

## Golf Course 2024 - 1st Quarter Report

| <u>REVENUE</u>    | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |
|-------------------|-------------|-------------|-------------|-------------|
| Golf Memberships  | \$50,563.00 |             |             |             |
| Gift Certificates | \$0.00      |             |             |             |
| Hole Sponsors     | \$4,900.00  |             |             |             |
| Course Fees       | \$16,072.57 |             |             |             |
| Concessions       | \$4,474.50  |             |             |             |
| Pro Shop          | \$1,010.57  |             |             |             |
| Recycling         | \$237.50    |             |             |             |
| ATC Refund        | \$200.00    |             |             |             |
|                   | \$77,458.14 |             |             |             |

| <u>EXPENSES FOR NORMAL OPERATIONS</u> | 1st Quarter        | 2nd Quarter | 3rd Quarter | 4th Quarter |
|---------------------------------------|--------------------|-------------|-------------|-------------|
| Payroll/Taxes                         | \$36,752.48        |             |             |             |
| Unemployment                          | \$137.68           |             |             |             |
| Employer Share Retirement             | \$2,868.36         |             |             |             |
| Park Advertising                      | \$0.00             |             |             |             |
| Office Supplies                       | \$62.54            |             |             |             |
| Postage                               | \$0.00             |             |             |             |
| Repair Parts                          | \$9,126.80         |             |             |             |
| Tires/Tubes                           | \$0.00             |             |             |             |
| Gasoline                              | \$798.58           |             |             |             |
| Sales Tax                             | \$286.30           |             |             |             |
| Chemicals                             | \$0.00             |             |             |             |
| Pro Shop Supplies                     | \$0.00             |             |             |             |
| Clubhouse supplies                    | \$296.51           |             |             |             |
| Supplies                              | \$25.91            |             |             |             |
| Canteen Supplies                      | \$2,862.15         |             |             |             |
| Repairs/Maintenance                   | \$1,583.45         |             |             |             |
| Buildings                             | \$335.13           |             |             |             |
| Water                                 | \$182.61           |             |             |             |
| Telephone/Internet                    | \$1,307.72         |             |             |             |
| Gas                                   | \$524.67           |             |             |             |
| Electric                              | \$1,930.22         |             |             |             |
| Position Bond for employees           | \$0.00             |             |             |             |
| Employee ads                          | \$0.00             |             |             |             |
| <b>TOTAL</b>                          | <b>\$59,081.11</b> |             |             |             |

|                  |               |
|------------------|---------------|
| Revenue          | \$77,458.14   |
| Operations       | (\$59,081.11) |
| Special Expenses | (\$15,499.50) |
|                  | \$2,877.53    |

| <u>COSTS OUTSIDE NORMAL OPERATIONS</u> | 1st Quarter        | 2nd Quarter | 3rd Quarter | 4th Quarter | Year to Date |
|--|--------------------|-------------|-------------|-------------|--------------|
| Engineering Services RQAW              | \$1,347.50         | *EDIT Fund  |             |             |              |
| Engineering Services RQAW              | \$14,152.00        | *EDIT Fund  |             |             |              |
| <b>TOTAL</b>                           | <b>\$15,499.50</b> |             |             |             |              |

# ADDITIONAL REVISED MONTHLY REPORT

MARCH 2024

INCLUDES QTR TO DATE SALES

BROOK HILL GOLF CLUB

|                   | <u>2023</u>    | <u>2024</u>   |
|-------------------|----------------|---------------|
| • Food & Beverage | \$4,659        | \$5,825       |
| • Green Fees      | \$6,359        | \$18,143      |
| • Membership      | \$82,075 (116) | \$63,027 (64) |
| • Pro Shop        | \$803          | \$6,316       |

