



THE WORLD'S PREMIER GOLF SOLUTIONS PROVIDER

Landscapes Golf Management helps course owners drive results by building strong teams that deliver exceptional experiences

June 2024 Financial and Operational Summary

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Sales to Budget

Jun 1, 2024 - Jun 30, 2024

Day of Week

GL Account

Revenue Bucket

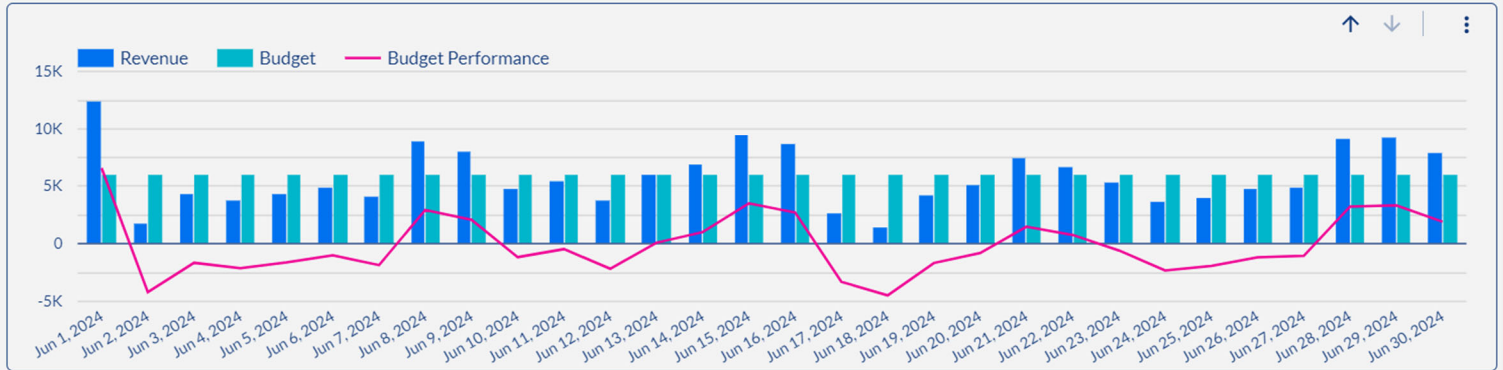
Budget Performance
\$-4.35K

Total Revenue
\$174.02K
-1.9% from previous year

Total Budget
\$178.37K
26.6% from previous year

Unmapped Items
6

[Review Item Mapping](#)

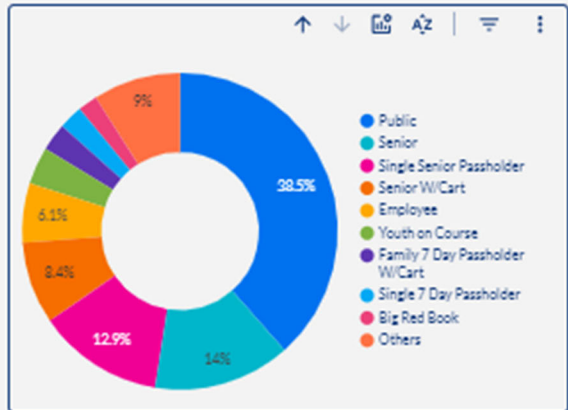
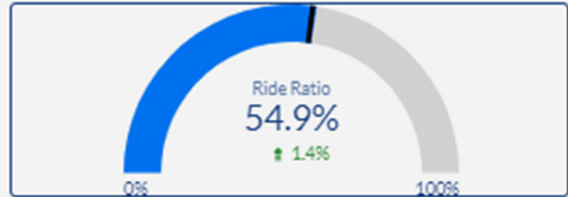
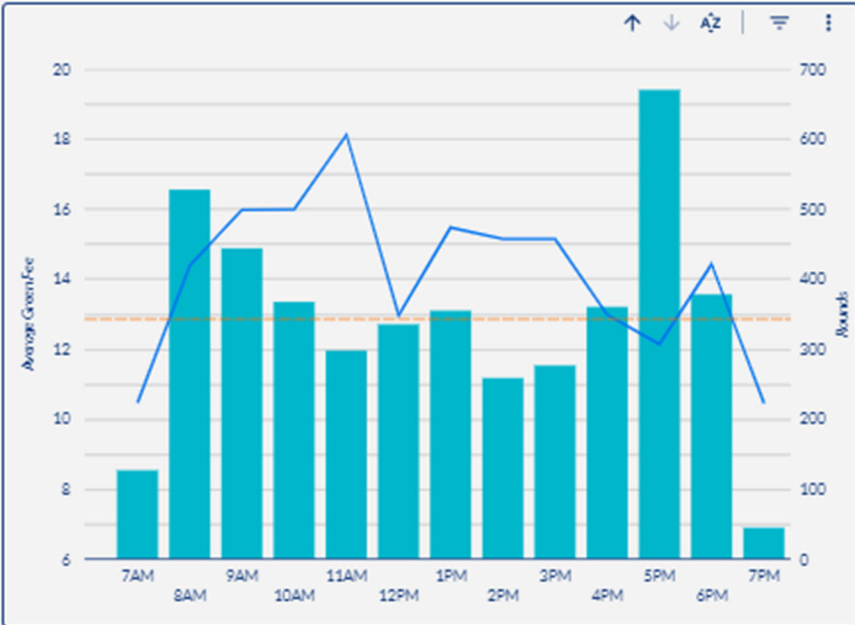


