Comm of the Whole

A

Village of Bloomingdale
Finance Department
201 S. Bloomingdale Road
Bloomingdale, IL 60108
Tel: 630-893-7000
Fax: 630-893-5136

MEMORANDUM

Date: **February 5, 2019**

To: **Pietro Scalera, Village Administrator**

From: **Gary L. Szott, Finance Director/Treasurer** GLS

Subject: **Golf Course Fund Proposed FY20 Budget and 5-Year Forecast**

Annually and coincident with the annual budget process and in cooperation with golf course management, the Golf Course Fund's (the "Fund") 5-Year Forecast (the "Forecast") is updated for the purpose of assessing the Fund's financial position and ability to sustain operations, service levels and finance anticipated capital improvement projects. The Forecast, and its format, also provides the structure to measure the Fund's short-term fiscal objective to "operate with a net income from operations of $100,000, before depreciation" and long-term fiscal objective to be self-sustaining.

Ultimately, the Forecast can provide a financial framework from which collaborative discussion amongst elected officials, Village staff and the public can evolve which would then provide guidance and direction to develop and refine strategic plans - both operating and capital - to ensure adherence to the Village's Vision and Mission, financial strength and viability, and avoidance of unwelcome financial situations.

The Government Finance Officers Association recommends to regularly engage in long-term financial planning that encompass key elements. These elements are listed below and are incorporated into the Forecast to varying degrees.

A. **Time Horizon** – A plan should look at least five to ten years into the future.
B. **Scope** – A plan should consider all appropriated funds.
C. **Frequency** – A plan should be updated as needed in order to provide direction to the budget process.
D. **Content** – A plan should include an analysis of the financial environment, revenue and expenditure forecast, debt position and other key points.
E. **Visibility** – The public and elected officials should be able to easily learn about the long-term financial prospects of the government and strategies for financial balance.

The Forecast is meant to provide guidance in prioritizing and aligning service objectives

and capital outlays with financial resources, but it is not a final plan. It is a framework from which further discussions can evolve to better assure that desired service levels are attained, capital projects are planned and completed, and financial position remains strong. The Forecast has been developed using the data available, an awareness of the current economy, and assumptions that are based on the knowledge and instincts of staff and the golf course management, as well as historical trends specific to the golf course operations. No obligation or commitment is established by the Forecast and continuous adjustments and improvements are considered a normal part of the "process."

To arrive at the results of this Forecast the following data, assumptions and methodologies were used.

1. **Greens fees** do not change from their current levels and each year the number of "rounds" of golf played and average greens fees per round attains the 5-year historical averages of 32,591 and $25.16, respectively.

2. **Golf cart rental fees** do not change from their current levels, and each year the number of cart rentals and average cart rental fee per round attains the 5-year historical averages of 27,605 and $14.16, respectively.

3. **Operating expenses** will increase 1.00% annually through FY24. The actual average annual increase of operating expenses for the past five years (FY15 through FY19) has been -.52%.

4. **Capital outlay** (equipment replacement and acquisition) occurs as scheduled and expected and cash financing is used.

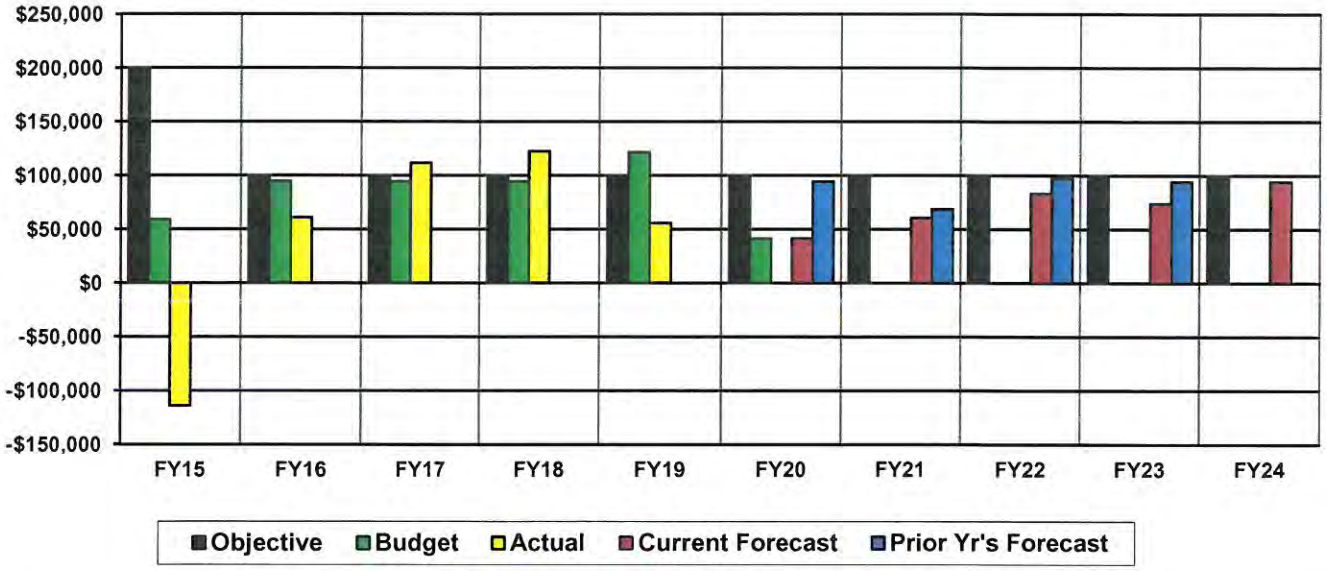
The preliminary FY19 End-of-Year projection indicates that the Fund will attain an operating income of $55,900, before depreciation and the proposed FY20 Budget indicates the Fund will attain an operating income of $41,470, before depreciation. Included in these measurement points are three significant maintenance projects - the clubhouse veranda stairway replacement ($31,600, FY19), timber bridge repairs ($50,000, FY20) and sealcoating of the parking lot ($20,000, FY20). While these projects were or are necessary and required, absent these projects the Fund has been, or is projected to be, able to attain its short-term fiscal objective.

This projected and budgeted financial performance is encouraging as it reflects an improving economy, the golf industry's adjustment to customer preferences, the return of a greater interest in golf, and an ever-present consciousness to control operating costs.

February 5, 2019
Pietro Scalera, Village Administrator
Golf Course Fund Preliminary FY20 Budget and 5-Year Forecast

The graph below reflects the previous five fiscal years (FY15 through FY19) as well as the next five fiscal years (FY20 through FY24). Given the assumptions stated previously and two future, significant maintenance projects totaling $60,000 (parking lot sealcoating ($20,000) and clubhouse exterior painting ($40,000)), the Fund is projected to achieve an average annual net income, before depreciation, of $64,910 during the period FY20 through FY24.

Bloomingdale Golf Club
Actual and Forecasted Financial Performance from Operations



Another measure of the Fund's fiscal health is the ability to maintain an operating reserve level of 25% of operating expenses. Operating reserves provide for the delivery of ongoing services, short-term cash flow disparities, unbudgeted and unexpected system repairs or equipment replacements and other unforeseen events. This target is projected to be attained through FY21 and then slowly decline to 18% in FY24. As a result, certain projects may need to be pursued using an alternative to cash financing. Additionally, if an unforeseen need arises such as significant building maintenance or the when golf carts need to be replaced, debt financing or other financing support may be necessary.

Recommendation: Staff and golf course management must continue to be cognizant of developing additional rounds of golf and cart rentals and controlling expenses while maintaining the condition of the course. Continued close scrutiny and control of operating expenses is required and continued marketing of the golf course must be pursued.

