

Burnt Store Golf & Activity Club, Inc.
Consolidated
as of April 30, 2018

| | Curent Month | | | | Prior Year | | Year to Date | | | | Prior Year | |
|----------------------------|---------------------|----------------|---------------------|----------------------|---------------------|----------------|---------------------|----------------|---------------------|--------------------|---------------------|----------------|
| | Actual | % of Sales | Budget | Variance | Current Month | % of Sales | Actual | % of Sale | Budget | Variance | YTD | % of Sales |
| Revenues | | | | | | | | | | | | |
| Green Fees | \$18,471.32 | 8.94% | \$21,000.00 | (\$2,528.68) | \$19,457.56 | 9.49% | \$99,656.01 | 10.37% | \$101,500.00 | (\$1,843.99) | \$124,141.75 | 12.40% |
| Cart Fees | 24,025.97 | 11.63% | 30,000.00 | -5,974.03 | 26,582.30 | 12.96% | 130,488.67 | 13.57% | 145,000.00 | -14,511.33 | 168,652.04 | 16.85% |
| Driving Range | 995.5 | 0.48% | 1,476.00 | -480.5 | 931.99 | 0.45% | 6,089.24 | 0.63% | 7,134.00 | -1,044.76 | 6,879.81 | 0.69% |
| Merchandise | 15,801.57 | 7.65% | 15,960.00 | -158.43 | 14,202.10 | 6.92% | 69,289.23 | 7.21% | 77,140.00 | -7,850.77 | 69,453.22 | 6.94% |
| Club Rental | 477.5 | 0.23% | 360 | 117.5 | 249.4 | 0.12% | 1,795.25 | 0.19% | 1,740.00 | 55.25 | 1,974.40 | 0.20% |
| Other Income | 66 | 0.03% | 184 | -118 | 82.67 | 0.04% | 87.56 | 0.01% | 848 | -760.44 | 550.64 | 0.06% |
| Golf Lessons | 67.5 | 0.03% | 1,128.00 | -1,060.50 | 337.5 | 0.16% | 3,562.50 | 0.37% | 5,452.00 | -1,889.50 | 6,362.50 | 0.64% |
| Golf Dues | 32,956.00 | 15.96% | 37,500.00 | -4,544.00 | 33,145.89 | 16.16% | 132,014.21 | 13.73% | 150,001.00 | -17,986.79 | 132,583.56 | 13.24% |
| Trail Fees | 14,457.00 | 7.00% | 10,833.00 | 3,624.00 | 14,540.19 | 7.09% | 57,911.38 | 6.02% | 43,332.00 | 14,579.38 | 58,160.76 | 5.81% |
| Activity Fees | 29,224.00 | 14.15% | 27,500.00 | 1,724.00 | 26,379.26 | 12.86% | 116,894.00 | 12.16% | 82,500.00 | 34,394.00 | 105,517.04 | 10.54% |
| Food Sales | 46,456.17 | 22.49% | 54,472.00 | -8,015.83 | 45,781.96 | 22.32% | 219,162.07 | 22.79% | 237,695.00 | -18,532.93 | 212,232.29 | 21.20% |
| Liquor Sales | 8,125.27 | 3.93% | 7,716.00 | 409.27 | 5,848.87 | 2.85% | 37,470.42 | 3.90% | 33,669.00 | 3,801.42 | 29,129.10 | 2.91% |
| Beer Sales | 4,778.30 | 2.31% | 5,552.00 | -773.7 | 4,583.28 | 2.23% | 23,552.21 | 2.45% | 24,228.00 | -675.79 | 22,662.35 | 2.26% |
| Wine Sales | 4,026.26 | 1.95% | 5,174.00 | -1,147.74 | 4,799.83 | 2.34% | 20,890.87 | 2.17% | 22,577.00 | -1,686.13 | 19,922.62 | 1.99% |
| Soft Drink Sales | 2,562.66 | 1.24% | 3,114.00 | -551.34 | 2,548.00 | 1.24% | 13,487.60 | 1.40% | 13,588.00 | -100.4 | 12,902.11 | 1.29% |
| Social Events | 3,702.66 | 1.79% | 7,310.00 | -3,607.34 | 5,471.56 | 2.67% | 27,635.04 | 2.87% | 31,897.00 | -4,261.96 | 29,512.17 | 2.95% |
