

Monthly Financial Statements - Golf August 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 EIGHT MONTHS ENDED AUGUST 31, 2020

	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 285,040	\$ 244,249	\$ 57,955	\$ 587,243
Season Ticket Sales (a)	39,950	60,153	62,820	162,924
Cart Rentals	126,940	104,693	20,572	252,205
Merchandise Sales	18,118	16,484	1,716	36,318
Driving Range	23,316	N/A	N/A	23,316
Gift Certificates (Net)	4,319	5,068	-	9,387
Miscellaneous	533	915	288	1,735
Total Golf Operating Revenues:	\$ 498,215	\$ 431,562	\$ 143,437	\$ 1,073,215
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 19,575	\$ 12,415	\$ 452	\$ 32,443
Pop Sales	11,862	9,293	2,943	24,098
Alcohol Sales	45,445	30,500	N/A	75,945
Golf Outings	-	-	N/A	-
Miscellaneous/Reservations/Other	75	2,303	-	2,378
Total Concession Operating Revenues:	\$ 76,958	\$ 54,511	\$ 3,395	\$ 134,864
Total Operating Revenues:	\$ 575,173	\$ 486,073	\$ 146,832	\$ 1,208,079
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 247,184	\$ 247,184	\$ 54,930	\$ 549,297
Shared Administrative Expenses (b)	83,485	83,485	18,552	185,522
Cost of Good Sold	41,777	33,134	1,905	76,816
Supplies	60,796	46,049	7,283	114,128
Contractual	13,576	9,976	1,938	25,489
Debt Service	33,108	33,108	7,357	73,574
Total Golf Operating Expenses:	\$ 479,925	\$ 452,935	\$ 91,965	\$ 1,024,825
Total Operating Expenses:	\$ 479,925	\$ 452,935	\$ 91,965	\$ 1,024,825
Operating Income (Loss)	\$ 95,248	\$ 33,138	\$ 54,868	\$ 183,254

(a) Season ticket sales are allocated to Elbel, Erskine, and Studebaker based on percentage of season pass play. (24%, 37%, 39%, 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 EIGHT MONTHS ENDED AUGUST 31, 2020**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2019	2020	2019	2020	2019	2020	2019	2020		
GREEN FEES	\$208,510	\$285,040	\$182,446	\$244,249	\$40,866	\$57,955	431,821	\$587,243	\$155,422	36%
SEASON PASS SALES	24,613	30,827	120,087	119,568	11,200	12,529	155,900	162,924	7,023	5%
CART RENTALS	111,053	126,940	97,351	104,693	16,637	20,572	225,042	252,205	27,163	12%
MERCHANDISE SALES	16,450	18,118	14,722	16,484	1,680	1,716	32,852	36,318	3,466	11%
DRIVING RANGE RECEIPTS	19,076	23,316	N/A	N/A	N/A	N/A	19,076	23,316	4,240	22%
LEAGUE ENTRY FEES	414	0	540	0	153	87	1,107	87	(1,020)	0%
TOTAL	\$380,116	\$484,241	\$415,147	\$484,994	\$70,536	\$92,858	\$865,799	\$1,062,093	\$196,294	23%

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

GOLF COURSE	2017	2018	2019	AVERAGE 2017-19	2020
Elbel (Daily)	10,925	10,847	11,439	11,070	13,749
Elbel (Season)	3,242	2,709	3,464	3,138	2,891
ELBEL TOTAL	14,167	13,556	14,903	14,209	16,640
CHANGE FROM PREV YR.		-4%	10%		12%
Erskine (Daily)	11,758	12,180	10,418	11,452	12,599
Erskine (Season)	6,309	5,125	4,450	5,295	4,353
ERSKINE TOTAL	18,067	17,305	14,868	16,747	16,952
CHANGE FROM PREV YR.		-4%	-14%		14%
Studebaker (Daily)	6,882	6,379	4,967	6,076	7,064
Studebaker (Season)	463	326	2,610	1,133	4,546
STUDEBAKER TOTAL	7,345	6,705	7,577	7,209	11,610
CHANGE FROM PREV YR.		-9%	13%		53%
Total (Daily)	29,565	29,406	26,824	28,598	33,412
Total (Season)	10,014	8,160	10,524	9,566	11,790
TOTAL COURSES	39,579	37,566	37,348	38,164	45,202
CHANGE FROM PREV YR.		-5%	-1%		21%

