



**Presentation to the Citizen's Advisory Committee  
November 20, 2024  
Saints YTD Financials for FY 2023/2024  
4<sup>th</sup> Quarter Update**

# Saints Highlights 4<sup>th</sup> Qtr FY 23/24

- Heavy customer traffic experienced (Jul – Sept 2024)
- Record Range/Lessons business, with new driving range
- Record total revenue months/quarter
- Strong retail sales due to growth in rounds and range traffic



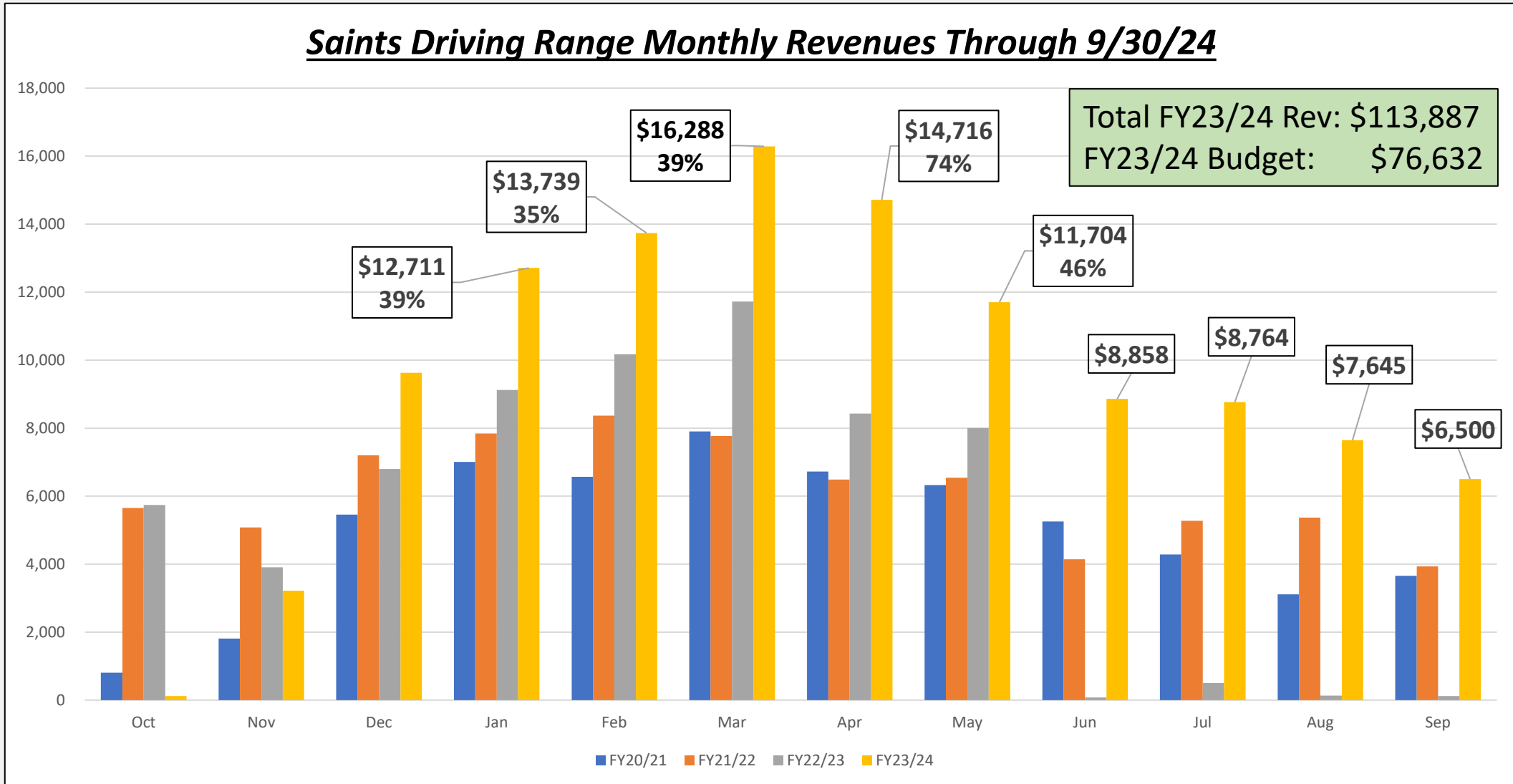
# Saints Highlights 4<sup>th</sup> Qtr FY 23/24

- Completed the new driving range awning
- Completed the parking lot expansion project
- Upgraded the Range Ball Dispensing Machine
- Activated a New Range Membership Program
- Hosted 1 charity and 2 US Kid tournaments



