

Burnt Store Golf & Activity Club, Inc.
Consolidated
as of July 31, 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	\$ 3,306.99	2.64%	\$ 5,250.00	\$ (1,943.01)	\$ 2,906.06	2.40%	\$ 113,547.02	8.41%	\$ 124,250.00	\$ (10,702.98)	\$ 135,719.70	9.74%
Cart Fees	4,138.35	3.31%	7,500.00	(3,361.65)	5,733.40	4.74%	148,288.47	10.98%	177,500.00	(29,211.53)	188,985.40	13.57%
Driving Range	318.33	0.25%	369.00	(50.67)	398.55	0.33%	7,075.97	0.52%	8,733.00	(1,657.03)	8,296.58	0.60%
Merchandise	4,349.63	3.48%	3,990.00	359.63	4,184.50	3.46%	89,035.98	6.59%	94,430.00	(5,394.02)	86,974.51	6.24%
Club Rental	13.90	0.01%	90.00	(76.10)	111.40	0.09%	2,062.65	0.15%	2,130.00	(67.35)	2,389.85	0.17%
Other Income	28.75	0.02%	56.00	(27.25)	33.23	0.03%	298.84	0.02%	1,080.00	(781.16)	692.68	0.05%
Golf Lessons	177.50	0.14%	282.00	(104.50)	515.00	0.43%	4,025.00	0.30%	6,674.00	(2,649.00)	7,367.50	0.53%
Golf Dues	32,956.00	26.35%	37,500.00	(4,544.00)	33,145.89	27.39%	230,882.21	17.09%	262,502.00	(31,619.79)	232,021.23	16.66%
Trail Fees	14,457.00	11.56%	10,833.00	3,624.00	14,540.19	12.01%	101,282.38	7.50%	75,831.00	25,451.38	101,781.33	7.31%
Activity Fees	29,224.00	23.37%	27,500.00	1,724.00	26,379.26	21.80%	204,566.00	15.14%	192,500.00	12,066.00	184,654.82	13.26%
Food Sales	21,531.66	17.22%	19,808.00	1,723.66	21,508.40	17.77%	281,048.59	20.80%	316,927.00	(35,878.41)	293,153.97	21.04%
Liquor Sales	4,173.24	3.34%	2,806.00	1,367.24	2,981.87	2.46%	52,764.40	3.91%	44,892.00	7,872.40	39,656.57	2.85%
Beer Sales	2,407.85	1.93%	2,019.00	388.85	2,102.84	1.74%	32,147.12	2.38%	32,304.00	(156.88)	30,399.35	2.18%
Wine Sales	2,147.53	1.72%	1,881.00	266.53	1,819.45	1.50%	29,229.56	2.16%	30,103.00	(873.44)	26,987.47	1.94%
Soft Drink Sales	1,599.35	1.28%	1,132.00	467.35	1,321.61	1.09%	18,813.51	1.39%	18,117.00	696.51	17,634.23	1.27%
Social Events	4,078.15	3.26%	2,658.00	1,420.15	3,260.31	2.69%	33,677.59	2.49%	42,530.00	(8,852.41)	35,493.94	2.55%
Interest Income - Bank	4.76	0.00%	-	4.76	4.62	0.00%	31.00	0.00%	-	31.00	30.48	0.00%
Interest Income - Reserve Acct	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Dividend Income - Reserve Acct	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Realized Gain/(Loss) Reserve Acct	158.85	0.13%	-	158.85	86.57	0.07%	2,104.66	0.16%	-	2,104.66	762.48	0.05%
Total Revenues	125,071.84	100.00%	123,674.00	1,397.84	121,033.15	100.00%	1,350,880.95	100.00%	1,430,503.00	(79,622.05)	1,393,002.09	100.00%
Cost of Sales												
Cost of Sales - Merchandise	570.64	0.46%	2,793.00	(2,222.36)	10,279.47	8.49%	47,033.32	3.48%	66,101.00	(19,067.68)	61,206.20	4.39%
Cost of Sales - Food	12,020.59	9.61%	9,489.00	2,531.59	10,196.53	8.42%	147,631.31	10.93%	151,819.00	(4,187.69)	138,771.10	9.96%
Cost of Sales - Liquor	1,575.68	1.26%	801.00	774.68	732.83	0.61%	14,410.85	1.07%	12,812.00	1,598.85	11,148.00	0.80%
Cost of Sales - Beer	1,489.24	1.19%	868.00	621.24	863.83	0.71%	16,140.07	1.19%	13,883.00	2,257.07	13,793.04	0.99%
Cost of Sales - Wine	483.14	0.39%	609.00	(125.86)	65.10	0.05%	7,241.86	0.54%	9,745.00	(2,503.14)	7,884.44	0.57%
Cost of Sales - Soft Drink	86.52	0.07%	346.00	(259.48)	129.97	0.11%	3,980.46	0.29%	5,532.00	(1,551.54)	5,425.13	0.39%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	16,225.81	12.97%	14,906.00	1,319.81	22,267.73	18.40%	236,437.87	17.50%	259,892.00	(23,454.13)	238,227.91	17.10%
Gross Profit	\$ 108,846.03	87.03%	\$ 108,768.00	\$ 78.03	\$ 98,765.42	81.60%	\$ 1,114,443.08	82.50%	\$ 1,170,611.00	\$ (56,167.92)	\$ 1,154,774.18	82.90%

