

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of January 31, 2019

| | 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 | \$ 26,251.55 | 10.91% | \$ 30,000.00 | \$ (3,748.45) | \$ 24,203.91 | 10.33% | \$ 26,251.55 | 10.91% | \$ 30,000.00 | \$ (3,748.45) | \$ 24,203.91 | 10.33% |
| Cart Fees | 35,253.95 | 14.65% | 35,000.00 | 253.95 | 31,973.40 | 13.64% | 35,253.95 | 14.65% | 35,000.00 | 253.95 | 31,973.40 | 13.64% |
| Driving Range | 741.66 | 0.31% | 100.00 | 641.66 | 1,469.43 | 0.63% | 741.66 | 0.31% | 100.00 | 641.66 | 1,469.43 | 0.63% |
| Merchandise | 13,781.50 | 5.73% | 10,000.00 | 3,781.50 | 16,308.58 | 6.96% | 13,781.50 | 5.73% | 10,000.00 | 3,781.50 | 16,308.58 | 6.96% |
| Club Rental | 404.95 | 0.17% | 200.00 | 204.95 | 330.75 | 0.14% | 404.95 | 0.17% | 200.00 | 204.95 | 330.75 | 0.14% |
| Other Income | 75.67 | 0.03% | 14.00 | 61.67 | 14.31 | 0.01% | 75.67 | 0.03% | 14.00 | 61.67 | 14.31 | 0.01% |
| Golf Lessons | 850.00 | 0.35% | 1,000.00 | (150.00) | 1,707.50 | 0.73% | 850.00 | 0.35% | 1,000.00 | (150.00) | 1,707.50 | 0.73% |
| Golf Dues | 42,593.84 | 17.71% | 44,600.00 | (2,006.16) | 47,686.08 | 20.35% | 42,593.84 | 17.71% | 44,600.00 | (2,006.16) | 47,686.08 | 20.35% |
| Activity Fees | 39,217.84 | 16.30% | 45,750.00 | (6,532.16) | 29,223.00 | 12.47% | 39,217.84 | 16.30% | 45,750.00 | (6,532.16) | 29,223.00 | 12.47% |
| Food Sales | 41,332.15 | 17.18% | 55,204.00 | (13,871.85) | 49,415.80 | 21.09% | 41,332.15 | 17.18% | 55,204.00 | (13,871.85) | 49,415.80 | 21.09% |
| Liquor Sales | 8,983.78 | 3.73% | 9,693.00 | (709.22) | 9,692.78 | 4.14% | 8,983.78 | 3.73% | 9,693.00 | (709.22) | 9,692.78 | 4.14% |
| Beer Sales | 6,345.29 | 2.64% | 6,117.00 | 228.29 | 6,117.00 | 2.61% | 6,345.29 | 2.64% | 6,117.00 | 228.29 | 6,117.00 | 2.61% |
| Wine Sales | 4,798.75 | 1.99% | 6,109.00 | (1,310.25) | 6,109.43 | 2.61% | 4,798.75 | 1.99% | 6,109.00 | (1,310.25) | 6,109.43 | 2.61% |
| Soft Drink Sales | 3,212.25 | 1.34% | 3,546.00 | (333.75) | 3,545.74 | 1.51% | 3,212.25 | 1.34% | 3,546.00 | (333.75) | 3,545.74 | 1.51% |
| Social Events | 15,806.00 | 6.57% | 6,163.00 | 9,643.00 | 6,163.13 | 2.63% | 15,806.00 | 6.57% | 6,163.00 | 9,643.00 | 6,163.13 | 2.63% |
| Interest Income - Bank | 10.06 | 0.00% | - | 10.06 | 4.83 | 0.00% | 10.06 | 0.00% | - | 10.06 | 4.83 | 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 | 905.58 | 0.38% | - | 905.58 | 378.89 | 0.16% | 905.58 | 0.38% | - | 905.58 | 378.89 | 0.16% |
| Total Revenues | 240,564.82 | 100.00% | 253,496.00 | (12,931.18) | 234,344.56 | 100.00% | 240,564.82 | 100.00% | 253,496.00 | (12,931.18) | 234,344.56 | 100.00% |
| Cost of Sales | | | | | | | | | | | | |
| Cost of Sales - Merchandise | 9,015.77 | 3.75% | 5,000.00 | 4,015.77 | 9,334.15 | 3.98% | 9,015.77 | 3.75% | 5,000.00 | 4,015.77 | 9,334.15 | 3.98% |
| Cost of Sales - Food | 23,483.57 | 9.76% | 23,275.00 | 208.57 | 23,274.96 | 9.93% | 23,483.57 | 9.76% | 23,275.00 | 208.57 | 23,274.96 | 9.93% |
