

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of December 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	\$ 11,921.13	6.77%	\$ 15,750.00	\$ (3,828.87)	\$ 10,523.11	5.47%	\$ 157,250.27	7.31%	\$ 175,000.00	\$ (17,749.73)	\$ 168,441.50	7.83%
Cart Fees	16,820.86	9.55%	22,500.00	(5,679.14)	16,159.13	8.40%	208,254.35	9.69%	250,000.00	(41,745.65)	240,954.72	11.19%
Driving Range	361.13	0.20%	1,107.00	(745.87)	887.50	0.46%	8,498.30	0.40%	12,300.00	(3,801.70)	10,850.52	0.50%
Merchandise	11,501.90	6.53%	11,970.00	(468.10)	15,583.41	8.10%	135,859.47	6.32%	133,000.00	2,859.47	134,145.91	6.23%
Club Rental	173.05	0.10%	270.00	(96.95)	359.15	0.19%	2,863.55	0.13%	3,000.00	(136.45)	3,382.45	0.16%
Other Income	49.00	0.03%	152.00	(103.00)	92.96	0.05%	734.19	0.03%	1,600.00	(865.81)	622.45	0.03%
Golf Lessons	263.00	0.15%	846.00	(583.00)	405.50	0.21%	5,743.25	0.27%	9,400.00	(3,656.75)	8,938.00	0.42%
Golf Dues	41,461.91	23.53%	48,338.00	(6,876.09)	47,686.08	24.78%	566,856.53	26.37%	580,004.00	(13,147.47)	572,232.96	26.58%
Activity Fees	38,842.84	22.04%	27,500.00	11,342.84	29,223.00	15.19%	370,266.65	17.22%	330,000.00	40,266.65	322,238.60	14.97%
Food Sales	32,972.26	18.71%	49,520.00	(16,547.74)	46,611.16	24.23%	422,647.22	19.66%	495,199.00	(72,551.78)	448,699.12	20.84%
Liquor Sales	7,071.35	4.01%	7,014.00	57.35	6,809.13	3.54%	82,769.54	3.85%	70,143.00	12,626.54	64,172.25	2.98%
Beer Sales	3,621.16	2.06%	5,048.00	(1,426.84)	4,482.87	2.33%	54,656.13	2.54%	50,476.00	4,180.13	47,393.63	2.20%
Wine Sales	3,436.50	1.95%	4,704.00	(1,267.50)	5,188.56	2.70%	43,423.51	2.02%	47,037.00	(3,613.49)	44,403.02	2.06%
Soft Drink Sales	2,094.50	1.19%	2,831.00	(736.50)	2,329.56	1.21%	28,975.72	1.35%	28,308.00	667.72	26,796.64	1.24%
Social Events	4,741.23	2.69%	6,645.00	(1,903.77)	5,729.81	2.98%	56,784.51	2.64%	66,453.00	(9,668.49)	57,454.69	2.67%
Interest Income - Bank	12.38	0.01%	-	12.38	8.21	0.00%	86.12	0.00%	-	86.12	78.08	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	858.00	0.49%	-	858.00	329.23	0.17%	4,356.37	0.20%	-	4,356.37	1,757.51	0.08%
Total Revenues	176,202.20	100.00%	204,195.00	(27,992.80)	192,408.37	100.00%	2,150,025.68	100.00%	2,251,920.00	(101,894.32)	2,152,562.05	100.00%
Cost of Sales												
Cost of Sales - Merchandise	(654.30)	-0.37%	8,379.00	(9,033.30)	3,827.04	1.99%	77,173.96	3.59%	93,100.00	(15,926.04)	110,761.39	5.15%
Cost of Sales - Food	18,953.20	10.76%	23,721.00	(4,767.80)	28,716.29	14.92%	231,354.83	10.76%	237,216.00	(5,861.17)	224,701.00	10.44%
Cost of Sales - Liquor	2,308.82	1.31%	2,002.00	306.82	1,335.93	0.69%	22,417.10	1.04%	20,019.00	2,398.10	18,418.41	0.86%
Cost of Sales - Beer	2,081.05	1.18%	2,169.00	(87.95)	1,864.89	0.97%	24,415.18	1.14%	21,692.00	2,723.18	21,750.62	1.01%
