

Monthly Financial Statements - Golf July 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 SEVEN MONTHS ENDED JULY 31, 2020

	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 202,211	\$ 174,077	\$ 37,856	\$ 414,144
Season Ticket Sales (a)	36,100	58,330	67,218	161,648
Cart Rentals	92,102	73,726	12,982	178,810
Merchandise Sales	13,960	11,063	1,182	26,205
Driving Range	17,012	N/A	N/A	17,012
Gift Certificates (Net)	2,649	4,119	-	6,768
Miscellaneous	248	29	194	470
Total Golf Operating Revenues:	\$ 364,282	\$ 321,344	\$ 119,519	\$ 805,145
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 13,404	\$ 9,668	\$ 319	\$ 23,391
Pop Sales	8,443	6,160	1,965	16,568
Alcohol Sales	31,901	21,719	N/A	53,620
Golf Outings	-	-	N/A	-
Miscellaneous/Reservations/Other	75	2,303	-	2,378
Total Concession Operating Revenues:	\$ 53,823	\$ 39,850	\$ 2,283	\$ 95,956
Total Operating Revenues:	\$ 418,105	\$ 361,194	\$ 121,802	\$ 901,101
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 206,068	\$ 206,068	\$ 45,793	\$ 457,929
Shared Administrative Expenses (b)	30,442	30,442	6,765	67,648
Cost of Good Sold	30,208	23,601	1,300	55,109
Supplies	94,059	94,059	20,902	209,020
Contractual	23,440	23,440	5,209	52,089
Debt Service	33,070	33,070	7,349	73,489
Total Golf Operating Expenses:	\$ 417,286	\$ 410,680	\$ 87,317	\$ 915,284
Total Operating Expenses:	\$ 417,286	\$ 410,680	\$ 87,317	\$ 915,284
Operating Income (Loss)	\$ 818	\$ (49,486)	\$ 34,485	\$ (14,183)

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (22%, 36%, 42%, 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, 2020**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2019	2020	2019	2020	2019	2020	2019	2020		
GREEN FEES	\$156,307	\$202,211	\$132,302	\$174,077	\$30,680	\$37,856	319,290	\$414,144	\$94,854	30%
SEASON PASS SALES	24,513	30,652	119,927	118,568	11,200	12,428	155,640	161,648	6,008	4%
CART RENTALS	86,298	92,102	69,933	73,726	12,389	12,982	168,620	178,810	10,191	6%
MERCHANDISE SALES	12,426	13,960	10,014	11,063	1,275	1,182	23,715	26,205	2,490	10%
DRIVING RANGE RECEIPTS	15,390	17,012	N/A	N/A	N/A	N/A	15,390	17,012	1,622	11%
LEAGUE ENTRY FEES	0	0	540	0	72	87	612	87	(525)	0%
TOTAL	\$294,935	\$355,938	\$332,717	\$377,434	\$55,616	\$64,535	\$683,268	\$797,906	\$114,639	17%

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

GOLF COURSE	2017	2018	2019	AVERAGE 2017-19	2020
Elbel (Daily)	8,009	8,427	8,680	8,372	9,953
Elbel (Season)	2,576	2,153	2,346	2,358	1,783
ELBEL TOTAL	10,585	10,580	11,026	10,730	11,736
CHANGE FROM PREV YR.		0%	4%		6%
Erskine (Daily)	9,107	9,581	7,487	8,725	9,020
Erskine (Season)	4,703	3,969	3,156	3,943	2,881
ERSKINE TOTAL	13,810	13,550	10,643	12,668	11,901
CHANGE FROM PREV YR.		-2%	-21%		12%
Studebaker (Daily)	5,306	4,838	3,736	4,627	4,675
Studebaker (Season)	343	219	1,939	834	3,320
STUDEBAKER TOTAL	5,649	5,057	5,675	5,460	7,995
CHANGE FROM PREV YR.		-10%	12%		41%
Total (Daily)	22,422	22,846	19,903	21,724	23,648
Total (Season)	7,622	6,341	7,441	7,135	7,984
TOTAL COURSES	30,044	29,187	27,344	28,858	31,632
CHANGE FROM PREV YR.		-3%	-6%		16%

