

Community Services Report: Iron Horse Golf Course

May 2019

Iron Horse Key Indicators

| Indicator | May 2019 | May 2018 | FY19 YTD | FY18 YTD |
|--------------------|---|---|---|---|
| Rounds Played | 4,867 | 5,224 | 26,439 | 26,651 |
| Events Booked | 23 | 29 | 106 | 136 |
| Number of Programs | (APC) & Junior Golf Camps | (APC) & Junior Golf Camps | (APC) & Junior Camps | (APC) & Junior Camps |
| Tournament Rounds | 485 | 572 | 3,984 | 2,881 |
| Program Attendance | 126 APC Contract 268 Arcis Prime Junior Camps N/A yet | 129 APC Contract 248 Arcis Prime Junior Camps N/A yet | 126 APC Contract 268 Arcis Prime Junior Camps N/A yet | 129 APC Contract 248 Arcis Prime Junior Camps N/A yet |
| F & B Revenue | \$66,359 | \$78,904 | \$418,595 | \$413,026 |
| Pro Shop Revenue | \$57,085 | \$62,505 | \$348,031 | \$342,904 |
| Golf Revenue | \$142,088 | \$144,152 | \$751,162 | \$707,504 |
| Total Revenue | \$265,032 | \$285,561 | \$1,517,788 | \$1,463,434 |

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 \$16,403 in revenue in May compared to \$17,688 in May prior year

Upcoming Events

- June Creative Events: Titleist In-House Tournament June 9th Glow Golf June 28th
- Private Events: 11 private golf events, 8 league events, 5 private cater events, 8 off site catering events



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