



Finance Department
1316 N 14th Street
Superior, WI 54880

Phone: (715) 395-7291
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To: Golf Course Committee Members
From: Ashley Puetz, Finance Director
Date: June 2, 2020
RE: Golf Course Committee Meeting Agenda
Monday, July 13, 2020 – 12:00 p.m.

This Meeting will not be held in person. Due to the current COVID-19 emergency, the meeting will be held electronically and the public may attend this meeting by accessing the digital conference link below or call into the conference line:

https://us02web.zoom.us/j/85991064507
Meeting ID: 859 9106 4507
Password: 672420
Dial in option (312) 626-6799

The following items will be discussed at the Golf Course Committee Meeting.

- 1. Seeking approval of the June 8, 2020 Golf Course Committee meeting minutes
2. HR Update
3. Marketing Update
4. Standing agenda items:
a. Profit/Loss – Budget/Actual Statement
b. General Manager/ Golf Pro – report
c. General Manager top three concerns
d. Superintendent – Grounds/Maintenance report
e. Nemadji Women’s and Men’s Club – concerns/updates
5. Future agenda items
6. Next meeting Monday, August 10, 2020 at 12:00 p.m.

Notice is hereby given that a quorum of the City Council may be present. No action will be taken other than the items listed on this agenda.

Pursuant to the Americans with Disabilities Act of 1990, if you are in need of an accommodation to participate in the public meeting process, please contact the City Clerk’s Office at (715) 395-7200 prior to the scheduled meeting. The City will attempt to accommodate any request depending on the amount of notice received. TDD (715) 395-7521.

In compliance with Wisconsin Open Meetings Law, this agenda was:

Posted: SuperOne locations in Superior,
Faxed to: Daily Telegram
Media notified and mailing list: July 6, 2020

Superior Telegram to sign and fax verification of receipt to fax number (715-395-7292)

Name

Date

GOLF COURSE COMMITTEE PROCEEDINGS

June 8, 2020

Noon

Remotely via ZOOM, Room 204

Members Present: Jack Sweeney, Barb Hoag, Kevin Gunderson, Bob Kolbe, and Lindsey Graskey, Keith Kern (alt)

Advisory Members and Others Present: Linda Cadotte, Ashley Puetz, Tom Beaudry, Steve Loomis, Vince Dodge, Tom Andersen

Members Excused:

Golf course meeting called to order at 12:06 p.m.

1. Approval of the May 11, 2020 meeting minutes. Hoag asked about the meaning of sending the cart discussion back to committee next year since the Golf Course Committee will end in December. It was discussed that the cart discussion will be brought back to the Golf Course committee in December 2020.

MOTION by Hoag, seconded by Sweeney and carried, to approve the May 11, 2020 meeting minutes.

2. Discussion on Capital Improvement Plan and Discussion on the Meaning of Capital Expense at the golf course.

Loomis went over the 5 year capital plan with the committee. There is \$120,000 available each year. Dodge explained the irrigation issues and discussed that Kemper will likely be able to limp the system along for a few more years assuming no catastrophic failures but that in the meantime the current system will cost the City in repairs and employee time that could otherwise be used for other needs. Dodge voiced that he would recommend replacing the entire irrigation system at once. Replacing the irrigation system in phases could increase costs and be less effective if not done properly.

Sweeney stated he would like to make sure capital assets are properly capitalized. Puetz stated the City is required to follow GASB standards that require certain expenses to be capitalized.

Dodge will look into the cost of the irrigation systems and Kern said he would like to see this brought to Finance Committee once there are hard numbers to review. The committee decided that the 5 year golf course plan should be sent to Finance for consideration and that the irrigation plan should also go to Finance Committee once Dodge has time to put together different plan options with Kemper's recommendation.

Motion by Hoag, seconded by Kolbe and carried, to bring the capital plan and irrigation plan to finance Committee for consideration.

3. Range Tokens. Beaudry recommended keeping the same range token system through the end of the year given all of the current circumstances. Barb requested the stipulation that the course

notifies people this is the last year tokens are good for. Loomis said the course could let people exchange old tokens when a new system is put in place. Gunderson requested that golfers be notified that current tokens are good for the year. Cadotte brought up the fact that some golfers may have many tokens saved up and that the City might want to put a hard date for use of them.

Motion by Hoag, Seconded by Graskey and carried, for allowing current tokens to be used in 2020 and only 2020.

4. HR update. Beaudry provided a brief overview. Training for new hires is ongoing and they need kitchen help. There will likely be an Ad soon to find someone.
5. Marketing Update. Beaudry gave a summary of May activity. There were 22 Facebook posts, the most popular ones are giveaways. Website traffic has remained stable.
6. Standing agenda items:
 - a. Profit/Loss – Budget/Actual Statement
 - a. Beaudry explained that April was strong considering circumstances and that the course is doing better than budgeted as they were able to keep costs down.
 - b. General Manager/Golf Pro – report
 - a. Beaudry said May went well and looks forward to discussing that at the next meeting. The course has good signage up related to COVID reminding people to social distance and employees are wearing facemasks. The merchandise supply chain has been interrupted and items are slow to arrive. Private lessons will not begin until the course hears from the department of health that this is allowed.
 - c. General Manager top three concerns
 - d. Superintendent – Grounds/Maintenance report
 - a. Dodge said all highlights are included in the report and that he had nothing to add.
 - e. Nemadji Women’s and Men’s Club – concerns/updates
 - a. Hoag said the women’s league loves the open play with 10 minute tee times and has heard many compliments about the Kemper staff. The Women’s club appreciates the separate carts. Gunderson reported that the men’s league now has 333 club members which is slightly less than usual. Gunderson has also heard many compliments about Kemper and said everyone thinks they are doing a great job.
7. Future agenda items
8. Next meeting Monday, July 13, 2020 at 12:00 p.m. by Zoom. Sweeney requested Room 204 also be available for those who wish to meet in person.

Motion by Kolbe, seconded by Hoag and carried to adjourn the meeting at 1:06 p.m.

Minutes submitted to the Council Meeting of June 16, 2020.

GOLF COURSE COMMITTEE PROCEEDINGS

June 8, 2020

Noon

Remotely via ZOOM, Room 204

Members Present: Jack Sweeney, Barb Hoag, Kevin Gunderson, Bob Kolbe, and Lindsey Graskey, Keith Kern (alt)

Advisory Members and Others Present: Linda Cadotte, Ashley Puetz, Tom Beaudry, Steve Loomis, Vince Dodge, Tom Andersen

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Minutes submitted to the Council Meeting of June 16, 2020.

