

# 2022 Annual Golf Report

---



Lincoln Hills and Springdale GC

Department of Public Services  
851 S Eton  
Birmingham, MI 48009

[www.golfbirmingham.org](http://www.golfbirmingham.org)



## Table of Contents

<b>2022 In Review.....</b>	<b>1</b>
Memberships.....	3
Junior Golf .....	4
Food & Beverage.....	6
End of Season Survey.....	7
Capital Improvements.....	8
<b>Rounds.....</b>	<b>10</b>
Lincoln Hills.....	12
Springdale.....	14
<b>Financials</b>	
Combined.....	16
Lincoln Hills.....	17
Springdale.....	19
<b>Revenue &amp; Expenditures.....</b>	<b>21</b>
<b>2023 Club Events.....</b>	<b>24</b>



## 2022 REVIEW

We are pleased to report the golf courses had another successful season! With a combined **Operating Income** of \$462,019, and after Depreciation (**\$89,272**) and the Contribution to the General Fund (**\$100,000**), the season ended with a **Net Surplus** of **\$272,747**. Lincoln Hills opened on April 1st and closed on November 18th. Springdale opened on April 10th and closed on October 14th.

*I would like to take a moment to Thank All of the dedicated staff to make this season a success!*

### Clubhouse Staff

**John Pierce, Head Pro**

Lily Auten

Noah Dreyer

Brett Dudeck

Molly Ferrari

James Gormley

Kyle Karamanian

Sandy Klotz

Jackson Knupp

Amanda Koczara

Danielle Kubbe

Renee Lalonde

Marcus Schmitt

Susan Versaci

Makenzy Vincent

### Maintenance

**Bryan Grill, Superintendent**

Gregory Clark

David Corey

David Hargrave

Brian Jones

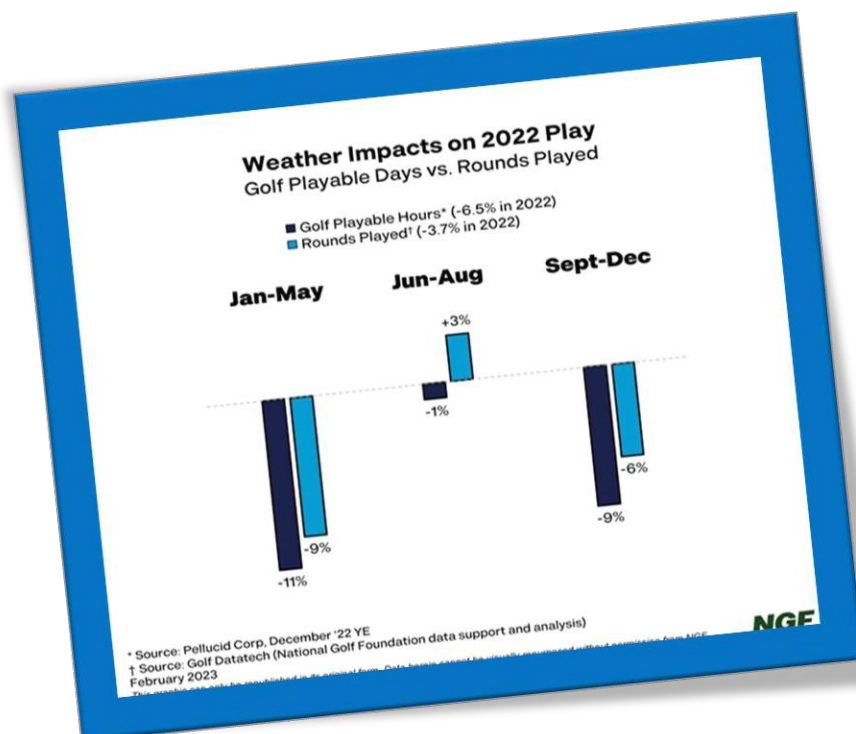
Carson Moilanen

Sean Piotrowicz

Michael Snyder

It was a slow start with a very cold and wet April, but the remaining months were quite kind, both in temperature and precipitation.

Michigan was very fortunate in the weather department compared to other states, as their rounds declined due to high precipitation during the shoulder months.





We went into 2022 with the unknown and didn't know what it would bring, we questioned if rounds would remain high as in the beginning of the pandemic. With a combined total of 65,585 rounds, I'd have to say that the golf industry has been reborn.

Lincoln Hills underwent road construction on 14 Mile Road, from July 5th through November 19th and it deterred some, but rounds remained steady. Springdale on the other hand, hit an all-time high in rounds and revenues.



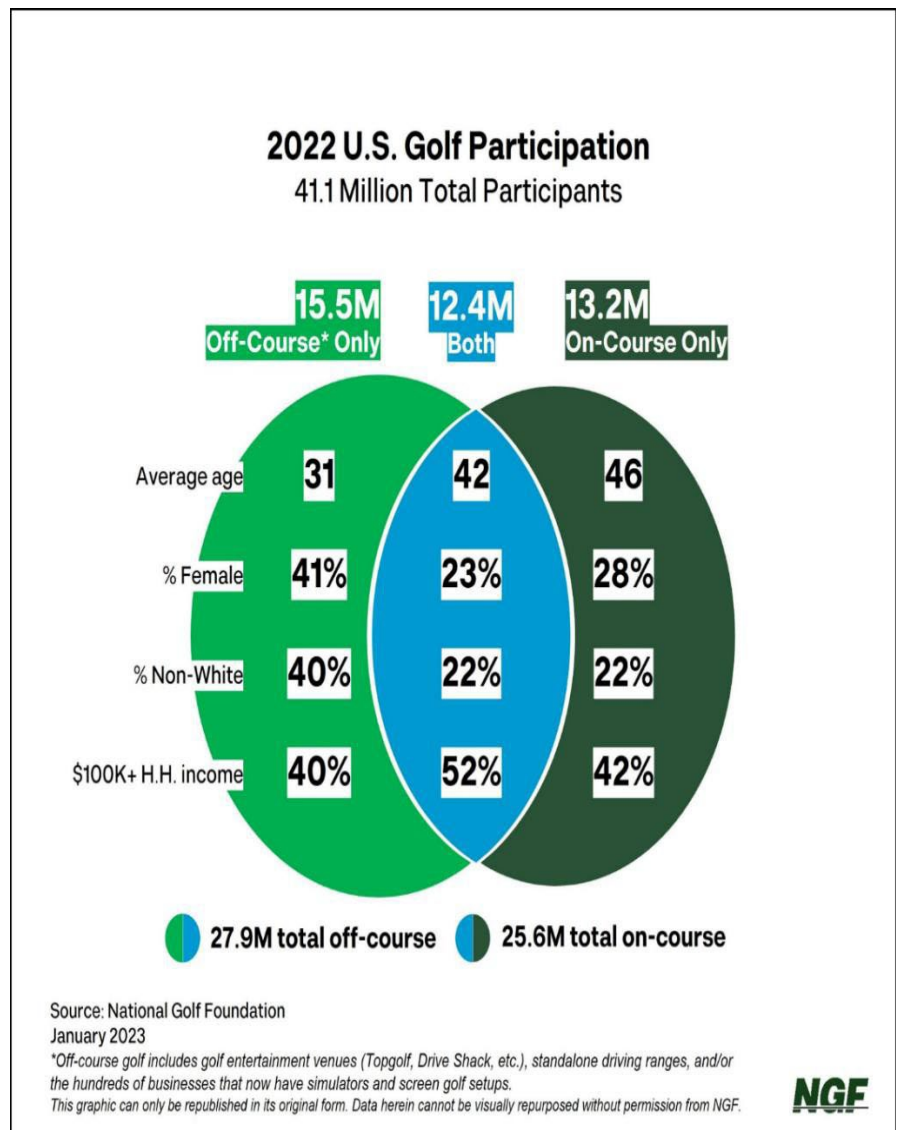
According to the National Golf Foundation (NGF), as shown in this chart, there were 25.6 million participants that played at both on-course and off-course facilities. The participants at ONLY off-course venues, which include Top Golf, Drive Shack, Driving Ranges and Simulators, increased by 25% from 2021, with a total of 15.5 million

As operators, we have been given the opportunity by these entertainment venues to introduce these 15.5 MIL participants to playing the real game.

As a Coach, if we can get a new player to experience "Shot-Topia", then we will increase the number of on-course participants.

"Shot- Topia" is defined when the golfer hits a shot that gives them the biggest rush, and they want to repeat it again and again.

These Participants will become our "core" golfers and will become our future patrons.



## MEMBERSHIPS

The years of COVID have been very fruitful in the number of memberships gained as shown in the chart below. The last two seasons reached all-time highs and the courses have been extremely busy. The courses are enjoyed by all, and the community truly has a place to go to enjoy nature, family and friends, have fun, be social, be challenged, and to relax and relieve a little stress from the day.

Membership Analysis - 6 Years												
	CY 2017		CY 2018		CY 2019		CY 2020		CY 2021		CY 2022	
MEMBERSHIPS	#	%	#	%	#	%	#	%	#	%	#	%
Business	92	10%	107	12%	58	8%	68	6%	83	7%	72	6%
Non-Resident - Individual	502	56%	499	56%	426	59%	636	60%	759	61%	832	65%
Non-Resident - Dual	220	24%	222	25%	193	27%	247	23%	279	22%	263	20%
Non-Resident - Family	84	9%	59	7%	51	7%	106	10%	124	10%	120	9%
Total	898	100%	887	100%	728	100%	1,057	100%	1,245	100%	1,287	100%
	CY 2017		CY 2018		CY 2019		CY 2020		CY 2021		CY 2022	
RESIDENT MEMBERSHIPS	#		#		#		#		#		#	
Resident	1,898		1,744		1,675		1,809		1,978		1,955	
TOTAL MEMBERSHIPS	2,796		2,631		2,403		2,866		3,223		3,242	

The 2023 Annual PGA Conference and Show was very optimistic in the growth of the game and sees the surge to continue, be it at an on-course or off-course facility. From membership, green fees, cart fees, equipment, technology, lessons to merchandise, sales continue to grow in the industry.