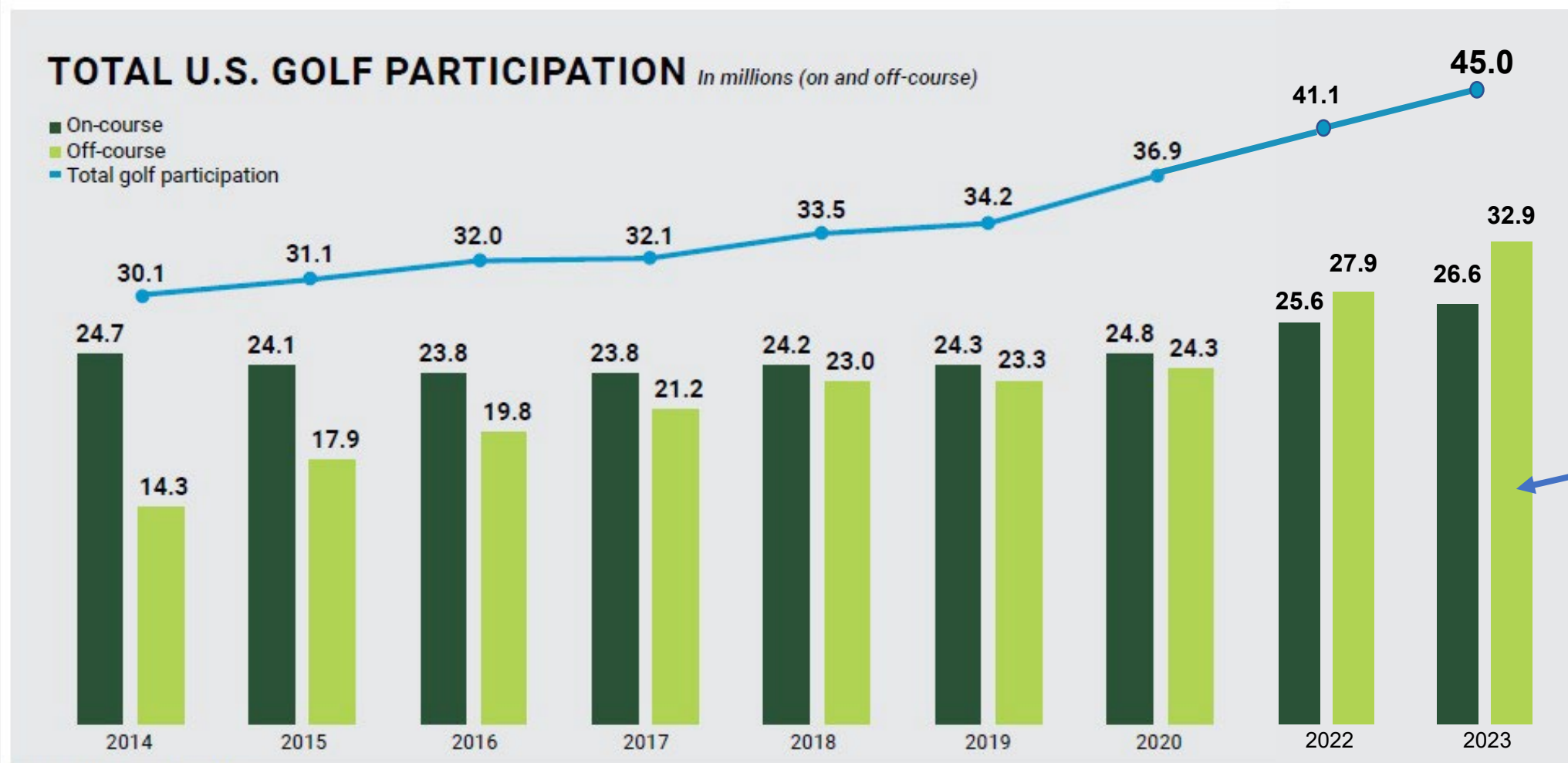
# Saints Highlights 4<sup>th</sup> Qtr FY 23/24

## Saints Driving Range Monthly Revenues Through 9/30/24



# Golf Market Data and Statistics

(NGF 2023 Report)



**Driving  
Range  
Market**

Source: National Golf Foundation

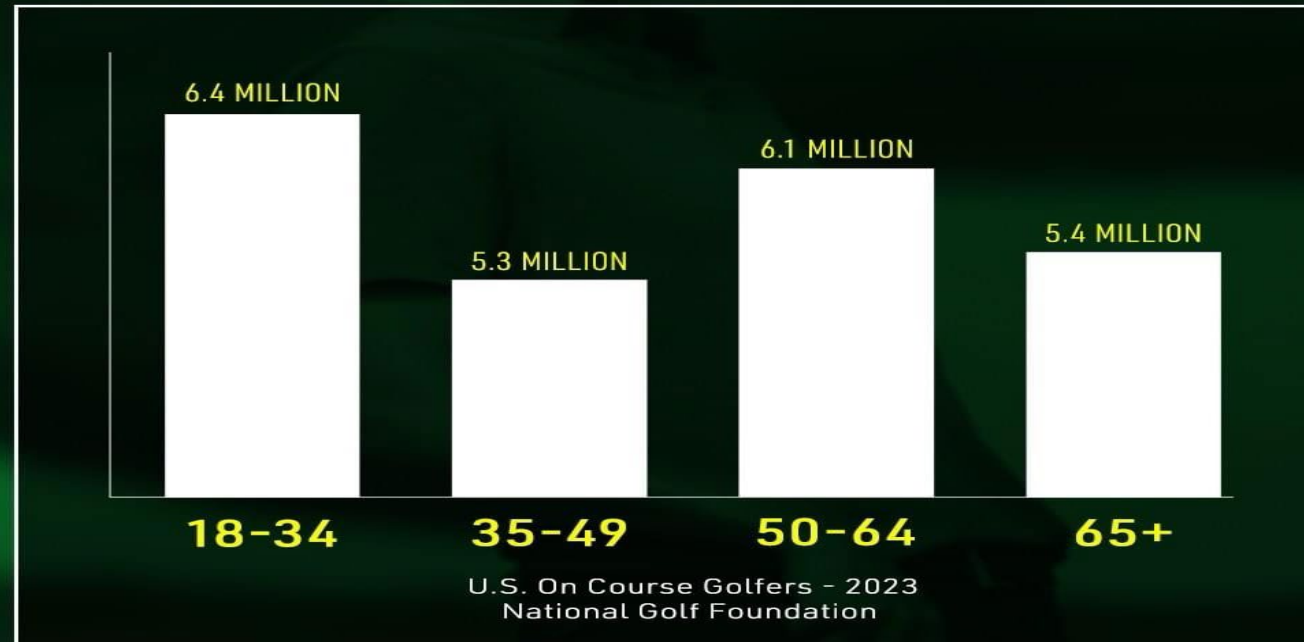


# Golf Market Data and Statistics

(NGF 2023 Report)



