

BURNT STORE GOLF & ACTIVITY CLUB
Consolidated
as of February 28, 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	\$ 33,677.75	12.65%	\$ 32,000.00	\$ 1,677.75	\$ 26,051.36	11.03%	\$ 59,929.30	11.83%	\$ 62,000.00	\$ (2,070.70)	\$ 50,255.27	10.68%
Cart Fees	45,303.09	17.02%	36,000.00	9,303.09	33,839.50	14.33%	80,557.04	15.90%	71,000.00	9,557.04	65,812.90	13.99%
Driving Range	966.58	0.36%	100.00	866.58	1,795.23	0.76%	1,708.24	0.34%	200.00	1,508.24	3,264.66	0.69%
Merchandise	19,725.48	7.41%	12,000.00	7,725.48	15,249.76	6.46%	33,506.98	6.61%	22,000.00	11,506.98	31,558.34	6.71%
Club Rental	835.95	0.31%	200.00	635.95	432.50	0.18%	1,240.90	0.24%	400.00	840.90	763.25	0.16%
Other Income	17.59	0.01%	10.00	7.59	10.25	0.00%	93.26	0.02%	24.00	69.26	24.56	0.01%
Golf Lessons	621.50	0.23%	800.00	(178.50)	1,095.00	0.46%	1,471.50	0.29%	1,800.00	(328.50)	2,802.50	0.60%
Golf Dues	43,755.31	16.44%	44,600.00	(844.69)	47,686.08	20.19%	86,349.15	17.04%	89,200.00	(2,850.85)	95,372.16	20.27%
Activity Fees	39,217.84	14.74%	45,750.00	(6,532.16)	29,223.00	12.37%	78,435.68	15.48%	91,500.00	(13,064.32)	58,446.00	12.42%
Food Sales	41,306.55	15.52%	50,128.00	(8,821.45)	44,518.67	18.85%	82,638.70	16.31%	105,332.00	(22,693.30)	93,934.47	19.96%
Liquor Sales	11,059.36	4.16%	8,555.00	2,504.36	8,554.56	3.62%	20,043.14	3.96%	18,248.00	1,795.14	18,247.34	3.88%
Beer Sales	7,502.69	2.82%	5,850.00	1,652.69	5,849.49	2.48%	13,847.98	2.73%	11,967.00	1,880.98	11,966.49	2.54%
Wine Sales	5,794.65	2.18%	4,961.00	833.65	4,960.82	2.10%	10,593.40	2.09%	11,070.00	(476.60)	11,070.25	2.35%
Soft Drink Sales	3,413.51	1.28%	3,453.00	(39.49)	3,453.22	1.46%	6,625.76	1.31%	6,999.00	(373.24)	6,998.96	1.49%
Social Events	12,117.86	4.55%	13,107.00	(989.14)	13,107.15	5.55%	27,923.86	5.51%	19,270.00	8,653.86	19,270.28	4.10%
Interest Income - Bank	8.65	0.00%	-	8.65	3.52	0.00%	18.71	0.00%	-	18.71	8.35	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	821.64	0.31%	-	821.64	360.43	0.15%	1,727.22	0.34%	-	1,727.22	739.32	0.16%
Total Revenues	266,146.00	100.00%	257,514.00	8,632.00	236,190.54	100.00%	506,710.82	100.00%	511,010.00	(4,299.18)	470,535.10	100.00%
Cost of Sales												
Cost of Sales - Merchandise	10,199.48	3.83%	5,000.00	5,199.48	9,299.94	3.94%	19,215.25	3.79%	10,000.00	9,215.25	18,634.09	3.96%
Cost of Sales - Food	19,283.44	7.25%	25,522.00	(6,238.56)	25,522.40	10.81%	42,767.01	8.44%	48,797.00	(6,029.99)	48,797.36	10.37%
Cost of Sales - Liquor	993.31	0.37%	4,243.00	(3,249.69)	4,242.67	1.80%	2,328.27	0.46%	7,201.00	(4,872.73)	7,200.73	1.53%
Cost of Sales - Beer	2,528.93	0.95%	2,901.00	(372.07)	2,900.56	1.23%	5,118.30	1.01%	5,912.00	(793.70)	5,911.60	1.26%
