

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of March 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	\$ 32,099.90	12.40%	\$ 36,000.00	\$ (3,900.10)	\$ 30,929.42	11.55%	\$ 92,029.20	12.02%	\$ 98,000.00	\$ (5,970.80)	\$ 81,184.69	11.00%
Cart Fees	43,230.93	16.69%	44,000.00	(769.07)	40,649.80	15.19%	123,787.97	16.17%	115,000.00	8,787.97	106,462.70	14.42%
Driving Range	1,177.51	0.45%	100.00	1,077.51	1,829.08	0.68%	2,885.75	0.38%	300.00	2,585.75	5,093.74	0.69%
Merchandise	18,421.24	7.11%	18,000.00	421.24	21,929.32	8.19%	51,928.22	6.78%	40,000.00	11,928.22	53,487.66	7.25%
Club Rental	775.90	0.30%	200.00	575.90	554.50	0.21%	2,016.80	0.26%	600.00	1,416.80	1,317.75	0.18%
Other Income	53.07	0.02%	(3.00)	56.07	(3.00)	0.00%	146.33	0.02%	21.00	125.33	21.56	0.00%
Golf Lessons	247.50	0.10%	500.00	(252.50)	692.50	0.26%	1,719.00	0.22%	2,300.00	(581.00)	3,495.00	0.47%
Golf Dues	43,878.87	16.94%	44,600.00	(721.13)	47,140.43	17.61%	130,228.02	17.01%	133,800.00	(3,571.98)	142,512.59	19.30%
Activity Fees	39,217.84	15.14%	45,750.00	(6,532.16)	29,224.00	10.92%	117,653.52	15.37%	137,250.00	(19,596.48)	87,670.00	11.88%
Food Sales	42,165.44	16.28%	67,374.00	(25,208.56)	62,079.28	23.19%	124,804.14	16.30%	172,706.00	(47,901.86)	156,013.75	21.13%
Liquor Sales	11,676.85	4.51%	11,098.00	578.85	11,097.81	4.15%	31,719.99	4.14%	29,346.00	2,373.99	29,345.15	3.98%
Beer Sales	6,517.29	2.52%	6,807.00	(289.71)	6,807.42	2.54%	20,365.27	2.66%	18,774.00	1,591.27	18,773.91	2.54%
Wine Sales	3,197.50	1.23%	5,794.00	(2,596.50)	5,794.36	2.16%	13,790.90	1.80%	16,864.00	(3,073.10)	16,864.61	2.28%
Soft Drink Sales	3,106.50	1.20%	3,926.00	(819.50)	3,925.98	1.47%	9,732.26	1.27%	10,925.00	(1,192.74)	10,924.94	1.48%
Social Events	12,268.50	4.74%	4,662.00	7,606.50	4,662.10	1.74%	40,192.36	5.25%	23,932.00	16,260.36	23,932.38	3.24%
Interest Income - Bank	6.88	0.00%	-	6.88	5.79	0.00%	25.59	0.00%	-	25.59	14.14	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	916.82	0.35%	-	916.82	370.53	0.14%	2,644.04	0.35%	-	2,644.04	1,109.85	0.15%
Total Revenues	258,958.54	100.00%	288,808.00	(29,849.46)	267,689.32	100.00%	765,669.36	100.00%	799,818.00	(34,148.64)	738,224.42	100.00%
Cost of Sales												
Cost of Sales - Merchandise	21,093.40	8.15%	5,000.00	16,093.40	7,159.73	2.67%	40,308.65	5.26%	15,000.00	25,308.65	25,793.82	3.49%
Cost of Sales - Food	21,005.23	8.11%	34,300.00	(13,294.77)	34,300.00	12.81%	63,772.24	8.33%	83,097.00	(19,324.76)	83,097.36	11.26%
Cost of Sales - Liquor	(907.42)	-0.35%	1,715.00	(2,622.42)	1,715.39	0.64%	3,440.01	0.45%	8,916.00	(5,475.99)	8,916.12	1.21%
Cost of Sales - Beer	5,268.97	2.03%	4,653.00	615.97	4,652.80	1.74%	10,387.27	1.36%	10,565.00	(177.73)	10,564.40	1.43%