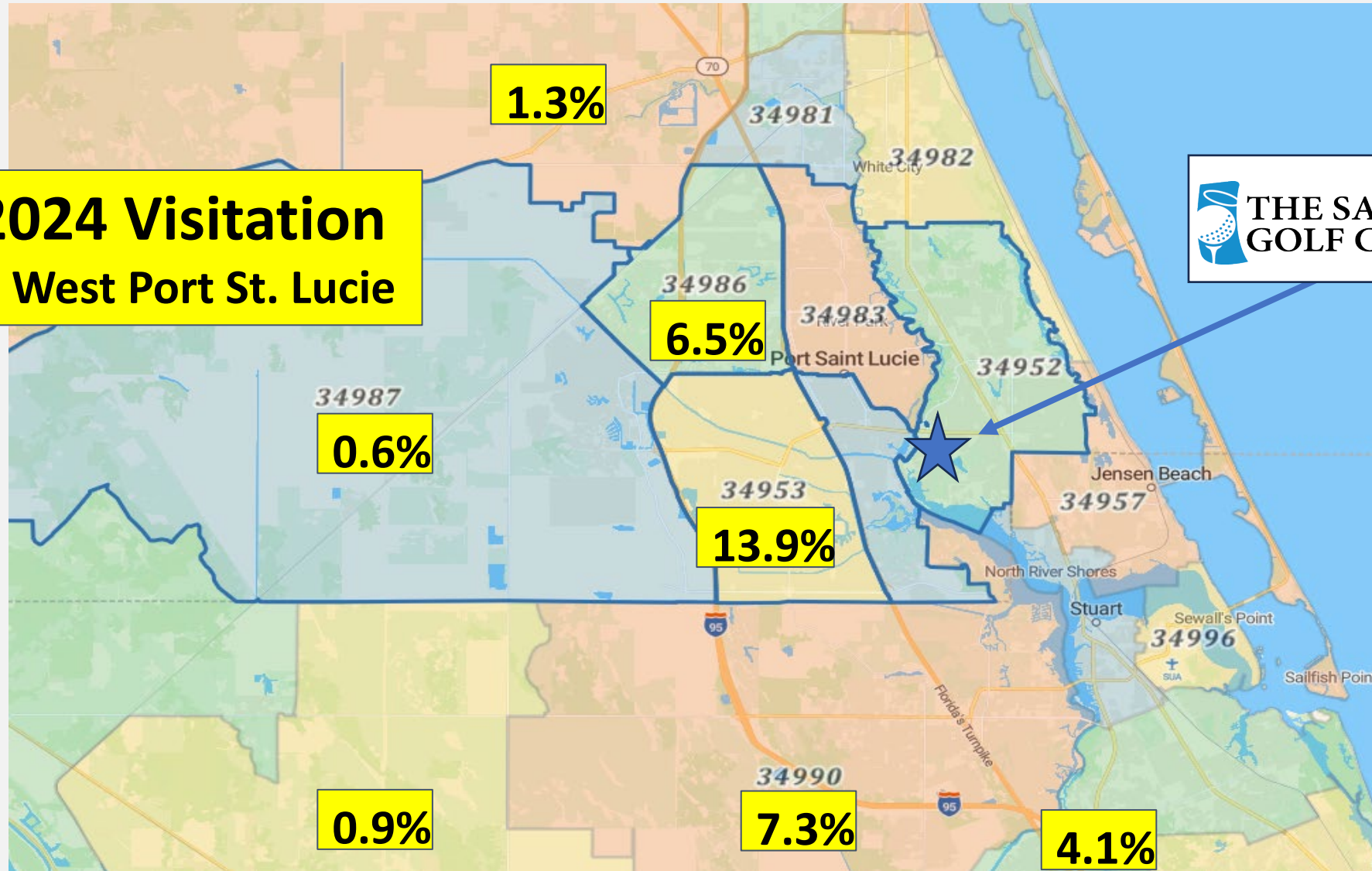
**THERE ARE NOW MORE GOLFERS  
AGE 18-34 THAN ANY OTHER  
AGE GROUP**



