

Duluth Golf
For the Month Ending September 30th, 2020

September						YTD				
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
<i>Rounds</i>										
1,997	2,900	(903)	2,459	(462)	Rounds - Member	12,015	20,250	(8,235)	17,214	(5,199)
420	1,025	(605)	881	(461)	Rounds - Outing	1,025	4,290	(3,265)	3,492	(2,467)
4,102	4,975	(873)	3,564	538	Rounds - Public	23,834	33,750	(9,916)	28,627	(4,793)
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6,519	8,900	(2,381)	6,904	(385)	Total Rounds	36,874	58,290	(21,416)	49,333	(12,459)
<i>Revenue</i>										
69,905	63,950	5,955	44,467	25,438	Green Fees	378,517	470,700	(92,183)	398,744	(20,227)
30,625	38,898	(8,273)	31,749	(1,124)	Cart Fees	201,294	277,660	(76,366)	251,068	(49,774)
8,952	6,425	2,527	4,956	3,996	Driving Range	88,035	91,338	(3,303)	80,784	7,251
98	0	98	0	98	Golf Cards/Passes	35,664	61,722	(26,058)	48,619	(12,955)
19,290	25,075	(5,785)	21,362	(2,071)	Pro Shop Sales	80,779	144,362	(63,583)	123,342	(42,564)
10,192	20,425	(10,233)	18,042	(7,850)	Food (Food & Soft Drinks)	44,844	140,400	(95,556)	127,804	(82,961)
16,358	29,500	(13,142)	23,364	(7,006)	Beverages (Alcohol)	89,008	180,250	(91,242)	169,877	(80,870)
246	1,050	(804)	12	233	Other Food & Beverage Revenue	765	1,400	(635)	211	554
375	430	(55)	198	177	Other Golf Revenues (Club Rent, Hand	702	2,530	(1,828)	1,993	(1,291)
1,040	1,250	(210)	925	115	Clinic / School Revenue	6,315	8,250	(1,935)	7,255	(940)
0	0	0	69	(69)	Dues Income - Monthly Dues	107,931	240,500	(132,569)	232,603	(124,672)
(352)	0	(352)	(102)	(250)	Miscellaneous Income and Discounts	93	0	93	(605)	698
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156,728	187,003	(30,275)	145,042	11,687	Total Revenue	1,033,945	1,619,112	(585,167)	1,441,696	(407,751)
<i>Cost of Sales</i>										
12,711	14,900	2,189	14,319	1,608	COGS - Pro Shop	56,800	84,884	28,084	76,224	19,424
3,480	6,180	2,700	6,302	2,822	COGS - Food	13,786	40,296	26,510	44,507	30,721
1,374	2,091	717	2,764	1,390	COGS - Non-Alcoholic Beverages	8,833	16,335	7,502	17,425	8,591
5,054	8,295	3,241	5,061	8	COGS - Alcohol	23,296	50,328	27,032	40,120	16,824
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22,619	31,466	8,847	28,446	5,828	Total Cost of Sales	102,715	191,843	89,128	178,275	75,560
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134,110	155,537	(21,427)	116,596	17,514	GROSS INCOME	931,229	1,427,269	(496,040)	1,263,420	(332,191)
