



## #18 GOLF OPERATIONS

**GOLF OPERATIONS / FOOD & BEV  
2018 BUDGET WORKSHEET**

	2012	2013	2014	2015	2016	2017	2017	2018	2018
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	BUDGET	FORECAST	LU	FINAL
<b>REVENUE</b>									
GREEN FEES	270,900	232,288	376,642	396,324	398,552	420,089	390,114	423,786	
CART RENTALS	379,153	309,247	345,515	436,653	432,654	457,963	432,247	458,847	
DRIVING RANGE	36,270	27,581	28,871	31,683	28,601	32,061	28,561	31,983	
MEMBER DUES	267,730	189,290	183,505	189,385	175,160	188,170	160,960	188,170	
MERCHANDISE	96,772	73,059	74,338	86,104	81,382	94,792	72,892	94,583	
FOOD & BEV	206,745	188,362	204,112	181,225	183,713	198,558	181,160	197,948	
MISC SERVICES	-1,012	15,295	15,647	24,769	0	0	24,348	0	
<b>TOTAL REVENUE</b>	<b>1,256,558</b>	<b>1,035,122</b>	<b>1,228,630</b>	<b>1,346,143</b>	<b>1,300,062</b>	<b>1,391,633</b>	<b>1,290,282</b>	<b>1,395,317</b>	<b>0</b>
<b>COST OF SALES</b>									
MERCHANDISE	62,472	47,865	43,765	58,175	49,275	61,615	55,901	61,479	
FOOD & BEV	87,523	73,537	81,365	67,685	72,233	72,351	75,171	72,159	
<b>TOTAL COSTS</b>	<b>149,995</b>	<b>121,402</b>	<b>125,130</b>	<b>125,860</b>	<b>121,508</b>	<b>133,966</b>	<b>131,072</b>	<b>133,638</b>	<b>0</b>
<b>NET REVENUE</b>	<b>1,106,563</b>	<b>913,720</b>	<b>1,103,500</b>	<b>1,220,283</b>	<b>1,178,554</b>	<b>1,257,667</b>	<b>1,159,210</b>	<b>1,261,679</b>	<b>0</b>
<b>LABOR</b>									
GOLF OPS LABOR	168,648	179,483	192,939	188,343	0	0	0	0	0
GOLF COURSE LABOR	349,329	370,717	381,374	378,137	0	0	0	0	0
FOOD & BEV LABOR	86,899	83,495	80,112	53,948	0	0	0	0	0
PAYROLL TAXES	55,117	60,695	69,294	67,034	0	0	0	0	0
PAYROLL COSTS	55,505	58,147	53,175	58,131	0	0	0	0	0
<b>TOTAL LABOR</b>	<b>715,498</b>	<b>752,537</b>	<b>776,894</b>	<b>745,593</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>OTHER OPERATIONAL COSTS</b>									
GOLF OPS EXPENSE	23,256	37,244	39,949	33,427	164,297	157,712	173,877	177,148	
GEN & ADMIN EXPENSE	181,412	182,444	177,969	198,730	275,691	292,328	250,110	272,026	
GOLF COURSE EXPENSE	347,577	348,186	289,290	215,858	697,150	679,194	650,613	656,835	
FOOD & BEV EXPENSE	25,510	22,415	22,197	17,092	82,981	97,268	92,748	98,446	
MARKETING EXPENSE	47,788	66,395	79,519	71,189	59,404	108,343	63,346	74,140	
CARTS EXPENSE	4,488	0	3,818	5,558	3,599	3,600	84,207	69,802	
RANGE EXPENSE					11,093	52,600	2,232	3,600	
INSURANCE EXPENSE	36,125	41,400	39,912	38,870	0	0	0	0	
BAD DEBT EXPENSE	12,672	0	0	10,933	0	0	0	0	
TAXES	300	0	0	0	0	0	0	0	
<b>TOTAL OTHER EXPENSES</b>	<b>679,128</b>	<b>698,084</b>	<b>652,654</b>	<b>591,657</b>	<b>1,294,215</b>	<b>1,391,045</b>	<b>1,317,133</b>	<b>1,351,997</b>	<b>0</b>
<b>TOTAL EXPENSES</b>	<b>1,394,626</b>	<b>1,450,621</b>	<b>1,429,548</b>	<b>1,337,250</b>	<b>1,294,215</b>	<b>1,391,045</b>	<b>1,317,133</b>	<b>1,351,997</b>	<b>0</b>
<b>NET OPERATING</b>	<b>-288,063</b>	<b>-536,901</b>	<b>-326,048</b>	<b>-116,967</b>	<b>-115,661</b>	<b>-133,378</b>	<b>-157,923</b>	<b>-90,318</b>	<b>0</b>

<b>GOLF OPS / F&amp;B</b>				
<b>CAPITAL EXPENDITURES</b>				
<b>BUDGET 2018</b>				
<b>DESCRIPTION</b>			<b>AMOUNT</b>	<b>FUNDING</b>
<b>PRO SHOP</b>				
Beverage Carts (2)			28,242	RR
<b>MAINTENANCE</b>				
Utility Cart (Light Duty)			8,300	RR
<b>OTHER</b>				
Dumpster Pad (Maint)			5,000	RR
Renovation			417,000	RR
<b>TOTAL</b>			<b>458,542</b>	
<b>G= OPERATING FUND</b>				
<b>RR=REPLACEMENT RESERVE</b>				