# Golf Market Data and Statistics

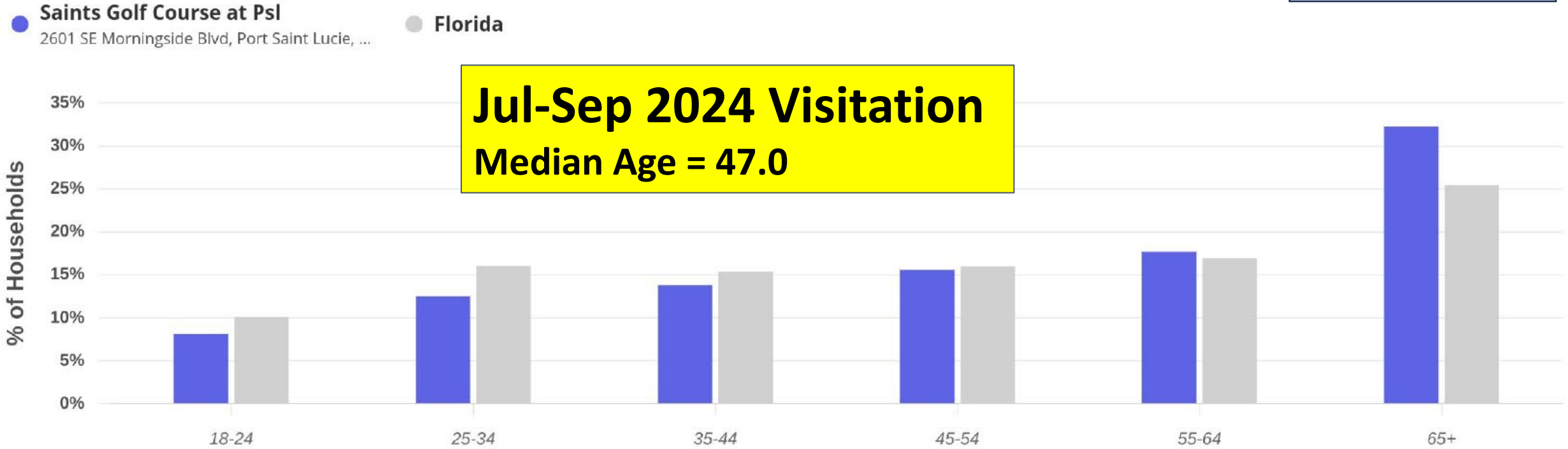
(Placer AI Nov 2024 Report)

**Jul-Sep 2024 Visitation**  
**34.6% from West Port St. Lucie**



# Golf Market Data and Statistics

(Placer AI Nov 2024 Report)



Jul 1st, 2024 - Sep 30th, 2024 | Data Source: Census 2021  
Data provided by Placer Labs Inc. (www.placer.ai)





