

- **Rounds & Revenue Performance**
 - Over the past 7 days, Eaglebrooke has averaged 113 rounds per day. This is EQUAL to the previous week (113 Rounds per day). We did have some poor golf weather on Sunday (which is typically our best day of the week) which hurt our round counts. The 15 day weather forecast looks decent. We do have some cooler days in the 15 day weather forecast. We will continue to be proactive on these cooler days, and have some special offers on the table to help attract business.
 - Member Rounds = 305 → Prior Week = 333
 - Outing Rounds = 45 → Prior Week = 0
 - Public Rounds = 483 → Prior Week = 410
 - Membership – We sold 3 Silver Memberships this past week as well as a junior member.
 - A La Carte Sales: \$14,815 (Prior week was \$14,270). Our Trivia Night was the busiest Trivia Night that we have had since I arrived here.
 - On Course Sales: \$1,920 / \$1.98 per round vs Last week's results (\$1,566 / \$2.44 per round).
- **Personnel Update**
- **Product Update**
 - The golf course continues to be in great shape. I had the opportunity to play Lone Palm over the weekend. Lone Palm is a private facility located on the Northern end of Lakeland. I thought that our course conditions surpassed Lone Palm in all facets.
- **Marketing / Programming Update**
 - Member and Resident email for the week (Chef's Features, Interclub, Bingo Night, Event Calendar, Valentine's Day, Super Bowl, Rules Seminar)
 - 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 contractors began working on the driving range drainage repairs today. The bunkers throughout the course are nearly completed and have made a night and day difference.
- **Forecast Numbers relative to January budget –**
 - Rounds – 1,037
 - Revenue – \$30,998
 - EBITDAR – \$8,913
- **End of Year Forecast-**
 - My current end of year (2018/2019) is right currently at \$107,398.
- **OTHER** – The December Financial package should be completed today or tomorrow morning. I will send the package out as soon as I have it in my possession.