

**White Deer Golf Course**  
For the Month Ending June 30th, 2021

<i>June</i>					<i>YTD</i>					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
<b>Rounds</b>										
1,664	3,100	(1,436)	3,420	(1,756)	Rounds - Member	5,767	9,100	(3,333)	7,418	(1,651)
1,038	1,175	(137)	1	1,037	Rounds - Outing	1,395	1,975	(580)	3	1,392
5,803	3,900	1,903	4,850	953	Rounds - Public	16,393	10,600	5,793	9,885	6,508
8,505	8,175	330	8,271	234	<b>Total Rounds</b>	23,555	21,675	1,880	17,306	6,249
<b>Revenue</b>										
106,222	104,500	1,722	86,332	19,890	Green Fees	244,017	234,400	9,617	197,819	46,198
73,275	52,425	20,850	57,434	15,841	Cart Fees	197,669	124,545	73,124	84,953	112,716
5,960	5,500	460	5,310	650	Driving Range	16,328	22,700	(6,372)	10,866	5,462
234	1,000	(766)	725	(491)	Golf Cards/Passes	3,043	7,400	(4,357)	2,458	585
17,256	20,201	(2,945)	13,202	4,055	Pro Shop Sales	44,635	56,886	(12,251)	24,628	20,007
20,541	26,500	(5,959)	11,456	9,085	Food (Food & Soft Drinks)	41,931	55,675	(13,744)	13,884	28,047
34,819	29,900	4,919	21,367	13,452	Beverages (Alcohol)	74,632	68,000	6,632	27,669	46,663
(124)	0	(124)	(91)	(33)	Other Food & Beverage Revenue	1,173	0	1,173	13	1,160
339	575	(236)	483	(144)	Other Golf Revenues (Club Rent, Hand	4,936	4,850	86	1,335	3,601
0	750	(750)	105	(105)	Clinic / School Revenue	0	4,750	(4,750)	105	(105)
43,299	37,210	6,089	35,584	7,715	Dues Income - Monthly Dues	124,400	111,630	12,770	100,486	23,914
691	0	691	90	601	Miscellaneous Income and Discounts	3,216	0	3,216	200	3,016
302,513	278,561	23,952	231,997	70,516	<b>Total Revenue</b>	755,980	690,836	65,143	464,716	291,264
<b>Cost of Sales</b>										
10,595	13,920	3,325	9,739	(856)	COGS - Pro Shop	33,472	39,113	5,641	16,421	(17,051)
4,633	9,020	4,387	4,713	80	COGS - Food	16,980	18,711	1,731	5,549	(11,432)
3,057	3,000	(57)	2,389	(668)	COGS - Non-Alcoholic Beverages	6,561	6,575	14	4,192	(2,369)
13,535	10,576	(2,959)	8,198	(5,336)	COGS - Alcohol	29,047	24,029	(5,018)	10,823	(18,224)
31,820	36,515	4,696	25,040	(6,780)	<b>Total Cost of Sales</b>	86,060	88,427	2,367	36,984	(49,076)
270,694	242,046	28,648	206,957	63,736	<b>GROSS INCOME</b>	669,920	602,409	67,511	427,731	242,188
<b>Labor</b>										
21,463	17,018	(4,445)	15,456	(6,007)	Golf Operation Labor	68,741	54,872	(13,869)	40,663	(28,078)
8,250	8,904	654	10,835	2,585	General and Administrative	27,784	46,284	18,499	39,724	11,940
32,502	37,210	4,708	34,683	2,182	Maintenance and Landscaping	97,541	119,783	22,243	86,142	(11,399)
7,169	9,400	2,231	4,671	(2,498)	F&B	19,853	27,600	7,747	5,356	(14,497)
0	0	0	0	0	Amenities Labor	0	0	0	(8)	(8)
69,383	72,532	3,149	65,646	(3,737)	<b>Total Direct Labor</b>	213,919	248,539	34,620	171,878	(42,041)
10,586	10,617	31	10,314	(272)	Total Payroll Taxes	31,332	36,292	4,961	28,313	(3,019)
5,896	6,200	304	4,387	(1,509)	Total Medical/Health Benefits	39,991	36,000	(3,991)	37,079	(2,912)
1,636	1,885	249	1,744	108	Total Workmans Comp	5,311	11,310	5,999	11,116	5,786
18,119	18,702	583	16,445	(1,674)	<b>Total Payroll Burden</b>	76,653	83,602	6,950	76,508	(145)
87,502	91,234	3,732	82,092	(5,411)	<b>Total Labor</b>	290,572	332,142	41,569	248,386	(42,186)
<b>Other Operational Expenses</b>										
4,255	5,855	1,600	5,027	772	Golf Ops	7,597	15,740	8,143	9,452	1,855
20,672	18,954	(1,718)	20,145	(528)	G&A	103,126	111,365	8,239	104,940	1,813
57,326	51,724	(5,602)	29,977	(27,349)	Maintenance	126,125	128,924	2,799	79,831	(46,295)
3,204	4,765	1,561	2,424	(781)	F&B	10,271	11,742	1,471	3,895	(6,376)
1,313	1,550	237	1,031	(282)	Sales and Marketing	12,626	11,470	(1,156)	10,076	(2,551)
8,929	8,929	0	0	(8,929)	Golf Cart Leases	17,858	17,859	1	0	(17,858)
5,202	2,184	(3,018)	2,184	(3,018)	Equipment Leases	9,666	4,368	(5,297)	4,368	(5,297)
0	2,768	2,768	0	0	FF&E	0	5,536	5,536	0	0
422	3,532	3,110	3,497	3,076	Insurance - P&C	10,040	15,424	5,385	13,225	3,185
101,324	100,262	(1,062)	64,285	(37,039)	<b>Total Other Operational Expenses</b>	297,309	322,428	25,119	225,786	(71,523)
188,826	191,496	2,670	146,376	(42,450)	<b>Total Expenses</b>	587,881	654,570	66,689	474,172	(113,709)
81,867	50,550	31,318	60,581	21,287	<b>EBITDAR</b>	82,038	(52,161)	134,199	(46,441)	128,479
81,867	50,550	31,318	60,581	21,287	<b>EBITDA</b>	82,038	(52,161)	134,199	(46,441)	128,479
<b>Interest Expense/Dep&amp;Amt</b>										
3,647	3,700	53	4,146	499	Depreciation	22,043	22,200	157	42,305	20,262
0	0	0	10,197	10,197	Other Expense	0	0	0	10,197	10,197
3,647	3,700	53	14,343	10,696	<b>Total Interest Expense</b>	22,043	22,200	157	52,502	30,459
78,221	46,850	31,371	46,238	31,983	<b>Net Income</b>	59,995	(74,361)	134,356	(98,942)	158,938