| Cost of Sales - Liquor | 1,334.96 | 0.55% | 2,958.00 | (1,623.04) | 2,958.06 | 1.26% | 1,334.96 | 0.55% | 2,958.00 | (1,623.04) | 2,958.06 | 1.26% |
| Cost of Sales - Beer | 2,589.37 | 1.08% | 3,011.00 | (421.63) | 3,011.04 | 1.28% | 2,589.37 | 1.08% | 3,011.00 | (421.63) | 3,011.04 | 1.28% |
| Cost of Sales - Wine | 1,869.30 | 0.78% | 1,641.00 | 228.30 | 1,641.42 | 0.70% | 1,869.30 | 0.78% | 1,641.00 | 228.30 | 1,641.42 | 0.70% |
| Cost of Sales - Soft Drink | 1,508.62 | 0.63% | (713.00) | 2,221.62 | (712.75) | -0.30% | 1,508.62 | 0.63% | (713.00) | 2,221.62 | (712.75) | -0.30% |
| Other Cost of Goods Sold | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Total Cost of Sales | 39,801.59 | 16.55% | 35,172.00 | 4,629.59 | 39,506.88 | 16.86% | 39,801.59 | 16.55% | 35,172.00 | 4,629.59 | 39,506.88 | 16.86% |

| | | | | | | | | | | | | |
|--------------|---------------|--------|---------------|----------------|---------------|--------|---------------|--------|---------------|----------------|---------------|--------|
| Gross Profit | \$ 200,763.23 | 83.45% | \$ 218,324.00 | \$ (17,560.77) | \$ 194,837.68 | 83.14% | \$ 200,763.23 | 83.45% | \$ 218,324.00 | \$ (17,560.77) | \$ 194,837.68 | 83.14% |
|--------------|---------------|--------|---------------|----------------|---------------|--------|---------------|--------|---------------|----------------|---------------|--------|

Expenses

| | | | | | | | | | | | | |
|-------------------------------|-------------|-------|-------------|------------|-------------|-------|-------------|-------|-------------|------------|-------------|-------|
| Accounting | \$ 1,500.00 | 0.62% | \$ 1,500.00 | \$ - | \$ 1,500.00 | 0.64% | \$ 1,500.00 | 0.62% | \$ 1,500.00 | \$ - | \$ 1,500.00 | 0.64% |
| Accounting - Taxes & Audit | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Advertising & Promotion | 335.00 | 0.14% | 335.00 | - | 306.00 | 0.13% | 335.00 | 0.14% | 335.00 | - | 306.00 | 0.13% |
| Advertising - Classified | - | 0.00% | 50.00 | (50.00) | - | 0.00% | - | 0.00% | 50.00 | (50.00) | - | 0.00% |
| Agronomic Consulting | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Auto/Truck | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Bank Charges | 37.80 | 0.02% | 150.00 | (112.20) | 50.40 | 0.02% | 37.80 | 0.02% | 150.00 | (112.20) | 50.40 | 0.02% |
| Cash Over/Short | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Computer Support | 348.77 | 0.14% | 225.00 | 123.77 | 120.00 | 0.05% | 348.77 | 0.14% | 225.00 | 123.77 | 120.00 | 0.05% |
| Contract Labor | 75.00 | 0.03% | - | 75.00 | - | 0.00% | 75.00 | 0.03% | - | 75.00 | - | 0.00% |
| Contract Services | 600.00 | 0.25% | 775.00 | (175.00) | 786.36 | 0.34% | 600.00 | 0.25% | 775.00 | (175.00) | 786.36 | 0.34% |
| Credit Card Discounts | 2,377.18 | 0.99% | 1,950.00 | 427.18 | 1,923.04 | 0.82% | 2,377.18 | 0.99% | 1,950.00 | 427.18 | 1,923.04 | 0.82% |