Nemadji
Balance Sheet
For the Five Months Ending May 31, 2020

	05/31/20	12/31/19	05/31/19
ASSETS			
CURRENT ASSETS:			
Cash			
Cash - Operating	366,375	42,227	0
Cash - Payroll	24,624	51,089	0
Cash - Housebank & Other	2,500	0	0
Total Cash	393,499	93,316	0
Accounts Receivable			
A/R Trade	2,586	0	0
Total Accounts Receivable	2,586	0	0
Other Current Assets			
Inventory - Merchandise	39,282	0	0
Inventory - Food & Beverage	15,181	0	0
Prepaid Exp - Other	7,964	0	0
Total Other Current Assets	62,427	0	0
TOTAL CURRENT ASSETS	458,512	93,316	0
TOTAL ASSETS	458,512	93,316	0

Nemadji
Balance Sheet
For the Five Months Ending May 31, 2020

	05/31/20	12/31/19	05/31/19
LIABILITIES AND STOCKHOLDERS' EQUITY			
CURRENT LIABILITIES:			
Accts Pay - Trade	102,890	20,790	0
Accrued Expenses	3,935	0	0
Accrued Payroll	10,156	4,327	0
Accrued Taxes	22,600	0	0
Deferred Revenue	166,949	0	0
TOTAL CURRENT LIABILITIES	306,530	25,117	0
LONG-TERM LIABILITIES:			
Long-term debt	339,156	133,660	0
TOTAL LONG-TERM LIABILITIES	339,156	133,660	0
TOTAL LIABILITIES	645,686	158,777	0
STOCKHOLDER'S EQUITY			
Retained Earnings	(187,174)	(65,461)	0
Net Retained Earnings	(187,174)	(65,461)	0
Stockholders Equity	(187,174)	(65,461)	0
TOTAL STOCKHOLDER'S EQUITY	(187,174)	(65,461)	0
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	458,512	93,316	0

Nemadji
Summary of All Units
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY	Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES											
92,488	65,205	142%	0	0%	112,342	74,685	150%	0	0%	569,465	112,342
40,311	10,345	390%	0	0%	40,311	11,224	359%	0	0%	165,362	40,311
44,082	24,977	178%	0	0%	46,379	28,505	163%	0	0%	232,706	46,379
11,337	15,800	72%	0	0%	12,026	21,950	55%	0	0%	158,300	12,026
89	5,075	2%	0	0%	208	11,925	2%	0	0%	13,175	208
2,377	0	0%	0	0%	2,548	0	0%	0	0%	0	2,548
0	0	0%	0	0%	23	0	0%	0	0%	0	23
0	165	0%	0	0%	0	180	0%	0	0%	1,935	0
5,038	5,500	92%	0	0%	5,227	10,150	52%	0	0%	33,650	5,227
7,557	7,532	100%	0	0%	7,877	8,984	88%	0	0%	88,081	7,877
3,195	2,391	134%	0	0%	3,300	2,741	120%	0	0%	27,899	3,300
14,407	11,785	122%	0	0%	15,302	13,485	113%	0	0%	139,609	15,302
1,406	4,987	28%	0	0%	1,406	5,696	25%	0	0%	59,283	1,406
0	2,000	0%	0	0%	0	5,000	0%	0	0%	5,500	0
222,286	155,762	143%	0	0%	246,947	194,525	127%	0	0%	1,494,966	246,947
COST OF GOODS SOLD											
7,437	10,710	69%	0	0%	7,890	14,758	53%	0	0%	105,368	7,890
495	2,915	17%	0	0%	540	3,474	16%	0	0%	33,629	540
242	765	32%	0	0%	527	877	60%	0	0%	9,008	527
5,581	3,771	148%	0	0%	6,300	4,315	146%	0	0%	45,067	6,300
1,029	1,466	70%	0	0%	1,044	1,673	62%	0	0%	18,028	1,044
45	0	0%	0	0%	45	0	0%	0	0%	0	45
14,830	19,627	76%	0	0%	16,346	25,097	65%	0	0%	211,100	16,346
207,456	136,135	152%	0	0%	230,601	169,428	136%	0	0%	1,283,865	230,601
GROSS MARGIN											
65.60%	67.78%	96.77%	0.00%	0.00%	65.61%	67.23%	97.59%	0.00%	0.00%	66.56%	58.25%
6.55%	38.70%	16.81%	0.00%	0.00%	6.86%	38.67%	17.74%	0.00%	0.00%	38.18%	20.79%
7.59%	32.00%	23.71%	0.00%	0.00%	15.96%	32.00%	49.88%	0.00%	0.00%	32.29%	278.31%
38.74%	32.00%	121.07%	0.00%	0.00%	41.17%	32.00%	128.66%	0.00%	0.00%	32.28%	119.03%
73.19%	29.39%	249.03%	0.00%	0.00%	74.24%	29.38%	252.71%	0.00%	0.00%	30.41%	73.19%
27.83%	33.40%	83.32%	0.00%	0.00%	30.33%	33.45%	90.65%	0.00%	0.00%	33.58%	108.39%
PAYROLL											
21,058	22,085	95%	0	0%	90,002	103,757	87%	0	0%	278,752	104,425
32,203	48,872	66%	0	0%	47,527	81,834	58%	0	0%	340,700	49,750
1,622	0	0%	0	0%	2,665	0	0%	0	0%	0	2,665
54,883	70,957	77%	0	0%	140,194	185,591	76%	0	0%	619,452	156,840
PAYROLL TAXES											
4,028	5,428	74%	0	0%	10,269	14,198	72%	0	0%	47,388	11,169
2,476	2,599	95%	0	0%	6,036	6,595	92%	0	0%	18,710	6,602
995	1,433	69%	0	0%	2,718	3,749	72%	0	0%	12,951	2,966
3,280	4,686	70%	0	0%	14,376	19,971	72%	0	0%	53,187	15,631
10,780	14,146	76%	0	0%	33,399	44,513	75%	0	0%	132,236	36,369
65,662	85,103	77%	0	0%	173,593	230,103	75%	0	0%	751,688	193,208
OPERATING EXPENSES											
21,049	16,000	132%	0	0%	23,470	24,000	98%	0	0%	59,000	23,470
0	0	0%	0	0%	0	0	0%	0	0%	0	100
0	500	0%	0	0%	1,383	1,500	92%	0	0%	2,000	1,383
0	100	0%	0	0%	0	900	0%	0	0%	1,400	0
0	500	0%	0	0%	24	1,000	2%	0	0%	1,500	24
2,691	4,250	63%	0	0%	4,799	6,350	76%	0	0%	39,800	6,510
150	500	30%	0	0%	150	1,200	13%	0	0%	2,200	150
1,074	500	215%	0	0%	1,717	500	343%	0	0%	2,000	1,717
0	100	0%	0	0%	0	200	0%	0	0%	700	0
(36)	5,800	-1%	0	0%	340	8,600	4%	0	0%	9,900	340
0	100	0%	0	0%	0	100	0%	0	0%	600	0
0	0	0%	0	0%	0	400	0%	0	0%	400	0
0	200	0%	0	0%	0	600	0%	0	0%	600	83
0	100	0%	0	0%	388	100	388%	0	0%	500	736
0	3,000	0%	0	0%	0	3,000	0%	0	0%	5,500	0
1,996	8,000	25%	0	0%	1,996	8,000	25%	0	0%	8,000	1,996
0	3,000	0%	0	0%	0	3,000	0%	0	0%	3,000	0
0	100	0%	0	0%	0	400	0%	0	0%	400	0
360	2,000	18%	0	0%	360	4,000	9%	0	0%	12,000	360
379	0	0%	0	0%	1,918	3,000	64%	0	0%	3,000	1,918
598	1,200	50%	0	0%	1,558	2,000	78%	0	0%	2,400	1,558
10,064	3,700	272%	0	0%	26,675	16,500	162%	0	0%	28,300	32,439
0	100	0%	0	0%	0	500	0%	0	0%	1,200	0
0	0	0%	0	0%	66	0	0%	0	0%	0	66
138	300	46%	0	0%	513	1,200	43%	0	0%	3,200	513
0	100	0%	0	0%	1,962	500	392%	0	0%	1,200	1,962
384	1,150	33%	0	0%	384	2,300	17%	0	0%	8,050	384
5,692	1,500	379%	0	0%	5,717	1,500	381%	0	0%	7,000	5,717
0	50	0%	0	0%	92	3,750	2%	0	0%	4,000	92
3,883	3,100	125%	0	0%	20,400	15,500	132%	0	0%	37,200	20,560