<i>Labor</i>										
22,274	21,113	(1,161)	19,981	(2,292)	Golf Operation Labor	98,125	146,959	48,834	149,162	51,036
10,024	6,715	(3,309)	7,160	(2,865)	General and Administrative	65,036	62,435	(2,601)	62,038	(2,997)
32,652	45,954	13,302	37,334	4,682	Maintenance and Landscaping	203,113	320,186	117,073	285,185	82,072
6,557	11,500	4,943	10,265	3,708	F&B	29,793	84,850	55,057	81,733	51,940
0	0	0	0	0	Sales and Marketing	16,075	16,583	508	15,580	(495)
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71,507	85,282	13,775	74,740	3,233	Total Direct Labor	412,142	631,013	218,871	593,698	181,556
9,459	9,795	336	8,895	(564)	Total Payroll Taxes	57,279	78,950	21,671	78,750	21,472
1,067	1,835	768	1,435	368	Total Medical/Health Benefits	12,429	16,515	4,086	10,217	(2,212)
1,532	1,920	388	1,777	245	Total Workmans Comp	13,786	17,281	3,495	15,994	2,208
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12,058	13,550	1,492	12,108	49	Total Payroll Burden	83,493	112,746	29,253	104,961	21,469
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83,566	98,832	15,266	86,848	3,282	Total Labor	495,635	743,759	248,124	698,660	203,025
<i>Other Operational Expenses</i>										
2,781	5,950	3,169	5,532	2,751	Golf Ops	21,438	52,050	30,612	54,911	33,473
15,263	26,438	11,175	28,474	13,211	G&A	151,138	231,036	79,898	224,848	73,710
10,954	15,080	4,126	20,802	9,848	Maintenance	88,285	137,710	49,425	137,539	49,254
933	2,480	1,547	4,199	3,266	F&B	8,727	25,570	16,843	26,973	18,246
1,165	1,305	140	1,829	664	Sales and Marketing	17,769	24,400	6,631	21,975	4,205
13,665	14,352	687	14,352	687	Golf Cart Leases	81,989	86,112	4,123	86,111	4,123
2,226	2,370	144	2,328	102	Insurance - P&C	20,031	21,350	1,319	20,951	919
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46,987	67,975	20,988	77,516	30,529	Total Other Operational Expenses	389,377	578,228	188,851	573,308	183,931
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130,553	166,807	36,254	164,363	33,811	Total Expenses	885,012	1,321,987	436,975	1,271,967	386,955
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3,557	(11,270)	14,827	(47,768)	51,325	EBITDAR	46,217	105,282	(59,064)	(8,547)	54,764
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3,557	(11,270)	14,827	(47,768)	51,325	EBITDA	46,217	105,282	(59,064)	(8,547)	54,764
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3,557	(11,270)	14,827	(47,768)	51,325	Net Income	46,217	105,282	(59,064)	(8,547)	54,764