The trends for 2023 will be the creation of the “modern golfer”. Golf is a traditional game, but it has to be innovated to meet the needs of the current golfers. This new type of golfer is simply looking for a fun, challenging, and relaxed atmosphere. The “old” traditions of collared shirts tucked into the pant, and professional golf shoes has given way to the modern look of untucked polo’s, apparel to wear on and off the course, comfortable shoes, healthier food choices, and listening to their favorite tunes while playing.



## JUNIOR GOLF

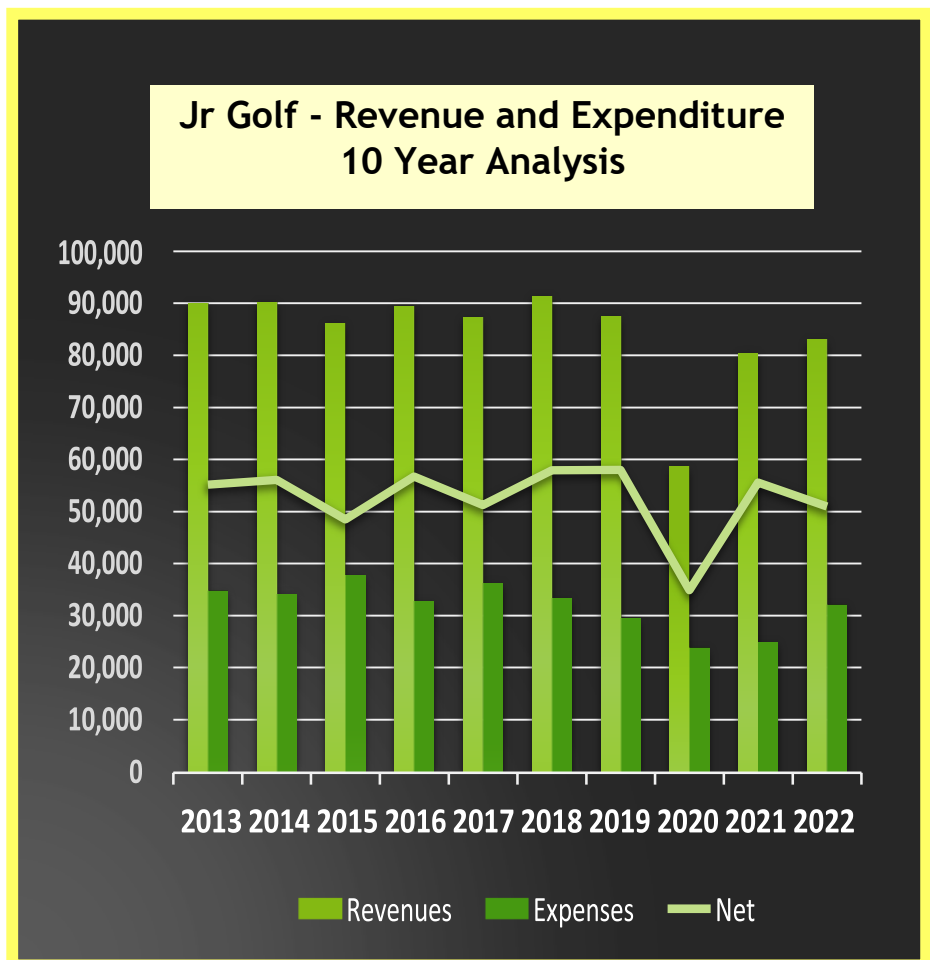
The Junior Golf program was well received with one exception, the online registration crashed shortly after registration opened. The gateway could not handle the number of transactions in such a short period of time. It was a stressful day for everyone, but we adjusted the classes to accommodate for this mistake and ended with another successful season.

Revenues generated \$82,918 and total expenses of \$31,948 that returned a Net Profit of \$50,970. The additional costs were directly related to labor when an additional Coach was added to a few of the sessions to maintain the teacher/child ratio.

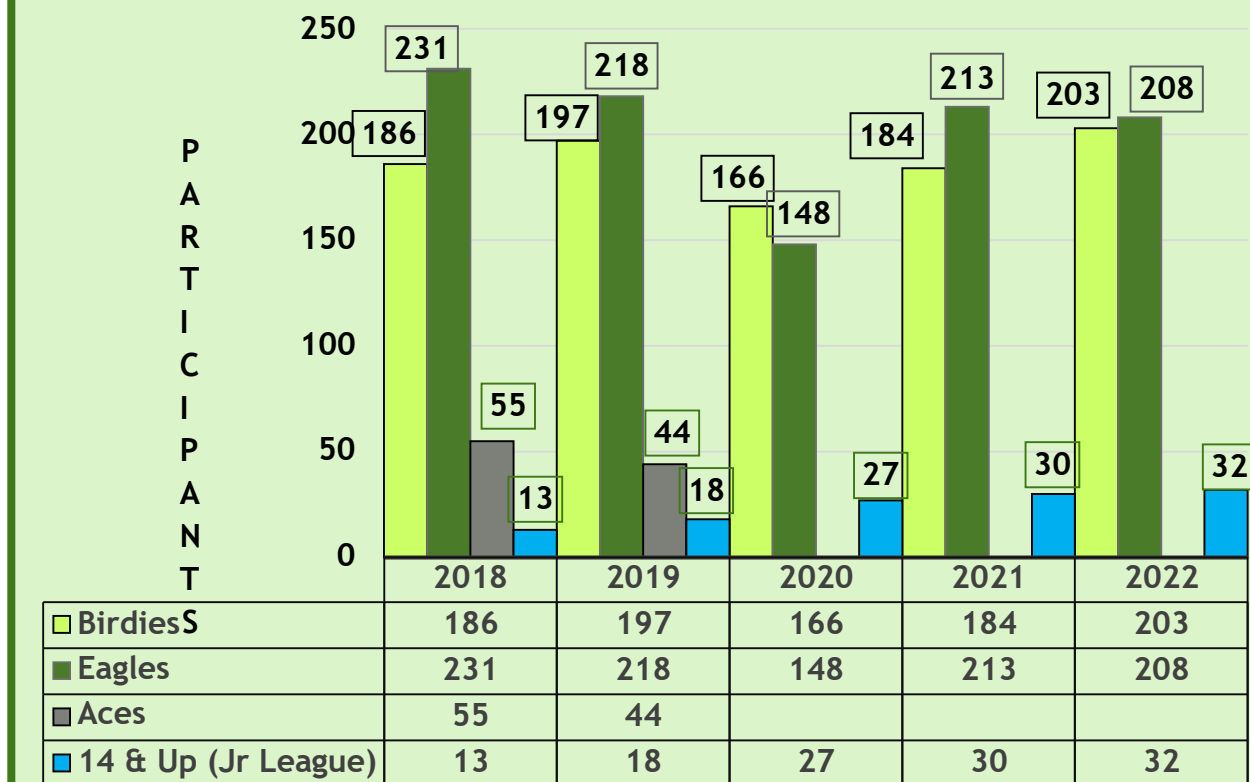
Each season, we continue to build on the American Development Model (ADM) that promotes developing Juniors according to their phase of development. Using fun games, practice stations and contests, the Junior learns many facets of the golf game in a group environment, where kids learn the best.

By developing and supporting Junior Golf, we are to:

- INVEST in the future of the game as a whole.
- CREATE healthy and sustainable Junior structures which will support the recruitment and retention of young people.
- THRIVE on a healthy mix of members of all ages to keep the facilities dynamic and forward thinking.
- ENCOURAGE the family use of the courses.
- DEVELOP not only better golfers, but also better people.



## Jr Golf Program Analysis 2018-2022



*I would like to take a moment to  
acknowledge the Coaches and Junior  
Rangers that made this program a success!  
Thank You!*

**Lead Coach:**  
Nolan Adema

**Coaching Staff**  
Nathan Brink  
Max Brown  
Drew Simpson

**Junior Rangers:**

Alex Fritz, Bryce Glossinger, Charlie Vercellone,  
Colin Keane, Erik Hoge, Gavin Minni, Jamie  
Hubacker, Jay Lazar, John Davidson, Jon Atkinson,  
Jonah Bell, Joseph Mitchell, Christian Mitchell, Leo  
Dietz, Liam Sheehy, Lily Stafeil, Parker Connolley,  
and Vincent Betanzo

## FOOD & BEVERAGE

This department has been slowly coming back and it generated a combined total of \$121,121 in revenues and \$53,735 in expenditures, for a net profit of \$67,386. The supply chain remained unsteady as we moved along in 2022 and many products were just not available. It was a year of uncertainty and many of the staple items in this department such as: food handler gloves, cups, lids, c-folds, and other paper products had increased in cost from 22% to 44%.

Most golf courses do not run profitable food operations with the absence of events. Volume and margins of a foursome sitting in the clubhouse is not typically enough to offset the fixed costs of the food and beverage department, which includes a Chef, or a Line Cook for our facilities, and serving staff. Thus, we hosted additional events this past season that were sold out in a matter of hours. There will be a few more scheduled in 2023 to include Couples, Singles, and Family events and the new themed golf event, Murder by the Masquerade.

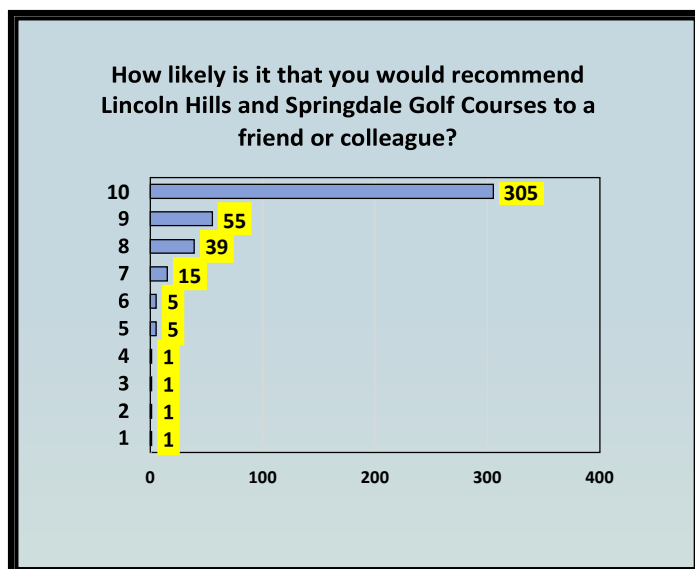
One question from the “End of the Season” survey, asked the membership which food items would they like to see on the new menu in 2023? The bigger font items were the most popular and have been the staples pre-Covid. The new items that will be introduced are assorted wraps, protein rice bowls, tacos, nachos and pizza. Again, this department to be fully operational is dependent on staffing, and through proper training we feel optimistic this season.





