

University Park Recreation District
Management Discussion & Analysis Report
As of February 28, 2023

Food & Beverage

I am extremely excited to announce the hiring of Christina Dickman as the new Dining Room Manager, replacing the now retired Carolyn Bramel. Christina joins us after several years as the F&B Manager at the prestigious Streamstrong Resort. Christina has a true passion for all things “food” and has had a 14+ year career in F&B spanning Washington DC and Florida. Christina’s first day will be Monday, March 27th.

In addition, we have hired Sous Chef Mickoy Hylton as a Sous Chef. Mickoy joins us from the Venetian River Club and comes highly recommended by Chef Roger. Mickoy’s first day will be Wednesday, March 15th.

Please join me in welcoming Christina and Mickoy to University Park CC.

Membership

		Full	Racquet s	Social	Soc / Res - Cmty Reard	Jr. Exec.	Change in Annual Mbrs
2022 Totals		386	125	241	521	2	1275
Jan 2023		2	1	-2	3		4
Feb 2023		5		0	3		8
NEW	3/7	2		-1	0		1
Total Members		395	126	238	527	2	1288
Add SAP		99	33				132
Add AFP		15		29	87		131
Add Range			13	18	28		59
Add Twi Ten				19	1		20
Add Pickleball				3	31		34
Total Passes		114	33	32	118	0	297

*152 grandfathered non-members

**61 active trial full (25 at this time same a year ago)

Golf

As expected, the number of Member Rounds has increased over prior year, particularly since the calendar turned to 2023. This has reduced the number of Outside Rounds by approximately 3,000 YTD. Despite these fewer rounds, Golf Operations revenue is flat to prior year and remains favorable to Budget.

March will include many exciting Golf events including the LGA Four Member, Sunday Funday, and the Men’s 3-day Member Guest events.

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Racquets & Fitness

The Tennis and Pickleball courts continue to be active, notably during the morning hours. Momentum continues to pick up with more and more pickleball being played by our members.

Lee Salvino, who joined us last month as an additional Tennis Pro, has been an excellent addition to the program. We look forward to Lee's continued contributions to UPCC!

In Fitness, Joe, Sue and I looked over the recent use of the Fitness classes. Despite Sue being unable to teach her classes (her weekly bootcamps drive 15-20 participants alone), Liz and our independent instructors have seen a big increase in usage. The average weekly classroom attendance was 60 in January and 80 in February. These numbers include capping Pilates, Yoga, etc. at 8 per class and TRX at 5 per class due to space constraints.

Member Events

A big "thank you" to the Team for their efforts (and hours worked) to deliver our members with a large number of events at the Club. Executing daily events is a real team effort and takes a considerable amount of coordination. March events include:

- Bus trips:
 - Sarasota Polo Grounds
 - Rodeo
 - MLB Spring Training Game
- Music in the Park
- Art in the Park (this weekend!)
- Bingo/Trivia (x4)
- Trucks & Tunes
- Member Guest Events (Golf & Racquets)
- and many more!

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Statements of Operations (as of January 31, 2023):

UNIVERSITY PARK COUNTRY CLUB & RD				
THREE MONTHS ENDING JANUARY 31, 2023				
<i>(in thousands)</i>				
SUMMARY STATEMENT OF OPERATIONS	FY2023	FY2023	FY2023	
Description	YTD Actual	YTD Budget	YTD Variance	
REVENUE:				
MEMBERSHIP DUES	\$ 1,573	\$ 1,487	\$ 86	
GOLF OPERATIONS	1,373	1,186	188	(a)
TENNIS & FITNESS CENTRE	45	32	13	
RESTAURANT INCOME	1,012	838	173	(b)
OTHER INCOME	14	18	(4)	
TOTAL REVENUE	\$ 4,017	\$ 3,561	\$ 455	
EXPENSES:				
GOLF OPERATIONS	\$ 511	\$ 542	\$ (31)	
TENNIS & FITNESS CENTRE	136	150	(14)	
RESTAURANT	1,259	1,096	163	(b)
GOLF COURSE MAINTENANCE	894	986	(92)	
GENERAL & ADMIN	613	654	(40)	
TOTAL DIRECT EXPENSES	\$ 3,414	\$ 3,428	\$ (14)	
OPERATING INCOME/(LOSS)	\$ 603	\$ 133	\$ 470	
CAPITAL ALLOCATION:				
INITIATION FEES & OTHER	\$ 425	\$ 391	34	
OUTSIDE GOLF -CAPITAL ALLOCATION	98	75	23	
CAPITAL DUES	24	25	(1)	
TOTAL CAPITAL ALLOCATION	\$ 546	\$ 490	\$ 56	

(a) \$188k favorable to budget due to 819 more rounds than budgeted and increased public rates.

(b) \$173k favorable to budget due to overall increased capacity for a la carte dining and member events and slight menu pricing to combat continued inflation.

\$163k unfavorable to budget primarily due to higher COGS (variable with revenue + real cost increases) and labor increases (OT wages due to club activity).

Non-F&B expenses in general are below budget primarily due to certain staffing positions not currently filled (e.g., Female Golf Pro, receptionist in Tennis, GCM laborers, etc.).

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Revenue Flash Report (as of February 28, 2023):

	February			YTD		
(in thousands)	Actual	Budget	Variance	Actual	Budget	Variance
MEMBERSHIP DUES	\$ 413	\$ 383	\$ 30	\$ 1,985	\$ 1,870	\$ 115
GOLF OPERATIONS	507	497	10	1,880	1,683	198 (a)
TENNIS & FITNESS CENTRE	13	10	3	58	42	15
RESTAURANT OPERATIONS	263	293	(30)	1,275	1,132	143
OTHER INCOME	3	2	2	18	20	(2)
TOTAL OPERATING REVENUE:	\$ 1,199	\$ 1,185	\$ 14	\$ 5,216	\$ 4,747	\$ 469
CAPITAL ALLOCATION:						
INITIATION FEES & OTHER	\$ 32	\$ 18	\$ 15	\$ 457	\$ 408	\$ 49
OUTSIDE GOLF -CAPITAL ALLOCATION	39	19	20	137	94	43
CAPITAL DUES	25	25	1	49	49	0
TOTAL CAPITAL ALLOCATION:	\$ 96	\$ 61	\$ 35	\$ 643	\$ 551	\$ 92
TOTAL REVENUE:	\$ 1,296	\$ 1,246	\$ 49	\$ 5,859	\$ 5,297	\$ 561

(a) 198k over Budget YTD due to pricing and more outside rounds than budgeted, as outlined below:

Rounds of Golf (as of February 28, 2023):

	February			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Member Rounds	5,056	4,890	166	22,017	22,315	(298)
Outside Rounds	3,979	3,730	249	15,977	14,445	1,532
	9,035	8,620	415	37,994	36,760	1,234

Rounds of Golf (as of February 28, 2022):

Member Rounds	4,606	4,840	(234)	21,223	21,240	(17)
Outside Rounds	4,470	3,730	740	19,261	15,675	3,586
	9,076	8,570	506	40,484	36,915	3,569