# CAPITAL PROJECT WORKSHEET



DEPARTMENT/COST CENTER  
(circle one)

- ADM  ADM/ACCOUNTING  ADM/MARKETING  ADM/MEMBERSHIP
- FB/YC  FB/BC  FB/CC  FB/TG
- GOLF/OPS  GOLF/MAINT
- PW/ROADS  PW/BULKHEADS  PW/CPI  PW/GEN MAINT
- R&P  R&P/TENNIS  R&P/PARKING  R&P/MARINAS
- AQUATICS  POLICE

PREPARED BY: John Malinowski DEPT HEAD: John Malinowski

PROJECT: Beverage Carts

FOR FY: 2018  NEW  REPLACEMENT (check one)

ESTIMATED TIME FROM START TO FINISH WORK: 30 DAYS

PROJECT NEEDS TO BE COMPLETE BY: 5/1/17 DATE

PROJECT TO BE COMPLETED:  IN HOUSE  CONTRACTED OUT

## PURPOSE OF PROJECT:

To replace aging and failing beverage carts

## WHY NEEDED?:

Beverage carts need costly repairs and are looking ragged.

## PROJECT DESCRIPTION AND SCOPE:

Replace old beverage carts

ESTIMATED COSTS: \$28,241.60 GM APPROVAL: \_\_\_\_\_ DATE: \_\_\_\_\_

**Note 1.** Attach supporting data such as committee recommendations, product specs, cost estimates, etc. as needed and appropriate.

# CAPITAL PROJECT WORKSHEET



DEPARTMENT/COST CENTER  
(circle one)

- ADM  ADM/ACCOUNTING  ADM/MARKETING  ADM/MEMBERSHIP  
 FB/YC  FB/BC  FB/CC  FB/TG  
 GOLF/OPS  GOLF/MAINT  
 PW/ROADS  PW/BULKHEADS  PW/CPI  PW/GEN MAINT  
 R&P  R&P/TENNIS  R&P/PARKING  R&P/MARINAS  
 AQUATICS  POLICE

PREPARED BY: John Malinowski DEPT HEAD: John Malinowski

PROJECT: Utility Cart

FOR FY: 2018  NEW  REPLACEMENT (check one)

ESTIMATED TIME FROM START TO FINISH WORK: 30 DAYS

PROJECT NEEDS TO BE COMPLETE BY: 5/1/17 DATE

PROJECT TO BE COMPLETED:  IN HOUSE  CONTRACTED OUT

PURPOSE OF PROJECT:

To replace aging and failing utility cart

WHY NEEDED?:

Utility cart needs costly repairs.

PROJECT DESCRIPTION AND SCOPE:

Replace old utility cart.

ESTIMATED COSTS: \$8,300 GM APPROVAL: \_\_\_\_\_ DATE: \_\_\_\_\_

**Note 1.** Attach supporting data such as committee recommendations, product specs, cost estimates, etc. as needed and appropriate.

# CAPITAL PROJECT WORKSHEET



DEPARTMENT/COST CENTER  
(circle one)

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- R&P  R&P/TENNIS  R&P/PARKING  R&P/MARINAS
- AQUATICS  POLICE

PREPARED BY: Eddie Wells DEPT HEAD: Rusty McClendon

PROJECT: Concrete pad for dumpster

FOR FY: 2017-2018  NEW  REPLACEMENT (check one)

ESTIMATED TIME FROM START TO FINISH WORK: 2 DAYS

PROJECT NEEDS TO BE COMPLETE BY: 12/31/17 DATE

PROJECT TO BE COMPLETED:  IN HOUSE  CONTRACTED OUT

PURPOSE OF PROJECT:  
Install concrete pad under dumpster.

WHY NEEDED?:  
For safety/aesthetic reasons, dumpster needs a secure base.

PROJECT DESCRIPTION AND SCOPE:  
Obtain bids and have contractor install concrete pad.

ESTIMATED COSTS: \$5,000.00 GM APPROVAL: \_\_\_\_\_ DATE: \_\_\_\_\_

**Note 1.** Attach supporting data such as committee recommendations, product specs, cost estimates, etc. as needed and appropriate.

# CAPITAL PROJECT WORKSHEET



DEPARTMENT/COST CENTER  
(circle one)

- ADM  ADM/ACCOUNTING  ADM/MARKETING  ADM/MEMBERSHIP  
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 R&P  R&P/TENNIS  R&P/PARKING  R&P/MARINAS  
 AQUATICS  POLICE

PREPARED BY: Brett Hill DEPT HEAD: John Malinowski

PROJECT: Golf Club 2nd Floor Renovations

FOR FY: 2017-2018  NEW  REPLACEMENT (check one)

ESTIMATED TIME FROM START TO FINISH WORK: 90 DAYS

PROJECT NEEDS TO BE COMPLETE BY: 7/31/17 DATE

PROJECT TO BE COMPLETED:  IN HOUSE  CONTRACTED OUT

## PURPOSE OF PROJECT:

Deferred maintenance and upgrades to the 2nd floor of the golf club.

## WHY NEEDED?:

Maintenance has not been performed for years, and current facility is close to unusable.

## PROJECT DESCRIPTION AND SCOPE:

Renovate the interior of the 2nd floor of the golf club.

ESTIMATED COSTS: 417,000.00 GM APPROVAL: \_\_\_\_\_ DATE: \_\_\_\_\_

**Note 1.** Attach supporting data such as committee recommendations, product specs, cost estimates, etc. as needed and appropriate.