Cost of Sales - Wine	1,181.04	0.67%	1,523.00	(341.96)	1,390.95	0.72%	10,546.16	0.49%	15,227.00	(4,680.84)	12,706.15	0.59%
Cost of Sales - Soft Drink	633.00	0.36%	864.00	(231.00)	2,007.28	1.04%	7,292.13	0.34%	8,643.00	(1,350.87)	9,624.23	0.45%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Total Cost of Sales	24,502.81	13.91%	38,658.00	(14,155.19)	39,142.38	20.34%	373,199.36	17.36%	395,897.00	(22,697.64)	397,961.80	18.49%
Gross Profit	\$ 151,699.39	86.09%	\$ 165,537.00	\$ (13,837.61)	\$ 153,265.99	79.66%	\$ 1,776,826.32	82.64%	\$ 1,856,023.00	\$ (79,196.68)	\$ 1,754,600.25	81.51%
Expenses												
Accounting	\$ 1,500.00	0.85%	\$ 1,500.00	\$ -	\$ 1,500.00	0.78%	\$ 18,000.00	0.84%	\$ 18,000.00	\$ -	\$ 18,000.00	0.84%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.40%	8,500.00	-	8,500.00	0.39%
Activity Club Expense	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	-	0.00%	359.00	(359.00)	196.00	0.10%	1,211.60	0.06%	4,227.00	(3,015.40)	3,736.35	0.17%
Advertising - Classified	-	0.00%	4.00	(4.00)	-	0.00%	411.89	0.02%	100.00	311.89	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	-	0.00%	150.00	(150.00)	(12.60)	-0.01%	443.35	0.02%	1,800.00	(1,356.65)	253.58	0.01%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	261.86	0.15%	667.00	(405.14)	352.48	0.18%	1,737.15	0.08%	8,000.00	(6,262.85)	5,534.79	0.26%
Contract Labor	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	8,959.92	0.42%
Contract Services	450.00	0.26%	775.00	(325.00)	768.50	0.40%	5,404.36	0.25%	9,300.00	(3,895.64)	9,434.00	0.44%
Credit Card Discounts	5,015.28	2.85%	2,587.00	2,428.28	2,501.63	1.30%	35,557.76	1.65%	31,000.00	4,557.76	22,977.12	1.07%
Decorations & Flowers	3,655.19	2.07%	-	3,655.19	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	-	0.00%	3,162.00	(3,162.00)	4,245.14	2.21%	43,768.32	2.04%	37,900.00	5,868.32	45,396.25	2.11%
Dues & Subscriptions	150.00	0.09%	265.00	(115.00)	-	0.00%	3,576.00	0.17%	3,125.00	451.00	3,740.46	0.17%
Education & Seminars	-	0.00%	17.00	(17.00)	-	0.00%	369.77	0.02%	500.00	(130.23)	565.36	0.03%
Electricity - Building	6,997.03	3.97%	3,730.00	3,267.03	2,321.73	1.21%	47,783.06	2.22%	44,760.00	3,023.06	44,696.24	2.08%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	344.00	0.02%
Employee Health Expenses	-	0.00%	338.00	(338.00)	337.10	0.18%	3,496.47	0.16%	4,056.00	(559.53)	1,810.50	0.08%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	805.48	0.46%	758.00	47.48	1,050.00	0.55%	8,415.74	0.39%	9,100.00	(684.26)	9,287.45	0.43%
Equipment Rental	-	0.00%	-	-	615.25	0.32%	2,351.24	0.11%	3,650.00	(1,298.76)	3,712.90	0.17%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	-	0.00%	900.00	(900.00)	2,314.14	1.20%	31,619.06	1.47%	23,210.00	8,409.06	35,819.81	1.66%
Fuel/Gas/Oil	5,834.14	3.31%	2,533.00	3,301.14	2,906.73	1.51%	37,456.57	1.74%	32,350.00	5,106.57	31,061.85	1.44%
