

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 113 rounds per day. This is DOWN from the previous week (126 Rounds per day). The weather has been great, and the 15-day weather forecast looks really good with the exception of next Monday.
 - Member Rounds = 333 → Prior Week = 383
 - Outing Rounds = 45 → Prior Week = 0
 - Public Rounds = 410 → Prior Week = 500
- Membership – We sold 3 Silver Memberships this past week.
- A La Carte Sales: \$14,270 (Prior week was \$18,246).
- On Course Sales: \$1,566 / \$1.98 per round vs Last week's results (\$2,072 / \$2.35 per round).

- **Personnel Update**

- **Sales Update (from Ivy)–**

Last week we sold the following:

Miller Wedding- \$2800

DeFlavia Wedding- \$1900

LHS Class of 67- \$2500

Big Financial Dinners- \$2000

This week I'm working towards:

Nash Holiday- \$2000

Wedding Wire leads

- **Product Update**

- The golf course continues to be in great shape. The 15-day weather forecast looks great!!!

- **Marketing / Programming Update**

- Member and Resident email for the week (Chef's Features, Interclub, Bingo Night, Trivia Night, Event Calendar)
- Getting ready for next Bridal Show (FL State Fairgrounds) in March
- Collateral is in process for our 29 and under membership program.
- Wedding / Banquet leads continue to come in very consistently now that the holiday season is behind us.

- **Capital Update**

- The ceremony area has been grassed, and bunkers are completed on #1, #2, #4, #5, #11, #18, #10, #14 and the practice facility. We have a few more holes to complete, and then we will begin the drainage work on the driving range.

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

- Rounds – 863
- Revenue – \$21,505
- EBITDAR – \$4,208

- **End of Year Forecast-**

- My current end of year (2018/2019) is right currently at \$105,403.

- **OTHER –**