## **Clubhouse**

- Sold 64 Memberships, out of the 64 sold, (7) of them are 1<sup>st</sup> year members.
- Despite being closed 13 days and some cold weather we a strong Month in March and a great 1<sup>st</sup> quarter compared to 2023
- I acquired 2 estimates for the old Deck from two very reputable contractors.
  - Kolter Brothers Construction: (Danny Kolter)
  - SS Builders: (Steve Simmermeyer)
- Continue working on Hole Sponsorships.
  - As of right now we have: See comments below.
    - FCN Bank
    - Zimmer Tractor
    - 52 Pick-Up
    - White Tails
    - George's Pharmacy
      - 5 ALL OPTED FOR THE 2 YEAR HOLE SPONSORSHIP
    - Skyline Chili – I will pick up his check this week.
    - Pest Control (Invoiced) Late April.
    - Sean Burns Insurance. 2 year sponsor Hole #6 waiting on art work to come back from corporate office. Invoiced.
    - Contacted Gillman's Hardware (waiting for call from corporate office.
    - Graf Construction 2 Year sponsor Hole #11 Verbal Agreement

❖ I will continue to work on the remaining 8 holes left throughout April 2024

❖ **If not, I will remove the signs. Best case scenario we fill all of them so no additional cost will occur.**

- I up board for Cart Keys for accountability when signing in. We will get completed by end of April 2024.
- I continue to schedule events and contact customers. We have a full slate of events on Saturday's again this year starting on May 18<sup>th</sup> plus 3 NEW additional events all the way to October 14<sup>th</sup>.
- Completed installing a Post on Hole 8 with a FULL Menu for ordering fresh food. Golfers call the Clubhouse on hole #8 when making the turn.
  - *ONE exciting example, we Sold 60 cheeseburgers in March and made a net profit of \$205.*
  - *(The team and I haven't had to throw any food away to date)*
- We added a 3<sup>rd</sup> Air Fryer to keep up with the demand at NO COST to the town.
  
- Another exciting Product Line: I started carrying is (4) models of
- Wilson Chaos golf balls. A good ball at a great margin.
- I added Srixon and a New Calloway Ball also at a 50% plus margin.
- This will give our Golfers another option. Sales have started pretty good.
- I contacted Moster and worked out a Spray plan starting in mid-April. This is all depending on winds under 12MPH and dry conditions.

### **Field Team**

- Charlie -Continues to work on our carts daily. We have 19 down right now to be completed by the start of golf season in May.
- Working on equipment as always daily.
- Seats covers will all be replaced in April on all YAMAHA'S.
- The Field team Cut the Greens, Fairways and Rough twice in March.
  - We Changed out the PIN placements this past Thursday.
  - We started working on Sand Traps on Thursday as well.
- Installed new post for rope on Hole #12 to protected green and keep Golfers from driving down close to the green, they must stay on the Cart Path
- Started top dressing and fertilized the Tee Boxes on the entire course and prepping for Aerifying Greens in April.
- Bill and Mike put up 3 Handicap Spaces in the top parking lot.

## **APRIL 2024**

I am meeting with the Tuesday night league on Wednesday the 17<sup>th</sup> and we have already E-Mailed the captain or a representative of each team. We have 24 teams and a waiting list for 4 other teams that want to join the league.

Wednesday Tony's league will pay ½ up front \$160 and many will pay for the whole 16 weeks \$320

Wednesday Women are overloaded with (4) more teams wanting to join the league and I will meet with Maggie in the 3<sup>rd</sup> week of April

Thursday (Bush League) I spoke to Putt and wants to start their 16 week league on April 25<sup>th</sup>. They too will pay up half front \$160 or \$320 for the entire season)

We will start our monthly meetings next month, including the Field Team on Monday the 15<sup>th</sup> and introduce 5 NEW Cart Attendants and 1 additional Primary in training now.

I will introduce the standards and the expectations for 2024 and re-introduce to the returning employees as well.

## **MONTRA**

If you cannot make a Guest Happy, then you must get me involved and give me the opportunity to have them leave Brook Hill happy.

You must be nice, smile and make eye contact with all Guest.

We will continue to have exemplary service every day.

*Thank you,*

*Ron Brune GM*