

Burnt Store Golf & Activity Club, Inc.

Consolidated
as of April 30, 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	\$ 21,227.41	9.94%	\$ 22,000.00	\$ (772.59)	\$ 18,471.32	9.14%	\$ 113,256.61	11.56%	\$ 120,000.00	\$ (6,743.39)	\$ 99,656.01	10.60%
Cart Fees	28,198.02	13.20%	28,000.00	198.02	24,025.97	11.88%	151,985.99	15.52%	143,000.00	8,985.99	130,488.67	13.88%
Driving Range	580.96	0.27%	100.00	480.96	995.50	0.49%	3,466.71	0.35%	400.00	3,066.71	6,089.24	0.65%
Merchandise	19,821.67	9.28%	13,000.00	6,821.67	15,801.57	7.81%	71,749.89	7.33%	53,000.00	18,749.89	69,289.23	7.37%
Club Rental	382.55	0.18%	150.00	232.55	477.50	0.24%	2,399.35	0.25%	750.00	1,649.35	1,795.25	0.19%
Other Income	21.10	0.01%	66.00	(44.90)	66.00	0.03%	167.43	0.02%	87.00	80.43	87.56	0.01%
Golf Lessons	210.00	0.10%	400.00	(190.00)	67.50	0.03%	1,929.00	0.20%	2,700.00	(771.00)	3,562.50	0.38%
Golf Dues	44,515.52	20.84%	44,600.00	(84.48)	47,413.00	23.45%	174,743.54	17.84%	178,400.00	(3,656.46)	189,925.59	20.20%
Activity Fees	39,217.84	18.36%	45,750.00	(6,532.16)	29,224.00	14.45%	156,871.36	16.02%	183,000.00	(26,128.64)	116,894.00	12.43%
Food Sales	33,342.85	15.61%	46,456.00	(13,113.15)	42,104.78	20.82%	158,146.99	16.15%	219,162.00	(61,015.01)	198,118.53	21.07%
Liquor Sales	9,447.83	4.42%	8,125.00	1,322.83	8,125.27	4.02%	41,167.82	4.20%	37,471.00	3,696.82	37,470.42	3.98%
Beer Sales	6,594.00	3.09%	4,778.00	1,816.00	4,778.30	2.36%	26,959.27	2.75%	23,552.00	3,407.27	23,552.21	2.50%
Wine Sales	3,745.75	1.75%	4,026.00	(280.25)	4,026.26	1.99%	17,536.65	1.79%	20,890.00	(3,353.35)	20,890.87	2.22%
Soft Drink Sales	2,322.25	1.09%	2,563.00	(240.75)	2,562.66	1.27%	12,054.51	1.23%	13,488.00	(1,433.49)	13,487.60	1.43%
Social Events	3,127.89	1.46%	3,703.00	(575.11)	3,702.66	1.83%	43,320.25	4.42%	27,635.00	15,685.25	27,635.04	2.94%
Interest Income - Bank	4.15	0.00%	-	4.15	4.42	0.00%	29.74	0.00%	-	29.74	18.56	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	891.68	0.42%	-	891.68	350.96	0.17%	3,535.72	0.36%	-	3,535.72	1,460.81	0.16%
Total Revenues	213,651.47	100.00%	223,717.00	(10,065.53)	202,197.67	100.00%	979,320.83	100.00%	1,023,535.00	(44,214.17)	940,422.09	100.00%
Cost of Sales												
Cost of Sales - Merchandise	20,587.64	9.64%	4,000.00	16,587.64	6,323.97	3.13%	60,896.29	6.22%	19,000.00	41,896.29	32,117.79	3.42%
Cost of Sales - Food	18,615.87	8.71%	25,327.00	(6,711.13)	25,326.61	12.53%	82,388.11	8.41%	108,424.00	(26,035.89)	108,423.97	11.53%
Cost of Sales - Liquor	2,163.29	1.01%	2,896.00	(732.71)	2,895.90	1.43%	5,603.30	0.57%	11,812.00	(6,208.70)	11,812.02	1.26%
Cost of Sales - Beer	2,946.25	1.38%	1,481.00	1,465.25	1,481.47	0.73%	13,333.52	1.36%	12,046.00	1,287.52	12,045.87	1.28%
Cost of Sales - Wine	283.26	0.13%	2,070.00	(1,786.74)	2,070.43	1.02%	6,047.02	0.62%	5,165.00	882.02	5,166.07	0.55%
Cost of Sales - Soft Drink	796.90	0.37%	1,890.00	(1,093.10)	1,889.68	0.93%	4,888.94	0.50%	2,876.00	2,012.94	2,875.66	0.31%
Other Cost of Goods Sold	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Cost of Sales	45,393.21	21.25%	37,664.00	7,729.21	39,988.06	19.78%	173,157.18	17.68%	159,323.00	13,834.18	172,441.38	18.34%
Gross Profit	\$ 168,258.26	78.75%	\$ 186,053.00	\$ (17,794.74)	\$ 162,209.61	80.22%	\$ 806,163.65	82.32%	\$ 864,212.00	\$ (58,048.35)	\$ 767,980.71	81.66%
Expenses												
Accounting	\$ 1,500.00	0.70%	\$ 1,500.00	\$ -	\$ 1,500.00	0.74%	\$ 6,000.00	0.61%	\$ 6,000.00	\$ -	\$ 6,000.00	0.64%