Duluth Golf
For the Month Ending August 31st, 2020

August					YTD				
Actual	Budget	Budget Variance	Last Year	Last Year Variance	Actual	Budget	Budget Variance	Last Year	Last Year Variance
<i>Rounds</i>									
2,221	4,600	(2,379)	3,906	(1,685)	10,018	17,350	(7,332)	14,755	(4,737)
397	1,065	(668)	1,060	(663)	605	3,265	(2,660)	2,611	(2,006)
5,478	7,950	(2,472)	7,255	(1,777)	19,732	28,775	(9,043)	25,063	(5,331)
8,096	13,615	(5,519)	12,221	(4,125)	30,355	49,390	(19,035)	42,429	(12,074)
<i>Total Rounds</i>									
<i>Revenue</i>									
91,753	110,775	(19,022)	108,372	(16,619)	308,612	406,750	(98,138)	354,278	(45,665)
42,328	60,800	(18,472)	58,954	(16,627)	170,669	238,762	(68,093)	219,319	(48,650)
16,291	13,950	2,341	12,991	3,000	79,084	84,913	(5,829)	75,828	3,256
735	500	235	723	12	35,566	61,722	(26,156)	48,619	(13,053)
16,063	30,150	(14,087)	26,331	(10,269)	61,488	119,287	(57,799)	101,980	(40,492)
11,972	35,375	(23,403)	32,878	(20,906)	34,652	119,975	(85,323)	109,763	(75,111)
29,328	44,325	(14,997)	43,231	(13,903)	72,649	150,750	(78,101)	146,513	(73,864)
(9)	0	(9)	(330)	321	519	350	169	199	320
260	570	(310)	569	(309)	327	2,100	(1,773)	1,795	(1,468)
1,290	1,750	(460)	1,210	80	5,275	7,000	(1,725)	6,330	(1,055)
0	0	0	400	(400)	107,931	240,500	(132,569)	232,534	(124,603)
(455)	0	(455)	(798)	343	445	0	445	(503)	948
209,557	298,195	(88,638)	284,532	(74,975)	877,216	1,432,109	(554,893)	1,296,654	(419,438)
<i>Total Revenue</i>									
<i>Cost of Sales</i>									
9,958	17,585	7,627	15,651	5,693	44,089	69,984	25,895	61,905	17,816
2,089	10,245	8,156	12,956	10,867	10,306	34,116	23,810	38,205	27,899
1,053	3,998	2,945	3,353	2,300	7,459	14,244	6,785	14,661	7,202
6,051	12,315	6,264	10,457	4,406	18,242	42,033	23,791	35,058	16,816
19,151	44,143	24,991	42,416	23,265	80,097	160,377	80,280	149,829	69,732
190,405	254,053	(63,647)	242,116	(51,710)	797,119	1,271,732	(474,613)	1,146,825	(349,705)
<i>GROSS INCOME</i>									
<i>Labor</i>									
16,085	31,368	15,283	31,717	15,632	75,852	125,846	49,994	129,180	53,328
6,266	6,715	449	7,294	1,028	55,011	55,720	709	54,879	(132)
27,407	60,254	32,847	51,686	24,279	170,460	274,232	103,772	247,851	77,390
5,640	19,450	13,810	18,646	13,006	23,236	73,350	50,114	71,468	48,232
0	0	0	0	0	16,075	16,583	508	15,580	(495)
55,398	117,787	62,389	109,343	53,946	340,635	545,731	205,096	518,958	178,323
<i>Total Direct Labor</i>									
7,814	13,785	5,971	13,526	5,712	47,819	69,155	21,336	69,855	22,036
2,614	1,835	(779)	1,297	(1,317)	11,361	14,680	3,319	8,782	(2,579)
1,532	1,920	388	1,777	245	12,254	15,361	3,107	14,217	1,963
11,959	17,540	5,581	16,600	4,641	71,435	99,196	27,761	92,854	21,419
67,357	135,327	67,970	125,943	58,586	412,069	644,927	232,858	611,812	199,743
<i>Total Labor</i>									
<i>Other Operational Expenses</i>									
2,940	5,400	2,460	4,303	1,362	18,657	46,100	27,443	49,378	30,721
15,167	27,988	12,821	26,641	11,474	135,874	204,598	68,724	196,373	60,499
15,148	31,250	16,102	34,834	19,686	77,332	122,630	45,298	116,738	39,406
1,240	7,805	6,565	8,223	6,983	7,794	23,090	15,296	22,775	14,980
(2,016)	1,105	3,121	1,072	3,088	16,604	23,095	6,491	20,145	3,542
13,665	14,352	687	14,352	687	68,324	71,760	3,436	71,760	3,436
2,226	2,370	144	2,328	102	17,806	18,980	1,174	18,623	817
48,370	90,270	41,900	91,752	43,381	342,390	510,253	167,863	495,792	153,402
115,727	225,597	109,870	217,695	101,968	754,459	1,155,180	400,721	1,107,604	353,144
<i>Total Expenses</i>									
74,678	28,456	46,223	24,421	50,257	42,660	116,552	(73,892)	39,221	3,439
<i>EBITDAR</i>									
74,678	28,456	46,223	24,421	50,257	42,660	116,552	(73,892)	39,221	3,439
<i>EBITDA</i>									
74,678	28,456	46,223	24,421	50,257	42,660	116,552	(73,892)	39,221	3,439
<i>Net Income</i>									
74,678	28,456	46,223	24,421	50,257	42,660	116,552	(73,892)	39,221	3,439

