

# THE CLUB @ EAGLEBROOKE ADMINISTRATIVE REPORT

## August 20, 2018

### - **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 94 rounds per day. This is down from the previous week (99 Rounds per day). The entire week was off of Golf Cart restrictions which helps significantly. We did receive about 3.5" last night, which is going to restrict us this week (cart path only).
  - Member Rounds = 396 → Prior Week = 435
  - Outing Rounds = 0 → Prior Week = 54
  - Public Rounds = 261 → Prior Week = 207
- Membership
  - We sold a Social Membership last week (Ford).
- A La Carte Sales: \$12,859 (Prior week was \$15,865). → This week was a little slow. We attribute the slower business to the "kids" going back to school.
  - No "Pot of Gold" Winner this week.
  - We are planning to have a nice week on the F&B side this week (Bingo, Karaoke, Trivia).
- On Course Sales: \$1,339 (Prior week was \$1,314)

### - **Personnel Update**

- Ivy Myers started today as our Director of Sales.

### - **Product Update**

- The golf course continues to be in great shape. We did receive 3.5" of rain last night, which is causing us to be cart path only.
- We do have a couple lake spray's scheduled for each of the next couple of months to help combat the hydrilla / algae outbreaks.
- One of our members has come through and will be getting us 1200 tons of sand at no charge. We have another member that will be helping out with some good pricing on the transportation side of it.

### - **Marketing Update**

- Member and Resident email for the week (Chef's Specials, Trivia, Bingo, Trivia, Community League).
- The MGA / Summer Sizzle event that we had on Saturday morning has been well received. There is a lot of buzz going on right now with our new membership programs. I have full confidence that these will take off once we launch.

### - **Capital Update**

- New beer cooler has been installed.

### - **Forecast Numbers relative to August budget – please note, the "IRMA" business interruption will be recorded on the AUGUST financial statement.**

- Rounds – 245
- Revenue – \$217,731
- EBITDAR – \$188,406

### - **End of Year Forecast-**

- EBITDAR - \$11,676