### August

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>Variance</th>
<th>Last Year</th>
<th>Last Year Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rounds</td>
<td>2,354</td>
<td>3,435</td>
<td>(1,081)</td>
<td>3,628</td>
<td>(1,274)</td>
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<tr>
<td></td>
<td>982</td>
<td>900</td>
<td>82</td>
<td>833</td>
<td>149</td>
</tr>
<tr>
<td>Rounds - Public</td>
<td>3,064</td>
<td>18,430</td>
<td>(6,858)</td>
<td>18,051</td>
<td>(5,145)</td>
</tr>
<tr>
<td>Total Rounds</td>
<td>6,392</td>
<td>8,715</td>
<td>(2,323)</td>
<td>8,538</td>
<td>(2,146)</td>
</tr>
</tbody>
</table>

**Rounds**

- Member 13,546
- Out 4,647
- Public 13,546

**Revenue**

- Green Fees 74,137
- Cart Fees 35,675
- Driving Range 2,936
- Golf Fees/Passes 182
- Pro Shop Sales 16,547
- Food & Soft Drinks 25,561
- Beverages (Alcohol) 23,654
- Food & Beverage Revenue 1,209
- Other Golf Revenues (Excl. Mgmt) 76
- Clinic / School Revenue 225
- Food and Payroll 39,548
- Miscellaneous Income 1,006

**Fees**

- 196,788
- 234,260
- 217,595
- 112,006
- 213,251
- 5,821
- 44,131
- 6,344

**Tuition**

- 82,776
- 104,868
- 22,092
- 102,470
- 19,693

**Labor**

- Golf and Operation Labor 15,003
- General and Administrative 11,050
- Maintenance 33,536
- F&B 6,749
- Amenity Labor 405
- 2,930

**Cost of Sales**

- 13,177
- 6,899
- 2,860
- 8,398
- 66,286
- 1,742

**Revenue**

- 5,821
- 44,131
- 6,344

**Total Revenue**

- 1,156,213
- 1,294,651
- 1,187,971

**Cost of Sales**

- 1,001,896
- 1,124,870
- 1,022,605

**GROSS INCOME**

- 569,317
- 157,081
- 149,966

**Total Payroll Burden**

- 123,451
- 131,133
- 7,682

### YTD

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<tr>
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<th>Variance</th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>13,546</td>
<td>18,300</td>
<td>(4,754)</td>
<td>17,360</td>
<td>(1,814)</td>
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<td>3,610</td>
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<tr>
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<td>13,546</td>
<td>18,430</td>
<td>(6,858)</td>
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<td>8,538</td>
<td>(2,146)</td>
</tr>
</tbody>
</table>

**Revenue**

- Green Fees 381,425
- Cart Fees 196,788
- Driving Range 34,141
- Golf Fees/Passes 6,492
- Pro Shop Sales 87,248
- Food & Soft Drinks 120,044
- Beverages (Alcohol) 125,163
- Food & Beverage Revenue 1,294
- Other Golf Revenues (Excl. Mgmt) 6,191
- Clinic / School Revenue 5,821
- Food and Payroll 193,251
- Miscellaneous Income 6,344

**Fees**

- 422,523
- 234,260
- 217,595
- 112,006
- 213,251
- 5,821
- 44,131
- 6,344

**Tuition**

- 82,776
- 104,868
- 22,092
- 102,470
- 19,693

**Labor**

- Golf and Operation Labor 83,162
- General and Administrative 92,034
- Maintenance 188,301
- F&B 43,877
- Amenity Labor 2,930

**Cost of Sales**

- 19,643
- 5,638
- 2,587
- 1,333
- 405

**Revenue**

- 569,317
- 157,081
- 7,682

**Total Revenue**

- 1,156,213
- 1,294,651
- 1,187,971

**Cost of Sales**

- 1,001,896
- 1,124,870
- 1,022,605

**GROSS INCOME**

- 569,317
- 157,081
- 149,966

**Total Payroll Burden**

- 123,451
- 131,133
- 7,682

### White Deer Golf Course

*For the Month Ending August 31st, 2018*