| Interest Income - Bank | 4.42 | 0.00% | - | 4.42 | 4.4 | 0.00% | 18.56 | 0.00% | - | 18.56 | 16.2 | 0.00% |
| Interest Income - Reserv - | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Dividend Income - Reser - | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Realized Gain/(Loss) Res | 350.96 | 0.17% | - | 350.96 | 149.81 | 0.07% | 1,460.81 | 0.15% | - | 1,460.81 | 438.64 | 0.04% |
| Total Revenues | 206,549.06 | 100.00% | 229,279.00 | -22,729.94 | 205,096.57 | 100.00% | 961,465.63 | 100.00% | 978,301.00 | -16,835.37 | 1,001,091.20 | 100.00% |
| Cost of Sales | | | | | | | | | | | | |
| Cost of Sales - Merchanc | 6,323.97 | 3.06% | 11,172.00 | -4,848.03 | 2,927.78 | 1.43% | 32,117.79 | 3.34% | 53,998.00 | -21,880.21 | 44,769.19 | 4.47% |
| Cost of Sales - Food | 25,326.61 | 12.26% | 26,094.00 | -767.39 | 19,982.27 | 9.74% | 108,423.97 | 11.28% | 113,864.00 | -5,440.03 | 98,798.99 | 9.87% |
| Cost of Sales - Liquor | 2,895.90 | 1.40% | 2,202.00 | 693.9 | 1,729.53 | 0.84% | 11,812.02 | 1.23% | 9,609.00 | 2,203.02 | 8,600.68 | 0.86% |
| Cost of Sales - Beer | 1,481.47 | 0.72% | 2,386.00 | -904.53 | 2,435.68 | 1.19% | 12,045.87 | 1.25% | 10,412.00 | 1,633.87 | 10,918.41 | 1.09% |
| Cost of Sales - Wine | 2,070.43 | 1.00% | 1,675.00 | 395.43 | 1,346.52 | 0.66% | 5,166.07 | 0.54% | 7,309.00 | -2,142.93 | 5,904.11 | 0.59% |
| Cost of Sales - Soft Drink | 1,889.68 | 0.91% | 951 | 938.68 | 725.29 | 0.35% | 2,875.66 | 0.30% | 4,149.00 | -1,273.34 | 4,001.14 | 0.40% |
| Other Cost of Goods Sold - | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Total Cost of Sales | 39,988.06 | 19.36% | 44,480.00 | -4,491.94 | 29,147.07 | 14.21% | 172,441.38 | 17.94% | 199,341.00 | -26,899.62 | 172,992.52 | 17.28% |
| Gross Profit | \$166,561.00 | 80.64% | \$184,799.00 | (\$18,238.00) | \$175,949.50 | 85.79% | \$789,024.25 | 82.06% | \$778,960.00 | \$10,064.25 | \$828,098.68 | 82.72% |

Expenses

| | | | | | | | | | | | | |
|----------------------------|------------|--------|------------|-----------|------------|--------|------------|--------|------------|-----------|------------|--------|
| Accounting | \$1,500.00 | 0.73% | \$1,500.00 | \$- | \$1,500.00 | 0.73% | \$6,000.00 | 0.62% | \$6,000.00 | \$- | \$6,000.00 | 0.60% |
| Accounting - Taxes & Au | - | 0.00% | - | - | 8,500.00 | 4.14% | 8,500.00 | 0.88% | 8,500.00 | - | 8,500.00 | 0.85% |
| Activity Club Expense | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Advertising & Promotior | 47.74 | 0.02% | 371 | -323.26 | 298.83 | 0.15% | 965.74 | 0.10% | 1,537.00 | -571.26 | 1,099.86 | 0.11% |
| Advertising - Classified | - | 0.00% | 4 | -4 | - | 0.00% | - | 0.00% | 67 | -67 | 75 | 0.01% |
| Agronomic Consulting | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Auto/Truck | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Bank Charges | 19.95 | 0.01% | 150 | -130.05 | 29.7 | 0.01% | 335.4 | 0.03% | 600 | -264.6 | 229.08 | 0.02% |