Cost of Sales - Wine	421.12	0.16%	954.00	(532.88)	953.92	0.40%	2,290.42	0.45%	2,595.00	(304.58)	2,595.34	0.55%
Cost of Sales - Soft Drink	959.57	0.36%	1,289.00	(329.43)	1,288.82	0.55%	2,468.19	0.49%	576.00	1,892.19	576.07	0.12%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	34,385.85	12.92%	39,909.00	(5,523.15)	44,208.31	18.72%	74,187.44	14.64%	75,081.00	(893.56)	83,715.19	17.79%
Gross Profit	\$ 231,760.15	87.08%	\$ 217,605.00	\$ 14,155.15	\$ 191,982.23	81.28%	\$ 432,523.38	85.36%	\$ 435,929.00	\$ (3,405.62)	\$ 386,819.91	82.21%
Expenses												
Accounting	\$ 1,500.00	0.56%	\$ 1,500.00	\$ -	\$ 1,500.00	0.64%	\$ 3,000.00	0.59%	\$ 3,000.00	\$ -	\$ 3,000.00	0.64%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Advertising & Promotion	-	0.00%	25.00	(25.00)	110.00	0.05%	335.00	0.07%	360.00	(25.00)	416.00	0.09%
Advertising - Classified	-	0.00%	-	-	-	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	53.10	0.02%	150.00	(96.90)	190.05	0.08%	90.90	0.02%	300.00	(209.10)	240.45	0.05%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	1,273.29	0.48%	225.00	1,048.29	45.00	0.02%	1,622.06	0.32%	450.00	1,172.06	165.00	0.04%
Contract Labor	-	0.00%	-	-	-	0.00%	75.00	0.01%	-	75.00	-	0.00%
Contract Services	600.00	0.23%	775.00	(175.00)	768.50	0.33%	1,200.00	0.24%	1,550.00	(350.00)	1,554.86	0.33%
Credit Card Discounts	3,567.68	1.34%	3,398.00	169.68	3,397.88	1.44%	5,944.86	1.17%	5,348.00	596.86	5,320.92	1.13%
Decorations & Flowers	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.17	1.37%	4,250.00	(594.83)	3,649.63	1.55%	7,310.34	1.44%	8,450.00	(1,139.66)	7,220.98	1.53%
Dues & Subscriptions	60.00	0.02%	50.00	10.00	50.00	0.02%	360.00	0.07%	50.00	310.00	50.00	0.01%
Education & Seminars	-	0.00%	-	-	-	0.00%	-	0.00%	100.00	(100.00)	119.77	0.03%
Electricity - Building	2,137.36	0.80%	4,400.00	(2,262.64)	2,187.08	0.93%	4,402.48	0.87%	9,050.00	(4,647.52)	6,887.35	1.46%
Employee Expenses	-	0.00%	-	-	353.62	0.15%	-	0.00%	-	-	-	0.00%
Employee Health Expenses	362.82	0.14%	354.00	8.82	-	0.00%	725.64	0.14%	692.00	33.64	690.72	0.15%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%

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Entertainment	1,135.78	0.43%	450.00	685.78	994.80	0.42%	4,030.50	0.80%	550.00	3,480.50	2,191.13	0.47%
Equipment Rental	1,235.00	0.46%	-	1,235.00	-	0.00%	1,235.00	0.24%	-	1,235.00	-	0.00%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	2,395.60	0.90%	1,200.00	1,195.60	-	0.00%	2,620.85	0.52%	2,400.00	220.85	280.90	0.06%
Fuel/Gas/Oil	3,985.32	1.50%	1,125.00	2,860.32	1,248.73	0.53%	5,542.78	1.09%	4,122.00	1,420.78	4,159.50	0.88%