MAY

Enger Park Golf Rounds

	18	2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%	18	2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%	Increase Flat Decline	9	2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%	9	2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%	Increase Flat Decline
Monday May 4 2020		61	280	22%	29	70	41%		182	388	47%	67	97	69%			8	280	3%	6	70	8%		8	388	2%	3	97	3%	
Tuesday May 5 2020		53	280	19%	23	70	33%		148	388	38%	64	97	66%			10	280	4%	5	70	7%		8	388	2%	4	97	3%	
Wednesday May 6 2020		209	280	75%	62	70	88%		130	388	34%	55	97	57%			106	280	38%	45	70	64%		1	388	0%	1	97	1%	
Thursday May 7 2020		143	280	51%	52	70	74%		177	388	46%	43	97	44%			37	280	13%	17	70	24%		12	388	3%	5	97	5%	
Friday May 8 2020		62	280	22%	25	70	36%		24	388	6%	11	97	11%			16	280	6%	8	70	11%		0	388	0%	0	97	0%	
Saturday May 9 2020		125	280	47%	42	70	60%		0	388	0%	0	97	0%			48	280	17%	21	70	30%		0	388	0%	0	97	0%	
Sunday May 10 2020		61	280	22%	25	70	36%		68	388	18%	34	97	35%			9	280	3%	7	70	10%		21	388	5%	9	97	9%	
Monday May 11 2020		121	280	43%	47	70	67%		148	388	38%	66	97	68%			30	280	11%	18	70	26%		22	388	6%	13	97	13%	
Tuesday May 12 2020		174	280	62%	53	70	75%		132	388	34%	60	97	62%			82	280	29%	39	70	56%		16	388	4%	7	97	7%	
Wednesday May 13 2020		61	280	22%	22	70	31%		189	388	49%	70	97	72%			18	280	6%	10	70	10%		20	388	5%	14	97	14%	
Thursday May 14 2020		133	280	48%	48	70	68%		180	388	46%	61	97	63%			46	280	16%	23	70	33%		27	388	7%	14	97	14%	
Friday May 15 2020		196	280	70%	57	70	81%		157	388	40%	58	97	60%			113	280	40%	46	70	66%		57	388	15%	25	97	25%	
Saturday May 16 2020		152	280	54%	47	70	67%		171	388	44%	58	97	60%			42	280	15%	22	70	31%		32	388	8%	19	97	20%	
Sunday May 17 2020		69	280	24%	48	70	69%		117	388	30%	51	97	53%			17	280	6%	9	70	13%		22	388	6%	12	97	12%	
Monday May 18 2020		119	280	43%	62	70	88%		2	388	0%	1	97	0%			23	280	8%	14	70	20%		15	388	4%	4	97	4%	
Tuesday May 19 2020		132	280	47%	64	70	91%		0	388	0%	0	97	0%			48	280	17%	25	70	36%		0	388	0%	0	97	0%	
Wednesday May 20 2020		190	280	68%	60	70	86%		127	388	33%	43	97	44%			88	280	31%	39	70	56%		37	388	10%	19	97	20%	
Thursday May 21 2020		189	280	68%	64	70	91%		151	388	39%	54	97	56%			97	280	35%	46	70	66%		58	388	15%	27	97	28%	
Friday May 22 2020		171	280	61%	60	70	86%		1	388	0%	1	97	0%			57	280	20%	28	70	40%		0	388	0%	0	97	0%	
Saturday May 23 2020		148	280	53%	54	70	77%		97	388	25%	41	97	43%			64	280	23%	29	70	41%		15	388	4%	7	97	7%	
Sunday May 24 2020		156	280	56%	58	70	83%		22	388	6%	13	97	13%			96	280	34%	39	70	56%		2	388	0%	1	97	1%	
Monday May 25 2020		128	280	46%	54	70	77%		179	388	46%	71	97	73%			83	280	30%	38	70	56%		21	388	5%	11	97	11%	
Tuesday May 26 2020		66	280	24%	30	70	43%		228	388	59%	81	97	84%			28	280	10%	14	70	20%		24	388	6%	15	97	15%	
Wednesday May 27 2020		195	280	70%	65	70	93%		89	388	23%	28	97	29%			78	280	28%	41	70	59%		13	388	3%	7	97	7%	
Thursday May 28 2020		158	280	57%	58	70	82%		165	388	43%	61	97	63%			78	280	28%	36	70	51%		54	388	14%	30	97	31%	
Friday May 29 2020		166	280	59%	64	70	87%		161	388	42%	64	97	66%			47	280	17%	24	70	34%		56	388	14%	29	97	30%	
Saturday May 30 2020		170	280	61%	61	70	87%		210	388	54%	71	97	73%			71	280	25%	35	70	50%		No 9 Hole Course / Green Turf Repair						
Sunday May 31 2020		170	280	61%	61	70	87%		170	388	44%	67	97	69%			94	280	34%	44	70	63%		No 9 Hole Course / Green Turf Repair						
Month Total		3778		48%	1396		71%		3425		32%	1294		48%			1534		20%	728		37%		541		5%	276		11%	
Result Year Over Year		10%		16%	7%		23%										35%		15%	38%		26%								

