

**Burnt Store Golf & Activity Club, Inc.**  
Consolidated  
as of October 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
<b>Revenues</b>												
Green Fees	\$ 8,999.12	5.59%	\$ 10,500.00	\$ (1,500.88)	\$ 5,405.69	3.44%	\$ 129,520.84	7.37%	\$ 145,250.00	\$ (15,729.16)	\$ 144,325.27	8.13%
Cart Fees	12,121.14	7.53%	15,000.00	(2,878.86)	9,159.90	5.83%	169,940.90	9.67%	207,500.00	(37,559.10)	204,403.10	11.51%
Driving Range	266.66	0.17%	738.00	(471.34)	433.50	0.28%	7,835.48	0.45%	10,209.00	(2,373.52)	9,252.82	0.52%
Merchandise	10,927.06	6.78%	7,980.00	2,947.06	10,085.68	6.42%	113,804.66	6.48%	110,390.00	3,414.66	104,157.77	5.86%
Club Rental	164.80	0.10%	180.00	(15.20)	185.15	0.12%	2,376.55	0.14%	2,490.00	(113.45)	2,642.40	0.15%
Other Income	26.10	0.02%	104.00	(77.90)	(280.19)	-0.18%	753.69	0.04%	1,304.00	(550.31)	483.24	0.03%
Golf Lessons	456.50	0.28%	564.00	(107.50)	485.00	0.31%	5,239.00	0.30%	7,802.00	(2,563.00)	7,852.50	0.44%
Golf Dues	28,073.64	17.43%	37,500.00	(9,426.36)	33,145.89	21.09%	319,985.85	18.22%	375,003.00	(55,017.15)	331,458.90	18.66%
Trail Fees	12,315.00	7.65%	10,833.00	1,482.00	14,540.19	9.25%	140,369.38	7.99%	108,330.00	32,039.38	145,401.90	8.19%
Activity Fees	29,225.03	18.15%	27,500.00	1,725.03	26,379.26	16.78%	292,240.06	16.64%	247,500.00	44,740.06	263,792.60	14.85%
Food Sales	31,317.85	19.45%	34,664.00	(3,346.15)	33,915.39	21.58%	354,512.01	20.18%	396,159.00	(41,646.99)	366,455.81	20.63%
Liquor Sales	6,942.04	4.31%	4,910.00	2,032.04	5,662.24	3.60%	67,309.99	3.83%	56,115.00	11,194.99	51,549.54	2.90%
Beer Sales	7,428.00	4.61%	3,533.00	3,895.00	3,939.94	2.51%	44,916.95	2.56%	40,380.00	4,536.95	38,093.25	2.14%
Wine Sales	3,166.00	1.97%	3,293.00	(127.00)	3,794.42	2.41%	36,645.51	2.09%	37,629.00	(983.49)	35,458.63	2.00%
Soft Drink Sales	2,536.21	1.57%	1,982.00	554.21	2,306.02	1.47%	24,474.47	1.39%	22,646.00	1,828.47	22,189.99	1.25%
Social Events	6,707.79	4.16%	4,652.00	2,055.79	7,682.93	4.89%	43,806.93	2.49%	53,163.00	(9,356.07)	47,385.33	2.67%
Interest Income - Bank	12.87	0.01%	-	12.87	14.72	0.01%	56.45	0.00%	-	56.45	59.02	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	370.78	0.23%	-	370.78	311.71	0.20%	2,797.41	0.16%	-	2,797.41	1,156.60	0.07%
<b>Total Revenues</b>	<b>161,056.59</b>	<b>100.00%</b>	<b>163,933.00</b>	<b>(2,876.41)</b>	<b>157,167.44</b>	<b>100.00%</b>	<b>1,756,586.13</b>	<b>100.00%</b>	<b>1,821,870.00</b>	<b>(65,283.87)</b>	<b>1,776,118.67</b>	<b>100.00%</b>
<b>Cost of Sales</b>												
Cost of Sales - Merchandise	6,160.08	3.82%	5,586.00	574.08	14,690.13	9.35%	64,278.32	3.66%	77,273.00	(12,994.68)	83,137.06	4.68%
Cost of Sales - Food	15,114.23	9.38%	16,605.00	(1,490.77)	20,386.15	12.97%	189,654.72	10.80%	189,774.00	(119.28)	180,943.96	10.19%
Cost of Sales - Liquor	1,256.31	0.78%	1,401.00	(144.69)	2,518.53	1.60%	17,580.74	1.00%	16,015.00	1,565.74	15,021.81	0.85%
