

# EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

February 25, 2019

- **Rounds & Revenue Performance**
  - Over the past 7 days, Eaglebrooke has averaged 161 rounds per day. This is UP from the previous week (129 Rounds per day). This is BY FAR the best week on the course we have had since BCG has been affiliated with Eaglebrooke. We have some rain in the forecast for Tuesday and Wednesday. Outside of that, the 15 day weather outlook looks very good for golf. We should jump off to a good start in March.
    - Member Rounds = 380 → Prior Week = 307
    - Outing Rounds = → Prior Week = 58
    - Public Rounds = 747 → Prior Week = 538
  - Membership – No memberships were sold last week.
  - A La Carte Sales: \$15,786 (Prior week was \$17,250). Friday night was really busy. Moving forward, we are going to try to avoid having Trivia Night on a Friday and keep it on Saturday evenings.
  - On Course Sales: \$2,915 / \$2.59 per round vs Last week's results (\$2,629 / \$2.91 per round). We are working to find a food warmer to keep on the beverage cart to enable us to sell "hot dog" combos on the golf course. We have good margins on hot dogs, and this will help keep people from visiting the clubhouse at the turn (which really slow down pace of play).
- **Personnel Update**
- **Sales Update**
- **Product Update**
  - The golf course continues to be in great shape. The right side of #2 green is a little thin, but Juan and his crew are pushing it along.
- **Marketing / Programming Update**
  - Member and Resident email for the week (Chef's Features, Bingo Night, Event Calendar, Daddy Daughter Dance, Prime Rib Night, Spring Break Golf Camp, etc)
  - Getting ready for next Bridal Show (FL State Fairgrounds) which is scheduled for this weekend.
- **Forecast Numbers relative to February budget –**
  - Rounds – 1,208
  - Revenue – \$18,160
  - EBITDAR – \$12,484
- **End of Year Forecast-**
  - My current end of year (2018/2019) is right currently at \$113,678.