

Community Services Report: Iron Horse Golf Course

October 2024

Iron Horse Key Indicators

Indicator	October 2024	October 2023	FY25 YTD	FY24 YTD
Rounds Played	4,219	3,576	4,219	3,576
Events Booked	1,287	636	1,287	636
Number of Programs	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues
Tournament Rounds				
NRH Center Attendees	1,287 Golf 200 NRH	636 Golf 750 NRH	1,287 Golf 200 NRH	636 Golf 750 NRH
Program Attendance	10 Weekday 5-day 36 Monthly 7-day	11 Weekday 5-day 62 Monthly 7-day	10 Weekday 5-day 36 Monthly 7-day	11 Weekday 5-day 62 Monthly 7-day
F & B Revenue	97,564	51,277	97,064	51,277
Pro Shop Revenue	36,212	30,869	36,212	30,869
Golf Revenue	205,891	178,116	205,891	178,116
Total Revenue	339,667	260,262	339,667	260,262

Iron Horse Highlights

- Revenues outperformed the prior year by 29% or \$75,367. YTD Revenues outperformed the previous year by 31% or \$79,404.
- Net Income improved by \$61,795 versus budget (\$28,804 vs. -\$32,881).
- Rounds increased by 18% or 643 vs. the prior year.
- The number of playable days increased by 7 (30 vs. 23).
- Golf Outings:
 - 2023: 9 outings, 636 rounds, \$42,847 in revenue.
 - 2024: 23 outings, 1,287 rounds, \$106,986 in revenue.
 - Number of Outings: 155.6% increase (from 9 to 23 outings).
 - Rounds of Tournament Golf: 102.4% increase (from 636 to 1,287 rounds).
 - Revenue: 149.7% increase (from \$42,847 to \$106,986).
- Off-Site Banquets:
 - 2023: 5 banquets, 750 guests, \$6,072 in revenue.
 - 2024: 2 banquets, 200 guests, \$3,459 in revenue.
 - Number of Banquets: 60% decrease (from 5 to 2).
 - Guest Count: 73.3% decrease (from 750 to 200 guests).
 - Revenue: 43% decrease (from \$6,072 to \$3,459).
 - The decline is due to a lack of events unitizing bars at Grand Hall

Upcoming Events

- 11/23 Turkey Shoot – IHGC (72 players)– 8:00 am
- 9 private events with a total of 554 players