## END OF SEASON SURVEY

The survey was sent out to 1,807 members and we received 429 responses, which is a 24% survey response rate. A Client Satisfaction Survey response rate falls in the 15%-30% zone and it was stated that a base of 200 respondents will provide fairly good survey accuracy under most assumptions and parameters of a survey project

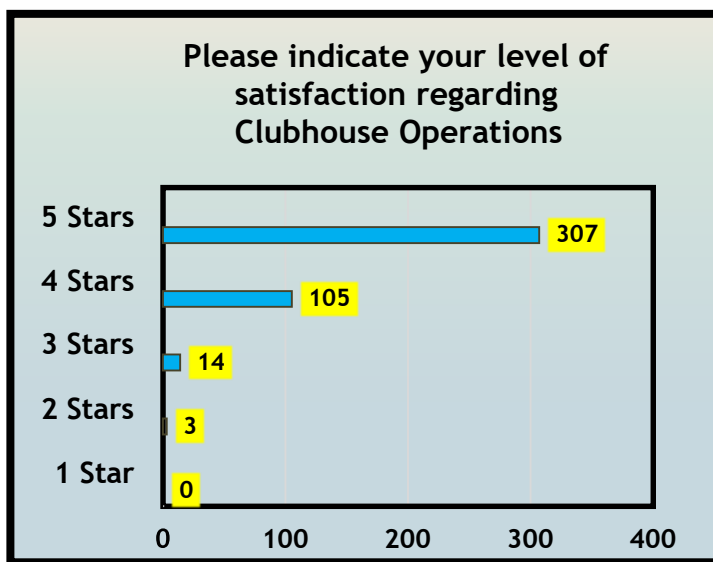
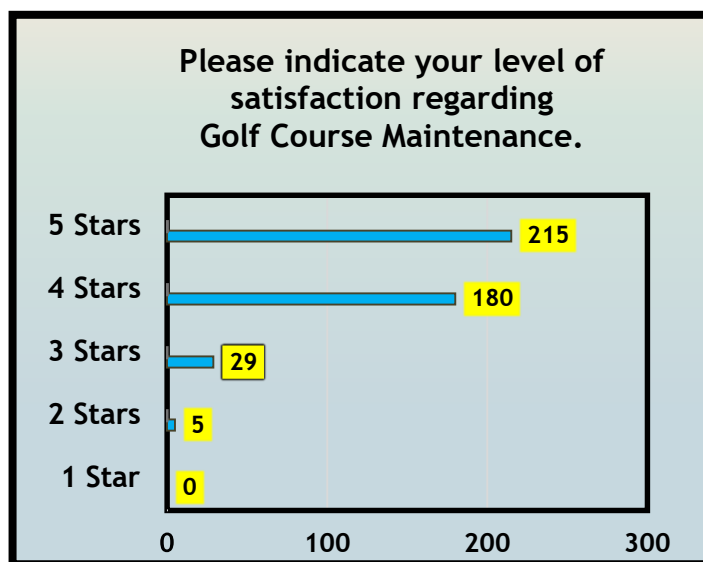


We scored an 81 for our Net Promoter and it is considered above average. We thank the members for taking the time to fill out a survey, especially with the number of emails people receive daily.

Members are the most important aspect at any facility and the survey is critical to hear what we can improve on to make their courses more enjoyable.

The most important touchpoints that need to be always on the radar:

- Nice atmosphere at the Club,
- Good social environment at the Club,
- The course is, as whole, well-maintained,
- Great social events for all to enjoy,
- Compared to other clubs, the prices are reasonable,
- Management listens when members make suggestions and present new ideas.



## CAPITAL IMPROVEMENTS - LINCOLN HILLS

In the winter of 2022, new drainage was installed in the fairway and rough areas along #4 and #5, near the green and teeing area. It was well received by the golfers and there were no issues, but Mother Nature was kind after April and the course did not get saturated.



Lincoln Hills will be undergoing a major renovation at the 1<sup>st</sup> Tee starting in the Spring and the course will remain open during the construction. A temporary tee will be built on top of the hill, in the rough on the left side to keep the 9 holes intact. This tee is very steep and with our membership getting older it needs to be addressed.





## CAPITAL IMPROVEMENTS - SPRINGDALE

Several projects were put on hold due to pricing, supply chain, and staffing to complete the bid process since the arrival of the pandemic. However, I am pleased to report that a few of the projects will be moving forward this season.



The cement fabricated waterless bathroom will be constructed between #4 and #5, similar to where the Port-O-John has been the last few seasons. There still remains a supply issue with quite a few vendors and we anticipate this project to be completed by mid to late summer.

Resurface the cart staging area with asphalt to keep this area clean from dirt and dust. Cart usage has increased 41% since 2020 at Springdale, and this area has become compacted and needs beautification.



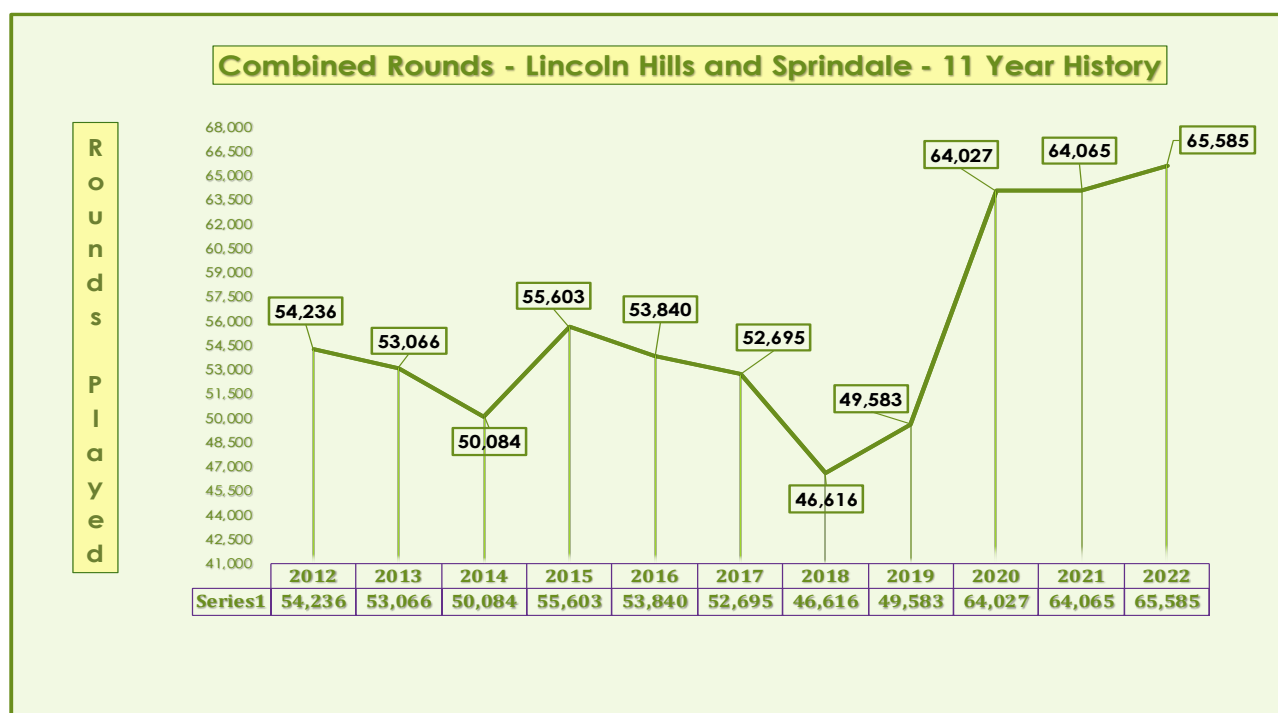
The cart path along #3 Green and #4 Tee box are in need of repair, but will be tied into the renovation of #3 cart path that leads up to the green. It is a similar situation as #1 Tee at Lincoln Hills, the hill is steep and is a safety issue to the membership. This area will be treated as one project and is currently being discussed with the Engineering Department. In the meantime, all the entrances of the bridges will have a rock bed to elevate the bumpy ride when entering and leaving the bridges.



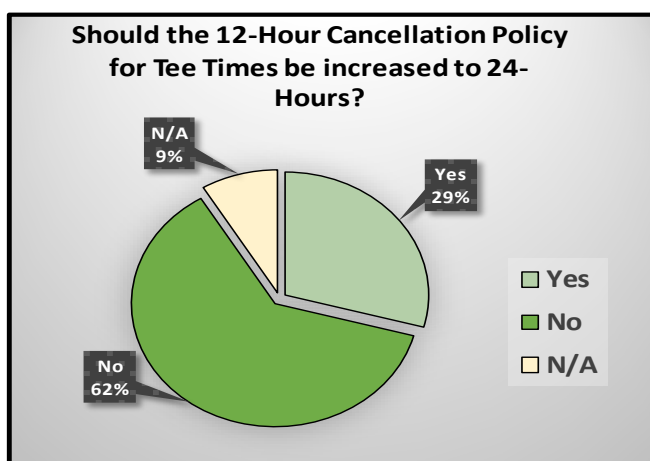
## ROUNDS

As mentioned earlier, rounds were amazing with a combined total of 64,585. The question during the summer months was if we were going to reach the amount played in 2021, and we did. It was a slight higher with 1,520 rounds, or 2% increase and the highest on record, since 2003.