| Decorations & Flowers | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Delivery Charges | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Depreciation | 3,655.17 | 1.52% | 4,200.00 | (544.83) | 3,571.35 | 1.52% | 3,655.17 | 1.52% | 4,200.00 | (544.83) | 3,571.35 | 1.52% |
| Dues & Subscriptions | 300.00 | 0.12% | - | 300.00 | - | 0.00% | 300.00 | 0.12% | - | 300.00 | - | 0.00% |
| Education & Seminars | - | 0.00% | 100.00 | (100.00) | 119.77 | 0.05% | - | 0.00% | 100.00 | (100.00) | 119.77 | 0.05% |
| Electricity - Building | 2,265.12 | 0.94% | 4,650.00 | (2,384.88) | 4,700.27 | 2.01% | 2,265.12 | 0.94% | 4,650.00 | (2,384.88) | 4,700.27 | 2.01% |
| Employee Expenses | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Employee Health Expenses | 362.82 | 0.15% | 338.00 | 24.82 | 337.10 | 0.14% | 362.82 | 0.15% | 338.00 | 24.82 | 337.10 | 0.14% |
| Employee Meals/Discounts | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Entertainment | 2,894.72 | 1.20% | 100.00 | 2,794.72 | 1,196.33 | 0.51% | 2,894.72 | 1.20% | 100.00 | 2,794.72 | 1,196.33 | 0.51% |
| Equipment Rental | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Express Mail | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Fertilizer | 225.25 | 0.09% | 1,200.00 | (974.75) | 280.90 | 0.12% | 225.25 | 0.09% | 1,200.00 | (974.75) | 280.90 | 0.12% |
| Fuel/Gas/Oil | 1,557.46 | 0.65% | 2,997.00 | (1,439.54) | 2,910.77 | 1.24% | 1,557.46 | 0.65% | 2,997.00 | (1,439.54) | 2,910.77 | 1.24% |
| Garbage | 570.45 | 0.24% | 437.00 | 133.45 | 778.29 | 0.33% | 570.45 | 0.24% | 437.00 | 133.45 | 778.29 | 0.33% |
| Greenskeeper Nameplates | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Handicap Expense | 306.00 | 0.13% | - | 306.00 | - | 0.00% | 306.00 | 0.13% | - | 306.00 | - | 0.00% |
| Interest | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Lake Management | - | 0.00% | - | - | 874.68 | 0.37% | - | 0.00% | - | - | 874.68 | 0.37% |
| Landscaping | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Laundry & Linen | 837.44 | 0.35% | 716.00 | 121.44 | 1,129.94 | 0.48% | 837.44 | 0.35% | 716.00 | 121.44 | 1,129.94 | 0.48% |
| Lease - Building | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Lease - Equipment | 6,488.45 | 2.70% | 7,295.00 | (806.55) | 13,111.44 | 5.59% | 6,488.45 | 2.70% | 7,295.00 | (806.55) | 13,111.44 | 5.59% |
| Legal | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Licenses | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| MLCS - Reimbursement Expenses | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Member Promotions | - | 0.00% | 300.00 | (300.00) | 299.59 | 0.13% | - | 0.00% | 300.00 | (300.00) | 299.59 | 0.13% |
| Member Referral | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |

| | | | | | | | | | | | | |
|------------------------------------|----------------------|---------------|----------------------|-----------------------|----------------------|---------------|----------------------|---------------|----------------------|-----------------------|----------------------|---------------|
