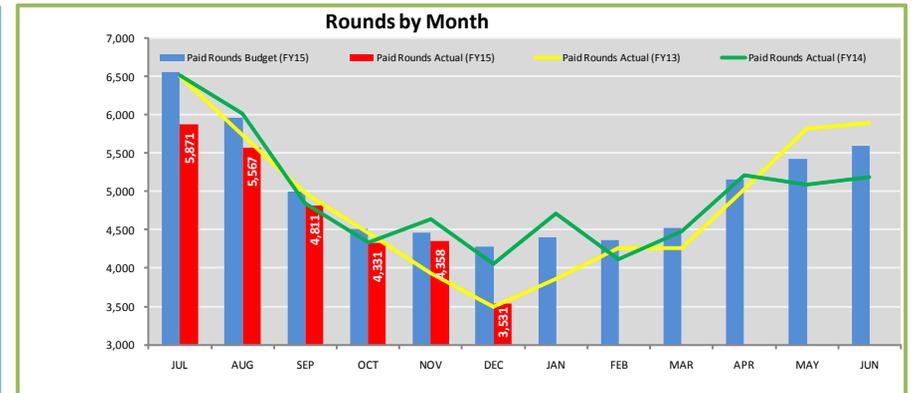
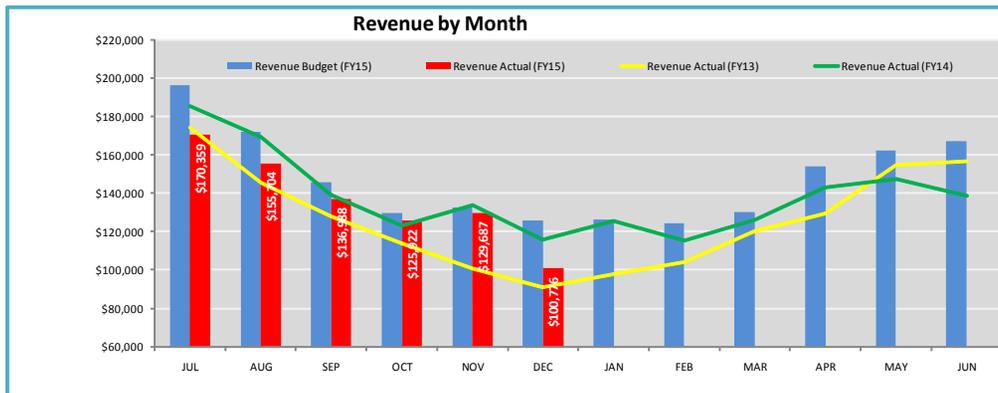


GOLF ROUNDS AND REVENUE REPORT

PERIOD NO. **6** **DEC**

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 Rounds 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	\$765,962	\$753,446	\$866,683	\$902,623	\$819,435		(\$83,188) (9%)		(\$47,247) (5%)	30,105	29,113	30,402	30,754	28,469	29,860		(2,285) (7%)		(1,933) (6%)
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	5,567	5,669	(395) (7%)	(1,079) (9%)	(449) (7%)	(1,092) (9%)
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%)	(1,261) (7%)	(33) (1%)	(1,125) (6%)
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%)	(1,442) (7%)	(1) (0%)	(1,126) (5%)
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%)	(1,540) (6%)	(286) (6%)	(1,412) (5%)
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%)	(2,285) (7%)	(521) (13%)	(1,933) (6%)
JAN	\$115,919	\$97,639	\$125,633	\$126,385						4,698	3,859	4,711	4,396						
FEB	\$110,370	\$104,194	\$115,120	\$124,145						4,522	4,267	4,120	4,366						
MAR	\$113,050	\$120,092	\$126,007	\$130,310						4,522	4,267	4,484	4,525						
APR	\$127,110	\$129,195	\$142,973	\$154,063						4,983	5,029	5,206	5,156						
MAY	\$149,302	\$154,933	\$147,439	\$162,163						5,916	5,823	5,092	5,427						
JUN	\$140,011	\$156,888	\$138,465	\$167,187						5,764	5,895	5,182	5,595						
Q1	\$437,226	\$447,816	\$493,748	\$514,479	\$463,051	(\$51,429) (10%)		(\$30,697) (6%)		17,148	17,222	17,374	17,510	16,249	16,938	(1,261)		(1,125)	
Q2	\$328,736	\$305,630	\$372,935	\$388,143	\$356,384	(\$31,759) (8%)		(\$16,551) (4%)		12,957	11,891	13,028	13,244	12,220	12,922	(1,024)		(808)	
HALF YEAR	\$765,962	\$753,446	\$866,683	\$902,623	\$819,435		(\$83,188) (9%)		(\$47,247) (5%)	30,105	29,113	30,402	30,754	28,469	29,860		(2,285)		(1,933)
Q3	\$339,339	\$321,926	\$366,760	\$380,840	\$0	\$0 0%		\$0 0%		13,742	12,393	13,315	13,287	0	0	0		0	
Q4	\$416,423	\$441,015	\$428,877	\$483,413	\$0	\$0 0%		\$0 0%		16,663	16,747	15,480	16,178	0	0	0		0	
FULL YEAR	\$1,521,724	\$1,516,387	\$1,662,319	\$1,766,876	\$819,435		(\$83,188) (5%)		(\$47,247) (3%)	60,510	58,253	59,197	60,219	28,469	29,860		(2,285) (4%)		(1,933) (3%)



Players Improvement Funds:

Carried forward from FY14	\$ 27,996
Earned in FY15	\$ 28,178
Spent in FY15	\$ -
Current Balance	\$ 56,174

Current Promotions:

- 9&Dine for \$39 until 02/28/15
- Rewards Card
- Social Media competitions

Rewards Card Sales:

	Month	YTD	Month Rev	YTD Rev
DEC 2014	18	237	\$ 2,286	\$ 30,099
DEC 2015	23	264	\$ 2,921	\$ 33,494
diff	+5	+27	\$ 635	\$ 3,395

0.113924

Comments:

SBGC revenue from Greens Fees was \$15k below FY14 and a further \$10k behind the budget. a continuation of the lower play volumes combined with albeit much needed rain meant a concerning financial result for the month.

December 2014 saw more than 4.5 inches of rain land on the golf course across a few days of rain. (0.2 inches in Dec 13) this had the impact of losing three full days of revenue (average per day \$3,800) , so taking that into account the month on month performance is improved, but still concerning lower than FY14. Stripping out the rain impact, the revenue was ~3% lower than FY14.

Events:

	FY14	FY15	Year over Year
<i>(tournament is >16 players paying tournament fee)</i>			
Green Fees Month	\$ 1,548	\$ 774	\$ (774) (50%)
Green Fees YTD	\$ 40,829	\$ 36,783	\$ (4,046) (10%)

