

# Community Services Report: Iron Horse Golf Course

February 2020

## Iron Horse Key Indicators

<b>Indicator</b>	<b>February 2020</b>	<b>February 2019</b>	<b>FY20 YTD</b>	<b>FY19 YTD</b>
Rounds Played	249	2,276	8,745	12,897
Events Booked	3	15	45	64
Number of Programs	(APC) & Junior Golf Camps	(APC) & Junior Golf Camps	(APC) & Junior Golf Camps	(APC) & Junior Camps
Tournament Rounds	0	101	1,279	1,851
Program Attendance	79 APC Contract  201 Arcis Prime Junior Camps N/A yet	107 APC Contract  230 Arcis Prime Junior Camps N/A yet	79 APC Contract  201 Arcis Prime Junior Camps N/A yet	107 APC Contract  230 Arcis Prime Junior Camps N/A yet
F & B Revenue	\$14,469	\$25,661	\$208,752	\$217,807
Pro Shop Revenue	\$16,677	\$30,262	\$145,031	\$181,617
Golf Revenue	\$6,164	\$57,604	\$280,801	\$355,092
Total Revenue	\$37,310	\$113,527	\$634,584	\$754,676

## 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.
  - Prime and APC generated \$12,397 in revenue in February, compared to \$15,454 in 2019.
- The renovation began November 12<sup>th</sup> and will impact revenue until September 2020.
  - Reduced to 6 holes until August.

## Upcoming Events

- Private Events: 0 private golf events, 1 private cater events, 6 off site catering events



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