

SANTA CLARA GOLF AND TENNIS CLUB
INCOME STATEMENT
FOR THE QUARTER ENDING June 30, 2018

	FOR THE QUARTER ENDING June 30, 2018									
	QUARTER		VARIANCES		PRIOR YEAR ACTUAL	YEAR-TO-DATE		VARIANCES		PRIOR YEAR Y-T-D
	ACTUAL	BUDGET	AMOUNT	%		ACTUAL	BUDGET	AMOUNT	%	
SALES AND FEES										
INSTRUCTION	3,292	1,200	2,092	174	2,778	13,808	8,700	5,108	59	9,203
GREEN FEES	318,154	335,000	(16,846)	(5)	333,505	1,255,847	1,111,000	144,847	13	1,151,616
CART RENTAL	95,565	97,050	(1,485)	(2)	100,942	371,953	313,450	58,503	19	328,317
RANGE INCOME	79,928	55,000	24,928	45	59,551	252,828	190,000	62,828	33	207,071
TENNIS INCOME	9,586	3,900	5,686	146	8,869	26,580	18,000	8,580	48	26,923
MERCHANDISE SALES	38,164	21,000	17,164	82	37,366	125,678	105,000	20,678	20	124,544
OTHER INCOME	10,508	4,100	6,408	156	6,602	29,350	16,850	12,500	74	(309,336)
TOTAL INCOME	555,196	517,250	37,946	7	549,613	2,076,044	1,763,000	313,044	18	1,538,338
COST OF SALES										
MERCHANDISE	28,051	13,928	(14,123)	(101)	26,439	85,227	69,631	15,596	22	90,040
TOTAL COST OF SALES	28,051	13,928	(14,123)	(101)	26,439	85,227	69,631	15,596	22	90,040
GROSS PROFIT	527,146	503,322	23,824	5	523,174	1,990,818	1,693,369	297,449	18	1,448,298
OPERATING EXPENSES										
SALARIES/WAGES	227,508	254,776	27,267	11	217,127	856,250	1,002,416	146,166	15	834,604
UTILITIES-WATER	109,409	95,000	(14,409)	(15)	90,638	436,137	363,000	(73,137)	(20)	368,273
UTILITIES-POWER	14,353	14,700	347	2	17,123	52,731	58,800	6,069	10	55,409
SEED, SOIL, FERTILIZER	11,753	16,300	4,547	28	18,449	57,220	74,200	16,980	23	48,172
REPAIR & MAINTENANCE	28,844	26,950	(1,894)	(7)	23,456	137,315	126,050	(11,265)	(9)	94,913
SUPPLIES	10,967	16,450	5,483	33	11,404	58,051	75,925	17,874	24	49,020
UNIFORMS/LAUNDRY	936	1,350	414	31	1,879	4,037	5,400	1,363	25	5,720
BANK & CARD FEES	7,694	12,600	4,906	39	11,406	37,920	47,900	9,980	21	37,098
LEASE/RENTAL	17,331	19,200	1,869	10	16,771	69,484	76,800	7,316	10	81,560
SANITATION	4,285	8,300	4,015	48	6,946	16,196	30,750	14,554	47	21,138
TELEPHONE	3,131	3,000	(131)	(4)	2,827	12,537	12,000	(537)	(4)	11,306
RANGE BALLS	4,251	3,500	(751)	(21)	846	9,777	14,000	4,223	30	9,745
OTHER EXPENSES	13,546	14,475	929	6	14,255	91,511	64,200	(27,311)	(43)	56,798
MGMT/ADM FEES	75,448	74,018	(1,429)	(2)	73,630	297,391	286,776	(10,615)	(4)	274,774
INSURANCE	3,780	7,755	3,975	51	3,520	15,120	31,020	15,900	51	14,075
TOTAL OPERATING EXP	533,237	568,374	35,137	6	510,277	2,151,676	2,269,237	117,561	5	1,962,605
NET FROM OPERATIONS	(6,091)	(65,052)	58,961	91	12,897	(160,859)	(575,868)	415,009	72	(514,307)
LESS: CAPITAL OUTLAY	-	-	-	-	-	-	-	-	-	-
NET INCOME	(6,091)	(65,052)	58,961	91	12,897	(160,859)	(575,868)	415,009	72	(514,307)
NUMBER OF ROUNDS	12,679	13,575	(896)	(7)	13,618	48,706	44,980	3,726	8	46,268