

White Deer Golf Course
For the Month Ending January 31st, 2018

January					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance	Actual	Budget	Budget Variance	Last Year	Last Year Variance	
Rounds										
67	0	67	139	(72)	Rounds - Member	67	0	67	139	(72)
1	0	1	0	1	Rounds - Outing	1	0	1	0	1
65	0	65	113	(48)	Rounds - Public	65	0	65	113	(48)
133	0	133	252	(119)	Total Rounds	133	0	133	252	(119)
Revenue										
765	0	765	1,159	(394)	Green Fees	765	0	765	1,159	(394)
677	0	677	701	(24)	Cart Fees	677	0	677	701	(24)
285	0	285	771	(486)	Driving Range	285	0	285	771	(486)
515	0	515	0	515	Golf Cards/Passes	515	0	515	0	515
258	500	(242)	1,215	(957)	Pro Shop Sales	258	500	(242)	1,215	(957)
39	0	39	136	(97)	Food (Food & Soft Drinks)	39	0	39	136	(97)
901	0	901	90	811	Beverages (Alcohol)	901	0	901	90	811
0	250	(250)	735	(735)	Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	0	250	(250)	735	(735)
1,385	0	1,385	0	1,385	Clinic / School Revenue	1,385	0	1,385	0	1,385
281	0	281	21	260	Miscellaneous Income and Discounts	281	0	281	21	260
5,106	750	4,356	4,827	279	Total Revenue	5,106	750	4,356	4,827	279
Cost of Sales										
83	0	(83)	468	385	COGS - Pro Shop	83	0	(83)	468	385
14	0	(14)	(702)	(716)	COGS - Non-Alcoholic Beverages	14	0	(14)	(702)	(716)
345	0	(345)	0	(345)	COGS - Alcohol	345	0	(345)	0	(345)
442	0	(442)	(234)	(676)	Total Cost of Sales	442	0	(442)	(234)	(676)
4,664	750	3,914	5,062	(398)	GROSS INCOME	4,664	750	3,914	5,062	(398)
Labor										
49	915	866	81	33	Golf Operation Labor	49	915	866	81	33
10,864	13,676	2,811	14,660	3,796	General and Administrative	10,864	13,676	2,811	14,660	3,796
2,616	6,795	4,179	3,168	552	Maintenance and Landscaping	2,616	6,795	4,179	3,168	552
13,529	21,385	7,857	17,909	4,380	Total Direct Labor	13,529	21,385	7,857	17,909	4,380
2,703	2,566	(137)	2,431	(272)	Total Payroll Taxes	2,703	2,566	(137)	2,431	(272)
6,987	7,006	19	9,045	2,058	Total Medical/Health Benefits	6,987	7,006	19	9,045	2,058
2,546	2,587	41	1,737	(808)	Total Workmans Comp	2,546	2,587	41	1,737	(808)
12,236	12,159	(77)	13,214	978	Total Payroll Burden	12,236	12,159	(77)	13,214	978
25,765	33,544	7,780	31,123	5,358	Total Labor	25,765	33,544	7,780	31,123	5,358
Other Operational Expenses										
100	52	(48)	52	(48)	Golf Ops	100	52	(48)	52	(48)
16,696	14,415	(2,281)	15,400	(1,296)	G&A	16,696	14,415	(2,281)	15,400	(1,296)
(287)	945	1,232	753	1,040	Maintenance	(287)	945	1,232	753	1,040
495	(119)	(614)	(119)	(614)	F&B	495	(119)	(614)	(119)	(614)
2,356	4,147	1,791	1,522	(834)	Sales and Marketing	2,356	4,147	1,791	1,522	(834)
5,250	3,300	(1,950)	3,961	(1,288)	Insurance - P&C	5,250	3,300	(1,950)	3,961	(1,288)
24,609	22,740	(1,870)	21,569	(3,040)	Total Other Operational Expenses	24,609	22,740	(1,870)	21,569	(3,040)
50,374	56,284	5,910	52,692	2,318	Total Expenses	50,374	56,284	5,910	52,692	2,318
(45,710)	(55,534)	9,824	(47,630)	1,920	EBITDAR	(45,710)	(55,534)	9,824	(47,630)	1,920
(45,710)	(55,534)	9,824	(47,630)	1,920	EBITDA	(45,710)	(55,534)	9,824	(47,630)	1,920
Interest Expense/Dep&Amt										
1,067	0	(1,067)	1,033	(33)	Interest Expense Debt	1,067	0	(1,067)	1,033	(33)
6,576	6,576	(0)	6,576	0	Depreciation	6,576	6,576	(0)	6,576	0
3,356	0	(3,356)	0	(3,356)	Bad Debt	3,356	0	(3,356)	0	(3,356)
0	0	0	(3,563)	(3,563)	Capital Improvements/Cap Reserve	0	0	0	(3,563)	(3,563)
10,999	6,576	(4,423)	4,047	(6,952)	Total Interest Expense	10,999	6,576	(4,423)	4,047	(6,952)
(56,709)	(62,110)	5,401	(51,677)	(5,032)	Net Income	(56,709)	(62,110)	5,401	(51,677)	(5,032)