

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

October					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
Rounds										
2,122	2,100	22	1,789	333	Rounds - Member	19,013	20,550	(1,537)	18,368	645
129	225	(96)	222	(93)	Rounds - Outing	1,911	5,875	(3,964)	4,698	(2,787)
2,368	1,600	768	1,579	789	Rounds - Public	26,906	23,400	3,506	21,890	5,016
4,619	3,925	694	3,590	1,029	Total Rounds	47,830	49,825	(1,995)	44,956	2,874
Revenue										
44,566	30,500	14,066	28,789	15,777	Green Fees	555,001	542,400	12,601	507,858	47,143
34,117	17,855	16,262	20,672	13,445	Cart Fees	308,400	277,014	31,386	252,626	55,774
2,037	2,950	(913)	2,764	(727)	Driving Range	29,694	39,150	(9,456)	35,224	(5,530)
0	0	0	25	(25)	Golf Cards/Passes	2,866	7,850	(4,984)	6,478	(3,612)
8,100	7,219	881	7,446	654	Pro Shop Sales	75,395	117,151	(41,756)	103,378	(27,983)
6,163	7,200	(1,037)	7,155	(992)	Food (Food & Soft Drinks)	75,218	154,950	(79,732)	126,945	(51,727)
7,867	8,925	(1,058)	9,372	(1,505)	Beverages (Alcohol)	108,756	161,385	(52,629)	151,090	(42,334)
72	0	72	5,871	(5,799)	Other Food & Beverage Revenue	1,266	0	1,266	8,640	(7,374)
57	1,050	(993)	2,407	(2,350)	Other Golf Revenues (Club Rent, Han	2,048	7,025	(4,977)	6,394	(4,346)
0	0	0	1,043	(1,043)	Clinic / School Revenue	395	6,500	(6,105)	7,878	(7,483)
36,246	37,495	(1,249)	36,070	175	Dues Income - Monthly Dues	244,954	262,465	(17,511)	242,325	2,629
597	0	597	(293)	890	Miscellaneous Income and Discounts	546	0	546	3,679	(3,132)
139,822	113,194	26,628	121,322	18,501	Total Revenue	1,404,540	1,575,890	(171,350)	1,452,515	(47,975)
Cost of Sales										
3,741	5,088	1,347	9,833	6,092	COGS - Pro Shop	48,869	81,735	32,865	73,952	25,083
3,132	2,420	(712)	3,195	62	COGS - Food	24,936	53,900	28,964	46,059	21,123
903	867	(36)	1,089	186	COGS - Non-Alcoholic Beverages	14,546	16,550	2,003	15,176	629
2,837	3,142	305	3,283	446	COGS - Alcohol	39,613	57,045	17,432	56,431	16,818
10,614	11,517	903	17,400	6,786	Total Cost of Sales	127,965	209,229	81,264	191,619	63,654
129,208	101,677	27,532	103,922	25,287	GROSS INCOME	1,276,575	1,366,661	(90,086)	1,260,896	15,679
Labor										
10,269	8,980	(1,288)	10,106	(163)	Golf Operation Labor	100,724	113,826	13,102	111,957	11,233
5,830	8,804	2,974	9,203	3,373	General and Administrative	63,171	87,242	24,071	79,069	15,898
30,380	29,071	(1,308)	27,363	(3,017)	Maintenance and Landscaping	224,722	256,601	31,879	248,394	23,671
3,739	3,450	(289)	4,132	393	F&B	36,953	57,850	20,897	48,749	11,796
0	0	0	0	0	Amenities Labor	(8)	0	8	0	8
50,217	50,306	89	50,803	586	Total Direct Labor	425,563	515,519	89,956	488,169	62,606
11,771	7,294	(4,477)	10,628	(1,143)	Total Payroll Taxes	73,948	74,750	802	81,794	7,846
5,820	6,450	630	6,233	413	Total Medical/Health Benefits	59,143	63,100	3,957	59,261	118
1,744	2,175	431	2,070	326	Total Workmans Comp	18,092	21,750	3,658	20,703	2,611
19,335	15,919	(3,415)	18,931	(403)	Total Payroll Burden	151,183	159,600	8,417	161,758	10,575
69,552	66,225	(3,326)	69,735	183	Total Labor	576,746	675,119	98,373	649,927	73,181
Other Operational Expenses										
(195)	1,050	1,245	2,810	3,005	Golf Ops	13,934	23,640	9,706	17,063	3,129
21,461	21,361	(100)	20,758	(703)	G&A	192,543	194,352	1,809	197,026	4,483
13,606	13,295	(311)	10,272	(3,333)	Maintenance	174,000	197,372	23,372	187,248	13,248
883	1,145	262	1,236	354	F&B	11,666	21,665	9,999	18,094	6,428
2,380	3,150	770	2,376	(4)	Sales and Marketing	19,137	20,395	1,258	17,252	(1,885)
0	17,500	17,500	16,800	16,800	Golf Cart Leases	0	17,500	17,500	16,800	16,800
2,184	2,184	0	3,459	1,275	Equipment Leases	15,892	15,892	(0)	15,284	(608)
543	3,531	2,988	3,531	2,987	Insurance - P&C	24,248	32,748	8,500	28,212	3,964
40,862	63,216	22,354	61,243	20,381	Total Other Operational Expenses	451,420	523,563	72,143	496,979	45,559
110,414	129,441	19,028	130,978	20,564	Total Expenses	1,028,166	1,198,683	170,517	1,146,907	118,741
18,795	(27,765)	46,560	(27,056)	45,851	EBITDAR	248,409	167,978	80,431	113,989	134,420
18,795	(27,765)	46,560	(27,056)	45,851	EBITDA	248,409	167,978	80,431	113,989	134,420
Interest Expense/Dep&Amt										
3,744	7,998	4,254	8,631	4,887	Depreciation	57,643	79,980	22,337	65,865	8,222
0	0	0	0	0	Other Expense	10,197	0	(10,197)	0	(10,197)
3,744	7,998	4,254	8,631	4,887	Total Interest Expense	67,840	79,980	12,140	65,865	(1,975)
15,050	(35,763)	50,813	(35,687)	50,738	Net Income	180,569	87,998	92,571	48,124	132,445