

Monthly Financial Statements - Golf April 2021



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

City of South Bend
Venues Parks & Arts
219 S. St. Louis Blvd.
South Bend, IN 46617



GOLF COURSE OPERATIONS STATEMENT OF REVENUES AND EXPENSES FOR THE FOUR MONTHS ENDED APRIL 30, 2021

	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 40,282	\$ 44,907	\$ 5,067	\$ 90,256
Season Ticket Sales (a)	62,789	102,795	38,153	203,737
Cart Rentals	18,371	21,942	242	40,555
Merchandise Sales	4,650	6,417	335	11,402
Driving Range	5,281	N/A	N/A	5,281
Gift Certificates (Net)	(898)	(10,871)	(100)	(11,869)
Miscellaneous	3,312	915	76	4,303
Total Golf Operating Revenues:	\$ 133,788	\$ 166,104	\$ 43,774	\$ 343,666
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 4,615	\$ 2,913	\$ 57	\$ 7,585
Pop Sales	1,676	1,522	180	3,378
Alcohol Sales	7,742	6,593	N/A	14,335
Miscellaneous/Reservations/Other	(139)	48	-	(91)
Total Concession Operating Revenues:	\$ 13,895	\$ 11,076	\$ 237	\$ 25,207
Total Operating Revenues:	\$ 147,682	\$ 177,180	\$ 44,011	\$ 368,873
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 113,869	\$ 113,869	\$ 25,304	\$ 253,043
Shared Administrative Expenses (b)	42,005	42,005	9,334	93,344
Supplies	87,417	70,185	9,866	167,468
Contractual	7,015	10,577	10,194	27,786
Debt Service	189	189	42	421
Total Golf Operating Expenses:	\$ 250,495	\$ 236,826	\$ 54,741	\$ 542,062
Operating Income (Loss)	\$ (102,813)	\$ (59,646)	\$ (10,730)	\$ (173,189)

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (31%, 50%, 19%, 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, contractals, and administrative fees.

**GOLF COURSE OPERATIONS
REVENUES BY COURSE
FOR THE FOUR MONTHS ENDED APRIL 30, 2021**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2020	2021	2020	2021	2020	2021	2020	2021		
GREEN FEES	\$0	\$40,282	\$8,110	\$44,907	\$0	\$5,067	8,110	\$90,256	\$82,146	1013%
SEASON PASS SALES	16,162	20,500	108,409	175,784	0	7,453	124,571	203,737	79,166	64%
CART RENTALS	0	18,371	3,529	21,942	0	243	3,529	40,556	37,027	1049%
MERCHANDISE SALES	31	4,650	689	6,417	0	336	719	11,403	10,684	1485%
DRIVING RANGE RECEIPTS	0	5,281	N/A	N/A	N/A	N/A	0	5,281	5,281	0%
LEAGUE ENTRY FEES	0	0	0	0	0	0	0	0	0	0%
TOTAL	\$16,193	\$89,084	\$120,736	\$249,050	\$0	\$13,099	\$136,929	\$351,233	\$214,304	157%

**GOLF COURSE OPERATIONS
COMPARATIVE ROUNDS PLAYED*
2018 THRU 2021 (THROUGH APRIL)**

GOLF COURSE	2018	2019	2020	AVERAGE 2018-20	2021
Elbel (Daily)	21	234	0	85	2,124
Elbel (Season)	9	162	0	57	915
ELBEL TOTAL	30	396	0	142	3,039
CHANGE FROM PREV YR.		1220%	-100%		0%
Erskine (Daily)	662	0	534	399	3,002
Erskine (Season)	334	2	226	187	1,498
ERSKINE TOTAL	996	2	760	586	4,500
CHANGE FROM PREV YR.		-100%	37900%		492%
Studebaker (Daily)	10	0	0	3	586
Studebaker (Season)	1	0	0	0	556
STUDEBAKER TOTAL	11	0	0	4	1,142
CHANGE FROM PREV YR.		-100%	0%		0%
Total (Daily)	693	234	534	487	5,712
Total (Season)	344	164	226	245	2,969
TOTAL COURSES	1,037	398	760	732	8,681
CHANGE FROM PREV YR.		-62%	91%		1042%

