### **Monthly Booking Rounds Report**





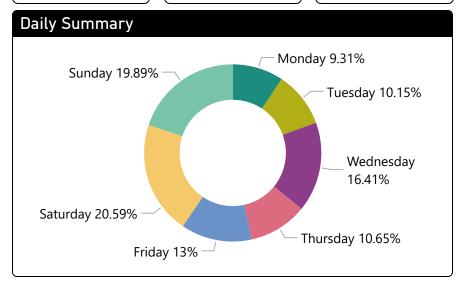
Total Rounds

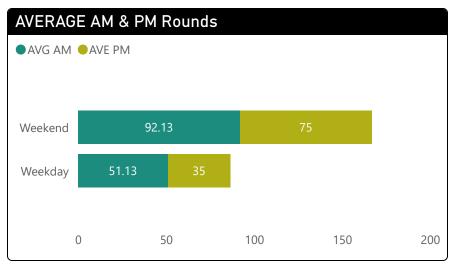
Morning Rounds

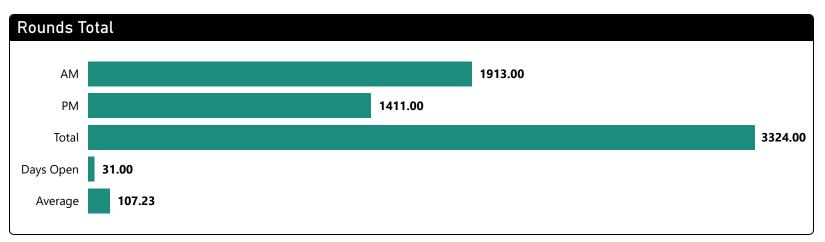
Evening Rounds

1.91K

1.41K







| Rounds Statistic | S      |         |           |          |        |          |        |
|------------------|--------|---------|-----------|----------|--------|----------|--------|
| Time of Day      | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
| AM               | 203.00 | 230.00  | 343.00    | 148.00   | 252.00 | 381.00   | 356.00 |
| PM               | 103.00 | 112.00  | 211.00    | 211.00   | 176.00 | 298.00   | 300.00 |
| Total            | 306.00 | 342.00  | 554.00    | 359.00   | 428.00 | 679.00   | 656.00 |
| Days Open        | 4.00   | 5.00    | 5.00      | 5.00     | 4.00   | 4.00     | 4.00   |
| Average          | 76.50  | 68.40   | 110.80    | 71.80    | 107.00 | 169.75   | 164.00 |
| Distribution %   | 9.96   | 8.90    | 14.42     | 9.35     | 13.93  | 22.10    | 21.35  |
|                  |        |         |           |          |        |          |        |

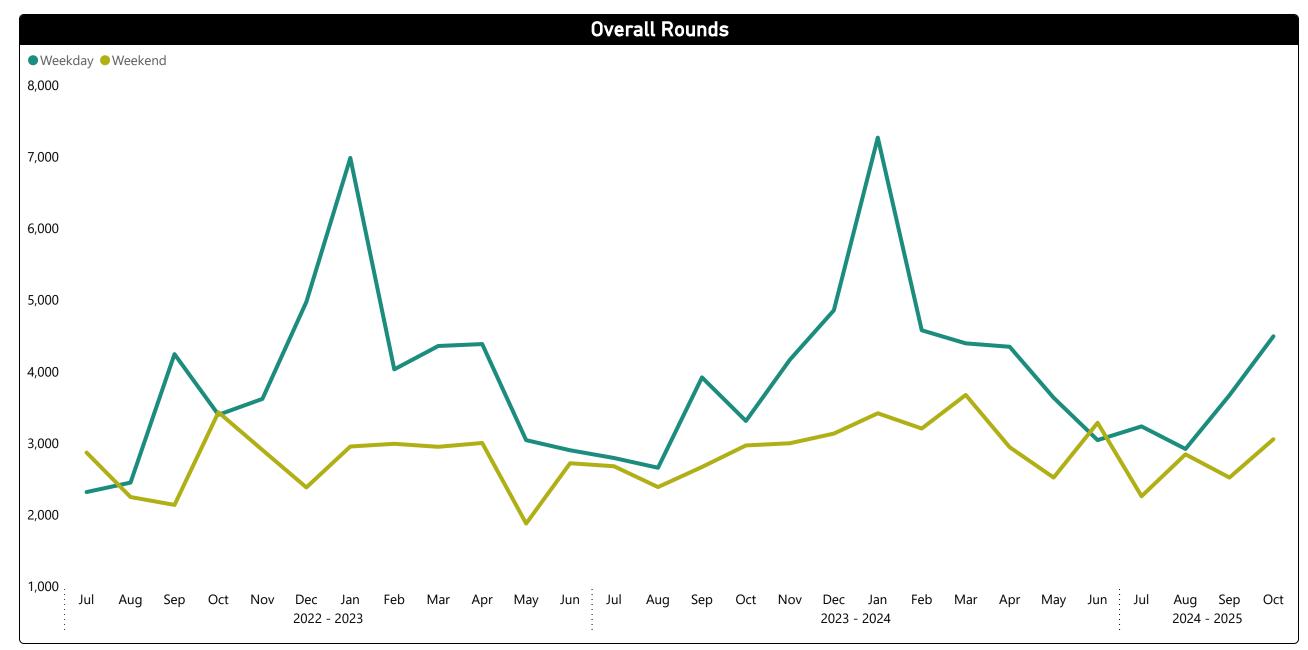
| Overall Ave | erage  |      |        |        |         |                      |                             |
|-------------|--------|------|--------|--------|---------|----------------------|-----------------------------|
| Overall     | Rounds | Days | AVE AM | AVE PM | Average | <b>AVE Last Year</b> | <b>AVE Before Last Year</b> |
| Weekday     | 1,989  | 23   | 51.13  | 35.35  | 86.48   | 65.95                | 70.86                       |
| Weekend     | 1,335  | 8    | 92.13  | 74.75  | 166.88  | 161.75               | 153.40                      |
|             |        |      |        |        |         |                      |                             |

