

# Community Services Report: Iron Horse Golf Course

April 2023

## Iron Horse Key Indicators

<b>Indicator</b>	<b>April 2023</b>	<b>April 2022</b>	<b>FY23 YTD</b>	<b>FY22 YTD</b>
Rounds Played	4,665	4,192	22,124	22,921
Events Booked	23	6	42	44
Number of Programs	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues	Annual Passes & Leagues
Tournament Rounds	1,252	877	3,140	3,044
Program Attendance	14 Weekday Passes 60 Monthly IHGP Junior Camps N/A yet	9 APC Contract Arcis Prime Cards Expired Junior Camps N/A yet	14 Weekday Passes 60 Monthly IHGP Iron Horse Monthly Junior Camps N/A yet	85 APC Contract 165 Arcis Prime Junior Camps N/A yet
F & B Revenue	\$93,204	\$75,989	\$369,172	\$350,314
Pro Shop Revenue	\$42,243	\$52,932	\$192,473	\$389,931
Golf Revenue	\$233,634	\$192,456	\$1,079,002	\$945,153
Total Revenue	\$369,081	\$321,377	\$1,640,647	\$1,685,398

## Iron Horse Highlights

- Outperformed April Budgeted EBIDTA by \$11,968 (\$109,394 vs. \$97,426).
- April 2023 and April 2022 both had 26 playable days of golf. April 2023 experienced one less rain event versus prior year (7 vs. 8).
- New Creative Internal Event Par 3 Challenge generated 57 golfers and over \$6,200 in revenues. The cost was \$99 per golfer which included green fee, cart fee, range balls, prizes, and meal afterwards. 2pm Shotgun start with a 2-person scramble format.
- Performed 1<sup>st</sup> Fairway Aerification to reduce soil compaction and improved root system
- Hosted the Texas Police Chiefs Association Outing on Sunday April 2<sup>nd</sup>. 83 golfers were in attendance and generated \$9,106 in revenues.
- Hosted the CEC Golf Outing on April 21<sup>st</sup>, 2023. 132 golfers generating \$7,744 in revenues.

## Upcoming Events

- 4th New Internal Creative Golf Event Cinco De Mayo Scheduled for Saturday May 6<sup>th</sup>, 2023, at 2pm. The cost is \$99 per golfer with \$10 off for Iron Horse Pass Holder. All 18-holes will be set up as Par 3's.
- Mayors Cup Challenge Scheduled Friday May 5<sup>th</sup>, 2023. Anticipated Participation at 96 golfers.



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