# Golf Market Data and Statistics

## *Golf, what a Great Game*

8% of the United States plays golf

< 55% can break 100

< 21% can break 90

< 5% can break 80

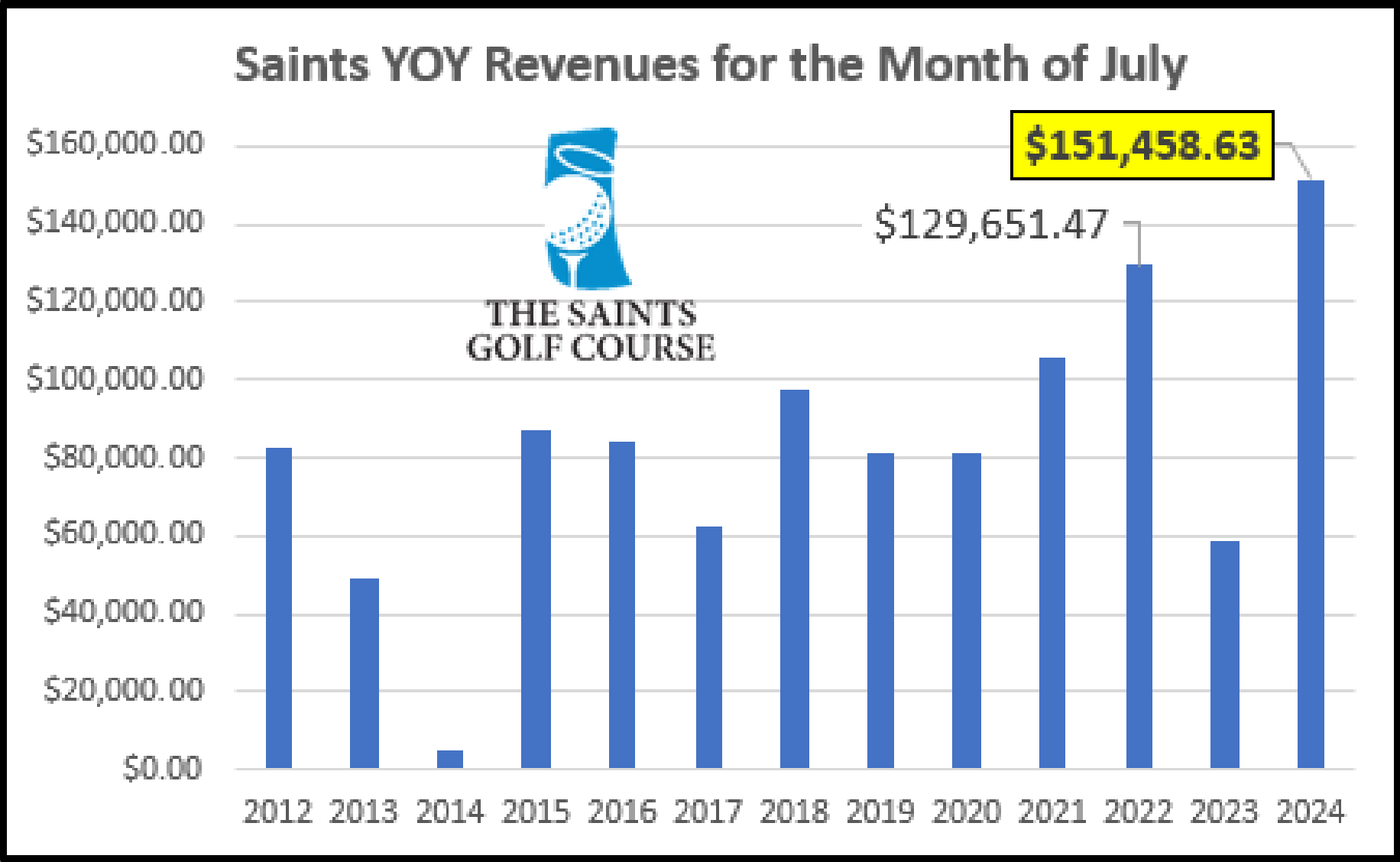
< 0.001% are in prison



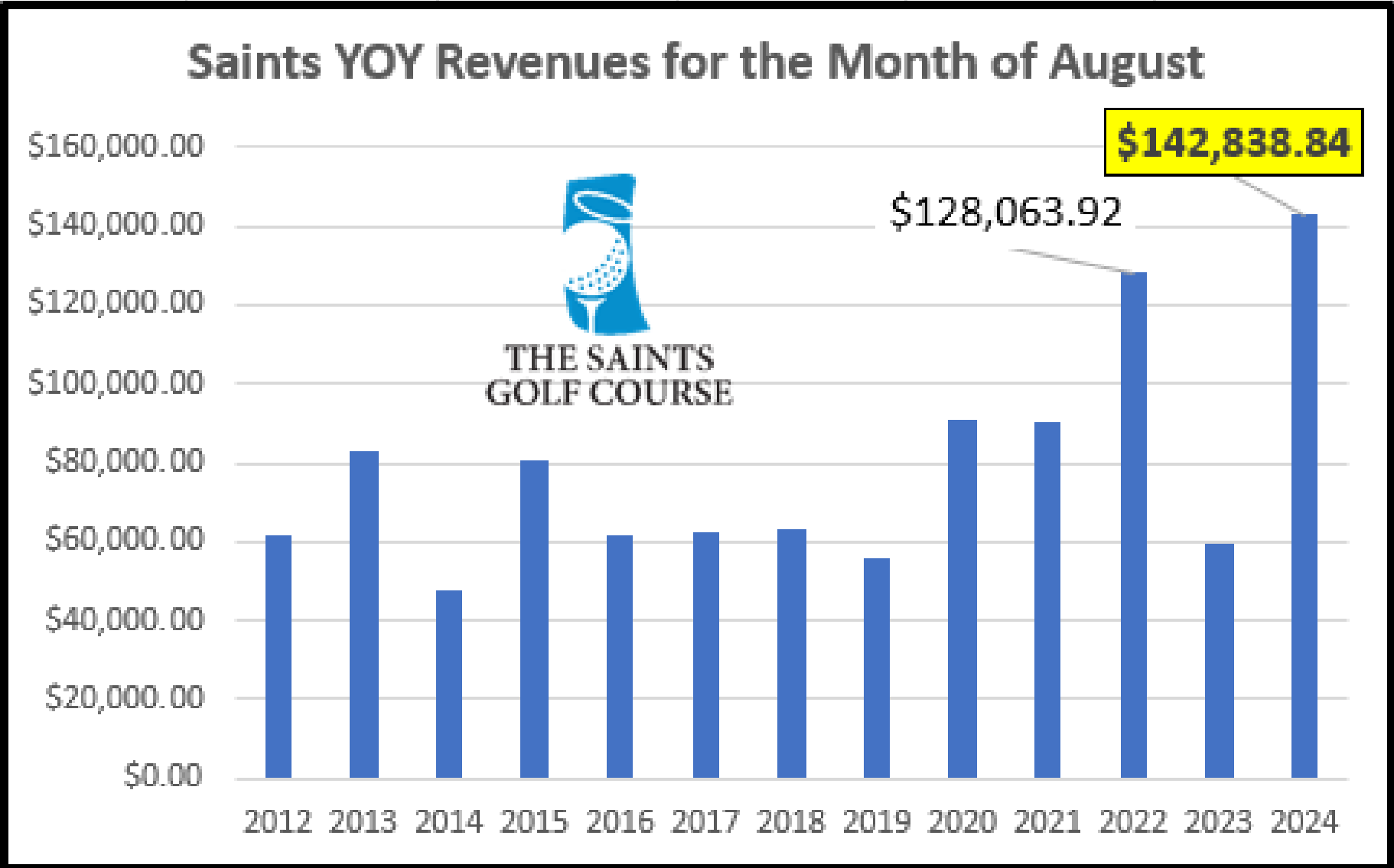