The “No-Show” policy was increased to 12-hours, and it helped with selling canceled tee times more efficiently, but we had a newer staff, and it was a bit lapse in the beginning. The Waitlist feature continued to assist where we add the member with their request of time and number of players, and once a cancellation comes across the tee sheet or by a phone call, staff will contact the waitlist party to sell that tee time.



A survey question asked the membership if they would like the 12-hour tee time cancellation to remain or increase the cancellation policy to 24-hours. We had a total of 428 responses; with 125 yes to increase, 266 said no increase, and 37 didn't care either way. Staff will continue to educate the members about the importance of cancelling tee times in enough time so other members can use them.





## Rounds 5-Year History

MONTH	2018			2019			2020			2021			2022		
	LH	SD	Total	LH	SD	Total	LH	SD	Total	LH	SD	Total	LH	SD	Total
January	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
February	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
March	0	0	0	297	0	297	216	0	216	666	0	666	0	0	0
April	2,471	0	2,471	2,157	1,569	3,726	918	324	1,242	3,922	3,697	7,619	2,263	2,221	4,484
May	4,303	2,410	6,713	3,425	2,819	6,244	5,096	4,368	9,464	5,446	4,855	10,301	5,679	5,230	10,909
June	5,245	4,544	9,789	5,322	4,232	9,554	6,476	5,985	12,461	6,322	4,742	11,064	5,815	6,076	11,891
July	5,858	5,027	10,885	5,518	4,788	10,306	7,514	5,792	13,306	5,234	5,341	10,575	6,138	6,039	12,177
August	3,950	3,893	7,843	4,459	4,461	8,920	5,189	5,350	10,539	4,552	5,118	9,670	4,542	5,857	10,399
September	2,929	2,828	5,757	3,026	2,998	6,024	4,904	4,124	9,028	3,855	3,930	7,785	4,586	4,018	8,604
October	1,289	1,486	2,775	2,510	1,696	4,206	3,279	1,916	5,195	3,141	1,810	4,951	3,402	2,063	5,465
November	0	383	383	306	0	306	2,576	0	2,576	1,434	0	1,434	1,656	0	1,656
December	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTALS	26,045	20,571	46,616	27,020	22,563	49,583	36,168	27,859	64,027	34,572	29,493	64,065	34,081	31,504	65,585

## LINCOLN HILLS ROUNDS

Lincoln finished strong, but just short of 491 rounds compared to 2021. There were slight decreases, but the biggest segment was Twilight.

	Weekday			
	2021	2022	Diff	+/-
Adult	4,046	3,783	(263)	-7%
Junior	1,515	1,574	59	4%
Senior	9,331	9,128	(203)	-2%
Other Wkdy	8,831	8,313	(518)	-6%
<b>Total</b>	<b>23,723</b>	<b>22,798</b>	<b>(925)</b>	<b>-4%</b>

The weekend mix changed with more play from the Seniors and showed an increase of 434 rounds, or 4%

	Weekend			
	2021	2022	Diff	+/-
Adult	3,449	3,350	(99)	-3%
Junior	947	876	(71)	-7%
Senior	5,433	6,149	716	13%
Other Wkend	1,020	908	(112)	-11%
<b>Total</b>	<b>10,849</b>	<b>11,283</b>	<b>434</b>	<b>4%</b>

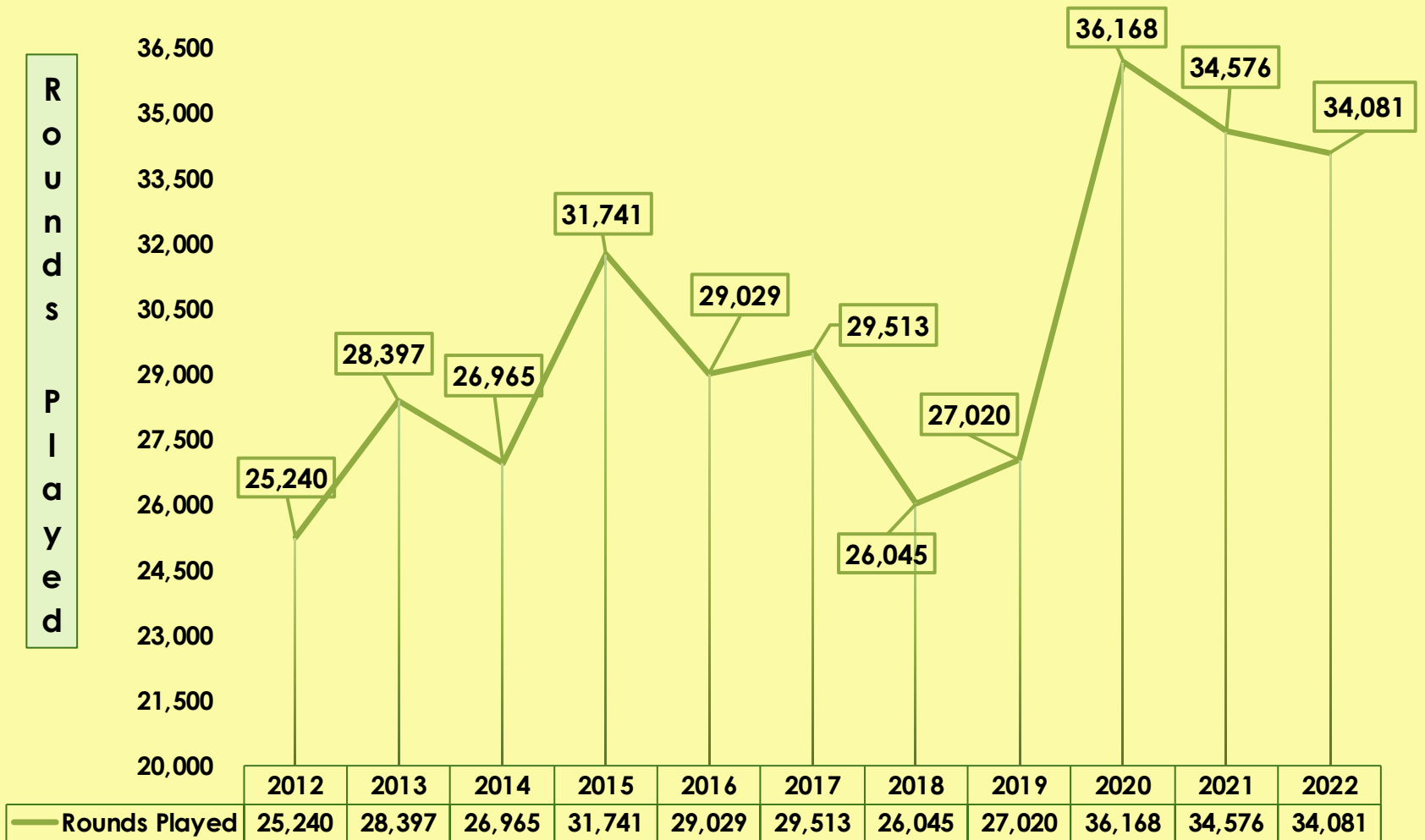
Overall, the last 2 seasons were pretty steady and we look forward to keeping it that way.

	Overall Analysis			
	2021	2022	Diff	+/-
Adult	7,495	7,133	(362)	-5%
Junior	2,462	2,450	(12)	0%
Senior	14,764	15,277	513	3%
Other Wkdy	8,831	8,313	(518)	-6%
Other Wkend	1,020	908	(112)	-11%
<b>Total</b>	<b>34,572</b>	<b>34,081</b>	<b>(491)</b>	<b>-1%</b>

## Lincoln Hills Round Analysis

	Weekday			Weekend		
	2021	2022	Difference	2021	2022	Difference
<b>Resident</b>						
Adult	1,262	1,211	(51)	841	905	64
Junior	681	578	(103)	193	191	(2)
Senior	2,197	2,071	(126)	1,247	1,421	174
	4,140	3,860	(280)	2,281	2,517	236
<b>Property Owner</b>						
Adult	21	28	7	98	90	(8)
Junior	1	0	(1)	5	6	1
Senior	122	112	(10)	56	31	(25)
	144	140	(4)	159	127	(32)
<b>Non-Resident</b>						
Adult	1,363	1,346	(17)	1,207	1,104	(103)
Junior	19	58	39	451	354	(97)
Senior	4,414	4,116	(298)	2,773	3,080	307
	5,796	5,520	(276)	4,431	4,538	107
<b>Business</b>						
Adult	79	36	(43)	57	64	7
Junior			0			0
Senior	170	193	23	72	104	32
	249	229	(20)	129	168	39
<b>Guest</b>						
Adult	1,321	1,162	(159)	1,245	1,184	(61)
Junior	295	384	89	298	325	27
Senior	2,309	2,587	278	1,219	1,456	237
	3,925	4,133	208	2,762	2,965	203
<b>City Employee</b>						
Adult			0	1	3	2
Junior			0			0
Senior	119	49	(70)	66	57	(9)
	119	49	(70)	67	60	(7)
<b>High Schools</b>						
Birmingham	468	531	63			
Non Birmingham	51	23	(28)			
	519	554	35			
<b>Other</b>						
Junior Golf	1,944	1,920	(24)			0
Leagues	4,655	4,555	(100)			0
Outings	467	518	51	110	98	(12)
Promotions	30	57	27			0
Twilight	1,480	883	(597)	870	797	(73)
Unlimited	255	380	125	40	13	(27)
	8,831	8,313	(518)	1,020	908	(112)
<b>TOTAL ROUNDS</b>	<b>23,723</b>	<b>22,798</b>	<b>(925)</b>	<b>10,849</b>	<b>11,283</b>	<b>434</b>

# LINCOLN HILLS ROUNDS - 11 YEAR HISTORY



## SPRINGDALE ROUNDS

Springdale played 31,504 rounds which was an increase of 2,011 over 2021, or 6%. The leagues grew at Springdale that accounted for 770 additional rounds during the weekday.

	Weekday			
	2021	2022	Diff	+/-
Adult	3,307	3,591	284	8%
Junior	1,126	1,149	23	2%
Senior	10,239	10,225	-14	0%
Other Wkday	5,372	6,351	979	18%
<b>Total</b>	<b>20,044</b>	<b>21,316</b>	<b>1,272</b>	<b>6%</b>

Senior play was up also during the weekend, as well as a slight increase of play from the Adult members.