Accounting - Taxes & Audit	-	0.00%	-	-	-	0.00%	8,500.00	0.87%	8,500.00	-	8,500.00	0.90%
Advertising & Promotion	-	0.00%	73.00	(73.00)	47.74	0.02%	335.00	0.03%	960.00	(625.00)	965.74	0.10%
Advertising - Classified	120.74	0.06%	-	120.74	-	0.00%	120.74	0.01%	-	120.74	-	0.00%
Agronomic Consulting	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Auto/Truck	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Bank Charges	75.60	0.04%	150.00	(74.40)	19.95	0.01%	205.50	0.02%	600.00	(394.50)	335.40	0.04%
Cash Over/Short	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Computer Support	638.98	0.30%	225.00	413.98	352.69	0.17%	2,335.02	0.24%	900.00	1,435.02	562.69	0.06%
Contract Labor	5,025.00	2.35%	-	5,025.00	-	0.00%	5,100.00	0.52%	-	5,100.00	-	0.00%
Contract Services	600.00	0.28%	1,075.00	(475.00)	768.50	0.38%	3,390.00	0.35%	4,300.00	(910.00)	3,091.86	0.33%
Credit Card Discounts	3,756.30	1.76%	3,550.00	206.30	3,520.94	1.74%	13,720.73	1.40%	12,098.00	1,622.73	11,957.39	1.27%
Decorations & Flowers	49.97	0.02%	-	49.97	-	0.00%	83.31	0.01%	-	83.31	-	0.00%
Delivery Charges	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Depreciation	3,655.17	1.71%	3,700.00	(44.83)	3,655.19	1.81%	14,620.68	1.49%	16,396.00	(1,775.32)	14,526.80	1.54%
Dues & Subscriptions	-	0.00%	-	-	-	0.00%	4,065.00	0.42%	3,050.00	1,015.00	2,750.00	0.29%
Education & Seminars	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	119.77	0.01%
Electricity - Building	3,606.04	1.69%	4,400.00	(793.96)	4,302.31	2.13%	14,925.29	1.52%	17,650.00	(2,724.71)	14,643.77	1.56%
Employee Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Employee Health Expenses	-	0.00%	354.00	(354.00)	353.62	0.17%	725.64	0.07%	1,332.00	(606.36)	1,330.23	0.14%

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	Actual	% of Sales	Budget	Variance	Current Month	% of Sales	Actual	% of Sale	Budget	Variance	YTD	% of Sales
Employee Meals/Discounts	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Entertainment	650.70	0.30%	100.00	550.70	1,308.50	0.65%	6,330.58	0.65%	750.00	5,580.58	5,434.53	0.58%
Equipment Rental	65.80	0.03%	-	65.80	-	0.00%	1,300.80	0.13%	890.00	410.80	407.58	0.04%
Express Mail	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Fertilizer	2,714.82	1.27%	5,022.00	(2,307.18)	534.90	0.26%	5,335.67	0.54%	12,444.00	(7,108.33)	9,623.05	1.02%
Fuel/Gas/Oil	1,984.18	0.93%	3,269.00	(1,284.82)	2,902.49	1.44%	10,515.46	1.07%	10,979.00	(463.54)	9,613.20	1.02%
Garbage	570.45	0.27%	737.00	(166.55)	778.29	0.38%	2,559.58	0.26%	3,004.00	(444.42)	2,565.01	0.27%
Greenskeeper Nameplates	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Handicap Expense	-	0.00%	-	-	-	0.00%	306.00	0.03%	50.00	256.00	-	0.00%
Interest	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lake Management	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	1,749.36	0.19%
Landscaping	-	0.00%	1,400.00	(1,400.00)	-	0.00%	-	0.00%	2,800.00	(2,800.00)	-	0.00%
Laundry & Linen	902.02	0.42%	716.00	186.02	958.21	0.47%	2,445.83	0.25%	2,964.00	(518.17)	4,248.99	0.45%
Lease - Building	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Lease - Equipment	7,564.71	3.54%	7,595.00	(30.29)	5,627.95	2.78%	32,227.94	3.29%	29,930.00	2,297.94	25,362.63	2.70%
Legal	-	0.00%	-	-	-	0.00%	-	0.00%	630.00	(630.00)	630.00	0.07%
Licenses	158.75	0.07%	150.00	8.75	150.00	0.07%	2,078.75	0.21%	2,070.00	8.75	2,070.00	0.22%
MLCS - Reimbursement Expenses	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Member Promotions	-	0.00%	300.00	(300.00)	40.00	0.02%	434.10	0.04%	1,150.00	(715.90)	(120.39)	-0.01%
