

Monthly Financial Statements - Golf October 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 TEN MONTHS ENDED OCTOBER 31, 2021
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	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 397,660	\$ 311,594	\$ 62,298	\$ 771,552
Season Ticket Sales (a)	66,751	85,471	65,981	218,203
Cart Rentals	189,927	161,645	23,951	375,523
Merchandise Sales	33,612	33,785	5,369	72,766
Driving Range	33,272	N/A	N/A	33,272
Gift Certificates (Net)	5	-	-	5
Miscellaneous	5,901	2,964	1,075	9,939
Total Golf Operating Revenues:	\$ 727,127	\$ 595,460	\$ 158,673	\$ 1,481,261
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 41,479	\$ 23,404	\$ 1,208	\$ 66,091
Pop Sales	19,921	16,249	4,033	40,202
Alcohol Sales	84,100	60,390	N/A	144,490
Miscellaneous/Reservations/Other	(1,841)	2,066	-	226
Total Concession Operating Revenues:	\$ 143,659	\$ 102,110	\$ 5,240	\$ 251,009
Total Operating Revenues:	\$ 870,786	\$ 697,570	\$ 163,914	\$ 1,732,270
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 363,965	\$ 363,965	\$ 80,881	\$ 808,810
Shared Administrative Expenses (b)	81,771	81,771	18,171	181,713
Supplies	186,608	164,977	27,019	378,604
Contractual	63,610	37,411	19,270	120,290
Debt Service	33,213	33,213	7,381	73,806
Total Golf Operating Expenses:	\$ 729,165	\$ 681,336	\$ 152,721	\$ 1,563,222
Operating Income (Loss)	\$ 141,621	\$ 16,234	\$ 11,192	\$ 169,048

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (31%, 39%, 30%, 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 TEN MONTHS ENDED OCTOBER 31, 2021**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2020	2021	2020	2021	2020	2021	2020	2021		
GREEN FEES	\$369,617	\$396,565	\$ 318,311.08	\$313,422	\$ 77,241.00	\$62,188	765,169	\$772,174	\$7,006	1%
SEASON PASS SALES	30,764	28,615	\$ 119,567.70	185,168	\$ 12,529.00	14,172	162,860	227,955	65,095	40%
CART RENTALS	170,212	188,808	\$ 146,440.75	151,694	\$ 26,942.81	23,735	343,595	364,237	20,642	6%
MERCHANDISE SALES	25,723	33,367	\$ 23,029.11	32,551	\$ 2,344.21	5,244	51,096	71,162	20,066	39%
DRIVING RANGE RECEIPTS	30,332	33,453	N/A	N/A	N/A	N/A	30,332	33,453	3,121	0%
LEAGUE ENTRY FEES	0	0	\$ -	0	\$ -	0	0	0	0	0%
TOTAL	\$626,647	\$680,808	\$607,349	\$682,835	\$119,057	\$105,339	\$1,353,052	\$1,468,982	\$115,930	9%

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

GOLF COURSE	2018	2019	2020	AVERAGE 2018-20	2021
Elbel (Daily)	13,400	14,401	18,232	15,344	19,213
Elbel (Season)	3,417	4,589	4,381	4,129	5,805
ELBEL TOTAL	16,817	18,990	22,613	19,473	25,018
CHANGE FROM PREV YR.		13%	19%		11%
Erskine (Daily)	14,898	13,146	18,580	15,541	17,069
Erskine (Season)	6,554	6,146	4,653	5,784	7,433
ERSKINE TOTAL	21,452	19,292	23,233	21,326	24,502
CHANGE FROM PREV YR.		-10%	20%		5%
Studebaker (Daily)	7,965	6,059	9,402	7,809	7,412
Studebaker (Season)	488	3,369	5,952	3,270	5,738
STUDEBAKER TOTAL	8,453	9,428	15,354	11,078	13,150
CHANGE FROM PREV YR.		12%	0%		-14%
Total (Daily)	36,263	33,606	46,214	38,694	43,694
Total (Season)	10,459	14,104	14,986	13,183	18,976
TOTAL COURSES	46,722	47,710	61,200	51,877	62,670
CHANGE FROM PREV YR.		2%	28%		2%