	Weekend			
	2021	2022	Diff	+/-
Adult	3,084	3,266	182	6%
Junior	717	641	-76	-11%
Senior	5,106	5,704	598	12%
Other Wkend	542	577	35	6%
<b>Total</b>	<b>9,449</b>	<b>10,188</b>	<b>739</b>	<b>8%</b>

Overall, Springdale performed quite well this season and we are excited to see it growing and keeping up with Lincoln Hills.

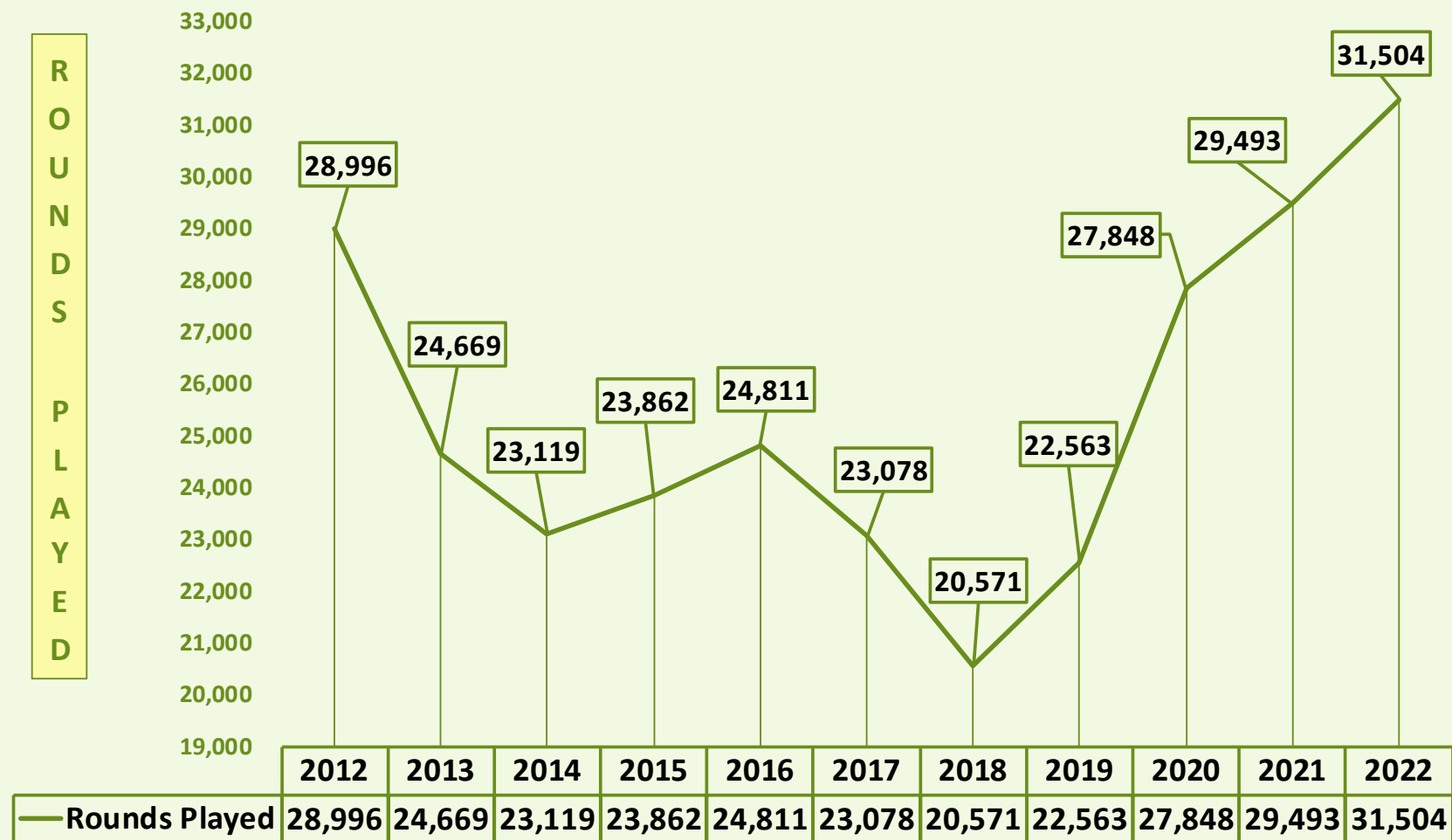
	Overall Analysis			
	2021	2022	Diff	+/-
Adult	6,391	6,857	466	7%
Junior	1,843	1,790	-53	-3%
Senior	15,345	15,929	584	4%
Other Wkday	5,372	6,351	979	18%
Other Wkend	490	577	87	18%
<b>Total</b>	<b>29,493</b>	<b>31,504</b>	<b>2,011</b>	<b>7%</b>

## Springdale Round Analysis

	Weekday			Weekend		
	2021	2022	Difference	2021	2022	Difference
<b>Resident</b>						
Adult	1,048	1,204	156	1,704	1,764	60
Junior	176	215	39	164	143	(21)
Senior	2,467	2,515	48	1,269	1,621	352
	<b>3,691</b>	<b>3,934</b>	<b>243</b>	<b>3,137</b>	<b>3,528</b>	<b>391</b>
<b>Property Owner</b>						
Adult	19	23	4	27	22	(5)
Junior	5	1	(4)	1	6	5
Senior	155	115	(40)	63	29	(34)
	<b>179</b>	<b>139</b>	<b>(40)</b>	<b>91</b>	<b>57</b>	<b>(34)</b>
<b>Non-Resident</b>						
Adult	988	967	(21)	131	131	0
Junior	215	239	24	271	268	(3)
Senior	4,516	4,533	17	2,166	2,397	231
	<b>5,719</b>	<b>5,739</b>	<b>20</b>	<b>2,568</b>	<b>2,796</b>	<b>228</b>
<b>Business</b>						
Adult	51	56	5	44	35	(9)
Junior	0	0	0			0
Senior	127	207	80	130	133	3
	<b>178</b>	<b>263</b>	<b>85</b>	<b>174</b>	<b>168</b>	<b>(6)</b>
<b>Guest</b>						
Adult	1,195	1,330	135	1,171	1,310	139
Junior	244	283	39	281	224	(57)
Senior	2,923	2,835	(88)	1,430	1,479	49
	<b>4,362</b>	<b>4,448</b>	<b>86</b>	<b>2,882</b>	<b>3,013</b>	<b>131</b>
<b>City Employee</b>						
Adult	6	11	5	7	4	(3)
Junior	0		0			0
Senior	51	20	(31)	48	45	(3)
	<b>57</b>	<b>31</b>	<b>(26)</b>	<b>55</b>	<b>49</b>	<b>(6)</b>
<b>High Schools</b>						
Birmingham	476	384	(92)			
Non Birmingham	10	27	17			
	<b>486</b>	<b>411</b>	<b>(75)</b>			
<b>Other</b>						
Leagues	3,980	4,750	770	0		0
Outings	258	280	22	77	84	7
Promotions	12	32	20	0		0
Twilight	935	925	(10)	456	486	30
Unlimited	187	364	177	9	7	(2)
	<b>5,372</b>	<b>6,351</b>	<b>979</b>	<b>542</b>	<b>577</b>	<b>35</b>
<b>TOTAL ROUNDS</b>	<b>20,044</b>	<b>21,316</b>	<b>1,272</b>	<b>9,449</b>	<b>10,188</b>	<b>739</b>



# SPRINGDALE ROUNDS PLAYED - 11 YEAR HISTORY



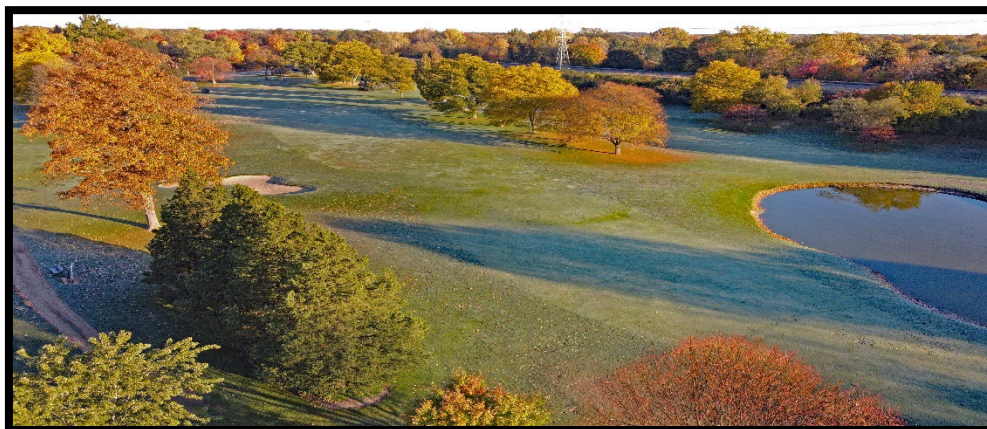
## FINANCIALS - COMBINED REVENUES AND EXPENDITURES

It was a successful season, we made it through this ever-changing economy with its broken supply chains. Inflation has not only been a problem for food costs, but also energy costs to deliver the products to the consumers.

We hoped the workforce would return to the way it was pre-Covid, but it didn't. However, the Human Resources Department implemented a benefits package for the Seasonal Employee, and it was well received by new employees, as well as our former employees.

The Net Profit could have been a bit higher, because there was a loss of **(\$67,364)** with the investment income due to the economy. However, the result from this pandemic has been remarkable, and ending with the third season, the signs remain positive for future rounds, but it could be at higher costs.

