70%	36,319	9.54%	984	4.92%	30,758	9.13%	2,254	5.79%	67,077	9.35%
9 Holes	4,028	21.23%	58,942	15.48%	3,628	18.15%	55,890	16.58%	7,656	19.65%	114,832	16.00%
League 9-Hole	-	0.00%	-	0.00%	515	2.58%	7,224	2.14%	515	1.32%	7,224	1.01%
Junior - Weekday - 18	32	0.17%	714	0.19%	293	1.47%	4,910	1.46%	325	0.83%	5,624	0.78%
Junior - Weekend - 18	13	0.07%	289	0.08%	38	0.19%	911	0.27%	51	0.13%	1,200	0.17%
Senior - Weekday	1,346	7.10%	23,866	6.27%	747	3.74%	13,424	3.98%	2,093	5.37%	37,290	5.20%
Senior - Weekend	83	0.44%	1,821	0.48%	75	0.38%	1,650	0.49%	158	0.41%	3,471	0.48%
SPRING - 18 Holes - Weekday - All Day	-	0.00%	-	0.00%	63	0.32%	945	0.28%	63	0.16%	945	0.13%
SPRING - 18 Holes - Weekend - After 2:00	-	0.00%	-	0.00%	21	0.11%	315	0.09%	21	0.05%	315	0.04%
SPRING - 18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	84	0.42%	1,645	0.49%	84	0.22%	1,645	0.23%
SPRING - 9 Holes	-	0.00%	-	0.00%	185	0.93%	2,036	0.60%	185	0.47%	2,036	0.28%
SPRING - Junior - Weekday	-	0.00%	-	0.00%	4	0.02%	85	0.03%	4	0.01%	85	0.01%
SPRING - Junior - Weekend	-	0.00%	-	0.00%	2	0.01%	54	0.02%	2	0.01%	54	0.01%
SPRING - Senior - Weekday	-	0.00%	-	0.00%	18	0.09%	198	0.06%	18	0.05%	198	0.03%
SPRING - Senior - Weekend	-	0.00%	-	0.00%	1	0.01%	15	0.00%	1	0.00%	15	0.00%
FALL - 18 Holes - Weekday - All Day	559	2.95%	8,118	2.13%	304	1.52%	4,596	1.36%	863	2.22%	12,714	1.77%
FALL - 18 Holes - Weekend - After 2	37	0.20%	557	0.15%	-	0.00%	-	0.00%	37	0.09%	557	0.08%
FALL - 18 Holes - Weekend - Before 2	350	1.85%	6,661	1.75%	-	0.00%	-	0.00%	350	0.90%	6,661	0.93%
FALL - 18 Holes - Weekend - After 1	-	0.00%	-	0.00%	73	0.37%	1,095	0.32%	73	0.19%	1,095	0.15%
FALL - 18 Holes - Weekend - Before 1	-	0.00%	-	0.00%	335	1.68%	6,669	1.98%	335	0.86%	6,669	0.93%
FALL - 9 Holes Weekday	-	0.00%	-	0.00%	1,058	5.29%	10,595	3.14%	1,058	2.72%	10,595	1.48%
FALL - 9 Holes Weekend	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
FALL - Senior - Weekday	-	0.00%	-	0.00%	355	1.78%	3,832	1.14%	355	0.91%	3,832	0.53%
FALL - Senior - Weekend	-	0.00%	-	0.00%	26	0.13%	390	0.12%	26	0.07%	390	0.05%
Bounce Back	46	0.24%	482	0.13%	-	0.00%	-	0.00%	46	0.12%	482	0.07%
Other	312	1.64%	496	0.13%	19	0.10%	282	0.08%	331	0.85%	778	0.11%
TOTAL	18,969	100.00%	\$380,694	100.00%	19,991	100.00%	\$337,056	100.00%	38,960	100.00%	\$717,750	100.00%