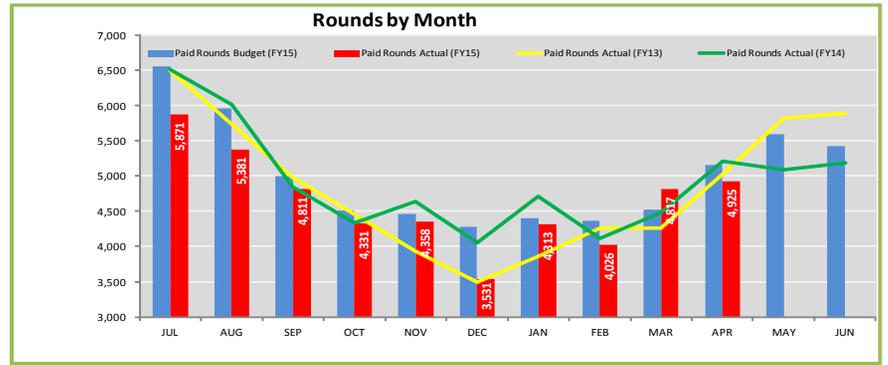
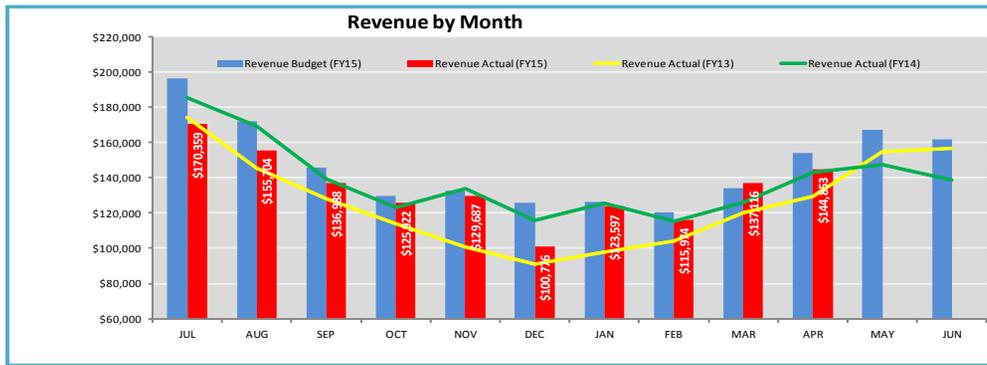


