

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of September 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	\$ 4,125.77	3.48%	\$ 5,250.00	\$ (1,124.23)	\$ 1,452.61	1.34%	\$ 120,521.72	7.55%	\$ 134,750.00	\$ (14,228.28)	\$ 138,919.58	8.58%
Cart Fees	5,336.44	4.51%	7,500.00	(2,163.56)	2,763.70	2.56%	157,819.76	9.89%	192,500.00	(34,680.24)	195,243.20	12.06%
Driving Range	226.03	0.19%	369.00	(142.97)	248.49	0.23%	7,568.82	0.47%	9,471.00	(1,902.18)	8,819.32	0.54%
Merchandise	6,803.51	5.75%	3,990.00	2,813.51	3,436.70	3.18%	102,877.60	6.45%	102,410.00	467.60	94,072.09	5.81%
Club Rental	19.50	0.02%	90.00	(70.50)	3.40	0.00%	2,211.75	0.14%	2,310.00	(98.25)	2,457.25	0.15%
Other Income	28.75	0.02%	64.00	(35.25)	67.50	0.06%	727.59	0.05%	1,200.00	(472.41)	763.43	0.05%
Golf Lessons	127.50	0.11%	282.00	(154.50)	-	0.00%	4,782.50	0.30%	7,238.00	(2,455.50)	7,367.50	0.46%
Golf Dues	28,074.00	23.71%	37,501.00	(9,427.00)	33,145.89	30.69%	291,912.21	18.30%	337,503.00	(45,590.79)	298,313.01	18.43%
Trail Fees	12,315.00	10.40%	10,833.00	1,482.00	14,540.19	13.46%	128,054.38	8.03%	97,497.00	30,557.38	130,861.71	8.08%
Activity Fees	29,225.03	24.68%	27,500.00	1,725.03	26,379.26	24.42%	263,015.03	16.48%	247,500.00	15,515.03	237,413.34	14.66%
Food Sales	20,151.39	17.02%	24,760.00	(4,608.61)	17,113.34	15.84%	323,194.16	20.26%	361,495.00	(38,300.84)	332,540.42	20.54%
Liquor Sales	3,979.63	3.36%	3,507.00	472.63	2,846.66	2.64%	60,367.95	3.78%	51,205.00	9,162.95	45,887.30	2.83%
Beer Sales	2,792.67	2.36%	2,524.00	268.67	1,670.80	1.55%	37,488.95	2.35%	36,847.00	641.95	34,153.31	2.11%
Wine Sales	2,010.50	1.70%	2,352.00	(341.50)	1,935.83	1.79%	33,479.51	2.10%	34,336.00	(856.49)	31,664.21	1.96%
Soft Drink Sales	1,543.25	1.30%	1,415.00	128.25	987.43	0.91%	21,938.26	1.37%	20,664.00	1,274.26	19,883.97	1.23%
Social Events	1,479.10	1.25%	3,323.00	(1,843.90)	1,376.52	1.27%	37,099.14	2.33%	48,511.00	(11,411.86)	39,702.40	2.45%
Interest Income - Bank	8.46	0.01%	-	8.46	8.36	0.01%	43.58	0.00%	-	43.58	44.30	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	161.40	0.14%	-	161.40	42.28	0.04%	2,426.63	0.15%	-	2,426.63	844.89	0.05%
Total Revenues	118,407.93	100.00%	131,260.00	(12,852.07)	108,018.96	100.00%	1,595,529.54	100.00%	1,685,437.00	(89,907.46)	1,618,951.23	100.00%
Cost of Sales												
Cost of Sales - Merchandise	9,241.23	7.80%	2,793.00	6,448.23	1,326.97	1.23%	58,118.24	3.64%	71,687.00	(13,568.76)	68,446.93	4.23%
Cost of Sales - Food	12,456.42	10.52%	11,861.00	595.42	7,663.54	7.09%	174,540.49	10.94%	173,169.00	1,371.49	160,557.81	9.92%
Cost of Sales - Liquor	1,236.39	1.04%	1,001.00	235.39	616.52	0.57%	16,324.43	1.02%	14,614.00	1,710.43	12,503.28	0.77%
Cost of Sales - Beer	1,172.07	0.99%	1,085.00	87.07	348.00	0.32%	17,547.76	1.10%	15,836.00	1,711.76	15,181.09	0.94%