## **Monthly Distribution**

Overall Weekdays

Weekend

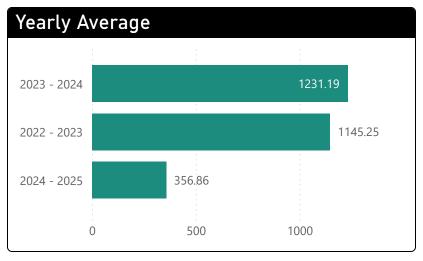


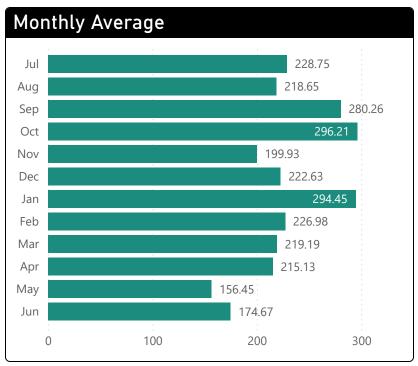


### **Average Rounds**







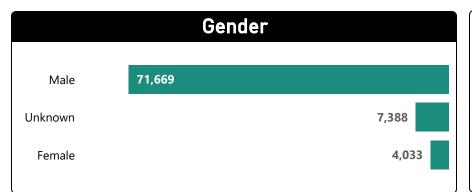


| D        | aily Averag | je       |          |           |          |          |          |          |         |
|----------|-------------|----------|----------|-----------|----------|----------|----------|----------|---------|
|          | Year        | Monday   | Tuesday  | Wednesday | Thursday | Friday   | Saturday | Sunday   | Total   |
| ⊜        | 2024 - 2025 | 254.30   | 223.20   | 326.25    | 231.05   | 381.35   | 583.00   | 524.40   | 356.86  |
|          | ⊞ Jul       | 53.40    | 44.80    | 87.20     | 45.25    | 78.50    | 117.00   | 128.25   | 77.52   |
|          | ⊕ Aug       | 58.00    | 36.50    | 70.25     | 49.00    | 74.60    | 148.00   | 128.75   | 81.68   |
|          | ⊞ Sep       | 66.40    | 73.50    | 58.00     | 65.00    | 121.25   | 148.25   | 103.40   | 90.43   |
|          | ⊕ Oct       | 76.50    | 68.40    | 110.80    | 71.80    | 107.00   | 169.75   | 164.00   | 107.23  |
| ⊖        | 2023 - 2024 | 1,020.15 | 734.00   | 1,082.65  | 870.80   | 1,286.00 | 1,878.95 | 1,753.55 | 1231.19 |
|          | ⊞ Jul       | 65.40    | 41.50    | 76.75     | 47.50    | 56.25    | 111.60   | 126.80   | 77.65   |
|          | ⊕ Aug       | 43.25    | 40.00    | 72.80     | 42.60    | 54.00    | 111.75   | 147.00   | 71.00   |
|          | ⊞ Sep       | 79.00    | 70.25    | 89.75     | 67.00    | 98.40    | 141.20   | 118.50   | 96.53   |
|          | ⊕ Oct       | 59.60    | 48.40    | 80.50     | 40.75    | 106.50   | 176.50   | 147.00   | 91.50   |
|          | ⊞ Nov       | 111.75   | 68.00    | 74.00     | 58.80    | 112.00   | 170.50   | 157.00   | 104.70  |
|          | ⊕ Dec       | 84.00    | 69.00    | 121.75    | 113.50   | 131.20   | 149.60   | 131.20   | 117.63  |
|          | ⊞ Jan       | 103.40   | 116.80   | 135.60    | 167.75   | 194.75   | 207.75   | 167.25   | 152.55  |
|          | ⊞ Feb       | 105.75   | 70.25    | 103.25    | 74.80    | 129.00   | 199.75   | 150.75   | 117.55  |
|          | ⊞ Mar       | 93.25    | 64.75    | 91.75     | 71.50    | 129.40   | 171.40   | 157.80   | 115.42  |
|          | ⊕ Apr       | 101.00   | 51.80    | 89.75     | 76.75    | 120.75   | 155.75   | 165.75   | 106.63  |
|          | ⊞ May       | 79.00    | 53.75    | 79.00     | 63.60    | 72.00    | 144.75   | 129.50   | 87.13   |
|          | ⊞ Jun       | 94.75    | 39.50    | 67.75     | 46.25    | 81.75    | 138.40   | 155.00   | 92.90   |
| <b>±</b> | 2022 - 2023 | 953.05   | 756.05   | 1,028.55  | 871.25   | 1,107.50 | 1,766.40 | 1,526.25 | 1145.25 |
|          | Total       | 2,227.50 | 1,713.25 | 2,437.45  | 1,973.10 | 2,774.85 | 4,228.35 | 3,804.20 | 2733.30 |

