

From: [McReynolds, Amber](#)
To: [Verbick, Jim](#)
Subject: FW: 7 Iron Social audit
Date: Wednesday, August 20, 2025 6:52:41 PM
Attachments: [image001.png](#)
Importance: High

Please send to ALRC members.

From: Zilavy, Jennifer <JZilavy@cityofmadison.com>
Sent: Wednesday, August 20, 2025 4:43 PM
To: McReynolds, Amber <AMcReynolds@cityofmadison.com>
Subject: FW: 7 Iron Social audit

Final doc.

From: Akintola, Kolawole O <KAkintola@cityofmadison.com>
Sent: Wednesday, August 20, 2025 4:41 PM
To: Zilavy, Jennifer <JZilavy@cityofmadison.com>
Subject: RE: 7 Iron Social audit

Here is it:

Year	Month	POS Gross Sales	Alcohol Sales	% of Alcohol Sales to Gross Sales	Golf Simulation	% of Golf Simulation to Gross Sales	Food	% of Food to Gross Sales
2023	January	20,931.95	9,912.19	47.35	8,302.05	39.66	871.56	4.16
	February	53,306.65	26,613.79	49.93	21,163.30	39.70	1,859.16	3.49
	March	44,934.01	23,320.86	51.90	16,899.75	37.61	1,374.79	3.06
	April	42,126.00	21,225.73	50.39	17,123.15	40.65	1,004.25	2.38
	May	19,570.28	8,648.23	44.19	8,390.00	42.87	859.00	4.39
	June	5,767.73	2,916.65	50.57	2,061.10	35.74	291.66	5.06
	July	7,864.36	4,226.21	53.74	2,680.00	34.08	322.02	4.09
	August	10,736.04	5,523.33	51.45	4,240.00	39.49	315.97	2.94
	September	35,423.93	22,009.96	62.13	10,619.20	29.98	994.99	2.81
	October	40,016.57	25,084.61	62.69	12,441.10	31.09	629.10	1.57
	November	37,525.04	20,373.77	54.29	13,418.05	35.76	605.39	1.61
	December	20,793.48	7,944.81	38.21	8,951.40	43.05	677.60	3.26
2024	January	14,400.00	5,100.76	35.42	6,956.20	48.31	588.72	4.09
	February	44,780.08	25,342.66	56.59	13,025.90	29.09	1,362.33	3.04
	March	21,821.07	8,851.74	40.57	9,596.95	43.98	813.41	3.73
	April	28,936.01	12,144.87	41.97	12,751.00	44.07	556.03	1.92

	May	20,172.11	5,934.82	29.42	9,768.83	48.43	2,530.99	12.55
	June	2,070.43	440.50	21.28	1,308.69	63.21	190.00	9.18
	July	-	-	0.00	-	-	-	-
	August	8,419.68	3,361.01	39.92	3,421.44	40.64	787.72	9.36
	September	22,805.70	10,954.98	48.04	8,482.10	37.19	433.64	1.90
	October	26,488.03	14,306.66	54.01	8,306.36	31.36	528.06	1.99
	November	29,037.41	13,335.71	45.93	10,428.15	35.91	822.26	2.83
	December	11,998.96	4,739.29	39.50	4,910.90	40.93	297.48	2.48
2025	January	15,681.87	5,816.27	37.09	6,754.00	43.07	506.89	3.23
	February	26,480.90	9,720.46	36.71	10,891.46	41.13	1,939.77	7.33
	March	20,384.87	10,686.45	52.42	5,742.10	28.17	905.55	4.44
	April	37,462.83	17,446.21	46.57	13,148.56	35.10	1,007.22	2.69
	May	12,722.88	4,815.32	37.85	6,348.92	49.90	208.87	1.64
Total		682,658.87	330,797.85	48.46	258,130.66	37.81	23,284.43	3.41

Regards,

Kola

KOLAWOLE AKINTOLA (FCA, MBA, CIA) Internal Audit & Grant Manager

Department of Finance

City-County Building, Room 519 | 210 Martin Luther King, Jr. Blvd

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Pronouns: *he, him, his*

From: Akintola, Kolawole O

Sent: Wednesday, August 20, 2025 4:37 PM

To: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Please give me a second to put that together.

Kola

From: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Sent: Wednesday, August 20, 2025 4:35 PM

To: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Don't hate me. Would it be possible to add a column for the alcohol sales—I know we already have it month-by-month in another document, but this way the ALRC could see it all side-by-side. If it can't be done, no biggie. Thank you.

