

2019-66



pennsylvania
OFFICE OF OPEN RECORDS

RECEIVED

MAY 29 2019

CALN TWP
RTKO

STANDARD RIGHT-TO-KNOW REQUEST FORM

DATE REQUESTED: 5/29/19

REQUEST SUBMITTED BY: ☒ E-MAIL ☐ U.S. MAIL ☐ FAX ☐ IN-PERSON

REQUEST SUBMITTED TO (Agency name & address): Caln Township - Chester County

NAME OF REQUESTER: Mark DeYoung

STREET ADDRESS: 20 Beaver Run Rd

CITY/STATE/COUNTY/ZIP(Required): Downingtown, PA 19335

TELEPHONE (Optional): _____ EMAIL (optional): _____

RECORDS REQUESTED: **Provide as much specific detail as possible so the agency can identify the information. Please use additional sheets if necessary*

- 1) I am looking for the Ingleside Managers Monthly Report to the Board of Commissioners beginning with the report from January 2018 through April 2019. ✓
- 2) Caln Township Corrective Action Plan for years ended 2017 and 2018

DO YOU WANT COPIES? ☐ YES ☐ NO

DO YOU WANT TO INSPECT THE RECORDS? ☐ YES ☐ NO

DO YOU WANT CERTIFIED COPIES OF RECORDS? ☐ YES ☐ NO

DO YOU WANT TO BE NOTIFIED IN ADVANCE IF THE COST EXCEEDS \$100? ☒ YES ☐ NO

**** PLEASE NOTE: RETAIN A COPY OF THIS REQUEST FOR YOUR FILES ****
**** IT IS A REQUIRED DOCUMENT IF YOU WOULD NEED TO FILE AN APPEAL ****

FOR AGENCY USE ONLY

OPEN-RECORDS OFFICER: A Swan

☐ I have provided notice to appropriate third parties and given them an opportunity to object to this request

DATE RECEIVED BY THE AGENCY: 5/29/19

AGENCY FIVE (5) BUSINESS DAY RESPONSE DUE: 6/5/19

***Public bodies may fill anonymous verbal or written requests. If the requestor wishes to pursue the relief and remedies provided for in this Act, the request must be in writing. (Section 702.) Written requests need not include an explanation why information is sought or the intended use of the information unless otherwise required by law. (Section 703.)*

Ingleside Golf Club's Monthly Report

April 2019

Golf – April was average when it comes to the amount of precipitation we received, although most of the rain days did fall on weekends. Temperatures were below average for most of April. All of our leagues did start up in mid to late April. Our men's and ladies' leagues started on April 23rd. We did get back 18 full time ladies from Downingtown with about 6 to 10 other ladies that do play, but not consistently. The Va league started on the 16th and our BOTL league moved to Tuesday mornings and started on 9th for their 10 week spring season. We did pick up 4 new members in April with the special we are running for memberships. This is important in building a community type feel at the golf course which helps when going to run events.

Maintenance– The golf course did begin to dry out a little this month from the excessive moisture we have had over the last year. Unfortunately we did return to the wet conditions with rain on 9 out of the first 13 days in May. Overall the golf course is in great shape and especially the greens after aeration. The new bunker rake has made a huge difference in maintaining the bunkers while cutting down on man hours.

Golf Simulator – The golf simulator picked up nicely after the introductory price we had for March. We did \$821 in the month of April and it is always a talking point with our customers. The work that was done, mainly by Drew Mayrides, has made the pro shop and simulator area a nice improvement for the course.

Geese – The goose guy would stop by at least once a week in search of nests. He found 7 nests, but we still did have 5 families arrive on the property. These nests must be off site and then the geese come on to the property for protection. There is a fairly large population of mature geese that are still calling Ingleside home. The company is in the process of working up quotes to remove the population we have on the course. The PA Fish and Wildlife may limit the number of geese that can be removed at one time and we will be billed according to how many they will allow us to remove. Removal of the geese cannot take place until mid June when the geese lose the ability to fly.

Rounds -

	<u>2019</u>	<u>2018</u>
<u>April</u>	1672	1357

Revenue-

	<u>2019</u>	<u>2018</u>	<u>AVG</u>
<u>April</u>	\$48,034	\$42,669	\$66,764
<u>YTD</u>	\$79,798	\$68,735	\$107,678

INGLESIDE YTD through March 2019

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	845.21	247.21	1872.34	5159.19									8123.95
09-10-367-100	Season Pass Sold	2551.00	2013.00	890.00	5405.00									10859.00
09-10-367-101	Greens Fees	2773.97	1602.24	10701.60	27976.68									43054.49
09-10-367-102	Driving Range	870.00	207.00	989.50	2876.00									4942.50
09-10-367-103	Merchandise Sales	290.04	132.00	1869.36	2395.86									4687.26
09-10-380-100	Other Income	125.40	25.00	251.60	542.90									944.90
09-10-367-105	Ghin Handicap			580.00	317.00									897.00
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	363.38	258.95	1384.53	2691.66									4698.52
09-10-367-107	Gift Cert Sold	130.00	100.00	792.60	191.00									1213.60
09-10-367-107	Gift Cert Redeem	-64.46	-47.00	-45.61	-625.80									-782.87
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair	35.95	7.00		18.50									61.45
09-10-367-118	Lessons			55.00	300.00									355.00
09-10-367-119	Golf Sim Fees			145.00	821.00									966.00
09-10-367-108	Over	33.96	14.56	66.78	243.91									359.21
09-10-367-108	Under	-2.70	-2.09	-80.06	-125.86									-210.71
09-10-367-115	Awards Redeemed	-77.49	-32.74	-107.63	-107.50									-326.36
09-10-367-116	Rain Check Redeem				-45.49									-45.49
Department Sales		7874.26	4525.13	19365.01	48034.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	79798.45
09-00-452-180	TAX	78.57	28.91	256.76	522.08									886.32
Total Revenues		7952.83	4554.04	19621.77	48556.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80684.77
Credit Cards		3045.45	3368.23	12043.64	32404.38									50861.70
Bank Deposit		4907.38	1185.81	7578.13	16151.75									29823.07
Total Revenues		7952.83	4554.04	19621.77	48556.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80684.77
PA GOLF														
Before 12/1/2 Non Res		30	12	10	70									80
Before 12/1/2 Res		2	1	144	255									441
After 12/1/2 Non Res		16	19	104	86									33
After 12/1/2 Res		17	19	14	22									225
Senior		14	6	43	92									72
After 3/4/5					11									155
Golf Now		18	6	58	152									11
5 for 5		11	23	53	198									234
9 Holes		51	26	125	322									285
Junior		1			8									524
League					243									9
Passholder		28	22	46	114									243
Promotion Rds		2	2	24	76									210
Outings														104
Ingleside Event														0
Replay														0
Total Rounds		190	136	630	1672	0	0	0	0	0	0	0	0	2628
12 Cart														
8 Cart		13	4	74	329									420
10 Cart		54	25	125	101									305
5 Cart		4	2	23	110									15
Comp Cart		82	57	270	863									139
Pull Cart			2											1272
														2

INGLESIDE YTD through March 2019

Total Carts	154	90	493	1416	0	0	0	0	0	0	0	0	2153
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Ingleside Golf Club's Monthly Report

March 2019

Golf – After almost a year of above average precipitation, March was a well needed dry month. It was below average as far as temperature, but dry. Play was fairly average and this was a good sign considering we aerated the greens and charged reduced rates for a week. JT has been organizing the upcoming men's and now ladies leagues for the season. He was able to get back at least 18 of the women who went to Downingtown last year to play.

Maintenance- In the third week of March we were able to get the greens aerated. It was a nice start to get aeration finished before the season started. The new bunker rake was used to help get bunkers back into shape. This helped tremendously on man power. At the end of the month we did start to cut the short grass on the course. Clean up continues after the winter.

Golf Simulator - This month was used to introduce the simulator to the public. We were charging customers \$5 to play 3 holes on whatever course they wished. There was a lot of interest and we do expect play to pick up on the simulator as word gets around and people start to feel more comfortable using the machine.

Rounds -

	<u>2019</u>	<u>2018</u>
<u>March</u>	630	403

Revenue-

	<u>2019</u>	<u>2018</u>	<u>AVG</u>
<u>March</u>	\$19,365	\$10,595	\$23,151
<u>YTD</u>	\$31,764	\$26,066	\$40,914

INGLESIDE YTD through March 2019

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	845.21	247.21	1872.34										2964.76
09-10-367-100	Season Pass Sold	2551.00	2013.00	890.00										5454.00
09-10-367-101	Greens Fees	2773.97	1602.24	10701.60										15077.81
09-10-367-102	Driving Range	870.00	207.00	989.50										2066.50
09-10-367-103	Merchandise Sales	290.04	132.00	1869.36										2291.40
09-10-380-100	Other Income	125.40	25.00	251.60										402.00
09-10-367-105	Ghin Handicap			580.00										580.00
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	363.38	258.95	1384.53										2006.86
09-10-367-107	Gift Cert Sold	130.00	100.00	792.60										1022.60
09-10-367-107	Gift Cert Redeem	-64.46	-47.00	-45.61										-157.07
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair	35.95	7.00											42.95
09-10-367-118	Lessons			55.00										55.00
09-10-367-119	Golf Sim Fees			145.00										145.00
09-10-367-108	Over	33.96	14.56	66.78										115.30
09-10-367-108	Under	-2.70	-2.09	-80.06										-84.85
09-10-367-115	Awards Redeemed	-77.49	-32.74	-107.63										-217.86
09-10-367-116	Rain Check Redeem													0.00
Department Sales		7874.26	4525.13	19365.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	31764.40
09-00-452-180	TAX	78.57	28.91	256.76										364.24
Total Revenues		7952.83	4554.04	19621.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32128.64
Credit Cards		3045.45	3368.23	12043.64										18457.32
Bank Deposit		4907.38	1185.81	7578.13										13671.32
Total Revenues		7952.83	4554.04	19621.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32128.64
PA GOLF														
Before 12/1/2 Non Res		30	12	144										10
Before 12/1/2 Res		2	1	9										186
After 12/1/2 Non Res		16	19	104										12
After 12/1/2 Res		17	19	14										139
Senior		14	6	43										50
After 3/4/5														63
Golf Now		18	6	58										0
5 for 5		11	23	53										82
9 Holes		51	26	125										87
Junior		1												202
League														1
Passholder		28	22	46										0
Promotion Rds		2	2	24										96
Outings														28
Ingleside Event														0
Replay														0
Total Rounds		190	136	630	0	0	0	0	0	0	0	0	0	956
12 Cart		13	4	74										91
8 Cart		54	25	125										204
10 Cart		1		1										2
5 Cart		4	2	23										29
Comp Cart		82	57	270										409
Pull Cart			2											2

Ingleside Golf Club's Monthly Report

February 2019

Golf – February continued the wet pattern that we have had since last year. We did receive some minor snow falls and were closed for short period of times. There is a pattern of when the weather gets warm, it is also rains. In the shop JT has been preparing for our leagues and outings for the upcoming season.

Maintenance- We were able to work outside for a good portion of February. We continued with some clearing projects and some bunker work when the ground was not frozen. The course really needs a prolonged stretch of dry weather. There is still 6 springs that are pumping water onto the course due to the extremely high water table. This is creating a challenge in allowing golfers to have carts and preventing them from going into these large wet areas. The new bunker rake was delivered and will save large amounts of time in bunker maintenance.

Golf Simulator - At the end of the month we received most of the hardware for the simulator. JT started promoting the simulator on face book, our website, and in other areas. Drew Mayrides, one of our employees, has been doing some carpentry work to install the simulator in the pro shop. We are running some specials on the simulator to get golfers introduced to the product.

