

Monthly Financial Statements - Golf July 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 SEVEN MONTHS ENDED JULY 31, 2021

	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 234,588	\$ 192,107	\$ 36,909	\$ 463,604
Season Ticket Sales (a)	66,277	88,332	62,494	217,103
Cart Rentals	107,526	97,658	13,253	218,437
Merchandise Sales	21,902	23,269	3,212	48,383
Driving Range	20,990	N/A	N/A	20,990
Gift Certificates (Net)	5	-	-	5
Miscellaneous	5,510	2,700	879	9,088
Total Golf Operating Revenues:	\$ 456,798	\$ 404,066	\$ 116,746	\$ 977,610
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 23,299	\$ 13,847	\$ 778	\$ 37,925
Pop Sales	11,260	9,522	2,419	23,201
Alcohol Sales	49,423	33,364	N/A	82,787
Miscellaneous/Reservations/Other	(1,092)	(162)	-	(1,254)
Total Concession Operating Revenues:	\$ 82,890	\$ 56,571	\$ 3,197	\$ 142,658
Total Operating Revenues:	\$ 539,688	\$ 460,637	\$ 119,943	\$ 1,120,269
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 228,380	\$ 228,380	\$ 50,751	\$ 507,512
Shared Administrative Expenses (b)	60,270	60,270	13,393	133,932
Supplies	136,943	117,193	19,822	273,958
Contractual	48,125	22,164	17,994	88,284
Debt Service	33,070	33,070	7,349	73,489
Total Golf Operating Expenses:	\$ 506,789	\$ 461,077	\$ 109,310	\$ 1,077,176
Operating Income (Loss)	\$ 32,900	\$ (440)	\$ 10,633	\$ 43,093

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (30%, 41%, 29%, 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 SEVEN MONTHS ENDED JULY 31, 2021**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2020	2021	2020	2021	2020	2021	2020	2021		
GREEN FEES	\$202,211	\$234,545	\$174,077	\$192,219	\$37,856	\$37,026	414,144	\$463,790	\$49,646	12%
SEASON PASS SALES	30,652	28,798	118,568	173,796	12,428	14,509	161,648	217,103	55,455	34%
CART RENTALS	92,102	107,526	73,726	97,658	12,982	13,253	178,810	218,437	39,627	22%
MERCHANDISE SALES	13,960	21,902	11,063	23,269	1,182	3,212	26,205	48,383	22,178	85%
DRIVING RANGE RECEIPTS	17,012	20,990	N/A	N/A	N/A	N/A	17,012	20,990	3,978	0%
LEAGUE ENTRY FEES	0	0	0	0	87	0	87	0	(87)	0%
TOTAL	\$355,938	\$413,761	\$377,434	\$486,943	\$64,535	\$68,000	\$797,906	\$968,703	\$170,797	21%

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

GOLF COURSE	2018	2019	2020	AVERAGE 2018-20	2021
Elbel (Daily)	8,427	8,680	9,953	9,020	11,209
Elbel (Season)	2,153	2,346	1,783	2,094	3,486
ELBEL TOTAL	10,580	11,026	11,736	11,114	14,695
CHANGE FROM PREV YR.		4%	6%		25%
Erskine (Daily)	9,581	7,487	9,020	8,696	10,565
Erskine (Season)	3,969	3,156	2,881	3,335	4,646
ERSKINE TOTAL	13,550	10,643	11,901	12,031	15,211
CHANGE FROM PREV YR.		-21%	12%		28%
Studebaker (Daily)	4,838	3,736	4,675	4,416	4,393
Studebaker (Season)	219	1,939	3,320	1,826	3,287
STUDEBAKER TOTAL	5,057	5,675	7,995	6,242	7,680
CHANGE FROM PREV YR.		12%	0%		-4%
Total (Daily)	22,846	19,903	23,648	22,132	26,167
Total (Season)	6,341	7,441	7,984	7,255	11,419
TOTAL COURSES	29,187	27,344	31,632	29,388	37,586
CHANGE FROM PREV YR.		-6%	16%		19%

