

**White Deer Golf Course
For the Month Ending April 30th, 2020**

April					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
Rounds										
0	2,400	(2,400)	1,986	(1,986)	Rounds - Member	1,377	3,000	(1,623)	2,576	(1,199)
0	200	(200)	205	(205)	Rounds - Outing	2	250	(248)	205	(203)
0	2,450	(2,450)	2,331	(2,331)	Rounds - Public	1,776	3,300	(1,524)	2,912	(1,136)
0	5,050	(5,050)	4,522	(4,522)	Total Rounds	3,155	6,550	(3,395)	5,693	(2,538)
Revenue										
0	43,900	(43,900)	36,754	(36,754)	Green Fees	26,247	57,400	(31,153)	43,878	(17,631)
0	25,157	(25,157)	21,196	(21,196)	Cart Fees	8,742	31,224	(22,483)	26,582	(17,841)
0	7,650	(7,650)	5,358	(5,358)	Driving Range	3,121	12,500	(9,379)	10,217	(7,096)
50	2,900	(2,850)	2,411	(2,361)	Golf Cards/Passes	1,237	4,600	(3,363)	4,129	(2,892)
225	12,205	(11,980)	11,091	(10,866)	Pro Shop Sales	6,478	17,442	(10,964)	16,694	(10,215)
0	11,600	(11,600)	9,469	(9,469)	Food (Food & Soft Drinks)	1,116	13,850	(12,734)	10,132	(9,016)
0	14,350	(14,350)	12,839	(12,839)	Beverages (Alcohol)	1,824	17,850	(16,026)	14,254	(12,430)
0	0	0	188	(188)	Other Food & Beverage Revenue	0	0	0	195	(195)
0	2,450	(2,450)	1,557	(1,557)	Other Golf Revenues (Club Rent, Han	252	3,550	(3,298)	1,979	(1,727)
0	1,600	(1,600)	1,510	(1,510)	Clinic / School Revenue	0	3,000	(3,000)	4,480	(4,480)
30,643	37,495	(6,852)	32,125	(1,482)	Dues Income - Monthly Dues	30,643	37,495	(6,852)	32,125	(1,482)
(66)	0	(66)	30	(96)	Miscellaneous Income and Discounts	101	0	101	(157)	259
30,852	159,308	(128,456)	134,529	(103,677)	Total Revenue	79,761	198,911	(119,150)	164,507	(84,747)
Cost of Sales										
162	8,504	8,342	(2,066)	(2,228)	COGS - Pro Shop	4,146	12,204	8,058	751	(3,395)
0	3,784	3,784	4,568	4,568	COGS - Food	184	4,444	4,260	5,314	5,130
0	1,530	(420)	1,530	(420)	COGS - Non-Alcoholic Beverages	682	1,913	1,231	(890)	(1,571)
0	5,069	5,069	4,830	4,830	COGS - Alcohol	862	6,299	5,437	6,038	5,176
162	18,887	18,725	6,913	6,751	Total Cost of Sales	5,873	24,860	18,986	11,213	5,340
30,690	140,421	(109,731)	127,617	(96,926)	GROSS INCOME	73,887	174,051	(100,164)	153,294	(79,407)
Labor										
1,190	11,559	10,369	11,514	10,323	Golf Operation Labor	12,217	22,908	10,691	21,918	9,701
4,931	8,804	3,874	9,316	4,385	General and Administrative	23,641	33,917	10,276	22,713	(928)
7,472	25,274	17,802	24,525	17,052	Maintenance and Landscaping	19,901	44,687	24,786	42,684	22,783
0	7,700	7,700	6,087	6,087	F&B	53	9,200	9,148	6,238	6,185
(8)	0	8	0	8	Amenities Labor	(8)	0	8	0	8
13,586	53,338	39,752	51,440	37,855	Total Direct Labor	55,804	110,711	54,908	93,553	37,749
2,648	7,734	5,086	8,893	6,245	Total Payroll Taxes	10,462	16,053	5,591	16,053	5,591
6,557	7,200	643	6,869	312	Total Medical/Health Benefits	26,201	24,400	(1,801)	22,998	(3,203)
1,744	2,175	431	2,070	326	Total Workmans Comp	7,629	8,700	1,072	8,281	653
10,949	17,109	6,160	17,832	6,884	Total Payroll Burden	44,292	49,153	4,861	47,333	3,041
24,534	70,447	45,912	69,273	44,739	Total Labor	100,095	159,864	59,769	140,885	40,790
Other Operational Expenses										
556	7,300	6,744	1,307	751	Golf Ops	2,424	8,635	6,211	2,395	(29)
22,370	23,422	1,052	14,498	(7,872)	G&A	69,767	74,979	5,212	62,583	(7,184)
17,884	27,705	9,821	23,880	5,996	Maintenance	26,144	30,715	4,571	28,720	2,576
220	1,937	1,717	1,324	1,104	F&B	948	3,079	2,132	2,685	1,737
2,800	3,225	425	2,739	(61)	Sales and Marketing	8,045	8,370	325	7,531	(514)
(1,388)	2,250	3,638	618	2,005	Insurance - P&C	6,230	11,562	5,332	7,028	798
42,442	65,839	23,397	44,365	1,923	Total Other Operational Expenses	113,558	137,340	23,782	110,942	(2,616)
66,976	136,286	69,310	113,638	46,661	Total Expenses	213,653	297,205	83,551	251,827	38,174
(36,286)	4,135	(40,421)	13,979	(50,265)	EBITDAR	(139,766)	(123,153)	(16,613)	(98,533)	(41,233)
(36,286)	4,135	(40,421)	13,979	(50,265)	EBITDA	(139,766)	(123,153)	(16,613)	(98,533)	(41,233)
Interest Expense/Dep&Amt										
7,954	7,998	44	4,996	(2,959)	Depreciation	31,864	31,992	128	19,983	(11,881)
7,954	7,998	44	4,996	(2,959)	Total Interest Expense	31,864	31,992	128	19,983	(11,881)
(44,241)	(3,863)	(40,378)	8,983	(53,224)	Net Income	(171,630)	(155,145)	(16,485)	(118,516)	(53,114)