Imaged by Heritage Auctions. HA.com

Most admirable, honorable, respectable,... game - ever

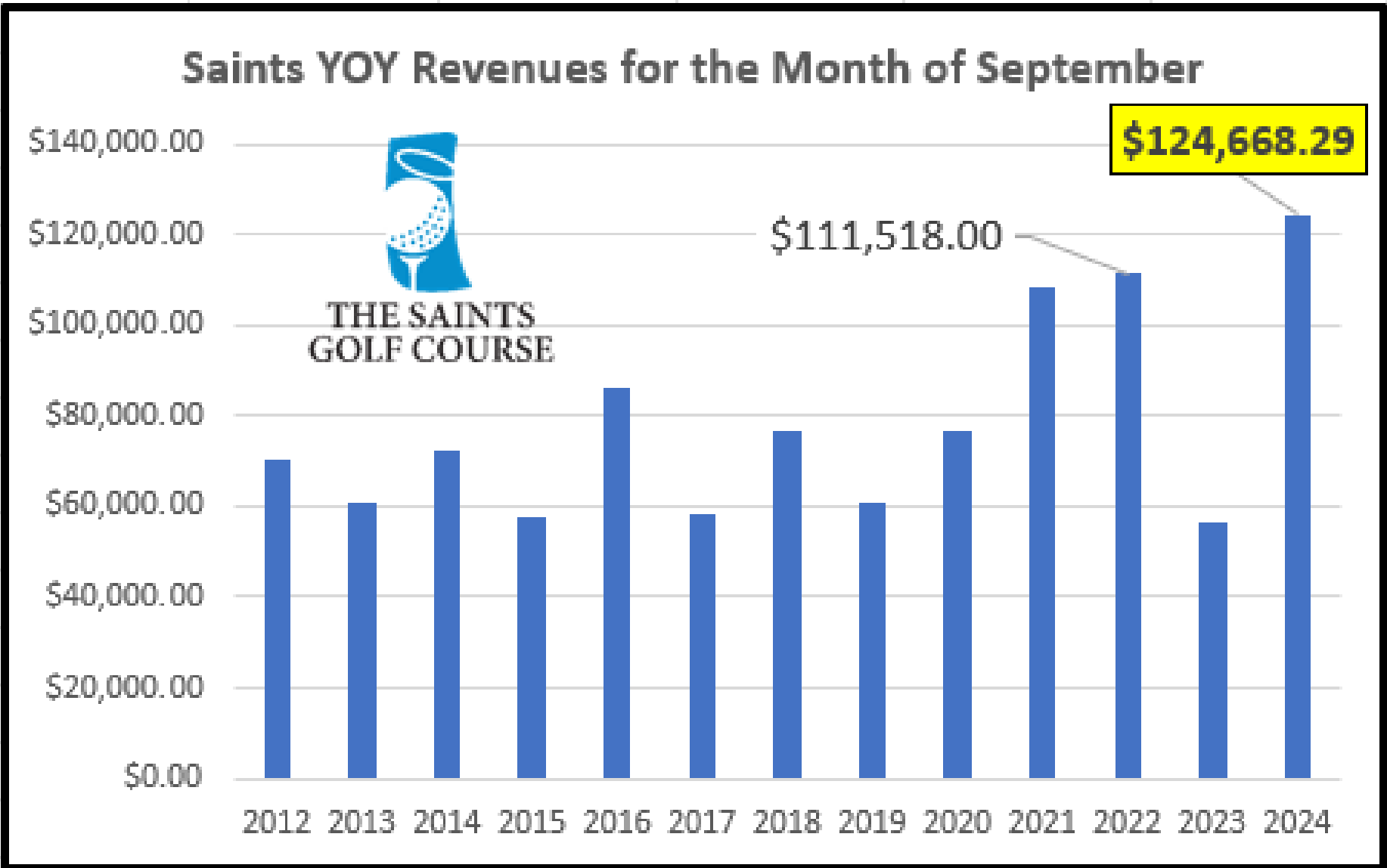
# Saints Financials 4<sup>th</sup> Qtr FY 23/24



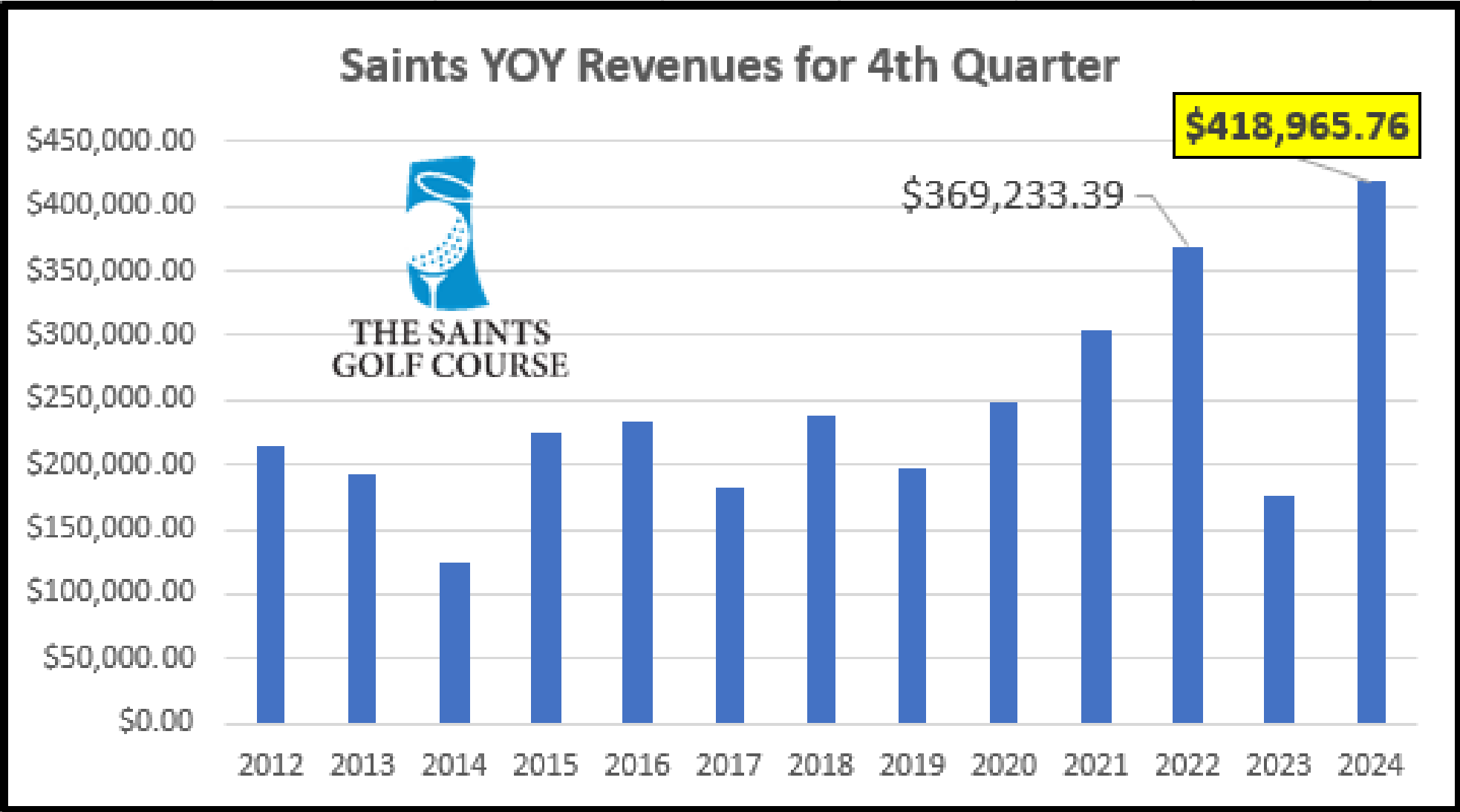
# Saints Financials 4<sup>th</sup> Qtr FY 23/24