Nemadji
Summary of All Units
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
3,047	400	762%	0	0%	Repair & Maint - Building	11,196	1,600	700%	0	0%	4,000	12,223
450	200	225%	0	0%	Security	745	1,000	75%	0	0%	2,400	895
0	19,000	0%	0	0%	Cart Lease	0	19,000	0%	0	0%	114,000	0
0	0	0%	0	0%	Cart Rental - Short Term	0	0	0%	0	0%	5,000	0
0	2,000	0%	0	0%	Equipment Lease	0	2,000	0%	0	0%	12,000	0
0	0	0%	0	0%	Equipment Rental	0	0	0%	0	0%	7,000	0
0	0	0%	0	0%	Pull Cart Expense	0	400	0%	0	0%	400	0
648	1,900	34%	0	0%	Utilities - Electric	2,659	6,300	42%	0	0%	18,950	3,282
364	0	0%	0	0%	Utilities - Gas	1,497	2,900	52%	0	0%	5,800	1,759
170	410	41%	0	0%	Utilities - Telephone/Fax	1,180	2,050	58%	0	0%	4,920	2,045
700	600	117%	0	0%	Utilities - Waste	1,735	1,500	116%	0	0%	5,200	1,735
235	350	67%	0	0%	Utilities - Water	926	1,525	61%	0	0%	4,000	1,235
669	4,000	17%	0	0%	Advertising & Promotion	4,868	12,550	39%	0	0%	30,000	4,868
0	0	0%	0	0%	Seminars/Trade Shows	0	600	0%	0	0%	2,500	0
235	1,800	13%	0	0%	Bank Charges	991	3,000	33%	0	0%	15,700	1,255
(27)	0	0%	0	0%	Cash Short/(Over)	(27)	0	0%	0	0%	0	(27)
175	75	233%	0	0%	Cell Phone	475	375	127%	0	0%	900	475
285	300	95%	0	0%	Copier/Photocopies	328	1,500	22%	0	0%	3,800	328
1,631	0	0%	0	0%	Credit Card Discounts	7,651	0	0%	0	0%	0	7,651
0	200	0%	0	0%	Dues & Subscriptions	3,175	1,800	176%	0	0%	3,600	3,175
0	100	0%	0	0%	Education & Training	810	5,500	15%	0	0%	6,200	810
0	1,000	0%	0	0%	Insurance Expense	0	5,000	0%	0	0%	12,000	2,038
2,000	0	0%	0	0%	O/S - Accounting	2,000	0	0%	0	0%	0	2,000
0	0	0%	0	0%	O/S - Legal	50	1,000	5%	0	0%	1,000	50
24	400	6%	0	0%	O/S - Other	24	550	4%	0	0%	550	24
180	600	30%	0	0%	Payroll Processing Fee	1,315	1,100	120%	0	0%	5,500	1,315
86	50	173%	0	0%	Postage/Shipping	440	250	176%	0	0%	600	510
0	0	0%	0	0%	Professional Dues	0	0	0%	0	0%	1,000	0
0	150	0%	0	0%	Staff Communications	1,500	1,650	91%	0	0%	2,800	1,500
0	375	0%	0	0%	Tax/Licenses/Fees	3,873	2,025	191%	0	0%	3,975	3,873
0	750	0%	0	0%	Travel - Air	411	4,200	10%	0	0%	5,350	1,087
0	30	0%	0	0%	Travel - Auto	988	980	101%	0	0%	1,880	1,821
0	0	0%	0	0%	Travel - Hotel	778	2,800	28%	0	0%	4,200	1,958
0	50	0%	0	0%	Travel - Meals	221	1,250	18%	0	0%	2,000	457
0	0	0%	0	0%	Travel - Other	0	0	0%	0	0%	0	245
59,296	90,690	65%	0	0%	TOTAL OPERATING EXPEN	143,721	195,005	74%	0	0%	532,075	160,666
82,498	(39,658)	-208%	0	0%	EBITDA	(86,713)	(255,680)	34%	0	0%	102	(123,273)
7,000	7,000	100%	0	0%	Management Fee	35,000	35,000	100%	0	0%	84,420	48,067
7,000	7,000	100%	0	0%	Management Fees	35,000	35,000	100%	0	0%	84,420	48,067
0	0	0%	0	0%	Non-Operating Expenses	0	0	0%	0	0%	0	15,834
0	0	0%	0	0%	S/T OTHER EXPENSES	0	0	0%	0	0%	0	15,834
75,498	(46,658)	-162%	0	0%	NET INCOME	(121,713)	(290,680)	42%	0	0%	(84,318)	(187,174)

Nemadji
Course & Grounds
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
					REVENUES							
92,488	65,205	142%	0	0%	Green Fees	112,342	74,685	150%	0	0%	569,465	112,342
40,311	10,345	390%	0	0%	Annual Pass Revenue	40,311	11,224	359%	0	0%	165,362	40,311
132,799	75,550	176%	0	0%	Total Revenues	152,653	85,909	178%	0	0%	734,827	152,653
132,799	75,550	176%	0	0%	GROSS MARGIN	152,653	85,909	178%	0	0%	734,827	152,653
					PAYROLL							
10,742	10,834	99%	0	0%	Gross Payroll - Salaried	46,815	47,502	99%	0	0%	128,540	54,233
21,740	19,202	113%	0	0%	Gross Payroll - Hourly	31,126	30,805	101%	0	0%	137,661	33,348
484	0	0%	0	0%	Gross Payroll - Overtime	709	0	0%	0	0%	0	709
32,967	30,036	110%	0	0%	S/T Wages	78,650	78,307	100%	0	0%	266,201	88,290
2,413	2,298	105%	0	0%	Payroll Tax - FICA	5,741	5,991	96%	0	0%	20,364	6,285
1,482	1,106	134%	0	0%	Payroll Tax - UC	3,314	2,694	123%	0	0%	7,569	3,633
582	607	96%	0	0%	Payroll Tax - WC	1,545	1,582	98%	0	0%	5,567	1,695
2,133	2,957	72%	0	0%	Benefits	8,153	11,324	72%	0	0%	32,088	9,367
6,610	6,967	95%	0	0%	S/T Adders	18,753	21,590	87%	0	0%	65,588	20,960
39,577	37,004	107%	0	0%	TOTAL PAYROLL	97,403	99,897	98%	0	0%	331,790	109,249
					OPERATING EXPENSES							
21,049	16,000	132%	0	0%	Chemicals	23,470	24,000	98%	0	0%	59,000	23,470
0	500	0%	0	0%	Course Accessories	1,383	1,500	92%	0	0%	2,000	1,383
2,691	4,250	63%	0	0%	Gas/Oil	4,799	6,350	76%	0	0%	39,800	6,510
1,074	500	215%	0	0%	Landscape Expense	1,717	500	343%	0	0%	2,000	1,717
0	1,800	0%	0	0%	Laundry/Uniforms	102	3,600	3%	0	0%	3,600	102
0	0	0%	0	0%	Propane Gas	388	0	0%	0	0%	0	736
360	2,000	18%	0	0%	Sand/Topdress	360	4,000	9%	0	0%	12,000	360
598	1,200	50%	0	0%	Seeds/Trees	1,558	2,000	78%	0	0%	2,400	1,558
7,133	1,500	476%	0	0%	Supplies	19,311	7,500	257%	0	0%	13,000	23,575
5,692	1,500	379%	0	0%	Irrigation	5,717	1,500	381%	0	0%	7,000	5,717
3,499	2,000	175%	0	0%	Repair & Maint - Equipment	16,982	13,000	131%	0	0%	32,000	17,142
0	200	0%	0	0%	Repair & Maint - Building	53	600	9%	0	0%	1,600	1,079
0	2,000	0%	0	0%	Equipment Lease	0	2,000	0%	0	0%	12,000	0
0	0	0%	0	0%	Equipment Rental	0	0	0%	0	0%	7,000	0
0	400	0%	0	0%	Utilities - Electric	991	2,000	50%	0	0%	4,800	1,223
240	0	0%	0	0%	Utilities - Gas	894	2,900	31%	0	0%	5,800	894
0	110	0%	0	0%	Utilities - Telephone/Fax	30	550	5%	0	0%	1,320	821
0	100	0%	0	0%	Utilities - Waste	216	500	43%	0	0%	1,200	216
0	100	0%	0	0%	Utilities - Water	286	275	104%	0	0%	1,000	385
0	0	0%	0	0%	Seminars/Trade Shows	0	600	0%	0	0%	2,500	0
100	75	133%	0	0%	Cell Phone	300	375	80%	0	0%	900	300
0	0	0%	0	0%	Dues & Subscriptions	910	800	114%	0	0%	1,200	910
0	0	0%	0	0%	Education & Training	673	0	0%	0	0%	0	673
0	150	0%	0	0%	Staff Communications	1,500	1,650	91%	0	0%	2,800	1,500
42,438	34,385	123%	0	0%	TOTAL OPERATING EXPEN	81,641	76,200	107%	0	0%	214,920	90,270
50,784	4,161	1220%	0	0%	EBITDA	(26,391)	(90,188)	29%	0	0%	188,117	(46,867)
50,784	4,161	1220%	0	0%	NET INCOME	(26,391)	(90,188)	29%	0	0%	188,117	(46,867)

