

# Community Services Report: Iron Horse Golf Course

October 2023

## Iron Horse Key Indicators

<b>Indicator</b>	<b>October 2023</b>	<b>October 2022</b>	<b>FY23 YTD</b>	<b>FY22 YTD</b>
Rounds Played	3,576	4,269	3,576	4,269
Events Booked	15	21	15	21
Number of Programs	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues
Tournament Rounds	596 Golf 625 NRH	1,138 Golf 45 NRH	596 Golf 625 NRH	1,138 Golf 45 NRH
Golf Memberships	11 Weekday Passes 62 Monthly IHGP	11 Weekday Passes 62 Monthly IHGP	11 Weekday Passes 62 Monthly IHGP	11 Weekday Passes 62 Monthly IHGP
F & B Revenue	\$51,277	\$79,338	\$51,277	\$79,338
Pro Shop Revenue	\$30,869	\$30,544	\$30,869	\$30,544
Golf Revenue	\$178,716	\$201,202	\$178,716	\$201,202
Total Revenue	\$260,262	\$311,084	\$260,262	\$311,084

## Iron Horse Highlights

- There were 5 fewer playable days (23 vs. 28) in October 2023 vs. October 2022 due to an increase in rain events and rainfall versus prior year. (11.8 inches vs. 5.8 inches).
- The decrease in 5 playable days affected 5 x \$11,316 (Rev per playable day Oct. 2023) = \$56,580 in total revenues.
- The Internal Event Spooktacular Scramble was cancelled due to weather on Saturday Oct. 28<sup>th</sup>. We had 78 golfers at \$99 scheduled to participate. \$7,722 in tournament revenues were affected by the inclement weather.
- Total Revenue per round for October remained the same versus prior year \$73 vs. \$73.
- Total Revenue per playable day October 2023 \$11,316 vs. \$11,110 October 2022, an increase of \$206 per playable day.

## Upcoming Events

- Creative Internal Event Turkey Shoot 2-person scramble scheduled for November 18<sup>th</sup>, 8am shotgun start. \$99 per golfer includes green fee, cart fee, range balls, prizes, and meal.
- Working with website provider on new website layout that will feature some new golf course photos.
- Holiday Hours: Wednesday November 22<sup>nd</sup> 7am-6pm, Thursday Thanksgiving Day 8am Shotgun with facility closing at 2pm. Friday November 24<sup>th</sup> - Sunday November 26<sup>th</sup> Regular Hours 7am-6pm.
- Black Friday Promos: 50% off Greg Norman, Ahead, and Antigua Apparel. Titleist Hats 1 hat 10% off, 2 Hats 20% off, 3 Hats 30% off, Under Armour Apparel 1 item 10% off, 2-items 20%, 3 Items 30%.



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