JUNE

Enger Park Golf Rounds

	18						18						Increase Flat Decline	9						9							Increase Flat Decline
	Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%	Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%		Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%		Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%	
Monday, June 1, 2020	88	312	28%	38	78	49%	154	416	37%	58	104	56%		41	312	13%	21	78	35%								
Tuesday, June 2, 2020	173	312	55%	61	78	78%	186	416	45%	72	104	69%		58	312	19%	37	78	47%								
Wednesday, June 3, 2020	167	312	54%	60	78	76%	175	416	42%	60	104	58%		110	312	35%	50	78	64%								
Thursday, June 4, 2020	171	312	55%	62	78	79%	135	416	32%	53	104	51%		116	312	37%	47	78	60%								
Friday, June 5, 2020	170	312	55%	59	78	76%	89	416	21%	37	104	36%		88	312	28%	42	78	54%								
Saturday, June 6, 2020	168	312	54%	59	78	76%	232	416	56%	77	104	74%		81	312	26%	41	78	54%								
Sunday, June 7, 2020	90	312	29%	32	78	41%	163	416	39%	53	104	51%		31	312	10%	16	78	21%								
Monday, June 8, 2020	209	312	67%	71	78	91%	134	416	32%	43	104	41%		107	312	34%	48	78	62%								
Tuesday, June 9, 2020	153	312	49%	57	78	73%	92	416	22%	34	104	33%		117	312	38%	46	78	59%								
Wednesday, June 10, 2020	63	312	20%	31	78	40%	182	416	44%	71	104	68%		46	312	15%	18	78	23%								
Thursday, June 11, 2020	162	312	52%	55	78	71%	201	416	48%	63	104	61%		152	312	49%	57	78	73%								
Friday, June 12, 2020	165	312	53%	61	78	78%	168	416	40%	63	104	61%		91	312	29%	26	78	33%								
Saturday, June 13, 2020	177	312	57%	62	78	79%	186	416	45%	66	104	63%		82	312	26%	36	78	46%								
Sunday, June 14, 2020	166	312	53%	61	78	78%	124	416	30%	52	104	50%		72	312	23%	35	78	44%								
Monday, June 15, 2020	153	328	46%	62	82	76%	170	416	41%	69	104	66%		75	328	23%	31	82	38%								
Tuesday, June 16, 2020	176	328	53%	67	82	81%	190	416	46%	72	104	69%		124	328	38%	46	82	56%								
Wednesday, June 17, 2020	183	328	54%	69	82	84%	154	416	37%	58	104	56%		118	328	36%	50	82	61%								
Thursday, June 18, 2020	152	328	46%	52	82	63%	238	416	57%	78	104	75%		118	328	36%	45	82	55%								
Friday, June 19, 2020	178	328	54%	70	82	85%	185	416	44%	73	104	70%		92	328	28%	41	82	50%								
Saturday, June 20, 2020	163	328	50%	56	82	68%	163	416	39%	60	104	57%		100	328	30%	47	82	57%								
Sunday, June 21, 2020	145	328	44%	57	82	69%	189	416	45%	76	104	73%		73	328	22%	33	82	40%								
Monday, June 22, 2020	181	328	55%	65	82	79%	137	416	33%	54	104	52%		113	328	35%	47	82	57%								
Tuesday, June 23, 2020	164	328	50%	59	82	72%	47	416	11%	15	104	14%		111	328	34%	42	82	51%								
Wednesday, June 24, 2020	189	328	58%	65	82	79%	98	416	24%	38	104	37%		123	328	38%	46	82	56%								
Thursday, June 25, 2020	192	328	59%	61	82	74%	197	416	47%	74	104	71%		129	328	39%	46	82	56%								
Friday, June 26, 2020	130	328	40%	58	82	70%	218	416	52%	76	104	73%		87	328	27%	42	82	51%								
Saturday, June 27, 2020	166	328	51%	58	82	70%	150	416	36%	50	104	48%		48	328	15%	24	82	29%								
Sunday, June 28, 2020	156	328	48%	64	82	78%	169	416	41%	74	104	71%		65	328	20%	30	82	37%								
Monday, June 29, 2020	128	328	39%	41	82	50%	161	416	39%	72	104	69%		52	328	16%	25	82	30%								
Tuesday, June 30, 2020	142	328	43%	47	82	57%	44	416	11%	20	104	19%		110	328	34%	44	82	54%								
Month Total	4720		49%	1720		71%	4731		38%	1761		56%		2730		28%	1159		48%								
Result Year Over Year	-1%		11%	-2%		15%																					

