

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of November 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	\$ 15,808.30	8.21%	\$ 14,000.00	\$ 1,808.30	\$ 13,593.12	7.39%	\$ 145,329.14	7.36%	\$ 159,250.00	\$ (13,920.86)	\$ 157,918.39	8.06%
Cart Fees	21,492.59	11.17%	20,000.00	1,492.59	20,392.49	11.08%	191,433.49	9.70%	227,500.00	(36,066.51)	224,795.59	11.47%
Driving Range	301.69	0.16%	984.00	(682.31)	710.20	0.39%	8,512.17	0.43%	11,193.00	(2,680.83)	9,963.02	0.51%
Merchandise	10,552.91	5.48%	10,640.00	(87.09)	14,404.73	7.83%	124,357.57	6.30%	121,030.00	3,327.57	118,562.50	6.05%
Club Rental	313.95	0.16%	240.00	73.95	380.90	0.21%	2,690.50	0.14%	2,730.00	(39.50)	3,023.30	0.15%
Other Income	(68.50)	-0.04%	144.00	(212.50)	46.25	0.03%	685.19	0.03%	1,448.00	(762.81)	529.49	0.03%
Golf Lessons	241.25	0.13%	752.00	(510.75)	680.00	0.37%	5,480.25	0.28%	8,554.00	(3,073.75)	8,532.50	0.44%
Golf Dues	40,252.81	20.92%	48,333.00	(8,080.19)	47,686.08	25.91%	525,019.62	26.60%	531,666.00	(6,646.38)	524,546.88	26.76%
Activity Fees	39,183.75	20.36%	27,500.00	11,683.75	29,223.00	15.88%	331,423.81	16.79%	302,500.00	28,923.81	293,015.60	14.95%
Food Sales	35,162.95	18.27%	49,520.00	(14,357.05)	35,632.15	19.36%	389,674.96	19.74%	445,679.00	(56,004.04)	402,087.96	20.51%
Liquor Sales	8,388.20	4.36%	7,014.00	1,374.20	5,813.58	3.16%	75,698.19	3.84%	63,129.00	12,569.19	57,363.12	2.93%
Beer Sales	6,118.02	3.18%	5,048.00	1,070.02	4,817.51	2.62%	51,034.97	2.59%	45,428.00	5,606.97	42,910.76	2.19%
Wine Sales	3,341.50	1.74%	4,704.00	(1,362.50)	3,755.83	2.04%	39,987.01	2.03%	42,333.00	(2,345.99)	39,214.46	2.00%
Soft Drink Sales	2,406.75	1.25%	2,831.00	(424.25)	2,277.09	1.24%	26,881.22	1.36%	25,477.00	1,404.22	24,467.08	1.25%
Social Events	8,236.35	4.28%	6,645.00	1,591.35	4,339.55	2.36%	52,043.28	2.64%	59,808.00	(7,764.72)	51,724.88	2.64%
Interest Income - Bank	17.29	0.01%	-	17.29	10.85	0.01%	73.74	0.00%	-	73.74	69.87	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	700.96	0.36%	-	700.96	271.68	0.15%	3,498.37	0.18%	-	3,498.37	1,428.28	0.07%
Total Revenues	192,450.77	100.00%	198,355.00	(5,904.23)	184,035.01	100.00%	1,973,823.48	100.00%	2,047,725.00	(73,901.52)	1,960,153.68	100.00%
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Cost of Sales												
Cost of Sales - Merchandise	13,549.94	7.04%	7,448.00	6,101.94	23,797.29	12.93%	77,828.26	3.94%	84,721.00	(6,892.74)	106,934.35	5.46%
Cost of Sales - Food	22,746.91	11.82%	23,721.00	(974.09)	15,040.75	8.17%	212,401.63	10.76%	213,495.00	(1,093.37)	195,984.71	10.00%

Cost of Sales - Liquor	2,344.71	1.22%	2,002.00	342.71	2,060.67	1.12%	20,108.28	1.02%	18,017.00	2,091.28	17,082.48	0.87%
Cost of Sales - Beer	2,756.20	1.43%	2,169.00	587.20	2,742.00	1.49%	22,334.13	1.13%	19,523.00	2,811.13	19,885.73	1.01%
Cost of Sales - Wine	187.19	0.10%	1,523.00	(1,335.81)	914.80	0.50%	9,365.12	0.47%	13,704.00	(4,338.88)	11,315.20	0.58%