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

**DAILY FEE ROUNDS & SALES
FOR THE FOUR MONTHS ENDED APRIL 30, 2021**

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 Players Card - Weekend - Before 12:00	5	0.24%	91	0.23%	3	0.10%	\$ 66	0.15%	8	0.16%	\$ 157	0.18%
Preferred Players Card - Weekend - After 2:00	55	2.59%	486	1.21%	52	1.73%	468	1.04%	107	2.09%	954	1.12%
Preferred Players Card - Weekend - 12:00 - 2:00	-	0.00%	-	0.00%	11	0.37%	190	0.42%	11	0.21%	190	0.22%
Preferred Player 18-Holes - Preferred Player - Weekday	317	14.92%	2,849	7.07%	310	10.33%	2,790	6.21%	627	12.23%	5,639	6.62%
Preferred Player 9-Holes - Preferred Player - Weekday	32	1.51%	300	0.74%	49	1.63%	490	1.09%	81	1.58%	790	0.93%
Preferred Player 9-Holes - Preferred Player - Weekend	14	0.66%	140	0.35%	8	0.27%	80	0.18%	22	0.43%	220	0.26%
GolfNow Pay at Course	584	27.50%	19,265	47.82%	752	25.05%	16,695	37.18%	1,336	26.06%	35,960	42.21%
Fall - 18 Holes - Weekday	8	0.38%	120	0.30%	-	0.00%	-	0.00%	8	0.16%	120	0.14%
Fall - 18 Holes - Weekend	22	1.04%	440	1.09%	-	0.00%	-	0.00%	22	0.43%	440	0.52%
Spring - 18 Holes - Weekday - All Day	288	13.56%	4,303	10.68%	347	11.56%	5,157	11.48%	635	12.39%	9,460	11.10%
Spring - 18 Holes - Weekend	205	9.65%	4,078	10.12%	-	0.00%	-	0.00%	205	4.00%	4,078	4.79%
Spring - 18 Holes - Weekend - After 2:00	7	0.33%	105	0.26%	48	1.60%	725	1.61%	55	1.07%	830	0.97%
Spring - 18 Holes - Weekend - After 3:00	9	0.42%	135	0.34%	-	0.00%	-	0.00%	9	0.18%	135	0.16%
Spring - 18 Holes - Weekend - Before 2:00	77	3.63%	1,498	3.72%	372	12.39%	7,440	16.57%	449	8.76%	8,938	10.49%
Spring - 18 Holes - Weekend - Before 3:00	106	4.99%	2,118	5.26%	-	0.00%	-	0.00%	106	2.07%	2,118	2.49%
Spring - 9 Holes	383	18.03%	4,188	10.40%	890	29.65%	8,900	19.82%	1,273	24.83%	13,088	15.36%
Spring - Junior	-	0.00%	-	0.00%	9	0.30%	107	0.24%	9	0.18%	107	0.13%
Spring - Senior - Weekday	-	0.00%	-	0.00%	114	3.80%	1,238	2.76%	114	2.22%	1,238	1.45%
Spring - Senior -Weekend	-	0.00%	-	0.00%	35	1.17%	525	1.17%	35	0.68%	525	0.62%
Bounce Back	5	0.24%	55	0.14%	-	0.00%	-	0.00%	5	0.10%	55	0.06%
Other	7	0.33%	112	0.28%	2	0.07%	36	0.08%	9	0.18%	148	0.17%
TOTAL	2,124	100.00%	\$40,282	100.00%	3,002	100.00%	\$44,907	100.00%	5,126	100.00%	\$85,189	100.00%