Cost of Sales - Beer	2,138.74	1.33%	1,518.00	620.74	1,962.64	1.25%	19,686.50	1.12%	17,354.00	2,332.50	17,143.73	0.97%
Cost of Sales - Wine	1,359.06	0.84%	1,066.00	293.06	738.93	0.47%	9,906.69	0.56%	12,181.00	(2,274.31)	10,400.40	0.59%
Cost of Sales - Soft Drink	131.37	0.08%	605.00	(473.63)	866.65	0.55%	5,043.62	0.29%	6,915.00	(1,871.38)	7,279.14	0.41%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Total Cost of Sales	26,159.79	16.24%	26,781.00	(621.21)	41,163.03	26.19%	306,150.59	17.43%	319,512.00	(13,361.41)	313,926.10	17.67%
Gross Profit	\$ 134,896.80	83.76%	\$ 137,152.00	\$ (2,255.20)	\$ 116,004.41	73.81%	\$ 1,450,435.54	82.57%	\$ 1,502,358.00	\$ (51,922.46)	\$ 1,462,192.57	82.33%
Expenses												
Accounting	\$ 1,500.00	0.93%	\$ 1,500.00	\$ -	\$ 1,500.00	0.95%	\$ 15,000.00	0.85%	\$ 15,000.00	\$ -	\$ 15,000.00	0.84%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.48%	8,500.00	-	8,500.00	0.48%
Activity Club Expense	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	-	0.00%	340.00	(340.00)	406.00	0.26%	1,130.73	0.06%	3,518.00	(2,387.27)	3,124.35	0.18%
Advertising - Classified	-	0.00%	4.00	(4.00)	-	0.00%	100.00	0.01%	92.00	8.00	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	82.70	0.05%	150.00	(67.30)	57.95	0.04%	434.75	0.02%	1,500.00	(1,065.25)	293.83	0.02%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	145.39	0.09%	667.00	(521.61)	241.71	0.15%	1,160.91	0.07%	6,666.00	(5,505.09)	4,658.31	0.26%
Contract Labor	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	8,959.92	0.50%
Contract Services	600.00	0.37%	775.00	(175.00)	768.50	0.49%	4,954.36	0.28%	7,750.00	(2,795.64)	7,897.00	0.44%
Credit Card Discounts	2,436.33	1.51%	2,583.00	(146.67)	587.17	0.37%	22,812.99	1.30%	25,830.00	(3,017.01)	20,437.47	1.15%
Decorations & Flowers	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.19	2.27%	3,158.00	497.19	4,228.96	2.69%	36,457.94	2.08%	31,580.00	4,877.94	36,905.95	2.08%
Dues & Subscriptions	175.00	0.11%	260.00	(85.00)	325.00	0.21%	3,426.00	0.20%	2,600.00	826.00	3,521.00	0.20%
Education & Seminars	-	0.00%	17.00	(17.00)	150.00	0.10%	369.77	0.02%	417.00	(47.23)	345.36	0.02%
Electricity - Building	2,808.41	1.74%	3,730.00	(921.59)	4,666.56	2.97%	38,171.39	2.17%	37,300.00	871.39	39,682.21	2.23%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	344.00	0.02%
Employee Health Expenses	353.62	0.22%	338.00	15.62	337.10	0.21%	2,789.23	0.16%	3,380.00	(590.77)	1,136.30	0.06%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	755.08	0.47%	758.00	(2.92)	986.33	0.63%	6,710.26	0.38%	7,583.00	(872.74)	7,937.45	0.45%
Equipment Rental	-	0.00%	-	-	321.00	0.20%	2,351.24	0.13%	3,650.00	(1,298.76)	3,097.65	0.17%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	2,548.96	1.58%	5,800.00	(3,251.04)	6,568.27	4.18%	30,316.49	1.73%	21,410.00	8,906.49	33,092.27	1.86%
Fuel/Gas/Oil	1,468.48	0.91%	2,529.00	(1,060.52)	2,526.54	1.61%	27,101.28	1.54%	27,288.00	(186.72)	25,274.81	1.42%