Village of Bloomingdale
Fiscal Year 2019/20 Budget
Golf Course Fund (45)
Revenue Summary

45-00-000-0000 Account	Line Item Description	FY16 Actual	FY17 Actual	FY18 Actual	FY19 Budget	FY19 EOY Projected	FY20 Budget
Investment Income							
48010	Interest Income	$4,240	$5,136	$10,850	$8,000	$14,135	$10,000
	Total Investment Income	**$4,240**	**$5,136**	**$10,850**	**$8,000**	**$14,135**	**$10,000**
Charges for Services							
49201	Green Fees	$810,445	$792,909	$781,092	$822,000	$766,950	$802,750
49202	Cart Rental Fees	$392,812	$396,013	$395,129	$400,500	$379,250	$392,050
49204	Golf Club Rental Fees	$3,040	$2,840	$3,505	$3,100	$2,650	$3,050
49205	CDGA Fees	$295	$315	$330	$405	$650	$900
49206	Practice Range Fees	$30,480	$29,611	$31,431	$30,800	$25,445	$30,100
49207	Incentive Card Fees	$1,795	$1,680	$1,360	$2,000	$1,535	$1,700
50031	Facility Rental Fees	$124,882	$129,369	$134,184	$139,190	$139,190	$144,395
50047	GC Contract Reimbursements	$30,492	$31,672	$30,971	$29,170	$27,910	$28,685
	Total Charges for Services	**$1,394,241**	**$1,384,409**	**$1,378,002**	**$1,427,165**	**$1,343,580**	**$1,403,630**
Other Revenues							
50071	Contributions	$8,637	$549	$0	$0	$0	$0
50990	Miscellaneous	$9,943	$12,129	$7,518	$4,825	$11,945	$5,830
	Total Other Revenues	**$18,580**	**$12,678**	**$7,518**	**$4,825**	**$11,945**	**$5,830**
	Total Operating Revenues	**$1,417,061**	**$1,402,223**	**$1,396,370**	**$1,439,990**	**$1,369,660**	**$1,419,460**
Other Financing Sources							
50010	Sale of Assets	$75,800	($20,262)	($11,969)	$0	$0	$0
59020	Bond Proceeds/Advances	($33,858)	($33,858)	($33,858)	($33,860)	($33,860)	($33,860)
	Total Other Financing Sources	**$41,942**	**($54,120)**	**($45,827)**	**($33,860)**	**($33,860)**	**($33,860)**
Total Inflows		**$1,459,003**	**$1,348,103**	**$1,350,543**	**$1,406,130**	**$1,335,800**	**$1,385,600**

Village of Bloomingdale

2/4/2019

Fiscal Year 2019/20 Budget
Golf Course Operations Fund (45)
Expense Summary

Golf Course Operations
45-05-000-0000

Account	Line Item Description	FY16 Actual	FY17 Actual	FY18 Actual	FY19 Budget	FY19 EOY Projected	FY20 Budget
Purchased Services							
61001	Attorney & Counsel	$4,043	$0	$0	$0	$0	$4,000
61009	Banking Services	$14,845	$14,810	$14,119	$15,200	$13,360	$14,400
61010	Audit Services	$1,313	$1,295	$1,620	$1,365	$1,290	$1,100
61011	Consulting Services	$0	$0	$0	$0	$0	$0
61012	Professional Services	$8,823	$9,264	$10,192	$10,215	$20,870	$11,975
61013	Management Services	$841,129	$841,129	$841,129	$841,130	$841,130	$841,130
61014	Promotion & Public Relations	$71,925	$68,337	$67,778	$65,765	$60,245	$72,205
61015	Liability Insurance	$27,361	$29,435	$23,902	$28,275	$22,980	$26,340
61023	Notices, Filings & Recordings	$0	$0	$0	$75	$0	$50
61024	Leasing & Rental	$11,308	$10,470	$12,137	$12,575	$10,510	$13,275
61025	Internet Services	$4,462	$2,853	$2,877	$3,000	$2,760	$3,100
	Sub-Total	**$985,209**	**$977,593**	**$973,754**	**$977,600**	**$973,145**	**$987,575**
Training & Education							
63001	Conferences & Seminars	$519	$0	$125	$200	$125	$220
63003	Membership Dues & Fees	$1,910	$1,085	$1,300	$2,220	$1,240	$760
	Sub-Total	**$2,429**	**$1,085**	**$1,425**	**$2,420**	**$1,365**	**$980**
Maintenance							
64110	Bldgs & Grnds	$15,068	$32,094	$13,739	$42,000	$39,075	$82,500
64112	Sidewalks	$0	$0	$0	$0	$0	$0
64117	Vehicle	$435	$2,041	$95	$500	$1,910	$400
64119	Equipment	$87,532	$41,480	$56,632	$58,255	$53,110	$61,105
64123	Tree Trimming & Removal	$3,584	$0	$16,864	$10,000	$10,000	$10,000
64210	Buildings & Grounds-In-House	$0	$0	$0	$0	$0	$0
64217	Vehicle-In-House	$0	$0	$0	$0	$0	$0
64219	Equipment-In-House	$0	$0	$0	$0	$0	$0
	Sub-Total	**$106,619**	**$75,615**	**$87,330**	**$110,755**	**$104,095**	**$154,005**
Commodities							
66001	Office Supplies	$3	$8	$0	$25	$0	$0
66002	Printed Supplies	$3,001	$2,690	$1,098	$2,220	$2,370	$3,005
66004	Operating Materials	$22,644	$19,571	$21,434	$18,650	$13,485	$20,135
66005	Operating Equipment	$4,340	$2,919	$473	$15,500	$14,750	$10,950
66007	Uniforms	$1,517	$0	$0	$0	$0	$0
66011	Trees & Plantings	$5,957	$2,218	$3,422	$6,300	$6,300	$6,300
66501	Electricity	$59,485	$64,989	$65,233	$61,370	$57,400	$59,500
66502	Natural Gas	$8,786	$10,589	$10,972	$10,700	$11,180	$11,000
66503	Vehicle Fuel	$11,203	$8,962	$9,249	$9,640	$10,865	$10,150
66504	Water	$6,930	$7,318	$7,452	$8,300	$7,745	$7,975
66506	Sewer	$807	$673	$807	$820	$780	$785
66507	Telephones-Land Based	$6,698	$7,230	$6,968	$6,800	$6,800	$6,800
66509	Chemicals	$36,566	$41,114	$36,577	$35,000	$37,900	$45,000
66511	Asphalt	$0	$0	$0	$0	$0	$0
66513	Oil, Lubricants & Fluids	$2,432	$3,687	$2,950	$2,500	$2,500	$3,000
	Sub-Total	**$170,369**	**$171,968**	**$166,635**	**$177,825**	**$172,075**	**$184,600**

Village of Bloomingdale
Fiscal Year 2019/20 Budget
Golf Course Operations Fund (45)
Expense Summary

Golf Course Operations
45-05-000-0000

Account	Line Item Description	FY16 Actual	FY17 Actual	FY18 Actual	FY19 Budget	FY19 EOY Projected	FY20 Budget
Other Charges							
71300	Administrative Services	$50,000	$40,000	$40,000	$37,000	$37,000	$35,000
	Sub-Total	**$50,000**	**$40,000**	**$40,000**	**$37,000**	**$37,000**	**$35,000**
	Total Operating Expenses	**$1,314,626**	**$1,266,261**	**$1,269,144**	**$1,305,600**	**$1,287,680**	**$1,362,160**
Capital Outlays							
69101	Equipment	$397,380	$42,491	$0	$27,500	$27,000	$64,000
69104	Buildings & Grounds Improvem	$0	$26,768	$28,274	$104,100	$84,975	$5,000
	Sub-Total	**$397,380**	**$69,259**	**$28,274**	**$131,600**	**$111,975**	**$69,000**
	Total Capital Outlays	**$397,380**	**$69,259**	**$28,274**	**$131,600**	**$111,975**	**$69,000**
Total		**$1,712,006**	**$1,335,520**	**$1,297,418**	**$1,437,200**	**$1,399,655**	**$1,431,160**

BLOOMINGDALE GOLF CLUB
GOLF COURSE OPERATIONS FUND
5 YEAR FORECAST
Statement of Revenues, Expenses and Available Balances