Cost of Sales - Wine	2,356.14	0.91%	500.00	1,856.14	500.30	0.19%	5,763.76	0.75%	3,095.00	2,668.76	3,095.64	0.42%
Cost of Sales - Soft Drink	1,623.85	0.63%	410.00	1,213.85	409.91	0.15%	4,092.04	0.53%	986.00	3,106.04	995.98	0.13%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	50,440.17	19.48%	46,578.00	3,862.17	48,738.13	18.21%	127,763.97	16.69%	121,659.00	6,104.97	132,463.32	17.94%
Gross Profit	\$ 208,518.37	80.52%	\$ 242,230.00	\$ (33,711.63)	\$ 218,951.19	81.79%	\$ 637,905.39	83.31%	\$ 678,159.00	\$ (40,253.61)	\$ 605,761.10	82.06%
Expenses												
Accounting	\$ 1,500.00	0.58%	\$ 1,500.00	\$ -	\$ 1,500.00	0.56%	\$ 4,500.00	0.59%	\$ 4,500.00	\$ -	\$ 4,500.00	0.61%
Accounting - Taxes & Audit	8,500.00	3.28%	8,500.00	-	8,500.00	3.18%	8,500.00	1.11%	8,500.00	-	8,500.00	1.15%
Advertising & Promotion	-	0.00%	527.00	(527.00)	502.00	0.19%	335.00	0.04%	887.00	(552.00)	918.00	0.12%
Advertising - Classified	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Agronomic Consulting	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Auto/Truck	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Bank Charges	39.00	0.02%	150.00	(111.00)	75.00	0.03%	129.90	0.02%	450.00	(320.10)	315.45	0.04%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	73.98	0.03%	225.00	(151.02)	45.00	0.02%	1,696.04	0.22%	675.00	1,021.04	210.00	0.03%
Contract Labor	-	0.00%	-	-	-	0.00%	75.00	0.01%	-	75.00	-	0.00%

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Contract Services	1,590.00	0.61%	1,075.00	515.00	768.50	0.29%	2,790.00	0.36%	3,225.00	(435.00)	2,323.36	0.31%
Credit Card Discounts	4,019.57	1.55%	3,200.00	819.57	3,115.53	1.16%	9,964.43	1.30%	8,548.00	1,416.43	8,436.45	1.14%
Decorations & Flowers	33.34	0.01%	-	33.34	-	0.00%	33.34	0.00%	-	33.34	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.17	1.41%	4,246.00	(590.83)	3,650.63	1.36%	10,965.51	1.43%	12,696.00	(1,730.49)	10,871.61	1.47%
Dues & Subscriptions	3,705.00	1.43%	3,000.00	705.00	2,700.00	1.01%	4,065.00	0.53%	3,050.00	1,015.00	2,750.00	0.37%
Education & Seminars	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	119.77	0.02%
Electricity - Building	6,916.77	2.67%	4,200.00	2,716.77	3,454.11	1.29%	11,319.25	1.48%	13,250.00	(1,930.75)	10,341.46	1.40%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Employee Health Expenses	-	0.00%	286.00	(286.00)	285.89	0.11%	725.64	0.09%	978.00	(252.36)	976.61	0.13%
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	1,649.38	0.64%	100.00	1,549.38	1,934.90	0.72%	5,679.88	0.74%	650.00	5,029.88	4,126.03	0.56%
Equipment Rental	-	0.00%	890.00	(890.00)	407.58	0.15%	1,235.00	0.16%	890.00	345.00	407.58	0.06%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	-	0.00%	5,022.00	(5,022.00)	8,807.25	3.29%	2,620.85	0.34%	7,422.00	(4,801.15)	9,088.15	1.23%
