

Community Services Report: Iron Horse Golf Course

September 2019

Iron Horse Key Indicators

Indicator	Sept 2019	Sept 2018	FY19 YTD	FY18 YTD
Rounds Played	4,571	3,006	46,785	42,948
Events Booked	20	19	209	242
Number of Programs	(APC) & Junior Golf Camps	(APC) & Junior Golf Camps	(APC) & Junior Camps	(APC) & Junior Camps
Tournament Rounds	633	477	6,270	4,419
Program Attendance	130 APC Contract 309 Arcis Prime	134 APC Contract 286 Arcis Prime	130 APC Contract 309 Arcis Prime	134 APC Contract 286 Arcis Prime
F & B Revenue	\$62,704	\$51,506	\$679,614	\$624,298
Pro Shop Revenue	\$49,809	\$37,916	\$545,155	\$555,368
Golf Revenue	\$127,888	\$90,466	\$1,333,465	\$1,177,476
Total Revenue	\$240,401	\$179,889	\$2,558,234	\$2,358,146

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 \$18,843 in revenue in August compared to \$17,867 in August prior year
- Best NOI September on record, Best Q4 on record
- 2nd Best Revenue year on record, 2nd Best NOI year on record

Upcoming Events

- October Creative Events: Titleist In-House Tournament October 13th, Glow Golf October 12th
- Private Events: 14 private golf events, 5 league events, 3 private cater events, 5 off site catering events