Rounds -

	<u>2019</u>	<u>2018</u>
<u>February</u>	136	310

Revenue-

	<u>2019</u>	<u>2018</u>	<u>AVG</u>
<u>February</u>	\$4,525	\$7,222	\$7,774
<u>YTD</u>	\$12,399	\$15,471	\$17,682

INGLESIDE YTD through February 2019

Account Number		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
	REVENUES													
09-10-342-100	Cart Rentals	845.21	247.21											1092.42
09-10-367-100	Season Pass Sold	2551.00	2013.00											4564.00
09-10-367-101	Greens Fees	2773.97	1602.24											4376.21
09-10-367-102	Driving Range	870.00	207.00											1077.00
09-10-367-103	Merchandise Sales	290.04	132.00											422.04
09-10-380-100	Other Income	125.40	25.00											150.40
09-10-367-105	Glin Handicap													0.00
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	363.38	258.95											622.33
09-10-367-107	Gift Cert Sold	130.00	100.00											230.00
09-10-367-107	Gift Cert Redeem	-64.46	-47.00											-111.46
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair	35.95	7.00											42.95
09-10-367-118	Lessons													0.00
09-10-367-119	Golf Sim Fees													0.00
09-10-367-108	Over	33.96	14.56											48.52
09-10-367-108	Under	-2.70	-2.09											-4.79
09-10-367-115	Awards Redeemed	-77.49	-32.74											-110.23
09-10-367-116	Rain Check Redeem													0.00
Department Sales		7874.26	4525.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12399.39
09-00-452-180	TAX	78.57	28.91											107.48
Total Revenues		7952.83	4554.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12506.87
Credit Cards		3045.45	3368.23											6413.68
Bank Deposit		4907.38	1185.81											6093.19
Total Revenues		7952.83	4554.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12506.87
	ROUNDS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
PA GOLF														0
Before 12/1/2 Non Res		30	12											42
Before 12/1/2 Res		2	1											3
After 12/1/2 Non res		16	19											35
After 12/1/2 Res		17	19											36
Senior		14	6											20
After 3/4/5														0
Golf Now		18	6											24
5 for 5		11	23											34
Holes		51	26											77
Junior		1												1
League														0
Passholder		28	22											50
Promotion Rds		2	2											4
Outings														0
Ingleside Event														0
Replay														0
Total Rounds		190	136	0	0	0	0	0	0	0	0	0	0	326
12 Cart														
8 Cart		13	4											17
10 Cart		54	25											79
5 Cart		1												1
Comp Cart		4	2											6
Pull Cart		82	57											139
			2											2

INGLESIDE YTD through February 2019

[illegible]

Ingleside Golf Club's Monthly Report

January 2019

Golf – January was fairly normal for this time of year. A few really nice days, but mostly days that most people will not golf. The one issue we have has when it is nice is letting golfers have carts. Holes 7 through 18 are so wet that taking carts on that part of the course cannot happen. We have limited carts to holes 1-5, which mostly have cart paths, and walking only on the back side.

Maintenance– When weather has allowed we have gone out on the course to do clearing work. This includes naturalized areas and areas that need to be cut back because it is starting to interfere with play. It has been extremely difficult getting around on the course due to the wetness. When the weather has not permitted us to work outside, we do inside work that includes cleaning, prepping, and painting equipment that goes on the course.

Geese - The company Goose Control Technology has submitted our permit for goose control to the U.S. Fish and Wildlife Service. I have had discussions with them on the amount of lasers that would be required in our ponds to discourage the geese from taking up residents on the course. Eight lasers, at a cost of \$600, would be required to do all of our ponds. It would take four lasers on hole #2 and two lasers on hole # 15, which are the main ponds that the geese like to stay. It would then require one laser each of the two remaining ponds. We also talked about how their services are normally used to eliminate a goose population the size that is at Ingleside. First is to insure no goslings are on the property, which is what is in motion at this point. After that, if the population does not leave the property, we would have them come in and remove the population. The next year we would then move to maintenance part of the process to keep them from coming back. They would clean up any remaining nests and install the lasers in necessary.

Rounds -

	<u>2019</u>	<u>2018</u>
<u>January</u>	190	111

Revenue-

	<u>2019</u>	<u>2018</u>	<u>AVG</u>
<u>January</u>	\$7,874	\$8,249	\$9,723
<u>YTD</u>	\$7,874	\$8,249	\$9,723

INGLESIDE YTD through January 2019

Account Number			JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
	REVENUES														
09-10-342-100	Cart Rentals		845.21												845.21
09-10-367-100	Season Pass Sold		2551.00												2551.00
09-10-367-101	Greens Fees		2773.97												2773.97
09-10-367-102	Driving Range		870.00												870.00
09-10-367-103	Merchandise Sales		290.04												290.04
09-10-380-100	Other Income		125.40												125.40
09-10-367-105	Ghin Handicap														0.00
09-10-367-104	Junior Clinic														0.00
09-10-367-106	Food/Drinks		363.38												363.38
09-10-367-107	Gift Cert Sold		130.00												130.00
09-10-367-107	Gift Cert Redeem		-64.46												-64.46
09-10-367-112	Advertising/Signs														0.00
09-10-367-113	Club Repair		35.95												35.95
09-10-367-118	Lessons														0.00
09-10-367-108	Over		33.96												33.96
09-10-367-108	Under		-2.70												-2.70
09-10-367-115	Awards Redeemed		-77.49												-77.49
09-10-367-116	Rain Check Redeem														0.00
Department Sales															
09-00-452-180	TAX		7874.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7874.26
Total Revenues			78.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	78.57
			7952.83												7952.83
Credit Cards			3045.45												3045.45
Bank Deposit			4907.38												4907.38
Total Revenues			7952.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7952.83
	ROUNDS		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
PA GOLF															
Before 12/1/2 Non Res			30												0
Before 12/1/2 Res			2												30
After 12/1/2 Non res			16												2
After 12/1/2 Res			17												16
Senior			14												17
After 3/4/5															14
Golf Now			18												0
5 for 5			11												18
9 Holes			51												11
Junior			1												51
League															1
Passholder															0
Promotion Rds			28												0
Outings			2												28
Ingleside Event															2
Ingleside Event															0
Replay															0
Total Rounds			190	0	0	0	0	0	0	0	0	0	0	0	190
12 Cart			13												13
8 Cart			54												54
10 Cart			1												1
5 Cart			4												4
Comp Cart			82												82
Pull Cart															0
Total Carts			154	0	0	0	0	0	0	0	0	0	0	0	154

**Ingleside Golf Club
2018 Year End Report**

**Submitted to the
Board of Commissioners**

Prepared by:

**Christopher Ward
Course GM/Superintendent
1/12/19**

Caln Township has owned and operated the Ingleside Golf Club since March 2007. As a way of providing information and insight to how the course is growing and what challenges we are faced with during the year we offer you this annual report. This report will highlight course conditions, rounds, promotions, leagues, food and beverage, merchandise, and overall course operations

1. 2018 Review – The main story for 2018 was the weather. There was snow into April and large amounts of rain the rest of the year. In 2018 there was 137 days of measurable precipitation and 57.96 inches of rain. The previous high for days of rain in one year was 101 and 51 inches of rain. The average since the township has taken over the course is 87 days of rain and 42 inches of rain. October, which had 9 days, was the only month in the playing season that did not have 10 or more days of rain. These numbers are staggering and no one in this business ever remembers a year like this one. In 2018 we also hired a new head professional. Due to some unforeseen issues, our new head professional did not start until April 24th. This left us with the first 4 months of the year with no one in that position. Not having a pro during the offseason did set us back for the beginning of the year. We use the offseason to promote the course and prepare for events for the upcoming year. It also did effect the outside operation due to the fact that I had to cover that position and not spend the normal time outside. The new pro, Joseph Holsman, jumped right in and performed very well with the circumstances that he had to deal with once he started.

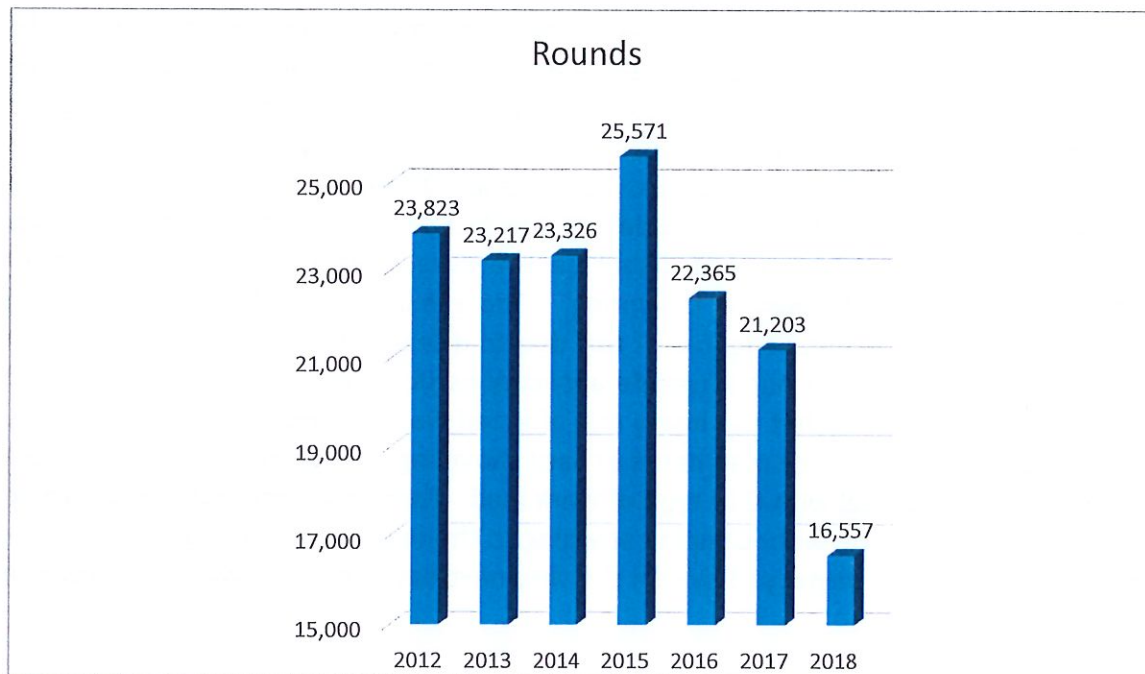
2. New Head Professional- JT came from North Hills Country Club and also worked at Coatesville Country Club. These are two prominent country clubs that have given him great experience in the business. He is great with the customers and his number one priority is to spend time and interact with the customers. Customers seem to really respond well to his personality. He also realizes the importance of promoting the golf course and uses many different methods to communicate with our customers. After one year, JT has proven to be a strong asset for Ingleside and I am very excited to see his work when he has the entire year to plan.

- **3. Course Condition –** This year was the most challenging conditions to grow turf that I or anybody in the business can ever remember. With the amount and frequency of rain this year, just mowing was a challenge. There was three different time periods where it rained every day for at least five straight days. This presented an issue for mowing, especially on greens. You should not cut when greens are saturated and you cannot let them grow more than 3 or 4 days because you will cause damage when they are too long. No matter what choice we made there was going to be damage. Three of our wettest greens did thin out and turned a yellowish color just from being saturated for so

long. When it was not raining, it was very humid. This also has a negative effect on the turf. The grass was also growing at a very rapid rate with all the rain. Trying to keep up with the growth of the grass and not cause mechanical damage due to the wetness proved impossible. There was also mechanical damage caused by golf carts, but we had to let them out to get as many golfers as possible. There are also 5 springs on the course that we are still dealing with due to the fact that the water table is so high. These areas are just standing water that have become swamps and we will almost definitely be dealing with them in the spring. The one issue we did not deal with that many other courses did was the loss of turf due to disease. Conditions were excellent for disease, but we timed our fungicide applications perfectly and managed to avoid disease. The other area that the heavy rain affected was our bunkers. After each rain, bunkers would require many man hours of hard shoveling and raking. We do not have a big enough crew to deal with that type of work load. There was times where we would go a week, maybe more, without doing anything to the bunkers. Could not justify hours of work to have them destroyed by rain the very next day. This year was hopefully one for the ages.