Cost of Sales - Wine	540.54	0.46%	761.00	(220.46)	463.20	0.43%	8,547.63	0.54%	11,115.00	(2,567.37)	9,661.47	0.60%
Cost of Sales - Soft Drink	421.19	0.36%	432.00	(10.81)	202.01	0.19%	4,912.25	0.31%	6,310.00	(1,397.75)	6,412.49	0.40%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	25,067.84	21.17%	17,933.00	7,134.84	10,620.24	9.83%	279,990.80	17.55%	292,731.00	(12,740.20)	272,763.07	16.85%
Gross Profit	\$ 93,340.09	78.83%	\$ 113,327.00	\$ (19,986.91)	\$ 97,398.72	90.17%	\$ 1,315,538.74	82.45%	\$ 1,392,706.00	\$ (77,167.26)	\$ 1,346,188.16	83.15%
Expenses												
Accounting	\$ 1,500.00	1.27%	\$ 1,500.00	\$ -	\$ 1,500.00	1.39%	\$ 13,500.00	0.85%	\$ 13,500.00	\$ -	\$ 13,500.00	0.83%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.53%	8,500.00	-	8,500.00	0.53%
Activity Club Expense	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	74.99	0.06%	324.00	(249.01)	612.00	0.57%	1,130.73	0.07%	3,178.00	(2,047.27)	2,718.35	0.17%
Advertising - Classified	-	0.00%	4.00	(4.00)	-	0.00%	100.00	0.01%	87.00	13.00	125.00	0.01%

Agronomic Consulting	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Auto/Truck	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Bank Charges	-	0.00%	150.00	(150.00)	5.00	0.00%	352.05	0.02%	1,350.00	(997.95)	235.88	0.01%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	272.83	0.23%	667.00	(394.17)	1,161.67	1.08%	1,015.52	0.06%	5,999.00	(4,983.48)	4,416.60	0.27%
Contract Labor	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	8,959.92	0.55%
Contract Services	(168.50)	-0.14%	775.00	(943.50)	768.50	0.71%	4,354.36	0.27%	6,975.00	(2,620.64)	7,128.50	0.44%
Credit Card Discounts	1,845.93	1.56%	2,583.00	(737.07)	680.74	0.63%	20,376.66	1.28%	23,247.00	(2,870.34)	19,850.30	1.23%
Decorations & Flowers	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.19	3.09%	3,158.00	497.19	4,228.96	3.92%	32,802.75	2.06%	28,422.00	4,380.75	32,676.99	2.02%
Dues & Subscriptions	-	0.00%	260.00	(260.00)	418.00	0.39%	3,251.00	0.20%	2,340.00	911.00	3,196.00	0.20%
Education & Seminars	-	0.00%	67.00	(67.00)	-	0.00%	369.77	0.02%	400.00	(30.23)	195.36	0.01%
Electricity - Building	6,309.06	5.33%	3,730.00	2,579.06	2,722.93	2.52%	35,362.98	2.22%	33,570.00	1,792.98	35,015.45	2.16%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	344.00	0.02%
Employee Health Expenses	(309.10)	-0.26%	338.00	(647.10)	337.10	0.31%	2,435.61	0.15%	3,042.00	(606.39)	799.20	0.05%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	285.65	0.24%	758.00	(472.35)	920.00	0.85%	5,955.18	0.37%	6,825.00	(869.82)	6,951.12	0.43%
Equipment Rental	856.00	0.72%	-	856.00	984.40	0.91%	2,351.24	0.15%	3,650.00	(1,298.76)	2,776.65	0.17%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	853.30	0.72%	900.00	(46.70)	3,867.65	3.58%	27,767.53	1.74%	15,610.00	12,157.53	26,524.00	1.64%