Jennifer

From: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Sent: Wednesday, August 20, 2025 3:27 PM

To: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Hello,

As requested, here is the month breakdown:

Year	Month	POS Gross Sales	Golf Simulation	% of Golf Simulation to Gross Sales	Food	% of Food to Gross Sales
2023	January	20,931.95	8,302.05	39.6620955	871.56	4.163778339
	February	53,306.65	21,163.30	39.70105043	1,859.16	3.487669925
	March	44,934.01	16,899.75	37.6101532	1,374.79	3.059575587
	April	42,126.00	17,123.15	40.64746237	1,004.25	2.38391967
	May	19,570.28	8,390.00	42.87112908	859.00	4.389308686
	June	5,767.73	2,061.10	35.73502921	291.66	5.056755431
	July	7,864.36	2,680.00	34.07778891	322.02	4.094675218
	August	10,736.04	4,240.00	39.49314645	315.97	2.943077708
	September	35,423.93	10,619.20	29.97747568	994.99	2.808807493
	October	40,016.57	12,441.10	31.08987102	629.10	1.572098758
	November	37,525.04	13,418.05	35.75759013	605.39	1.613296082
	December	20,793.48	8,951.40	43.04907115	677.60	3.258713789
2024	January	14,400.00	6,956.20	48.30694444	588.72	4.088333333
	February	44,780.08	13,025.90	29.08860368	1,362.33	3.042267901
	March	21,821.07	9,596.95	43.98019895	813.41	3.727635721
	April	28,936.01	12,751.00	44.06619987	556.03	1.921584904
	May	20,172.11	9,768.83	48.42740794	2,530.99	12.54697699
	June	2,070.43	1,308.69	63.20860884	190.00	9.176837662
	July	-	-	0	-	0
	August	8,419.68	3,421.44	40.6362237	787.72	9.355699979
	September	22,805.70	8,482.10	37.19289476	433.64	1.901454461
	October	26,488.03	8,306.36	31.35891948	528.06	1.993579741

	November	29,037.41	10,428.15	35.91281041	822.26	2.831726383
	December	11,998.96	4,910.90	40.92771374	297.48	2.479214865
2025	January	15,681.87	6,754.00	43.06884319	506.89	3.232331348
	February	26,480.90	10,891.46	41.12949333	1,939.77	7.325166441
	March	20,384.87	5,742.10	28.16844061	905.55	4.442265268
	April	37,462.83	13,148.56	35.09761542	1,007.22	2.688584925
	May	12,722.88	6,348.92	49.90159461	208.87	1.641688045
Total		682,658.87	258,130.66	37.81	23,284.43	3.41

Please let me know if you have any other questions.

Regards,

Kola.

KOLAWOLE AKINTOLA (FCA, MBA, CIA) Internal Audit & Grant Manager

Department of Finance

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Pronouns: *he, him, his*

From: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Sent: Wednesday, August 20, 2025 2:27 PM

To: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Subject: RE: 7 Iron Social audit

This is fantastic, thank you! If it is not too much trouble, a monthly breakdown would be great.

Jennifer

From: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Sent: Wednesday, August 20, 2025 2:00 PM

To: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Hello Jennifer,

For the identified categories of sales, please see below the summary for the audit period, along with their percentages against the establishment's total sales:

Golf Simulations

Sales (01/01/2023 – 05/31/2025): **\$258,131.46**

Total Gross Sales: **\$682,658.87**

% of golf simulations to total sales: **37.81%**

Food

Sales (01/01/2023 – 05/31/2025): **\$23,283.43**

Total Gross Sales: **\$682,658.87**

% of food sales to total sales: **3.41%**

Rental

No rental category was included in the sales report provided by the establishment.

I prepared this summary for today's meeting. Please let me know if you would like the data broken down further by month for the audit period.

Thank you,

Kola

KOLAWOLE AKINTOLA (FCA, MBA, CIA) Internal Audit & Grant Manager

Department of Finance

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From: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Sent: Wednesday, August 20, 2025 12:46 PM

To: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Thank you so much! And again, I apologize for not thinking of this earlier.

Jennifer

From: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Sent: Wednesday, August 20, 2025 12:45 PM

To: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Subject: RE: 7 Iron Social audit

Hello Jennifer,

Yes, we should be able to do that. I will review the documents provided by 7 Iron to determine whether we can confirm these percentages.

I will revert with my feedback before today's meeting.

Thank you,

Kola

KOLAWOLE AKINTOLA (FCA, MBA, CIA) Internal Audit & Grant Manager

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Pronouns: *he, him, his*

From: Zilavy, Jennifer <JZilavy@cityofmadison.com>

Sent: Wednesday, August 20, 2025 12:36 PM

To: Akintola, Kolawole O <KAkintola@cityofmadison.com>

Subject: 7 Iron Social audit

Hi Kola,

I should have thought of this earlier, but is there any way for you to tell what percentage of business was related to the golf simulators and what percentage was food and what percentage was "other," such as facility rental (private event rental).

Jennifer

Jennifer Zilavy

Assistant City Attorney

City of Madison

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