4. Capital Replacements – In 2018 we did not do any major capital replacements. This was due to the fact that we still had one year remaining on the loan for our cart fleet which was a cost of about \$23,000. We also had two loans we still had to pay on equipment for the grounds department. One of the pieces of equipment and the cart fleet loans were paid off in 2018. That will be a savings of around \$34,000 in 2019. For these reasons we did not budget any capital replacements. Then as the season went on and we saw how poor play was, mainly due to weather, we wanted to control spending as much as possible.

5. Rounds - Rounds in 2018 was the lowest total we have had since the township has owned the course. In 2018 we had 16, 557 rounds and our previous low for rounds was 20,326 in 2011. This is also over 4,500 rounds off from the average. Weather was the major factor in this decline. The total amount of days lost to rain throughout the playing season is something we have never seen before. On days it was not raining, the golf course was saturated and playing conditions were far from ideal. This cut into rounds even on good days. We worked hard with promotions to get golfers to come play, but golfers just do not play in conditions that we experienced this year.



5. Promotions – In 2018 we continued to use services like Groupon and Group Golfer. Along with these services, JT used GolfNow and our POS system to get out daily specials when necessary. A few examples of these promotions would be \$20 all day on a rainy type day, or a special on a day the Eagles play. Play is always down on Eagles game days. It worked very hard with Abbey on getting promotions out to the customers. I am excited to see how successful these ideas will be with a more average type year. We do continue to use the Victory and Tee Time books, but they seem to becoming less popular due discounted web sites like GolfNow.

Groupon - \$10,113 total revenue

- This promotion was offered through much of the year.
- Most of the deals were for 4 golfers that included free range balls and \$1 for a hot dog.
- Groupon certificates do expire, but once they do the value of the certificate still has to be honored. They do not get the special rate, but the certificate turns into a gift certificate only redeemable on golf.
- Redemption rate on Groupons is around 75%
- 97% of golfers would recommend this deal

Group Golfer - \$7,209

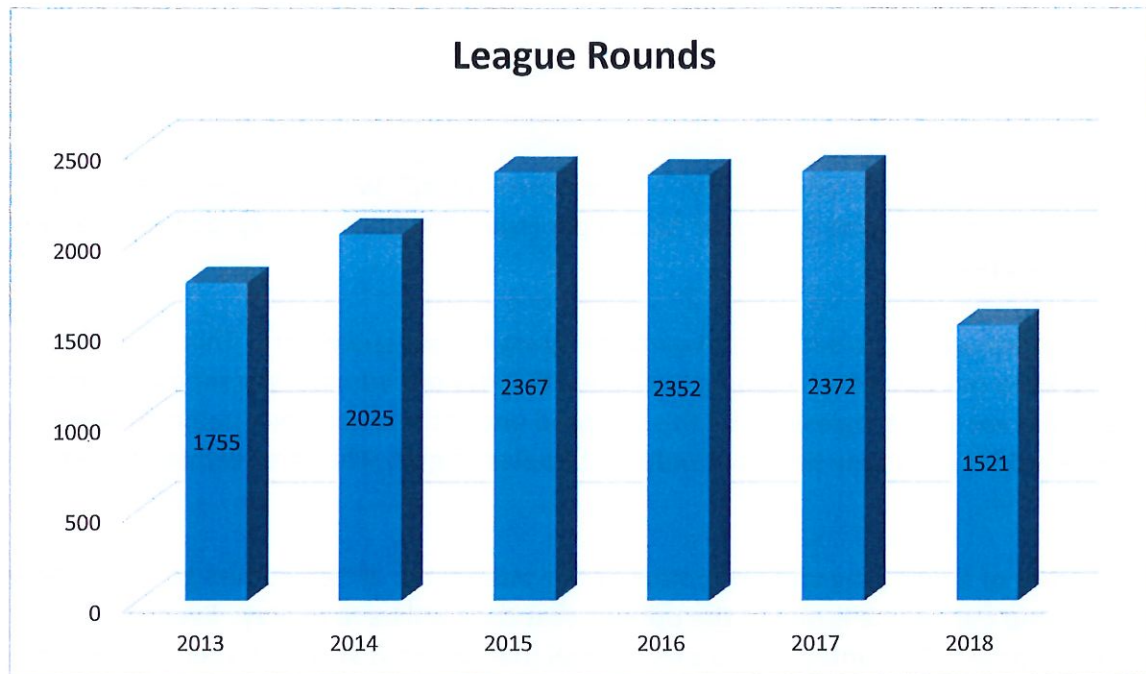
- Ran this twice during the year and was a 72 hour promotion over the weekend.
- Group Golfer is very similar to Groupon, but specializes in golf.
- Redemption rate is around 90% for Group Golfer

We did also continue to advertise with **"The Rose Factor."** Which is a business card ad in Great Golf Magazine with distribution of 33,350 per issue, 100,000 annually, and reaches an estimated 250,000 readers.

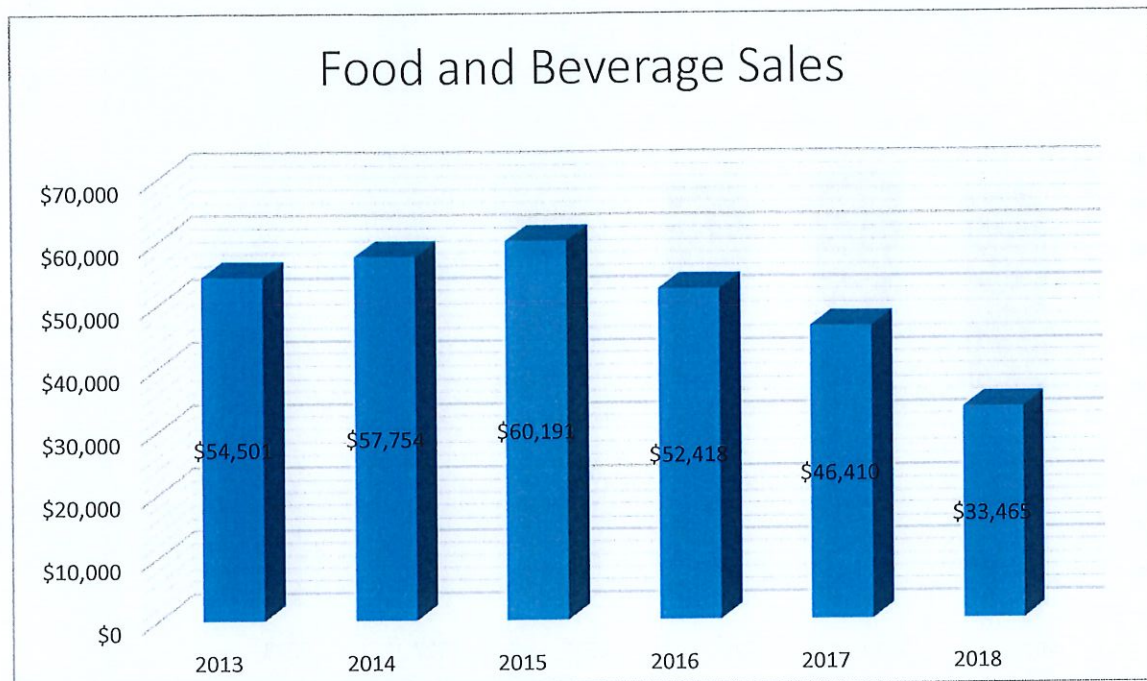
Our POS also has allowed us to set up an Awards program for our customers. This is another tool we use to keep our customers coming back once they try our course. We set a percentage to every item that we sell at Ingleside and this is stored under the customer's name as awards. Awards can be redeemed at any time, but only on 18 holes of golf. They also expire at the end of the year.

GolfNow is a form of advertising and promotion at the same time. When golfers go to GolfNow to make a tee time our course is one of the options that they will have to play. Even though GolfNow has become a discounted round site, we feel that we must stay with them in order to compete with the other courses.

6. Leagues – This year we only had the men's league on Tuesday night. The golfers in the women's league went to Downingtown. After talking with them, there was two main reasons that they left. First, they did not feel appreciated by our former pro. The second reason was the restaurant facilities that are offered at Downingtown. It has been in discussions with them and they were not fully pleased with Downingtown. He is working with them in an attempt to get them to return in 2019. There was a woman who did stay and she played with the men. We are looking into making it one big league instead of separating the men from the women. The Wednesday morning BOTL league became bigger this year. They were up to 30 golfers and had two seasons. They played for nine months in the spring and seven months in the fall. It looks like this league will continue to grow into next year. We did also continue with the Thursday evening VA league. Weather also played havoc with the leagues. Many rain outs and trying to reschedule all these matches was very challenging. At this point, we are looking for as many leagues as possible. In the past we wanted to make sure we were not always booked with leagues. This can get very annoying to public golfers just trying to play a round. At this point though we want as much guaranteed rounds as possible. It is just a changing landscape in the golf industry.



7. Food and Beverage – Food, and for that matter all others areas, were down dramatically due to the low round total. We also reduced the amount of times we purchased outside food for events like the men’s league. This would elevate our food revenue, but it did not make us a profit and the league was more satisfied with order their own food to eat if they so desired. It did develop a good relationship with the Craft House next store and did use them a few times that we did have events. This relationship is something that we want to use more often. We are in discussions with the owner to see if he will give a discount on Tuesday nights to our league players. This would promote both his business and give us a facility that could compete with other golf courses. The only addition we are looking into for the upcoming season is to purchase a soft pretzel machine. This is an easy, low cost way of increasing our food selection.

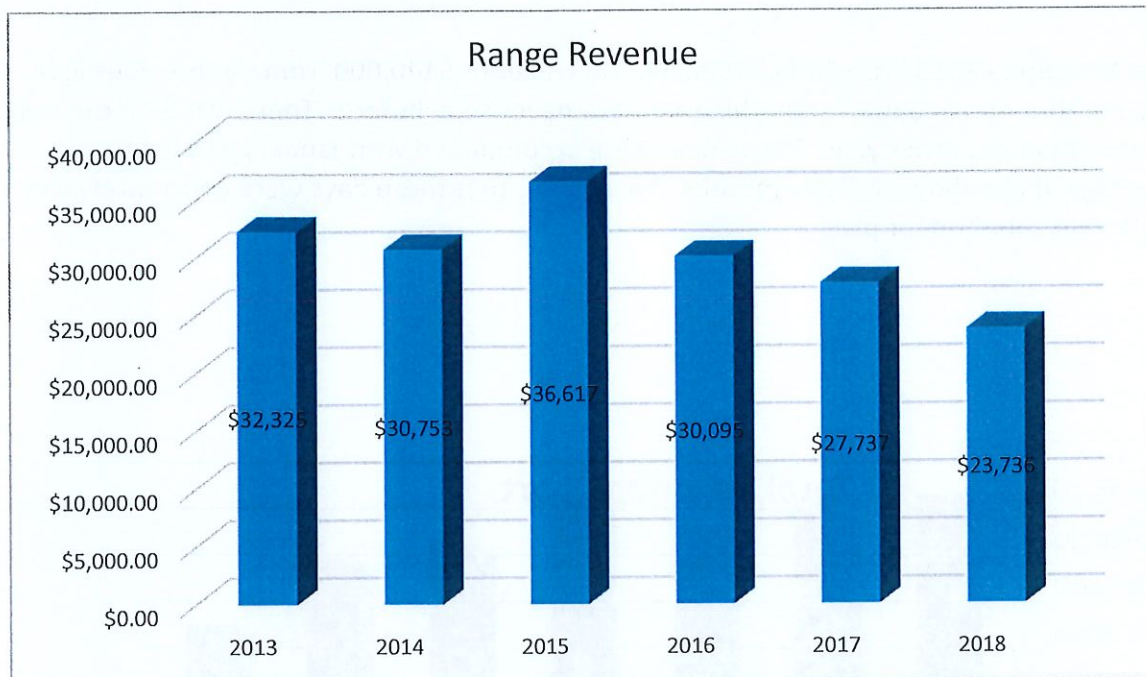


8. Merchandise Sales – JT did a great job this year with the merchandise even though the sales number is low. He came into a situation with a lot of out dated clothing items. He purchased very little in clothes and was able to move a large majority of our stock with sales. This now allows him to purchase up to date clothing that will be easier to move at regular cost. Moving forward, he also wants to make sure we never have that much in stock again. A small, cost effective inventory is all we really need to have on hand. Balls, gloves, and everyday golf items is where we make most of the merchandise revenue. Reused balls still are a big seller for us and at no cost, it does make a nice profit.