COMBINED COURSES	2018	2019	2020	2021	2022
REVENUES	1,072,216	1,193,898	1,376,270	1,423,875	1,394,496
EXPENDITURES					
ADMINISTRATIVE	35,278	38,134	39,443	38,487	37,830
MAINTENANCE	379,124	407,085	348,490	325,401	354,087
CLUBHOUSE	497,134	496,478	482,203	490,884	540,560
TOTAL EXPENDITURES	911,536	941,697	870,136	854,772	932,477
OPERATING INCOME/(LOSS)	160,680	252,202	506,134	569,103	462,019
DEPRECIATION	111,862	92,703	101,975	90,134	89,272
GENERAL FUND CONTRIBUTION	100,000	150,000	150,000	100,000	100,000
NET INCOME/(LOSS)	(\$51,182)	\$9,499	\$254,159	\$378,970	\$272,747



## FINANCIALS - LINCOLN HILLS

Lincoln Hills recorded a Net Profit of \$111,070 after the contribution to the General Fund (\$100,000) and Depreciation (\$43,122). As we know, everyone has endured inflation and reflected in these line items. The food & beverage expenses were higher due to the volume of sales and some outrageous pricing in the beginning of the season, that begin to level out in September. The equipment rental shows an increase because of the new golf cart fleet and the members talk about how great they perform.

### Clubhouse Increased Expenses

- ▶ Liability Insurance \$ 9,093
- ▶ Food & Beverage \$ 8,593
- ▶ Beer & Wine \$ 2,167
- ▶ Merchandise \$ 3,821
- ▶ Operating Supplies \$ 3,250
- ▶ Equipment Rental \$ 3,356



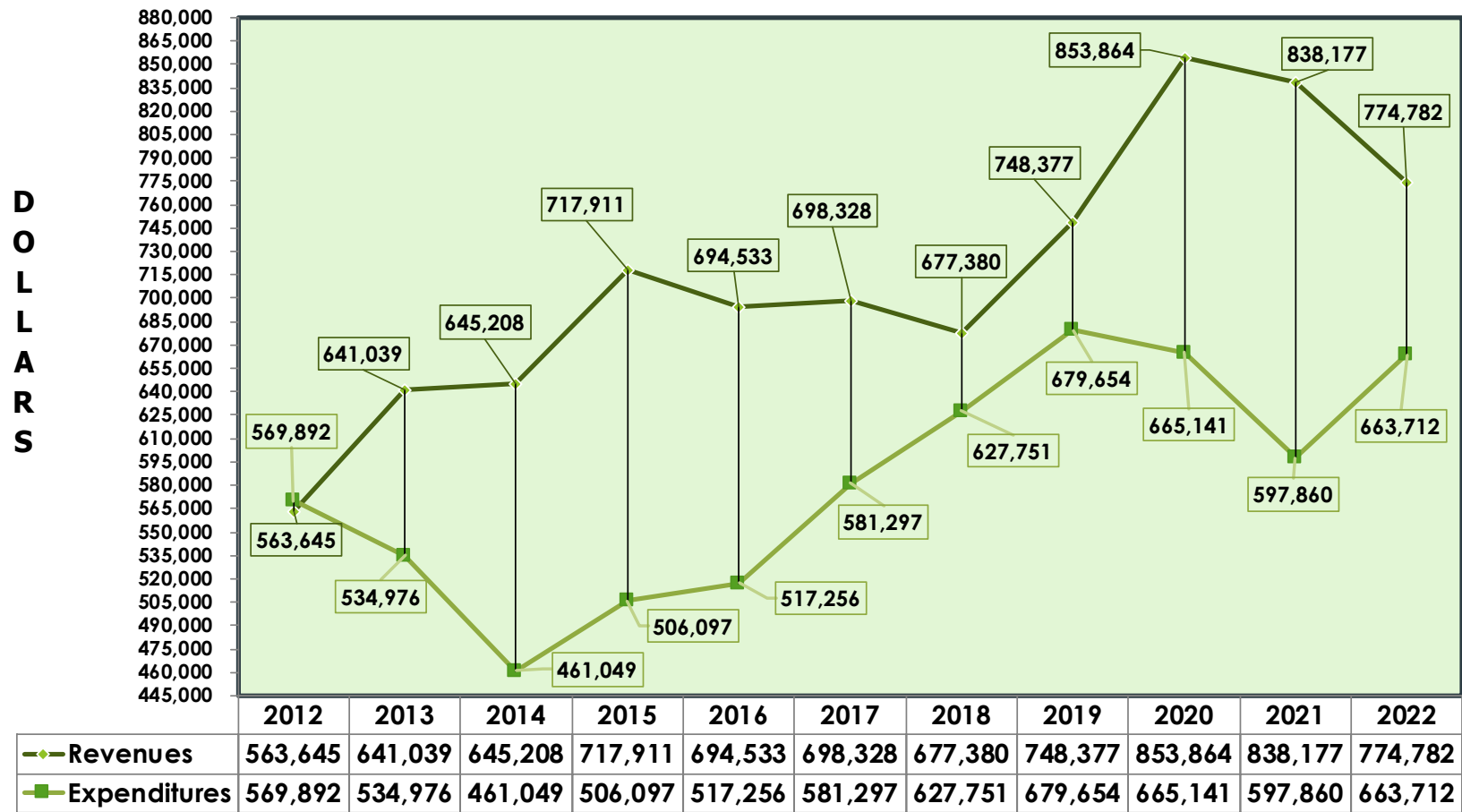
### Maintenance Increased Expenses

- ▶ Operating \$23,595 Drainage- \$16,000 and inflation)
- ▶ Electricity \$ 4,541
- ▶ Public Improvements \$ 5,170 Engineering Fees for #1 Tee Renovation
- \$ 2,772 New Water Coolers on Course

### CALENDAR YEAR 5-YEAR ANALYSIS (2018 - 2022)

LINCOLN HILLS G.C.	2018	2019	2020	2021	2022
REVENUES	677,380	748,377	853,864	838,177	774,782
EXPENDITURES	471,306	483,872	458,551	453,876	520,590
OPERATING INCOME/(LOSS) Before Dep	206,075	264,504	395,314	384,300	254,192
DEPRECIATION	56,445	46,293	51,414	43,984	43,122
CONTRIBUTION TO G.F.	100,000	150,000	150,000	100,000	100,000
NET INCOME/(LOSS)	49,629	68,211	193,900	240,316	111,070

## Lincoln Hills - Revenues and Expenditures Comparison 11 Years





## FINANCIALS - SPRINGDALE

Springdale had a record with operating income of \$207,827, and after Depreciation (\$46,150), it produced a Net Profit of \$161,677. This was the first time it surpassed Lincoln Hills and that is very promising for the future outlook. Increase in revenues came mainly from Green Fees (\$13,000), Food & Beverage (\$11,393) and Cart Fees (\$11,349). Expenditures remained pretty steady with just a few exceptions:

### Maintenance Expenses

► Other Contractual \$ 4,440 Dredging of Pond

### Clubhouse Expenses

► Other Contractual \$ 775 Well Maintenance

\$ 1,435 HVAC Repairs

► Equipment Rental \$ 3,155 New Golf Cart Fleet

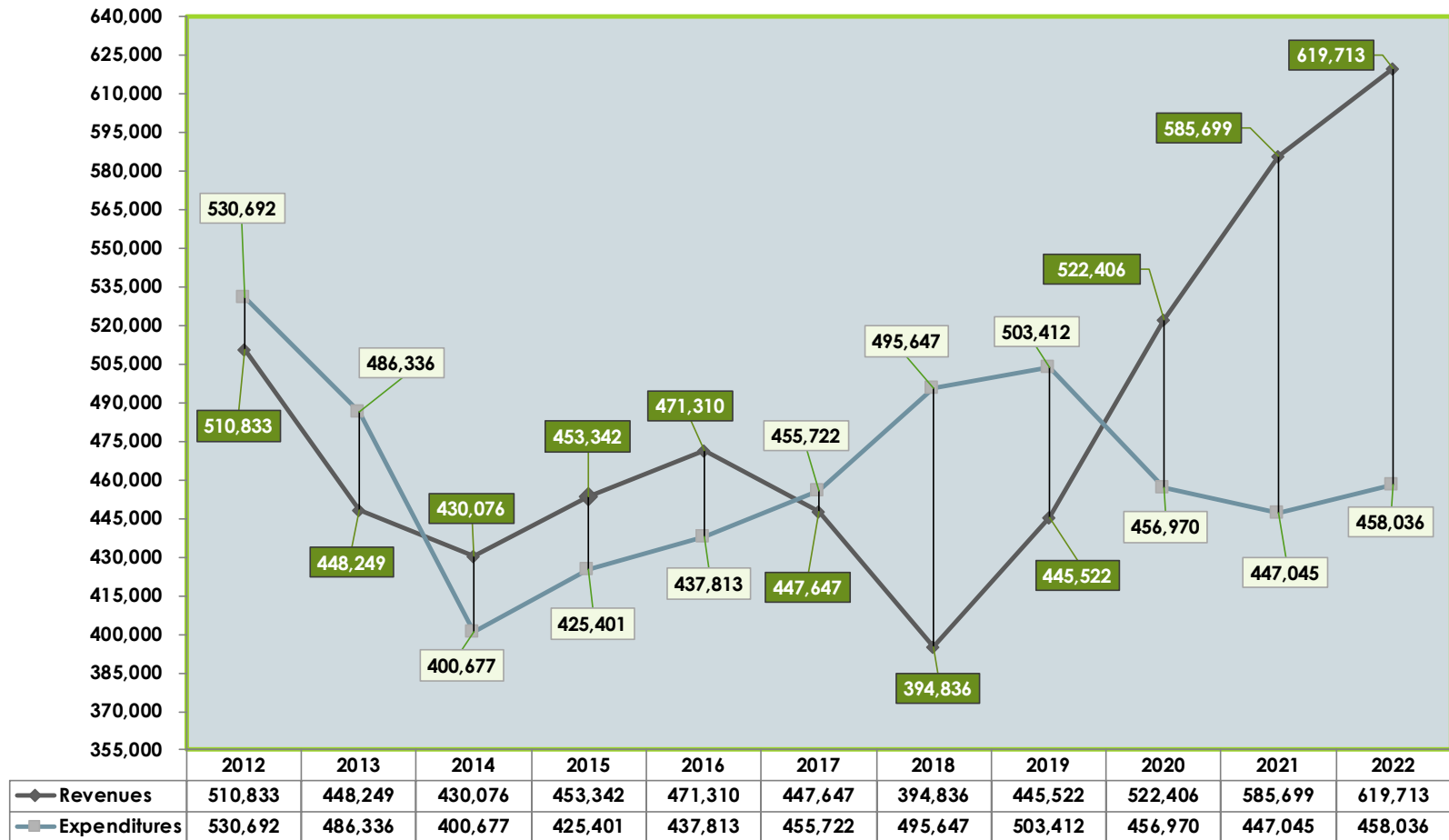
► Liability Insurance \$10,868

### CALENDAR YEAR 5-YEAR ANALYSIS (2018-2022)

SPRINGDALE G.C.	2018	2019	2020	2021	2022
REVENUES	394,836	445,522	522,406	586,409	619,713
EXPENDITURES	440,231	457,824	406,409	400,896	411,887
OPERATING INCOME/(LOSS) Before Dep	(45,394)	(12,303)	115,997	185,513	207,827
DEPRECIATION	55,417	46,410	50,561	46,149	46,150
NET INCOME/(LOSS)	(100,811)	(58,712)	65,436	139,364	161,677



