

# Community Services Report: Iron Horse Golf Course

March 2019

## Iron Horse Key Indicators

<b>Indicator</b>	<b>March 2019</b>	<b>March 2018</b>	<b>FY19 YTD</b>	<b>FY18 YTD</b>
Rounds Played	3,994	4,292	16,891	16,235
Events Booked	19	44	83	107
Number of Programs	(APC) & Junior Golf Camps	(APC) & Junior Golf Camps	(APC) & Junior Camps	(APC) & Junior Camps
Tournament Rounds	486	385	2,337	1,325
Program Attendance	128 APC Contract 274 Arcis Prime Junior Camps N/A yet	118 APC Contract 225 Arcis Prime Junior Camps N/A yet	128 APC Contract 274 Arcis Prime Junior Camps N/A yet	118 APC Contract 225 Arcis Prime Junior Camps N/A yet
F & B Revenue	\$52,281	\$55,639	\$270,247	\$259,332
Pro Shop Revenue	\$49,022	\$47,340	\$230,639	\$222,707
Golf Revenue	\$111,972	\$120,726	\$467,064	\$416,460
Total Revenue	\$213,275	\$223,705	\$967,950	\$898,499

## Iron Horse Highlights

- Arcis Players Club Program
  - APC as it is referred to, is a monthly player development program that includes a practice, instruction, and a playing piece. For a monthly fee, a player may utilize the range as often as they would like, attend 2 weekly lesson clinics, and play for a discounted rate during twilight hours daily.
  - Generated \$16,016 in revenue in March compared to \$13,003 in prior year

## Upcoming Events

- April Creative Events: April 7<sup>th</sup> Titleist Scramble, April 28<sup>th</sup> Round-up for Autism Tournament, all month – Round-up for Autism charity drive.
- Private Events: 12 private golf events, 8 league events, 2 private cater events, 1 off site catering events



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