

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

October 23, 2018

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 93 rounds per day. This is DOWN from the previous week (101 Rounds per day). The cooler weather arrived on Sunday. The 15-day weather forecast is looking awesome. I anticipate the round counts to continue to increase as we move into the cooler weather months.
 - Member Rounds = 301 → Prior Week = 262
 - Outing Rounds = 72 → Prior Week = 253
 - Public Rounds = 275 → Prior Week = 190
- Membership
 - Great week on the membership front. We added 4 Silver Members, and 1 Gold Membership. I believe that we will continue to see this trend over the next couple of weeks.
- A La Carte Sales: \$10,832 (Prior week was \$13,544). → This week was one of the slower weeks we have seen in a while. We will have a nice rebound this week (Wednesday night buffet, Bingo, Member Mixer, Trivia).
 - No "Pot of Gold" Winner this week.
- On Course Sales: \$2,149 / \$3.32 per round vs Last week's results (\$1,956 / \$2.77 per round).

- **Personnel Update**

- No updates to report

- **Sales Update (from Ivy)-**

Last week we closed on:

Bragg Holiday- \$6000

Helm Wedding- \$2500

Black Funeral Dinner- \$1000

Moore Birthday Party- \$1300

Feder Luncheon- \$500

This week I am working towards:

Rodriguez Wedding- \$7000

Brekke Wedding- \$14000

Blalock Holiday- \$650

Mix Networks Holiday- \$4000

Sherwin Williams Holiday- \$3000

United Way Volunteers Party- \$2500

- **Product Update**

- The golf course continues to be in great shape.
- R&M in process (stop signs and cart crossing signage around the facility is in process, replacing some ceiling tiles in kitchen).

- **Marketing Update**

- Member and Resident email for the week (Chef's Features, Gameday Specials, Member Mixer, Kids Halloween Event, Trivia)

- **Capital Update**

- We will be replenishing some additional banquet supplies over the next couple of weeks (chafers, folding tables). This is another purchase that simply makes sense mathematically. They will pay for themselves over the next couple of months.
- The bunker plans / driving range repairs / and ceremony space changes are set to begin on November 19th.

- **Forecast Numbers relative to October budget – (this is not factoring in un-met food minimums).**

- Rounds – (157)
- Revenue – \$34,937
- EBITDAR – \$38,168

- **End of Year Forecast-**

- My current end of year (2018/2019) is right currently at \$110,029. We have a long way to go, but I feel very optimistic about the path we are currently on.

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