GOLF ROUNDS AND REVENUE REPORT

PERIOD NO. **10** **APR**

Revenue includes PIF	Revenue Actual (FY12)	Revenue Actual (FY13)	Revenue Actual (FY14)	Revenue Budget (FY15)	Revenue Actual (FY15)	Month on Month v Budget	Cumulative vs Budget	Month on Month v FY14	Cumulative vs FY14	Paid Rounds Actual (FY12)	Paid Rounds Actual (FY13)	Paid Rounds Actual (FY14)	Paid Budget (FY15)	Paid Rounds Actual (FY15)	Total Rounds (FY15)	Month on Month v Budget	Cumulative vs Budget	Month on Month v FY14	Cumulative vs FY14		
YEAR TO DATE	\$1,232,411	\$1,204,567	\$1,376,416	\$1,437,499	\$1,340,974		(\$96,525)	(6.7%)	(\$35,441)	(2.6%)	48,830	46,535	48,923	49,197	46,364	49,503		(2,833)	(5.8%)	(2,559)	(5.2%)
JUL	\$165,548	\$174,360	\$185,357	\$196,553	\$170,359	(\$26,194) (13%)	(\$26,194) (13%)	(\$14,998) (8%)	(\$14,998) (8%)	6,347	6,507	6,514	6,555	5,871	6,194	(684) (10%)	(684) (10%)	(643) (10%)	(643) (10%)		
AUG	\$144,694	\$145,410	\$169,274	\$171,946	\$155,704	(\$16,242) (9%)	(\$42,436) (12%)	(\$13,570) (8%)	(\$28,568) (8%)	5,870	5,734	6,016	5,962	5,381	5,669	(581) (10%)	(1,265) (10%)	(635) (11%)	(1,278) (10%)		
SEP	\$126,984	\$128,046	\$139,117	\$145,981	\$136,988	(\$8,992) (6%)	(\$51,429) (10%)	(\$2,129) (2%)	(\$30,697) (6%)	4,931	4,981	4,844	4,993	4,811	5,075	(182) (4%)	(1,447) (8%)	(33) (1%)	(1,311) (8%)		
OCT	\$116,701	\$113,997	\$123,232	\$129,624	\$125,922	(\$3,703) (3%)	(\$55,131) (9%)	\$2,690 (2%)	(\$28,007) (5%)	4,542	4,461	4,332	4,512	4,331	4,615	(181) (4%)	(1,628) (7%)	(1) (0%)	(1,312) (6%)		
NOV	\$103,879	\$100,834	\$133,907	\$132,607	\$129,687	(\$2,920) (2%)	(\$58,052) (7%)	(\$4,221) (3%)	(\$32,228) (4%)	4,073	3,934	4,644	4,456	4,358	4,601	(98) (2%)	(1,726) (7%)	(286) (6%)	(1,598) (6%)		
DEC	\$108,156	\$90,800	\$115,796	\$125,913	\$100,776	(\$25,136) (20%)	(\$83,188) (9%)	(\$15,020) (13%)	(\$47,247) (5%)	4,342	3,496	4,052	4,276	3,531	3,706	(745) (17%)	(2,471) (8%)	(521) (13%)	(2,119) (7%)		
JAN	\$115,919	\$97,639	\$125,633	\$126,385	\$123,597	(\$2,788) (2%)	(\$85,976) (8%)	(\$2,035) (2%)	(\$49,283) (5%)	4,698	3,859	4,711	4,396	4,313	4,552	(83) (2%)	(2,554) (7%)	(398) (8%)	(2,517) (7%)		
FEB	\$110,370	\$104,194	\$115,120	\$120,556	\$115,974	(\$4,582) (3.8%)	(\$90,558) (8%)	\$853 (1%)	(\$48,430) (4%)	4,522	4,267	4,120	4,366	4,026	4,311	(340) (8%)	(2,894) (7%)	(94) (2%)	(2,611) (7%)		
MAR	\$113,050	\$120,092	\$126,007	\$133,871	\$137,116	\$3,245 (2%)	(\$87,314) (7%)	\$11,108 (9%)	(\$37,321) (3%)	4,522	4,267	4,484	4,525	4,817	5,170	292 (6%)	(2,602) (6%)	333 (7%)	(2,278) (5%)		
APR	\$127,110	\$129,195	\$142,973	\$154,064	\$144,853	(\$9,211) (6%)	(\$96,525) (7%)	\$1,880 (1%)	(\$35,441) (3%)	4,983	5,029	5,206	5,156	4,925	5,610	(231) (4%)	(2,833) (6%)	(281) (5%)	(2,559) (5%)		
MAY	\$149,302	\$154,933	\$147,939	\$167,339						5,916	5,823	5,092	5,600								
JUN	\$140,011	\$156,888	\$138,465	\$161,941						5,764	5,895	5,182	5,422								
Q1	\$437,226	\$447,816	\$493,748	\$514,479	\$463,051	(\$51,429) (10%)	(\$51,429) (10%)	(\$30,697) (6%)	(\$30,697) (6%)	17,148	17,222	17,374	17,510	16,063	16,938	(1,447) (8%)		(1,311) (8%)			
Q2	\$328,736	\$305,630	\$372,935	\$388,143	\$356,384	(\$31,759) (8%)	(\$31,759) (8%)	(\$16,551) (4%)	(\$16,551) (4%)	12,957	11,891	13,028	13,244	12,220	12,922	(1,024) (8%)		(808) (6%)			
HALF YEAR	\$765,962	\$753,446	\$866,683	\$902,623	\$819,435	(\$83,188) (9%)	(\$83,188) (9%)	(\$47,247) (5%)	(\$47,247) (5%)	30,105	29,113	30,402	30,754	28,283	29,860	(2,471) (8%)		(2,119) (7%)			
Q3	\$339,339	\$321,926	\$366,760	\$380,812	\$376,686	(\$4,126) (1%)	(\$2,788) (1%)	\$9,926 (3%)	(\$2,035) (2%)	13,742	12,393	13,315	13,287	13,156	14,033	(131) (1%)		(159) (1%)			
Q4	\$416,423	\$441,015	\$428,877	\$483,343	\$144,853	(\$9,211) (2%)		\$1,880 (0%)	\$853 (1%)	16,663	16,747	15,480	16,178	4,925	5,610	(231) (1%)		(281) (2%)			
FULL YEAR	\$1,521,724	\$1,516,387	\$1,662,319	\$1,766,778	\$1,340,974		(\$96,525)		(\$35,441)	60,510	58,253	59,197	60,219	46,364	49,503		(2,833)		(2,559)		



Players Improvement Funds:

Carried forward from FY14	\$ 27,996
Earned in FY15	\$ 47,170
Spent in FY15	\$ -
Balance as at 03/31/2015	\$ 75,166

Current Promotions:

- Ventura / SLO County Resident Status
- Rewards Card
- Social Media competitions
- Student offer \$20 for 18 holes after 10am

Rewards Card Sales:

Month	YTD	Month Rev	YTD Rev
APR 2014	18	317	\$ 2,286
APR 2015	16	349	\$ 2,032
diff	(2)	+32	\$ (254)

Comments:
 SBGC revenue from Greens Fees was 1% higher than FY14 but 6% lower than FY15 Budget in the month of April. Paid rounds 5% were lower than FY14. This is the third consecutive month of growth in FY15 over FY14.
 YTD the course has earned \$35,441 less revenue than FY14 and seen a decline in play of 5.2% (2,559 rounds).
 May and June are critical months for the golf course where play is projected to increase v FY14 by at least 1000 rounds.
 A new website, booking engine and POS system has been implemented in April 2015.