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

**GOLF COURSE OPERATIONS
DAILY FEE ROUNDS & SALES
FOR THE SEVEN MONTHS ENDED JULY 31, 2021**

	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
GREEN FEES												
Preferred Players Card - Weekend - Before 12:00	391	3.49%	8,549	3.64%	177	1.68%	\$ 3,892	2.02%	568	2.61%	\$ 12,441	2.92%
Preferred Players Card - Weekend - After 2:00	235	2.10%	2,106	0.90%	196	1.86%	1,764	0.92%	431	1.98%	3,870	0.91%
Preferred Players Card - Weekend - 12:00 - 2:00	-	0.00%	-	0.00%	33	0.31%	630	0.33%	33	0.15%	630	0.15%
Preferred Player 18-Holes - Preferred Player - Weekday	1,503	13.41%	13,514	5.76%	1,333	12.62%	12,127	6.31%	2,836	13.02%	25,641	6.01%
Preferred Player 9-Holes - Preferred Player - Weekday	567	5.06%	5,645	2.41%	860	8.14%	8,600	4.47%	1,427	6.55%	14,245	3.34%
Preferred Player 9-Holes - Preferred Player - Weekend	36	0.32%	360	0.15%	42	0.40%	420	0.22%	78	0.36%	780	0.18%
Preferred Players Card - Memorial Day	22	0.20%	341	0.15%	-	0.00%	-	0.00%	22	0.10%	341	0.08%
Preferred Players Card - Independence Day	14	0.12%	261	0.11%	-	0.00%	-	0.00%	14	0.06%	261	0.06%
League - 9 Holes	-	0.00%	-	0.00%	101	0.96%	1,414	0.74%	101	0.46%	1,414	0.33%
GolfNow Pay at Course	2,207	19.69%	81,067	34.56%	1,739	16.46%	55,917	29.09%	3,946	18.12%	136,984	\$0.32
18 Holes - Weekday - After 3 :00	267	2.38%	5,767	2.46%	47	0.44%	1,034	0.54%	314	1.44%	6,801	\$0.02
18 Holes - Weekday - Before 3 :00	863	7.70%	21,271	9.07%	387	3.66%	10,422	5.42%	1,250	5.74%	31,693	\$0.07
18 Holes - Weekend - After 3:00	122	1.09%	2,717	1.16%	80	0.76%	1,760	0.92%	202	0.93%	4,477	1.05%
18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	92	0.87%	2,934	1.53%	92	0.42%	2,934	0.69%
18 Holes - Weekend - Before 3:00	998	8.90%	30,995	13.21%	636	6.02%	20,237	10.53%	1,634	7.50%	51,232	12.00%
9 Holes	1,935	17.26%	27,823	11.86%	2,346	22.21%	34,136	17.76%	4,281	19.66%	61,959	14.52%
Fall - 18 Holes	30	0.27%	560	0.24%	-	0.00%	-	0.00%	30	0.14%	560	0.13%
Junior - Weekday	15	0.13%	436	0.19%	72	0.68%	1,289	0.67%	87	0.40%	1,725	0.40%
Junior - Weekend	6	0.05%	222	0.09%	76	0.72%	1,662	0.86%	82	0.38%	1,884	0.44%
Senior - Weekday	563	5.02%	10,038	4.28%	356	3.37%	6,399	3.33%	919	4.22%	16,437	3.85%
Senior -Weekend	38	0.34%	836	0.36%	41	0.39%	900	0.47%	79	0.36%	1,736	0.41%
Spring - 18 Holes - Weekday	360	3.21%	5,338	2.28%	355	3.36%	5,277	2.75%	715	3.28%	10,615	2.49%
Spring - 18 Holes - Weekend	205	1.83%	4,078	1.74%	-	0.00%	-	0.00%	205	0.94%	4,078	0.96%
Spring - 18 Holes - Weekend - After 2:00	7	0.06%	105	0.04%	48	0.45%	725	0.38%	55	0.25%	830	0.19%
Spring - 18 Holes - Weekend - Before 2:00	77	0.69%	1,498	0.64%	372	3.52%	7,440	3.87%	449	2.06%	8,938	2.09%
Spring - 18 Holes - Weekend - After 3:00	9	0.08%	135	0.06%	-	0.00%	-	0.00%	9	0.04%	135	0.03%
Spring - 18 Holes - Weekend - Before 3:00	106	0.95%	2,118	0.90%	-	0.00%	-	0.00%	106	0.49%	2,118	0.50%
Spring - 9 Holes	476	4.25%	5,210	2.22%	942	8.92%	9,420	4.90%	1,418	6.51%	14,630	3.43%
Spring - Junior	-	0.00%	-	0.00%	14	0.13%	160	0.08%	14	0.06%	160	0.04%
Spring - Senior - Weekday	-	0.00%	-	0.00%	119	1.13%	1,293	0.67%	119	0.55%	1,293	0.30%
Spring - Senior -Weekend	-	0.00%	-	0.00%	35	0.33%	525	0.27%	35	0.16%	525	0.12%
Bounce Back	15	0.13%	161	0.07%	-	0.00%	-	0.00%	15	0.07%	161	0.04%
Memorial Day - 18 Holes	44	0.39%	1,338	0.57%	49	0.46%	1,542	0.80%	93	0.43%	2,880	0.67%
Memorial Day - 9 Holes	16	0.14%	280	0.12%	14	0.13%	252	0.13%	30	0.14%	532	0.12%
Independence Day - 18 Holes	39	0.35%	1,110	0.47%	-	0.00%	-	0.00%	39	0.18%	1,110	0.26%
Independence Day - 9 Holes	8	0.07%	140	0.06%	-	0.00%	-	0.00%	8	0.04%	140	0.03%
Other	35	0.31%	528	0.23%	3	0.03%	48	0.02%	38	0.17%	576	0.13%
TOTAL	11,209	100.00%	\$234,545	100.00%	10,565	100.00%	\$192,219	100.00%	21,774	100.00%	\$426,764	100.00%