| Miscellaneous | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Office Supplies | 337.39 | 0.14% | 180.00 | 157.39 | 99.42 | 0.04% | 337.39 | 0.14% | 180.00 | 157.39 | 99.42 | 0.04% |
| Pager | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Payroll - Integrity Emp. Leasing | 58,795.15 | 24.44% | 70,979.00 | (12,183.85) | 82,616.61 | 35.25% | 58,795.15 | 24.44% | 70,979.00 | (12,183.85) | 82,616.61 | 35.25% |
| Payroll - Taxes/Adm/Benefits | 13,868.39 | 5.76% | 14,926.00 | (1,057.61) | - | 0.00% | 13,868.39 | 5.76% | 14,926.00 | (1,057.61) | - | 0.00% |
| Pest Service | 200.00 | 0.08% | 200.00 | - | 200.00 | 0.09% | 200.00 | 0.08% | 200.00 | - | 200.00 | 0.09% |
| Pesticide/Chemical | 10,252.72 | 4.26% | 5,200.00 | 5,052.72 | 4,573.97 | 1.95% | 10,252.72 | 4.26% | 5,200.00 | 5,052.72 | 4,573.97 | 1.95% |
| Postage | 806.40 | 0.34% | 500.00 | 306.40 | 1,155.25 | 0.49% | 806.40 | 0.34% | 500.00 | 306.40 | 1,155.25 | 0.49% |
| Printing | 272.17 | 0.11% | 275.00 | (2.83) | 284.65 | 0.12% | 272.17 | 0.11% | 275.00 | (2.83) | 284.65 | 0.12% |
| Professional Services | 550.00 | 0.23% | 300.00 | 250.00 | 300.00 | 0.13% | 550.00 | 0.23% | 300.00 | 250.00 | 300.00 | 0.13% |
| Repairs & Maint - Building | 325.73 | 0.14% | 650.00 | (324.27) | 317.46 | 0.14% | 325.73 | 0.14% | 650.00 | (324.27) | 317.46 | 0.14% |
| Repairs & Maint - Equipment | 2,519.87 | 1.05% | 4,061.00 | (1,541.13) | 3,121.17 | 1.33% | 2,519.87 | 1.05% | 4,061.00 | (1,541.13) | 3,121.17 | 1.33% |
| Repairs & Maint - Irrigation | 6,489.90 | 2.70% | 5,000.00 | 1,489.90 | 2,920.37 | 1.25% | 6,489.90 | 2.70% | 5,000.00 | 1,489.90 | 2,920.37 | 1.25% |
| Repairs & Maint - Cart Path | - | 0.00% | 1,500.00 | (1,500.00) | 1,024.62 | 0.44% | - | 0.00% | 1,500.00 | (1,500.00) | 1,024.62 | 0.44% |
| Repairs & Maint - Carts | 27.92 | 0.01% | 50.00 | (22.08) | - | 0.00% | 27.92 | 0.01% | 50.00 | (22.08) | - | 0.00% |
| Sand/Soil/Gravel | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Security System | 511.00 | 0.21% | 350.00 | 161.00 | - | 0.00% | 511.00 | 0.21% | 350.00 | 161.00 | - | 0.00% |
| Sod/Seed/Sprigs | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Spoilage - Food | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Supplies | 1,656.75 | 0.69% | 1,676.00 | (19.25) | 1,751.70 | 0.75% | 1,656.75 | 0.69% | 1,676.00 | (19.25) | 1,751.70 | 0.75% |
| Supplies - Chinal/Glass/Silver | 61.52 | 0.03% | 352.00 | (290.48) | 351.70 | 0.15% | 61.52 | 0.03% | 352.00 | (290.48) | 351.70 | 0.15% |
| Supplies - Cleaning | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Supplies - Kitchen | (94.16) | -0.04% | 988.00 | (1,082.16) | 987.97 | 0.42% | (94.16) | -0.04% | 988.00 | (1,082.16) | 987.97 | 0.42% |
| Supplies - Paper Products | 451.98 | 0.19% | 323.00 | 128.98 | 322.55 | 0.14% | 451.98 | 0.19% | 323.00 | 128.98 | 322.55 | 0.14% |
