

# Community Services Report: Iron Horse Golf Course

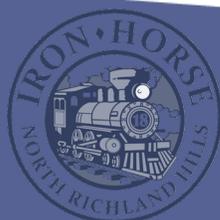
November 2024

## Iron Horse Key Indicators

| <b>Indicator</b>   | <b>November 2024</b>                 | <b>November 2023</b>                 | <b>FY25 YTD</b>                      | <b>FY24 YTD</b>                      |
|--------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|
| Rounds Played      | 3,325                                | 3,103                                | 7,544                                | 6,679                                |
| Events Held        | 14                                   | 8                                    | 39                                   | 22                                   |
| Number of Programs | Annual Passes & Leagues              |
| Tournament Rounds  | 556 Golf                             | 183 Golf                             | 1,843 Golf                           | 819 Golf                             |
| Banquet Attendees  | 350 Banquet                          | 485 Banquet                          | 550 Banquet                          | 1,235 Banquet                        |
| Program Attendance | 10 Weekday 5-day<br>36 Monthly 7-day | 11 Weekday 5-day<br>62 Monthly 7-day | 10 Weekday 5-day<br>36 Monthly 7-day | 11 Weekday 5-day<br>62 Monthly 7-day |
| F & B Revenue      | 53,556                               | 44,674                               | 150,620                              | 95,951                               |
| Pro Shop Revenue   | 17,003                               | 19,648                               | 38,253                               | 40,604                               |
| Golf Revenue       | 169,188                              | 153,437                              | 375,079                              | 331,553                              |
| Total Revenue      | 250,241                              | 226,594                              | 589,908                              | 486,856                              |

## Iron Horse Highlights

- Revenues outperformed the prior year by 10% or \$23,647. YTD Revenues outperformed the previous year by 21% or \$103,052.
- Net Income improved by \$12,527 versus budget (-\$23,577 vs. -\$36,104).
- Rounds increased by 7% or 222 vs. the prior year.
- The number of playable days decreased by 3 (23 vs. 26).
- In 2024, the number of outings increased to 10, with 556 rounds of golf and increased by \$25,133 to \$40,529. In 2023, there were 3 outings with 183 rounds of golf, generating \$15,396 in revenue.
- In 2024, the number of banquets decreased to 4, and the guest count dropped to 350, but increased revenue by 14% bringing in \$6,847. In 2023, we hosted 5 banquets with 485 guests, generating \$6,001 in revenue.
- Golf Outings:
  - 2023: 3 outings, 183 rounds, \$15,396 in revenue.
  - 2024: 10 outings, 556 rounds, \$40,529 in revenue.
    - Number of Outings: 233% increase (from 3 to 10 outings).
    - Rounds of Tournament Golf: 204% increase (from 183 to 556 rounds).
    - Revenue: 163% increase (from \$15,396 to \$40,529).
- Off-Site Banquets:
  - 2023: 5 banquets, 485 guests, \$6,001 in revenue.
  - 2024: 4 banquets, 350 guests, \$6,847 in revenue.
    - Number of Banquets: 20% decrease (from 5 to 4).
    - Guest Count: 28% decrease (from 485 to 350 guests).
    - Revenue: 14% increase (from \$6,001 to \$6,847).



## Upcoming Events

- 12/06 PD Holiday Party – NRHC (100 attendees) – 5:30pm
- 12/14 Breakfast with Santa – IHGC – 9:00am
- 12/14 Haley Ward Graduation Party – IHGC (20-30 attendees) – 2:00pm
- 12/14 Dena Perry Party – NRHC (60 attendees) – 7:30pm
- 12/16 Christmas Lunch – IHGC (40 attendees) – 12:00pm
- 12/19 McCarty Catering – Offsite (50 attendees) – 5:00pm
- 12/21 Santa Open – IHGC (42 players) – 9:00am shotgun
- 12/23 Golfers at Work – IHGC (50 players) – 9:00am shotgun
- 12/23 CEC Holiday Brunch – IHGC (144 attendees) – 10:00am