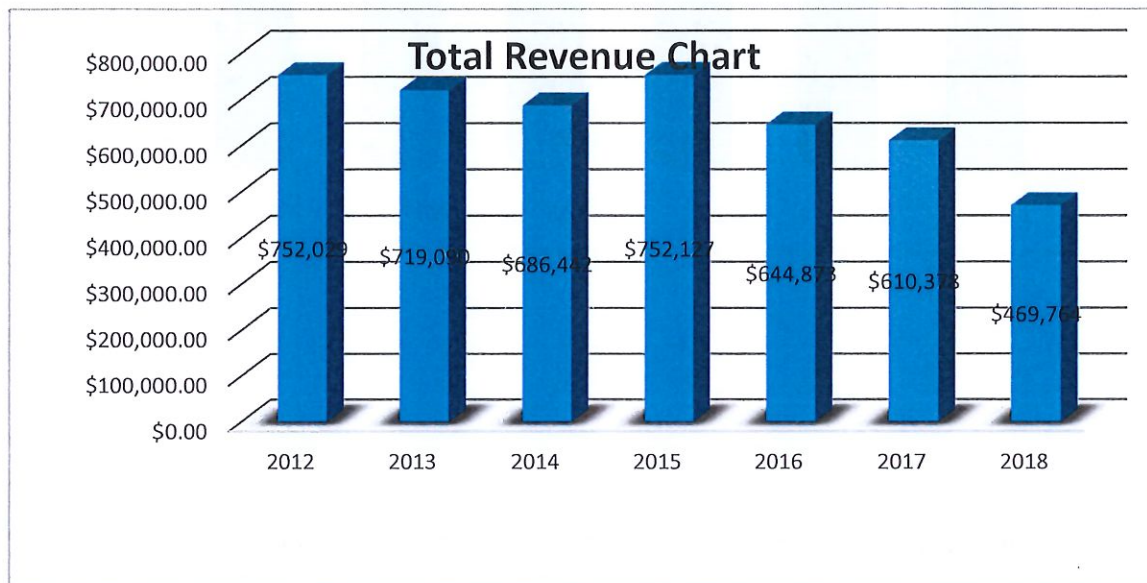
9. Membership - In 2018 we had 27 members with one practice pass member. This was down 3 members from last year. We had two members that have been with us for years that did not rejoin due to health problems. We still offer a large variety of membership types so that it will appeal to as many golfers as possible. We have weekday, weekend, 7 day, professional passes, family pass, practice passes, and we are always willing to work with a golfer to set up a pass that fits their playing needs. We also offer a cart pass that can be added on to any membership. What we really want to do is promote a cost effective membership that can be offered to juniors in all the different clinics that we have set up for the upcoming year.

10. Driving Range - Driving range revenue was down and this is directly related to the weather. With the amount of expenses it cost to operate the range, it continues to make good money. The weather just decreased the amount of opportunity for golfers to get outside.



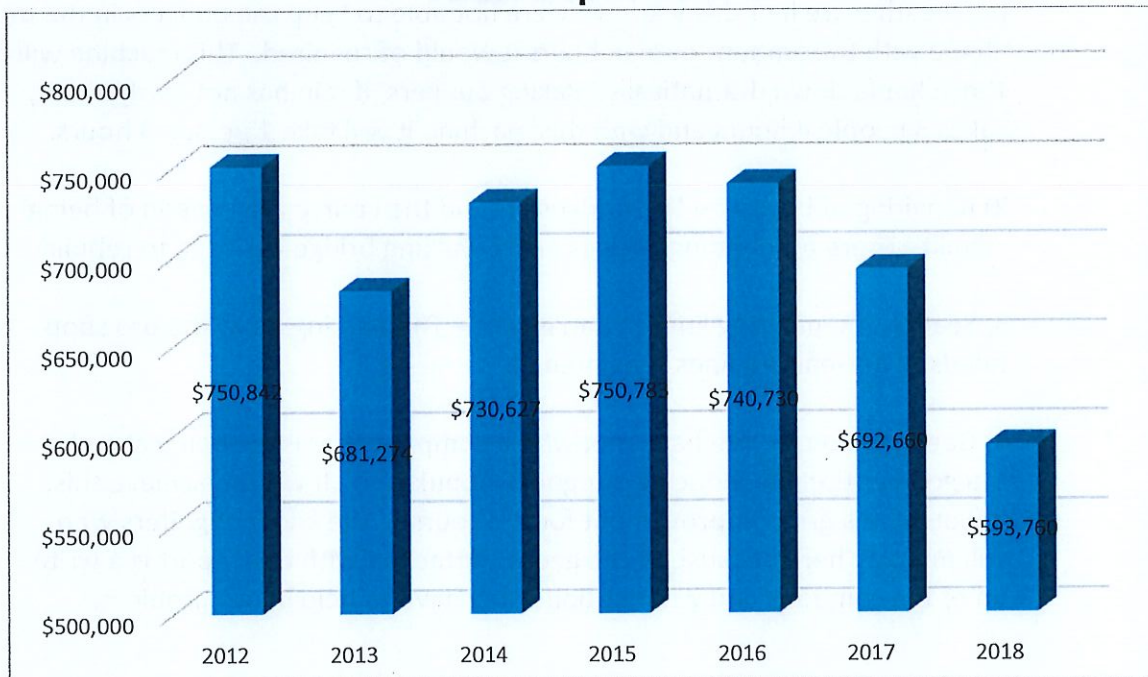
11. On Course Advertising - We offer a variety of advertising opportunities for local businesses to advertise at the course. We have advertising opportunities on tee signs, beverage cart, and in the golf carts. This is an area that JT is going to work on this off season. He plans on visiting local businesses to talk about advertisement opportunities and also promote rounds. We want to see if they have any interest in team building golf events or discounted rounds for their employees. We did do something different with our score cards this year. Instead of us finding the businesses to be on our scorecard, we used a company to find those businesses. In return they give us unlimited amount of scorecards for three years. This ends up being a wash in terms of money, but we do not have to do the work.

12 Total Revenue - 2018 brought in \$469,764. This is about \$140,000 from our previous low. The total number of rain days is something we have never seen before. There was 32 more rain days in 2018 than any other year. These days were accumulated with January and February being average, if not above average months. This means that these days were concentrated in the months we count on for play.



13 Expenses – Expenses in 2018 was approximately \$593,760. This is around \$90,000 less than our previous low since the township owned the course. With the weather being out of our control, we did everything we could do to control expenses. With the loss of our only full time worker on the greens crew, we no longer have any employees who receive medical benefits in that department. Our new pro did not start until late April and not having a pro for that time period did save money. Although we did have to pay unemployment to the former pro for an extended period of time. It also did a great job in controlling merchandise while selling the old products we had on the shelves. With all the rain, there was many times when a full pro shop staff was not needed. Going forward we keep looking at ways to lower cost without a severe reduction in service.

Total Expenses



13. 2019 - In 2019 our biggest goal is to increase rounds back to the numbers we were seeing in the past. JT has some great ideas and with a full year to plan, we are very excited to get the year started. Of course having a year in which we see the sun more often will definitely go a long way in helping with our goal. This year we want to really target junior golfers. JT has already set up clinics with organizations like ACAC and WBYA. If we can get junior golfers into the game, they will lead to more rounds now and the future. We also want to team up with Craft House more in order to provide better events for the course.

It is leading the installation of a golf simulator in the pro shop that will allow for making some revenue when the weather does not permit golf outside. We had looked into this before, but the unit were too big and costly to be efficient for our needs. Technology has now fixed these issues and a machine like this can be a real benefit to the course. Golfers will be able to play many courses at \$45 an hour for four people or just hit for 15 minutes to warm up. Not only

will we make money from the simulator, but it will be another reason for golfers to come and spend time at Ingleside. The more golfers we can get that call Ingleside their home course the easier it is to run events and create a club house type atmosphere. They don't need to be members, but just be promoters of the course. This will lead to more and more golfers just by the customer word of mouth.

In 2018 we finished paying off the leases on our cart fleet and on the rough mower. These two leases cost us around \$35,000 last year. Below is a list of capital improvements we are looking to get done in 2019

- 1) Purchase of bunker rake - This is a machine that can rake the bunkers. With the weather we had this year, we were not able to keep the bunkers in the best shape with the amount of man hours it would of required. This machine will cut those hours down dramatically. Raking bunkers, if rain has not washed out, takes 3 people 4 hours and with this machine it will take 1 person 3 hours.
- 2) Repairing of bridges – The bridges around the course are in need of being rebuilt. There are 3 riding bridges and 1 walking bridge we hope to rebuild.
- 3) Sealing and painting lines in parking lot – The parking lot at the pro shop needs to be sealed a lines repainted.
- 4) Geese removal – We have met with a company that is economical and is a good option for reducing our goose population. If we can achieve this, it would be a great improvement for the course. We know of golfers who will not play here because of the geese. Attached with this report is a write up of the company and what options they have to help in our problem.

In March, the township will have operated the golf course for 12 years. In that time the golf course has lost an estimated \$440,000 while paying off an estimated \$1,550,000 on the bond. After our best year in 2015, we have had three below average to terrible years. The reasons for these bad years range from the weather to staffing issues along with other reasons. After seeing JT's performance this year, I am very excited for the upcoming year. I know the both of us will work as hard as possible to get back to what the course has done in the past.