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	1,083.34	0.51%	180.00	903.34	92.36	0.05%	2,490.82	0.25%	770.00	1,720.82	677.00	0.07%
Pager	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Payroll - Integrity Emp. Leasing	59,452.79	27.83%	70,408.00	(10,955.21)	79,510.92	39.32%	257,007.38	26.24%	284,156.00	(27,148.62)	326,789.38	34.75%
Payroll - Taxes/Adm/Benefits	11,096.86	5.19%	14,817.00	(3,720.14)	-	0.00%	54,466.52	5.56%	59,749.00	(5,282.48)	-	0.00%
Pest Service	200.00	0.09%	200.00	-	200.00	0.10%	800.00	0.08%	800.00	-	800.00	0.09%
Pesticide/Chemical	-	0.00%	10,740.00	(10,740.00)	4,916.49	2.43%	42,869.85	4.38%	39,380.00	3,489.85	22,835.81	2.43%
Postage	(93.55)	-0.04%	500.00	(593.55)	592.30	0.29%	384.85	0.04%	2,000.00	(1,615.15)	1,327.76	0.14%
Printing	695.20	0.33%	660.00	35.20	502.32	0.25%	1,709.18	0.17%	1,485.00	224.18	1,415.73	0.15%
Professional Services	-	0.00%	-	-	-	0.00%	1,123.42	0.11%	-	1,123.42	2,600.00	0.28%
Rent - Other	150.00	0.07%	-	150.00	-	0.00%	150.00	0.02%	-	150.00	-	0.00%
Repairs & Maint - Building	662.45	0.31%	650.00	12.45	772.16	0.38%	1,871.29	0.19%	2,600.00	(728.71)	4,011.11	0.43%
Repairs & Maint - Equipment	2,909.75	1.36%	3,712.00	(802.25)	3,023.89	1.50%	9,176.82	0.94%	15,463.00	(6,286.18)	13,105.70	1.39%
Repairs & Maint - Irrigation	1,483.51	0.69%	1,500.00	(16.49)	2,465.23	1.22%	17,253.37	1.76%	6,000.00	11,253.37	9,672.87	1.03%
Repairs & Maint - Cart Path	1,367.16	0.64%	-	1,367.16	991.55	0.49%	4,473.99	0.46%	-	4,473.99	7,687.13	0.82%
Repairs & Maint - Carts	-	0.00%	50.00	(50.00)	-	0.00%	39.68	0.00%	200.00	(160.32)	-	0.00%
Sand/Soil/Gravel	-	0.00%	1,500.00	(1,500.00)	-	0.00%	-	0.00%	6,000.00	(6,000.00)	-	0.00%
Security System	579.25	0.27%	2,500.00	(1,920.75)	3,425.42	1.69%	1,157.03	0.12%	3,200.00	(2,042.97)	2,573.60	0.27%
Sod/Seed/Sprigs	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Spoilage - Food	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Supplies	273.36	0.13%	1,799.00	(1,525.64)	534.38	0.26%	3,897.85	0.40%	7,787.00	(3,889.15)	7,882.01	0.84%
Supplies - Chinal/Glass/Silver	143.59	0.07%	433.00	(289.41)	432.67	0.21%	707.63	0.07%	1,370.00	(662.37)	1,369.34	0.15%
Supplies - Cleaning	290.57	0.14%	-	290.57	-	0.00%	1,124.54	0.11%	-	1,124.54	-	0.00%
Supplies - Kitchen	335.70	0.16%	924.00	(588.30)	923.87	0.46%	577.21	0.06%	3,814.00	(3,236.79)	3,813.53	0.41%
Supplies - Paper Products	839.43	0.39%	294.00	545.43	401.14	0.20%	3,815.86	0.39%	1,044.00	2,771.86	1,151.02	0.12%
Supplies - Range	-	0.00%	25.00	(25.00)	-	0.00%	-	0.00%	100.00	(100.00)	109.83	0.01%
Telephone	1,273.77	0.60%	1,075.00	198.77	579.76	0.29%	3,161.43	0.32%	4,300.00	(1,138.57)	2,177.51	0.23%
Tools	-	0.00%	100.00	(100.00)	-	0.00%	-	0.00%	400.00	(400.00)	310.49	0.03%
Travel	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Uniforms	242.74	0.11%	275.00	(32.26)	594.75	0.29%	1,905.51	0.19%	1,100.00	805.51	2,992.26	0.32%
Water	1,071.47	0.50%	2,800.00	(1,728.53)	1,125.00	0.56%	4,375.85	0.45%	11,200.00	(6,824.15)	3,646.44	0.39%
Water - Irrigation	-	0.00%	-	-	-	0.00%	-	0.00%	-	-	-	0.00%
Total Expenses	\$ 117,696.62	55.09%	\$ 149,458.00	\$ (31,761.38)	\$ 127,905.49	63.26%	\$ 552,357.40	56.40%	\$ 592,365.00	\$ (40,007.60)	\$ 543,316.13	57.77%
Net Operating Income/(Loss)	\$ 50,561.64	23.67%	\$ 36,595.00	\$ 13,966.64	\$ 34,304.12	16.97%	\$ 253,806.25	25.92%	\$ 271,847.00	\$ (18,040.75)	\$ 224,664.58	23.89%