Cost of Sales - Soft Drink	1,167.30	0.61%	864.00	303.30	337.81	0.18%	6,659.13	0.34%	7,779.00	(1,119.87)	7,616.95	0.39%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	42,752.25	22.21%	37,727.00	5,025.25	44,893.32	24.39%	348,696.55	17.67%	357,239.00	(8,542.45)	358,819.42	18.31%
Gross Profit	\$ 149,698.52	77.79%	\$ 160,628.00	\$ (10,929.48)	\$ 139,141.69	75.61%	\$ 1,625,126.93	82.33%	\$ 1,690,486.00	\$ (65,359.07)	\$ 1,601,334.26	81.69%
Expenses												
Accounting	\$ 1,500.00	0.78%	\$ 1,500.00	\$ -	\$ 1,500.00	0.82%	\$ 16,500.00	0.84%	\$ 16,500.00	\$ -	\$ 15,000.00	0.77%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.43%	8,500.00	-	8,500.00	0.43%
Activity Club Expense	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	80.87	0.04%	350.00	(269.13)	416.00	0.23%	1,211.60	0.06%	3,868.00	(2,656.40)	3,124.35	0.16%
Advertising - Classified	311.89	0.16%	4.00	307.89	-	0.00%	411.89	0.02%	96.00	315.89	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	8.60	0.00%	150.00	(141.40)	(27.65)	-0.02%	443.35	0.02%	1,650.00	(1,206.65)	293.83	0.01%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	314.38	0.16%	667.00	(352.62)	524.00	0.28%	1,475.29	0.07%	7,333.00	(5,857.71)	4,658.31	0.24%
Contract Labor	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	8,959.92	0.46%
Contract Services	-	0.00%	775.00	(775.00)	768.50	0.42%	4,954.36	0.25%	8,525.00	(3,570.64)	7,897.00	0.40%
Credit Card Discounts	7,729.49	4.02%	2,583.00	5,146.49	38.02	0.02%	30,542.48	1.55%	28,413.00	2,129.48	20,437.47	1.04%
Decorations & Flowers	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.19	1.90%	3,158.00	497.19	4,245.16	2.31%	40,113.13	2.03%	34,738.00	5,375.13	36,905.95	1.88%
Dues & Subscriptions	-	0.00%	260.00	(260.00)	219.46	0.12%	3,426.00	0.17%	2,860.00	566.00	3,631.00	0.19%
Education & Seminars	-	0.00%	67.00	(67.00)	220.00	0.12%	369.77	0.02%	483.00	(113.23)	565.36	0.03%
Electricity - Building	2,614.64	1.36%	3,730.00	(1,115.36)	2,692.30	1.46%	40,786.03	2.07%	41,030.00	(243.97)	41,795.03	2.13%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	344.00	0.02%
Employee Health Expenses	707.24	0.37%	338.00	369.24	337.10	0.18%	3,496.47	0.18%	3,718.00	(221.53)	1,136.30	0.06%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	900.00	0.47%	758.00	142.00	300.00	0.16%	7,610.26	0.39%	8,342.00	(731.74)	8,237.45	0.42%
Equipment Rental	-	0.00%	-	-	-	0.00%	2,351.24	0.12%	3,650.00	(1,298.76)	3,097.65	0.16%

Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	1,302.57	0.68%	900.00	402.57	413.40	0.22%	31,619.06	1.60%	22,310.00	9,309.06	33,505.67	1.71%
Fuel/Gas/Oil	4,521.15	2.35%	2,529.00	1,992.15	2,880.31	1.57%	31,622.43	1.60%	29,817.00	1,805.43	28,155.12	1.44%