		[A] (audited) FYE 4/30/2018	[B] (budget) FYE 4/30/2019	[C] (EOY FYE 4/30/2019	[E] (budget) FYE 4/30/2020	[F] (forecast) FYE 4/30/2021	[G] (forecast) FYE 4/30/2022	[H] (forecast) FYE 4/30/2023	[I] (forecast) FYE 4/30/2024	SOURCE, COMMENTS or ASSUMPTION
	OPERATING REVENUES									
1	Greens Fees	781,092	822,000	766,950	802,750	791,000	786,000	785,000	784,000	5 yr ave rate/round * ave # of rounds
2	Cart Rental Fees	395,129	400,500	379,250	392,050	400,000	395,000	394,000	394,000	5 yr ave rate/round * ave # of rentals
3	Golf Club Rental Fees	3,505	3,100	2,650	3,050	3,000	3,000	3,000	2,900	5 yr average
4	CDGA Fees	330	405	650	900	500	500	600	600	5 yr average
5	Practice Range Fees	31,431	30,800	25,445	30,100	29,400	29,200	29,100	28,600	5 yr average
6	Incentive Card Fees	1,360	2,000	1,535	1,700	1,600	1,600	1,600	1,600	5 yr average
7	Facility Rental Fees	134,184	139,190	139,190	144,395	149,900	155,600	161,500	167,600	Pro Shop and Banquet facilities
8	Contract Reimbursements	30,971	29,170	27,910	28,685	29,900	29,800	29,500	29,200	5 yr average
9	TL Operating Revenues	1,378,002	1,427,165	1,343,580	1,403,630	1,405,300	1,400,700	1,404,300	1,408,500	
	OPERATING EXPENSES									
10	Purchased Services	960,052	977,600	973,145	987,575	997,500	1,007,500	1,017,600	1,027,800	5 yr average < 1.00%
11	Training & Education	1,425	2,420	1,365	980	990	1,000	1,010	1,020	5 yr average < 1.00%
12	Maintenance	87,330	110,755	104,095	154,005	124,800	85,600	86,500	87,400	5 yr average < 1.00%
13	Commodities	166,635	177,825	172,075	184,600	186,400	188,300	190,200	192,100	5 yr average < 1.00%
14	Other Charges	40,000	37,000	37,000	35,000	35,000	35,000	35,000	35,000	
15	TL Operating Expenses	1,255,442	1,305,600	1,287,680	1,362,160	1,344,690	1,317,400	1,330,310	1,343,320	
16	**OPERATING INCOME BEFORE DEPRECIATION**	**122,560**	**121,565**	**55,900**	**41,470**	**60,610**	**83,300**	**73,990**	**65,180**	← FISCAL POLICY OBJECTIVE $100,000
17	Depreciation	259,004	0	260,000	0	260,000	260,000	260,000	260,000	Non-cash expense
18	**OPERATING INCOME/(LOSS) AFTER DEPRECIATION**	(136,444)	121,565	(204,100)	41,470	(199,390)	(176,700)	(186,010)	(194,820)	
	NON-OPERATING REVENUE/(EXPENSE)									
19	Interest Income	10,850	8,000	14,135	10,000	10,600	9,400	8,300	7,300	5 yr ave = .66%; FY21-FY24 @ 2.50%
20	Sale/Disposal of Assets	(11,969)	0	0	0	0	250	250	250	Various equipment disposals/sales
21	Other Income/(Expense)	7,518	4,825	11,945	5,830	11,300	9,800	9,300	9,600	5 Yr ave - Misc & IRMA surplus
22	TL Non-Operating Rev/(Exp)	6,399	12,825	26,080	15,830	21,900	19,450	17,850	17,150	
23	**NET INCOME/(LOSS) BEFORE TRANSFERS & CAPITAL OUTLAY**	(130,045)	134,390	(178,020)	57,300	(177,490)	(157,250)	(168,160)	(177,670)	
24	Capital Outlay -									
25	Equipment	0	27,500	27,000	64,000	87,500	43,855	90,000	55,000	FY21-FY24 - See Listing of CIP Projects
26	Buildings Improvements	28,274	104,100	84,975	5,000	5,000	5,000	5,000	5,000	FY21-FY24 - See Listing of CIP Projects
27	Grounds Improvements	0	0	0	0	10,000	52,500	10,000	10,000	FY21-FY24 - See Listing of CIP Projects
28	Vehicles	0	0	0	0	0	0	0	0	FY21-FY24 - See Listing of CIP Projects
29	Total Capital Outlay	28,274	131,600	111,975	69,000	102,500	101,355	105,000	70,000	
30	**NET CHANGE from OPERATIONS, CAPITAL OUTLAY & TRANSFERS**	(158,319)	2,790	(289,995)	(11,700)	(279,990)	(258,605)	(273,160)	(247,670)	

BLOOMINGDALE GOLF CLUB
GOLF COURSE OPERATIONS FUND
5 YEAR FORECAST
Summary of Cash Position

		[A] (audited) FYE 4/30/2018	[B] (budget) FYE 4/30/2019	[C] (EOY FYE 4/30/2019	[E] (budget) FYE 4/30/2020	[F] (forecast) FYE 4/30/2021	[G] (forecast) FYE 4/30/2022	[H] (forecast) FYE 4/30/2023	[I] (forecast) FYE 4/30/2024	SOURCE, COMMENTS or ASSUMPTION
	SUMMARY OF CASH POSITION -									
1	Net Change from Operations, Capital Outlay & Transfers	(158,319)	2,790	(289,995)	(11,700)	(279,990)	(258,605)	(273,160)	(247,670)	Annual Net Change - row 30
2	Add: Depreciation Expense	259,004	0	260,000	0	260,000	260,000	260,000	260,000	Non-cash expense
3	Clubhouse roof financing, net	(33,860)	(33,860)	(33,860)	(33,860)	(33,860)	(33,860)	(33,860)	(33,860)	Repay roof loan through FY25
4	Change in Cash & Investments	66,825	(31,070)	(63,855)	(45,560)	(53,850)	(32,465)	(47,020)	(21,530)	Net cash flow
5	**Total Cash & Investments - Beginning**	445,172	511,997	511,997	448,142	402,582	348,732	316,267	269,247	
6	**Total Cash & Investments - Ending**	**511,997**	**480,927**	**448,142**	**402,582**	**348,732**	**316,267**	**269,247**	**247,717**	
	Allocation of Ending Cash & Investments	25%	25%	25%	25%	25%	24%	20%	18%	Operating Reserve %
7	Operating Reserves	314,000	326,000	322,000	341,000	336,000	316,267	269,247	247,717	Target = 25% of Operating Expenses
8	Cash Over/(Under) Op Reserves & Capital	197,997	154,927	126,142	61,582	12,732	0	0	0	After reserves & scheduled capital
9	**Total Cash & Investments - Ending**	**511,997**	**480,927**	**448,142**	**402,582**	**348,732**	**316,267**	**269,247**	**247,717**	

Village of Bloomingdale

Listing of CIP by a Single Department by Category

Project #			Prior Yrs Actual	FY20 Budget	FY21 Projected	FY22 Projected	FY23 Projected	FY24 Projected	Total
Department	**Golf Course**								
Categor	**Vehicle - Replacement**								
218	2007 Ford F-250 Pick-up Truck		$0	$0	$0	$0	$0	$0	$0
Total Vehicle - Replacement		**1**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**
Categor	**Equipment - Replacement**								
345	Greensair Aerifier		$0	$23,000	$0	$0	$0	$0	$23,000
346	Intermediate Mower		$0	$0	$35,000	$0	$0	$0	$35,000
216	Veranda and Grill Room Furniture		$0	$0	$20,000	$0	$0	$0	$20,000
207	Fieldworks Topdresser		$0	$0	$15,000	$0	$0	$0	$15,000
213	Multi-Pro Turf Sprayer		$0	$0	$0	$35,000	$0	$0	$35,000
214	GPS Irrigation System Computer		$0	$0	$0	$8,855	$0	$0	$8,855
245	Fairway Mower - two (2)		$0	$0	$0	$0	$55,000	$0	$55,000
251	Hybrid Diesel Mower - two (2)		$0	$0	$0	$0	$35,000	$35,000	$70,000
344	Jacobsen Lawnmower (2)		$0	$0	$0	$0	$0	$20,000	$20,000
212	Landall All Flex Mower		$0	$0	$0	$0	$0	$0	$0
337	JD Gator Utility Cart		$0	$0	$0	$0	$0	$0	$0
209	New Holland Skid Steer Loader		$0	$0	$0	$0	$0	$0	$0
204	Bernard Bedknife Grinder		$0	$0	$0	$0	$0	$0	$0
203	Bernard Dualspin Grinder		$0	$0	$0	$0	$0	$0	$0
202	Ford Tractor		$0	$0	$0	$0	$0	$0	$0
211	Pond Aerator		$0	$0	$0	$0	$0	$0	$0
246	Lake Street Monument Identification Sign		$0	$0	$0	$0	$0	$0	$0
436	Practice Range Equipment		$0	$0	$0	$0	$0	$0	$0
347	Wireless Microphone and Audio System		$0	$0	$0	$0	$0	$0	$0
327	Sandtrap Rake Utility Vehicle		$0	$0	$0	$0	$0	$0	$0
330	Ryan Grounds Aerator		$0	$0	$0	$0	$0	$0	$0
256	JD Turf Gator Utility Carts - four (4)		$0	$0	$0	$0	$0	$0	$0
335	JD Turf Gator Utility Carts - three (3)		$0	$0	$0	$0	$0	$0	$0
242	New Holland Front End Loaders with Implement		$0	$0	$0	$0	$0	$0	$0
Total Equipment - Replacement		**24**	**$0**	**$23,000**	**$70,000**	**$43,855**	**$90,000**	**$55,000**	**$281,855**