Fuel/Gas/Oil	2,940.57	2.48%	3,029.00	(88.43)	2,807.82	2.60%	25,632.80	1.61%	24,760.00	872.80	22,748.27	1.41%
Garbage	848.23	0.72%	750.00	98.23	1,005.99	0.93%	6,069.28	0.38%	5,700.00	369.28	5,518.88	0.34%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	6.00	(6.00)	-	0.00%	-	0.00%	150.00	(150.00)	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	900.00	(900.00)	1,242.78	1.15%	1,749.36	0.11%	8,100.00	(6,350.64)	6,997.44	0.43%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	623.03	0.53%	1,000.00	(376.97)	306.34	0.28%	8,045.10	0.50%	9,000.00	(954.90)	8,051.56	0.50%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	1,303.85	1.10%	6,006.00	(4,702.15)	8,093.02	7.49%	56,081.67	3.51%	54,054.00	2,027.67	39,285.16	2.43%
Legal	-	0.00%	-	-	-	0.00%	630.00	0.04%	-	630.00	-	0.00%
Licenses	-	0.00%	211.00	(211.00)	-	0.00%	2,320.00	0.15%	2,122.00	198.00	2,320.00	0.14%
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%	406.00	(526.39)	504.80	0.03%
Member Referral	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Miscellaneous	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Office Supplies	117.46	0.10%	338.00	(220.54)	98.22	0.09%	1,959.94	0.12%	3,083.00	(1,123.06)	2,265.62	0.14%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	69,450.56	58.65%	81,500.00	(12,049.44)	59,137.09	54.75%	686,843.92	43.05%	734,600.00	(47,756.08)	663,565.61	40.99%
Pest Service	200.00	0.17%	200.00	-	200.00	0.19%	1,800.00	0.11%	1,800.00	-	1,800.00	0.11%
Pesticide/Chemical	1,166.00	0.98%	1,700.00	(534.00)	3,329.36	3.08%	45,133.68	2.83%	51,550.00	(6,416.32)	43,451.28	2.68%
Postage	180.00	0.15%	100.00	80.00	300.00	0.28%	2,623.92	0.16%	900.00	1,723.92	2,027.11	0.13%
Printing	176.30	0.15%	335.00	(158.70)	452.03	0.42%	2,705.67	0.17%	3,035.00	(329.33)	3,001.09	0.19%
Professional Services	9,340.00	7.89%	1,900.00	7,440.00	13,363.13	12.37%	15,887.88	1.00%	9,100.00	6,787.88	21,940.00	1.36%
Repairs & Maint - Building	(123.71)	-0.10%	1,683.00	(1,806.71)	31.98	0.03%	9,602.80	0.60%	15,544.00	(5,941.20)	14,937.06	0.92%
Repairs & Maint - Equipment	3,367.09	2.84%	3,929.00	(561.91)	4,745.03	4.39%	28,768.18	1.80%	35,911.00	(7,142.82)	44,037.15	2.72%
Repairs & Maint - Irrigation	2,832.32	2.39%	2,500.00	332.32	1,437.78	1.33%	24,155.05	1.51%	22,500.00	1,655.05	20,265.58	1.25%
Repairs & Maint - Cart Path	2,206.36	1.86%	1,000.00	1,206.36	1,853.05	1.72%	17,628.79	1.10%	9,000.00	8,628.79	11,509.64	0.71%
Repairs & Maint - Carts	-	0.00%	5.00	(5.00)	-	0.00%	26.44	0.00%	118.00	(91.56)	146.29	0.01%
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Security System	456.00	0.39%	350.00	106.00	-	0.00%	3,163.16	0.20%	3,150.00	13.16	3,227.70	0.20%

Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	652.84	0.55%	1,277.00	(624.16)	781.17	0.72%	12,717.49	0.80%	11,666.00	1,051.49	11,149.89	0.69%
