

Monthly Financial Statements - Golf November 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 ELEVEN MONTHS ENDED NOVEMBER 30, 2021

	ELBEL	ERSKINE	STUDEBAKER	TOTAL
<u>Golf Operating Revenues:</u>				
Daily Green Fees	\$ 402,529	\$ 318,754	\$ 63,417	\$ 784,700
Season Ticket Sales (a)	65,577	85,915	66,711	218,203
Cart Rentals	191,340	166,691	24,384	382,416
Merchandise Sales	33,959	34,939	5,583	74,482
Driving Range	33,650	N/A	N/A	33,650
Gift Certificates (Net)	5	-	-	5
Miscellaneous	5,906	2,979	1,083	9,968
Total Golf Operating Revenues:	\$ 732,966	\$ 609,279	\$ 161,178	\$ 1,503,423
<u>Concession Operating Revenues:</u>				
Food Sales	\$ 41,908	\$ 23,892	\$ 1,227	\$ 67,027
Pop Sales	20,089	16,545	4,079	40,712
Alcohol Sales	84,972	63,120	N/A	148,092
Miscellaneous/Reservations/Other	(1,870)	3,241	-	1,371
Total Concession Operating Revenues:	\$ 145,099	\$ 106,798	\$ 5,306	\$ 257,203
Total Operating Revenues:	\$ 878,065	\$ 716,077	\$ 166,484	\$ 1,760,626
<u>Golf Operating Expenses:</u>				
Personnel (b)	\$ 390,961	\$ 390,961	\$ 86,880	\$ 868,802
Shared Administrative Expenses (b)	86,781	86,781	19,285	192,846
Supplies	191,385	167,885	26,935	386,204
Contractual	65,223	38,556	19,609	123,388
Debt Service	33,213	33,213	7,381	73,806
Total Golf Operating Expenses:	\$ 767,561	\$ 717,395	\$ 160,089	\$ 1,645,045
Operating Income (Loss)	\$ 110,503	\$ (1,318)	\$ 6,395	\$ 115,581

(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, contractals, and administrative fees.

**GOLF COURSE OPERATIONS
REVENUES BY COURSE
FOR THE ELEVEN MONTHS ENDED NOVEMBER 30, 2021**

	ELBEL		ERSKINE		STUDEBAKER		TOTALS		Revenue Change	Percent Change
	2020	2021	2020	2021	2020	2021	2020	2021		
GREEN FEES	\$380,694	\$399,418	\$337,056	\$318,366	\$77,394	\$64,264	795,144	\$782,048	(\$13,096)	-2%
SEASON PASS SALES	31,464	28,615	\$119,818	185,168	12,529	14,172	163,810	227,955	64,145	39%
CART RENTALS	173,554	189,108	\$157,733	156,240	26,965	24,385	358,253	369,733	11,480	3%
MERCHANDISE SALES	26,274	33,568	\$24,427	32,974	2,371	5,584	53,072	72,127	19,054	36%
DRIVING RANGE RECEIPTS	30,932	33,650	N/A	N/A	N/A	N/A	30,932	33,650	2,718	0%
LEAGUE ENTRY FEES	0	0	0	0	0	0	0	0	0	0%
TOTAL	\$642,918	\$684,358	\$639,034	\$692,749	\$119,259	\$108,406	\$1,401,212	\$1,485,512	\$84,301	6%

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

GOLF COURSE	2018	2019	2020	AVERAGE 2018-20	2021
Elbel (Daily)	13,495	14,416	18,969	15,627	19,319
Elbel (Season)	3,530	4,600	3,896	4,009	5,839
ELBEL TOTAL	17,025	19,016	22,865	19,635	25,158
CHANGE FROM PREV YR.		12%	20%		10%
Erskine (Daily)	14,898	13,415	19,991	16,101	17,426
Erskine (Season)	6,554	6,505	5,199	6,086	7,650
ERSKINE TOTAL	21,452	19,920	25,190	22,187	25,076
CHANGE FROM PREV YR.		-7%	26%		0%
Studebaker (Daily)	7,965	6,067	9,413	7,815	7,642
Studebaker (Season)	488	3,383	5,954	3,275	5,940
STUDEBAKER TOTAL	8,453	9,450	15,367	11,090	13,582
CHANGE FROM PREV YR.		12%	0%		-12%
Total (Daily)	36,358	33,898	48,373	39,543	44,387
Total (Season)	10,572	14,488	15,049	13,370	19,429
TOTAL COURSES	46,930	48,386	63,422	52,913	63,816
CHANGE FROM PREV YR.		3%	31%		1%