*Can't compare to 2019 as no 9 hole course last year in June

JULY

Enger Park Golf Rounds

	18						18						Increase Flat Decline	9						9						Increase Flat Decline
	2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%	2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%		2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%	2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%	
Wednesday, July 1, 2020	166	312	53%	65	78	83%	156	416	38%	48	104	46%	137	312		45	78			No 9 Hole Course / Green Turf Repair						
Thursday, July 2, 2020	130	312	41%	49	78	63%	206	416	50%	64	104	62%	106	312		38	78			No 9 Hole Course / Green Turf Repair						
Friday, July 3, 2020	167	312	54%	50	78	64%	200	416	48%	60	104	58%	87	312		37	78			No 9 Hole Course / Green Turf Repair						
Saturday, July 4, 2020	120	312	38%	41	78	53%	134	416	32%	39	104	38%	63	312		27	78			No 9 Hole Course / Green Turf Repair						
Sunday, July 5, 2020	100	312	32%	35	78	45%	159	416	38%	43	104	41%	56	312		25	78			No 9 Hole Course / Green Turf Repair						
Monday, July 6, 2020	136	312	44%	42	78	54%	181	416	44%	81	104	78%	90	312		42	78			No 9 Hole Course / Green Turf Repair						
Tuesday, July 7, 2020	184	312	59%	59	78	76%	162	416	39%	54	104	52%	131	312		44	78			No 9 Hole Course / Green Turf Repair						
Wednesday, July 8, 2020	63	312	20%	30	78	38%	210	416	50%	60	104	58%	67	312		30	78			No 9 Hole Course / Green Turf Repair						
Thursday, July 9, 2020	156	312	50%	59	78	76%	186	416	45%	52	104	50%	112	312		39	78			No 9 Hole Course / Green Turf Repair						
Friday, July 10, 2020	195	312	63%	74	78	95%	151	416	36%	59	104	57%	130	312		59	78			No 9 Hole Course / Green Turf Repair						
Saturday, July 11, 2020	186	312	60%	62	78	79%	269	416	65%	72	104	69%	105	312		48	78			No 9 Hole Course / Green Turf Repair						
Sunday, July 12, 2020	173	312	55%	71	78	91%	135	416	32%	59	104	57%	117	312		52	78			No 9 Hole Course / Green Turf Repair						
Monday, July 13, 2020	153	312	49%	58	78	74%	205	416	49%	78	104	75%	144	312		58	78			No 9 Hole Course / Green Turf Repair						
Tuesday, July 14, 2020	120	312	38%	44	78	56%	188	416	45%	43	104	41%	125	312		51	78			No 9 Hole Course / Green Turf Repair						
Wednesday, July 15, 2020	195	312	63%	69	78	88%	227	416	55%	63	104	61%	121	312		42	78			No 9 Hole Course / Green Turf Repair						
Thursday, July 16, 2020	162	312	52%	62	78	79%	269	416	65%	59	104	57%	131	312		45	78			No 9 Hole Course / Green Turf Repair						
Friday, July 17, 2020	159	312	51%	59	78	76%	156	416	38%	48	104	46%	123	312		51	78			No 9 Hole Course / Green Turf Repair						
Saturday, July 18, 2020	147	312	47%	67	78	86%	224	416	54%	72	104	69%	90	312		37	78			No 9 Hole Course / Green Turf Repair						
Sunday, July 19, 2020	178	312	57%	62	78	79%	185	416	45%	49	104	47%	121	312		56	78			No 9 Hole Course / Green Turf Repair						
Monday, July 20, 2020	178	312	57%	63	78	81%	242	416	58%	60	104	58%	121	312		47	78			No 9 Hole Course / Green Turf Repair						
Tuesday, July 21, 2020	6	312	2%	6	78	7%	220	416	53%	67	104	64%	6	312		4	78			No 9 Hole Course / Green Turf Repair						
Wednesday, July 22, 2020	177	312	57%	62	78	79%	221	416	53%	69	104	66%	160	312		32	78			No 9 Hole Course / Green Turf Repair						
Thursday, July 23, 2020	231	312	74%	70	78	89%	274	416	66%	81	104	78%	129	312		58	78			No 9 Hole Course / Green Turf Repair						
Friday, July 24, 2020	154	312	49%	69	78	88%	217	416	52%	70	104	67%	109	312		35	78			No 9 Hole Course / Green Turf Repair						
Saturday, July 25, 2020	123	312	39%	48	78	62%	201	416	48%	78	104	75%	30	312		14	78			No 9 Hole Course / Green Turf Repair						
Sunday, July 26, 2020	146	312	47%	50	78	64%	160	416	38%	59	104	57%	71	312		29	78			No 9 Hole Course / Green Turf Repair						
Monday, July 27, 2020	163	312	52%	62	78	79%	181	416	43%	66	104	63%	84	312		33	78			No 9 Hole Course / Green Turf Repair						
Tuesday, July 28, 2020	177	312	57%	66	78	84%	109	416	26%	40	104	38%	147	312		53	78			No 9 Hole Course / Green Turf Repair						
Wednesday, July 29, 2020	188	312	60%	70	78	90%	211	416	51%	83	104	80%	107	312		37	78			No 9 Hole Course / Green Turf Repair						
Thursday, July 30, 2020	174	312	56%	62	78	79%	277	416	66%	91	104	87%	147	312		147	78			No 9 Hole Course / Green Turf Repair						
Friday, July 31, 2020	182	312	59%	68	78	87%	231	416	56%	83	104	80%	118	312		118	78			No 9 Hole Course / Green Turf Repair						
Month Total	3905		48%	1426		70%	5138		48%	1587		59%														
Result Year Over Year	-31%		Flat	-11%		11%														*Can't compare to 2019 as no 9 hole course last year in July						

