

**White Deer Golf Course**  
For the Month Ending January 31st, 2020

<i>January</i>					<i>YTD</i>					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
<b>Rounds</b>										
187	0	187	112	75		187	0	187	112	75
0	0	0	0	0		0	0	0	0	0
216	0	216	64	152		216	0	216	64	152
=====										
403	0	403	176	227	<b>Total Rounds</b>	403	0	403	176	227
<b>Revenue</b>										
3,153	0	3,153	743	2,410	Green Fees	3,153	0	3,153	743	2,410
633	0	633	672	(39)	Cart Fees	633	0	633	672	(39)
0	350	(350)	483	(483)	Driving Range	0	350	(350)	483	(483)
151	400	(249)	272	(121)	Golf Cards/Passes	151	400	(249)	272	(121)
1,476	533	943	1,890	(413)	Pro Shop Sales	1,476	533	943	1,890	(413)
133	0	133	28	106	Food (Food & Soft Drinks)	133	0	133	28	106
256	0	256	42	214	Beverages (Alcohol)	256	0	256	42	214
20	0	20	7	13	Other Golf Revenues (Club Rent, Handi	20	0	20	7	13
0	0	0	520	(520)	Clinic / School Revenue	0	0	0	520	(520)
134	0	134	(84)	218	Miscellaneous Income and Discounts	134	0	134	(84)	218
=====										
5,956	1,283	4,673	4,573	1,384	<b>Total Revenue</b>	5,956	1,283	4,673	4,573	1,384
<b>Cost of Sales</b>										
1,067	373	(693)	2,235	1,168	COGS - Pro Shop	1,067	373	(693)	2,235	1,168
120	0	(120)	248	127	COGS - Food	120	0	(120)	248	127
931	0	(931)	(181)	(1,113)	COGS - Non-Alcoholic Beverages	931	0	(931)	(181)	(1,113)
411	0	(411)	464	53	COGS - Alcohol	411	0	(411)	464	53
=====										
2,530	373	(2,156)	2,766	236	<b>Total Cost of Sales</b>	2,530	373	(2,156)	2,766	236
=====										
3,427	910	2,517	1,807	1,620	<b>GROSS INCOME</b>	3,427	910	2,517	1,807	1,620
<b>Labor</b>										
3,194	3,417	223	2,987	(207)	Golf Operation Labor	3,194	3,417	223	2,987	(207)
7,371	8,204	833	3,160	(4,211)	General and Administrative	7,371	8,204	833	3,160	(4,211)
3,812	4,399	587	3,817	5	Maintenance and Landscaping	3,812	4,399	587	3,817	5
=====										
14,376	16,020	1,644	9,964	(4,412)	<b>Total Direct Labor</b>	14,376	16,020	1,644	9,964	(4,412)
<b>Payroll Burden</b>										
4,344	2,323	(2,021)	2,295	(2,049)	Total Payroll Taxes	4,344	2,323	(2,021)	2,295	(2,049)
7,211	6,300	(911)	5,932	(1,279)	Total Medical/Health Benefits	7,211	6,300	(911)	5,932	(1,279)
2,070	2,175	105	2,090	20	Total Workmans Comp	2,070	2,175	105	2,090	20
=====										
13,626	10,798	(2,828)	10,317	(3,309)	<b>Total Payroll Burden</b>	13,626	10,798	(2,828)	10,317	(3,309)
=====										
28,002	26,818	(1,184)	20,281	(7,721)	<b>Total Labor</b>	28,002	26,818	(1,184)	20,281	(7,721)
<b>Other Operational Expenses</b>										
418	250	(168)	335	(83)	Golf Ops	418	250	(168)	335	(83)
18,958	20,330	1,371	14,565	(4,394)	G&A	18,958	20,330	1,371	14,565	(4,394)
2,248	720	(1,528)	697	(1,551)	Maintenance	2,248	720	(1,528)	697	(1,551)
337	302	(35)	365	28	F&B	337	302	(35)	365	28
3,045	3,370	325	3,004	(41)	Sales and Marketing	3,045	3,370	325	3,004	(41)
3,531	3,531	0	2,973	(557)	Insurance - P&C	3,531	3,531	0	2,973	(557)
=====										
28,537	28,503	(34)	21,939	(6,598)	<b>Total Other Operational Expenses</b>	28,537	28,503	(34)	21,939	(6,598)
=====										
56,538	55,321	(1,218)	42,220	(14,319)	<b>Total Expenses</b>	56,538	55,321	(1,218)	42,220	(14,319)
=====										
(53,112)	(54,411)	1,299	(40,412)	(12,699)	<b>EBITDAR</b>	(53,112)	(54,411)	1,299	(40,412)	(12,699)
=====										
(53,112)	(54,411)	1,299	(40,412)	(12,699)	<b>EBITDA</b>	(53,112)	(54,411)	1,299	(40,412)	(12,699)
<b>Interest Expense/Dep&amp;Amt</b>										
7,978	7,998	20	4,996	(2,983)	Depreciation	7,978	7,998	20	4,996	(2,983)
=====										
7,978	7,998	20	4,996	(2,983)	<b>Total Interest Expense</b>	7,978	7,998	20	4,996	(2,983)
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(61,090)	(62,409)	1,319	(45,408)	(15,682)	<b>Net Income</b>	(61,090)	(62,409)	1,319	(45,408)	(15,682)