Nemadji
Carts
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
44,082	24,977	176%	0	0%	REVENUES							
44,082	24,977	176%	0	0%	Cart Fee	46,379	28,505	163%	0	0%	232,706	46,379
44,082	24,977	176%	0	0%	Total Revenues	46,379	28,505	163%	0	0%	232,706	46,379
					GROSS MARGIN	46,379	28,505	163%	0	0%	232,706	46,379
					PAYROLL							
0	2,606	0%	0	0%	Gross Payroll - Hourly	0	4,171	0%	0	0%	16,406	0
0	2,606	0%	0	0%	S/T Wages	0	4,171	0%	0	0%	16,406	0
0	199	0%	0	0%	Payroll Tax - FICA	0	319	0%	0	0%	1,255	0
0	132	0%	0	0%	Payroll Tax - UC	0	211	0%	0	0%	829	0
0	53	0%	0	0%	Payroll Tax - WC	0	84	0%	0	0%	344	0
0	384	0%	0	0%	S/T Adders	0	614	0%	0	0%	2,427	0
0	2,990	0%	0	0%	TOTAL PAYROLL	0	4,784	0%	0	0%	18,834	0
					OPERATING EXPENSES							
63	200	32%	0	0%	Supplies	63	400	16%	0	0%	1,000	63
0	19,000	0%	0	0%	Cart Lease	0	19,000	0%	0	0%	114,000	0
0	0	0%	0	0%	Cart Rental - Short Term	0	0	0%	0	0%	5,000	0
63	19,200	0%	0	0%	TOTAL OPERATING EXPEN	63	19,400	0%	0	0%	120,000	63
44,018	2,788	1579%	0	0%	EBITDA	46,316	4,321	1072%	0	0%	93,873	46,316
44,018	2,788	1579%	0	0%	NET INCOME	46,316	4,321	1072%	0	0%	93,873	46,316

Nemadji
Range
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
5,038	5,500	92%	0	0%	REVENUES							
					Range	5,227	10,150	52%	0	0%	33,650	5,227
5,038	5,500	92%	0	0%	Total Revenues	5,227	10,150	52%	0	0%	33,650	5,227
5,038	5,500	92%	0	0%	GROSS MARGIN	5,227	10,150	52%	0	0%	33,650	5,227
					PAYROLL							
0	664	0%	0	0%	Gross Payroll - Hourly	0	825	0%	0	0%	3,544	0
0	664	0%	0	0%	S/T Wages	0	825	0%	0	0%	3,544	0
0	51	0%	0	0%	Payroll Tax - FICA	0	63	0%	0	0%	271	0
0	34	0%	0	0%	Payroll Tax - UC	0	42	0%	0	0%	179	0
0	13	0%	0	0%	Payroll Tax - WC	0	17	0%	0	0%	74	0
0	98	0%	0	0%	S/T Adders	0	121	0%	0	0%	525	0
0	762	0%	0	0%	TOTAL PAYROLL	0	946	0%	0	0%	4,069	0
					OPERATING EXPENSES							
0	3,000	0%	0	0%	Range Balls	0	3,000	0%	0	0%	5,500	0
1,996	8,000	25%	0	0%	Range Equipment	1,996	8,000	25%	0	0%	8,000	1,996
0	3,000	0%	0	0%	Range Mats	0	3,000	0%	0	0%	3,000	0
0	200	0%	0	0%	Supplies	0	400	0%	0	0%	800	0
1,996	14,200	14%	0	0%	TOTAL OPERATING EXPEN	1,996	14,400	14%	0	0%	17,300	1,996
3,042	(9,462)	-32%	0	0%	EBITDA	3,231	(5,196)	-62%	0	0%	12,281	3,231
3,042	(9,462)	-32%	0	0%	NET INCOME	3,231	(5,196)	-62%	0	0%	12,281	3,231

