

University Park Recreation District
Management Discussion & Analysis Report
As of March 31, 2026

Best in Class!

Congratulations to the Team for being named “Best of SRQ” for our Tennis Courts and Golf Course. This is a true testament to Curtis and the Golf Course Maintenance Team and Lee, Jose and the Racquets Team for their tremendous efforts maintaining our Facilities. We should be proud of these two achievements!

Member Experience

The Team is coming off our busiest month of season, March, and a very busy and successful Passover and Easter Holiday Week.

Member Events in March were highlighted by Music in the Park (3/5), Art in the Park (3/13-3/15), two Wine Dinners (3/3 & 3/28), St. Patrick’s Day events and our Men’s (3/18-3/21) and Women’s (3/24) Member Guest golf events.

April is also off to a quick start with Passover Seder (4/1), Breakfast with the Bunny (4/4) and Easter Sunday Brunch (4/5). We served approximately 900 members and guests over this 3-event timeframe.

All of this in addition to Trivia, Bingo, Racquets & Wellness events, among many others!

Food & Beverage

The new menus launched in mid-March have been very well received and overall dining activities continue to be well attended and feedback generally positive.

Through February, Dining Revenue has been essentially flat to Budget, however, for the month of March we were \$70k favorable to Budget.

Golf Operations

Golf Revenue is currently \$114k favorable to Budget through February with Outside Rounds favorable to Budget by 978 rounds. Merchandise Sales continue to be favorable to Budget also.

In March, we exceeded \$500k in Golf Revenue for the first time as a Club. The previous all-time high was \$462k in March 2022.

Racquets & Wellness Operations

The Racquets and Wellness facilities, like the golf course and dining operation, are also very busy with all-time high participation!

Lee hosted two St. Patrick’s Day related events (pickleball and tennis) and a very successful Ladies InterClub Luncheon on Friday, March 27th.

Suzanne hosted a fun-filled line dancing Wellness Workshop on Saturday, March 28th which was well attended.

UNIVERSITY PARK COUNTRY CLUB STATEMENT OF OPERATIONS

YTD OPERATING RESULTS, 5 MONTHS THROUGH 2/28/26	Actual Results of UPCC Operations	Budget	\$ Variance	% Change	COMMENTS
Total Revenues	\$6,434	\$6,332	\$103	1.6%	
Less: Outside Golf Capital Allocation	(141)	(128)	(13)	9.8%	10% of Outside Golf Allocated to Capital
Total Revenues, Less Capital Allocation	6,293	6,203	90	1.4%	
Total Expenses	5,692	5,869	178	3.0%	
Net Operating Surplus (Deficit)	602	334	268	80.2%	Net Operating impact
Revenues and Expenses, Details	Actual	Budget	\$ Variance	% Change	
Dues revenue	\$2,643	\$2,677	(\$ 34)	(1.3%)	
Golf operations revenue	1,947	1,833	114	6.2%	Outside rounds exceeded the budget by 978 rounds. Merchandise sales \$27K favorable to budget.
Dining operations revenue	1,572	1,580	(7)	(0.5%)	
Racquets/Fitness/Other operations revenue	130	114	17	14.9%	
Subtotal, Revenues	6,293	6,203	90	1.4%	
Golf operations	797	826	30	3.6%	
Golf maintenance	1,551	1,510	(41)	(2.7%)	Projects that were budgeted for later in the year completed early
Dining operations	1,975	2,097	122	5.8%	
Racquets & Fitness operations	297	290	(7)	(2.4%)	COGS 32k, Payroll 32k, Linens 21k, waste and supplies
General & Adm	1,073	1,146	73	6.4%	Payroll 20k, Advertising 19k, Ins. 11k, L&P 8k & other various expenses
Subtotal, Expenses	5,692	5,869	178	3.0%	
Net Operating Surplus (Deficit), net of \$141k outside golf capital allocation	\$602	\$ 334	\$ 268	80.2%	Variance is \$268k, 80.2% from budget