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

**GOLF COURSE OPERATIONS
DAILY FEE ROUNDS & SALES
FOR THE TEN MONTHS ENDED OCTOBER 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	611	3.18%	13,337	3.36%	351	2.06%	\$ 7,720	2.46%	962	2.65%	\$ 21,057	2.97%
Preferred Players Card - Weekend - After 2:00	388	2.02%	3,483	0.88%	342	2.00%	3,074	0.98%	730	2.01%	6,557	0.92%
Preferred Players Card - Weekend - 12:00 - 2:00	-	0.00%	-	0.00%	65	0.38%	1,275	0.41%	65	0.18%	1,275	0.18%
Preferred Player 18-Holes - Preferred Player - Weekday	2,476	12.89%	22,269	5.62%	2,287	13.40%	20,713	6.61%	4,763	13.13%	42,982	6.05%
Preferred Player 9-Holes - Preferred Player - Weekday	946	4.92%	9,431	2.38%	1,448	8.48%	14,470	4.62%	2,394	6.60%	23,901	3.37%
Preferred Player 9-Holes - Preferred Player - Weekend	48	0.25%	475	0.12%	68	0.40%	680	0.22%	116	0.32%	1,155	0.16%
Preferred Players Card - Labor Day	14	0.07%	269	0.07%	1	0.01%	10	0.00%	15	0.04%	279	0.04%
Preferred Players Card - Memorial Day	22	0.11%	341	0.09%	-	0.00%	-	0.00%	22	0.06%	341	0.05%
Preferred Players Card - Independence Day	14	0.07%	261	0.07%	-	0.00%	-	0.00%	14	0.04%	261	0.04%
League - 9 Holes	-	0.00%	-	0.00%	181	1.06%	2,534	0.81%	181	0.50%	2,534	0.36%
GolfNow Pay at Course	3,825	19.91%	133,830	33.75%	2,619	15.34%	88,199	28.14%	6,444	17.76%	222,029	\$0.31
18 Holes - Weekday - After 3 :00	401	2.09%	8,551	2.16%	74	0.43%	1,592	0.51%	475	1.31%	10,143	\$0.01
18 Holes - Weekday - Before 3 :00	1,398	7.28%	33,276	8.39%	702	4.11%	17,907	5.71%	2,100	5.79%	51,183	\$0.07
18 Holes - Weekend - After 3:00	194	1.01%	4,143	1.04%	130	0.76%	2,770	0.88%	324	0.89%	6,913	0.97%
18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	92	0.54%	2,934	0.94%	92	0.25%	2,934	0.41%
18 Holes - Weekend - Before 3:00	1,916	9.97%	56,771	14.32%	1,183	6.93%	37,668	12.02%	3,099	8.54%	94,439	13.30%
9 Holes	3,326	17.31%	48,123	12.13%	4,054	23.75%	58,994	18.82%	7,380	20.34%	107,117	15.09%
Fall - 18 Holes	819	4.26%	13,948	3.52%	87	0.51%	1,190	0.38%	906	2.50%	15,138	2.13%
Fall - 9 Holes	-	0.00%	-	0.00%	72	0.42%	720	0.23%	72	0.20%	720	0.10%
Junior - Weekday	21	0.11%	634	0.16%	246	1.44%	4,083	1.30%	267	0.74%	4,717	0.66%
Junior - Weekend	13	0.07%	480	0.12%	106	0.62%	2,310	0.74%	119	0.33%	2,790	0.39%
Senior - Weekday	1,194	6.21%	21,212	5.35%	784	4.59%	14,110	4.50%	1,978	5.45%	35,322	4.98%
Senior -Weekend	81	0.42%	1,782	0.45%	62	0.36%	1,362	0.43%	143	0.39%	3,144	0.44%
Spring - 18 Holes - Weekday	360	1.87%	5,338	1.35%	355	2.08%	5,277	1.68%	715	1.97%	10,615	1.50%
Spring - 18 Holes - Weekend	205	1.07%	4,078	1.03%	-	0.00%	-	0.00%	205	0.57%	4,078	0.57%
Spring - 18 Holes - Weekend - After 2:00	7	0.04%	105	0.03%	48	0.28%	725	0.23%	55	0.15%	830	0.12%
Spring - 18 Holes - Weekend - Before 2:00	77	0.40%	1,498	0.38%	372	2.18%	7,440	2.37%	449	1.24%	8,938	1.26%
Spring - 18 Holes - Weekend - After 3:00	9	135.00%	135	0.03%	-	0.00%	-	0.00%	9	0.02%	135	0.02%
Spring - 18 Holes - Weekend - Before 3:00	106	0.55%	2,118	0.53%	-	0.00%	-	0.00%	106	0.29%	2,118	0.30%
Spring - 9 Holes	476	2.48%	5,210	1.31%	942	5.52%	9,420	3.01%	1,418	3.91%	14,630	2.06%
Spring - Junior	-	0.00%	-	0.00%	15	0.09%	171	0.05%	15	0.04%	171	0.02%
Spring - Senior - Weekday	-	0.00%	-	0.00%	119	0.70%	1,293	0.41%	119	0.33%	1,293	0.18%
Spring - Senior -Weekend	-	0.00%	-	0.00%	35	0.21%	525	0.17%	35	0.10%	525	0.07%
28 For \$28 - 18 Holes	-	0.00%	-	0.00%	121	0.71%	1,452	0.46%	121	0.33%	1,452	0.20%
Bounce Back	54	0.28%	610	0.15%	-	0.00%	-	0.00%	54	0.15%	610	0.09%
Labor Day - 18 Holes	31	0.16%	828	0.21%	16	0.09%	502	0.16%	47	0.13%	1,330	0.19%
Labor Day - 9 Holes	13	0.07%	234	0.06%	22	0.13%	396	0.13%	35	0.10%	630	0.09%
Memorial Day - 18 Holes	44	0.23%	1,338	0.34%	49	0.29%	1,542	0.49%	93	0.26%	2,880	0.41%
Memorial Day - 9 Holes	16	0.08%	280	0.07%	14	0.08%	252	0.08%	30	0.08%	532	0.07%
Independence Day - 18 Holes	39	0.20%	1,110	0.28%	-	0.00%	-	0.00%	39	0.11%	1,110	0.16%
Independence Day - 9 Holes	8	0.04%	140	0.04%	-	0.00%	-	0.00%	8	0.02%	140	0.02%
Other	61	0.32%	928	0.23%	7	0.04%	112	0.04%	68	0.19%	1,040	0.15%
TOTAL	19,213	234.95%	\$396,565	100.00%	17,069	100.00%	\$313,422	100.00%	36,282	100.00%	\$709,987	100.00%