

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

December 31, 2018

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 113 rounds per day. Please note, we were closed on Christmas Day. This is UP from the previous week (57 Rounds per day). The high amount of rain that we received last Thursday cost us roughly 400 rounds of golf, and nearly 10k in revenue. Last week, we rebounded nicely. The weather has been fantastic, and the golf course is in great shape. Looking ahead, the 15-day weather forecast is looking great. I anticipate January to get off to a strong start and to make up some lost ground from December.
 - Member Rounds = 293 → Prior Week = 186
 - Outing Rounds = 0 → Prior Week = 0
 - Public Rounds = 386 → Prior Week = 216
- Membership – We sold 1 Silver membership. We did have a membership downgrade (platinum family to platinum single).
- A La Carte Sales: \$14,582 (Prior week was \$12,103).
- On Course Sales: \$2,186 / \$3.19 per round vs Last week's results (\$835 / \$2.07 per round).
- We have roughly 100 ppl signed up for the NYE Party tonight.

- **Personnel Update**

- **Sales Update (from Ivy)–**

Last Week we closed on:

Volkmann Surprise Party- \$1500

This week I am working towards:

Lion's Club Charter Dinner- \$4000

ZTA Formal Dinner- \$3500

A lot of Wedding Leads!

- **Product Update**

- The golf course has recovered nicely from the high amount of rainfall last week. We are back off of the cart paths. The 15-day weather forecast looks great!!!

- **Marketing / Programming Update**

- Member and Resident email for the week (Chef's Features, Prime Rib Night, Burger and Shake Night, Bingo Night, Interclub)
- Getting ready for next Bridal Show (FL State Fairgrounds) in March
- Looking into how we can structure a membership program (21 and under)
- We have received 6 wedding leads from our website over the last couple of days 😊

- **Capital Update**

- The ceremony area has been grassed, and bunkers are completed on #4, #5, #11, #18, #10 and the practice facility. We are currently work on hole #14.

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

- Rounds – 71
- Revenue – (\$13,625)
- EBITDAR – (\$8,851)

- **End of Year Forecast-**

- My current end of year (2018/2019) is right currently at \$90,298.

- **OTHER –**