Nemadji
F & B Ala Carte
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES												
7,557	7,532	100%	0	0%	Food	7,877	8,984	88%	0	0%	88,081	7,877
3,195	2,391	134%	0	0%	Beverage	3,300	2,741	120%	0	0%	27,899	3,300
14,407	11,785	122%	0	0%	Beer	15,302	13,485	113%	0	0%	139,609	15,302
1,406	4,987	28%	0	0%	Liquor	1,406	5,696	25%	0	0%	59,283	1,406
26,565	26,695	100%	0	0%	Total Revenues	27,884	30,906	90%	0	0%	314,872	27,884
COST OF GOODS SOLD												
495	2,915	17%	0	0%	COGS - Food	540	3,474	16%	0	0%	33,629	540
242	765	32%	0	0%	COGS - Beverage	527	877	60%	0	0%	9,008	527
5,581	3,771	148%	0	0%	COGS - Beer	6,300	4,315	146%	0	0%	45,067	6,300
1,029	1,466	70%	0	0%	COGS - Liquor	1,044	1,673	62%	0	0%	18,026	1,044
45	0	0%	0	0%	COGS - Tobacco	45	0	0%	0	0%	0	45
7,393	8,917	83%	0	0%	Total COGS	8,456	10,339	82%	0	0%	105,733	8,456
19,172	17,778	108%	0	0%	GROSS MARGIN	19,428	20,566	94%	0	0%	209,140	19,428
6.55%	38.70%	16.91%	0.00%	0.00%	COGS - Food %	6.86%	38.67%	17.74%	0.00%	0.00%	38.18%	20.79%
7.59%	32.00%	23.71%	0.00%	0.00%	COGS - Beverage %	15.96%	32.00%	49.88%	0.00%	0.00%	32.29%	278.31%
38.74%	32.00%	121.07%	0.00%	0.00%	COGS - Beer %	41.17%	32.00%	128.66%	0.00%	0.00%	32.28%	119.03%
73.19%	29.39%	249.03%	0.00%	0.00%	COGS - Liquor %	74.24%	29.38%	252.71%	0.00%	0.00%	30.41%	73.19%
27.83%	33.40%	83.32%	0.00%	0.00%	COGS - All Food & Bev	30.33%	33.45%	90.65%	0.00%	0.00%	33.58%	108.39%
PAYROLL												
3,077	0	0%	0	0%	Gross Payroll - Salaried	7,692	0	0%	0	0%	0	7,692
2,195	11,364	19%	0	0%	Gross Payroll - Hourly	2,195	19,765	11%	0	0%	81,927	2,195
203	0	0%	0	0%	Gross Payroll - Overtime	203	0	0%	0	0%	0	203
5,474	11,364	48%	0	0%	S/T Wages	10,090	19,765	51%	0	0%	81,927	10,090
419	869	48%	0	0%	Payroll Tax - FICA	772	1,512	51%	0	0%	6,267	772
379	574	66%	0	0%	Payroll Tax - UC	702	998	70%	0	0%	3,860	702
110	230	48%	0	0%	Payroll Tax - WC	172	399	43%	0	0%	1,718	172
0	0	0%	0	0%	Benefits	82	0	0%	0	0%	0	82
907	1,673	54%	0	0%	S/T Adders	1,728	2,909	59%	0	0%	11,845	1,728
6,382	13,036	49%	0	0%	TOTAL PAYROLL	11,818	22,675	52%	0	0%	93,772	11,818
OPERATING EXPENSES												
0	100	0%	0	0%	Decorations	0	900	0%	0	0%	1,400	0
0	100	0%	0	0%	Laundry/Linens	0	200	0%	0	0%	700	0
0	1,500	0%	0	0%	Laundry/Uniforms	0	1,500	0%	0	0%	1,800	0
0	0	0%	0	0%	Menus	0	400	0%	0	0%	400	0
0	100	0%	0	0%	Propane Gas	0	100	0%	0	0%	500	0
0	0	0%	0	0%	Safety Equipment	0	200	0%	0	0%	200	0
192	1,500	13%	0	0%	Supplies	1,028	4,500	23%	0	0%	9,000	1,028
0	1,000	0%	0	0%	Repair & Maint - Equipment	149	2,000	7%	0	0%	4,000	149
0	300	0%	0	0%	Tax/Licenses/Fees	0	800	0%	0	0%	1,500	0
192	4,600	4%	0	0%	TOTAL OPERATING EXPEN	1,177	10,600	11%	0	0%	19,500	1,177
12,598	141	8904%	0	0%	EBITDA	6,434	(12,708)	-51%	0	0%	95,868	6,434
12,598	141	8904%	0	0%	NET INCOME	6,434	(12,708)	-51%	0	0%	95,868	6,434

Nemadji
Golf Shop
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES												
11,337	15,800	72%	0	0%	Merchandise	12,026	21,950	55%	0	0%	158,300	12,026
89	5,075	2%	0	0%	Handicap Fee	208	11,925	2%	0	0%	13,175	208
2,377	0	0%	0	0%	Other Pro Shop Revenue	2,548	0	0%	0	0%	0	2,548
0	0	0%	0	0%	Pull Cart Rental	23	0	0%	0	0%	0	23
0	165	0%	0	0%	Rental Clubs	0	180	0%	0	0%	1,935	0
13,804	21,040	66%	0	0%	Total Revenues	14,804	34,055	43%	0	0%	173,410	14,804
COST OF GOODS SOLD												
7,437	10,710	69%	0	0%	COGS - Merchandise	7,890	14,758	53%	0	0%	105,368	7,890
7,437	10,710	69%	0	0%	Total COGS	7,890	14,758	53%	0	0%	105,368	7,890
6,367	10,330	62%	0	0%	GROSS MARGIN	6,914	19,298	36%	0	0%	68,043	6,914
65.60%	67.78%	96.77%	0.00%	0.00%	COGS - Merchandise %	65.61%	67.23%	97.59%	0.00%	0.00%	66.56%	58.25%
PAYROLL												
7,072	12,466	57%	0	0%	Gross Payroll - Hourly	12,021	18,299	66%	0	0%	76,333	12,021
735	0	0%	0	0%	Gross Payroll - Overtime	1,396	0	0%	0	0%	0	1,396
7,807	12,466	63%	0	0%	S/T Wages	13,417	18,299	73%	0	0%	76,333	13,417
597	954	63%	0	0%	Payroll Tax - FICA	1,026	1,400	73%	0	0%	5,839	1,026
517	630	82%	0	0%	Payroll Tax - UC	904	924	98%	0	0%	3,540	904
145	252	57%	0	0%	Payroll Tax - WC	225	370	61%	0	0%	1,601	225
1,259	1,835	69%	0	0%	S/T Adders	2,155	2,694	80%	0	0%	10,980	2,155
9,066	14,301	63%	0	0%	TOTAL PAYROLL	15,572	20,993	74%	0	0%	87,312	15,572
OPERATING EXPENSES												
0	500	0%	0	0%	Displays/Fixtures	24	1,000	2%	0	0%	1,500	24
0	2,000	0%	0	0%	Laundry/Uniforms	0	2,500	0%	0	0%	3,000	0
0	100	0%	0	0%	Mens & Ladies Club Expenses	0	100	0%	0	0%	600	0
0	100	0%	0	0%	Safety Equipment	0	200	0%	0	0%	200	0
379	0	0%	0	0%	Scorecards	1,918	3,000	64%	0	0%	3,000	1,918
384	1,150	33%	0	0%	Handicap Expense	384	2,300	17%	0	0%	8,050	384
0	50	0%	0	0%	Lesson Expense	92	3,750	2%	0	0%	4,000	92
0	0	0%	0	0%	Pull Cart Expense	0	400	0%	0	0%	400	0
763	3,900	20%	0	0%	TOTAL OPERATING EXPEN	2,418	13,250	18%	0	0%	20,750	2,418
(3,462)	(7,871)	44%	0	0%	EBITDA	(11,076)	(14,945)	74%	0	0%	(40,020)	(11,076)
(3,462)	(7,871)	44%	0	0%	NET INCOME	(11,076)	(14,945)	74%	0	0%	(40,020)	(11,076)