Village of Bloomingdale

Listing of CIP by a Single Department by Category

Project #		Prior Yrs Actual	FY20 Budget	FY21 Projected	FY22 Projected	FY23 Projected	FY24 Projected	Total
Department	**Golf Course**							
Categor	**Equipment - New**							
538 Riding Green Mower		$0	$41,000	$0	$0	$0	$0	$41,000
219 Chemical Recycling System		$0	$0	$17,500	$0	$0	$0	$17,500
Total Equipment - New	**2**	**$0**	**$41,000**	**$17,500**	**$0**	**$0**	**$0**	**$58,500**
Categor	**Golf Course**							
480 Golf Course Bridgework Repair		$0	$50,000	$0	$0	$0	$0	$50,000
487 Sealcoat Golf Course Driveways and Parking Areas		$0	$20,000	$0	$0	$0	$0	$20,000
263 Various, Miscellaneous, As-Needed GC Projects		$0	$5,000	$5,000	$5,000	$5,000	$5,000	$25,000
508 Club House Exterior Painting		$0	$0	$40,000	$0	$0	$0	$40,000
217 Various Course Improvements		$0	$0	$10,000	$10,000	$10,000	$10,000	$40,000
481 Golf Course Mtc Bldg Roof Replacement		$0	$0	$0	$42,500	$0	$0	$42,500
222 Bunker & Pond Improvements		$0	$0	$0	$0	$0	$0	$0
Total Golf Course	**7**	**$0**	**$75,000**	**$55,000**	**$57,500**	**$15,000**	**$15,000**	**$217,500**
Total Golf Course	**34**	**$0**	**$139,000**	**$142,500**	**$101,355**	**$105,000**	**$70,000**	**$557,855**

February 4, 2019

Village of Bloomingdale Golf Report for Fiscal 2018/2019

Included in this handout are the following:

- Overview of Revenue and Rounds for the last two years and a 5-year average along with outing information and misc. notes
- Revenue comparison spreadsheet
- Rounds comparison graphs and figures for the last 5 fiscal periods
- Rate Sheets for 2019

GOLF REVENUE and ROUNDS - Through January 2019

Please Note: These figures do not take into account the following:
* Facility Rental
* Contract Reimbursements

Aditionally: The revenue/round revenue incorporates ALL golf revenue sources.

Revenues

	2018-2019	2017-2018	2016/2017	5 Year average
Through January				
Golf	$1,051,330	$1,121,232	$1,092,125	$1,086,482
Gift Cards	$20,125	$21,893	$20,528	$20,697
Fiscal Period	FORECASTED	Actual	Actual	Actual
Golf	$1,159,400	$1,213,361	$1,220,876	$1,203,895
Gift Cards	$21,825	$23,221	$22,649	$22,994
Revenue/round	$38.32	$38.39	$37.58	$38.33

Rounds

	2018-2019	2017-2018	2016/2017	5 Year average
Through January	27,891	29,800	29,349	29,202
Golf now rounds	**1662**	**1786**	**1,690**	1555
	FORECASTED	Actual	Actual	Actual
Fiscal Period	30,256	31,604	32,487	31,412
Golf now rounds	**1862**	**1997**	**1903**	1770

Comments: NOTE: Comparisons are made to last fiscal year. **OVERALL: Revenue down $69K and Rounds down 1900. YTD**

May	Nice start to fiscal year. Revenue up $5K, Rounds up 160. 9 days influenced by weather. 5 of these days were full rainouts, Lost 2 Sunday Perm days and 2 Monday league days. This accounted for 375 rounds alone.
June	Weather a BIG factor. Revenue down $27K, Rounds down 450. 6 days affected by rain/firework. 2 of these days Course completely closed due to rain. 3 outings re-scheduled, lost 1 perm Sunday, lost Saturday PM due to Firework set-up.
July	Usually a weak month. Revenue down $12K, Rounds down 180. Firework show accounted for lost revenue on 1st-3rd and the morning of 7/4. Nowhere near the 9 hole play we had in 2017. Had weak numbers on a few of the outing this month. One rain affected day.
August	Revenue up $7K with rounds down 200. Had more Weekend play that explains this. Rain affected 2 days of play, losing 1 Monday league day and 1 day of morning play.
September	Revenue down $18K, Rounds down 300. Had 4 days affected by Rain. Lost significant play over holiday weekend.
October	Revenue down $3K, Rounds down 125. Weather a BIG Factor with play. No Indian Summer, and play started to greatly diminish after 10/14.
November	Revenue Down $11K, Rounds down 470. Weather no good! Play stopped after 11/8.
December	Revenue Down $9K, Rounds down 375. NO PLAY IN DECEMBER.
January	Revenue Down $2K. No deposits for outing received.

***Community Card Program**

144 Community Cards sold this past **calendar year**. 123 residents, 21 non-residents.

505 rounds played by card holders calendar year: 227 -18 hole. 278 - 9 holes

Note: Number of sales about the same as last calendar year, but use decreased about 65 rounds

Communities included: Bloomingdale, Medinah, Roselle, Itasca and Addison

Outings Hosted **(groups larger than 24)**

	2018/2019 - 92	2017/2018 -94	2016/2017 - 98	2015/2016 - 95
Weekend Rounds:	**3330**	**3453**	**3550**	**3530**
Weekday Rounds:	**4320**	**4621**	**4309**	**4139**
Total Outing RDS	**7650**	8074	7859	7669

Outings day each Month

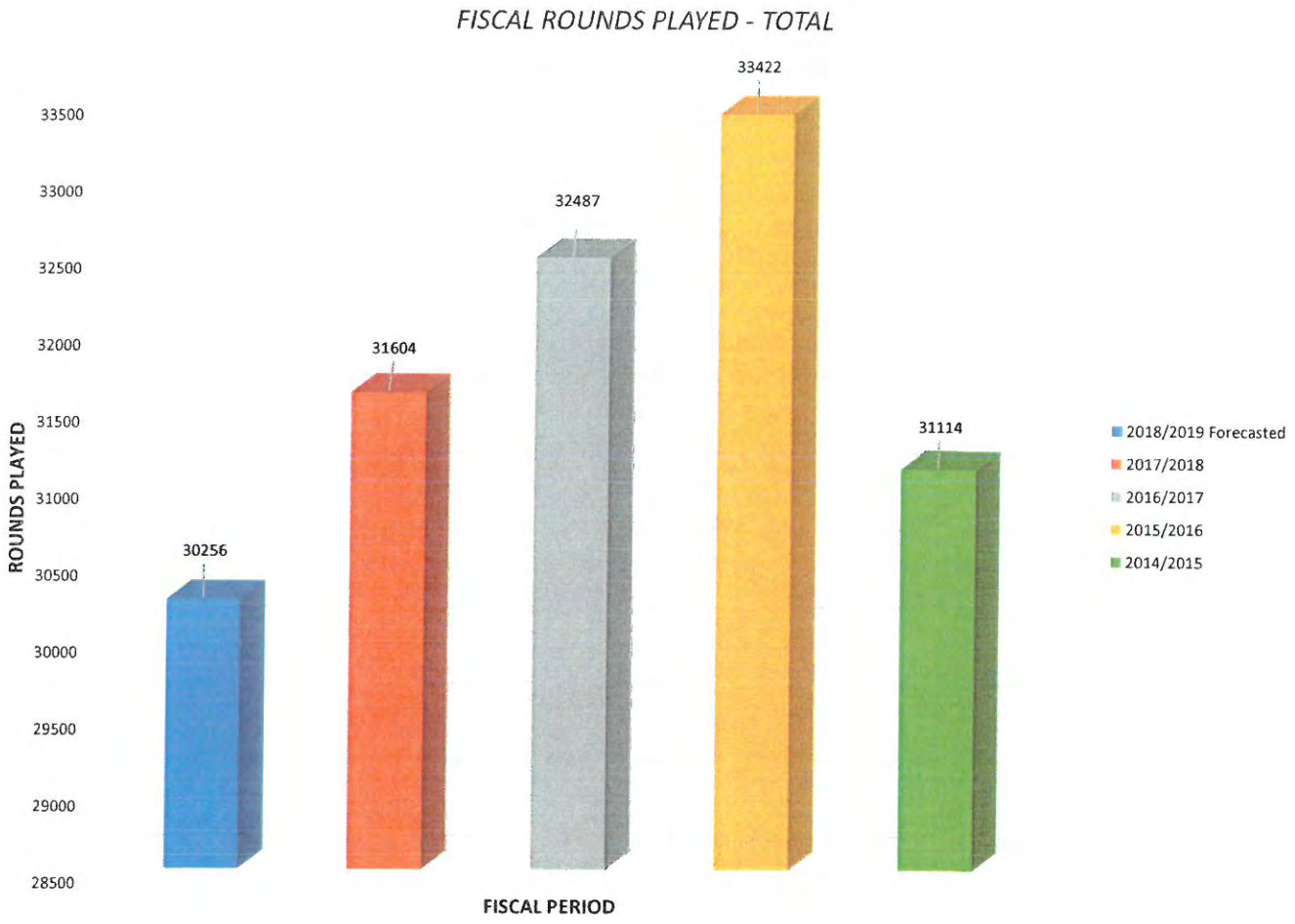
May - 7 of 31 days, June - 17 out of 30 days, July - 14 out of 31 days, August - 30 out of 31 days, Sept. - 21 out of 30 days, Oct. - 3 out of 31 days.