## Springdale - Revenues and Expenditures Comparison 11 Years



## Revenue and Expenditure Report – 3 Year Analysis

REVENUES:	2020			2021			2022		
	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL
WEEKDAY GREENS FEES	272,908	220,525	493,433	239,271	222,519	461,790	221,725	230,776	452,501
WEEKEND GREENS FEES	135,631	106,074	241,705	134,226	118,781	253,007	131,697	123,524	255,222
FOOD & BEVERAGE	42,045	27,820	69,866	56,975	46,294	103,268	63,435	57,686	121,121
MERCHANDISE	19,904	7,197	27,101	16,091	8,589	24,680	18,791	9,398	28,189
PULL CART RENTAL	7,048	8,021	15,070	6,617	6,075	12,692	9,254	5,308	14,562
GOLF CART RENTAL	98,177	80,070	178,247	109,958	102,171	212,130	111,263	113,520	224,783
GAM HANDICAP	3,146	656	3,802	3,752	1,130	4,882	3,594	1,145	4,739
CLASSES	58,560	0	58,560	80,840	0	80,840	82,918	0	82,918
RESIDENT MEMBERSHIPS	2,425	1,545	3,970	14,785	7,455	22,240	14,272	7,345	21,617
BUSINESS MEMBERSHIPS	5,675	3,250	8,925	6,120	2,600	8,720	6,710	1,900	8,610
NON-RESIDENT MEMBERSHIPS	107,700	38,815	146,515	150,360	37,375	187,735	155,205	36,725	191,930
UNLIMITED GOLF PASS	4,400	0	4,400	6,000	200	6,200	7,000	0	7,000
PACKAGE CLUB PASSES	435	0	435	870	290	1,160	725	290	1,015
TOURNAMENT ENTRY FEES	3,708	1,955	5,663	6,372	4,555	10,926	6,898	4,339	11,237
MISCELLANEOUS INCOME	838	45	883	1,315	492	1,807	677	-6	671
CASH OVERAGE/(SHORTAGE)	12	27	39	154	32	186	-5	-266	-271
INVESTMENT INCOME	83,681	0	83,681	3,331	2,217	1,115	67,364	0	67,364
LEASE INCOME	7,572	26,405	33,977	7,801	24,925	32,727	7,988	28,028	36,016
GENERAL FUND CONTRIBUTION	0	0	0	0	0	0	0	0	0
<b>TOTAL REVENUES</b>	<b>853,864</b>	<b>522,406</b>	<b>1,376,270</b>	<b>838,177</b>	<b>585,699</b>	<b>1,423,875</b>	<b>774,782</b>	<b>619,713</b>	<b>1,394,496</b>

ADMINISTRATIVE EXPENSES:	2020			2021			2022		
	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL
ADMINISTRATIVE CHARGE	19,015	19,015	38,030	18,530	18,530	37,060	18,225	18,225	36,450
AUDIT	707	707	1,413	713	714	1,427	690	690	1,380
<b>SUB-TOTAL ADMINISTRATIVE</b>	<b>19,722</b>	<b>19,722</b>	<b>39,443</b>	<b>19,243</b>	<b>19,244</b>	<b>38,487</b>	<b>18,915</b>	<b>18,915</b>	<b>37,830</b>

MAINTENANCE EXPENSES:	2020			2021			2022		
	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL
SALARIES AND WAGES	74,668	70,981	145,649	73,836	75,191	149,026	81,383	76,192	157,575
OVERTIME PAY	85	63	148	35	271	306	12	537	549
LONGEVITY	28	28	57	28	28	57	28	28	57
FICA	5,543	5,260	10,803	5,595	5,735	11,330	6,105	5,747	11,852
HOSPITALIZATION	8,149	9,719	17,867	7,426	8,880	16,306	7,511	8,426	15,937
LIFE	186	187	373	179	180	359	179	181	360
RETIREE HEALTH CARE	(2,207)	(2,194)	(4,402)	(5,006)	(5,015)	(10,021)	(2,618)	(2,669)	(5,286)
DENTAL/OPTICAL	639	639	1,278	547	547	1,094	568	573	1,140
DISABILITY INSURANCE	327	327	655	328	329	657	341	345	686
WORKER'S COMPENSATION	877	831	1,708	877	872	1,749	971	916	1,888
RETIREMENT CONTRIBUTION	6,598	6,578	13,175	3,306	3,260	6,566	(4,148)	(4,148)	(8,296)
HRA BENEFIT	10	10	20	10	10	20	0	0	0
HSA CONTRIBUTION/ RETIRE EMPR	4,352	4,352	8,704	4,268	4,269	8,537	4,400	4,460	8,860
OPERATING SUPPLIES	32,985	29,650	62,635	25,557	30,862	56,418	49,152	28,178	77,329
OTHER CONTRACTUAL SERVICE	12,011	6,607	18,618	7,306	6,461	13,767	4,269	10,706	14,976
EQUIPMENT UNDER \$5,000	405	405	810	228	0	228	0	0	0
ELECTRICITY	5,050	3,341	8,390	4,306	3,130	7,436	8,847	3,688	12,535
GAS	782	1,125	1,907	933	1,379	2,313	1,086	2,086	3,172
WATER	274	0	274	243	0	243	395	0	395
TRAINING	410	410	819	0	0	0	722	405	1,127
EQUIPMENT RENTAL	29,000	30,000	59,000	29,000	30,009	59,009	29,000	30,230	59,230
BUILDINGS	0	0	0	0	0	0	0	0	0
EQUIPMENT & MACHINERY	0	0	0	0	0	0	0	0	0
PUBLIC IMPROVEMENTS	5,837	0	5,837	0	0	0	13,860	2,772	16,633
CONTRIBUTED EXP - CAP OUTLAY	(5,837)	0	(5,837)	0	0	0	(13,860)	(2,772)	(16,633)
SUB-TOTAL MAINTENANCE	180,172	168,318	348,490	159,002	166,398	325,401	188,204	165,883	354,087



CLUBHOUSE EXPENSES:	2020			2021			2022		
	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL	Lincoln Hills	Springdale	TOTAL
SALARIES AND WAGES	102,038	86,123	188,162	115,259	75,069	190,328	133,815	80,458	214,273
OVERTIME	2,075	8,083	10,158	3,885	2,288	6,173	2,741	202	2,943
LONGEVITY	41	41	83	41	41	83	41	41	83
FICA	7,938	7,181	15,119	8,981	5,777	14,758	10,283	6,009	16,291
HOSPITALIZATION	13,570	14,593	28,162	13,566	11,635	25,201	13,604	11,304	24,908
LIFE	22	22	44	22	23	46	23	22	45
RETIREE HEALTH CARE	(2,280)	(2,265)	(4,545)	(5,175)	(5,186)	(10,361)	(2,766)	(2,801)	(5,567)
DENTAL/OPTICAL	729	730	1,459	619	619	1,238	634	627	1,262
DISABILITY	380	380	760	381	383	764	390	386	776
WORKER'S COMPENSATION	1,255	1,110	2,365	1,398	904	2,301	1,634	955	2,589
RETIREMENT CONTRIBUTION	7,110	7,087	14,197	3,365	3,319	6,684	(4,325)	(4,325)	(8,650)
HRA BENEFIT	20	20	40	20	20	40	0	0	0
HSA CONTRIBUTION/ RETIRE EMPR	4,738	4,738	9,477	4,715	4,739	9,454	4,816	4,766	9,582
OPERATING SUPPLIES	17,080	11,468	28,549	16,301	12,531	28,833	19,552	16,039	35,591
FOOD & BEVERAGE	11,262	8,671	19,934	15,976	10,020	25,996	22,402	11,062	33,464
BEER & WINE PURCHASES	4,849	4,723	9,572	7,869	9,713	17,583	10,036	10,235	20,272
MERCHANDISE	12,452	3,735	16,187	8,385	6,609	14,995	12,207	6,876	19,083
EQUIPMENT UNDER \$5,000	9,467	0	9,467	807	4,302	5,108	438	0	438
OTHER CONTRACTUAL SERVICES	21,152	15,325	36,477	21,508	15,858	37,367	19,290	18,178	37,468
CONTRACTUAL ALARM	1,906	1,036	2,942	1,946	1,182	3,127	1,681	909	2,591
ELECTRICITY	6,126	4,933	11,059	6,424	5,842	12,266	6,768	4,729	11,497
GAS	228	1,256	1,483	542	2,062	2,604	368	2,028	2,397
WATER	1,181	1,042	2,224	876	1,299	2,174	1,246	1,221	2,467
LIQOUR LICENSE	1,253	1,253	2,505	1,253	1,253	2,505	1,253	1,253	2,505
PRINTING & PUBLISHING	2,178	2,099	4,276	1,545	1,380	2,925	1,563	1,563	3,126
MARKETING & ADVERTISING	3,823	2,323	6,145	3,843	3,093	6,935	2,378	1,178	3,555
DEPRECIATION	51,414	50,561	101,975	43,984	46,149	90,134	43,122	46,150	89,272
EQUIPMENT RENTAL	18,125	17,550	35,675	24,104	24,142	48,246	27,460	27,297	54,757
TRAINING	439	848	1,287	625	625	1,250	224	224	448
MEMBERSHIP & DUES	281	281	561	281	281	561	281	281	562
CONFERENCES & WORKSHOPS	448	40	488	625	625	1,250	698	698	1,395
LIABILITY INSURANCE	13,947	13,947	27,893	15,644	14,806	30,449	24,737	25,674	50,410
CONTRIBUTED EXP. - CAP. OUTLAY	0	(10,375)	(10,375)	0	0	0	0	0	0
EQUIPMENT & MACHINERY	0	0	0	0	0	0	0	0	0
FURNITURE	0	0	0	0	0	0	0	0	0
BUILDINGS	0	0	0	0	0	0	0	0	0
PUBLIC IMPROVEMENTS	0	10,375	10,375	0	0	0	0	0	0
CONTRIBUTION TO GENERAL FUND	150,000	0	150,000	100,000	0	100,000	100,000	0	100,000
<b>SUB-TOTAL CLUBHOUSE</b>	<b>465,247</b>	<b>268,931</b>	<b>734,178</b>	<b>419,615</b>	<b>261,403</b>	<b>681,018</b>	<b>456,593</b>	<b>273,239</b>	<b>729,832</b>
<b>TOTAL OPERATING EXPENSE</b>	<b>665,141</b>	<b>456,970</b>	<b>1,122,111</b>	<b>597,860</b>	<b>447,045</b>	<b>1,044,906</b>	<b>663,712</b>	<b>458,036</b>	<b>1,121,749</b>
<b>TOTAL REVENUES</b>	<b>853,864</b>	<b>522,406</b>	<b>1,376,270</b>	<b>838,177</b>	<b>585,699</b>	<b>1,423,875</b>	<b>774,782</b>	<b>619,713</b>	<b>1,394,496</b>
<b>OPERATING INCOME (LOSS)</b>	<b>188,723</b>	<b>65,436</b>	<b>254,159</b>	<b>240,316</b>	<b>138,654</b>	<b>378,970</b>	<b>111,070</b>	<b>161,677</b>	<b>272,747</b>

