

University Park Recreation District  
Management Discussion & Analysis Report  
As of May 31, 2023

**The Park Grille Café**

The newly renovated Park Grille Café opened on Tuesday, May 23<sup>rd</sup> during our monthly Tuesday, Trucks & Tunes, with well over 300 attendees. The feedback on the renovation, new hours and Café menu has been overwhelmingly positive. We do have additional work via a punch list, notably gutter/downspout work and some wood craftsmanship, which will occur over the coming weeks with limited to no impact on the operation. We have retained cash from the Contractor until we're pleased that the punch list has been satisfied.

**Staffing Update**

As announced last week, Joe Lisi has resigned from his position as Director of Racquets & Fitness. His last day is Friday, June 9<sup>th</sup>. We wish Joe well in his future endeavors. Succession Planning has commenced, and updates will be provided as soon as possible.

**Membership**

		Full	Racquet s	Social	Soc / Res - Cmty Reord	Jr. Exec.	Change in Annual Mbrs	Trial Full	Trial Rac/Fit	Trial Fit/Soc	Trial Social	Sum Golf	Sum Tennis	Sum Dining
2022 Totals		386	125	241	521	2	1275	27	2	6	4	0	0	0
Jan 2023		2	1	-2	3		4	14	1		0			
Feb 2023		5		0	3		8	5	-1	-2	3			
March 2023		5	-2	1	-1		3	-24	1	-3	-4			
April 2023		-1	-3	-1	3		-2	-14	-3	-1	2	108	18	
	5/5						0					6	3	
	5/12						0					6	1	
	5/23	1			2		3	-7			0			
<b>NEW</b>	5/24						0					3	3	
<b>Total Members</b>		<b>398</b>	<b>121</b>	<b>239</b>	<b>531</b>	<b>2</b>	<b>1291</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>123</b>	<b>25</b>	<b>0</b>
<b>Add SAP</b>		97	31				128							
<b>Add AFP</b>		17	1	29	86		133							
<b>Add Range</b>			15	21	28		64							
<b>Add Twi Ten</b>				18	1		19							
<b>Add Pickleball</b>				4	34		38							
<b>Total Passes</b>		114	47	72	149	0	382							

\*149 grandfathered non-members

Summer golf memberships were essentially cut in half, from 287 to 123. As we know, we increased the rate and reduced the term length. We are seeing more course availability, however, for our annual members (and for outside play to offset the decrease in membership revenue).

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**Statements of Operations (as of April 30, 2023):**

<b>UNIVERSITY PARK COUNTRY CLUB &amp; RD</b>			
<b>SEVEN MONTHS ENDING APRIL 30, 2023</b>			
<i>(in thousands)</i>			
<b>SUMMARY STATEMENT OF OPERATIONS</b>	<b>FY2023</b>	<b>FY2023</b>	<b>FY2023</b>
Description	YTD Actual	YTD Budget	YTD Variance
<b>REVENUE:</b>			
MEMBERSHIP DUES	\$ 2,961	\$ 2,894	\$ 67
GOLF OPERATIONS	2,787	2,518	269 (a)
TENNIS & FITNESS CENTRE	91	62	29
DINING OPERATIOINS	1,824	1,671	154 (b)
OTHER INCOME	21	22	(2)
<b>TOTAL REVENUE</b>	<b>\$ 7,684</b>	<b>\$ 7,167</b>	<b>\$ 517</b>
<b>EXPENSES:</b>			
GOLF OPERATIONS	\$ 976	\$ 987	\$ (11)
TENNIS & FITNESS CENTRE	291	280	12
DINING OPERATIONS	2,457	2,046	410 (b)
GOLF COURSE MAINTENANCE	1,728	1,719	9
GENERAL & ADMIN	1,144	1,164	(20)
<b>TOTAL DIRECT EXPENSES</b>	<b>\$ 6,596</b>	<b>\$ 6,195</b>	<b>\$ 401</b>
<b>OPERATING INCOME/(LOSS)</b>	<b>\$ 1,088</b>	<b>\$ 971</b>	<b>\$ 116</b>
<b>CAPITAL ALLOCATION:</b>			
INITIATION FEES & OTHER	\$ 528	\$ 433	95
OUTSIDE GOLF -CAPITAL ALLOCATION	204	131	73
CAPITAL DUES	99	98	1
<b>TOTAL CAPITAL ALLOCATION</b>	<b>\$ 831</b>	<b>\$ 662</b>	<b>\$ 169</b>

(a) \$269k favorable to budget due to 1,921 more rounds than budgeted and increased public rates.

(b) \$154k favorable to budget due to overall increased capacity for a la carte dining and member events and slight menu pricing to combat continued inflation.

\$410k unfavorable to budget primarily due to higher COGS (variable with revenue + real cost increases) and labor increases (OT wages due to club activity).

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**Revenue Flash Report (as of May 31, 2023):**

<i>(in thousands)</i>	May			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
MEMBERSHIP DUES	\$ 425	\$ 417	\$ 7	\$ 3,385	\$ 3,311	\$ 74
GOLF OPERATIONS	338	258	81	3,125	2,775	350 (a)
TENNIS & FITNESS CENTRE	10	8	2	101	69	31
DINING OPERATIONS	244	203	41	2,068	1,873	195
OTHER INCOME	1	1	(0)	22	23	(2)
<b>TOTAL OPERATING REVENUE:</b>	<b>\$ 1,018</b>	<b>\$ 886</b>	<b>\$ 132</b>	<b>\$ 8,702</b>	<b>\$ 8,053</b>	<b>\$ 649</b>
<b>CAPITAL ALLOCATION:</b>						
INITIATION FEES & OTHER	\$ 25	\$ 8	\$ 17	\$ 553	\$ 441	\$ 112
OUTSIDE GOLF -CAPITAL ALLOCATION	20	19	1	224	150	74
CAPITAL DUES	25	25	0	124	123	1
<b>TOTAL CAPITAL ALLOCATION:</b>	<b>\$ 69</b>	<b>\$ 51</b>	<b>\$ 18</b>	<b>\$ 901</b>	<b>\$ 713</b>	<b>\$ 187</b>
<b>TOTAL REVENUE:</b>	<b>\$ 1,087</b>	<b>\$ 937</b>	<b>\$ 150</b>	<b>\$ 9,602</b>	<b>\$ 8,766</b>	<b>\$ 836</b>

(a) 350k over Budget YTD due to pricing and more outside rounds than budgeted, as outlined below:

**Rounds of Golf (as of May 31, 2023):**

	May			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
Member Rounds	4,937	3,960	977	37,247	36,000	1,247
Outside Rounds	3,033	3,430	(397)	26,219	24,965	1,254
	7,970	7,390	580	63,466	60,965	2,501

**Rounds of Golf (as of May 31, 2022):**

Member Rounds	4,985	3,720	1,265	36,379	34,035	2,344
Outside Rounds	3,275	3,430	(155)	29,972	26,425	3,547
	8,260	7,150	1,110	66,351	60,460	5,891