

White Deer Golf Course
For the Month Ending November 30th, 2019

November					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
Rounds										
625	1,000	(375)	251	374	Rounds - Member	18,993	23,700	(4,707)	16,996	1,997
279	250	29	191	88	Rounds - Outing	4,977	5,995	(1,018)	5,944	(967)
373	500	(127)	193	180	Rounds - Public	22,263	23,850	(1,587)	19,369	2,894
1,277	1,750	(473)	635	642	Total Rounds	46,233	53,545	(7,312)	42,309	3,924
Revenue										
9,115	12,500	(3,385)	6,113	3,003	Green Fees	516,973	547,000	(30,027)	462,812	54,162
4,268	4,500	(232)	2,143	2,125	Cart Fees	256,894	300,750	(43,856)	240,510	16,384
282	1,000	(718)	255	27	Driving Range	35,506	38,500	(2,994)	32,452	3,054
0	500	(500)	19	(19)	Golf Cards/Passes	6,478	9,500	(3,022)	6,947	(469)
4,439	5,200	(761)	2,174	2,265	Pro Shop Sales	107,817	126,550	(18,733)	110,075	(2,258)
2,463	3,000	(537)	2,175	288	Food (Food & Soft Drinks)	129,408	162,200	(32,792)	143,712	(14,304)
2,961	2,250	711	1,848	1,113	Beverages (Alcohol)	154,050	167,700	(13,650)	151,937	2,113
292	0	292	(17)	309	Other Food & Beverage Revenue	8,932	0	8,932	2,531	6,401
156	500	(344)	8	148	Other Golf Revenues (Club Rent, Hanc	6,550	10,350	(3,800)	7,600	(1,050)
0	0	0	250	(250)	Clinic / School Revenue	7,878	6,000	1,878	6,611	1,267
0	0	0	0	0	Dues Income - Monthly Dues	242,325	287,000	(44,675)	275,266	(32,941)
129	0	129	(127)	256	Miscellaneous Income and Discounts	3,808	0	3,808	5,712	(1,905)
24,104	29,450	(5,346)	14,840	9,264	Total Revenue	1,476,618	1,655,550	(178,932)	1,446,165	30,454
Cost of Sales										
993	3,563	2,570	1,968	975	COGS - Pro Shop	74,945	85,887	10,942	75,953	1,008
1,004	1,100	96	1,970	967	COGS - Food	47,063	56,320	9,257	48,102	1,039
50	250	200	(543)	(593)	COGS - Non-Alcoholic Beverages	15,225	17,100	1,875	16,278	1,052
1,256	765	(491)	915	(341)	COGS - Alcohol	57,687	57,619	(68)	53,779	(3,908)
3,303	5,678	2,375	4,310	1,007	Total Cost of Sales	194,921	216,926	22,005	194,112	(809)
20,801	23,773	(2,971)	10,530	10,271	GROSS INCOME	1,281,697	1,438,623	(156,926)	1,252,053	29,644
Labor										
4,901	5,283	382	5,008	107	Golf Operation Labor	116,859	127,767	10,908	108,023	(8,836)
8,380	8,850	470	11,840	3,460	General and Administrative	87,449	97,050	9,601	123,407	35,958
16,386	22,055	5,669	17,413	1,026	Maintenance and Landscaping	264,780	293,699	28,919	269,807	5,027
1,075	1,250	175	739	(336)	F&B	49,824	62,000	12,176	53,480	3,657
0	0	0	83	83	Amenities Labor	0	0	0	3,404	3,404
30,743	37,438	6,696	35,083	4,340	Total Direct Labor	518,912	580,516	61,604	558,121	39,210
2,469	5,054	2,586	2,689	221	Total Payroll Taxes	84,263	78,370	(5,893)	79,631	(4,632)
6,219	6,500	281	6,582	363	Total Medical/Health Benefits	65,479	70,500	5,021	66,218	738
(2,227)	1,915	4,142	1,742	3,969	Total Workmans Comp	18,476	21,065	2,589	19,683	1,206
6,460	13,469	7,009	11,013	4,553	Total Payroll Burden	168,218	169,935	1,716	165,531	(2,687)
37,203	50,908	13,705	46,096	8,893	Total Labor	687,130	750,451	63,320	723,653	36,523
Other Operational Expenses										
997	0	(997)	308	(688)	Golf Ops	18,060	28,910	10,850	22,818	4,758
20,129	18,250	(1,879)	17,339	(2,791)	G&A	217,156	207,984	(9,172)	208,900	(8,256)
9,458	2,743	(6,715)	7,481	(1,977)	Maintenance	196,706	229,308	32,602	198,155	1,449
656	300	(356)	220	(435)	F&B	18,749	21,490	2,741	22,171	3,421
800	1,440	640	1,953	1,153	Sales and Marketing	18,052	21,090	3,038	46,349	28,296
0	0	0	0	0	Golf Cart Leases	16,800	17,496	696	0	(16,800)
0	0	0	0	0	Equipment Leases	15,284	12,807	(2,477)	2,787	(12,497)
3,531	2,865	(666)	2,865	(666)	Insurance - P&C	31,742	31,515	(227)	24,871	(6,871)
35,571	25,598	(9,973)	30,167	(5,404)	Total Other Operational Expenses	532,550	570,600	38,050	526,050	(6,500)
72,773	76,506	3,732	76,262	3,489	Total Expenses	1,219,680	1,321,050	101,370	1,249,703	30,023
(51,972)	(52,733)	761	(65,733)	13,760	EBITDAR	62,017	117,573	(55,556)	2,350	59,667
(51,972)	(52,733)	761	(65,733)	13,760	EBITDA	62,017	117,573	(55,556)	2,350	59,667
Interest Expense/Dep&Amt										
0	0	0	0	0	Interest Expense Debt	0	0	0	1,067	1,067
8,622	4,996	(3,626)	4,996	(3,626)	Depreciation	74,487	54,956	(19,531)	54,953	(19,535)
0	50	50	0	0	Bad Debt	0	550	550	3,356	3,356
8,622	5,046	(3,576)	4,996	(3,626)	Total Interest Expense	74,487	55,506	(18,981)	59,375	(15,112)
(60,594)	(57,779)	(2,815)	(70,728)	10,134	Net Income	(12,470)	62,067	(74,537)	(57,025)	44,555