



**2024**

**Unicorn Golf Course**

<u>Month</u>	<u>Greens Fees</u>	<u>Carts*</u>	<u>2024 Rounds</u>	<u>2023 Rounds</u>
January	19,108.00	117.75	606	811
February	62,352.41	1,052.83	2,566	1,711
March	83,070.95	6,917.42	3,262	2,535
April	131,582.58	17,588.42	5,166	6,082
May	201,528.00	29,338.65	7,785	7,866
June	203,001.00	37,332.17	8,133	8,197
July	213,410.51	36,885.24	8,736	8,212
August	207,076.75	35,426.24	8,373	7,882
September	173,065.00	30,142.18	6,566	5,624
October	143,336.76	23,163.71	5,553	4,719
November	69,590.00	10,382.07	2,499	2,105
December	14,116.50	1,628.62	648	1,705
	<u>1,521,238.46</u>	<u>229,975.30</u>	<u>59,893</u>	<u>57,449</u>

**Stoneham Oaks Golf Course**

<u>Month</u>	<u>Greens Fees</u>	<u>Carts*</u>	<u>2024 Rounds</u>	<u>2023 Rounds</u>
Jan, Feb, Mar	16,852.00	213.95	983	185
April	26,416.90	1,256.70	1,375	1,492
May	41,072.20	3,382.35	2,198	2,393
June	50,748.20	5,995.45	2,744	2,804
July	46,216.30	4,770.60	2,502	2,667
August	49,152.90	5,319.65	2,687	2,762
September	31,787.10	3,778.05	1,732	1,747
October	22,500.00	1,912.90	1,146	1,078
November	7,237.00	276.40	345	305
December	972.00	20.70	62	170
	<u>292,954.60</u>	<u>26,926.75</u>	<u>15,774</u>	<u>15,603</u>

*\*(Cart revenue includes both riding carts and pull carts.)*

# ***Sterling Golf Management, Inc.***

## **Unicorn Golf Course & Stoneham Oaks**

Statement of Revenues YTD through December 2024

Revenue Category	Unicorn GC	Stoneham Oaks GC	Combined
Greens Fees	1,521,238.46	292,954.60	1,814,193.06
GHIN Fees	3,640.00	-	3,640.00
Cart Rentals	214,328.22	25,647.25	239,975.47
Food Sales	30,577.04	6,973.00	37,550.04
Pro Shop Sales	82,384.96	7,502.40	89,887.36
Pro Shop Rentals	21,623.18	2,867.48	24,490.66
<b>Total Revenue</b>	<b>1,873,791.86</b>	<b>335,944.73</b>	<b>2,209,736.59</b>
Lease Fee Rate      25.00%			552,434.15
Minimum Lease Due			25,000.00
<b><u>Payment Schedule:</u></b>			
1/2 Minimum Lease Fee Payment PAID June 1, 2024			12,500.00
Lease Fee PAID - August 1, 2024			249,462.24
1/2 Minimum Lease Fee Payment PAID October 1, 2024			12,500.00
Lease Fee Due - February 1, 2025			302,971.91
<b>Annual Lease Fee as of December 31, 2024</b>			<b>577,434.15</b>
<b>Total Benefit to Stoneham after \$10,000 SGM capital commitment*</b>			<b>587,434.15</b>
<i>*Payments towards Capital:</i>			
<i>(Tree work and netting repairs are contracted to be completed before March 1st, 2025)</i>			
<b>\$ 10,400.89 Total due towards 2024 capital commitment (includes underpayment from 2023)</b>			

\*Cart rentals on this report only include riding carts, not pull carts  
Pull carts are included in Pro Shop Rentals