INGLESIDE YTD through December 2018

Account Number	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
REVENUES													
09-10-342-100 Cart Rentals	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19	9828.27	8916.58	5836.52	4660.96	1839.01	1281.34	60124.59
09-10-367-100 Season Pass Sold	3722.00	1200.00	100.00	2886.00	775.00						1843.00	5976.00	16502.00
09-10-367-101 Greens Fees	2498.30	3854.23	6108.75	25610.18	49734.17	53628.87	53289.06	44367.77	29625.84	20362.94	8223.83	2648.21	299952.15
09-10-367-102 Driving Range	234.00	392.70	670.70	2557.90	3866.72	3892.97	3428.27	2785.00	2121.20	1452.10	1204.60	1009.40	23735.56
09-10-367-103 Merchandise Sales	454.19	393.07	748.58	2400.90	3755.05	4572.95	3832.07	4195.50	2899.85	3103.97	694.17	1453.22	28503.52
09-10-380-100 Other Income	73.10	76.10	104.00	347.89	353.90	477.28	496.60	233.30	437.70	312.25	210.06	179.30	3301.48
09-10-367-105 Ghin Handicap			297.50	450.00	192.50			17.50					957.50
09-10-367-104 Junior Clinic						700.00	880.00						1580.00
09-10-367-106 Food/Drinks	217.36	340.51	575.98	2385.64	6190.67	6439.69	5547.43	4936.25	3116.65	2683.25	678.00	354.03	33465.46
09-10-367-107 Gift Cert Sold	180.00	72.20	542.50	591.69	905.00	690.70	173.32	55.00	477.34	610.00	55.00	1892.35	6245.10
09-10-367-107 Gift Cert Redeem	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29	-664.30	-531.35	-501.92	-1114.56	-77.68	-92.69	-4737.88
09-10-367-112 Advertising/Signs							16.50						0.00
09-10-367-113 Club Repair													16.50
09-10-367-118 Lessons					600.00	125.00	230.00	190.00	25.00	50.00	40.00	160.00	1420.00
09-10-367-108 Over	7.89	3.61	35.58	223.65	227.33	270.25	584.20	414.34	294.73	145.09	84.33	185.32	2456.32
09-10-367-108 Under	-13.47	-0.99	-4.70	-31.34	-158.14	-197.86	-118.50	-230.17	-242.92	-64.62	-40.34	-1167.26	-1167.26
09-10-367-115 Awards Redeemed		-2.32	-27.82	-56.21	-37.19	-92.02	-201.36	-315.73	-186.94	-266.09	-143.14	-178.52	-1507.34
09-10-367-116 Rain Check Redeem	-23.00	-15.00	-11.50	-103.16	-55.61	-40.00	-260.46	-460.22	-50.95	-30.00		-33.59	-1083.49
Department Sales	8249.99	7222.78	10595.83	42669.55	73502.07	80770.73	77061.10	64573.77	43852.10	31905.29	14610.84	14750.16	459764.21
09-00-452-180 TAX	61.42	100.09	157.81	548.88	767.55	1026.36	952.65	869.24	571.88	472.23	177.34	158.17	5863.62
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	14788.18	14908.33	475627.83
Credit Cards	4987.72	3090.76	6140.06	30155.71	46849.28	53149.55	50185.89	41844.15	28888.73	18771.20	7462.98	9789.80	301315.83
Bank Deposit	3323.69	4232.11	4613.58	13062.72	27420.34	28647.54	27627.86	23598.86	15535.25	13606.32	7325.20	5118.53	174312.00
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	14788.18	14908.33	475627.83
ROUNDS													
PA GOLF	2	5	8	48	82	65	66	66	34	44	11	6	437
Before 12/1/2 Non Res	25	39	90	217	285	478	445	385	279	187	75	24	2529
Before 12/1/2 Res	1	7	17	14	36	27	27	30	26	24	4	4	211
After 12/1/2 Non res	18	28	52	189	259	350	329	316	165	156	24	34	1920
After 12/1/2 Res	6	15	14	39	30	44	44	13	18	15	12	18	268
Senior	3	63	21	60	149	148	117	156	95	109	39	18	978
After 3/4/5				21	33	73	84	27	12	12			250
Golf Now	7	17	43	108	92	115	119	108	72	112	66	38	847
5 for 5	11	27	30	123	292	413	391	340	111	84	115	3	1940
9 Holes	10	38	48	221	422	521	507	445	326	187	77	54	2856
Junior				3	49	8	7	28	3	3	4		102
League				155	405	310	217	247	79	91	17		1521
Passholder	21	69	58	117	161	147	175	129	92	110	9	47	1135
Promotion Rds	7	2	22	90	123	220	185	159	129	142	60		1139
Outings					162	45		84	59	44			394
Ingleside Event										22			22
Replay										3			8
Total Rounds	111	310	403	1357	2580	2959	2713	2535	1500	1310	533	246	16557
12 Cart													
8 Cart	25	7	60	235	363	467	376	410	330	271	77	15	2636
10 Cart	19	134	119	271	354	572	586	463	234	176	88	69	3085
5 Cart	1	1	4	25	21	20	22	12	6	8	6		126
Comp Cart	9	15	18	70	144	226	221	164	66	54	39	7	1033
Pull Cart	26	89	121	572	1286	1276	1094	1109	699	645	231	101	7249
Total Carts	80	248	323	1175	2170	2561	2299	2158	1336	1154	441	192	14137

Ingleside Golf Club's Monthly Report

November 2018

Golf – In the beginning of November we went to winter rates that will remain in effect until late March. This on average reduces our rate about \$5 per round. November was the same old story for 2018 with the rain. It was actually the wettest November on record. This included 4 inches of snow on November 15 which closed the course for 5 days. The annual average rainfall for the area was reached in September and by are records we are currently 15+ inches over the average with one month left in the year. No one in the business has ever seen a year like this one. For the holidays we have run some promotions. We started \$5 extra with every \$50 purchased with a gift card. For new members we have offered a 7 day membership for \$1,000. We also are offering a 10 round package with cart for \$300. JT also continues to have sales on the old inventory that we have had for years. He really has done a nice job of moving the old inventory this year.

Maintenance- In November we put on the last cuts on the course for the year. We also started with the cutting of naturalized areas and clearing of some areas that are affecting play. With it being so wet, we have not been able to get the tractors out to cut the high grass. Most of the work has been in the areas we have to do by hand. The course continues to have 4 springs that keep those areas like a swamp. A dry winter will be required if those areas are to dry up by spring.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>November</u>	533	896

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>November</u>	\$14,610	\$27,598	\$22,951
<u>YTD</u>	\$455,014	\$592,279	\$661,387

Expenses

	<u>YTD</u>
2018	\$568,889
2017	\$661,883

INGLESIDE YTD through November 2018

Account Number	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
REVENUES													
09-10-342-100	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19	9828.27	8916.58	5836.52	4660.96	1839.01		58843.25
09-10-367-100	3722.00	1200.00	100.00	2886.00	775.00						1843.00		10526.00
09-10-367-101	2488.30	3354.23	6108.75	25610.18	49734.17	53628.87	53289.06	44367.77	29625.84	20362.94	8223.83		297303.94
09-10-367-102	234.00	392.70	670.70	2557.90	3986.72	3892.97	3428.27	2785.00	2121.20	1452.10	1204.60		22726.16
09-10-367-103	454.19	393.07	748.58	2400.90	3755.05	4572.95	3832.07	4195.50	2899.85	3103.97	694.17		27050.30
09-10-380-100		76.10	104.00	347.89	353.90	477.28	496.60	233.30	437.70	312.25	210.06		3122.18
09-10-367-105	73.10		297.50	450.00	192.50			17.50			957.50		1580.00
09-10-367-104						700.00	880.00						33111.43
09-10-367-106	217.36	340.51	575.98	2385.64	6190.67	6439.69	5547.43	4936.25	3116.65	2683.25	678.00		4352.75
09-10-367-107	180.00	72.20	542.50	591.69	905.00	690.70	173.32	55.00	477.34	610.00	55.00		-4645.19
09-10-367-107	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29	-664.30	-531.35	-501.92	-1114.56	-77.68		0.00
09-10-367-112													16.50
09-10-367-113							16.50						1260.00
09-10-367-118					600.00	125.00	230.00	190.00	25.00	50.00	40.00		2291.00
09-10-367-108		3.61	35.58	223.65	227.33	270.25	584.20	414.34	294.73	145.09	84.33		
09-10-367-108		-0.99	-4.70	-31.34	-158.14	-197.86	-118.50	-230.17	-242.92	-64.62	-40.34		-1103.06
09-10-367-115		-2.32	-27.82	-56.21	-37.19	-92.02	-201.36	-315.73	-186.94	-266.09	-143.14		-1328.82
09-10-367-116		-15.00	-11.50	-103.16	-55.61	-40.00	-260.46	-460.22	-50.95	-30.00			-1049.90
Department Sales	8249.99	7222.78	10595.83	42669.55	73502.07	80770.73	77061.10	64573.77	43852.10	31905.29	14610.84	0.00	455014.05
09-00-452-180	TAX	61.42	157.81	548.88	767.55	1026.36	952.65	869.24	571.88	472.23	177.34		5705.45
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	14788.18	0.00	460719.50
Credit Cards	4987.72	3090.76	6140.06	30155.71	46849.28	53149.55	50185.89	41844.15	28888.73	18771.20	7462.98		291526.03
Bank Deposit	3323.69	4232.11	4613.58	13062.72	27420.34	28647.54	27827.86	23598.86	15535.25	13606.32	7325.20		169193.47
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	14788.18	0.00	460719.50
PA GOLF													
Before 12/1/2 Non Res	2	5	8	48	82	65	66	66	34	44	11		431
Before 12/1/2 Res	25	39	90	217	285	478	445	385	279	187	75		2505
Before 12/1/2 Res	1	7	17	36	21	27	27	30	26	4	24		207
After 12/1/2 Non res	18	28	52	189	259	350	329	316	165	156	24		1886
After 12/1/2 Res	6	15	14	39	30	44	44	13	18	15	12		250
Senior	3	63	21	60	149	148	117	156	95	109	39		960
After 3/4/5				21	33	73	84	27	12				250
Golf Now	7	17	43	58	92	115	119	108	72	112	66		809
5 for 5	11	27	30	123	292	413	391	340	111	84	115		1937
9 Holes	10	38	48	221	422	521	507	445	326	187	77		2802
Junior				3	49	8	7	28	3		4		102
League				155	405	310	217	247	79	91	17		1521
Passholder	21	69	58	117	161	147	175	129	92	110	9		1088
Promotion Rds	7	2	22	90	123	220	185	159	129	142	60		1139
Outings					162	45		84	59	44			394
Ingleside Event										22			
Replay													
Total Rounds	111	310	403	1357	2580	2959	2713	2535	1500	1310	533	0	16311
12 Cart	25	7	60	235	363	467	376	410	330	271	77		2621
8 Cart	19	134	119	271	354	572	586	463	234	176	88		3016
10 Cart	1	1	4	25	21	20	22	12	6		6		126
5 Cart	9	15	18	70	144	226	221	164	66	54	39		1026
Comp Cart	26	89	121	572	1286	1276	1094	1109	699	645	231		7148
Pull Cart													
Total Carts	80	248	323	1175	2170	2561	2299	2158	1336	1154	441	0	13945

Ingleside Golf Club's Monthly Report

October 2018

Golf – October was drier than the rest of the year, but wetter than the average October. We had 9 days of rain and October is typically the driest month of the year on average. We did have our St, Anthony's outing with 44 players this month. JT and I are working on our off season promotions that we run for the holidays and the end of the year. We are planning on having a 10 round package to purchase, 5 extra dollars with every 50 dollars of gift certificates purchased, and a discounted membership package for new members only.