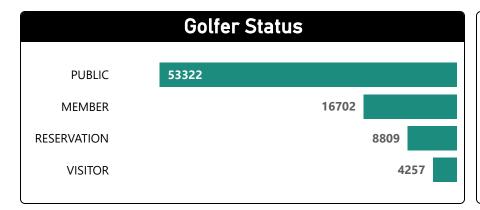
## **Booking Rounds by Gender, Golfer Status & Booking Source**







| Gender  | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday | Total  |
|---------|--------|---------|-----------|----------|--------|----------|--------|--------|
| Female  | 1,269  | 118     | 1,193     | 104      | 195    | 892      | 262    | 4,033  |
| Male    | 6,467  | 6,861   | 8,156     | 8,239    | 9,893  | 16,546   | 15,507 | 71,669 |
| Unknown | 1,871  | 487     | 1,272     | 225      | 1,962  | 910      | 661    | 7,388  |
| Total   | 9,607  | 7,466   | 10,621    | 8,568    | 12,050 | 18,348   | 16,430 | 83,090 |



| Golfer status | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday | Total |
|---------------|--------|---------|-----------|----------|--------|----------|--------|-------|
| MEMBER        | 2985   | 2273    | 2159      | 2940     | 2267   | 3769     | 309    | 16702 |
| PUBLIC        | 4125   | 4207    | 6686      | 4730     | 7301   | 11389    | 14884  | 53322 |
| RESERVATION   | 2075   | 694     | 1514      | 412      | 2189   | 1083     | 842    | 8809  |
| VISITOR       | 422    | 292     | 262       | 486      | 293    | 2107     | 395    | 4257  |
| Total         | 9607   | 7466    | 10621     | 8568     | 12050  | 18348    | 16430  | 83090 |

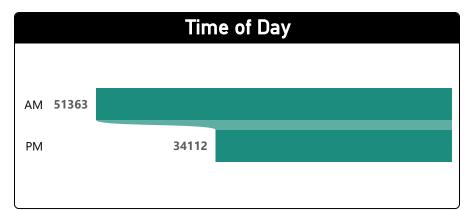
|          | Booking | g Source |    |
|----------|---------|----------|----|
| Admin    | 63674   |          |    |
| Public   |         | 11712    |    |
| Internet |         | 77       | 04 |
|          |         |          |    |

| Total | Sunday | Saturday | Friday | Thursday | Wednesday | Tuesday | Monday | <b>Booking Source</b> |
|-------|--------|----------|--------|----------|-----------|---------|--------|-----------------------|
| 63674 | 13406  | 12395    | 9683   | 5493     | 9315      | 5456    | 7926   | Admin                 |
| 7704  | 139    | 2473     | 677    | 2097     | 304       | 1233    | 781    | Internet              |
| 11712 | 2885   | 3480     | 1690   | 978      | 1002      | 777     | 900    | Public                |
| 83090 | 16430  | 18348    | 12050  | 8568     | 10621     | 7466    | 9607   | Total                 |
|       | 16430  | 18348    | 12050  | 8568     | 10621     | 7466    | 9607   | Total                 |