Fuel/Gas/Oil	2,988.50	1.15%	3,188.00	(199.50)	2,551.21	0.95%	8,531.28	1.11%	7,710.00	821.28	6,710.71	0.91%
Garbage	895.45	0.35%	737.00	158.45	453.29	0.17%	1,989.13	0.26%	2,267.00	(277.87)	1,786.72	0.24%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	50.00	(50.00)	-	0.00%	306.00	0.04%	50.00	256.00	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	-	-	874.68	0.33%	-	0.00%	-	-	1,749.36	0.24%
Landscaping	-	0.00%	1,400.00	(1,400.00)	-	0.00%	-	0.00%	1,400.00	(1,400.00)	-	0.00%
Laundry & Linen	529.98	0.20%	716.00	(186.02)	1,131.06	0.42%	1,543.81	0.20%	2,248.00	(704.19)	3,290.78	0.45%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	7,361.83	2.84%	7,370.00	(8.17)	6,496.04	2.43%	24,663.23	3.22%	22,335.00	2,328.23	19,734.68	2.67%
Legal	-	0.00%	630.00	(630.00)	630.00	0.24%	-	0.00%	630.00	(630.00)	630.00	0.09%
Licenses	-	0.00%	-	-	-	0.00%	1,920.00	0.25%	1,920.00	-	1,920.00	0.26%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	300.00	(300.00)	(8.16)	0.00%	434.10	0.06%	850.00	(415.90)	(160.39)	-0.02%
Member Referral	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Miscellaneous	-	0.00%	-	-	-	0.00%	155.70	0.02%	-	155.70	-	0.00%
Office Supplies	478.26	0.18%	230.00	248.26	153.04	0.06%	1,407.48	0.18%	590.00	817.48	584.64	0.08%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	48,388.30	18.69%	75,427.00	(27,038.70)	86,657.96	32.37%	197,554.59	25.80%	213,748.00	(16,193.41)	247,278.46	33.50%
Payroll - Taxes/Adm/Benefits	11,238.42	4.34%	15,771.00	(4,532.58)	-	0.00%	43,369.66	5.66%	44,932.00	(1,562.34)	-	0.00%
Pest Service	200.00	0.08%	200.00	-	200.00	0.07%	600.00	0.08%	600.00	-	600.00	0.08%
Pesticide/Chemical	6,270.64	2.42%	10,740.00	(4,469.36)	6,914.70	2.58%	42,879.85	5.60%	28,640.00	14,239.85	17,919.32	2.43%
Postage	(184.95)	-0.07%	500.00	(684.95)	32.86	0.01%	478.40	0.06%	1,500.00	(1,021.60)	735.46	0.10%
Printing	440.27	0.17%	275.00	165.27	291.29	0.11%	1,013.98	0.13%	825.00	188.98	913.41	0.12%
Professional Services	573.42	0.22%	-	573.42	2,300.00	0.86%	1,123.42	0.15%	-	1,123.42	2,600.00	0.35%
Repairs & Maint - Building	450.66	0.17%	650.00	(199.34)	176.50	0.07%	1,208.84	0.16%	1,950.00	(741.16)	3,238.95	0.44%
Repairs & Maint - Equipment	1,158.37	0.45%	3,581.00	(2,422.63)	3,478.82	1.30%	6,267.07	0.82%	11,751.00	(5,483.93)	10,081.81	1.37%
Repairs & Maint - Irrigation	5,727.32	2.21%	1,500.00	4,227.32	2,857.62	1.07%	15,769.86	2.06%	4,500.00	11,269.86	7,207.64	0.98%
Repairs & Maint - Cart Path	2,162.97	0.84%	-	2,162.97	1,169.55	0.44%	3,106.83	0.41%	-	3,106.83	6,695.58	0.91%
Repairs & Maint - Carts	-	0.00%	50.00	(50.00)	-	0.00%	39.68	0.01%	150.00	(110.32)	-	0.00%
Sand/Soil/Gravel	-	0.00%	1,500.00	(1,500.00)	-	0.00%	-	0.00%	4,500.00	(4,500.00)	-	0.00%