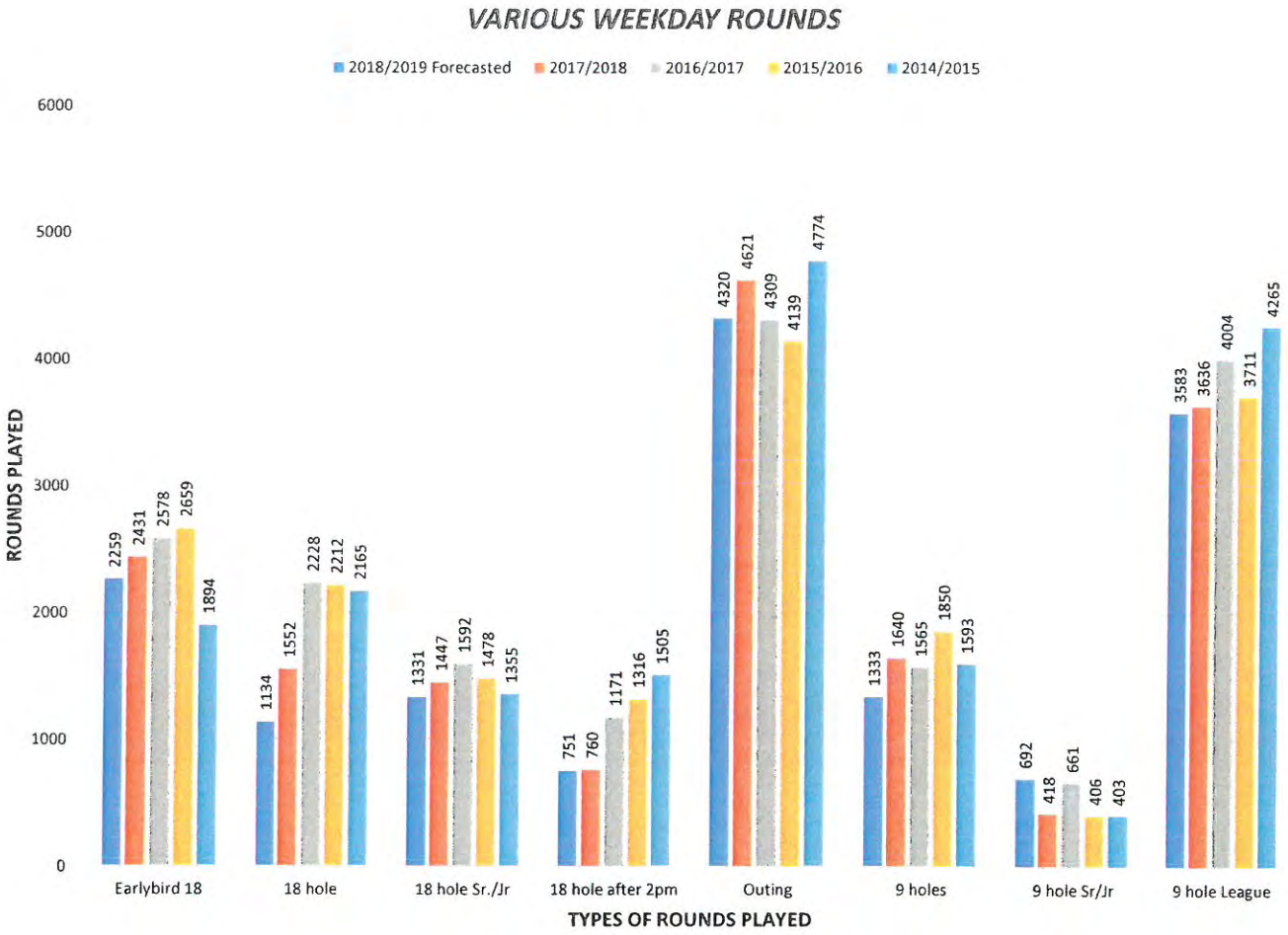
MISC TOPICS:

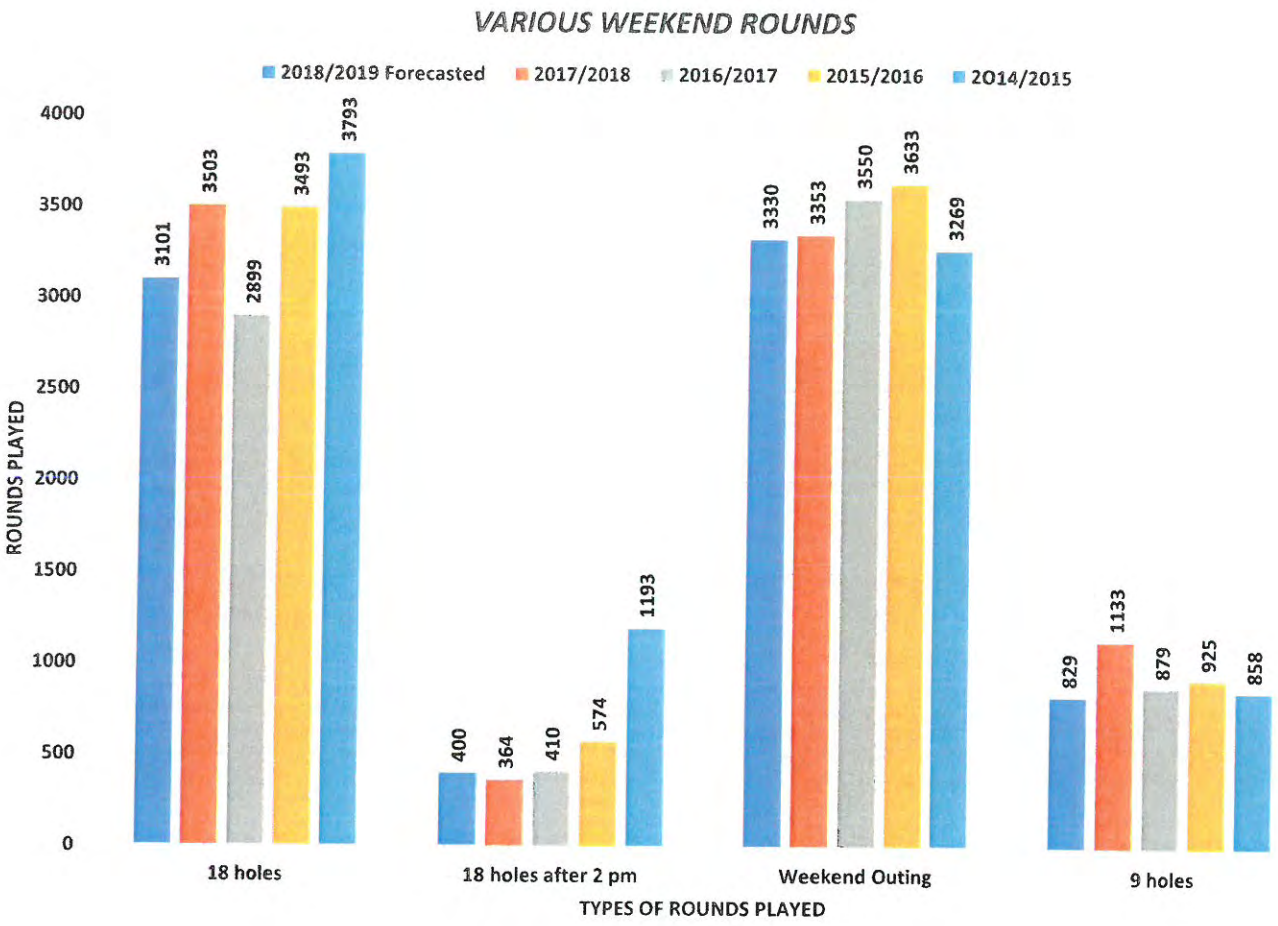
Pricing for 2019: Pricing will remain the same for the 2019 season.

