

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

<i>October</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>										
2,166	2,000	166	1,955	211	Rounds - Member	22,259	23,775	(1,516)		
232	400	(168)	211	21	Rounds - Outing	4,842	7,200	(2,358)		
1,731	2,250	(519)	1,344	387	Rounds - Public	22,302	27,625	(5,323)		
=====	=====	=====	=====	=====	<b>Total Rounds</b>	=====	=====	=====	=====	=====
4,129	4,650	(521)	3,510	619		49,403	58,600	(9,197)	50,931	(1,528)
<i>Revenue</i>										
32,271	39,344	(7,073)	21,688	10,583	Green Fees	481,786	625,979	(144,193)		
23,134	17,213	5,922	16,321	6,813	Cart Fees	280,894	301,570	(20,676)		
2,972	2,100	872	2,295	677	Driving Range	38,076	51,335	(13,259)		
0	0	0	0	0	Golf Cards/Passes	3,044	8,125	(5,081)		
7,401	10,300	(2,899)	6,572	829	Pro Shop Sales	109,758	128,697	(18,939)		
8,858	15,413	(6,554)	8,963	(104)	Food (Food & Soft Drinks)	152,271	201,173	(48,901)		
10,318	11,953	(1,635)	7,668	2,650	Beverages (Alcohol)	152,914	159,560	(6,646)		
304	0	304	920	(616)	Other Food & Beverage Revenue	938	0	938		
246	500	(254)	99	147	Other Golf Revenues (Club Rent, Handi	5,595	3,800	1,795		
1,650	0	1,650	0	1,650	Clinic / School Revenue	2,250	0	2,250		
44,531	49,220	(4,689)	43,179	1,352	Dues Income - Monthly Dues	307,220	344,540	(37,321)		
380	0	380	(314)	695	Miscellaneous Income and Discounts	(2,133)	0	(2,133)		
=====	=====	=====	=====	=====	<b>Total Revenue</b>	=====	=====	=====	=====	=====
132,066	146,042	(13,976)	107,391	24,675		1,532,612	1,824,779	(292,166)	1,545,640	(13,028)
<i>Cost of Sales</i>										
4,967	6,231	1,264	14,201	9,234	COGS - Pro Shop	79,372	83,547	4,175		
2,911	5,847	2,935	6,022	3,111	COGS - Food	58,359	77,208	18,848		
1,309	765	(544)	1,315	7	COGS - Non-Alcoholic Beverages	17,825	9,252	(8,573)		
3,212	4,064	851	3,356	143	COGS - Alcohol	55,196	54,251	(946)		
=====	=====	=====	=====	=====	<b>Total Cost of Sales</b>	=====	=====	=====	=====	=====
12,399	16,906	4,507	24,894	12,495		210,753	224,258	13,505	218,577	7,824
=====	=====	=====	=====	=====	<b>GROSS INCOME</b>	=====	=====	=====	=====	=====
119,667	129,135	(9,468)	82,497	37,170		1,321,860	1,600,521	(278,661)	1,327,063	(5,204)
<i>Labor</i>										
7,746	10,929	3,183	6,853	(893)	Golf Operation Labor	98,848	122,276	23,428		
14,793	16,134	1,342	16,349	1,557	General and Administrative	148,280	157,884	9,604		
28,042	30,480	2,438	32,143	4,101	Maintenance and Landscaping	278,339	288,413	10,075		
4,855	7,660	2,805	9,461	4,605	F&B	64,903	94,508	29,606		
=====	=====	=====	=====	=====	<b>Total Direct Labor</b>	=====	=====	=====	=====	=====
55,436	65,203	9,768	64,806	9,370		590,369	663,082	72,713	703,124	112,755
8,615	7,172	(1,443)	5,956	(2,660)	Total Payroll Taxes	79,956	72,939	(7,017)		
8,241	7,666	(575)	8,400	159	Total Medical/Health Benefits	78,784	76,660	(2,124)		
17,502	1,700	(15,802)	1,655	(15,848)	Total Workmans Comp	31,862	17,000	(14,862)		
=====	=====	=====	=====	=====	<b>Total Payroll Burden</b>	=====	=====	=====	=====	=====
34,359	16,538	(17,820)	16,010	(18,348)		190,603	166,599	(24,004)	168,488	(22,115)
=====	=====	=====	=====	=====	<b>Total Labor</b>	=====	=====	=====	=====	=====
89,794	81,742	(8,053)	80,816	(8,979)		780,972	829,681	48,709	871,612	90,640
<i>Other Operational Expenses</i>										
2,421	100	(2,321)	5,051	2,630	Golf Ops	24,410	30,500	6,090		
18,996	19,075	79	21,056	2,059	G&A	196,241	199,550	3,309		
7,651	13,920	6,269	15,697	8,046	Maintenance	198,652	205,810	7,158		
867	2,850	1,983	4,100	3,233	F&B	19,119	26,990	7,871		
3,093	3,700	607	6,424	3,331	Sales and Marketing	28,856	25,300	(3,556)		
(11,306)	3,886	15,192	3,773	15,079	Insurance - P&C	34,246	38,860	4,614		
=====	=====	=====	=====	=====	<b>Total Other Operational Expenses</b>	=====	=====	=====	=====	=====
21,722	43,531	21,809	56,101	34,379		501,525	527,011	25,485	506,074	4,549
=====	=====	=====	=====	=====	<b>Total Expenses</b>	=====	=====	=====	=====	=====
111,517	125,273	13,756	136,917	25,400		1,282,497	1,356,692	74,195	1,377,686	95,189
=====	=====	=====	=====	=====	<b>EBITDAR</b>	=====	=====	=====	=====	=====
8,150	3,862	4,288	(54,420)	62,570		39,363	243,829	(204,467)	(50,623)	89,986