Nemadji
G & A
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
0	2,000	0%	0	0%	REVENUES	0	5,000	0%	0	0%	5,500	0
0	2,000	0%	0	0%	General & Admin. Revenue	0	5,000	0%	0	0%	5,500	0
0	2,000	0%	0	0%	Total Revenues	0	5,000	0%	0	0%	5,500	0
0	2,000	0%	0	0%	GROSS MARGIN	0	5,000	0%	0	0%	5,500	0
7,239	11,251	64%	0	0%	PAYROLL	35,495	56,255	63%	0	0%	150,212	42,500
0	2,569	0%	0	0%	Gross Payroll - Salaried	0	7,969	0%	0	0%	24,829	0
7,239	13,820	52%	0	0%	Gross Payroll - Hourly	35,495	64,224	55%	0	0%	175,041	42,500
492	1,057	47%	0	0%	S/T Wages	2,536	4,913	52%	0	0%	13,391	2,911
0	124	0%	0	0%	Payroll Tax - FICA	938	1,727	54%	0	0%	2,734	1,186
132	279	47%	0	0%	Payroll Tax - UC	726	1,297	56%	0	0%	3,648	826
1,147	1,729	66%	0	0%	Payroll Tax - WC	6,141	8,647	71%	0	0%	21,099	6,182
1,771	3,190	56%	0	0%	Benefits	10,341	16,584	62%	0	0%	40,872	11,104
1,771	3,190	56%	0	0%	S/T Adders	10,341	16,584	62%	0	0%	40,872	11,104
9,010	17,009	53%	0	0%	TOTAL PAYROLL	45,835	80,808	57%	0	0%	215,912	53,604
0	0	0%	0	0%	OPERATING EXPENSES	0	0	0%	0	0%	0	100
150	500	30%	0	0%	Computer Supplies	150	1,200	13%	0	0%	2,200	150
(36)	500	-7%	0	0%	Janitorial Supplies	238	1,000	24%	0	0%	1,500	238
0	200	0%	0	0%	Laundry/Uniforms	0	600	0%	0	0%	600	83
2,676	300	892%	0	0%	Office Furniture	6,273	3,700	170%	0	0%	4,500	7,773
0	100	0%	0	0%	Supplies	0	500	0%	0	0%	1,200	0
0	0	0%	0	0%	Tournament Expense	66	0	0%	0	0%	0	66
138	300	46%	0	0%	Building Maintenance	513	1,200	43%	0	0%	3,200	513
0	100	0%	0	0%	Cable Tv Expense	1,962	500	392%	0	0%	1,200	1,962
384	100	384%	0	0%	Computer Service	3,269	500	654%	0	0%	1,200	3,269
3,047	200	1524%	0	0%	Repair & Maint - Equipment	11,143	1,000	1114%	0	0%	2,400	11,143
450	200	225%	0	0%	Repair & Maint - Building	745	1,000	75%	0	0%	2,400	895
648	1,500	43%	0	0%	Security	1,668	4,300	39%	0	0%	14,150	2,060
123	0	0%	0	0%	Utilities - Electric	603	0	0%	0	0%	0	865
170	300	57%	0	0%	Utilities - Gas	1,150	1,500	77%	0	0%	3,600	1,225
700	500	140%	0	0%	Utilities - Telephone/Fax	1,520	1,000	152%	0	0%	4,000	1,520
235	250	94%	0	0%	Utilities - Waste	640	1,250	51%	0	0%	3,000	851
235	1,800	13%	0	0%	Utilities - Water	991	3,000	33%	0	0%	15,700	1,255
(27)	0	0%	0	0%	Bank Charges	(27)	0	0%	0	0%	0	(27)
75	0	0%	0	0%	Cash Short/(Over)	175	0	0%	0	0%	0	175
285	300	95%	0	0%	Cell Phone	328	1,500	22%	0	0%	3,800	328
1,631	0	0%	0	0%	Copier/Photocopies	7,651	0	0%	0	0%	0	7,651
0	200	0%	0	0%	Credit Card Discounts	2,265	1,000	227%	0	0%	2,400	2,265
0	100	0%	0	0%	Dues & Subscriptions	137	5,500	2%	0	0%	6,200	137
0	1,000	0%	0	0%	Education & Training	0	5,000	0%	0	0%	12,000	2,038
2,000	0	0%	0	0%	Insurance Expense	2,000	0	0%	0	0%	0	2,000
0	0	0%	0	0%	O/S - Accounting	50	1,000	5%	0	0%	1,000	50
24	400	6%	0	0%	O/S - Legal	24	550	4%	0	0%	550	24
180	600	30%	0	0%	O/S - Other	1,315	1,100	120%	0	0%	5,500	1,315
86	50	173%	0	0%	Payroll Processing Fee	440	250	176%	0	0%	600	510
0	0	0%	0	0%	Postage/Shipping	0	0	0%	0	0%	1,000	0
0	75	0%	0	0%	Professional Dues	3,873	1,225	316%	0	0%	2,475	3,873
0	750	0%	0	0%	Tax/Licenses/Fees	411	4,200	10%	0	0%	5,350	1,087
0	30	0%	0	0%	Travel - Air	988	980	101%	0	0%	1,880	1,821
0	0	0%	0	0%	Travel - Auto	778	2,800	28%	0	0%	4,200	1,958
0	50	0%	0	0%	Travel - Hotel	221	1,250	18%	0	0%	2,000	457
0	0	0%	0	0%	Travel - Meals	0	0	0%	0	0%	0	245
0	0	0%	0	0%	Travel - Other	0	0	0%	0	0%	0	0
13,176	10,405	127%	0	0%	TOTAL OPERATING EXPEN	51,559	48,605	106%	0	0%	109,605	59,874
(22,186)	(25,414)	87%	0	0%	EBITDA	(97,394)	(124,413)	78%	0	0%	(320,017)	(113,478)
7,000	7,000	100%	0	0%	Management Fee	35,000	35,000	100%	0	0%	84,420	48,067
7,000	7,000	100%	0	0%	Management Fees	35,000	35,000	100%	0	0%	84,420	48,067
0	0	0%	0	0%	Non-Operating Expenses	0	0	0%	0	0%	0	15,834
0	0	0%	0	0%	S/T OTHER EXPENSES	0	0	0%	0	0%	0	15,834
(29,186)	(32,414)	90%	0	0%	NET INCOME	(132,394)	(159,413)	83%	0	0%	(404,437)	(177,379)

Nemadji
Marketing
For the Five Months Ending May 31, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
					PAYROLL							
1,196	0	0%	0	0%	Gross Payroll - Hourly	2,186	0	0%	0	0%	0	2,186
200	0	0%	0	0%	Gross Payroll - Overtime	357	0	0%	0	0%	0	357
<u>1,396</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	S/T Wages	<u>2,543</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>2,543</u>
107	0	0%	0	0%	Payroll Tax - FICA	195	0	0%	0	0%	0	195
98	0	0%	0	0%	Payroll Tax - UC	178	0	0%	0	0%	0	178
27	0	0%	0	0%	Payroll Tax - WC	49	0	0%	0	0%	0	49
<u>231</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	S/T Adders	<u>422</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>422</u>
<u>1,627</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	TOTAL PAYROLL	<u>2,965</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>0%</u>	<u>0</u>	<u>2,965</u>
					OPERATING EXPENSES							
669	4,000	17%	0	0%	Advertising & Promotion	4,868	12,550	39%	0	0%	30,000	4,868
<u>669</u>	<u>4,000</u>	<u>17%</u>	<u>0</u>	<u>0%</u>	TOTAL OPERATING EXPEN	<u>4,868</u>	<u>12,550</u>	<u>39%</u>	<u>0</u>	<u>0%</u>	<u>30,000</u>	<u>4,868</u>
<u>(2,296)</u>	<u>(4,000)</u>	<u>57%</u>	<u>0</u>	<u>0%</u>	EBITDA	<u>(7,833)</u>	<u>(12,550)</u>	<u>62%</u>	<u>0</u>	<u>0%</u>	<u>(30,000)</u>	<u>(7,833)</u>
<u>(2,296)</u>	<u>(4,000)</u>	<u>57%</u>	<u>0</u>	<u>0%</u>	NET INCOME	<u>(7,833)</u>	<u>(12,550)</u>	<u>62%</u>	<u>0</u>	<u>0%</u>	<u>(30,000)</u>	<u>(7,833)</u>



May 2020 GM Report

To: Golf Committee
 From: Tom Beaudry, GM/Head Golf Professional
 CC: Steve Loomis

Overview:

