

# EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

## November 19, 2018

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 105 rounds per day. This is DOWN from the previous week (111 Rounds per day). Last week, we hosted the Senior PGA Tour (Champions Tour) Qualifier which accounted for 92 rounds per day through Friday.
  - Member Rounds = 120 → Prior Week = 295
  - Outing Rounds = 460 → Prior Week = 92
  - Public Rounds = 153 → Prior Week = 390
- Membership – We added a Silver & a Gold Member this past week.
- A La Carte Sales: \$13,276 (Prior week was \$12,034). →
  - Rick Leonard was drawn for the Pot of Gold this week (\$1,000).
  - As of this morning, we are no longer taking Thanksgiving Day Reservations. We currently are at 614 reservations between the two seatings.
  - The club did purchase the “Tiger versus Phil” match for this upcoming Friday. We think it will help draw a crowd and be fun for the members & residents of Eaglebrooke. In conjunction, we will have live music beginning at 6pm.
- On Course Sales: \$851 / \$3.12 per round vs Last week’s results (\$1,813 / \$2.33 per round). We did not have a bev cart on the course for the Senior Tour Event.

- **Personnel Update**

- I will be out of the office beginning on Wednesday, November 21<sup>st</sup> – Sunday, December 2<sup>nd</sup>. I will be keeping up with the team, and checking my emails periodically. You will not receive a weekly report on November 26<sup>th</sup>. Cassidy, Ivy, & Brad will be covering while I’m out of the office.

- **Sales Update (from Ivy)–**

Last week I closed on:

Econ South Luncheon- \$500

Tri Delta Alumni Brunch- \$600

Gray Robinson Holiday- \$875

Polk County School Board Brunch- \$900

This week I am working towards:

Maxwell Reception- \$800

D’Agostino Memorial- \$1200

Santa Fe Catholic School Outing- \$4000

Good Shepherd Luncheon- \$2500

Wedding Wire Leads

- **Product Update**

- The golf course continues to be in great shape.

- **Marketing Update**

- Member and Resident email for the week (Chef's Features, , Gameday Specials, Live Music Night, Bingo, Prime Rib, Member Mixer)
- **Capital Update**
- The first loads of sand were dropped off this morning for the Bunker work. The crew is getting stationed and ready to begin the work.
- **Forecast Numbers relative to November budget –**
  - Rounds - 285
  - Revenue – \$14,496
  - EBITDAR – (\$16,996) – We had a large amount of unbudgeted expenses in November (PPT & Q-School Rental Carts). In addition, much of the revenue variance is F&B related (additional costs associated with low contribution).
- **End of Year Forecast-**
  - My current end of year (2018/2019) is right currently at \$107,937.
- **OTHER** – The October Financial Statement will be sent out later today.