Maintenance- The course bounced back nicely from the summer. There are still some areas that will require next spring to recover fully. We still do have a few springs that continue to remain a problem on the course. As the grass and cutting slows down, we will begin some clearing projects of growth that has interfered with play. There are many winter jobs we would like to take care of this year. Last winter I was not able to spend much time outside due to the inside requirement I had with no pro for the entire winter.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>October</u>	1310	1515

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>October</u>	\$31,905	\$42,752	\$45,769
<u>YTD</u>	\$440,403	\$564,681	\$638,425

Expenses

YTD

2018 \$534,748

2017 \$624,221

INGLESIDE YTD through October 2018

Account Number	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
REVENUES													
09-10-342-100 Cart Rentals	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19	9828.27	8916.58	5836.52	4860.96			57004.24
09-10-367-100 Season Pass Sold	3722.00	1200.00	100.00	2886.00	775.00								8693.00
09-10-367-101 Greens Fees	2498.30	3854.23	6108.75	25610.18	49734.17	53628.87	53289.06	44367.77	29625.84	20362.94			289080.11
09-10-367-102 Driving Range	234.00	392.70	670.70	2557.90	3986.72	3892.97	3428.27	2785.00	2121.20	1452.10			21521.56
09-10-367-103 Merchandise Sales	454.19	393.07	748.58	2400.90	3755.05	4872.95	3832.07	4195.50	2899.85	3103.97			26356.13
09-10-380-100 Other Income	73.10	76.10	104.00	347.89	353.90	477.28	496.60	233.30	437.70	312.25			2912.12
09-10-367-105 Ghin Handicap			297.50	450.00	192.50			17.50					957.50
09-10-367-104 Junior Clinic	217.36	340.51	575.98	2385.64	6190.67	700.00	880.00						1580.00
09-10-367-106 Food/Drinks	180.00	72.20	542.50	591.69	905.00	690.70	173.32	55.00	477.34	610.00			32433.43
09-10-367-107 Gift Cert Sold	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29	-664.30	-531.35	-501.92	-1114.56			4297.75
09-10-367-107 Gift Cert Redeem													-4567.51
09-10-367-112 Advertising/Signs													0.00
09-10-367-113 Club Repair							16.50						16.50
09-10-367-118 Lessons	7.89	3.61	35.58	223.65	600.00	125.00	230.00	190.00	25.00	50.00			1220.00
09-10-367-108 Over	-13.47	-0.99	-4.70	-31.34	-158.14	-197.86	584.20	414.34	294.73	145.09			2206.67
09-10-367-108 Under		-2.32	-27.82	-56.21	-37.19	-92.02	-201.36	-315.73	-186.94	-266.09			-1062.71
09-10-367-115 Awards Redeemed													-1185.68
09-10-367-116 Rain Check Redeem	-23.00	-15.00	-11.50	-103.16	-55.61	-40.00	-260.46	-460.22	-50.95	-30.00			-1049.90
Department Sales	8249.99	7222.78	10595.83	42669.55	73502.07	80770.73	77061.10	64573.77	43852.10	31905.29	0.00	0.00	440403.21
09-00-452-180 TAX	61.42	100.09	157.81	548.88	767.55	1026.36	952.65	869.24	571.88	472.23			5528.11
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	0.00	0.00	445931.32
Credit Cards	4987.72	3090.76	6140.06	30155.71	46849.28	53149.55	50185.89	41844.15	28888.73	18771.20			284063.05
Bank Deposit	3323.69	4232.11	4613.58	13062.72	27420.34	28647.54	27827.86	23598.86	15535.25	13606.32			161868.27
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	32377.52	0.00	0.00	445931.32
ROUNDS													
PA GOLF													
Before 12/1/2 Non Res	2	5	8	48	82	65	66	66	34	44			420
Before 12/1/2 Res	25	39	90	217	285	478	445	385	279	187			2430
After 12/1/2 Non Res	1	7	17	14	36	21	27	27	30	26			183
After 12/1/2 Res	18	28	52	189	259	350	329	316	165	156			1862
Senior	6	15	14	39	30	44	44	13	18	15			238
After 3/4/5	3	63	21	60	149	148	117	156	95	109			921
Golf Now				21	33	73	84	27	12				250
5 for 5	7	17	43	58	92	115	119	108	72	112			743
9 Holes	11	27	30	123	292	413	391	340	111	84			1822
Junior	10	38	48	221	422	521	507	445	326	187			2725
League				3	49	8	7	28	3	98			98
Passholder	21	69	58	117	161	147	175	129	92	91			1504
Promotion Rds	7	2	22	90	123	147	185	159	129	110			1079
Outings					162	45		84	59	44			1079
Ingleside Event													394
Replay													22
Total Rounds	111	310	403	1357	2580	2959	2713	2535	1500	1310	0	0	15778
12 Cart	25	7	60	235	363	467	376	410	330	271			2544
8 Cart	19	134	119	271	354	572	586	463	234	176			2928
10 Cart	1	1	4	25	21	20	22	12	6	8			120
5 Cart	9	15	18	70	144	226	221	164	66	54			987
Comp Cart	26	89	121	572	1286	1276	1094	1109	699	645			6917
Pull Cart		2	1	2									8
Total Carts	80	248	323	1175	2170	2561	2299	2158	1336	1154	0	0	13504

Ingleside Golf Club's Monthly Report

September 2018

Golf— The horrible weather of 2018 continued and may have been even worse in September. There were 14 days with rain and more than double the average total of rain for the month. Rounds for September and the year are by far the lowest we have ever seen. JT has been running promotions and marketing them in many ways, but with the weather it is impossible to determine the effectiveness of this promotions. We have done our best to offset the low rounds by controlling costs in every possible way. The Coatesville Christmas Parade did have it's outing on September 14 and it is one of the days it did not rain. The weather was not great, but everybody seem to have a good time with the event. Our men's league finished up in September. It was a little later than normal with all the rain outs we had this year. The BOTL Wednesday morning league started with their fall schedule and will play for 12 weeks.

Maintenance— We have kept the greens department crew very small this fall. This is in an effort to keep expenses down and one of our crewman has had to take extended time off due to an illness with his wife. With all the rain, there are areas of the golf course that have had standing water for over a month. Some of these areas are just not drying out and others are springs that have come to the surface with the high water table. There are many days that we would not let carts on a normal year due to the damage that would be caused with the wet conditions. When we have no carts, we get no play and with so many days like this we have just let carts out in order to get rounds. There will be areas that require repair after they dry out. The conditions this year have been the worse I have ever seen, and others have ever seen, for growing grass. Some greens have just never totally dried out and mowing them does cause damage to these greens. This has been the most frustrating year when it comes to maintaining the golf course and for that matter all aspects of the business.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>September</u>	1500	2212

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>September</u>	\$43,870	\$67,693	\$69,263
<u>YTD</u>	\$408,870	\$521,929	\$586,762

Expenses

	<u>YTD</u>
2018	\$471,582
2017	\$578,238

INGLESIDE YTD through September 2018

Account Number	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
REVENUES													
09-10-342-100 Cart Rentals	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19	9828.27	8916.58	5836.52				52343.28
09-10-367-100 Season Pass Sold	3722.00	1200.00	100.00	2886.00	775.00								8683.00
09-10-367-101 Greens Fees	2498.30	3854.23	6108.75	25610.18	49734.17	53628.87	53289.06	44367.77	29625.84				268717.17
09-10-367-102 Driving Range	234.00	392.70	670.70	2557.90	3986.72	3892.97	3428.27	2785.00	2121.20				20069.46
09-10-367-103 Merchandise Sales	454.19	393.07	748.58	2400.90	3755.05	4772.95	3832.07	4195.50	2899.85				23252.16
09-10-380-100 Other Income	73.10	76.10	104.00	347.89	353.90	477.28	496.60	233.30	437.70				2599.87
09-10-367-105 Ghin Handicap			297.50	450.00	192.50			17.50					957.50
09-10-367-104 Junior Clinic						700.00	880.00						1580.00
09-10-367-106 Food/Drinks	217.36	340.51	575.98	2385.64	6190.67	6439.69	5547.43	4936.25	3116.65				29750.18
09-10-367-107 Gift Cert Sold	180.00	72.20	542.50	591.89	905.00	690.70	173.32	55.00	477.34				3687.75
09-10-367-107 Gift Cert Redeem	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29	-664.30	-531.35	-501.92				-3452.95
09-10-367-112 Advertising/Signs													0.00
09-10-367-113 Club Repair							16.50						16.50
09-10-367-118 Lessons					600.00	125.00	230.00	190.00	43.33				1188.33
09-10-367-108 Over	7.89	3.61	35.58	223.65	227.33	270.25	584.20	414.34	294.73				2061.58
09-10-367-108 Under	-13.47	-0.99	-4.70	-31.34	-158.14	-197.86	-118.50	-230.17	-242.92				-998.09
09-10-367-115 Awards Redeemed		-2.32	-27.82	-56.21	-37.19	-92.02	-201.36	-315.73	-186.94				-919.59
09-10-367-116 Rain Check Redeem	-23.00	-15.00	-11.50	-103.16	-55.61	-40.00	-260.46	-460.22	-50.95				-1019.90
Department Sales	8249.99	7222.78	10595.83	42669.55	73502.07	80770.73	77061.10	64573.77	43870.43	0.00	0.00	0.00	408516.25
09-00-452-180 TAX	61.42	100.09	157.81	548.88	767.55	1026.36	952.65	869.24	571.88				5055.88
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44442.31	0.00	0.00	0.00	413572.13
Credit Cards	4987.72	3090.76	6140.06	30155.71	46849.28	53149.55	50185.89	41844.15	28888.73				265291.85
Bank Deposit	3323.69	4232.11	4613.58	13062.72	27420.34	28647.54	27827.86	23598.86	15535.25				148261.95
Total Revenues	8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	65443.01	44423.98	0.00	0.00	0.00	413553.80
ROUNDS													
PA GOLF	2	5	8	48	82	65	66	66	34				376
Before 12/1/2 Non Res	25	39	90	217	285	478	445	385	279				2243
Before 12/1/2 Res	1	7	17	14	36	21	27	30	26				179
After 12/1/2 Non res	18	28	52	189	259	350	329	316	165				1706
After 12/1/2 Res	6	15	14	39	30	44	44	13	18				223
Senior	3	63	21	60	149	148	117	156	95				812
After 3/4/5				21	33	73	84	27	12				250
Golf Now	7	17	43	58	92	115	119	108	72				631
5 for 5	11	27	30	123	292	413	391	340	111				1738
9 Holes	10	38	48	221	422	521	507	445	326				2538
Junior				3	49	8	7	28	3				98
League				155	405	310	217	247	79				1413
Passholder	21	69	58	117	161	147	175	129	92				969
Promotion Rds	7	2	22	90	123	220	185	159	129				937
Outings					162	45		84	59				350
Ingleside Event													0
Replay				2		1		2					5
Total Rounds	111	310	403	1357	2580	2959	2713	2535	1500	0	0	0	14468
12 Cart	25	7	60	235	363	467	376	410	330				2273
8 Cart	19	134	119	271	354	572	586	463	234				2752
10 Cart	1	1	4	25	21	20	22	12	6				112
5 Cart	9	15	18	70	144	226	221	164	66				933
Comp Cart	26	89	121	572	1286	1276	1094	1109	699				6272

INGLESIDE YTD through September 2018

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Ingleside Golf Club's Monthly Report

August 2018

Golf – August continued with the extremely wet year and was actually worse than other months this year. 14 days in August had rain this month and 6 other days were in the 90s. I have been in the golf business for 30 years and have never seen a year like this one. There have been individual months that have had large rainfall amounts, but never this prolonged stretch of rainy conditions. Every month since March has had higher than average rainfall amounts and days with precipitation. Even when it is not raining the humidity and clouds have hung around preventing any kind of drying. From July 16th to August 13 we never had to turn the irrigation on. This is unheard of in the summer. To say the least we are very frustrated. We did have The Downingtown Whippets outing this month with 84 players. They were satisfied with JT and the way the outing was run. We did run a promotional campaign with Group Golfer and have restarted our promotion with Groupon. JT has worked very closely with Abbey in order to get our specials out to the public.

Maintenance- The weather has taken its toll on the golf course. Just trying to get mowers on the course to cut grass has been challenging. At times there has been no choice but to mow saturated areas because the grass has become too long. Mechanical damage has become unavoidable. Either cut when soil is saturated or cut grass that has grown too high because of the duration soil has remained wet. The Philadelphia Association of Golf Course Superintendents along with Golf Course Superintendents of America have put out a memo to clubs asking golfers to have an understanding of potential course conditions due to the extreme environmental conditions present this year. Through all of this, we are making every effort to control cost in all departments due to the very low round numbers.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>August</u>	2535	3310

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>August</u>	\$64,573	\$82,940	\$99,087
<u>YTD</u>	\$364,645	\$454,691	\$517,495

Expenses

	<u>YTD</u>
2018	\$323,923
2017	\$414,923

Ingleside Golf Club's Monthly Report

July 2018

Golf— July continued the 2018 year with terrible weather. There has not been one month in 2018 that has been average or above average when referring to the weather. The month started off with a week of mid 90 temperatures. In the middle of the month there was one period where we had 7 days of rain out of 8 days. July ended up with 12 days of measurable rain. We have been running many specials like \$20.00 Monday afternoons to try to increase play in our traditional slow times. We are also working closely with GolfNow to promote these slow times. With the weather being as unfavorable as it has been, we are focused on keeping expenses down as much as possible.