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Through September 30, 2024

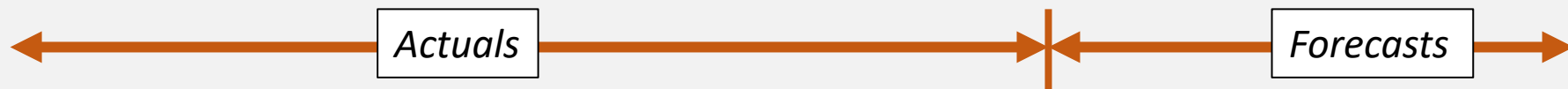
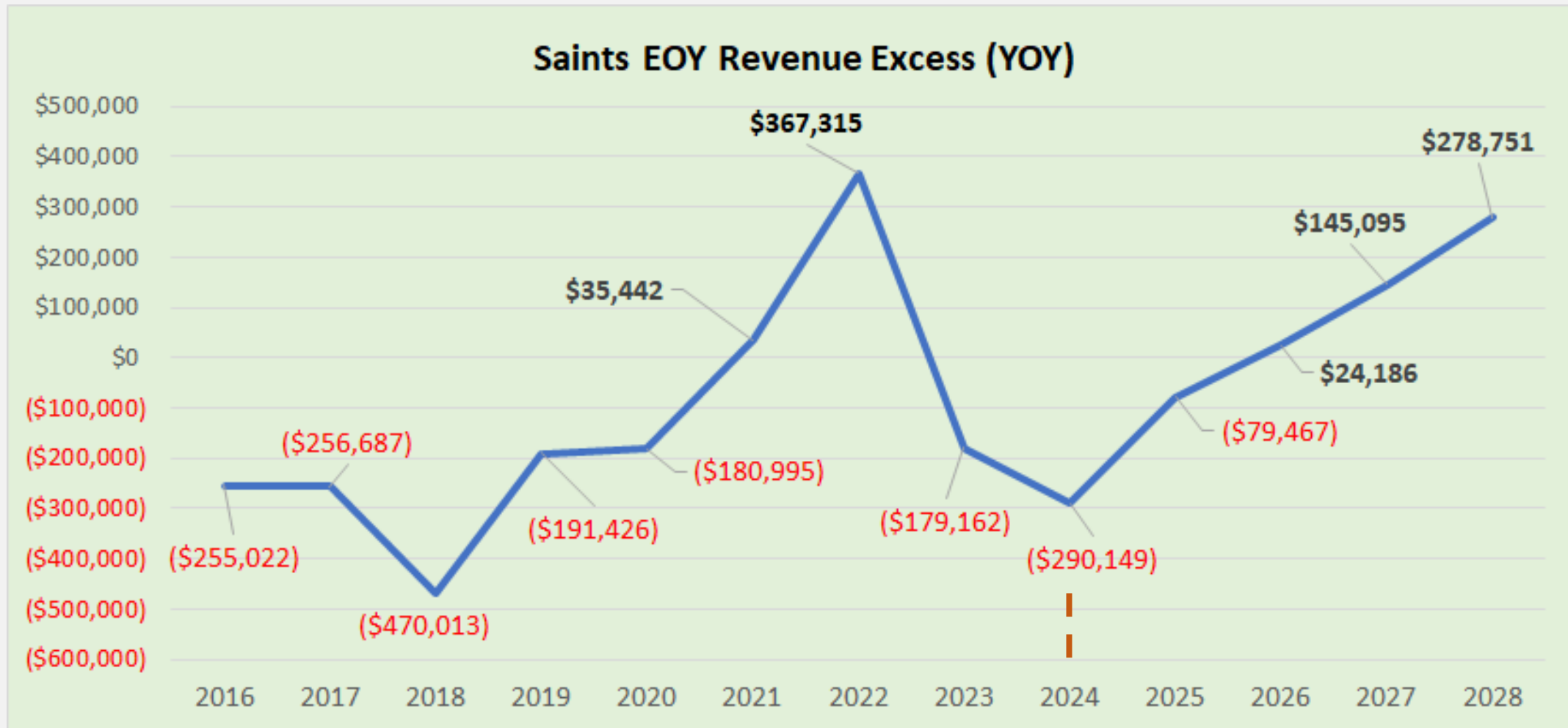
 THE SAINTS GOLF COURSE	1st Qtr FY 2023-2024	2nd Qtr FY 2023-2024	3rd Qtr FY 2023-2024	4th Qtr FY 2023-2024		Fiscal Year Revenue Totals		Budget / YTD%	
						FY 2023-2024	FY 2022-2023	FY 2023-2024	YTD % of Budget
	Oct/Nov/Dec	Jan/Feb/Mar	Apr/May/Jun	Jul/Aug/Sep	Prior	YTD	Totals	BUDGET	
Rounds	12,042	20,254	17,261	14,596	\$8,695	64,153	55,947	51,250	125.2%
Green Fees	\$231,682	762,510	474,573	294,098	\$129,136	\$1,762,863	\$1,508,715	\$1,568,907	112.4%
Cart Fees	\$783	5,952	4,081	7,048	\$804	\$17,864	\$18,916	\$11,366	157.2%
Memberships	\$21,315	34,515	10,145	4,815	\$4,545	\$70,790	\$58,500	\$73,032	96.9%
Range Fees	\$12,962	42,739	35,277	22,908	\$762	\$113,887	\$64,732	\$76,632	148.6%
Lessons	\$15,320	30,168	14,035	15,588	\$12,186	\$75,111	\$85,822	\$61,636	121.9%
Merchandise	\$43,199	50,846	48,224	39,585	\$24,528	\$170,893	\$144,932	\$153,530	111.3%
Other	\$5,289	9,706	6,694	9,726	\$2,497	\$41,633	\$76,242	\$60,005	69.4%
Inter fund & CFWD						\$199,000	\$199,000	\$199,000	100.0%
<b>Total Golf Revenue</b>	<b>\$330,551</b>	<b>936,435</b>	<b>593,029</b>	<b>\$393,767</b>	<b>\$174,457</b>	<b>\$2,452,040</b>	<b>\$2,156,859</b>	<b>\$2,204,108</b>	<b>111.2%</b>
Restaurant Comm	\$0	19,016	30,345	25,198	\$529	\$74,559	\$75,182	\$90,000	82.8%
<b>Total Revenue</b>	<b>\$330,551</b>	<b>955,451</b>	<b>623,375</b>	<b>\$418,966</b>	<b>\$174,987</b>	<b>\$2,526,600</b>	<b>\$2,232,041</b>	<b>\$2,294,108</b>	<b>110.1%</b>