Garbage	582.40	0.36%	400.00	182.40	453.29	0.29%	6,651.68	0.38%	6,100.00	551.68	5,972.17	0.34%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	12.00	(12.00)	-	0.00%	-	0.00%	162.00	(162.00)	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	900.00	(900.00)	674.68	0.43%	1,749.36	0.10%	9,000.00	(7,250.64)	7,672.12	0.43%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	358.52	0.22%	1,000.00	(641.48)	1,042.42	0.66%	8,403.62	0.48%	10,000.00	(1,596.38)	9,093.98	0.51%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Lease - Equipment	10,112.17	6.28%	6,006.00	4,106.17	5,719.22	3.64%	66,193.84	3.77%	60,060.00	6,133.84	45,004.38	2.53%
Legal	-	0.00%	-	-	-	0.00%	630.00	0.04%	-	630.00	-	0.00%
Licenses	294.00	0.18%	212.00	82.00	294.00	0.19%	2,614.00	0.15%	2,334.00	280.00	2,614.00	0.15%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	32.00	(32.00)	-	0.00%	(120.39)	-0.01%	438.00	(558.39)	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	358.99	0.22%	340.00	18.99	381.66	0.24%	2,318.93	0.13%	3,423.00	(1,104.07)	2,647.28	0.15%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	79,641.73	49.45%	83,500.00	(3,858.27)	77,822.27	49.52%	766,485.65	43.63%	818,100.00	(51,614.35)	741,387.88	41.74%
Pest Service	200.00	0.12%	200.00	-	200.00	0.13%	2,000.00	0.11%	2,000.00	-	2,000.00	0.11%
Pesticide/Chemical	-	0.00%	1,900.00	(1,900.00)	1,230.79	0.78%	45,133.68	2.57%	53,450.00	(8,316.32)	44,682.07	2.52%
Postage	224.30	0.14%	100.00	124.30	(138.44)	-0.09%	2,848.22	0.16%	1,000.00	1,848.22	1,888.67	0.11%
Printing	239.90	0.15%	336.00	(96.10)	250.60	0.16%	2,945.57	0.17%	3,371.00	(425.43)	3,251.69	0.18%
Professional Services	-	0.00%	300.00	(300.00)	300.00	0.19%	15,887.88	0.90%	9,400.00	6,487.88	22,240.00	1.25%
Repairs & Maint - Building	163.24	0.10%	1,707.00	(1,543.76)	355.10	0.23%	9,766.04	0.56%	17,251.00	(7,484.96)	15,292.16	0.86%
Repairs & Maint - Equipment	3,784.62	2.35%	3,962.00	(177.38)	4,267.52	2.72%	32,552.80	1.85%	39,873.00	(7,320.20)	48,304.67	2.72%
Repairs & Maint - Irrigation	1,282.95	0.80%	2,500.00	(1,217.05)	3,873.13	2.46%	25,438.00	1.45%	25,000.00	438.00	24,138.71	1.36%
Repairs & Maint - Cart Path	627.24	0.39%	1,000.00	(372.76)	1,299.04	0.83%	18,256.03	1.04%	10,000.00	8,256.03	12,808.68	0.72%
Repairs & Maint - Carts	-	0.00%	9.00	(9.00)	-	0.00%	26.44	0.00%	127.00	(100.56)	146.29	0.01%
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Security System	477.00	0.30%	350.00	127.00	577.00	0.37%	3,640.16	0.21%	3,500.00	140.16	3,804.70	0.21%
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	1,670.43	1.04%	1,287.00	383.43	1,890.92	1.20%	14,387.92	0.82%	12,953.00	1,434.92	13,040.81	0.73%
Supplies - Chinal/Glass/Silver	28.76	0.02%	133.00	(104.24)	279.18	0.18%	1,672.89	0.10%	1,333.00	339.89	1,204.84	0.07%
Supplies - Cleaning	-	0.00%	8.00	(8.00)	-	0.00%	14.70	0.00%	83.00	(68.30)	-	0.00%
Supplies - Kitchen	458.88	0.28%	792.00	(333.12)	660.88	0.42%	7,406.69	0.42%	7,917.00	(510.31)	7,176.34	0.40%