| Cash Over/Short | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Computer Support | 352.69 | 0.17% | 667 | -314.31 | 137.99 | 0.07% | 562.69 | 0.06% | 2,664.00 | -2,101.31 | 2,104.31 | 0.21% |
| Contract Labor | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | 8,959.92 | 0.90% |
| Contract Services | 768.5 | 0.37% | 775 | -6.5 | 980.5 | 0.48% | 3,091.86 | 0.32% | 3,100.00 | -8.14 | 3,286.00 | 0.33% |
| Credit Card Discounts | 3,520.94 | 1.70% | 2,583.00 | 937.94 | 4,113.68 | 2.01% | 11,957.39 | 1.24% | 10,332.00 | 1,625.39 | 13,491.98 | 1.35% |
| Decorations & Flowers | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Delivery Charges | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Depreciation | 3,655.19 | 1.77% | 3,158.00 | 497.19 | 3,199.11 | 1.56% | 14,526.80 | 1.51% | 12,632.00 | 1,894.80 | 12,796.44 | 1.28% |
| Dues & Subscriptions | - | 0.00% | 260 | -260 | - | 0.00% | 2,750.00 | 0.29% | 1,040.00 | 1,710.00 | 2,733.00 | 0.27% |
| Education & Seminars | - | 0.00% | 17 | -17 | - | 0.00% | 119.77 | 0.01% | 167 | -47.23 | 195.36 | 0.02% |
| Electricity - Building | 4,302.31 | 2.08% | 3,730.00 | 572.31 | 2,422.54 | 1.18% | 14,643.77 | 1.52% | 14,920.00 | -276.23 | 15,978.39 | 1.60% |
| Employee Expenses | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Employee Health Expens | 353.62 | 0.17% | 338 | 15.62 | 25 | 0.01% | 1,330.23 | 0.14% | 1,352.00 | -21.77 | 75 | 0.01% |
| Employee Meals/Discou | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Entertainment | 1,308.50 | 0.63% | 758 | 550.5 | 270 | 0.13% | 5,434.53 | 0.57% | 3,033.00 | 2,401.53 | 3,957.97 | 0.40% |
| Equipment Rental | - | 0.00% | 1,500.00 | -1,500.00 | - | 0.00% | 407.58 | 0.04% | 2,150.00 | -1,742.42 | 347.75 | 0.03% |
| Express Mail | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Fertilizer | 534.9 | 0.26% | 800 | -265.1 | 769.73 | 0.38% | 9,623.05 | 1.00% | 7,800.00 | 1,823.05 | 8,263.84 | 0.83% |
| Fuel/Gas/Oil | 2,902.49 | 1.41% | 2,529.00 | 373.49 | 2,743.91 | 1.34% | 9,613.20 | 1.00% | 10,115.00 | -501.8 | 10,106.25 | 1.01% |
| Garbage | 778.29 | 0.38% | 750 | 28.29 | 430.3 | 0.21% | 2,565.01 | 0.27% | 2,650.00 | -84.99 | 2,393.91 | 0.24% |
| Greenskeeper Nameplat | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Handicap Expense | - | 0.00% | 23 | -23 | - | 0.00% | - | 0.00% | 112 | -112 | - | 0.00% |
| Interest | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Lake Management | - | 0.00% | 900 | -900 | 874.68 | 0.43% | 1,749.36 | 0.18% | 3,600.00 | -1,850.64 | 2,624.04 | 0.26% |
| Landscaping | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Laundry & Linen | 958.21 | 0.46% | 1,000.00 | -41.79 | 1,036.84 | 0.51% | 4,248.99 | 0.44% | 4,000.00 | 248.99 | 4,249.49 | 0.42% |