Expenses

Accounting	\$ 1,500.00	1.20%	\$ 1,500.00	\$ -	\$ 1,500.00	1.24%	\$ 10,500.00	0.78%	\$ 10,500.00	\$ -	\$ 10,500.00	0.75%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.63%	8,500.00	-	8,500.00	0.61%
Activity Club Expense	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	45.00	0.04%	324.00	(279.00)	110.00	0.09%	1,055.74	0.08%	2,530.00	(1,474.26)	1,807.52	0.13%
Advertising - Classified	25.00	0.02%	4.00	21.00	-	0.00%	50.00	0.00%	79.00	(29.00)	100.00	0.01%
Agronomic Consulting	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Auto/Truck	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Bank Charges	12.00	0.01%	150.00	(138.00)	-	0.00%	352.05	0.03%	1,050.00	(697.95)	230.88	0.02%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	45.00	0.04%	667.00	(622.00)	278.83	0.23%	697.69	0.05%	4,665.00	(3,967.31)	2,676.39	0.19%
Contract Labor	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	8,959.92	0.64%
Contract Services	-	0.00%	775.00	(775.00)	768.50	0.63%	4,522.86	0.33%	5,425.00	(902.14)	5,591.50	0.40%
Credit Card Discounts	1,316.22	1.05%	2,583.00	(1,266.78)	1,236.23	1.02%	17,041.95	1.26%	18,081.00	(1,039.05)	18,397.42	1.32%
Decorations & Flowers	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.19	2.92%	3,158.00	497.19	4,111.76	3.40%	25,492.37	1.89%	22,106.00	3,386.37	24,219.07	1.74%
Dues & Subscriptions	-	0.00%	260.00	(260.00)	-	0.00%	2,795.00	0.21%	1,820.00	975.00	2,733.00	0.20%
Education & Seminars	-	0.00%	67.00	(67.00)	-	0.00%	119.77	0.01%	317.00	(197.23)	195.36	0.01%
Electricity - Building	2,754.93	2.20%	3,730.00	(975.07)	2,879.02	2.38%	26,240.29	1.94%	26,110.00	130.29	27,130.16	1.95%
Employee Expenses	-	0.00%	-	-	344.00	0.28%	-	0.00%	-	-	344.00	0.02%
Employee Health Expenses	353.62	0.28%	338.00	15.62	25.00	0.02%	2,391.09	0.18%	2,366.00	25.09	125.00	0.01%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	-	0.00%	758.00	(758.00)	180.00	0.15%	5,669.53	0.42%	5,308.00	361.53	5,899.12	0.42%
Equipment Rental	-	0.00%	-	-	-	0.00%	1,495.24	0.11%	2,150.00	(654.76)	1,792.25	0.13%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	1,343.50	1.07%	900.00	443.50	1,170.83	0.97%	22,897.23	1.69%	13,810.00	9,087.23	18,787.01	1.35%
Fuel/Gas/Oil	4,631.80	3.70%	3,029.00	1,602.80	1,956.84	1.62%	17,447.15	1.29%	18,702.00	(1,254.85)	16,524.40	1.19%
Garbage	325.00	0.26%	750.00	(425.00)	572.49	0.47%	4,218.03	0.31%	4,200.00	18.03	3,811.96	0.27%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	6.00	(6.00)	-	0.00%	-	0.00%	138.00	(138.00)	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	900.00	(900.00)	874.68	0.72%	1,749.36	0.13%	6,300.00	(4,550.64)	5,248.08	0.38%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	735.86	0.59%	1,000.00	(264.14)	714.46	0.59%	6,611.52	0.49%	7,000.00	(388.48)	6,764.36	0.49%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	6,629.56	5.30%	6,006.00	623.56	3,514.06	2.90%	44,041.45	3.26%	42,042.00	1,999.45	27,776.13	1.99%
Legal	-	0.00%	-	-	-	0.00%	630.00	0.05%	-	630.00	-	0.00%
Licenses	150.00	0.12%	411.00	(261.00)	250.00	0.21%	2,220.00	0.16%	1,700.00	520.00	2,320.00	0.17%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	16.00	(16.00)	-	0.00%	(120.39)	-0.01%	374.00	(494.39)	504.80	0.04%
Member Referral	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Miscellaneous	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Office Supplies	419.90	0.34%	338.00	81.90	262.09	0.22%	1,455.63	0.11%	2,407.00	(951.37)	1,998.49	0.14%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	68,951.12	55.13%	81,500.00	(12,548.88)	67,997.33	56.18%	542,005.22	40.12%	571,600.00	(29,594.78)	533,870.94	38.33%

