

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

| August                              |         |                 |           |                    | YTD       |           |                 |           |                    |
|-------------------------------------|---------|-----------------|-----------|--------------------|-----------|-----------|-----------------|-----------|--------------------|
| Actual                              | Budget  | Budget Variance | Last Year | Last Year Variance | Actual    | Budget    | Budget Variance | Last Year | Last Year Variance |
| <b>Rounds</b>                       |         |                 |           |                    |           |           |                 |           |                    |
| 3,240                               | 3,400   | (160)           | 3,262     | (22)               | 14,141    | 15,850    | (1,709)         | 14,058    | 83                 |
| 668                                 | 900     | (232)           | 771       | (103)              | 1,186     | 4,550     | (3,364)         | 3,352     | (2,166)            |
| 5,321                               | 4,250   | 1,071           | 4,275     | 1,046              | 20,173    | 19,100    | 1,073           | 17,329    | 2,844              |
| 9,229                               | 8,550   | 679             | 8,308     | 921                | 35,500    | 39,500    | (4,000)         | 34,739    | 761                |
| <b>Revenue</b>                      |         |                 |           |                    |           |           |                 |           |                    |
| 112,268                             | 93,000  | 19,268          | 97,738    | 14,530             | 414,141   | 437,900   | (23,759)        | 392,828   | 21,313             |
| 67,428                              | 50,350  | 17,078          | 49,002    | 18,426             | 218,219   | 217,609   | 610             | 192,554   | 25,665             |
| 5,932                               | 4,900   | 1,032           | 4,262     | 1,670              | 23,017    | 33,200    | (10,183)        | 29,133    | (6,116)            |
| 136                                 | 200     | (64)            | 190       | (54)               | 2,847     | 7,850     | (5,003)         | 6,358     | (3,511)            |
| 15,521                              | 18,860  | (3,339)         | 17,323    | (1,802)            | 55,837    | 94,824    | (38,987)        | 83,925    | (28,088)           |
| 19,757                              | 29,900  | (10,143)        | 26,159    | (6,402)            | 54,507    | 128,150   | (73,643)        | 100,277   | (45,770)           |
| 24,124                              | 28,300  | (4,176)         | 27,631    | (3,508)            | 78,936    | 131,410   | (52,474)        | 118,557   | (39,622)           |
| (450)                               | 0       | (450)           | 139       | (589)              | 411       | 0         | 411             | 1,854     | (1,443)            |
| 157                                 | 400     | (243)           | 408       | (251)              | 1,818     | 5,675     | (3,857)         | 3,780     | (1,962)            |
| 185                                 | 750     | (565)           | 670       | (485)              | 395       | 6,250     | (5,855)         | 6,685     | (6,290)            |
| 36,246                              | 37,495  | (1,249)         | 35,076    | 1,170              | 172,463   | 187,475   | (15,012)        | 170,184   | 2,279              |
| (559)                               | 0       | (559)           | (70)      | (489)              | (141)     | 0         | (141)           | 3,054     | (3,196)            |
| 280,745                             | 264,155 | 16,589          | 258,528   | 22,216             | 1,022,449 | 1,250,343 | (227,894)       | 1,109,189 | (86,740)           |
| <b>Cost of Sales</b>                |         |                 |           |                    |           |           |                 |           |                    |
| 10,898                              | 13,097  | 2,199           | 11,132    | 234                | 37,413    | 65,861    | 28,448          | 55,258    | 17,845             |
| 5,362                               | 10,340  | 4,978           | 7,013     | 1,650              | 17,616    | 44,440    | 26,824          | 35,786    | 18,171             |
| 3,069                               | 3,264   | 195             | 3,002     | (67)               | 10,115    | 13,847    | 3,731           | 11,730    | 1,615              |
| 9,000                               | 10,003  | 1,002           | 9,583     | 583                | 30,263    | 46,458    | 16,195          | 44,650    | 14,387             |
| 28,329                              | 36,704  | 8,374           | 30,730    | 2,401              | 95,407    | 170,605   | 75,198          | 147,425   | 52,018             |
| 252,416                             | 227,452 | 24,964          | 227,798   | 24,617             | 927,042   | 1,079,738 | (152,696)       | 961,764   | (34,723)           |