*Can't compare to 2019 as no 9 hole course last year in July

AUGUST

Enger Park Golf Rounds

	18							18							Increase Flat Decline	9							9						
	2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%		2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%			2020 Total Rounds	2020 Total Available	%	2020 Total TeeTimes	2020 Total Available	%		2019 Total Rounds	2019 Total Available	%	2019 Total TeeTimes	2019 Total Available	%	
Saturday, August 1, 2020	179	280	64%	58	70	80%		233	384	60%	72	96	75%		99	280	35%	42	70	60%									
Sunday, August 2, 2020	184	280	65%	63	70	90%		152	384	40%	41	96	43%		116	280	41%	51	70	72%							Open Monday 5th		
Monday, August 3, 2020	174	280	62%	59	70	84%		144	384	11%	46	96	48%		104	280	37%	42	70	60%							Open Monday 5th		
Tuesday, August 4, 2020	176	280	63%	61	70	87%		172	384	45%	61	96	63%		129	280	46%	58	70	82%							Open Monday 5th		
Wednesday, August 5, 2020	205	280	73%	65	70	93%		156	384	41%	45	96	46%		106	280	38%	47	70	67%		13	384	3%	7	96	7%		
Thursday, August 6, 2020	172	280	61%	55	70	79%		210	384	55%	65	96	67%		112	280	40%	53	70	75%		49	384	12%	31	96	33%		
Friday, August 7, 2020	178	280	64%	60	70	86%		194	384	51%	56	96	58%		136	280	49%	58	70	82%		23	384	6%	13	96	14%		
Saturday, August 8, 2020	159	280	57%	61	70	87%		197	384	51%	58	96	60%		93	280	33%	41	70	58%		59	384	15%	29	96	30%		
Sunday, August 9, 2020	47	280	15%	21	70	30%		206	384	54%	62	96	65%		7	280	2%	6	70	8%		56	384	15%	23	96	24%		
Monday, August 10, 2020	205	280	67%	66	70	94%		197	384	51%	52	96	54%		77	280	25%	33	70	47%		27	384	7%	15	96	15%		
Tuesday, August 11, 2020	177	280	61%	62	70	88%		152	384	40%	51	96	53%		145	280	49%	54	70	77%		16	384	4%	9	96	9%		
Wednesday, August 12, 2020	170	280	59%	63	70	90%		224	384	58%	64	96	66%		124	280	41%	51	70	73%		59	384	15%	34	96	35%		
Thursday, August 13, 2020	205	280	73%	68	70	97%		135	384	35%	61	96	63%		82	280	29%	38	70	54%		61	384	16%	30	96	31%		
Friday, August 14, 2020	148	280	53%	52	70	74%		193	384	50%	56	96	58%		66	280	24%	29	70	41%		74	384	19%	28	96	29%		
Saturday, August 15, 2020	222	280	79%	59	70	84%		200	384	52%	60	96	63%		67	280	24%	27	70	39%		34	384	8%	25	96	26%		
Sunday, August 16, 2020	173	280	62%	58	70	83%		156	384	41%	51	96	53%		81	280	29%	38	70	54%		58	384	15%	22	96	23%		
Monday, August 17, 2020	177	280	63%	61	70	87%		173	384	45%	49	96	51%		49	280	17%	17	70	24%		32	384	8%	19	96	20%		
Tuesday, August 18, 2020	198	280	71%	61	70	87%		168	384	44%	58	96	60%		84	280	30%	31	70	44%		24	384	6%	15	96	16%		