Garbage	617.67	0.32%	750.00	(132.33)	-	0.00%	7,269.35	0.37%	6,850.00	419.35	5,972.17	0.30%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	16.00	(16.00)	-	0.00%	-	0.00%	178.00	(178.00)	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	674.67	0.35%	900.00	(225.33)	1,074.68	0.58%	2,424.03	0.12%	9,900.00	(7,475.97)	8,746.80	0.45%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	649.89	0.34%	1,000.00	(350.11)	1,130.34	0.61%	9,053.51	0.46%	11,000.00	(1,946.49)	10,224.32	0.52%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	7,269.29	3.78%	6,006.00	1,263.29	7,009.34	3.81%	73,463.13	3.72%	66,066.00	7,397.13	52,013.72	2.65%
Legal	-	0.00%	-	-	-	0.00%	630.00	0.03%	-	630.00	-	0.00%
Licenses	-	0.00%	213.00	(213.00)	-	0.00%	2,614.00	0.13%	2,547.00	67.00	2,614.00	0.13%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	42.00	(42.00)	56.25	0.03%	(120.39)	-0.01%	480.00	(600.39)	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	404.29	0.21%	342.00	62.29	736.05	0.40%	2,723.22	0.14%	3,765.00	(1,041.78)	2,647.28	0.14%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	79,556.83	41.34%	79,500.00	56.83	77,823.93	42.29%	846,042.48	42.86%	897,600.00	(51,557.52)	810,282.31	41.34%
Pest Service	200.00	0.10%	200.00	-	400.00	0.22%	2,200.00	0.11%	2,200.00	-	2,000.00	0.10%
Pesticide/Chemical	1,900.00	0.99%	1,900.00	-	983.68	0.53%	47,033.68	2.38%	55,350.00	(8,316.32)	45,665.75	2.33%
Postage	9.25	0.00%	100.00	(90.75)	115.23	0.06%	2,857.47	0.14%	1,100.00	1,757.47	1,888.67	0.10%
Printing	403.22	0.21%	337.00	66.22	403.15	0.22%	3,348.79	0.17%	3,708.00	(359.21)	3,251.69	0.17%
Professional Services	300.00	0.16%	300.00	-	300.00	0.16%	16,187.88	0.82%	9,700.00	6,487.88	22,540.00	1.15%
Repairs & Maint - Building	190.00	0.10%	1,723.00	(1,533.00)	243.73	0.13%	9,956.04	0.50%	18,973.00	(9,016.96)	15,890.99	0.81%
Repairs & Maint - Equipment	4,715.52	2.45%	3,984.00	731.52	4,271.32	2.32%	37,268.32	1.89%	43,857.00	(6,588.68)	52,553.00	2.68%
Repairs & Maint - Irrigation	4,086.20	2.12%	2,500.00	1,586.20	1,497.23	0.81%	29,524.20	1.50%	27,500.00	2,024.20	25,635.94	1.31%
Repairs & Maint - Cart Path	500.00	0.26%	1,000.00	(500.00)	4,493.48	2.44%	18,756.03	0.95%	11,000.00	7,756.03	17,302.16	0.88%
Repairs & Maint - Carts	-	0.00%	12.00	(12.00)	-	0.00%	26.44	0.00%	139.00	(112.56)	146.29	0.01%
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Security System	66.78	0.03%	350.00	(283.22)	199.28	0.11%	3,706.94	0.19%	3,850.00	(143.06)	3,804.70	0.19%
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Supplies	2,006.95	1.04%	1,294.00	712.95	2,064.46	1.12%	16,394.87	0.83%	14,247.00	2,147.87	14,853.93	0.76%
Supplies - Chinal/Glass/Silver	434.28	0.23%	133.00	301.28	469.99	0.26%	2,107.17	0.11%	1,467.00	640.17	1,674.83	0.09%
Supplies - Cleaning	-	0.00%	8.00	(8.00)	-	0.00%	14.70	0.00%	92.00	(77.30)	-	0.00%
Supplies - Kitchen	1,953.29	1.01%	792.00	1,161.29	772.50	0.42%	9,359.98	0.47%	8,708.00	651.98	7,948.84	0.41%
Supplies - Paper Products	301.12	0.16%	183.00	118.12	67.58	0.04%	2,151.31	0.11%	2,017.00	134.31	2,195.02	0.11%
Supplies - Range	-	0.00%	96.00	(96.00)	159.65	0.09%	133.35	0.01%	1,092.00	(958.65)	957.34	0.05%