| Lease - Building | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Lease - Equipment | 5,627.95 | 2.72% | 6,006.00 | -378.05 | 3,377.82 | 1.65% | 25,362.63 | 2.64% | 24,024.00 | 1,338.63 | 14,285.13 | 1.43% |
| Legal | - | 0.00% | - | - | - | 0.00% | 630 | 0.07% | - | 630 | - | 0.00% |
| Licenses | 150 | 0.07% | 215 | -65 | - | 0.00% | 2,070.00 | 0.22% | 865 | 1,205.00 | 2,070.00 | 0.21% |
| MLCS - Reimbursement | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Member Promotions | 40 | 0.02% | 63 | -23 | -241.23 | -0.12% | -120.39 | -0.01% | 305 | -425.39 | 637.8 | 0.06% |
| Member Referral | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Miscellaneous | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Office Supplies | 92.36 | 0.04% | 345 | -252.64 | 283.95 | 0.14% | 677 | 0.07% | 1,389.00 | -712 | 1,317.49 | 0.13% |
| Pager | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Payroll - Integrity Emp. L | 83,862.31 | 40.60% | 80,000.00 | 3,862.31 | 74,702.90 | 36.42% | 347,832.92 | 36.18% | 324,800.00 | 23,032.92 | 315,771.96 | 31.54% |

| | | | | | | | | | | | | |
|--|---------------------|---------------|---------------------|----------------------|---------------------|---------------|---------------------|---------------|---------------------|----------------------|---------------------|---------------|
| Pest Service | 200 | 0.10% | 200 | - | 200 | 0.10% | 800 | 0.08% | 800 | - | 800 | 0.08% |
| Pesticide/Chemical | 4,916.49 | 2.38% | 2,250.00 | 2,666.49 | 4,755.93 | 2.32% | 22,835.81 | 2.38% | 23,550.00 | -714.19 | 19,998.79 | 2.00% |
| Postage | 592.3 | 0.29% | 100 | 492.3 | 142.61 | 0.07% | 1,327.76 | 0.14% | 400 | 927.76 | 861.65 | 0.09% |
| Printing | 502.32 | 0.24% | 339 | 163.32 | 332.48 | 0.16% | 1,415.73 | 0.15% | 1,358.00 | 57.73 | 1,653.49 | 0.17% |
| Professional Services | - | 0.00% | 300 | -300 | 2,250.00 | 1.10% | 2,600.00 | 0.27% | 2,800.00 | -200 | 4,060.00 | 0.41% |
| Repairs & Maint - Buildir | 772.16 | 0.37% | 1,755.00 | -982.84 | 360.5 | 0.18% | 4,011.11 | 0.42% | 7,099.00 | -3,087.89 | 6,144.20 | 0.61% |
| Repairs & Maint - Equipr | 3,023.89 | 1.46% | 4,028.00 | -1,004.11 | 6,714.57 | 3.27% | 13,105.70 | 1.36% | 16,222.00 | -3,116.30 | 22,547.04 | 2.25% |
| Repairs & Maint - Irrigat | 2,465.23 | 1.19% | 2,500.00 | -34.77 | 5,385.14 | 2.63% | 9,672.87 | 1.01% | 10,000.00 | -327.13 | 9,411.35 | 0.94% |
| Repairs & Maint - Cart P. | 991.55 | 0.48% | 1,000.00 | -8.45 | 640.51 | 0.31% | 7,687.13 | 0.80% | 4,000.00 | 3,687.13 | 3,129.65 | 0.31% |
| Repairs & Maint - Carts | - | 0.00% | 18 | -18 | - | 0.00% | - | 0.00% | 87 | -87 | 31.8 | 0.00% |
| Sand/Soil/Gravel | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Security System | 2,305.94 | 1.12% | 350 | 1,955.94 | - | 0.00% | 2,573.60 | 0.27% | 1,400.00 | 1,173.60 | 66.78 | 0.01% |
