

White Deer Golf Course
For the Month Ending July 31st, 2021

July					YTD					
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance
Rounds										
1,638	3,450	(1,812)	3,483	(1,845)	Rounds - Member	7,405	12,550	(5,145)	10,901	(3,496)
1,097	720	377	515	582	Rounds - Outing	2,492	2,695	(203)	518	1,974
5,784	4,350	1,434	4,967	817	Rounds - Public	22,177	14,950	7,227	14,852	7,325
8,519	8,520	(1)	8,965	(446)	Total Rounds	32,074	30,195	1,879	26,271	5,803
Revenue										
100,698	101,900	(1,202)	104,054	(3,356)	Green Fees	344,715	336,300	8,415	301,873	42,842
72,679	58,050	14,629	65,838	6,841	Cart Fees	270,348	182,595	87,753	150,791	119,557
5,542	5,100	442	6,219	(677)	Driving Range	21,870	27,800	(5,930)	17,085	4,784
19	250	(231)	253	(234)	Golf Cards/Passes	3,062	7,650	(4,588)	2,711	351
14,358	18,409	(4,051)	15,688	(1,330)	Pro Shop Sales	58,993	75,295	(16,302)	40,316	18,677
23,898	24,000	(102)	20,866	3,031	Food (Food & Soft Drinks)	65,829	79,675	(13,846)	34,750	31,079
34,713	26,850	7,863	26,843	7,869	Beverages (Alcohol)	109,344	94,850	14,494	54,812	54,532
(789)	0	(789)	848	(1,637)	Other Food & Beverage Revenue	383	0	383	861	(477)
215	425	(210)	326	(111)	Other Golf Revenues (Club Rent, Hand	5,151	5,275	(124)	1,661	3,490
57	750	(693)	105	(48)	Clinic / School Revenue	57	5,500	(5,443)	210	(153)
43,123	37,210	5,913	35,732	7,391	Dues Income - Monthly Dues	167,522	148,840	18,682	136,217	31,305
(438)	0	(438)	218	(656)	Miscellaneous Income and Discounts	2,778	0	2,778	418	2,360
294,073	272,944	21,129	276,989	17,084	Total Revenue	1,050,053	963,780	86,272	741,704	308,348
Cost of Sales										
9,575	12,733	3,158	10,094	519	COGS - Pro Shop	43,047	51,846	8,799	26,515	(16,532)
11,071	7,920	(3,151)	6,705	(4,367)	COGS - Food	28,052	26,631	(1,421)	12,253	(15,798)
4,185	3,000	(1,185)	2,855	(1,330)	COGS - Non-Alcoholic Beverages	10,745	9,575	(1,170)	7,047	(3,699)
11,159	9,494	(1,665)	10,441	(719)	COGS - Alcohol	40,206	33,523	(6,683)	21,263	(18,943)
35,990	33,147	(2,843)	30,094	(5,896)	Total Cost of Sales	122,050	121,574	(475)	67,078	(54,971)
258,083	239,797	18,287	246,895	11,188	GROSS INCOME	928,003	842,206	85,797	674,626	253,377
Labor										
22,223	17,945	(4,278)	17,826	(4,397)	Golf Operation Labor	90,964	72,817	(18,147)	58,489	(32,475)
6,617	8,904	2,287	5,860	(757)	General and Administrative	34,401	55,188	20,787	45,585	11,184
26,279	38,515	12,236	39,580	13,301	Maintenance and Landscaping	123,819	158,298	34,479	125,721	1,902
8,445	9,500	1,055	8,844	399	F&B	28,298	37,100	8,802	14,201	(14,098)
0	0	0	0	0	Amenities Labor	0	0	0	(8)	(8)
63,564	74,864	11,300	72,110	8,546	Total Direct Labor	277,483	323,403	45,920	243,988	(33,495)
9,313	10,941	1,628	14,954	5,641	Total Payroll Taxes	40,644	47,233	6,589	43,267	2,622
5,872	6,200	328	5,384	(489)	Total Medical/Health Benefits	45,863	42,200	(3,663)	42,463	(3,400)
1,650	1,885	235	1,744	94	Total Workmans Comp	6,981	13,195	6,214	12,860	5,879
16,835	19,026	2,191	22,082	5,246	Total Payroll Burden	93,488	102,628	9,140	98,590	5,101
80,399	93,890	13,491	94,191	13,793	Total Labor	370,971	426,031	55,060	342,577	(28,394)
Other Operational Expenses										
538	1,400	862	872	334	Golf Ops	8,135	17,140	9,005	10,324	2,189
23,975	21,494	(2,480)	23,983	8	G&A	127,101	132,860	5,759	128,923	1,822
15,213	34,089	18,876	35,661	20,448	Maintenance	141,338	163,013	21,675	115,491	(25,847)
2,911	3,085	174	2,448	(464)	F&B	13,182	14,827	1,645	6,343	(6,840)
3,588	2,900	(688)	3,250	(338)	Sales and Marketing	16,214	14,370	(1,844)	13,326	(2,888)
8,929	8,929	0	0	(8,929)	Golf Cart Leases	26,787	26,788	1	0	(26,787)
5,891	4,971	(920)	4,971	(920)	Equipment Leases	15,557	9,340	(6,217)	9,340	(6,217)
0	2,768	2,768	0	0	FF&E	0	8,304	8,304	0	0
3,416	3,532	116	3,484	69	Insurance - P&C	13,455	18,956	5,501	16,709	3,254
64,461	83,169	18,708	74,669	10,208	Total Other Operational Expenses	361,770	405,597	43,827	300,455	(61,315)
144,859	177,058	32,199	168,860	24,001	Total Expenses	732,741	831,628	98,887	643,032	(89,708)
113,224	62,739	50,485	78,034	35,189	EBITDAR	195,262	10,578	184,685	31,594	163,669
113,224	62,739	50,485	78,034	35,189	EBITDA	195,262	10,578	184,685	31,594	163,669
Interest Expense/Dep&Amt										
3,647	3,700	53	3,906	259	Depreciation	25,690	25,900	210	46,211	20,521
0	0	0	0	0	Other Expense	0	0	0	10,197	10,197
3,647	3,700	53	3,906	259	Total Interest Expense	25,690	25,900	210	56,407	30,718
109,577	59,039	50,539	74,129	35,448	Net Income	169,572	(15,322)	184,895	(24,814)	194,386