Telephone	1,250.91	0.65%	1,167.00	83.91	1,049.75	0.57%	7,766.20	0.39%	12,837.00	(5,070.80)	10,461.46	0.53%
Tools	39.43	0.02%	100.00	(60.57)	246.07	0.13%	1,304.26	0.07%	1,100.00	204.26	2,645.66	0.13%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	1,943.41	1.01%	733.00	1,210.41	653.45	0.36%	8,866.50	0.45%	8,063.00	803.50	6,953.28	0.35%
Water	313.67	0.16%	807.00	(493.33)	(480.28)	-0.26%	9,441.16	0.48%	8,877.00	564.16	11,194.82	0.57%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Total Expenses	<u>\$ 133,432.69</u>	<u>69.33%</u>	<u>\$ 124,257.00</u>	<u>\$ 9,175.69</u>	<u>\$ 120,267.46</u>	<u>65.35%</u>	<u>\$ 1,397,937.98</u>	<u>70.82%</u>	<u>\$ 1,456,096.00</u>	<u>\$ (58,158.02)</u>	<u>\$ 1,368,939.18</u>	<u>69.84%</u>
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Net Operating Income/(Loss)	<u>\$ 16,265.83</u>	<u>8.45%</u>	<u>\$ 36,371.00</u>	<u>\$ (20,105.17)</u>	<u>\$ 18,874.23</u>	<u>10.26%</u>	<u>\$ 227,188.95</u>	<u>11.51%</u>	<u>\$ 234,390.00</u>	<u>\$ (7,201.05)</u>	<u>\$ 232,395.08</u>	<u>11.86%</u>
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Other Expenses												
Section 22 - Lease Fee	26,450.00	13.74%	26,500.00	(50.00)	26,500.00	14.40%	187,658.00	9.51%	185,498.00	2,160.00	185,499.98	9.46%
Lease-Golf Carts	6,890.00	3.58%	3,775.00	3,115.00	-	0.00%	43,369.44	2.20%	41,525.00	1,844.44	37,749.30	1.93%
Taxes-Property	4,045.70	2.10%	2,548.00	1,497.70	2,717.33	1.48%	26,045.70	1.32%	28,025.00	(1,979.30)	24,717.33	1.26%
Insurance P&C	2,382.86	1.24%	2,333.00	49.86	1,979.85	1.08%	25,253.54	1.28%	25,666.00	(412.46)	30,473.95	1.55%

Total Other Expenses	<u>\$ 39,768.56</u>	<u>20.66%</u>	<u>\$ 35,156.00</u>	<u>\$ 4,612.56</u>	<u>\$ 31,197.18</u>	<u>16.95%</u>	<u>\$ 282,326.68</u>	<u>14.30%</u>	<u>\$ 280,714.00</u>	<u>\$ 1,612.68</u>	<u>\$ 278,440.56</u>	<u>14.21%</u>
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Other Income/(Expense)												
Gift Certificates	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ (408.20)	-0.02%	\$ -	\$ (408.20)	\$ -	0.00%
Gold Card Bonus	-	0.00%	-	-	-	0.00%	(33,294.21)	-1.69%	-	(33,294.21)	-	0.00%
Special Contributions	250.00	0.13%	-	250.00	-	0.00%	138,502.00	7.02%	\$ -	138,502.00	-	0.00%

Total Other Income/(Expense)	<u>\$ 250.00</u>	<u>0.13%</u>	<u>\$ -</u>	<u>\$ 250.00</u>	<u>\$ -</u>	<u>0.00%</u>	<u>\$ 104,799.59</u>	<u>5.31%</u>	<u>\$ -</u>	<u>\$ 104,799.59</u>	<u>\$ -</u>	<u>0.00%</u>
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Net Income/(Loss)	<u>\$ (23,252.73)</u>	<u>-12.08%</u>	<u>\$ 1,215.00</u>	<u>\$ (24,467.73)</u>	<u>\$ (12,322.95)</u>	<u>-6.70%</u>	<u>\$ 49,661.86</u>	<u>2.52%</u>	<u>\$ (46,324.00)</u>	<u>\$ 95,985.86</u>	<u>\$ (46,045.48)</u>	<u>-2.35%</u>
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TOTAL ROUNDS (Current Yr.) 3,149 MTD 29,906 YTD **TOTAL ROUNDS (Prior Yr.)** 3,249 MTD 29,850 YTD