As of November 5, 2024

<b>Saints Operations Performance</b>		<b>FY 2023-2024 Budget</b>	<b>Expected Actual</b>	<b>YTD % of Budget</b>
Rounds	Total Rounds	51,250	64,153	125.2%
Revenue	Green Fees	1,568,907	1,762,913	112.4%
	Cart Fees	11,366	17,864	157.2%
	Memberships	73,032	70,790	96.9%
	Range Fees	76,632	113,887	148.6%
	Lessons	61,636	75,111	121.9%
	Merch	153,530	170,893	111.3%
	Other	60,005	41,584	69.3%
	Inter fund & CFWD	199,000	199,000	100.0%
	<b>Total Golf Revenue</b>	<b>2,204,108</b>	<b>2,452,041</b>	<b>111.2%</b>
F&B	Restaurant Revenue	90,000	74,559	82.8%
	<b>Total Revenue</b>	<b>2,294,108</b>	<b>2,526,600</b>	<b>110.1%</b>
Payroll	Maintenance	515,960	527,040	102.1%
	Golf Operations	364,724	355,518	97.5%
	<b>Total Payroll</b>	<b>880,684</b>	<b>882,557</b>	<b>100.2%</b>
<b>7250</b>	<b>Golf Mntc Expenses</b>	<b>835,996</b>	<b>949,082</b>	<b>113.5%</b>
<b>7251</b>	<b>Golf Ops Expenses</b>	<b>504,244</b>	<b>549,862</b>	<b>109.0%</b>
<b>Total Expenses</b>		<b>2,220,924</b>	<b>2,381,501</b>	<b>107.2%</b>
<b>Iterfund Transfer (Admin Fees)</b>		<b>182,781</b>	<b>182,781</b>	
<b>Depreciation</b>		<b>252,468</b>	<b>252,468</b>	
<b>Final Net</b>		<b>(362,065)</b>	<b>(290,149)</b>	

# Saints EOY Revenue Excess (YOY), Actuals & Forecasts

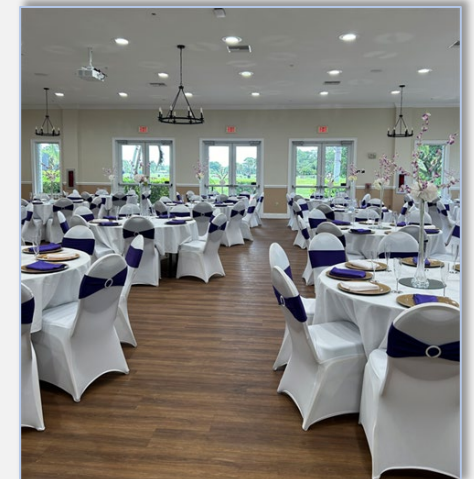
As of November 5, 2024





# Plans/Goals for FY 24/25

- Install New Ball-Tracer System (Trackman)
- Re-build irrigation pump house
- Re-build irrigation fertigation system
- Re-work several cart path areas
- Install drainage on key course areas
- Robotic range picker options
- Grow lessons programs
- Grow Saints Pub business



**THANK YOU**

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