Garbage	848.23	0.48%	400.00	448.23	1,231.58	0.64%	8,117.58	0.38%	7,250.00	867.58	7,203.75	0.33%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	18.00	(18.00)	148.50	0.08%	-	0.00%	196.00	(196.00)	148.50	0.01%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	900.00	(900.00)	874.68	0.45%	2,424.03	0.11%	10,800.00	(8,375.97)	9,621.48	0.45%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	1,577.89	0.90%	1,000.00	577.89	1,040.50	0.54%	10,631.40	0.49%	12,000.00	(1,368.60)	11,264.82	0.52%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	1,589.50	0.90%	6,004.00	(4,414.50)	6,025.14	3.13%	75,052.63	3.49%	72,070.00	2,982.63	58,038.86	2.70%

Legal	-	0.00%	-	-	-	0.00%	630.00	0.03%	-	630.00	-	0.00%
Licenses	-	0.00%	203.00	(203.00)	-	0.00%	2,614.00	0.12%	2,750.00	(136.00)	2,614.00	0.12%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	47.00	(47.00)	-	0.00%	(120.39)	-0.01%	527.00	(647.39)	561.05	0.03%
Member Referral	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Miscellaneous	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Office Supplies	151.69	0.09%	347.00	(195.31)	(170.67)	-0.09%	2,874.91	0.13%	4,112.00	(1,237.09)	3,212.66	0.15%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	77,094.45	43.75%	78,900.00	(1,805.55)	82,668.72	42.97%	923,136.93	42.94%	976,500.00	(53,363.07)	901,880.53	41.90%
Pest Service	200.00	0.11%	200.00	-	-	0.00%	2,400.00	0.11%	2,400.00	-	2,400.00	0.11%
Pesticide/Chemical	-	0.00%	1,800.00	(1,800.00)	419.30	0.22%	47,033.68	2.19%	57,150.00	(10,116.32)	46,085.05	2.14%
Postage	(613.30)	-0.35%	100.00	(713.30)	(409.49)	-0.21%	2,244.17	0.10%	1,200.00	1,044.17	1,594.41	0.07%
Printing	290.70	0.16%	342.00	(51.30)	296.94	0.15%	3,639.49	0.17%	4,050.00	(410.51)	3,951.78	0.18%
Professional Services	300.00	0.17%	300.00	-	300.00	0.16%	16,487.88	0.77%	10,000.00	6,487.88	22,840.00	1.06%
Repairs & Maint - Building	349.47	0.20%	1,727.00	(1,377.53)	892.25	0.46%	10,305.51	0.48%	20,700.00	(10,394.49)	16,428.14	0.76%
Repairs & Maint - Equipment	2,849.00	1.62%	3,993.00	(1,144.00)	3,185.88	1.66%	40,147.32	1.87%	47,850.00	(7,702.68)	55,761.87	2.59%
Repairs & Maint - Irrigation	1,140.77	0.65%	2,500.00	(1,359.23)	3,409.19	1.77%	30,664.97	1.43%	30,000.00	664.97	29,045.13	1.35%
Repairs & Maint - Cart Path	386.53	0.22%	1,000.00	(613.47)	(1,062.64)	-0.55%	19,142.56	0.89%	12,000.00	7,142.56	16,239.52	0.75%
Repairs & Maint - Carts	-	0.00%	14.00	(14.00)	-	0.00%	26.44	0.00%	153.00	(126.56)	146.29	0.01%
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Security System	-	0.00%	350.00	(350.00)	-	0.00%	3,706.94	0.17%	4,200.00	(493.06)	4,003.98	0.19%
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	1,290.74	0.73%	1,303.00	(12.26)	1,729.86	0.90%	17,685.61	0.82%	15,550.00	2,135.61	16,835.13	0.78%