| Sod/Seed/Sprigs | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Spoilage - Food | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Supplies | 1,653.86 | 0.80% | 1,308.00 | 345.86 | 1,101.98 | 0.54% | 7,882.01 | 0.82% | 5,267.00 | 2,615.01 | 5,643.57 | 0.56% |
| Supplies - Chinal/Glass/S | 432.67 | 0.21% | 133 | 299.67 | 306.38 | 0.15% | 1,369.34 | 0.14% | 533 | 836.34 | 614.61 | 0.06% |
| Supplies - Cleaning | - | 0.00% | 8 | -8 | - | 0.00% | - | 0.00% | 33 | -33 | - | 0.00% |
| Supplies - Kitchen | 923.87 | 0.45% | 792 | 131.87 | 1,133.66 | 0.55% | 3,813.53 | 0.40% | 3,167.00 | 646.53 | 4,100.51 | 0.41% |
| Supplies - Paper Product | 401.14 | 0.19% | 183 | 218.14 | 320.58 | 0.16% | 1,151.02 | 0.12% | 733 | 418.02 | 1,217.27 | 0.12% |
| Supplies - Range | - | 0.00% | 144 | -144 | - | 0.00% | 109.83 | 0.01% | 696 | -586.17 | 771.93 | 0.08% |
| Telephone | 579.76 | 0.28% | 1,167.00 | -587.24 | 1,117.23 | 0.54% | 2,177.51 | 0.23% | 4,668.00 | -2,490.49 | 4,957.91 | 0.50% |
| Tools | - | 0.00% | 100 | -100 | - | 0.00% | 310.49 | 0.03% | 400 | -89.51 | 292.91 | 0.03% |
| Travel | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Uniforms | 594.75 | 0.29% | 733 | -138.25 | 310.68 | 0.15% | 2,992.26 | 0.31% | 2,932.00 | 60.26 | 1,918.79 | 0.19% |
| Water | 1,125.00 | 0.54% | 807 | 318 | 280.75 | 0.14% | 3,646.44 | 0.38% | 3,228.00 | 418.44 | 4,268.81 | 0.43% |
| Water - Irrigation | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Total Expenses | \$132,256.88 | 64.03% | \$126,657.00 | \$5,599.88 | \$130,809.25 | 63.78% | \$564,359.67 | 58.70% | \$537,127.00 | \$27,232.67 | \$534,041.03 | 53.35% |
| Net Operating Income/(L | \$34,304.12 | 16.61% | \$58,142.00 | (\$23,837.88) | \$45,140.25 | 22.01% | \$224,664.58 | 23.37% | \$241,833.00 | (\$17,168.42) | \$294,057.65 | 29.37% |
| Other Expenses | | | | | | | | | | | | |
| Section 22 - Lease Fee | 29,023.49 | 14.05% | 26,500.00 | 2,523.49 | 26,500.00 | 12.92% | 108,523.49 | 11.29% | 79,500.00 | 29,023.49 | 106,000.00 | 10.59% |
| Lease-Golf Carts | 3,774.93 | 1.83% | 3,775.00 | -0.07 | 3,774.93 | 1.84% | 15,099.72 | 1.57% | 11,325.00 | 3,774.72 | 15,099.72 | 1.51% |
| Taxes-Property | 2,200.00 | 1.07% | 2,548.00 | -348 | 2,200.00 | 1.07% | 8,800.00 | 0.92% | 7,643.00 | 1,157.00 | 8,800.00 | 0.88% |
| Insurance P&C | 2,908.85 | 1.41% | 2,333.00 | 575.85 | 4,051.00 | 1.98% | 8,632.73 | 0.90% | 7,000.00 | 1,632.73 | 11,282.00 | 1.13% |
| Total Other Expenses | \$37,907.27 | 18.35% | \$35,156.00 | \$2,751.27 | \$36,525.93 | 17.81% | \$141,055.94 | 14.67% | \$105,468.00 | \$35,587.94 | \$141,181.72 | 14.10% |
| Net Income/(Loss) | (\$3,603.15) | -1.74% | \$22,986.00 | (\$26,589.15) | \$8,614.32 | 4.20% | \$83,608.64 | 8.70% | \$136,365.00 | (\$52,756.36) | \$152,875.93 | 15.27% |
| TOTAL ROUNDS (Current Yr.) 3,355 MTD 15,922 Y TOTAL ROUNDS (Prior Yr.) 3,442 MTD 17,355 YTD | | | | | | | | | | | | |