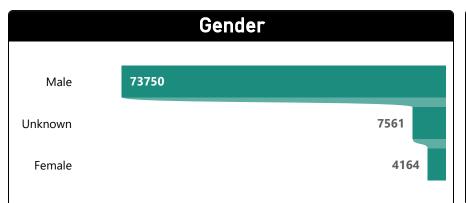
## **Weekly Booking Rounds**



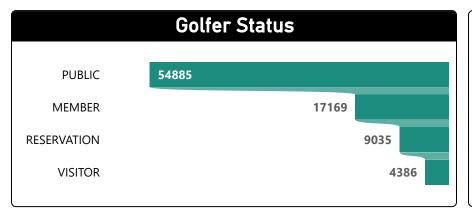




| Time of Day | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|-------------|--------|---------|-----------|----------|--------|----------|--------|
| AM          | 6725   | 4895    | 7105      | 3859     | 7448   | 10533    | 10798  |
| PM          | 3234   | 2801    | 3763      | 4913     | 4920   | 8313     | 6168   |
| Total       | 9959   | 7696    | 10868     | 8772     | 12368  | 18846    | 16966  |
|             |        |         |           |          |        |          |        |
|             |        |         |           |          |        |          |        |



| Gender  | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|---------|--------|---------|-----------|----------|--------|----------|--------|
| Female  | 1313   | 131     | 1220      | 107      | 200    | 926      | 267    |
| Male    | 6718   | 7071    | 8352      | 8440     | 10157  | 16988    | 16024  |
| Unknown | 1928   | 494     | 1296      | 225      | 2011   | 932      | 675    |
| Total   | 9959   | 7696    | 10868     | 8772     | 12368  | 18846    | 16966  |
|         |        |         |           |          |        |          |        |



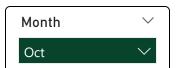
| Golfer status | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|---------------|--------|---------|-----------|----------|--------|----------|--------|
| MEMBER        | 3076   | 2328    | 2214      | 3016     | 2336   | 3881     | 318    |
| PUBLIC        | 4298   | 4349    | 6838      | 4840     | 7489   | 11691    | 15380  |
| RESERVATION   | 2147   | 706     | 1547      | 416      | 2246   | 1107     | 866    |
| VISITOR       | 438    | 313     | 269       | 500      | 297    | 2167     | 402    |
| Total         | 9959   | 7696    | 10868     | 8772     | 12368  | 18846    | 16966  |



| Booking Source | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday | Sunday |
|----------------|--------|---------|-----------|----------|--------|----------|--------|
| Admin          | 7926   | 5456    | 9315      | 5493     | 9683   | 12395    | 13406  |
| Internet       | 781    | 1233    | 304       | 2097     | 677    | 2473     | 139    |
| Public         | 900    | 777     | 1002      | 978      | 1690   | 3480     | 2885   |
| Total          | 9607   | 7466    | 10621     | 8568     | 12050  | 18348    | 16430  |
|                |        |         |           |          |        |          |        |

# **Summary Statistics Report**





Total Rounds

3,323

Total Sales Revenue (\$)

164,224

Total Green Fee Revenue (\$)

108,462

Total Secondary Revenue (\$)

55,762

Total Wages (\$)

| Total Rounds      |        |        |          |           |           |        |        | Year to Date |           |             |  |  |
|-------------------|--------|--------|----------|-----------|-----------|--------|--------|--------------|-----------|-------------|--|--|
| Category          | Actual | Budget | Variance | Actual LY | Budget LY | Actual | Budget | Variance     | Actual LY | Variance LY |  |  |
| PAYP Rounds       | 2,328  | 1,966  | 118%     | 1,960     | 2207      | 7,621  | 7,119  | 107%         | 7,168     | 106%        |  |  |
| Lifestyle Rounds  | 213    | 150    | 142%     | 152       | 220       | 689    | 625    | 110%         | 631       | 109%        |  |  |
| Passholder Rounds | 782    | 630    | 124%     | 639       | 551       | 2,665  | 2,415  | 110%         | 2,458     | 108%        |  |  |
| Total             | 3,323  | 2,746  | 121%     | 2,751     | 2978      | 10,975 | 10,159 | 108%         | 10,257    | 107%        |  |  |

| Green Fee Revenue    | : (\$)  |        |          | Year to Date |           |         |         |          |           |             |
|----------------------|---------|--------|----------|--------------|-----------|---------|---------|----------|-----------|-------------|
| Category             | Actual  | Budget | Variance | Actual LY    | Budget LY | Actual  | Budget  | Variance | Actual LY | Variance LY |
| PAYP Revenue         | 86,568  | 75,164 | 115%     | 68,627       | 76070     | 268,344 | 253,490 | 106%     | 232,293   | 116%        |
| Lifestyle Revenue    | 4,859   | 3,341  | 145%     | 3,138        | 4291      | 14,982  | 12,795  | 117%     | 11,940    | 125%        |
| Pass Revenue (Mthly) | 3,772   | 2,406  | 157%     | 2,093        | 2045      | 12,355  | 9,047   | 137%     | 7,939     | 156%        |
| Pass Revenue (Yrly)  | 13,264  | 7,682  | 173%     | 7,170        | 12910     | 23,280  | 16,755  | 139%     | 16,937    | 137%        |
| Total                | 108,462 | 88,593 | 122%     | 81,028       | 95315     | 318,961 | 292,088 | 109%     | 269,110   | 119%        |
|                      |         |        |          |              |           |         |         |          |           |             |