Supplies - Chinal/Glass/Silver	121.20	0.07%	133.00	(11.80)	216.08	0.11%	2,228.37	0.10%	1,600.00	628.37	1,890.91	0.09%
Supplies - Cleaning	-	0.00%	8.00	(8.00)	-	0.00%	14.70	0.00%	100.00	(85.30)	-	0.00%
Supplies - Kitchen	531.31	0.30%	792.00	(260.69)	466.21	0.24%	9,891.29	0.46%	9,500.00	391.29	8,415.05	0.39%
Supplies - Paper Products	75.91	0.04%	183.00	(107.09)	209.58	0.11%	2,227.22	0.10%	2,200.00	27.22	2,404.60	0.11%
Supplies - Range	-	0.00%	108.00	(108.00)	-	0.00%	133.35	0.01%	1,200.00	(1,066.65)	957.34	0.04%
Telephone	-	0.00%	1,163.00	(1,163.00)	1,061.83	0.55%	7,766.20	0.36%	14,000.00	(6,233.80)	12,573.04	0.58%
Tools	-	0.00%	100.00	(100.00)	256.79	0.13%	1,304.26	0.06%	1,200.00	104.26	2,902.45	0.13%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	1,481.02	0.84%	737.00	744.02	684.24	0.36%	10,347.52	0.48%	8,800.00	1,547.52	7,637.52	0.35%
Water	685.27	0.39%	803.00	(117.73)	966.89	0.50%	10,126.43	0.47%	9,680.00	446.43	11,371.75	0.53%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

Total Expenses	<u>\$ 115,019.36</u>	<u>65.28%</u>	<u>\$ 123,220.00</u>	<u>\$ (8,200.64)</u>	<u>\$ 123,537.46</u>	<u>64.21%</u>	<u>\$ 1,512,987.34</u>	<u>70.37%</u>	<u>\$ 1,579,316.00</u>	<u>\$ (66,328.66)</u>	<u>\$ 1,511,985.19</u>	<u>70.24%</u>
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Net Operating Income/(Loss)	<u>\$ 36,680.03</u>	<u>20.82%</u>	<u>\$ 42,317.00</u>	<u>\$ (5,636.97)</u>	<u>\$ 29,728.53</u>	<u>15.45%</u>	<u>\$ 263,838.98</u>	<u>12.27%</u>	<u>\$ 276,707.00</u>	<u>\$ (12,868.02)</u>	<u>\$ 242,615.06</u>	<u>11.27%</u>
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Other Expenses

Section 22 - Lease Fee	26,450.00	15.01%	26,500.00	(50.00)	26,500.00	13.77%	214,108.00	9.96%	211,998.00	2,110.00	211,999.98	9.85%
Lease-Golf Carts	3,609.42	2.05%	3,775.00	(165.58)	10,702.62	5.56%	46,978.86	2.19%	45,300.00	1,678.86	48,451.92	2.25%
Taxes-Property	2,200.00	1.25%	2,546.00	(346.00)	2,200.00	1.14%	28,245.70	1.31%	30,571.00	(2,325.30)	26,917.33	1.25%
Insurance P&C	1,232.86	0.70%	2,334.00	(1,101.14)	2,410.07	1.25%	26,486.40	1.23%	28,000.00	(1,513.60)	32,884.02	1.53%
Total Other Expenses	\$ 33,492.28	19.01%	\$ 35,155.00	\$ (1,662.72)	\$ 41,812.69	21.73%	\$ 315,818.96	14.69%	\$ 315,869.00	\$ (50.04)	\$ 320,253.25	14.88%
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)	-1.55%	-	(33,294.21)	-	0.00%
Special Contributions	-	0.00%	-	-	-	0.00%	138,502.00	6.44%	\$ -	138,502.00	-	0.00%
Tc Total Other Income/(Expense)	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ 104,799.59	4.87%	\$ -	\$ 104,799.59	\$ -	0.00%
Net Income/(Loss)	\$ 3,187.75	1.81%	\$ 7,162.00	\$ (3,974.25)	\$ (12,084.16)	-6.28%	\$ 52,819.61	2.46%	\$ (39,162.00)	\$ 91,981.61	\$ (77,638.19)	-3.61%
TOTAL ROUNDS (Current Yr.)	2,536	MTD	32,442	YTD	TOTAL ROUNDS (Prior Yr.)	2,867	MTD	32,217	YTD			