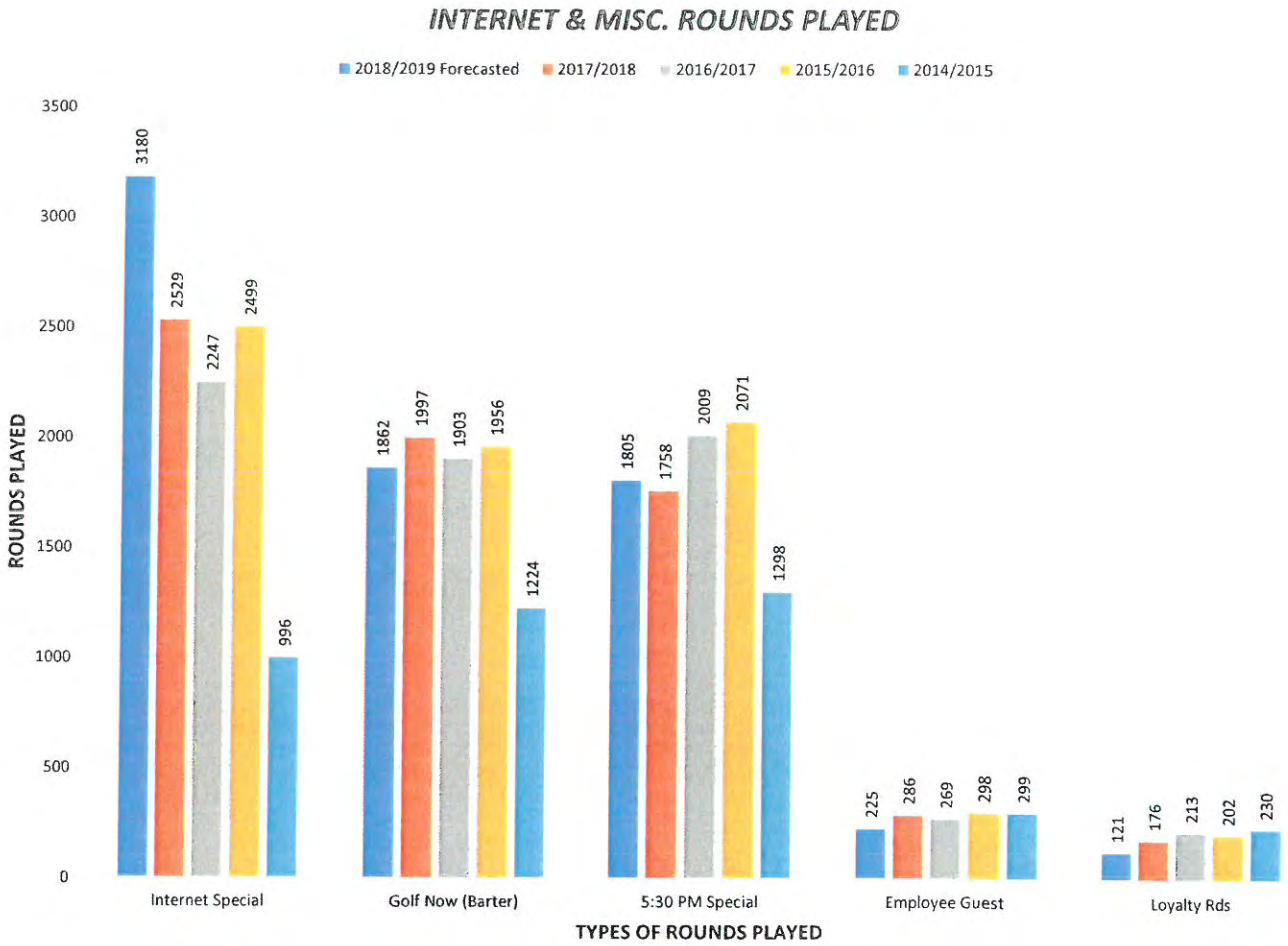
Promotions: *Community card program remains to be stagnet . Working to push this program with the pariticapting communities this spring.
*This Year we participate in the YOUTH on COURSE Program promoted through the CDGA. We had 147 rounds of junior golf through this program.
* We will be hosting for the 2nd year, our Bloomingdale Junior Tournament and Bloomingdale Cup. Anticipate this to grow.

Course Improvements: We will be replacing our driving range mats and sign.


FISCAL ROUNDS PLAYED - TOTAL
33422
32487
31604
31114
30256
33500
33000
32500
32000
31500
31000
30500
30000
29500
29000
28500
ROUNDS PLAYED
FISCAL PERIOD
2018/2019 Forecasted
2017/2018
2016/2017
2015/2016
2014/2015


VARIOUS WEEKDAY ROUNDS
2018/2019 Forecasted
2017/2018
2016/2017
2015/2016
2014/2015
ROUNDS PLAYED
6000
5000
4000
3000
2000
1000
0
2259
2431
2578
2659
1894
1134
1552
2228
2212
2165
1331
1447
1592
1478
1355
751
760
1171
1316
1505
4320
4621
4309
4139
4774
1333
1640
1565
1850
1593
692
418
661
406
403
3583
3636
4004
3711
4265
Earlybird 18
18 hole
18 hole Sr./Jr
18 hole after 2pm
Outing
9 holes
9 hole Sr/Jr
9 hole League
TYPES OF ROUNDS PLAYED


VARIOUS WEEKEND ROUNDS
2018/2019 Forecasted
2017/2018
2016/2017
2015/2016
2014/2015
ROUNDS PLAYED
4000
3500
3000
2500
2000
1500
1000
500
0
3101
3503
2899
3493
3793
400
364
410
574
1193
3330
3353
3550
3633
3269
829
1133
879
925
858
18 holes
18 holes after 2 pm
Weekend Outing
9 holes
TYPES OF ROUNDS PLAYED


INTERNET & MISC. ROUNDS PLAYED
2018/2019 Forecasted
2017/2018
2016/2017
2015/2016
2014/2015
ROUNDS PLAYED
3500
3000
2500
2000
1500
1000
500
0
3180
2529
2247
2499
996
1862
1997
1903
1956
1224
1805
1758
2009
2071
1298
225
286
269
298
299
121
176
213
202
230
Internet Special
Golf Now (Barter)
5:30 PM Special
Employee Guest
Loyalty Rds
TYPES OF ROUNDS PLAYED