# Sterling Golf Management, Inc.

## Unicorn Golf Course & Stoneham Oaks

### Greens Fee Comparison

	<u>2024</u>			<u>2023</u>			<u>Variance</u>
	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	
Jan - Mar	164,531.36	16,852.00	181,383.36	131,788.58	2,817.90	134,606.48	46,776.88
April	131,582.58	26,416.90	157,999.48	142,845.00	23,824.40	166,669.40	(8,669.92)
May	201,528.00	41,072.20	242,600.20	201,690.26	45,144.40	246,834.66	(4,234.46)
June	203,001.00	50,748.20	253,749.20	216,316.25	52,953.90	269,270.15	(15,520.95)
July	213,410.51	46,216.30	259,626.81	215,345.25	54,237.30	269,582.55	(9,955.74)
August	207,076.75	49,152.90	256,229.65	214,743.47	51,559.00	266,302.47	(10,072.82)
September	173,065.00	31,787.10	204,852.10	152,416.50	32,784.90	185,201.40	19,650.70
October	143,336.76	22,500.00	165,836.76	129,762.00	21,000.50	150,762.50	15,074.26
November	69,590.00	7,237.00	76,827.00	69,085.00	7,631.10	76,716.10	110.90
December	14,116.50	972.00	15,088.50	41,728.00	2,881.00	44,609.00	(29,520.50)
<b>Totals</b>	<b>1,521,238.46</b>	<b>292,954.60</b>	<b>1,814,193.06</b>	<b>1,515,720.31</b>	<b>294,834.40</b>	<b>1,810,554.71</b>	<b>3,638.35</b>

### Carts\* Comparison

	<u>2024</u>			<u>2023</u>			<u>Variance</u>
	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	
Jan - Mar	8,088.00	213.95	8,301.95	12,536.00	63.96	12,599.96	(4,298.01)
April	17,588.42	1,256.70	18,845.12	17,176.48	1,563.96	18,740.44	104.68
May	29,338.65	3,382.35	32,721.00	19,542.14	2,680.80	22,222.94	10,498.06
June	37,332.17	5,995.45	43,327.62	21,112.18	3,948.57	25,060.75	18,266.87
July	36,885.24	4,770.60	41,655.84	20,004.02	3,546.35	23,550.37	18,105.47
August	35,426.24	5,319.65	40,745.89	19,708.54	2,696.15	22,404.69	18,341.20
September	30,142.18	3,778.05	33,920.23	12,912.20	1,919.85	14,832.05	19,088.18
October	23,163.71	1,912.90	25,076.61	12,112.74	1,383.70	13,496.44	11,580.17
November	10,382.07	276.40	10,658.47	5,248.18	289.10	5,537.28	5,121.19
December	1,628.62	20.70	1,649.32	4,919.22	114.15	5,033.37	(3,384.05)
<b>Totals</b>	<b>229,975.30</b>	<b>26,926.75</b>	<b>256,902.05</b>	<b>145,271.70</b>	<b>18,206.59</b>	<b>163,478.29</b>	<b>93,423.76</b>

\*(Cart revenue includes both riding carts and pull carts.)

### Both Greens Fees and Carts Comparison

	<u>2024</u>			<u>2023</u>			<u>Variance</u>
	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	<u>Unicorn</u>	<u>Stoneham</u>	<u>Total</u>	
Jan - Mar	172,619.36	17,065.95	189,685.31	144,324.58	2,881.86	147,206.44	42,478.87
April	149,171.00	27,673.60	176,844.60	160,021.48	25,388.36	185,409.84	(8,565.24)
May	230,866.65	44,454.55	275,321.20	221,232.40	47,825.20	269,057.60	6,263.60
June	240,333.17	56,743.65	297,076.82	237,428.43	56,902.47	294,330.90	2,745.92
July	250,295.75	50,986.90	301,282.65	235,349.27	57,783.65	293,132.92	8,149.73
August	242,502.99	54,472.55	296,975.54	234,452.01	54,255.15	288,707.16	8,268.38
September	203,207.18	35,565.15	238,772.33	165,328.70	34,704.75	200,033.45	38,738.88
October	166,500.47	24,412.90	190,913.37	141,874.74	22,384.20	164,258.94	26,654.43
November	79,972.07	7,513.40	87,485.47	74,333.18	7,920.20	82,253.38	5,232.09
December	15,745.12	992.70	16,737.82	46,647.22	2,995.15	49,642.37	(32,904.55)
<b>Totals</b>	<b>1,751,213.76</b>	<b>319,881.35</b>	<b>2,071,095.11</b>	<b>1,660,992.01</b>	<b>313,040.99</b>	<b>1,974,033.00</b>	<b>97,062.11</b>