Pest Service	200.00	0.16%	200.00	-	200.00	0.17%	1,400.00	0.10%	1,400.00	-	1,400.00	0.10%	
Pesticide/Chemical	1,765.07	1.41%	1,300.00	465.07	4,070.78	3.36%	36,664.99	2.71%	47,350.00	(10,685.01)	34,879.10	2.50%	
Postage	200.80	0.16%	100.00	100.80	148.38	0.12%	2,343.12	0.17%	700.00	1,643.12	1,355.13	0.10%	
Printing	-	0.00%	335.00	(335.00)	211.58	0.17%	2,210.60	0.16%	2,365.00	(154.40)	2,453.83	0.18%	
Professional Services	1,400.00	1.12%	300.00	1,100.00	300.00	0.25%	6,175.00	0.46%	6,900.00	(725.00)	5,410.00	0.39%	
Repairs & Maint - Building	4,330.68	3.46%	1,683.00	2,647.68	5,111.23	4.22%	9,336.51	0.69%	12,179.00	(2,842.49)	13,728.99	0.99%	
Repairs & Maint - Equipment	1,505.44	1.20%	3,929.00	(2,423.56)	5,610.83	4.64%	21,311.46	1.58%	28,053.00	(6,741.54)	37,355.61	2.68%	
Repairs & Maint - Irrigation	1,904.94	1.52%	2,500.00	(595.06)	1,643.79	1.36%	16,293.61	1.21%	17,500.00	(1,206.39)	15,593.70	1.12%	
Repairs & Maint - Cart Path	449.41	0.36%	1,000.00	(550.59)	367.53	0.30%	11,329.98	0.84%	7,000.00	4,329.98	7,379.65	0.53%	
Repairs & Maint - Carts	-	0.00%	5.00	(5.00)	-	0.00%	26.44	0.00%	108.00	(81.56)	146.29	0.01%	
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%	
Security System	-	0.00%	350.00	(350.00)	100.00	0.08%	2,640.38	0.20%	2,450.00	190.38	3,160.92	0.23%	
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%	
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%	
Supplies	1,118.68	0.89%	1,277.00	(158.32)	993.70	0.82%	10,673.08	0.79%	9,112.00	1,561.08	9,524.09	0.68%	
Supplies - Chinal/Glass/Silver	-	0.00%	133.00	(133.00)	96.00	0.08%	1,399.55	0.10%	933.00	466.55	830.42	0.06%	
Supplies - Cleaning	-	0.00%	8.00	(8.00)	-	0.00%	-	0.00%	58.00	(58.00)	-	0.00%	
Supplies - Kitchen	811.10	0.65%	792.00	19.10	647.39	0.53%	5,693.91	0.42%	5,542.00	151.91	5,768.50	0.41%	
Supplies - Paper Products	128.10	0.10%	183.00	(54.90)	93.64	0.08%	1,465.76	0.11%	1,283.00	182.76	1,626.05	0.12%	
Supplies - Range	23.52	0.02%	36.00	(12.48)	-	0.00%	133.35	0.01%	852.00	(718.65)	797.69	0.06%	
Telephone	654.75	0.52%	1,167.00	(512.25)	1,055.78	0.87%	4,690.57	0.35%	8,169.00	(3,478.43)	7,279.39	0.52%	
