



# The Ledges Golf Club

## Summer 2019 Report

### General Comments

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The golf course staff is doing a fantastic job, and we've received many positive reviews. We have exceeded revenue projections YTD, even with a wet and cool start to the season. Through May, the majority of the playable days were considered non-favorable to play golf due to precipitation, saturated conditions and/or cool temperatures, resulting in two lost weekends in May. However, June was a very good month for the course.

While the course is ahead of plan YTD, we temper our excitement based on the potential for weather to strongly impact participation in the fall. We have an aggressive revenue budget for September and October and want to make sure everyone evaluates the financial performance of the Club based on an entire golf season.

### Operations

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#### Rounds Month Ending June 30

	2018 YTD Actual	2019 YTD Actual	2019 YTD Budget
<b>Member and Paid</b>	10,788	9,970	9,700

- April and May were severely impacted by precipitation.

#### Revenue Month Ending June 30

	2018 YTD Actual	2019 YTD Actual	2019 YTD Budget
<b>Golf</b>	\$409,314	\$417,806	\$376,870
<b>F&amp;B</b>	\$101,118	\$117,241	\$76,000

- Memberships YTD \$123,501 compared to \$109,180 in 2018.
- Merchandise Sales YTD \$17,209 compared to \$14,893 in 2018.

#### Expense Month Ending June 30

	2018 YTD Actual	2019 YTD Actual	2019 YTD Budget
<b>Golf and F&amp;B</b>		\$404,073	\$394,196

- Incurred unexpected repairs to fryer, freezer and dishwasher.

#### Labor Month Ending June 30

	2018 YTD Actual	2019 YTD Actual	2019 YTD Budget
<b>Golf and F&amp;B</b>		\$120,262	\$131,617

- Great job by the staff to manage labor!