Supplies - Chinal/Glass/Silver	22.47	0.02%	133.00	(110.53)	61.60	0.06%	1,644.13	0.10%	1,200.00	444.13	925.66	0.06%
Supplies - Cleaning	-	0.00%	8.00	(8.00)	-	0.00%	14.70	0.00%	75.00	(60.30)	-	0.00%
Supplies - Kitchen	377.34	0.32%	792.00	(414.66)	495.34	0.46%	6,947.81	0.44%	7,125.00	(177.19)	6,515.46	0.40%
Supplies - Paper Products	150.56	0.13%	183.00	(32.44)	162.64	0.15%	1,699.63	0.11%	1,650.00	49.63	1,880.45	0.12%
Supplies - Range	-	0.00%	36.00	(36.00)	-	0.00%	133.35	0.01%	924.00	(790.65)	797.69	0.05%
Telephone	610.96	0.52%	1,167.00	(556.04)	1,800.48	1.67%	5,901.65	0.37%	10,503.00	(4,601.35)	9,503.63	0.59%
Tools	-	0.00%	100.00	(100.00)	1,126.19	1.04%	1,264.83	0.08%	900.00	364.83	2,237.67	0.14%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	1,033.50	0.87%	733.00	300.50	561.47	0.52%	6,923.09	0.43%	6,597.00	326.09	5,562.01	0.34%
Water	1,042.92	0.88%	807.00	235.92	1,066.21	0.99%	8,298.21	0.52%	7,263.00	1,035.21	9,910.45	0.61%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Expenses	\$ 114,150.00	96.40%	\$ 127,908.00	\$ (13,758.00)	\$ 122,665.67	113.56%	\$ 1,145,877.52	71.82%	\$ 1,199,181.00	\$ (53,303.48)	\$ 1,139,996.47	70.42%
Net Operating Income/(Loss)	\$ (20,809.91)	-17.57%	\$ (14,581.00)	\$ (6,228.91)	\$ (25,266.95)	-23.39%	\$ 169,661.22	10.63%	\$ 193,525.00	\$ (23,863.78)	\$ 206,191.69	12.74%
Other Expenses												
Section 22 - Lease Fee	8,816.66	7.45%	8,833.00	(16.34)	8,833.33	8.18%	152,673.47	9.57%	150,165.00	2,508.47	150,166.65	9.28%
Lease-Golf Carts	3,445.00	2.91%	3,775.00	(330.00)	7,356.26	6.81%	36,479.44	2.29%	33,975.00	2,504.44	33,974.37	2.10%
Taxes-Property	2,200.00	1.86%	2,548.00	(348.00)	2,257.97	2.09%	19,800.00	1.24%	22,929.00	(3,129.00)	19,857.97	1.23%
Insurance P&C	1,916.86	1.62%	2,333.00	(416.14)	4,500.96	4.17%	20,953.82	1.31%	21,000.00	(46.18)	25,901.64	1.60%
										3.00	1.9E-06	
Total Other Expenses	\$ 16,378.52	13.83%	\$ 17,489.00	\$ (1,110.48)	\$ 22,948.52	21.24%	\$ 229,906.73	14.41%	\$ 228,069.00	\$ 1,837.73	\$ 229,903.63	14.20%
Other Income/(Expense)												
Gift Certificates	\$ (6,445.45)	-5.44%	\$ -	\$ (6,445.45)	\$ -	0.00%	\$ (408.20)	-0.03%	\$ -	\$ (408.20)	\$ -	0.00%
Gold Card Bonus	(2,785.00)	-2.35%	-	(2,785.00)	-	0.00%	(25,140.96)	-1.58%	-	(25,140.96)	-	0.00%
Special Contributions	1,850.00	1.56%	-	1,850.00	-	0.00%	137,643.00	8.63%	-	137,643.00	-	0.00%
To Total Other Income/(Expense)	\$ (7,380.45)	-6.23%	\$ -	\$ (7,380.45)	\$ -	0.00%	\$ 112,093.84	7.03%	\$ -	\$ 112,093.84	\$ -	0.00%
Net Income/(Loss)	\$ (44,568.88)	-37.64%	\$ (32,070.00)	\$ (12,498.88)	\$ (48,215.47)	-44.64%	\$ 51,848.33	3.25%	\$ (34,544.00)	\$ 86,392.33	\$ (23,711.94)	-1.46%

TOTAL ROUNDS (Current Yr.) 1,931 MTD 24,051 YTD TOTAL ROUNDS (Prior Yr.) 890 MTD 24,314 YTD