Tools	363.75	0.29%	100.00	263.75	203.91	0.17%	1,264.83	0.09%	700.00	564.83	913.07	0.07%	
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%	
Uniforms	622.48	0.50%	733.00	(110.52)	748.46	0.62%	4,901.23	0.36%	5,131.00	(229.77)	4,215.37	0.30%	
Water	912.99	0.73%	807.00	105.99	954.03	0.79%	6,379.82	0.47%	5,649.00	730.82	8,212.21	0.59%	
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%	
Total Expenses	\$ 109,285.41	87.38%	\$ 126,108.00	\$ (16,822.59)	\$ 111,303.15	91.96%	\$ 896,412.97	66.36%	\$ 942,714.00	\$ (46,301.03)	\$ 898,837.77	64.53%	690073.73
Net Operating Income/(Loss)	\$ (439.38)	-0.35%	\$ (17,340.00)	\$ 16,900.62	\$ (12,537.73)	-10.36%	\$ 218,030.11	16.14%	\$ 227,897.00	\$ (9,866.89)	\$ 255,936.41	18.37%	
Other Expenses													
Section 22 - Lease Fee	8,833.33	7.06%	8,833.00	0.33	8,833.33	7.30%	135,023.48	10.00%	132,499.00	2,524.48	132,499.99	9.51%	
Lease-Golf Carts	7,549.86	6.04%	3,775.00	3,774.86	3,774.93	3.12%	26,424.51	1.96%	26,425.00	(0.49)	26,424.51	1.90%	
Taxes-Property	2,200.00	1.76%	2,548.00	(348.00)	2,200.00	1.82%	15,400.00	1.14%	17,834.00	(2,434.00)	15,400.00	1.11%	
Insurance P&C	5,614.86	4.49%	2,333.00	3,281.86	2,933.80	2.42%	15,289.10	1.13%	16,333.00	(1,043.90)	18,608.22	1.34%	
Total Other Expenses	\$ 24,198.05	19.35%	\$ 17,489.00	\$ 6,709.05	\$ 17,742.06	14.66%	\$ 192,137.09	14.22%	\$ 193,091.00	\$ (953.91)	\$ 192,932.72	13.85%	
Other Income/(Expense)													
Gift Certificates	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	(6,853.65)	-0.51%	\$ -	\$ (6,853.65)	\$ -	0.00%	
Gold Card Bonus	(1,935.00)	-1.55%	-	(1,935.00)	-	0.00%	(21,102.00)	-1.56%	-	(21,102.00)	-	0.00%	
Special Contributions	71,510.00	57.18%	-	71,510.00	-	0.00%	\$ 128,387.00	9.50%	\$ -	\$ 128,387.00	-	0.00%	
Tc Total Other Income/(Expense)	\$ 69,575.00	55.63%	\$ -	\$ 69,575.00	\$ -	0.00%	\$ 100,431.35	7.43%	\$ -	\$ 100,431.35	\$ -	0.00%	

Net Income/(Loss)

\$ 44,937.57 35.93% \$ (34,829.00) \$ 79,766.57 \$ (30,279.79) -25.02%

\$ 126,324.37 9.35% \$ 34,806.00 \$ 91,518.37 \$ 63,003.69 4.52%

TOTAL ROUNDS (Current Yr.) 1,361 MTD 20,839 YTD

TOTAL ROUNDS (Prior Yr.) 1,351 MTD 22,397 YTD