FISCAL YEAR ROUND COMPARISON

2018/2019	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	JAN.19	FEB.19	MAR19	APRIL19	TOTAL	Same Period last yr.	2017/2018	2016/2017	2015/2016	2014/15
Weekday Community	1	2	5	4	2							10	24	28	28	24	57	154
Weekday Daily	52	60	79	25	315	115	12					250	908	991	991	1302	1216	1871
Weekday Sr/Jr Community	24	6	9	2	14	23	3					20	101	138	138	139	117	182
Weekday Sr/Jr Daily	266	82	177	82	199	252	22					150	1230	1309	1309	1453	1361	1173
Weekday Earlybird 18	328	372	485	283	291	224	7					200	2190	2348	2348	2578	2659	1894
Weekday 9 Community	32	30	31	24	13	15						10	155	126	126	110	74	195
Weekday 9 Daily	188	184	217	157	183	92	16					150	1187	1312	1312	1121	1397	1385
Weekday 9 Sr/Jr Community	15	14	7	6	9	14						15	80	73	73	96	102	146
Weekday 9 Sr/Jr Daily	48	60	105	49	105	188	7					50	612	345	345	565	304	257
Weekday Pre-Shotgun Spec.												0	0	83	83	80	45	78
Weekday 18 after 2pm Comm	3	3	7	0	3							5	21	34	34	38	54	90
Weekday 18 after 2pm Daily	78	92	31	72	90	204	13					150	730	726	726	1133	1026	1415
Pre-Spring Special Rate 18											150	0	150	4	4	719	443	0
Pre-Spring Special Rate 9											50	0	50	0	0	232	210	0
Pre-Spring Special Twilight												0	0	0	0	0	236	0
Late Fall Special Rate 18							52					0	52	529	529	183	451	62
Late Fall Special Rate 9							10					0	10	202	202	22	169	13
Weekday League	504	889	870	783	267							270	3583	3636	3636	4004	3711	4265
Weekday Outing	243	1085	548	1487	854	94	9					0	4320	4621	4621	4309	4139	4774
Weekend Community	19	23	5	13	6							5	71	71	71	61	223	261
Weekend Daily	488	485	349	401	292							100	2115	2402	2402	1868	2232	2290
Weekend 9 Community	4	8	9	6	3							5	35	46	46	76	48	87
Weekend 9 Daily	58	84	174	92	78							20	506	664	664	468	756	728
Weekend League												0	0	177	177			
Weekend Earlybird 9 Comm	1	3	1	0								5	10	8	8	28	23	6
Weekend Earlybird 9 Daily	39	79	55	58	27							20	278	238	238	307	98	37
Weekend Perm Resident	64	49	69	73	38							30	323	418	418	273	336	390
Weekend Perm Non-Resident	76	110	125	136	65							80	592	612	612	697	702	852
Weekend 18 after 2pm Comm	3	6	7	6								5	27	15	15	41	62	108
Weekend 18 after 2pm Daily	37	80	75	96	55							30	373	349	349	369	512	1085
Weekend Outing	302	389	569	971	879	220						0	3330	3353	3353	3550	3633	3269
Employee Guest	45	30	44	45	26	22	3					10	225	286	286	269	298	299
5:30 PM Special	323	408	514	363	160	12						25	1805	1758	1758	2009	2071	1298
Loyalty Progam Rounds	1	1	6	12	54	43	4					0	121	176	176	213	202	230
Internet Special	658	473	475	335	406	399	84					350	3180	2529	2529	2247	2499	996
Golf Now (Barter Rounds)	259	273	298	290	251	226	65					200	1862	1997	1997	1903	1956	1224
TOTAL	4159	5380	5346	5871	4685	2143	307	0	0	0	200	2165	30256	31604	31604	32487	33422	31114

Fiscal Years' Comparison of Golf Revenues

2018/2019	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN 2019	FEB 2019	MARCH 2019	APRIL 2019	TOTAL	Fiscal Period to date
GREEN FEES	94,461	121,466	126,671	152,599	122,820	34,007	4,122	10		1,800	15,000	44,000	716,956	TOTAL GOLF REVENUE
CART	46,757	63,725	61,815	75,622	61,826	17,564	2,288	0		300	10,000	19,000	358,897	$748,988
Green Fee Gnow	5,165	5,204	6,132	6,746	5,384	3,636	344	0			900	2,200	35,711	
Cart Fee Gnow	3,207	3,544	3,815	4,085	2,835	2,251	169	0			600	1,500	22,006	
PERM FEE	0	0	0	0									0	TOTAL CART FEE REVENUE
DEPOSITS (GF)	1,250	-1,000	-200	-2,982	-2,900		-1,300	0		500	1,500	1,500	-3,632	$380,903
MISC (GF)	0	18	0	0	-4,565	0	0	0		200	2,800	1,500	-47	
CLUB RENTAL	515	560	375	495	575	85	20	0			20	100	2,745	
CDGA REVENUE	375	125	0	0	0	0	0	0			300	200	1,000	
DRIVING RANGE	4,049	4,918	4,161	4,262	3,154	1,009	61	0			150	4,000	25,764	
GOLF TOTAL	155,779	198,560	202,769	240,827	189,129	58,552	5,704	10	0	2,800	31,270	74,000	1,159,400	
GIFT CERT.	4,076	4,078	1,666	3,853	2,185	589	1,100	2,578		500	200	1,000	21,825	
MERCH	9,857	12,964	30,331	14,802	13,225	10,463	821	983					93,446	
OVERALL TOTAL	169,712	215,602	234,766	259,482	204,539	69,604	7,625	3,571	0	3,300	31,470	75,000	1,274,671	

5 year Average	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN	FEB	MARCH	APRIL	TOTAL	
GREEN FEES	96,344	135,769	138,901	147,108	114,119	41,376	11,805	2,901	16	3,574	19,200	48,301	759,416	TOTAL GOLF REVENUE
CART	44,615	65,337	65,859	72,529	56,764	21,491	6,490	1,270	0	1,084	4,796	20,154	360,390	$791,001
Green Fee Gnow	3,970	3,809	4,485	4,911	4,988	3,313	1,619	304	0	0	765	2,918	31,082	
Cart Fee Gnow	2,305	2,132	2,590	2,771	2,749	2,204	1,022	169	0	0	434	1,761	18,137	
PERM FEE	0	-90	0	0	0	-44	0	0	0	0	46	-88	-175	TOTAL CART FEE REVENUE
DEPOSITS (GF)	1,111	-1,257	-850	-2,562	-2,786	-240	40	-100	740	1,383	2,114	2,236	-171	$378,527
MISC (GF)	-110	60	54	46	-3,133	-391	0	0	0	473	3,062	788	849	
CLUB RENTAL	223	686	621	765	484	144	24	2	0	2	13	90	3,054	
CDGA REVENUE	115	25	25	5	0	0	5	5	0	10	25	70	285	
DRIVING RANGE	5,007	5,774	5,446	4,830	3,637	1,766	356	10	0	0	177	4,025	31,028	
GOLF TOTAL	153,580	212,246	217,132	230,403	176,822	69,620	21,362	4,561	756	6,525	30,633	80,255	1,203,895	
GIFT CERT	2,086	5,517	2,085	3,652	3,005	685	579	2,876	211	330	595	1,371	22,994	
MERCH	7,698	17,011	23,194	12,171	11,426	9,835	1,962	1,349	238	309	1,397	7,655	94,246	
OVERALL TOTAL	163,365	234,774	242,411	246,226	191,254	80,141	23,903	8,786	1,205	7,165	32,625	89,281	1,321,134	
OVERALL TOTAL	339,424	431,204	469,532	518,964	409,078	139,208	15,250	7,142	0	6,600	62,940	150,000	2,549,342	

2017/2018	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN 2018	FEB 2018	MARCH 2018	APRIL 2018	TOTAL	Fiscal Period to date
GREEN FEES	92,846	140,861	135,165	144,987	132,462	34,349	8,558	4,811	30	1,792	15,213	34,804	745,878	TOTAL GOLF REVENUE
CART	43,572	71,323	65,359	74,861	66,627	19,697	4,661	2,547		536	4,249	16,425	369,857	$784,586
Green Fee Gnow	5,165	4,421	5,959	6,252	6,479	3,138	2,185	654			1,093	2,421	37,767	
Cart Fee Gnow	3,207	2,805	3,699	4,162	3,351	2,286	1,388	390			791	1,728	23,807	
PERM FEE	0		0										0	TOTAL CART FEE REVENUE
DEPOSITS (GF)	786	-1,250	-700	-2,736	-2,100		0		2,000	1,600	1,732	1,000	332	$393,664
MISC (GF)	0				-4,229					451	2,911	1,476	609	
CLUB RENTAL	250	915	860	750	555	135	5	10				25	3,505	
CDGA REVENUE	25	25	50				25				25	25	175	
DRIVING RANGE	4,812	6,766	4,706	5,662	3,726	1,833	94				141	3,691	31,431	
GOLF TOTAL	150,663	225,866	215,098	233,938	206,871	61,438	16,916	8,412	2,030	4,379	26,155	61,595	1,213,361	
GIFT CERT.	2,224	6,376	1,800	3,440	3,838	644	450	3,041	80	130	575	623	23,221	
MERCH	7,102	19,782	26,155	13,074	15,470	9,015	1,929	963	235	124	1,673	6,895	102,417	
OVERALL TOTAL	159,989	252,024	243,053	250,452	226,179	71,097	19,295	12,416	2,345	4,633	28,403	69,113	1,338,999	