Maintenance— With the heat and all the rain, maintaining the golf course has been a real challenge. The rains that we have received have been large amounts in short period of times. The course has been so wet that just being able to get equipment out to mow has been a problem. Every time we have a storm with heavy rain, the bunkers wash out and require time consuming work to repair. This includes large amounts of shoveling sand to repair each bunker. Mother Nature is definitely causing its share of problems.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>July</u>	2713	2990

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>July</u>	\$77,061	\$87,209	\$90,324
<u>YTD</u>	\$300,072	\$371,296	\$418,421

Expenses

YTD

2018 \$284,732

2017 \$377,404

INGLESIDE YTD through July 2018

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19	9828.27						37590.18
09-10-367-100	Season Pass Sold	3722.00	1200.00	100.00	2886.00	775.00								8683.00
09-10-367-101	Greens Fees	2498.30	3854.23	6108.75	25610.18	49734.17	53628.87	53289.06						194723.56
09-10-367-102	Driving Range	234.00	392.70	670.70	2557.90	3986.72	3892.97	3428.27						15163.26
09-10-367-103	Merchandise Sales	454.19	393.07	748.58	2400.90	3755.05	4572.95	3832.07						16156.31
09-10-380-100	Other Income	73.10	76.10	104.00	347.89	353.90	477.28	496.60						1928.37
09-10-367-105	Ghin Handicap			297.50	450.00	192.50								940.00
09-10-367-104	Junior Clinic						700.00	880.00						1580.00
09-10-367-106	Food/Drinks	217.36	340.51	575.98	2385.64	6190.67	6439.69	5547.43						21697.28
09-10-367-107	Gift Cert Sold	180.00	72.20	542.50	591.69	905.00	690.70	173.32						3155.41
09-10-367-107	Gift Cert Redeem	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29	-664.30						-2419.68
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													16.50
09-10-367-118	Lessons													955.00
09-10-367-108	Over	7.89	3.61	35.58	223.65	227.33	125.00	230.00						1352.51
09-10-367-108	Under	-13.47	-0.99	-4.70	-31.34	-158.14	-197.86	-118.50						-525.00
09-10-367-115	Awards Redeemed		-2.32	-27.82	-56.21	-37.19	-92.02	-201.36						-416.92
09-10-367-116	Rain Check Redeem	-23.00	-15.00	-11.50	-103.16	-55.61	-40.00	-260.46						-508.73
Department Sales														
09-00-452-180	TAX	8249.99	7222.78	10595.83	42669.55	73502.07	80770.73	77061.10	0.00	0.00	0.00	0.00	0.00	300072.05
Total Revenues		8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	0.00	0.00	0.00	0.00	0.00	303686.81
Credit Cards		4987.72	3090.76	6140.06	30155.71	46849.28	53149.55	50185.89						194558.97
Bank Deposit		3323.69	4232.11	4613.58	13062.72	27420.34	28647.54	27827.86						109127.84
Total Revenues		8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	78013.75	0.00	0.00	0.00	0.00	0.00	303686.81
	ROUNDS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
PA GOLF														
Before 12/1/2 Non Res	2	5	8		48	82	65	66						276
Before 12/1/2 Res	25	39	90		217	285	478	445						1579
After 12/1/2 Non res	1	7	17		14	36	21	27						123
After 12/1/2 Res	18	28	52		189	259	350	329						1225
Senior	6	15	14		39	30	44	44						192
After 3/4/5	3	63	21		60	149	148	117						561
Golf Now	7	17	43		21	33	73	84						211
5 for 5	11	27	30		58	92	115	119						451
9 Holes	10	38	48		123	292	413	391						1287
Junior					221	422	521	507						1767
League					3	49	8	7						67
Passholder	21	69	58		155	405	310	217						1087
Promotion Rds	7	2	22		117	161	147	175						748
Outings					90	123	220	185						649
Ingleside Event						162	45							207
Replay														0
Total Rounds	111	310	403		1357	2580	2959	2713	0	0	0	0	0	10433
12 Cart														
8 Cart	25	7	60		235	363	467	376						1533
10 Cart	19	134	119		271	354	572	586						2055
5 Cart	1	1	4		25	21	20	22						94
Comp Cart	9	15	18		70	144	226	221						703
	26	89	121		572	1286	1276	1094						4464

Ingleside Golf Club's Monthly Report

June 2018

Golf – June was filled with untimely rain falls on Fridays, Saturdays, and Sundays which are our busiest days. We had measurable rain on 8 of the possible 14 days this month. This rain cost us an estimated \$15,000 to \$20,000 from an average month. The main focus continues to be control cost for this year. We did have the Fish Fry outing on June 9 in which there was 44 golfers. The Wednesday BOTL League ended the first week of June and they will resume a fall schedule starting in September. Even though we are down from last year, you can sense a change in the atmosphere. We are seeing golfers that have not played here in a while starting to come back. JT, head pro, is really doing a great job in promoting the course and interacting with the customers. I am only hearing positive feedback about JT.

Maintenance- The grass finally slowed down this month. Mike Fraggie sent over two guys with the boom mower and bush hog to take down high grass. This included the basin on number 4. Areas that we were not able to get with the tractors we did by hand to finish off the mowing of high grass. The course is in very good shape heading into the tough summer months.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>June</u>	2959	3476

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>June</u>	\$80,770	\$97,386	\$107,425
<u>YTD</u>	\$223,010	\$284,082	\$319,512

Expenses

YTD

2018	\$245,301
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2017	\$328,591
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INGLESIDE YTD through June 2018

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	1030.12	1050.67	1578.43	5753.17	7592.33	10757.19							27761.91
09-10-367-100	Season Pass Sold	3722.00	1200.00	100.00	2886.00	775.00								8683.00
09-10-367-101	Greens Fees	2493.30	3854.23	6108.75	25610.18	49734.17	53628.87							141434.50
09-10-367-102	Driving Range	234.00	392.70	670.70	2557.90	3986.72	3892.97							11734.99
09-10-367-103	Merchandise Sales	454.19	393.07	748.58	2400.90	3755.05	4572.95							12324.74
09-10-380-100	Other Income	73.10	76.10	104.00	347.89	353.90	477.28							1432.27
09-10-367-105	Ghin Handicap			297.50	450.00	192.50								940.00
09-10-367-104	Junior Clinic	217.36					700.00							700.00
09-10-367-106	Food/Drinks		340.51	575.98	2385.64	6190.67	6439.69							16149.85
09-10-367-107	Gift Cert Sold	180.00	72.20	542.50	591.69	905.00	690.70							2982.09
09-10-367-107	Gift Cert Redeem	-130.50	-142.00	-122.17	-346.76	-559.66	-454.29							-1755.38
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													0.00
09-10-367-118	Lessons						125.00							125.00
09-10-367-108	Over	7.89	3.61	35.58	223.65	227.33	270.25							725.00
09-10-367-108	Under	-13.47	-0.99	-4.70	-31.34	-158.14	-197.86							768.31
09-10-367-108	Awards Redeemed		-2.32	-27.82	-56.21	-37.19	-92.02							-406.50
09-10-367-116	Rain Check Redeem	-23.00	-15.00	-11.50	-103.16	-55.61	-40.00							-215.56
09-10-367-116														-248.27
Department Sales		8249.99	7322.78	10595.83	42669.55	73502.07	80770.73	0.00	0.00	0.00	0.00	0.00	0.00	223010.95
09-00-452-180	TAX	61.42	100.09	157.81	548.88	767.55	1026.36							2562.11
Total Revenues		8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	0.00	0.00	0.00	0.00	0.00	0.00	225673.06
Credit Cards		4987.72	3090.76	6140.06	30155.71	46849.28	53149.55							144373.08
Bank Deposit		3323.69	4232.11	4613.58	13062.72	27420.34	28647.54							81299.98
Total Revenues		8311.41	7322.87	10753.64	43218.43	74269.62	81797.09	0.00	0.00	0.00	0.00	0.00	0.00	225673.06
PA GOLF		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
Before 12/1/2 Non Res		25	39	90	217	285	478							210
Before 12/1/2 Res		1	7	17	14	36	21							1134
After 12/1/2 Non res		18	28	52	189	259	350							96
After 12/1/2 Res		6	15	14	39	30	44							896
Senior		3	63	21	60	149	148							148
After 3/4/5						21	33							444
Golf Now		7	17	43	58	92	115							127

INGLESIDE YTD through June 2018

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Ingleside Golf Club's Monthly Report

May 2018

Golf— May was a wet month. In one 10 day stretch we had rain on 9 of those days. Our Ingleside, VA, and Wednesday morning league have all started. This year we do not have a ladies's league. Last year we had 20 ladies in our league, but they went to Downingtown for their league this year. There are a couple factors in their move to Downingtown including not feeling appreciated by our old pro and the offering of food services at Downingtown. They felt our old pro would only put effort into the men's league. JT, our new pro, has been in contact with the ladies and has learned they are not happy at Downingtown. He has started the process of getting them back to Ingleside and growing their league. We had the Appetites on Main outing with 64 golfers. They sent a letter to the golf course thanking JT and all the staff on a great day. It has been a slow start this year, but you can sense a positive change that is taking place at the course. So far this year we have kept expenses down and this should continue throughout the year.

Maintenance— The main focus this month was cutting grass. With all the rain and the grass growing so fast, it was difficult keeping the course cut properly. We did bring on 3 new part time employees. Two of them are college students and the other goes to automotive school. This gives us more of a crew this year than last, but without a full time employee we are saving on benefits and salary overall.

Head Professional— JT Holsman, new head pro, has been doing a great job. We are playing catch up because of his late start date, but he has jumped right in and is highly motivated.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>May</u>	2580	2749

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>May</u>	\$73,502	\$75,421	\$97,682
<u>YTD</u>	\$142,240	\$186,696	\$209,633

Expenses

	<u>YTD</u>
2018	\$211,192
2017	\$271,610

Ingleside Golf Club's Monthly Report

April 2018

Golf – April was a wet and extremely cold month. The average high for the month was 52 degrees. This is 10 degrees below average. Rounds and revenue for this month were the lowest ever for April. We did get started with our Wednesday morning league and the Thursday VA league. On April 29th we had our first outing of the year. This was the West Chester Athletic Department and they had 96 players. This was the largest turn out for this outing and it went very smoothly even though it was only 52 degrees and windy. Revenue is at the lowest it has ever been at this point in the year, but we have kept expenses way down so far this year. We spent over \$59,000 less this year than at the same point in 2017.

Maintenance- With the cold temperatures the golf course was very slow to get growing. This delayed the recovery of the greens from aeration. We decided to replace Derrick Brown, who moved to the roads department, with two part time employees. Derrick was full time and received benefits. This move will save over \$20,000 in payroll and benefits.