| <b>Labor</b>                        |         |                 |           |                    |           |           |                 |           |                    |
| 14,993                              | 16,379  | 1,386           | 16,443    | 1,450              | 73,483    | 92,503    | 19,020          | 88,992    | 15,510             |
| 5,954                               | 8,904   | 2,950           | 9,515     | 3,560              | 51,539    | 69,533    | 17,995          | 60,978    | 9,439              |
| 35,303                              | 37,456  | 2,153           | 36,589    | 1,286              | 161,024   | 193,768   | 32,744          | 188,750   | 27,726             |
| 11,881                              | 9,600   | (2,281)         | 8,909     | (2,972)            | 26,082    | 47,600    | 21,518          | 38,706    | 12,624             |
| 0                                   | 0       | 0               | 0         | 0                  | (8)       | 0         | 8               | 0         | 8                  |
| 68,132                              | 72,339  | 4,208           | 71,455    | 3,324              | 312,119   | 403,404   | 91,284          | 377,426   | 65,307             |
| 10,709                              | 10,489  | (219)           | 9,169     | (1,539)            | 53,975    | 58,493    | 4,518           | 63,732    | 9,756              |
| 5,442                               | 6,450   | 1,008           | 5,933     | 491                | 47,905    | 50,200    | 2,295           | 46,840    | (1,065)            |
| 1,744                               | 2,175   | 431             | 2,070     | 326                | 14,604    | 17,400    | 2,796           | 16,563    | 1,959              |
| 17,895                              | 19,114  | 1,219           | 17,173    | (722)              | 116,485   | 126,093   | 9,609           | 127,134   | 10,650             |
| 86,027                              | 91,453  | 5,427           | 88,628    | 2,602              | 428,604   | 529,497   | 100,893         | 504,561   | 75,957             |
| <b>Other Operational Expenses</b>   |         |                 |           |                    |           |           |                 |           |                    |
| 2,154                               | 1,650   | (504)           | 1,529     | (624)              | 12,477    | 21,290    | 8,813           | 14,086    | 1,609              |
| 22,706                              | 20,582  | (2,124)         | 22,346    | (360)              | 151,629   | 152,609   | 981             | 149,634   | (1,995)            |
| 26,045                              | 15,322  | (10,723)        | 15,944    | (10,101)           | 141,536   | 168,557   | 27,020          | 166,571   | 25,034             |
| 3,188                               | 3,285   | 97              | 2,888     | (300)              | 9,531     | 17,555    | 8,024           | 13,963    | 4,432              |
| 1,477                               | 1,650   | 173             | 1,226     | (252)              | 14,803    | 15,820    | 1,017           | 13,516    | (1,287)            |
| 2,184                               | 2,184   | 0               | 2,435     | 251                | 11,524    | 11,524    | (0)             | 8,129     | (3,395)            |
| 543                                 | 3,531   | 2,988           | 3,531     | 2,987              | 17,253    | 25,686    | 8,433           | 21,151    | 3,898              |
| 58,298                              | 48,204  | (10,094)        | 49,900    | (8,398)            | 358,753   | 413,040   | 54,287          | 387,049   | 28,296             |
| 144,325                             | 139,657 | (4,667)         | 138,528   | (5,797)            | 787,357   | 942,538   | 155,181         | 891,610   | 104,253            |
| 108,091                             | 87,795  | 20,296          | 89,270    | 18,821             | 139,685   | 137,200   | 2,485           | 70,155    | 69,530             |
| 108,091                             | 87,795  | 20,296          | 89,270    | 18,821             | 139,685   | 137,200   | 2,485           | 70,155    | 69,530             |
| <b>Interest Expense/Dep&amp;Amt</b> |         |                 |           |                    |           |           |                 |           |                    |
| 3,905                               | 7,998   | 4,093           | 8,753     | 4,847              | 50,116    | 63,984    | 13,868          | 48,576    | (1,540)            |
| 0                                   | 0       | 0               | 0         | 0                  | 10,197    | 0         | (10,197)        | 0         | (10,197)           |
| 3,905                               | 7,998   | 4,093           | 8,753     | 4,847              | 60,313    | 63,984    | 3,671           | 48,576    | (11,737)           |
| 104,186                             | 79,797  | 24,389          | 80,518    | 23,668             | 79,372    | 73,216    | 6,156           | 21,579    | 57,793             |