# **2023 CLUB EVENTS**

## **Welcome Back Members**

**Sunday – April 23<sup>rd</sup> at Lincoln Hills**

### **Format: Alternate Shot (2- Person Team)**

Two golfers play as partners, playing only one golf ball, taking turns playing the strokes. Both players will tee off. The player who didn't hit the best shot off the tee, will play the 2<sup>nd</sup> shot, and the teams will continue to alternate shots until the end of the hole.

**Entry Fee:** \$25/PP    **Registration:** 4pm    **Shotgun Start:** 5pm    Awards Dinner to Follow

## **"Cinco de Mayo" Golf Classic**

**Friday - May 5<sup>th</sup> at Lincoln Hills**

### **Format: 3-Club Scramble (2-Person Team)**

Each player is only allowed three (3) golf clubs for the tournament. Strategy comes into play with the three clubs selected. You want your longest hitter to be sure to include his/her driver among the three. A short game wizard would make sure he/she has their pitching wedge. Get festive and you may win our "Best Dressed" Team award.

**Entry Fee:** \$45/PP    **Registration:** 5pm    **Shotgun Start:** 6pm    Awards Dinner to Follow

## **Nite Golf**

**Saturday – May 20<sup>th</sup> at Springdale**

### **Format: Scramble (4 Person Team)**

All members of the team will hit their drives from their respected tees. The team will then select the "best" drive. Everyone advances to that location and proceeds to hit their 2<sup>nd</sup> shots. This continues until the completion of the hole. Gift Certificates will be awarded after golf.

**Entry Fee:** \$45/pp    **Registration:** 7pm    **Shotgun Start:** Dusk (Approximately 9pm)

## **Memorial Day Surprise**

**Monday – May 29<sup>th</sup> at LH & SD**

### **Format: Closest to the Pin Overall Winner**

The golfer whose tee shot comes to rest closest to the hole. Any balls off the green are not considered, even if they may be the closest. This contest will run all day.

**No Entry Fee - Must be a Current Member**

**Winner will be Announced on Tue**

## **Date Night on the Links**

**Friday – June 2<sup>nd</sup> at Springdale**

### **Format: 2-Person Scramble**

The couple will hit their drives from their respected tees. The team will then select the "best" drive and advance to that location and proceed to hit their 2<sup>nd</sup> shots. This format will continue until the completion of the hole. Gift Certificates will be awarded after golf.

**Entry Fee:** \$45/PP    **Registration:** 5pm    **Shotgun Start:** 6:00pm    Awards Dinner to Follow

**Family Cup****Sunday – June 11<sup>th</sup> at Springdale****Format: 4-Person Scramble**

The team will hit their drives from their respected tees. The team will then select the “best” drive and advance to that location and proceed to hit their 2<sup>nd</sup> shots. This format will continue until the completion of the hole. Gift Certificates will be awarded after golf.

**Entry Fee:** \$30/PP    **Registration:** 4 pm    **Shotgun Start:** 5pm    Awards Dinner to Follow

**4<sup>th</sup> of July Day Surprise****Tuesday – July 4<sup>th</sup> at LH & SD****Format: Closest to the Pin**

The golfer whose tee shot comes to rest closest to the hole. Any balls off the green are not considered, even if they may be the closest. This contest will run all day.

**No Entry Fee - Must be a Current Member**

**Winner will be Announced on Tue**

**Murder by the Masquerade****Saturday – June 24<sup>th</sup> at Lincoln Hills****Format: Ryder Cup (2-Person Team)**

Pick your partner for this fun-filled evening! The team will play the first 3 holes in a scramble format, the following 3 holes will be better ball of two, and final three holes will be an alternate shot. When finished with your round, you will become part of the Detectives to figure out “Who Done it”?

**Entry Fee:** \$45/PP    **Registration:** 5pm    **Shotgun:** 6:00pm    Awards Dinner to Follow

**Parent/Child****Sunday – July 9<sup>th</sup> at Lincoln Hills****Format: 3-Club Scramble (2-Person Team)**

Each player is only allowed three (3) golf clubs for the tournament. Strategy comes into play with the three clubs selected. You want your longest hitter to be sure to include his/her driver among the three. A short game wizard would make sure he/she has their pitching wedge.

**Entry Fee:** \$30/PP    **Registration:** 4pm    **Shotgun Start:** 5pm    Awards Dinner to Follow

**Luau “On the Greens”****Saturday – July 22<sup>nd</sup> at Lincoln Hills****Format: Alternate Shot (2- Person Team)**

Two golfers play as partners, playing only one golf ball, taking turns playing the strokes. Both players will tee off. The player who didn’t hit the best shot off the tee, will play the 2<sup>nd</sup> shot, and the teams will continue to alternate shots until the end of the hole. Can’t wait to see who will be our “Best Dressed” team for this event!

**Entry Fee:** \$45/PP    **Registration:** 5pm    **Shotgun:** 6pm    Pig Roast & Awards to Follow

**Club Championship****Sat & Sun – Aug 5<sup>th</sup> (SD) & 6<sup>th</sup> (LH)****Format: 2-Day Gross and 2-Day Net**

The competition will be a 36-Hole competition played over two days (18 holes per day). Saturday’s round will begin at Springdale with tee times from 8 - 10am. The second round will be held on Sunday at Lincoln Hills, also from 8 – 10am. This year we are introducing the Super Senior Division for those that are 70 years of age and older will use the Forward Tees.

### **Junior Club Championship**

**Thursday - Aug 10<sup>th</sup> at Lincoln Hills**

**Format:** Individual Stroke Play

The competition will be a 9-hole competition and is open to all Junior members and anyone who participated in the 2022 Junior Golf Program. Upon completion of the event, hot-dogs, chips, ice-cream and beverages will be served as staff tally the cards to present the trophies. This event is open to all current members, and those who participated in the Jr Golf Program this summer.

**Entry Fee:** Free      **Registration:** 7:30am      **Shotgun:** 8am      Awards Luncheon to Follow

### **Nine & Dine**

**Friday –Aug 11<sup>th</sup> at Lincoln Hills**

**Format:** Las Vegas Scramble

This is the traditional scramble format with a twist. This variation is a 4-person team format that involves the use of a 6-sided die. A roll of the dice is used on each hole during the round to determine which member's drive will be used on that hole.

**Entry Fee:** \$45/PP      **Registration:** 6pm      **Shotgun:** 6:30pm      Awards Dinner to Follow

### **Nite Golf**

**Saturday – Aug 19<sup>th</sup> at Springdale**

**Format:** 4-Person Scramble

All members of the team will hit their drives from their respected tees. The team will then select the "best" drive. Everyone advances to that location and proceeds to hit their 2<sup>nd</sup> shots. This continues until the completion of the hole. Gift Certificates will be awarded after golf.

**Entry Fee:** \$45/pp      **Registration:** 7pm      **Shotgun Start:** Dusk (Approximately 9pm)

### **Labor Day Surprise**

**Monday – Sept 4<sup>th</sup> at LH & SD**

**Format:** Closest to the Pin Overall Winner

The golfer whose tee shot comes to rest closest to the hole. Any balls off the green are not considered, even if they may be the closest. This contest will run all day.

**No Entry Fee - Must be a Current Member**

**Winner will be Announced on Tue**

### **9<sup>th</sup> Annual Turkey Shoot**

**Saturday – November 4<sup>th</sup> at Lincoln Hills**

**Format:** 2-Person Backwards Scramble

Join us for a fun-filled day as we support The Lighthouse with food donations collected from this event. Players start their round at what's normally the finish, teeing off near the 9<sup>th</sup> green and playing to the 8<sup>th</sup> green. They'll then tee off from next to the 8<sup>th</sup> green and play to the 7<sup>th</sup> green, etc, all the way around the course, finishing back at the 9<sup>th</sup> green.

**Entry Fee:** \$35/PP      **Registration:** 10am      **Shotgun:** 11:00am      Awards Lunch to Follow