Garbage	523.23	0.20%	793.00	(269.77)	555.14	0.24%	1,093.68	0.22%	1,230.00	(136.32)	1,333.43	0.28%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	-	-	-	0.00%	306.00	0.06%	-	306.00	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	874.68	0.19%
Landscaping	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Laundry & Linen	176.39	0.07%	816.00	(639.61)	1,029.78	0.44%	1,013.83	0.20%	1,532.00	(518.17)	2,159.72	0.46%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	10,332.96	3.88%	7,070.00	3,262.96	127.20	0.05%	16,821.41	3.32%	14,365.00	2,456.41	13,238.64	2.81%
Legal	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Licenses	1,920.00	0.72%	1,920.00	-	1,920.00	0.81%	1,920.00	0.38%	1,920.00	-	1,920.00	0.41%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	434.10	0.16%	250.00	184.10	(451.82)	-0.19%	434.10	0.09%	550.00	(115.90)	(152.23)	-0.03%
Member Referral	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Miscellaneous	155.70	0.06%	-	155.70	-	0.00%	155.70	0.03%	-	155.70	-	0.00%
Office Supplies	591.83	0.22%	180.00	411.83	332.18	0.14%	929.22	0.18%	360.00	569.22	431.60	0.09%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	89,897.84	33.78%	71,242.00	18,655.84	78,003.89	33.03%	149,166.29	29.44%	142,221.00	6,945.29	160,620.50	34.14%
Payroll - Taxes/Adm/Benefits	18,262.85	6.86%	14,976.00	3,286.85	-	0.00%	32,131.24	6.34%	29,902.00	2,229.24	-	0.00%
Pest Service	200.00	0.08%	200.00	-	200.00	0.08%	400.00	0.08%	400.00	-	400.00	0.09%
Pesticide/Chemical	26,356.49	9.90%	12,700.00	13,656.49	6,430.65	2.72%	36,609.21	7.22%	17,900.00	18,709.21	11,004.62	2.34%
Postage	(143.05)	-0.05%	500.00	(643.05)	(452.65)	-0.19%	663.35	0.13%	1,000.00	(336.65)	702.60	0.15%
Printing	301.54	0.11%	275.00	26.54	337.47	0.14%	573.71	0.11%	550.00	23.71	622.12	0.13%
Professional Services	-	0.00%	300.00	(300.00)	-	0.00%	550.00	0.11%	600.00	(50.00)	300.00	0.06%
Repairs & Maint - Building	432.45	0.16%	650.00	(217.55)	2,744.99	1.16%	758.18	0.15%	1,300.00	(541.82)	3,062.45	0.65%
Repairs & Maint - Equipment	2,588.83	0.97%	3,609.00	(1,020.17)	3,481.82	1.47%	5,108.70	1.01%	7,670.00	(2,561.30)	6,602.99	1.40%
Repairs & Maint - Irrigation	3,552.64	1.33%	5,000.00	(1,447.36)	1,429.65	0.61%	10,042.54	1.98%	10,000.00	42.54	4,350.02	0.92%
Repairs & Maint - Cart Path	943.86	0.35%	1,500.00	(556.14)	4,501.41	1.91%	943.86	0.19%	3,000.00	(2,056.14)	5,526.03	1.17%
Repairs & Maint - Carts	11.76	0.00%	50.00	(38.24)	-	0.00%	39.68	0.01%	100.00	(60.32)	-	0.00%
Sand/Soil/Gravel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Security System	66.78	0.03%	-	66.78	66.78	0.03%	577.78	0.11%	350.00	227.78	66.78	0.01%