| Supplies - Range | - | 0.00% | 25.00 | (25.00) | 89.84 | 0.04% | - | 0.00% | 25.00 | (25.00) | 89.84 | 0.04% |
| Telephone | 622.90 | 0.26% | 1,075.00 | (452.10) | 508.05 | 0.22% | 622.90 | 0.26% | 1,075.00 | (452.10) | 508.05 | 0.22% |
| Tools | - | 0.00% | 100.00 | (100.00) | 310.49 | 0.13% | - | 0.00% | 100.00 | (100.00) | 310.49 | 0.13% |
| Travel | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Uniforms | 1,001.29 | 0.42% | 770.00 | 231.29 | 736.35 | 0.31% | 1,001.29 | 0.42% | 770.00 | 231.29 | 736.35 | 0.31% |
| Water | 925.65 | 0.38% | 1,020.00 | (94.35) | 340.09 | 0.15% | 925.65 | 0.38% | 1,020.00 | (94.35) | 340.09 | 0.15% |
| Water - Irrigation | - | 0.00% | - | - | - | 0.00% | - | 0.00% | - | - | - | 0.00% |
| Total Expenses | \$ 124,319.20 | 51.68% | \$ 137,818.00 | \$ (13,498.80) | \$ 136,008.49 | 58.04% | \$ 124,319.20 | 51.68% | \$ 137,818.00 | \$ (13,498.80) | \$ 136,008.49 | 58.04% |
| Net Operating Income/(Loss) | \$ 76,444.03 | 31.78% | \$ 80,506.00 | \$ (4,061.97) | \$ 58,829.19 | 25.10% | \$ 76,444.03 | 31.78% | \$ 80,506.00 | \$ (4,061.97) | \$ 58,829.19 | 25.10% |
| Other Expenses | | | | | | | | | | | | |
| Section 22 - Lease Fee | 26,425.00 | 10.98% | 26,500.00 | (75.00) | 26,500.00 | 11.31% | 26,425.00 | 10.98% | 26,500.00 | (75.00) | 26,500.00 | 11.31% |
| Lease-Golf Carts | 3,445.00 | 1.43% | 3,775.00 | (330.00) | 3,774.93 | 1.61% | 3,445.00 | 1.43% | 3,775.00 | (330.00) | 3,774.93 | 1.61% |
| Taxes-Property | 2,200.00 | 0.91% | 2,546.00 | (346.00) | 2,200.00 | 0.94% | 2,200.00 | 0.91% | 2,546.00 | (346.00) | 2,200.00 | 0.94% |
| Insurance P&C | 2,353.86 | 0.98% | 2,334.00 | 19.86 | 1,907.96 | 0.81% | 2,353.86 | 0.98% | 2,334.00 | 19.86 | 1,907.96 | 0.81% |
| Total Other Expenses | \$ 34,423.86 | 14.31% | \$ 35,155.00 | \$ (731.14) | \$ 34,382.89 | 14.67% | \$ 34,423.86 | 14.31% | \$ 35,155.00 | \$ (731.14) | \$ 34,382.89 | 14.67% |

| | | | | | | | | | | | | | | | | | | | | |
|---------------------------------|----|-----------|--------|----|-----------|----|------------|----|-----------|--------|----|-----------|--------|----|-----------|----|------------|----|-----------|--------|
| Other Income/(Expense) | | | | | | | | | | | | | | | | | | | | |
| Gift Certificates | \$ | - | 0.00% | \$ | - | \$ | - | \$ | - | 0.00% | \$ | - | \$ | - | \$ | - | 0.00% | | | |
| Gold Card Bonus | | - | 0.00% | | - | | - | | - | 0.00% | | - | | - | | - | 0.00% | | | |
| Special Contributions | | - | 0.00% | | - | | - | | - | 0.00% | | - | | - | | - | 0.00% | | | |
| Tc Total Other Income/(Expense) | \$ | - | 0.00% | \$ | - | \$ | - | \$ | - | 0.00% | \$ | - | \$ | - | \$ | - | 0.00% | | | |
| Net Income/(Loss) | \$ | 42,020.17 | 17.47% | \$ | 45,351.00 | \$ | (3,330.83) | \$ | 24,446.30 | 10.43% | \$ | 42,020.17 | 17.47% | \$ | 45,351.00 | \$ | (3,330.83) | \$ | 24,446.30 | 10.43% |

TOTAL ROUNDS (Current Yr.) 3,675 MTD 3,675 YTD TOTAL ROUNDS (Prior Yr.) 3,874 MTD 3,874 YTD