Wednesday, August 19, 2020	207	280	74%	68	70	97%		178	384	46%	59	96	61%		73	280	26%	27	70	38%		11	384	3%	5	96	1%		
Monday, July. 20, 2020	184	280	66%	59	70	84%		205	384	53%	63	96	67%		106	280	38%	39	70	56%		0	384	0%	0	96	0%		
Friday, August 21, 2020	145	280	52%	56	70	80%		256	384	67%	75	96	78%		59	280	21%	26	70	37%		2	384	0%	1	96	0%		
Saturday, August 22, 2020	151	280	54%	54	70	77%		219	384	57%	64	96	67%		68	280	24%	30	70	43%		58	384	15%	25	96	26%		
Sunday, August 23, 2020	175	280	63%	59	70	84%		139	384	36%	51	96	53%		47	280	17%	25	70	36%		52	384	14%	27	96	28%		
Monday, August 24, 2020	157	280	52%	58	70	82%		183	384	47%	54	96	56%		119	280	39%	46	70	65%		30	384	8%	14	96	15%		
Tuesday, August 25, 2020	193	280	69%	64	70	91%		191	384	50%	60	96	63%		116	280	41%	49	70	70%		58	384	15%	29	96	30%		
Wednesday, August 26, 2020	146	280	52%	48	70	69%		26	384	7%	16	96	17%		99	280	35%	37	70	52%		7	384	2%	4	96	4%		
Thursday, Aug 27, 2020	190	280	68%	60	70	86%		122	384	32%	41	96	43%		144	280	51%	49	70	70%		26	384	7%	18	96	18%		
Friday, Aug 28, 2020	146	280	52%	52	70	74%		112	384	29%	45	96	47%		72	280	26%	33	70	47%		14	384	4%	10	96	10%		
Saturday, August 29, 2020	192	280	69%	64	70	91%		201	384	52%	59	96	61%		116	280	41%	52	70	74%		38	384	10%	24	96	25%		
Sunday, August 30, 2020	174	280	62%	61	70	87%		154	384	40%	57	96	59%		124	280	44%	52	70	74%		96	384	25%	37	96	39%		
Monday, Aug 31, 2020	62	280	22%	32	70	46%		124	384	32%	50	96	52%		44	280	15%	22	70	31%		25	384	7%	15	96	15%		
Month Total	5271		60%	1788		82%		5372		44%	1702		57%		2864		32%	1203		55%		1002		10%	509		19%		
Result Year Over Year	-2%		16%	5%		25%									35%		22%	42%		36%									

Enger Park Golf Rounds

Month Total
Result Year Over Year

City of Duluth
Annual Golf Deficits
Years Ending 2002 thru Estimated 2020
Golf Enterprise Fund

<u>Year</u>	<u>Year-Ending Cash Balance</u>	<u>Annual Change in Deficit</u>
2001	231,340	
2002	(17,268)	(248,608)
2003	(292,876)	(275,608)
2004	(307,474)	(14,598)
2005	(514,364)	(206,890)
2006	(589,634)	(75,270)
2007	(733,630)	(143,996)
2008	(802,362)	(68,732)
2009	(687,593)	114,769
2010	(820,223)	(132,630)
2011	(1,003,616)	(183,393)
2012	(1,249,116)	(245,500)
2013	(1,469,559)	(220,443)
2014	(1,607,815)	(138,256)
2015	(1,844,035)	(236,220)
2016	(2,019,584)	(175,549)
2017	(2,252,251)	(232,667)
2018	(2,363,113)	(110,862)
2019	(2,609,480)	(246,367)
2020 Projected	(2,784,480)	(175,000)