

EAGLEBROOKE GOLF CLUB ADMINISTRATIVE REPORT

March 14, 2019

- **Rounds & Revenue Performance**

- Over the past 7 days, Eaglebrooke has averaged 125 rounds per day. This is DOWN from the previous week (152 Rounds per day). This past weekend, we increased our rates by roughly \$5 during the highly utilized time stretches, and it possibly backfired on us. This is something we are monitoring closely, and we will adjust down if we see continued lower utilization.
 - Member Rounds = 280 → Prior Week = 309
 - Outing Rounds = 0 → Prior Week = 0
 - Public Rounds = 595 → Prior Week = 758
- Membership – A gold membership was sold last week, along with 3 Summer Memberships.
- A La Carte Sales: \$13,312 (Prior week was \$16,536).
- On Course Sales: \$1,770 / \$2.02 per round vs Last week's results (\$3,486 / \$3.27 per round).

- **Personnel Update**

- **Sales Update – last weeks private event sales**

Excel Christian Academy Prom- \$1800

Wright Birthday Dinner- \$800

Collyer Wedding- \$2000

Oberhofer Birthday Party- \$3500

- **Product Update**

- The golf course continues to be in great shape. We completed some cart path repairs on hole #11. The work on the on-course restrooms has begun.

- **Marketing / Programming Update**

- Member and Resident email for the week (Chef's Features, Bingo Night, Event Calendar, Trivia Night, Spring Break Golf Camp, Community League, Wine and 9)
- The Summer Membership is starting to gain some traction.

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

- Rounds – 521
- Revenue – (\$19,183)
- EBITDAR – (\$24,399)

- **End of Year Forecast**

- My current end of year forecast (2018/2019) is right at \$102,292.

- **OTHER**

- Earlier this week, we attended the Billy Casper Golf Annual Meeting. The facility earned the 2018 Most Improved Facility Award as well as the 2018 Most Improved Golf Course. Juan Perez was awarded the Chairman's award.