

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

December 3, 2018

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 74 rounds per day. This is DOWN from the previous week (96 Rounds per day). The week following the Thanksgiving Holiday is historically slow so that comes as no surprise. In addition, we had some cooler than normal temperatures over the last week or so.
 - Member Rounds = 274 → Prior Week = 313
 - Outing Rounds = 0 → Prior Week = 0
 - Public Rounds = 242 → Prior Week = 361
- Membership – It has been a strong two weeks of membership. Over the last two weeks, we have added 3 Platinum Memberships, 5 Gold Memberships, and 2 Silver Memberships.
- A La Carte Sales: \$13,703.95 (Prior week was \$28,083.65). →
 - Thanksgiving Day was a huge success (\$19,529.61 in revenue)
- On Course Sales: \$936.16 / \$1.81 per round vs Last week's results (\$1,790.31 / \$2.66 per round).

- **Personnel Update**

- **Sales Update (from Ivy)–**

Last week I closed on:

Maxwell Reception Dinner- \$1000

D'Agostino Celebration- \$1700

Fleetwing Corp Holiday- \$4000

This week I am working on:

WeddingWire 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, Bingo, Trivia Night, Prime Rib, Member Mixer)

- **Capital Update**

- The bunker work is moving along nicely. They have completed #18, #11, and are now working on hole #4.

- **Forecast Numbers relative to November budget –**

- Rounds - 138
- Revenue – \$12,641
- EBITDAR – (\$18,422) – 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 \$106,511
- **OTHER –**