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	751.36	0.28%	1,402.00	(650.64)	1,431.04	0.61%	2,408.11	0.48%	3,078.00	(669.89)	3,182.74	0.68%
Supplies - Chinal/Glass/Silver	103.16	0.04%	277.00	(173.84)	276.54	0.12%	164.68	0.03%	629.00	(464.32)	628.24	0.13%
Supplies - Cleaning	205.64	0.08%	-	205.64	-	0.00%	205.64	0.04%	-	205.64	-	0.00%
Supplies - Kitchen	298.82	0.11%	789.00	(490.18)	788.79	0.33%	204.66	0.04%	1,777.00	(1,572.34)	1,776.76	0.38%
Supplies - Paper Products	1,765.24	0.66%	229.00	1,536.24	229.32	0.10%	2,217.22	0.44%	552.00	1,665.22	551.87	0.12%
Supplies - Range	-	0.00%	25.00	(25.00)	19.99	0.01%	-	0.00%	50.00	(50.00)	109.83	0.02%
Telephone	637.42	0.24%	1,075.00	(437.58)	483.33	0.20%	1,260.32	0.25%	2,150.00	(889.68)	991.38	0.21%
Tools	-	0.00%	100.00	(100.00)	-	0.00%	-	0.00%	200.00	(200.00)	310.49	0.07%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	255.16	0.10%	770.00	(514.84)	854.44	0.36%	1,256.45	0.25%	1,540.00	(283.55)	1,590.79	0.34%
Water	1,254.98	0.47%	1,020.00	234.98	1,126.77	0.48%	2,180.63	0.43%	2,040.00	140.63	1,466.86	0.31%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Expenses	\$ 183,839.10	69.07%	\$ 145,620.00	\$ 38,219.10	\$ 119,962.00	50.79%	\$ 308,631.60	60.91%	\$ 283,438.00	\$ 25,193.60	\$ 255,970.49	54.40%
Net Operating Income/(Loss)	\$ 47,921.05	18.01%	\$ 71,985.00	\$ (24,063.95)	\$ 72,020.23	30.49%	\$ 123,891.78	24.45%	\$ 152,491.00	\$ (28,599.22)	\$ 130,849.42	27.81%
Other Expenses												
Section 22 - Lease Fee	26,425.00	9.93%	26,500.00	(75.00)	26,500.00	11.22%	52,850.00	10.43%	53,000.00	(150.00)	53,000.00	11.26%
Lease-Golf Carts	3,445.00	1.29%	3,775.00	(330.00)	3,774.93	1.60%	6,890.00	1.36%	7,550.00	(660.00)	7,549.86	1.60%

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Taxes-Property	2,200.00	0.83%	2,916.67	(716.67)	2,200.00	0.93%	4,400.00	0.87%	5,833.33	(1,433.33)	4,400.00	0.94%
Insurance P&C	1,232.86	0.46%	2,110.00	(877.14)	1,907.96	0.81%	3,586.72	0.71%	4,220.00	(633.28)	3,815.92	0.81%
Total Other Expenses	\$ 33,302.86	12.51%	\$ 35,301.67	\$ (1,998.81)	\$ 34,382.89	14.56%	\$ 67,726.72	13.37%	\$ 70,603.33	\$ (2,876.61)	\$ 68,765.78	14.61%
Other Income/(Expense)												
Gift Certificates	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%
Gold Card Bonus	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Special Contributions	-	0.00%	-	-	-	0.00%	-	0.00%	\$ -	-	-	0.00%
Tc Total Other Income/(Expense)	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%
Net Income/(Loss)	\$ 14,618.19	5.49%	\$ 36,683.33	\$ (22,065.14)	\$ 37,637.34	15.94%	\$ 56,165.06	11.08%	\$ 81,887.67	\$ (25,722.61)	\$ 62,083.64	13.19%
TOTAL ROUNDS (Current Yr.)	4,329	MTD	8,004	YTD	TOTAL ROUNDS (Prior Yr.)	4,038	MTD	7,912	YTD			