Head Professional – JT Holsman started as our new head professional on April 23rd. JT was the Head of Player Development at North Hills Country Club. We did have a challenge with JT already arriving after the season started. I was able to start and maintain the duties that are required by the head professional until JT started. Once JT started, there was plenty of work that needed to and still needs to get accomplished. So far JT has handled all situations nicely and looks like he will be a great asset to Ingleside.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>April</u>	1375	2234

INGLESIDE YTD through April 2018

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	1030.12	1050.67	1578.43	5753.17									9412.39
09-10-367-100	Season Pass Sold	3722.00	1200.00	100.00	2886.00									7908.00
09-10-367-101	Greens Fees	2498.30	3854.23	6108.75	25610.18									38071.46
09-10-367-102	Driving Range	234.00	392.70	670.70	2557.90									3855.30
09-10-367-103	Merchandise Sales	454.19	393.07	748.58	2400.90									3996.74
09-10-380-100	Other Income	73.10	76.10	104.00	347.89									601.09
09-10-367-105	Ghin Handicap			297.50	450.00									747.50
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	217.36	340.51	575.98	2385.64									3519.49
09-10-367-107	Gift Cert Sold	180.00	72.20	542.50	591.69									1386.39
09-10-367-107	Gift Cert Redeem	-130.50	-142.00	-122.17	-346.76									-741.43
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													0.00
09-10-367-118	Lessons													0.00
09-10-367-108	Over	7.89	3.61	35.58	223.65									270.73
09-10-367-108	Under	-13.47	-0.99	-4.70	-31.34									-50.50
09-10-367-115	Awards Redeemed		-2.32	-27.82	-56.21									-86.35
09-10-367-116	Rain Check Redeem	-23.00	-15.00	-11.50	-103.16									-152.66
Department Sales		8249.99	7222.78	10595.83	42669.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	68738.15
09-00-452-180	TAX	61.42	100.09	157.81	548.88									868.20
Total Revenues		8311.41	7322.87	10753.64	43218.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69606.35
Credit Cards		4987.72	3090.76	6140.06	30155.71									44374.25
Bank Deposit		3323.69	4232.11	4613.58	13062.72									25232.10
Total Revenues		8311.41	7322.87	10753.64	43218.43	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69606.35
PA GOLF		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
Before 12/1/2 Non Res	2	5	8	48										63
Before 12/1/2 Res	25	39	90	217										371
After 12/1/2 Non res	1	7	17	14										39
After 12/1/2 Res	18	28	52	189										287
Senior	6	15	14	39										74
Junior	3	63	21	60										147
After 3/4/5				21										21
Golf Now	7	17	43	58										125
5 for 5	11	27	30	123										191
9 Holes	10	38	48	221										317
League				3										3
Passholder	21	69	58	117										155
Promotion Rds	7	2	22	90										265
Outings														121
Ingleside Event														0
Replay														0
Total Rounds	111	310	403	1357	2	0	0	0	0	0	0	0	0	2181
12 Cart														
8 Cart	25	7	60	235										327
10 Cart	19	134	119	271										543
5 Cart	1	1	4	25										31
Comp Cart	9	15	18	70										112
	26	89	121	572										808

Ingleside Golf Club's Monthly Report

March 2018

Golf – March was way below average when it comes to temperatures and we had our 2 biggest snow falls of the year in this month. Spring arrived in March, but at no time did it feel like spring.

Maintenance- We were able to squeeze in our green's aeration in between snow falls. This is a big job and it was nice to be able to get it out of the way while the weather was bad. We will not have to disturb golfers when the weather warms up.

Head Professional – Our second choice for the head pro position was still available and interested in the position. This saved us time and effort in finding another candidate. The new pro is Joseph Holsman and he is the head of player development at North Hills Country Club. He should be starting in mid April.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>March</u>	412	438

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>March</u>	\$10,595	\$11,578	\$24,605
<u>YTD</u>	\$26,068	\$44,877	\$42,563

INGLESIDE YTD through March 2018

Account Number		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
	REVENUES													
09-10-342-100	Cart Rentals	1030.12	1050.67	1578.43										3659.22
09-10-367-100	Season Pass Sold	3722.00	1200.00	100.00										5022.00
09-10-367-101	Greens Fees	2498.30	3854.23	6108.75										12461.28
09-10-367-102	Driving Range	234.00	392.70	670.70										1297.40
09-10-367-103	Merchandise Sales	454.19	393.07	748.58										1595.84
09-10-380-100	Other Income	73.10	76.10	104.00										253.20
09-10-367-105	Ghin Handicap			297.50										297.50
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	217.36	340.51	575.98										1133.85
09-10-367-107	Gift Cert Sold	180.00	72.20	542.50										794.70
09-10-367-107	Gift Cert Redeem	-130.50	-142.00	-122.17										-394.67
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													0.00
09-10-367-108	Over	7.89	3.61	35.58										47.08
09-10-367-108	Under	-13.47	-0.99	-4.70										-19.16
09-10-367-115	Awards Redeemed		-2.32	-27.82										-30.14
09-10-367-116	Rain Check Redeem	-23.00	-15.00	-11.50										-49.50
Department Sales		8249.99	7222.78	10595.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26068.60
09-00-452-180	TAX	61.42	100.09	157.81										319.32
Total Revenues		8311.41	7322.87	10753.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26387.92
Credit Cards		4987.72	3090.76	6140.06										14218.54
Bank Deposit		3323.69	4232.11	4613.58										12169.38
Total Revenues		8311.41	7322.87	10753.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26387.92
	ROUNDS													
PA GOLF		2	5	8										15
Before 12/1/2 Non Res		25	39	90										154
Before 12/1/2 Res		1	7	17										25
After 12/1/2 Non res		18	28	52										98
After 12/1/2 Res		6	15	14										35
Senior		3	63	21										87
After 3/4/5														0
Golf Now		7	17	43										67
5 for 5		11	27	30										68
9 Holes		10	38	48										96
Junior														0
League														0
Passholder		21	69	58										148
Promotion Rds		7	2	22										31
Outings														0
Ingleside Event														0
Replay														0
Total Rounds		111	310	403	0	0	0	0	0	0	0	0	0	824
12 Cart		25	7	60										92
7 Cart		19	134	119										272
10 Cart		1	1	4										6
5 Cart		9	15	18										42
Comp Cart		26	89	121										236
Pull Cart			2	1										3
Total Carts		80	248	323	0	0	0	0	0	0	0	0	0	651

Ingleside Golf Club's Monthly Report

February 2018

Golf – The cold and or the wet continued in February. We did have 5 days in which the temperatures were above average without any precipitation. These days accounted for all our play this month.

Maintenance – We were able to work outside for few days this month, but for the most part we continued with our inside work.

Head Professional – We did make an offer to a candidate to fill our head professional position. Unfortunately the back ground check turned up something that we were not comfortable with in having him as our new pro. As of now the search continues.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>February</u>	248	854

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>February</u>	\$7,222	\$23,841	\$7,835
<u>YTD</u>	\$15,472	\$33,299	\$17,928

INGLESIDE YTD through February 2018

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	1030.12	1050.67											2080.79
09-10-367-100	Season Pass Sold	3722.00	1200.00											4922.00
09-10-367-101	Greens Fees	2498.30	3854.23											6352.53
09-10-367-102	Driving Range	234.00	392.70											626.70
09-10-367-103	Merchandise Sales	454.19	393.07											847.26
09-10-380-100	Other Income	73.10	76.10											149.20
09-10-367-105	Ghin Handicap													0.00
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	217.36	340.51											557.87
09-10-367-107	Gift Cert Sold	180.00	72.20											252.20
09-10-367-107	Gift Cert Redeem	-130.50	-142.00											-272.50
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													0.00
09-10-367-108	Over	7.89	3.61											11.50
09-10-367-108	Under	-13.47	-0.99											-14.46
09-10-367-115	Awards Redeemed		-2.32											-2.32
09-10-367-116	Rain Check Redeem	-23.00	-15.00											-38.00
Department Sales		8249.99	7222.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15472.77
09-00-452-180	TAX	61.42	100.09											161.51
Total Revenues		8311.41	7322.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15634.28
Credit Cards		4987.72	3090.76											8078.48
Bank Deposit		3323.69	4232.11											7555.80
Total Revenues		8311.41	7322.87	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15634.28
PA GOLF														
Before 12/1/2 Non Res		2	5											7
Before 12/1/2 Res		25	39											64
After 12/1/2 Non res		1	7											8
After 12/1/2 Res		18	28											46
Senior		6	15											21
After 3/4/5		3	63											66
Golf Now		7	17											24
5 for 5		11	27											38
9 Holes		10	38											48
Junior														0
League														0
Passholder		21	69											90
Promotion Rds		7	2											9
Outings														0
Ingleside Event														0
Replay														0
Total Rounds		111	310	0	0	0	0	0	0	0	0	0	0	421
12 Cart		25	7											32
7 Cart		19	134											153
10 Cart		1	1											2
5 Cart		9	15											24
Comp Cart		26	89											115
Pull Cart			2											2
Total Carts		80	248	0	0	0	0	0	0	0	0	0	0	328

Ingleside Golf Club's Monthly Report

January 2018

Golf— January was a cold month with very few playable days. We had a total of 111 rounds and 90 of them came in three days. There were a few small snowfalls, but with the cold temps the course was closed due to snow for 18 days. We did have three members join and Groupon brought in \$1,056 which did help bring in some revenue for the month.

Pro Shop - We did have to replace a couple pieces of equipment in the pro shop. The first was the water heater. This was the original water heater which makes it 20 years old. The other replacement we had was the box that controls our security cameras. This was 11 years old and just stop working.

Maintenance- With the weather we did not get outside very often and most of our work was done inside. This includes painting of golf course accessories, equipment maintenance, and cleaning and organizing of buildings.

Head Professional — Our search for our new pro continues. We are taking resumes until February 7 and then plan to start the interview process shortly there after.

Rounds -

	<u>2018</u>	<u>2017</u>
<u>January</u>	111	323

Revenue-

	<u>2018</u>	<u>2017</u>	<u>AVG</u>
<u>January</u>	\$8,249	\$9,458	\$10,092

INGLESIDE YTD through January 2018

Account Number	REVENUES	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
09-10-342-100	Cart Rentals	1030.12												1030.12
09-10-367-100	Season Pass Sold	3722.00												3722.00
09-10-367-101	Greens Fees	2498.30												2498.30
09-10-367-102	Driving Range	234.00												234.00
09-10-367-103	Merchandise Sales	454.19												454.19
09-10-380-100	Other Income	73.10												73.10
09-10-367-105	Ghin Handicap													0.00
09-10-367-104	Junior Clinic													0.00
09-10-367-106	Food/Drinks	217.36												217.36
09-10-367-107	Gift Cert Sold	180.00												180.00
09-10-367-107	Gift Cert Redeem	-130.50												-130.50
09-10-367-112	Advertising/Signs													0.00
09-10-367-113	Club Repair													0.00
09-10-367-108	Over	7.89												7.89
09-10-367-108	Under	-13.47												-13.47
09-10-367-115	Awards Redeemed													0.00
09-10-367-116	Rain Check Redeem	-23.00												-23.00
Department Sales														
09-00-452-180	TAX	8249.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8249.99
Total Revenues		8311.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8311.41
Credit Cards		4987.72												4987.72
Bank Deposit		3323.69												3323.69
Total Revenues		8311.41	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8311.41
	PA GOLF	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
	Before 12/1/2 Non Res	2												2
	Before 12/1/2 Res	25												25
	After 12/1/2 Non Res	1												1
	After 12/1/2 Res	18												18
	Senior	6												6
	After 3/4/5	3												3
	Golf Now	7												7
	5 for 5	11												11
	9 Holes	10												10
	Junior													0
	League													0
	Passholder	21												21
	Promotion Rds	7												7
	Outings													0
	Ingleside Event													0
	Replay													0
	Total Rounds	111	0	0	0	0	0	0	0	0	0	0	0	111
	12 Cart	25												25
	7 Cart	19												19
	10 Cart	1												1
	5 Cart	9												9
	Comp Cart	26												26
	Pull Cart													0
	Total Carts	80	0	0	0	0	0	0	0	0	0	0	0	80