Security System	-	0.00%	350.00	(350.00)	200.88	0.08%	577.78	0.08%	700.00	(122.22)	267.66	0.04%

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	Actual	% of Sales	Budget	Variance	Current Month	% of Sales	Actual	% of Sale	Budget	Variance	YTD	% of Sales
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	893.78	0.35%	2,910.00	(2,016.22)	3,045.41	1.14%	3,301.89	0.43%	5,988.00	(2,686.11)	6,228.15	0.84%
Supplies - Chinal/Glass/Silver	399.36	0.15%	308.00	91.36	308.43	0.12%	564.04	0.07%	937.00	(372.96)	936.67	0.13%
Supplies - Cleaning	628.33	0.24%	-	628.33	-	0.00%	833.97	0.11%	-	833.97	-	0.00%
Supplies - Kitchen	36.85	0.01%	1,113.00	(1,076.15)	1,112.90	0.42%	241.51	0.03%	2,890.00	(2,648.49)	2,889.66	0.39%
Supplies - Paper Products	759.21	0.29%	198.00	561.21	198.01	0.07%	2,976.43	0.39%	750.00	2,226.43	749.88	0.10%
Supplies - Range	322.60	0.12%	25.00	297.60	-	0.00%	322.60	0.04%	75.00	247.60	109.83	0.01%
Telephone	627.34	0.24%	1,075.00	(447.66)	606.37	0.23%	1,887.66	0.25%	3,225.00	(1,337.34)	1,597.75	0.22%
Tools	-	0.00%	100.00	(100.00)	-	0.00%	-	0.00%	300.00	(300.00)	310.49	0.04%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	406.32	0.16%	275.00	131.32	806.72	0.30%	1,662.77	0.22%	825.00	837.77	2,397.51	0.32%
Water	1,123.75	0.43%	2,800.00	(1,676.25)	1,054.58	0.39%	3,304.38	0.43%	8,400.00	(5,095.62)	2,521.44	0.34%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Expenses	\$ 125,559.19	48.49%	\$ 166,890.00	\$ (41,330.81)	\$ 159,440.15	59.56%	\$ 434,670.78	56.77%	\$ 442,907.00	\$ (8,236.22)	\$ 415,410.64	56.27%
Net Operating Income/(Loss)	\$ 82,959.18	32.04%	\$ 75,340.00	\$ 7,619.18	\$ 59,511.04	22.23%	\$ 203,234.61	26.54%	\$ 235,252.00	\$ (32,017.39)	\$ 190,350.46	25.78%
Other Expenses												
Section 22 - Lease Fee	26,425.00	10.20%	26,500.00	(75.00)	26,500.00	9.90%	79,275.00	10.35%	79,500.00	(225.00)	79,500.00	10.77%
Lease-Golf Carts	3,445.00	1.33%	3,775.00	(330.00)	3,774.93	1.41%	10,335.00	1.35%	11,325.00	(990.00)	11,324.79	1.53%
Taxes-Property	1,560.00	0.60%	2,917.00	(1,357.00)	2,200.00	0.82%	5,960.00	0.78%	8,751.00	(2,791.00)	6,600.00	0.89%
Insurance P&C	1,761.86	0.68%	2,110.00	(348.14)	1,907.96	0.71%	5,348.58	0.70%	6,330.00	(981.42)	5,723.88	0.78%
Total Other Expenses	\$ 33,191.86	12.82%	\$ 35,302.00	\$ (2,110.14)	\$ 34,382.89	12.84%	\$ 100,918.58	13.18%	\$ 105,906.00	\$ (4,987.42)	\$ 103,148.67	13.97%
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%
Tr Total Other Income/(Expense)	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%	\$ -	0.00%	\$ -	\$ -	\$ -	0.00%
Net Income/(Loss)	\$ 49,767.32	19.22%	\$ 40,038.00	\$ 9,729.32	\$ 25,128.15	9.39%	\$ 102,316.03	13.36%	\$ 129,346.00	\$ (27,029.97)	\$ 87,201.79	11.81%
TOTAL ROUNDS (Current Yr.)	4,288 MTD	12,292 YTD	TOTAL ROUNDS (Prior Yr.)	4,655 MTD	12,567 YTD							