April's financials

Nemadji Standard Summary Income Statement For the Four Months Ending April 30, 2020

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY	Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES											
22,152	13,887	160%	0	0%	22,152	13,887	160%	0	0%	967,533	22,152
(126)	5,100	-2%	0	0%	688	6,150	11%	0	0%	158,300	688
312	6,440	5%	0	0%	312	6,865	5%	0	0%	15,110	312
190	4,650	4%	0	0%	190	4,650	4%	0	0%	33,650	190
1,320	4,211	31%	0	0%	1,320	4,211	31%	0	0%	314,872	1,320
0	2,500	0%	0	0%	0	3,000	0%	0	0%	5,500	0
23,847	36,788	65%	0	0%	24,661	38,763	64%	0	0%	1,434,966	24,661
COST OF SALES											
69	3,370	2%	0	0%	453	4,048	11%	0	0%	105,368	453
1,063	1,422	75%	0	0%	1,063	1,422	75%	0	0%	105,733	1,063
1,132	4,792	24%	0	0%	1,516	5,470	28%	0	0%	211,100	1,516
-54.5%	66.1%	-82.5%	0.0%	0.0%	65.8%	65.8%	100.0%	0.0%	0.0%	66.6%	-7.3%
80.6%	33.8%	238.5%	0.0%	0.0%	80.6%	33.8%	238.5%	0.0%	0.0%	33.8%	80.6%
PAYROLL											
26,803	24,151	111%	0	0%	57,826	62,893	92%	0	0%	331,790	69,672
0	1,979	0%	0	0%	0	1,979	0%	0	0%	22,902	0
2,265	5,929	38%	0	0%	6,506	6,691	97%	0	0%	87,312	6,506
5,436	8,368	65%	0	0%	5,436	9,638	56%	0	0%	93,772	5,436
10,659	17,282	62%	0	0%	36,825	63,798	58%	0	0%	215,912	44,594
1,336	0	0%	0	0%	1,336	0	0%	0	0%	0	1,336
46,500	57,709	81%	0	0%	107,930	145,000	74%	0	0%	751,688	127,546
OPERATING EXPENSES											
11,655	21,610	55%	0	0%	39,203	41,615	94%	0	0%	214,920	47,632
0	400	0%	0	0%	0	400	0%	0	0%	137,300	0
24	6,150	0%	0	0%	1,655	9,350	18%	0	0%	20,750	1,655
717	3,900	18%	0	0%	985	6,000	16%	0	0%	19,500	985
12,387	9,800	126%	0	0%	38,383	38,200	100%	0	0%	109,605	46,698
1,727	4,400	39%	0	0%	4,199	8,550	49%	0	0%	30,000	4,199
26,709	46,260	58%	0	0%	84,425	104,315	81%	0	0%	532,075	101,369
74,341	108,762	68%	0	0%	193,872	254,785	76%	0	0%	1,434,863	230,432
(50,494)	(71,974)	70%	0	0%	(169,210)	(216,022)	78%	0	0%	102	(205,770)
(7,000)	(7,000)	100%	0	0%	(28,000)	(28,000)	100%	0	0%	(84,420)	(41,067)
OTHER INCOME (EXPENSE)											
0	0	0%	0	0%	0	0	0%	0	0%	0	(15,834)
0	0	0%	0	0%	0	0	0%	0	0%	0	(15,834)
(57,494)	(78,974)	73%	0	0%	(197,210)	(244,022)	81%	0	0%	(84,318)	(262,671)
PAID ROUNDS											
933	572	163%	0	0%	933	572	163%	0	0%	30,099	933
73	100	73%	0	0%	73	100	73%	0	0%	12,625	73
1,006	672	150%	0	0%	1,006	672	150%	0	0%	42,724	1,006
26	64	40%	0	0%	26	68	39%	0	0%	50	26
24	55	43%	0	0%	25	58	42%	0	0%	35	24
24	24	100%	0	0%	24	24	100%	0	0%	32	24
22	21	107%	0	0%	22	21	107%	0	0%	23	22
1	6	21%	0	0%	1	6	21%	0	0%	7	1
0	8	-2%	0	0%	1	9	7%	0	0%	4	0



Key Performance Highlights:

- April NOI continues to run ahead of budget by 27% while YDT IS 19% better than budget.
- 7,200 rounds played in May

Key Performance Issues:

- COVID-19

KemperSports Upcoming Key Initiatives:

Green to a tee-

Level one scheduled to be complete in 2020

Safety National-

First tournament to be held June 26th-28th. First safety committee meeting June 10th.

True Service-

Steve Loomis will be onsite the first week in June to train levels 1-3.



Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
May 2019	n/a	n/a	n/a	n/a	n/a	n/a	n/a
May 2020	70.5	8.9	9.2	8.3	9.2	9.2	112
Course	NPS	Overall Rating	Service Rating	Course Rating	Food Rating	Recommend Rating	# of Surveys
FY 19 TYD	n/a	n/a	n/a	n/a	n/a	n/a	n/a
FY 20 YTD	69.6	8.8	9.2	8.2	9.2	9.2	138



Season Pass Sales:

2020 Cart Seat	0	52
15 & Under Season Pass - Junior Under 15 Season Pass Holder	0	32
Family Season Pass - Family Season Pass Holder	0	5
18 Hole GF - EW - Players Card	0	14
Senior Season Pass - Senior Season Pass Holder	0	39
18 Hole GF - EW - Players Card Holder	0	176
Senior Couple Season Pass - Senior Season Pass Holder	0	5
Adult Season Pass Holder Membership - Couple - Adult Season Pass Holder	0	1
Player's Card - Players Card Holder	0	348
Adult Season Pass Holder Membership - Limited - Adult Season Pass Holder	0	14
19-24 Season Pass - Intermediate Season Pass Holder	0	32
Copy of 15 & Under Season Pass - Junior Under 15 Season Pass Holder	0	1
2020 Limited Cart Seat	0	11
16-18 Season Pass - Junior 16-18 Season Pass Holder	0	12
Adult Season Pass Unlimited - Adult Season Pass Holder	0	43

Weather:

Rainfall in May: 1.45" (1" was during a single rain event on May 26)

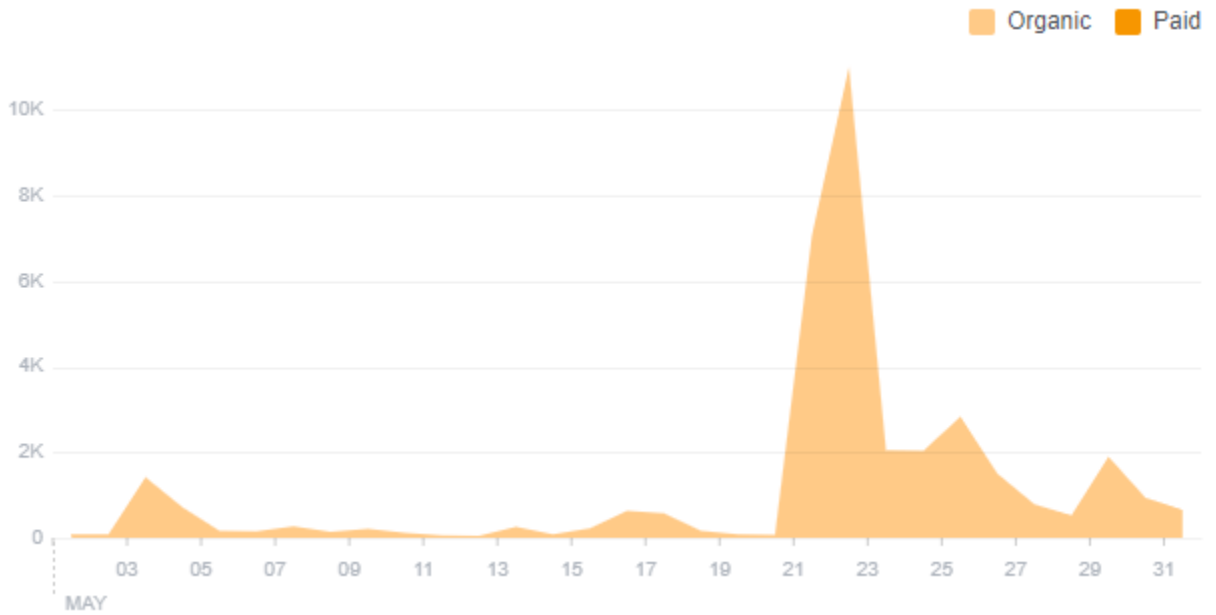
Personnel:

- Onboarding and training continue for new staff.
- We still need help in the kitchen.
- Outside services staff needs remain.
- Additional starters and course ambassadors need to be hired.



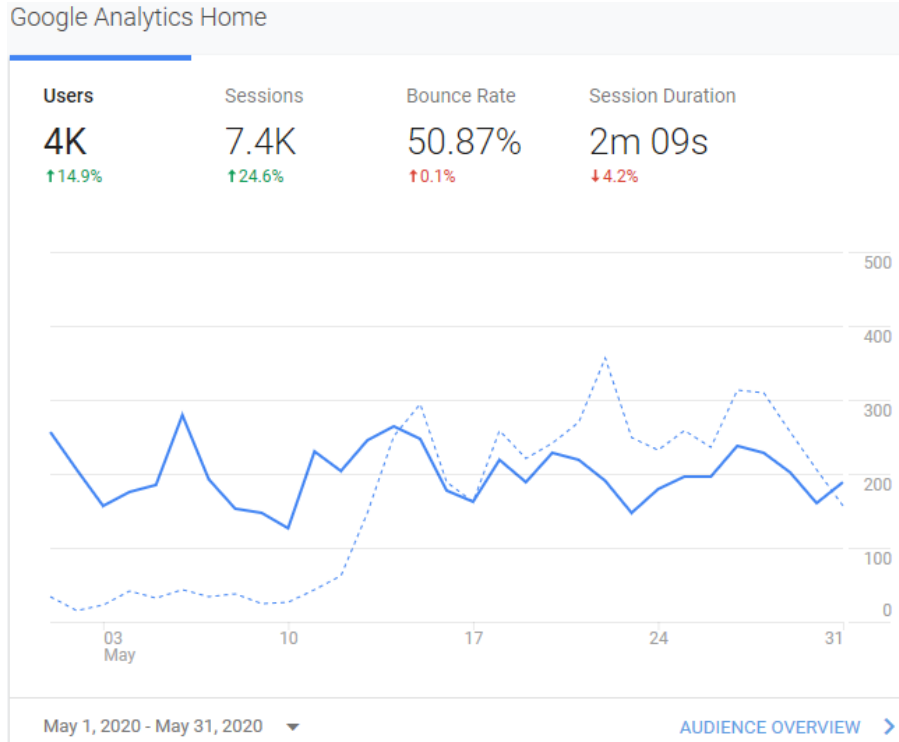
Marketing:

We had 22 Facebook posts May. It appears the most effective reach is the Freebie Friday giveaways.





The website continues to see increased traffic. Continuous updates regarding COVID are listed.



E-mail sign ups

CORE DATA		
Total of Customers	18,209	100%
Customers with Email	17,916	98.39%
Total Emails Valid	16514	
Total Emails Invalid	1296	
Undetermined	105	
Total emails Not Verified	0	
Customers with Phone	1,993	10.95%
New Customers	0	0%
New Customers with Email	0	0%
New Customers with Phone	0	0%
Sent Emails	18,554	



Tournament Booking Pace

Month	Actual - Booked	Budget	% of Budget	Variance to Budget
January2020	\$ -	\$ -		\$ -
February2020	\$ -	\$ -		\$ -
March2020	\$ -	\$ -		\$ -
April2020	\$ -	\$ 3,600	0%	\$ (3,600)
May2020	\$ -	\$ 18,200	0%	\$ (18,200)
June2020	\$ 7,008	\$ 27,000	26%	\$ (19,992)
July2020	\$ 9,168	\$ 46,200	20%	\$ (37,032)
August2020	\$ 25,113	\$ 27,800	90%	\$ (2,687)
September2020	\$ 1,970	\$ 18,000	11%	\$ (16,030)
October2020	\$ -	\$ 4,500	0%	\$ (4,500)
November2020	\$ -	\$ 3,600	0%	\$ (3,600)
December2020	\$ -	\$ -		\$ -
Total	\$ 43,259	\$ 148,900	29%	\$ (105,641)

With the recommended crowd sizes still at 25, shotgun tournaments are still not a possibility. We will have our first “virtual” tournament June 27th. We will continue to try and keep those fundraisers that have been here annually with the virtual tournament format.

Clubhouse:

- The supply chain was disrupted by COVID so much of our remaining merchandise has not yet arrived.
- We installed signage and directional arrows to assist guests with proper social distancing in the clubhouse.

Grill:

There was just over \$25k in sales in May. We are getting shifts figured out and training continues for the beverage cart and bar. Once Pete gets some help hired in the kitchen we will promote longer hours of operation and doing some specials to attract destination diners.



Course & Grounds:

- Cut down drainage basins on driving range and cover with plates. City helped us out with this work.
- Routine mowing of golf course commencing. Fully staffed for season. 18 People total-50/50 part-time/full-time.
- Numerous pump station repairs. Had to replace a pressure switch to allow west course to operate properly. Also had to disassemble flow switch and repair. Determined seal was bad on pump 2. Have seal on hand and hope to get it repaired on June 8. The entire setup would look good in the Smithsonian.
- Clean up damage from plows over winter.
- Implement divot mix program on tees. Heavy wear on small tees is a challenge at Nemadji.
- Overseeded putting greens.
- Cleanup trees around clubhouse area and finish ornamental beds both in front and in back of building. Also work by entrance sign and 12 South.
- Install patio canopy.
- Repair spray monitor on greens sprayer. Was not functional.
- Fix numerous irrigation system malfunctions on entire property. Controller issues, bad sprinkler heads, and outright leaks. This will be an ongoing chore-especially when using the system as much as we are.
- Starting drawing water from city water on June 2. Water storage on site limited.
- Grind stumps on golf course, clean up, grade, seed, fertilize, and cover with futerra blanket.
- Begin solid tine aerifying on tees and topdressing to help level. Very compacted soils. Will be ongoing throughout season.
- Fertilized greens to help recover from minor winter damage and facilitate recovery from heavy wear. Also began fertilizing fairways and tees. Finished this work on June 3.
- Wetting agent applications on greens and droughty tees.
- Edge bunkers on 6 East.
- Finish setting up range with flags as opposed to PVC posts.
- Setup video surveillance system by maintenance building.
- Repair sunken basin on 18 West. Have a few more areas like this to do.
- Setup crew with hand watering kits for greens. Instructed them in their usage.
- Broadleaf weed control weather permitting. This will be ongoing for weeks.
- Unseasonably dry. Very firm golf course. Great opportunity to troubleshoot irrigation system before arrival of truly stressful conditions.