Round Summary


Jun 1, 2024 - Jun 30, 2024


Day of Week - State: arrived (1) - First Name - Customer Type - Round Type -
 Hour of Day - Course - Last Name - Customer Email - Round Bucket -


Rounds 4,459 -5.6% from previous year	Green Fees \$64.23K +2.5% from previous year	Cart Fees \$38.52K +2.2% from previous year	Total Fees \$102.75K +2.4% from previous year	Unique Customers 1,415 +4.0% from previous year
Avg Days In Advance 3.6 +41.4% from previous year	Avg Green Fee \$14.41 +8.9% from previous year	Avg Cart Fee \$11.68 +1.9% from previous year	Avg Total Fee \$23.04 +8.8% from previous year	Email Capture Rate 80.8% +0.9% from previous year




Other Club Matters/ looking ahead


 ***Per Patrick Brown's direction, we have chosen on a vendor for our next cart fleet. We decided to go with Yamaha for our next fleet of 66 golf carts, on a 5-year lease plan through Landscapes Fleet Management. Pricing from all three golf cart vendors were within \$55 per cart. Yamaha was the middle bid, being \$5 higher per cart than Club Car. The major deciding factors were the gas mileage Yamaha gets over Club Car along with the ease of maintenance and serviceability. We have data from our last fleet of Yamaha carts which has the same engine as the new model. We anticipate saving an estimated \$36,000 over the next 5 years in fuel expense by choosing Yamaha. These carts also have more seat, leg and head room along with being quieter. We did have a sample cart here that we asked a lot of our regular golfers try out, and all the feedback was very positive.

 ***I have submitted a PO request to utilize funding from the approved "Snack Bar Improvements" to purchase a new RO system to replace our failing one for just under \$3400.00. Although the best solution would be hooking to City water, we have an immediate need to replace what we have. If we lose our drinking water, this means purchasing ice, bottled water for everything consumable, and no fountain soda to sell or use for mixed drinks.

 I had a meeting with the architectural firm to review their initial proposals for the clubhouse study. We will be having a 2nd meeting soon to discuss & review revised plans.






General Club Performance:

 We had numerous days again in June where we either were not able to allow carts, or had to close completely due to the amount of rain we received. Sales missed budget by \$4350.00 for the month, which amounts to less than one weekend day of business. Our continued careful spending allowed us to still turn a nice profit for the month. The draft financials show our EBITDA being approximately \$26,500 ahead of budget for the month of June.



 Our EBITDA remains ahead of budget for the fiscal year (\$109,871) and are hoping that the weather begins to cooperate in July.

 Leagues continue to play, but have also been affected by the weather.


Memberships & Marketing:

-  We host a group of residents from the Heritage Senior Living Community a couple times a month. They come out, each with a staff member, and we take a golf cart tour around the course. They especially like the "Roller Coaster" part of the course over by holes 11 & 12!
-  Pass sales remain down 19% from the same time frame as last year, but our public rounds are up over 5% from last year. The above graph shows that 38.5% of the dollars brought in are from public golfers this year. Last year that number was 37.1% for the month of June. We value our passholders, but the public golfers paying the higher daily rate continues to make a positive impact to the bottom line.
-  Due to connectivity issues, Tagmarshal was out and replaced all 60 GPS Screens with new 10" inch screens that utilize a different type of Sim Card to prevent the connectivity issues we were experiencing.
-  We are continuing to run different radio spots to reach new potential public golfers as well as informing people about our upcoming tournaments
-  We have seen quite a bit of patronage from being part of the Nebraska Golf Passport, the Big Red Book and a bonus course on the Omaha Golf Card.









Major Personnel actions :

-  We are currently fully staffed.
-  We are partnering with Jake Herrmann to be our Golf Instructor this season. Feedback continues to be very positive and he is quite busy with lessons.

Golf Outing and Banquet Bookings:

-  In June we had one GIMGA Tournament, the Northwest Golf Teams Fundraiser Tournament, a family reunion golf event, and a Nebraska Junior Golf Summit Tournament.
-  We began our Jackrabbit Run Junior Golf League in June and have 50 kids signed up this year which is up from 38 last year.
-  I continue to make a very conscious effort to not book events on both days of a weekend. I feel it is very important that we have ample openings for public golf. A lot of our new clientele have told us they are coming here because they are not able to get a tee-time at another course due to so many events being booked, or that our pricing is better for public golfers.
-  We are looking forward to hosting 5 large tournaments in July including the 46th Annual Mayor's Cup 2-Day Tournament on July 27-28th.

Course and Grounds:

-  We continue to battle weather, specifically rain. We have had over 17 inches of rain here this year so far which is more than the last 3 years combined. We have had multiple days where we have had to only allow walkers, or shot down to golf completely.
-  Bill Bugs are another issue that we are battling this summer. We are spraying specialized chemicals to combat this issue.
-  We sent in samples from our greens and the results were that they are deficient in phosphorous which is a result of all the rain. We have treated them and they look much better now.
-  All the new Tee Consoles, which include new trash cans/ball washers & hole signs, along with the new flags & flag sticks are out on the course.
-  Bunker renovation work continues.
-  The tilapia fish added to both ponds are helping to control moss, duck weed & algae growth. The fountains have been reinstalled into the ponds now that they are in better condition.
-  We continue to work on getting quotes for the ongoing tree removal & planting project due to Pine Wilt Disease.
-  We are in the process of removing memorial benches that have deteriorated beyond where they can safely be used. We are having replacement benches produced that can be made into memorial benches if these families, or other families wish to purchase.



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Our Friends from Heritage Senior Living Community





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Bunker Work Continues





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Just a little more rain...

