

White Deer Golf Course  
For the Month Ending April 30th, 2017

April					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
<b>Rounds</b>						<b>Rounds</b>				
2,547	3,200	(653)	2,293	254	Rounds - Member	3,609	4,250	(641)		
15	500	(485)	288	(273)	Rounds - Outing	16	500	(484)		
2,617	2,530	87	2,022	595	Rounds - Public	3,538	3,380	158		
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5,179	6,230	(1,051)	4,603	576	<b>Total Rounds</b>	7,163	8,130	(967)	8,710	(1,547)
<b>Revenue</b>						<b>Revenue</b>				
42,220	49,228	(7,008)	53,315	(11,094)	Green Fees	55,399	58,702	(3,303)		
26,303	21,947	4,357	20,603	5,701	Cart Fees	32,717	27,752	4,965		
9,019	7,190	1,829	4,286	4,733	Driving Range	14,219	12,280	1,939		
0	1,250	(1,250)	0	0	Golf Cards/Passes	0	1,250	(1,250)		
10,788	13,033	(2,245)	9,860	929	Pro Shop Sales	16,863	19,833	(2,970)		
12,032	20,623	(8,590)	7,905	4,127	Food (Food & Soft Drinks)	14,970	26,798	(11,828)		
14,216	15,997	(1,781)	12,426	1,790	Beverages (Alcohol)	15,401	20,804	(5,403)		
724	0	724	485	238	Other Food & Beverage Revenue	753	0	753		
2,317	150	2,167	1,873	444	Other Golf Revenues	3,966	1,650	2,316		
42,715	49,220	(6,505)	39,711	3,004	Dues Income - Monthly Dues	42,715	49,220	(6,505)		
(113)	0	(113)	2,294	(2,407)	Miscellaneous Income and Discounts	(72)	0	(72)		
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160,222	178,637	(18,415)	152,758	7,464	<b>Total Revenue</b>	196,929	218,288	(21,358)	227,335	(30,406)
<b>Cost of Sales</b>						<b>Cost of Sales</b>				
6,874	8,732	1,858	11,766	4,892	COGS - Pro Shop	11,919	11,278	(641)		
3,899	7,813	3,914	5,694	1,795	COGS - Food	6,552	10,112	3,560		
1,675	1,031	(643)	2,913	1,239	COGS - Non-Alcoholic Beverages	1,649	1,373	(275)		
4,945	5,439	494	5,515	570	COGS - Alcohol	4,971	7,073	2,103		
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17,393	23,016	5,622	25,889	8,495	<b>Total Cost of Sales</b>	25,091	29,837	4,746	42,155	17,064
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142,829	155,621	(12,792)	126,869	15,960	<b>GROSS INCOME</b>	171,839	188,451	(16,612)	185,180	(13,341)
<b>Labor</b>						<b>Labor</b>				
8,820	12,551	3,731	11,717	2,896	Golf Operation Labor	11,425	21,848	10,422		
14,936	15,704	767	10,341	(4,595)	General and Administrative	58,927	61,660	2,733		
30,560	26,952	(3,608)	26,853	(3,707)	Maintenance and Landscaping	44,713	54,691	9,978		
8,476	8,328	(148)	3,751	(4,725)	F&B	9,089	12,729	3,640		
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62,792	63,535	743	52,662	(10,130)	<b>Total Direct Labor</b>	124,154	150,928	26,774	153,312	29,158
4,682	6,989	2,307	4,296	(386)	Total Payroll Taxes	11,385	16,602	5,217		
9,859	7,666	(2,193)	6,714	(3,144)	Total Medical/Health Benefits	34,401	30,664	(3,737)		
1,333	1,700	367	1,655	322	Total Workmans Comp	7,697	6,800	(897)		
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15,873	16,355	482	12,665	(3,208)	<b>Total Payroll Burden</b>	53,484	54,066	582	52,962	(522)
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78,666	79,890	1,225	65,327	(13,339)	<b>Total Labor</b>	177,638	204,994	27,357	206,274	28,636
<b>Other Operational Expenses</b>						<b>Other Operational Expenses</b>				
8,610	11,100	2,490	4,103	(4,507)	Golf Ops	8,661	12,400	3,739		
22,901	27,625	4,724	27,917	5,016	G&A	69,909	82,000	12,091		
20,425	45,020	24,595	13,967	(6,458)	Maintenance	33,775	57,430	23,655		
1,887	3,600	1,713	5,526	3,639	F&B	3,209	6,400	3,192		
3,225	3,400	175	688	(2,537)	Sales and Marketing	8,544	6,950	(1,594)		
2,928	3,886	958	3,773	845	Insurance - P&C	16,394	15,544	(850)		
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59,975	94,631	34,656	55,974	(4,002)	<b>Total Other Operational Expenses</b>	140,491	180,725	40,234	175,331	34,840
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138,641	174,521	35,880	121,301	(17,340)	<b>Total Expenses</b>	318,128	385,719	67,591	381,605	63,476
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4,188	(18,900)	23,088	5,568	(1,381)	<b>EBITDA</b>	(146,290)	(197,268)	50,978	(196,425)	50,136