Supplies - Paper Products	150.56	0.09%	183.00	(32.44)	246.99	0.16%	1,850.19	0.11%	1,833.00	17.19	2,127.44	0.12%
Supplies - Range	-	0.00%	72.00	(72.00)	-	0.00%	133.35	0.01%	996.00	(862.65)	797.69	0.04%
Telephone	613.64	0.38%	1,167.00	(553.36)	1,157.83	0.74%	6,515.29	0.37%	11,670.00	(5,154.71)	10,461.46	0.59%
Tools	-	0.00%	100.00	(100.00)	161.92	0.10%	1,264.83	0.07%	1,000.00	264.83	2,399.59	0.14%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	-	0.00%	733.00	(733.00)	737.82	0.47%	6,923.09	0.39%	7,330.00	(406.91)	6,299.83	0.35%
Water	829.28	0.51%	807.00	22.28	974.69	0.62%	9,127.49	0.52%	8,070.00	1,057.49	10,885.14	0.61%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
<b>Total Expenses</b>	<b>\$ 118,627.77</b>	<b>73.66%</b>	<b>\$ 132,657.00</b>	<b>\$ (14,029.23)</b>	<b>\$ 128,383.60</b>	<b>81.69%</b>	<b>\$ 1,264,505.29</b>	<b>71.99%</b>	<b>\$ 1,331,838.00</b>	<b>\$ (67,332.71)</b>	<b>\$ 1,268,180.27</b>	<b>71.40%</b>
<b>Net Operating Income/(Loss)</b>	<b>\$ 16,269.03</b>	<b>10.10%</b>	<b>\$ 4,495.00</b>	<b>\$ 11,774.03</b>	<b>\$ (12,379.19)</b>	<b>-7.88%</b>	<b>\$ 185,930.25</b>	<b>10.58%</b>	<b>\$ 170,520.00</b>	<b>\$ 15,410.25</b>	<b>\$ 194,012.30</b>	<b>10.92%</b>

Other Expenses												
Section 22 - Lease Fee	8,534.53	5.30%	8,833.00	(298.47)	8,833.33	5.62%	161,208.00	9.18%	150,165.00	11,043.00	158,999.98	8.95%
Lease-Golf Carts	-	0.00%	3,775.00	(3,775.00)	3,774.93	2.40%	36,479.44	2.08%	33,975.00	2,504.44	37,749.30	2.13%
Taxes-Property	2,200.00	1.37%	2,548.00	(348.00)	2,142.03	1.36%	22,000.00	1.25%	22,929.00	(929.00)	22,000.00	1.24%
Insurance P&C	1,916.86	1.19%	2,333.00	(416.14)	2,592.46	1.65%	22,870.68	1.30%	21,000.00	1,870.68	28,494.10	1.60%
<b>Total Other Expenses</b>	<b>\$ 12,651.39</b>	<b>7.86%</b>	<b>\$ 17,489.00</b>	<b>\$ (4,837.61)</b>	<b>\$ 17,342.75</b>	<b>11.03%</b>	<b>\$ 242,558.12</b>	<b>13.81%</b>	<b>\$ 228,069.00</b>	<b>\$ 14,489.12</b>	<b>\$ 247,243.38</b>	<b>13.92%</b>
Other Income/(Expense)												
Gift Certificates	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ (408.20)	-0.02%	\$ -	\$ (408.20)	\$ -	0.00%
Gold Card Bonus	(8,153.25)	-5.06%	-	(8,153.25)	-	0.00%	(33,294.21)	-1.90%	-	(33,294.21)	-	0.00%
Special Contributions	609.00	0.38%	-	609.00	-	0.00%	138,252.00	7.87%	\$ -	138,252.00	-	0.00%
<b>Tc Total Other Income/(Expense)</b>	<b>\$ (7,544.25)</b>	<b>-4.68%</b>	<b>\$ -</b>	<b>\$ (7,544.25)</b>	<b>\$ -</b>	<b>0.00%</b>	<b>\$ 104,549.59</b>	<b>5.95%</b>	<b>\$ -</b>	<b>\$ 104,549.59</b>	<b>\$ -</b>	<b>0.00%</b>
<b>Net Income/(Loss)</b>	<b>\$ (3,926.61)</b>	<b>-2.44%</b>	<b>\$ (12,994.00)</b>	<b>\$ 9,067.39</b>	<b>\$ (29,721.94)</b>	<b>-18.91%</b>	<b>\$ 47,921.72</b>	<b>2.73%</b>	<b>\$ (57,549.00)</b>	<b>\$ 105,470.72</b>	<b>\$ (53,231.08)</b>	<b>-3.00%</b>

**TOTAL ROUNDS (Current Yr.) 2,706 MTD 26,757 YTD      TOTAL ROUNDS (Prior Yr.) 2,287 MTD 26,601 YTD**