*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, 2020**

	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 Player 9-Holes - Preferred Player - Weekday	427	4.29%	\$ 4,228	2.09%	700	7.76%	6,999	4.02%	1,127	5.94%	\$ 11,227	2.98%
Preferred Player 9-Holes - Preferred Player - Weekend	-	0.00%	-	0.00%	32	0.35%	320	0.18%	32	0.17%	320	0.09%
Preferred Player 18-Holes - Preferred Player - Weekday	1,323	13.29%	11,875	5.87%	1,212	13.44%	10,981	6.31%	2,535	13.36%	22,857	6.07%
Preferred Players Card - Weekend - After 2:00	159	1.60%	1,431	0.71%	116	1.29%	1,044	0.60%	275	1.45%	2,475	0.66%
Preferred Players Card - Weekend - Before 12:00	304	3.05%	6,072	3.00%	306	3.39%	6,687	3.84%	610	3.22%	12,759	3.39%
Preferred Players Card - Weekend - WE 12:00 - 2:00	27	0.27%	455	0.23%	24	0.27%	368	0.21%	51	0.27%	823	0.22%
GolfNow Pay at Course	2,067	20.77%	71,338	35.28%	1,625	18.02%	52,344	30.07%	3,692	19.46%	123,682	32.87%
Outing	130	1.31%	2,080	1.03%	-	0.00%	-	0.00%	130	0.69%	2,080	0.55%
18 Holes - Weekday - After 3 :00	344	3.46%	7,397	3.66%	92	1.02%	2,199	1.26%	436	2.30%	9,596	2.55%
18 Holes - Weekday - Before 3 :00	900	9.04%	20,206	9.99%	509	5.64%	13,855	7.96%	1,409	7.43%	34,061	9.05%
18 Holes - Weekend - 12:00-4:00	373	3.75%	9,056	4.48%	218	2.42%	5,382	3.09%	591	3.11%	14,438	3.84%
18 Holes - Weekend - After 4 :00	91	0.91%	1,926	0.95%	45	0.50%	1,080	0.62%	136	0.72%	3,006	0.80%
18 Holes - Weekend - Before 12:00	717	7.20%	20,385	10.08%	564	6.25%	17,256	9.91%	1,281	6.75%	37,641	10.00%
9 Holes	2,058	20.68%	29,719	14.70%	2,006	22.24%	30,791	17.69%	4,064	21.42%	60,510	16.08%
League 9-Hole	-	0.00%	-	0.00%	465	5.16%	6,510	3.74%	465	2.45%	6,510	1.73%
Junior - Weekday - 18	25	0.25%	615	0.30%	207	2.29%	3,306	1.90%	232	1.22%	3,921	1.04%
Junior - Weekend - 18	9	0.09%	183	0.09%	20	0.22%	515	0.30%	29	0.15%	698	0.19%
Senior - Weekday	774	7.78%	13,700	6.78%	441	4.89%	7,915	4.55%	1,215	6.40%	21,615	5.74%
Senior - Weekend	53	0.53%	1,165	0.58%	49	0.54%	1,078	0.62%	102	0.54%	2,243	0.60%
SPRING - 18 Holes - Weekday - All Day	-	0.00%	-	0.00%	63	0.70%	945	0.54%	63	0.33%	945	0.25%
SPRING - 18 Holes - Weekend - After 2:00	-	0.00%	-	0.00%	21	0.23%	315	0.18%	21	0.11%	315	0.08%
SPRING - 18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	84	0.93%	1,645	0.94%	84	0.44%	1,645	0.44%
SPRING - 9 Holes	-	0.00%	-	0.00%	185	2.05%	2,036	1.17%	185	0.98%	2,036	0.54%
SPRING - Junior - Weekday	-	0.00%	-	0.00%	4	0.04%	85	0.05%	4	0.02%	85	0.02%
SPRING - Junior - Weekend	-	0.00%	-	0.00%	2	0.02%	54	0.03%	2	0.01%	54	0.01%
SPRING - Senior - Weekday	-	0.00%	-	0.00%	18	0.20%	198	0.11%	18	0.09%	198	0.05%
SPRING - Senior - Weekend	-	0.00%	-	0.00%	1	0.01%	15	0.01%	1	0.01%	15	0.00%
Bounce Back	16	0.16%	174	0.09%	-	0.00%	-	0.00%	16	0.08%	174	0.05%
Other	156	1.57%	206	0.10%	11	0.12%	154	0.09%	167	0.88%	360	0.10%
TOTAL	9,953	100.00%	\$202,211	100.00%	9,020	100.00%	\$174,077	100.00%	18,973	100.00%	\$376,288	100.00%