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

**GOLF COURSE OPERATIONS
DAILY FEE ROUNDS & SALES
FOR THE ELEVEN MONTHS ENDED NOVEMBER 30, 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	3.16%	13,337	3.34%	358	2.05%	\$ 7,824	2.46%	969	2.64%	\$ 21,161	2.95%
Preferred Players Card - Weekend - After 2:00	388	2.01%	3,483	0.87%	361	2.07%	3,245	1.02%	749	2.04%	6,728	0.94%
Preferred Players Card - Weekend - 12:00 - 2:00	-	0.00%	-	0.00%	65	0.37%	1,275	0.40%	65	0.18%	1,275	0.18%
Preferred Player 18-Holes - Preferred Player - Weekday	2,476	12.82%	22,269	5.58%	2,343	13.45%	21,217	6.66%	4,819	13.11%	43,486	6.06%
Preferred Player 9-Holes - Preferred Player - Weekday	946	4.90%	9,431	2.36%	1,461	8.38%	14,600	4.59%	2,407	6.55%	24,031	3.35%
Preferred Player 9-Holes - Preferred Player - Weekend	48	0.25%	475	0.12%	68	0.39%	680	0.21%	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	1.04%	2,534	0.80%	181	0.49%	2,534	0.35%
GolfNow Pay at Course	3,907	20.22%	136,236	34.11%	2,629	15.09%	88,649	27.85%	6,536	17.79%	224,885	\$0.31
18 Holes - Weekday - After 3 :00	401	2.08%	8,551	2.14%	74	0.42%	1,592	0.50%	475	1.29%	10,143	\$0.01
18 Holes - Weekday - Before 3 :00	1,398	7.24%	33,276	8.33%	702	4.03%	17,907	5.62%	2,100	5.72%	51,183	\$0.07
18 Holes - Weekend - After 3:00	194	1.00%	4,143	1.04%	130	0.75%	2,770	0.87%	324	0.88%	6,913	0.96%
18 Holes - Weekend - Before 2:00	-	0.00%	-	0.00%	92	0.53%	2,934	0.92%	92	0.25%	2,934	0.41%
18 Holes - Weekend - Before 3:00	1,916	9.92%	56,771	14.21%	1,183	6.79%	37,668	11.83%	3,099	8.43%	94,439	13.16%
9 Holes	3,336	17.27%	48,303	12.09%	4,054	23.26%	58,994	18.53%	7,390	20.11%	107,297	14.95%
Fall - 18 Holes	832	4.31%	14,199	3.55%	252	1.45%	3,905	1.23%	1,084	2.95%	18,104	2.52%
Fall - 9 Holes	-	0.00%	-	0.00%	159	0.91%	1,590	0.50%	159	0.43%	1,590	0.22%
Junior - Weekday	21	0.11%	634	0.16%	246	1.41%	4,083	1.28%	267	0.73%	4,717	0.66%
Junior - Weekend	13	0.07%	480	0.12%	106	0.61%	2,310	0.73%	119	0.32%	2,790	0.39%
Senior - Weekday	1,194	6.18%	21,212	5.31%	784	4.50%	14,110	4.43%	1,978	5.38%	35,322	4.92%
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	1.86%	5,338	1.34%	355	2.04%	5,277	1.66%	715	1.95%	10,615	1.48%
Spring - 18 Holes - Weekend	205	1.06%	4,078	1.02%	-	0.00%	-	0.00%	205	0.56%	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	2.13%	7,440	2.34%	449	1.22%	8,938	1.25%
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	2.46%	5,210	1.30%	942	5.41%	9,420	2.96%	1,418	3.86%	14,630	2.04%
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	0.68%	1,293	0.41%	119	0.32%	1,293	0.18%
Spring - Senior -Weekend	-	0.00%	-	0.00%	35	0.20%	525	0.16%	35	0.10%	525	0.07%
28 For \$28 - 18 Holes	-	0.00%	-	0.00%	121	0.69%	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	0.08%
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	0.12%	35	0.10%	630	0.09%
Memorial Day - 18 Holes	44	0.23%	1,338	0.33%	49	0.28%	1,542	0.48%	93	0.25%	2,880	0.40%
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	0.15%
Independence Day - 9 Holes	8	0.04%	140	0.04%	-	0.00%	-	0.00%	8	0.02%	140	0.02%
Other	62	0.32%	944	0.24%	7	0.04%	112	0.04%	69	0.19%	1,056	0.15%
TOTAL	19,319	234.95%	\$399,418	100.00%	17,426	100.00%	\$318,366	100.00%	36,745	100.00%	\$717,784	100.00%