| Secondary Reven | ue (\$)         |        |          | Year to Date |           |         |         |          |           |             |
|-----------------|-----------------|--------|----------|--------------|-----------|---------|---------|----------|-----------|-------------|
| Category        | <b>Actual ▼</b> | Budget | Variance | Actual LY    | Budget LY | Actual  | Budget  | Variance | Actual LY | Variance LY |
| F&B Revenue     | 21,314          | 17,357 | 123%     | 16,011       | 16716     | 63,222  | 64,214  | 98%      | 58,172    | 109%        |
| Hire Revenue    | 20,608          | 18,455 | 112%     | 16,660       | 17554     | 62,692  | 61,975  | 101%     | 58,192    | 108%        |
| Retail Revenue  | 12,956          | 21,373 | 61%      | 14,439       | 21368     | 57,738  | 75,845  | 76%      | 76,581    | 75%         |
| Comp Revenue    | 885             | 700    | 126%     | 470          | 700       | 3,332   | 2,300   | 145%     | 1,749     | 191%        |
| Other Revenue   | 0               | 0      |          | 0            | 0         | 409     | 0       |          |           |             |
| Total           | 55,762          | 57,885 | 96%      | 47,581       | 56338     | 187,392 | 204,335 | 92%      | 194,694   | 96%         |

| Total Revenue (\$)   |         |         |          | Year to Date |           |         |         |          |           |             |
|----------------------|---------|---------|----------|--------------|-----------|---------|---------|----------|-----------|-------------|
| Category             | Actual  | Budget  | Variance | Actual LY    | Budget LY | Actual  | Budget  | Variance | Actual LY | Variance LY |
| PAYP Revenue         | 86,568  | 75,164  | 115%     | 68,627       | 76070     | 268,344 | 253,490 | 106%     | 232,293   | 116%        |
| Lifestyle Revenue    | 4,859   | 3,341   | 145%     | 3,138        | 4291      | 14,982  | 12,795  | 117%     | 11,940    | 125%        |
| Pass Revenue (Mthly) | 3,772   | 2,406   | 157%     | 2,093        | 2045      | 12,355  | 9,047   | 137%     | 7,939     | 156%        |
| Pass Revenue (Yrly)  | 13,264  | 7,682   | 173%     | 7,170        | 12910     | 23,280  | 16,755  | 139%     | 16,937    | 137%        |
| Hire Revenue         | 20,608  | 18,455  | 112%     | 16,660       | 17554     | 62,692  | 61,975  | 101%     | 58,192    | 108%        |
| Retail Revenue       | 12,956  | 21,373  | 61%      | 14,439       | 21368     | 57,738  | 75,845  | 76%      | 76,581    | 75%         |
| F&B Revenue          | 21,314  | 17,357  | 123%     | 16,011       | 16716     | 63,222  | 64,214  | 98%      | 58,172    | 109%        |
| Comp Revenue         | 885     | 700     | 126%     | 470          | 700       | 3,332   | 2,300   | 145%     | 1,749     | 191%        |
| Other Revenue        | 0       | 0       |          | 0            | 0         | 409     | 0       |          |           |             |
| Total                | 164,224 | 146,478 | 112%     | 128,609      | 151653    | 506,353 | 496,423 | 102%     | 463,804   | 109%        |

| Wages (\$)              |        |        | Year to Date |           |           |         |         |          |           |             |
|-------------------------|--------|--------|--------------|-----------|-----------|---------|---------|----------|-----------|-------------|
| Category                | Actual | Budget | Variance     | Actual LY | Budget LY | Actual  | Budget  | Variance | Actual LY | Variance LY |
| Wages - Golf Operations |        | 27,985 |              | 27,047    | 26954     | 67,579  | 97,950  | 69%      | 93,490    | 72%         |
| Wages - Course          |        | 34,880 |              | 30,020    | 31196     | 84,732  | 125,524 | 68%      | 105,961   | 80%         |
| Total                   |        | 62,865 |              | 57,067    | 58150     | 152,311 | 223,475 | 68%      | 199,451   | 76%         |

| AVERAGE Rounds          |        |        |          | Year to Date |           |        |        |          |           |             |
|-------------------------|--------|--------|----------|--------------|-----------|--------|--------|----------|-----------|-------------|
| Category                | Actual | Budget | Variance | Actual LY    | Budget LY | Actual | Budget | Variance | Actual LY | Variance LY |
| Free Rounds             | 57     | 45     | 127%     | 35           | 70        | 191    | 230    | 83%      | 229       | 83%         |
| 9 hole Rounds           | 756    | 605    | 125%     | 597          | 765       | 2,349  | 2,305  | 102%     | 2,307     | 102%        |
| Ave PAYP rate           | 38     | 39     | 97%      | 36           | 36        | 144    | 147    | 98%      | 134       | 108%        |
| 9h PAPY/ Total PAYP (%) | 32     | 31     | 106%     | 30           | 35        | 123    | 128    | 96%      | 98        | 125%        |

