

White Deer Golf Course
For the Month Ending August 31st, 2017

<i>August</i>					<i>YTD</i>					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
<i>Rounds</i>										
3,628	3,550	78	3,147	481	Rounds - Member	17,360	18,575	(1,215)		
833	1,200	(367)	1,016	(183)	Rounds - Outing	3,610	5,800	(2,190)		
4,077	5,150	(1,073)	3,829	248	Rounds - Public	18,051	22,625	(4,574)		
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8,538	9,900	(1,362)	7,992	546	Total Rounds	39,021	47,000	(7,979)	41,641	(2,620)
<i>Revenue</i>										
81,412	114,980	(33,568)	85,640	(4,228)	Green Fees	381,860	521,445	(139,585)		
51,630	55,670	(4,040)	41,385	10,245	Cart Fees	217,595	246,833	(29,237)		
4,140	6,825	(2,685)	3,975	165	Driving Range	32,408	45,035	(12,627)		
0	625	(625)	0	0	Golf Cards/Passes	0	3,044	8,125	(5,081)	
17,795	21,540	(3,745)	13,987	3,808	Pro Shop Sales	86,310	103,902	(17,592)		
29,114	33,945	(4,831)	26,253	2,861	Food (Food & Soft Drinks)	123,206	162,423	(39,217)		
27,374	26,916	458	22,195	5,179	Beverages (Alcohol)	122,405	128,662	(6,257)		
309	0	309	804	(495)	Other Food & Beverage Revenue	307	0	307		
114	450	(337)	602	(488)	Other Golf Revenues (Club Rent, Handi	4,919	3,150	1,769		
0	0	0	0	0	Clinic / School Revenue	0	600	600		
44,531	49,220	(4,689)	43,149	1,382	Dues Income - Monthly Dues	218,157	246,100	(27,943)		
613	0	613	(3,193)	3,806	Miscellaneous Income and Discounts	(3,241)	0	(3,241)		
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257,031	310,171	(53,140)	234,796	22,235	Total Revenue	1,187,571	1,465,674	(278,103)	1,255,617	(68,046)
<i>Cost of Sales</i>										
9,931	14,432	4,500	14,325	4,393	COGS - Pro Shop	58,953	67,605	8,651		
12,592	13,022	430	10,519	(2,073)	COGS - Food	47,256	62,402	15,145		
3,406	1,566	(1,840)	2,930	(477)	COGS - Non-Alcoholic Beverages	14,033	7,416	(6,617)		
9,796	9,151	(645)	6,342	(3,454)	COGS - Alcohol	44,723	43,745	(978)		
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35,726	38,171	2,445	34,115	(1,611)	Total Cost of Sales	164,966	181,167	16,201	168,921	3,955
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221,305	272,000	(50,695)	200,681	20,624	GROSS INCOME	1,022,605	1,284,506	(261,902)	1,086,696	(64,091)
<i>Labor</i>										
17,963	18,337	374	16,757	(1,205)	Golf Operation Labor	81,031	98,636	17,605		
15,154	16,227	1,073	16,123	969	General and Administrative	119,053	126,046	6,993		
38,871	41,809	2,938	42,127	3,256	Maintenance and Landscaping	216,064	221,249	5,185		
10,707	15,759	5,052	15,610	4,903	F&B	53,422	75,557	22,135		
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82,695	92,131	9,436	90,618	7,922	Total Direct Labor	469,570	521,489	51,919	553,172	83,602
11,657	10,134	(1,523)	9,017	(2,640)	Total Payroll Taxes	64,140	57,364	(6,777)		
6,785	7,666	881	6,381	(403)	Total Medical/Health Benefits	63,199	61,328	(1,871)		
1,333	1,700	367	1,655	322	Total Workmans Comp	13,027	13,600	573		
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19,774	19,500	(274)	17,053	(2,721)	Total Payroll Burden	140,366	132,292	(8,074)	135,052	(5,314)
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102,470	111,632	9,162	107,671	5,201	Total Labor	609,936	653,780	43,845	688,224	78,288
<i>Other Operational Expenses</i>										
1,645	4,900	3,255	5,018	3,373	Golf Ops	19,730	28,800	9,070		
21,214	18,825	(2,389)	18,398	(2,817)	G&A	162,829	161,650	(1,179)		
25,677	23,870	(1,807)	16,226	(9,451)	Maintenance	168,212	172,470	4,258		
3,953	3,400	(553)	6,021	2,069	F&B	15,909	20,740	4,831		
3,714	3,400	(314)	4,265	551	Sales and Marketing	22,858	19,050	(3,808)		
4,858	3,886	(972)	3,773	(1,085)	Insurance - P&C	38,464	31,088	(7,376)		
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61,062	58,281	(2,781)	53,701	(7,361)	Total Other Operational Expenses	428,002	433,799	5,797	393,192	(34,810)
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163,532	169,913	6,381	161,372	(2,160)	Total Expenses	1,037,937	1,087,579	49,642	1,081,416	43,479
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57,773	102,087	(44,314)	39,309	18,464	EBITDAR	(15,333)	196,927	(212,260)	5,280	(20,613)