2016/2017	MAY	JUNE	JULY	AUGUST	SEPT	OCT	NOV	DEC	JAN 2017	FEB 2017	MARCH 2017	APRIL 2017	TOTAL	Fiscal Period to date
GREEN FEES	92,007	131,925	136,499	136,773	107,571	44,242	21,252	0	50	11,965	13,080	54,217	749,581	TOTAL GOLF REVENUE
CART	44,880	64,994	65,315	71,456	56,500	24,548	12,252	0		4,253	3,388	23,216	370,802	$791,822
Green Fee Gnow	4,809	5,959	7,533	5,776	6,451	5,049	2,286	0				4,087	41,950	
Cart Fee Gnow	2,960	3,343	4,465	3,275	4,002	3,601	1,538	0				2,392	25,576	
PERM FEE								0					0	TOTAL CART FEE REVENUE
DEPOSITS (GF)	3,000	-2,200	-1,150	-2,950	-1,850			0	1,700	700	950	3,000	1,200	$396,378
MISC (GF)	-269	241	313		-2,316	-1,953		0		984	2,091		-909	
CLUB RENTAL	180	875	540	460	435	130	45	0		10		165	2,840	
CDGA REVENUE	50		25					0		25	25	100	225	
DRIVING RANGE	5,453	5,122	5,300	4,091	3,178	1,797	567	0				4,103	29,611	
GOLF TOTAL	153,070	210,259	218,840	218,881	173,971	77,414	37,940	0	1,750	17,937	19,534	91,280	1,220,876	
GIFT CERT.	1,747	6,849	1,712	3,632	2,083	460	1,000	2,895	150	625	139	1,357	22,649	
MERCH	9,545	16,836	22,701	13,233	10,046	12,112	4,347	850	539	757	1,219	8,788	100,973	
OVERALL TOTAL	164,362	233,944	243,253	235,746	186,100	89,986	43,287	3,745	2,439	19,319	20,892	101,425	1,344,498	

BLOOMINGDALE GOLF CLUB
2019 GOLF FEES SPRING and FALL

Reservations can be made 8 days in advance.

MONDAY -SPECIAL	DAILY Green Fee	W/Carts
18 HOLES **OPEN until 2PM**	$20.00	$34.00

MONDAY - SUNDAY	DAILY Green Fee	W/Cart
**EARLY-BIRD 18 (1st hour of play)	$20.00	$34.00
18 HOLES	$27.00	$41.00
18 HOLES (SR./JUNIOR)	$20.00	$34.00
9 HOLES	$15.00	$22.50
9 HOLES (SR./JUNIOR)	$13.00	$20.50
18 HOLES **AFTER 2PM** (subject to change with daylight)	$19.00	$30.00

Note: ** OFFERED ONLY MONDAY THROUGH FRIDAY

RIDING CART FEE (per person)	PULL CART FEE	RENTAL CLUB FEE
18 HOLES - $14.00	18 HOLES - $4.00	18 HOLES - $20.00
9 HOLES - $ 7.50	9 HOLES - $2.00	9 HOLES - $10.00
18 HOLES after 2pm - $11.00		

Miscellaneous Information

**Proper golf attire is strongly encouraged. ** 18 yrs of age required to rent a cart. ** No more than two people in a cart.

** Children under the age of 7 years old are not allowed on the golf course. An **adult MUST accompany** all children between 7 yrs and 12 yrs of age.

"COMMUNITY CARD"

Annual Fee - $10 for Bloomingdale Residents. $15 for Selected Area Residents **(Roselle, Medinah, Addison and Itasca)**

Card Holders receive a discount on GREEN FEES, 10% discount on pro shop Merchandise and more.

**** Save $7 on Regular 18 Hole Rounds before 2pm (In season only)**
**** Save $4 on Regular 18 Hole Rounds after 2pm and *ALL* Spring and Fall 18 Hole Rounds**
**** Save $4 on Senior/Junior 18 Hole Rounds**
**** Save $3 on All 9 Hole Rounds**

(Excludes 18 Hole Early-bird, Monday Special, League Play, and Special Rate offerings - when applicable)

Specific Details and Guidelines available from golf shop associate

PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE

630-529-6232 www.bloomingdalegc.com

BLOOMINGDALE GOLF CLUB - 2019 GOLF FEES

Reservations can be made 8 days in advance.

MONDAY -SPECIAL

		DAILY Green Fee	W/Half Cart
18 HOLES	ALL DAY, ANYTIME	$20.00	$34.00

TUESDAY - FRIDAY

18 HOLES

	Green Fee	W/Half Cart
EARLY-BIRD (1st 2 hours of play)	$20.00	$34.00
PRIOR to 11 AM	$35.00	$53.00
BETWEEN 11:01 AM - 1:59 PM	$27.00	$45.00
SENIOR - before 2PM	$24.00	$39.00
AFTER 2 PM	$24.00	$38.00
AFTER 5:30 PM SPECIAL	$16.00	$20.00

9 HOLES

	Green Fee	W/Half Cart	
EARLY-BIRD 9 (1st hour of Play off the Back 9)	$13.00	$23.50	
ANYTIME	$18.00	~~$28.50~~	$23.50 special
JUNIORS** (Price is for 9 or 18 holes)	Pay your Age	add $10.50	

** Junior Must be with Adult to Ride in Cart

SAT., SUN., & HOLIDAY

18 HOLES

	DAILY Green Fee	W/Half Cart
PRIOR to 11 AM	n/a	$58.00
BETWEEN 11:01 AM - 1:59 PM	$31.00	$49.00
AFTER 2 PM	$27.00	$41.00
AFTER 5:30 PM SPECIAL	$16.00	$20.00

9 HOLES

EARLY-BIRD 9 (1st hour of Play off theBack 9)	n/a	~~$28.50~~	$25.50 special
AFTER 11 AM	$18.00	~~$28.50~~	
JUNIORS** (After 11 am) (Price is for 9 or 18 holes)	Pay your Age	add $10.50	

RIDING CARTS ARE REQUIRED BEFORE 11 AM ON SATURDAY, SUNDAY AND HOLIDAYS

PULL CART FEE	RENTAL CLUB FEE	
18 HOLES - $4.00	18 HOLES - $20.00	**SENIORS** - 60 years and up
9 HOLES - $2.00	9 HOLES - $10.00	**JUNIORS** - 17 years and younger

Miscellaneous Information

**Proper golf attire is strongly encouraged. **18 yrs of age required to rent a cart. **No more than two people in a cart.
Children under the age of 7 years old are not allowed on the golf course. An **adult MUST accompany all children between 7 yrs and 12 yrs of age.

"COMMUNITY CARD"

Annual Fee - $10 for Bloomingdale Residents. $15 for Selected Area Residents **(Roselle, Medinah, Addison and Itasca)**
Card Holders receive a discount on GREEN FEES, 10% discount on pro shop Merchandise and more.

**** Save $7 on Regular 18 Hole Rounds before 2pm (In Season Only)**
**** Save $4 on Regular 18 Hole Rounds after 2pm and *ALL* Spring and Fall 18 Hole Rounds**
**** Save $4 on Senior/Junior 18 Hole Rounds**
**** Save $3 on All 9 Hole Rounds**

(Excludes 18 Hole Early-bird, Monday and 5:30 pm Specials, League and Permanent Tee Time Play, and Special Rate offerings)

Specific Details and Guidelines available from golf shop associate

PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE - 630-529-6232 - www.bloomingdalegc.com