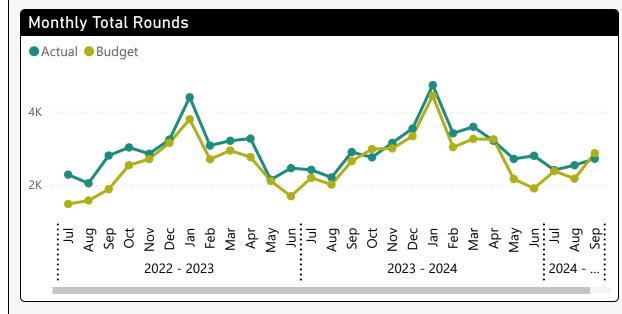
| AVERAGE Revenue  | e (\$) |        |          |           | Year to Date |        |        |          |           |             |
|------------------|--------|--------|----------|-----------|--------------|--------|--------|----------|-----------|-------------|
| Category         | Actual | Budget | Variance | Actual LY | Budget LY    | Actual | Budget | Variance | Actual LY | Variance LY |
| ave spend Hire   | 6      | 7      | 92%      | 6         | 6            | 23     | 24     | 93%      | 23        | 100%        |
| ave spend Retail | 4      | 8      | 50%      | 5         | 7            | 22     | 30     | 72%      | 30        | 71%         |
| ave spend F&B    | 6      | 6      | 101%     | 6         | 6            | 23     | 25     | 90%      | 23        | 100%        |
| Acc Balls Gloves | 6,311  | 6,333  | 100%     | 4,625     | 6033         | 20,865 | 23,428 | 89%      | 20,651    | 101%        |
| ave spend ABG    | 2      | 2      | 82%      | 2         | 2            | 8      | 9      | 83%      | 8         | 93%         |
|                  |        |        |          |           |              |        |        |          |           |             |

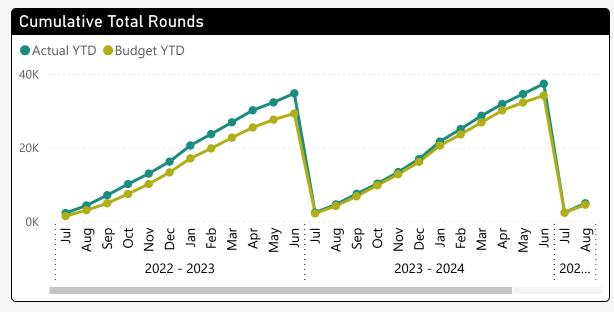
#### **Total Rounds & Green Fee Revenue Charts**

