

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

January 28, 2019

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 108 rounds per day. This is DOWN from the previous week (113 Rounds per day). Sunday (which is typically our best day of the week) we decided to close the golf facilities due to the weather forecast. We ended up getting nearly 2.5" of rain throughout the day. The 15-day weather forecast looks decent with the exception of Wednesday (high temp of 56 degrees). I am projecting that February starts off really well.
 - Member Rounds = 247 → Prior Week = 305
 - Outing Rounds = 0 → Prior Week = 45
 - Public Rounds = 508 → Prior Week = 483
- Membership – We sold 1 Silver Membership this past week.
- A La Carte Sales: \$11,251 (Prior week was \$14,815). Saturday night was very slow (which is typical when we do Thursday and Friday events), and Sunday was a dud due to the weather.
- On Course Sales: \$1,379 / \$1.83 per round vs Last week's results (\$1,920 / \$1.98 per round).

- **Personnel Update**

- **Sales Update**

Over the last two weeks we closed on:

White Bridal Shower- \$500

Huynh Reception- \$6000

Floyd Birthday Party- \$500

Boys & Girls Club Benefit- \$2500

GJ Girls' Basketball Banquet- \$850

Campano Wedding- \$6500

ZTA Formal- \$4000

Nash Company Holiday- \$5000

This week I am working towards:

Kimmel Tea- \$450

AHA Event- \$3000

GJ Soccer Banquet- \$850

Mosaic Event- \$3500

Wedding Wire leads

- **Product Update**

- The golf course continues to be in great shape. The bunker project is completed.

- **Marketing / Programming Update**

- Member and Resident email for the week (Chef's Features, FSGA Interclub, Home and Away Interclub, Bingo Night, Prime Rib Night, Event Calendar, Valentine's Day, Super Bowl)
- Getting ready for next Bridal Show (FL State Fairgrounds) in March

- Collateral is in process for our 29 and under membership program as well as our Summer Membership.
- **Capital Update**
 - The contractors began working on the driving range drainage repairs today. The contractors will be adding drainage throughout the driving range today and tomorrow to help with some of our issues.
- **Forecast Numbers relative to January budget –**
 - Rounds – 1,028
 - Revenue – \$29,930
 - EBITDAR – \$5,074 (this number decreased due to a \$1,600 plumbing repair, as well as our higher insurance premium rates for 2019).
- **End of Year Forecast-**
 - My current end of year (2018/2019) is right currently at \$72,774. The major change in our forecast is the increased insurance premium expense for 2019.
- **OTHER –**