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

**GOLF COURSE OPERATIONS
DAILY FEE ROUNDS & SALES
FOR THE EIGHT MONTHS ENDED AUGUST 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	603	4.39%	\$ 5,978	2.10%	1,009	8.01%	10,089	4.13%	1,612	6.12%	\$ 16,067	3.04%
Preferred Player 9-Holes - Preferred Player - Weekend	-	0.00%	-	0.00%	48	0.38%	480	0.20%	48	0.18%	480	0.09%
Preferred Player 18-Holes - Preferred Player - Weekday	1,776	12.92%	15,948	5.59%	1,743	13.83%	15,751	6.45%	3,519	13.36%	31,699	5.99%
Preferred Players Card - Weekend - After 2:00	216	1.57%	1,944	0.68%	178	1.41%	1,602	0.66%	394	1.50%	3,546	0.67%
Preferred Players Card - Weekend - Before 12:00	453	3.29%	8,910	3.13%	413	3.28%	9,041	3.70%	866	3.29%	17,951	3.39%
Preferred Players Card - Weekend - WE 12:00 - 2:00	43	0.31%	669	0.23%	38	0.30%	653	0.27%	81	0.31%	1,322	0.25%
GolfNow Pay at Course	2,992	21.76%	102,707	36.03%	2,208	17.53%	71,942	29.45%	5,200	19.74%	174,649	33.00%
Outing	130	0.95%	2,080	0.73%	-	0.00%	-	0.00%	130	0.49%	2,080	0.39%
18 Holes - Weekday - After 3 :00	447	3.25%	9,665	3.39%	113	0.90%	2,703	1.11%	560	2.13%	12,368	2.34%
18 Holes - Weekday - Before 3 :00	1,184	8.61%	27,177	9.53%	702	5.57%	19,052	7.80%	1,886	7.16%	46,229	8.73%
18 Holes - Weekend - 12:00-4:00	511	3.72%	12,409	4.35%	309	2.45%	7,924	3.24%	820	3.11%	20,333	3.84%
18 Holes - Weekend - After 4 :00	120	0.87%	2,560	0.90%	58	0.46%	1,401	0.57%	178	0.68%	3,961	0.75%
18 Holes - Weekend - Before 12:00	999	7.27%	28,649	10.05%	845	6.71%	26,246	10.75%	1,844	7.00%	54,895	10.37%
9 Holes	3,003	21.84%	43,632	15.31%	3,088	24.51%	47,578	19.48%	6,091	23.12%	91,210	17.23%
League 9-Hole	-	0.00%	-	0.00%	491	3.90%	6,874	2.81%	491	1.86%	6,874	1.30%
Junior - Weekday - 18	32	0.23%	714	0.25%	278	2.21%	4,640	1.90%	310	1.18%	5,354	1.01%
Junior - Weekend - 18	13	0.09%	289	0.10%	35	0.28%	845	0.35%	48	0.18%	1,134	0.21%
Senior - Weekday	1,112	8.09%	19,591	6.87%	585	4.64%	10,487	4.29%	1,697	6.44%	30,078	5.68%
Senior - Weekend	70	0.51%	1,535	0.54%	65	0.52%	1,430	0.59%	135	0.51%	2,965	0.56%
SPRING - 18 Holes - Weekday - All Day	-	0.00%	-	0.00%	63	0.50%	945	0.39%	63	0.24%	945	0.18%
SPRING - 18 Holes - Weekend - After 2:00	-	0.00%	-	0.00%	21	0.17%	315	0.13%	21	0.08%	315	0.06%
SPRING - 18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	84	0.67%	1,645	0.67%	84	0.32%	1,645	0.31%
SPRING - 9 Holes	-	0.00%	-	0.00%	185	1.47%	2,036	0.83%	185	0.70%	2,036	0.38%
SPRING - Junior - Weekday	-	0.00%	-	0.00%	4	0.03%	85	0.03%	4	0.02%	85	0.02%
SPRING - Junior - Weekend	-	0.00%	-	0.00%	2	0.02%	54	0.02%	2	0.01%	54	0.01%
SPRING - Senior - Weekday	-	0.00%	-	0.00%	18	0.14%	198	0.08%	18	0.07%	198	0.04%
SPRING - Senior - Weekend	-	0.00%	-	0.00%	1	0.01%	15	0.01%	1	0.00%	15	0.00%
Bounce Back	20	0.15%	218	0.08%	-	0.00%	-	0.00%	20	0.08%	218	0.04%
Other	25	0.18%	366	0.13%	15	0.12%	218	0.09%	40	0.15%	584	0.11%
TOTAL	13,749	100.00%	\$285,040	100.00%	12,599	100.00%	\$244,249	100.00%	26,348	100.00%	\$529,289	100.00%