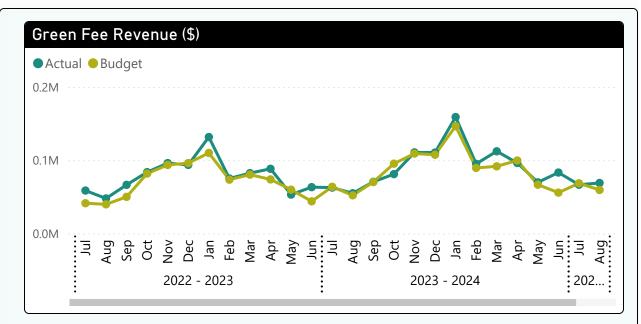
ACTUAL Vs BUDGET

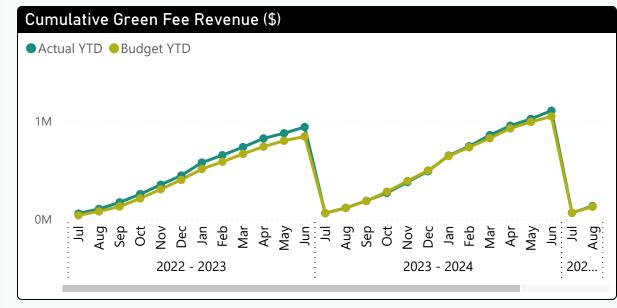
YEARLY COMPARISON











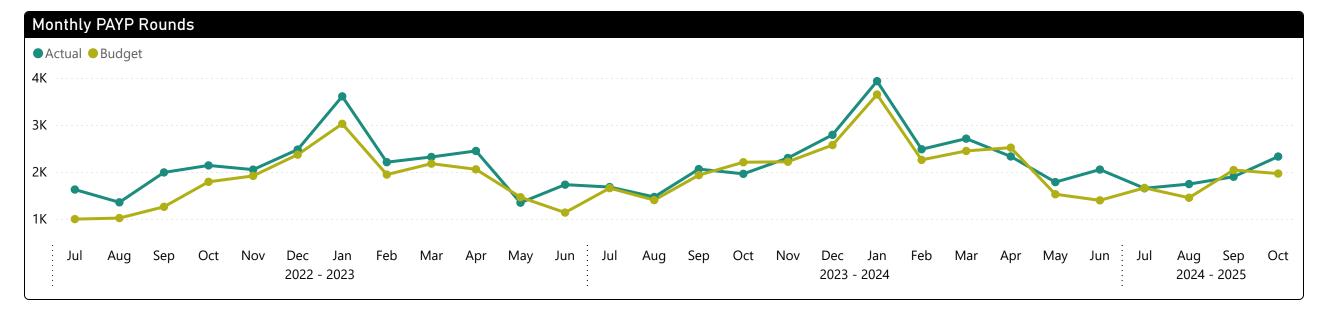
### **PAYP Rounds**

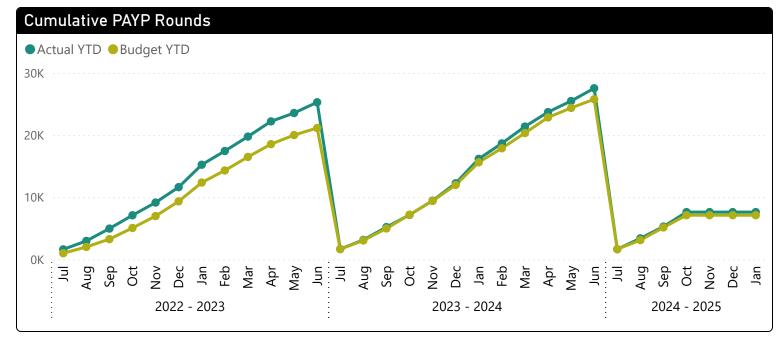
PAYP Rounds

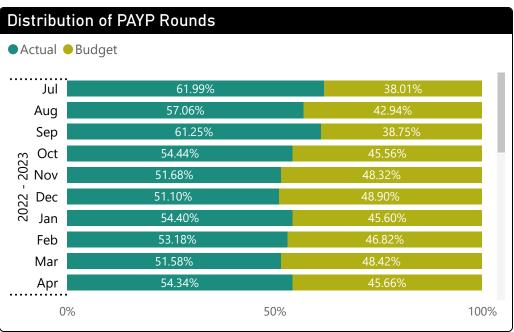
LifeStyle Rounds

Pass Holder Rounds

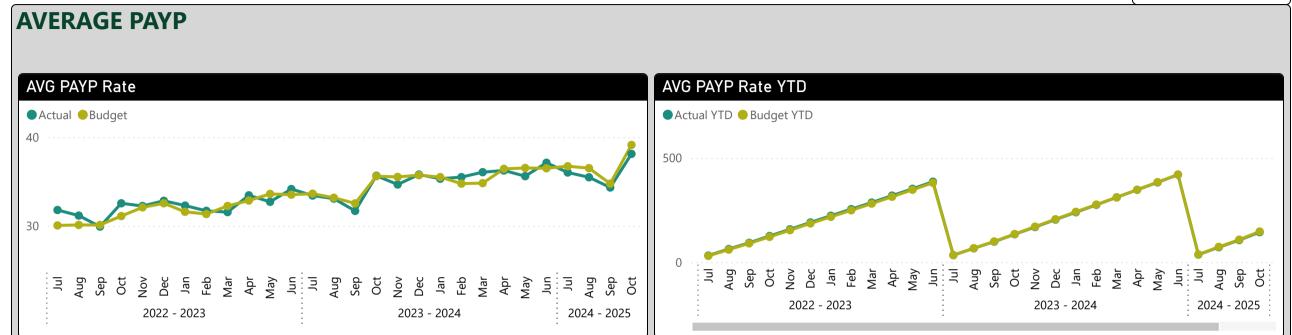




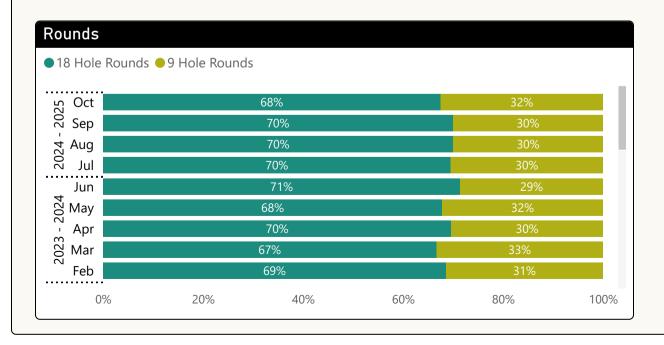


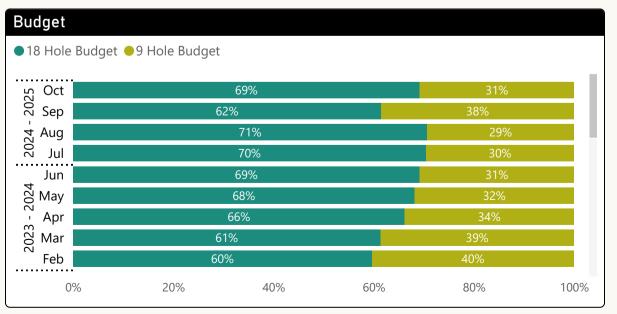












### **Hire Revenue Distribution**

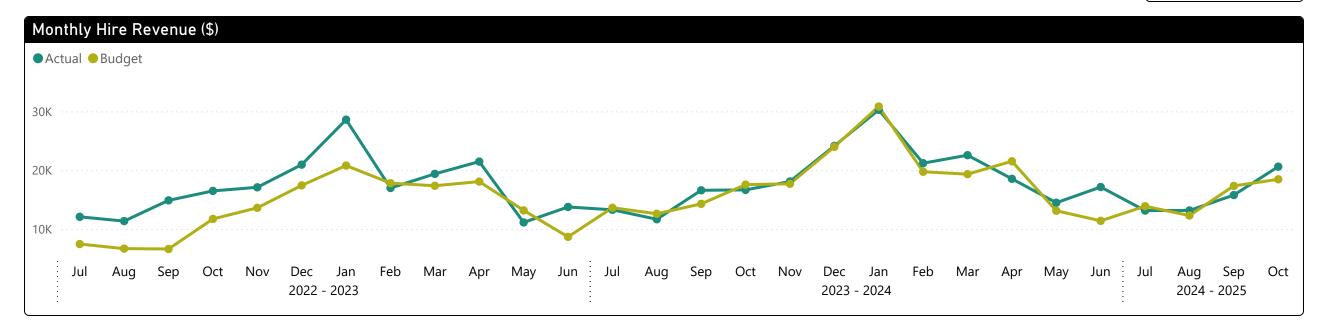
Hire Revenue

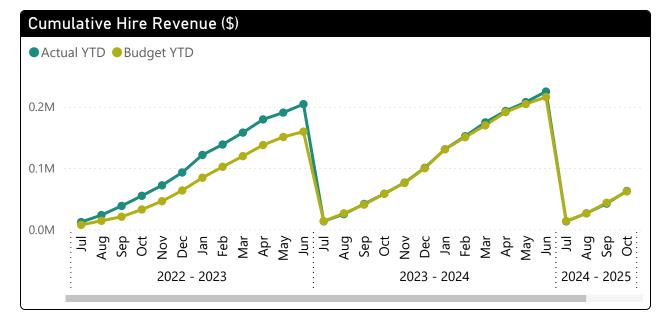
Retail Revenue

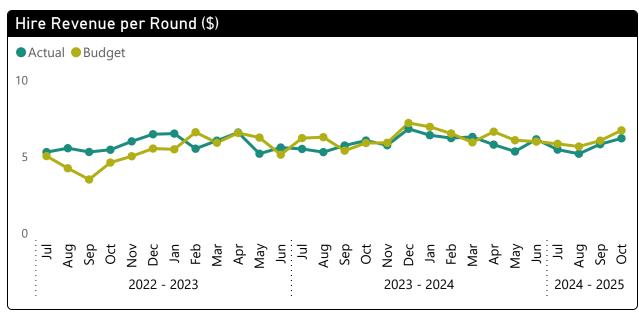
F & B Revenue

ABG Revenue









## **Monthly Data File**





| Main Ca | ategory | Sub C | ategory | Pr  | oduct ID |   |
|---------|---------|-------|---------|-----|----------|---|
| All     | ~       | All   | ~       | All |          | ~ |
|         |         |       |         |     |          |   |

| Product Sales          |                      |              |
|------------------------|----------------------|--------------|
| Category   Products  ▼ | <b>Quantity Sold</b> | Net Sales    |
| ⊕ Retail Sales         | 140981               | 1,014,739.91 |
| ① Other                | 31                   | 2,712.68     |
| <b>⊞</b> Lessons       | 200                  | 24,377.98    |
| <b>∃</b> Junior        | 3                    | 576.35       |
| ⊕ Hire                 | 23096                | 491,427.71   |
| <b>⊞</b> Green Fees    | 84203                | 2,369,645.58 |
| <b>⊞</b> Competition   | 8669                 | 18,100.19    |
| Total                  | 257183               | 3,921,580.40 |

