



# The Ledges Golf Club

## Summer 2020 Report

### General Comments

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2020 revenue has exceeded 2019 by roughly \$12,000. Aligning with the industry trend, summer rounds and golf revenue are up compared to the same period in 2019. However, F&B, specifically alcohol sales are down due to the COVID-19 restrictions.

Overall, the staff has followed all of the restrictions yet still exceeded the 2019 revenue despite losing large groups due to COVID restrictions. Approximately seven large (50 to 100 participants) events were lost in August alone. Furthermore, an early membership campaign has resulted in signing up “new” members for 2021.

### Revenue

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#### Rounds JUL - SEP

	2019	2020
<b>Member and Paid</b>	13,828	14,085

#### Revenue JUL – SEP\*

	2019 Actual	2020 Actual
<b>Total</b>	<b>\$546,616</b>	<b>\$558,575</b>
<b>Memberships</b>	\$0	\$15,350
<b>Green Fees</b>	\$289,552	\$309,596
<b>Carts</b>	\$71,756	\$91,795
<b>Merchandise</b>	\$23,040	\$19,027
<b>F&amp;B</b>	\$69,948	\$37,697
<b>Beer and Liquor</b>	\$86,570	\$71,366

\*Small revenue sources such as driving range not listed separately.

### COVID-19 Restrictions Hampering Revenue Generation and Increasing Expenses

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- Single rider cart restrictions
- Additional cleaning protocols for the golf carts
- Additional cleaning supplies and enhanced procedures for the building
- Increased supplies – sanitizer, dispensers and paper products
- Limitations on the number of people in the building at one time
- No alcohol sales without a food order
- Printing costs for un-touched menus
- To go supplies