

SANTA CLARA GOLF AND TENNIS CLUB
INCOME STATEMENT
FOR THE QUARTER ENDING December 31, 2017

	FOR THE QUARTER ENDING December 31, 2017									
	QUARTER		VARIANCES		PRIOR YEAR	YEAR-TO-DATE		VARIANCES		PRIOR YEAR
	ACTUAL	BUDGET	AMOUNT	%		ACTUAL	BUDGET	AMOUNT	%	
SALES AND FEES										
INSTRUCTION	1,900	1,200	700	58	1,561	8,811	6,300	2,511	40	5,225
GREEN FEES	287,014	233,000	54,014	23	247,974	663,961	585,000	78,961	13	610,924
CART RENTAL	81,382	64,800	16,582	26	67,538	204,999	163,150	41,849	26	173,100
RANGE INCOME	46,337	40,000	6,337	16	40,244	112,572	96,000	16,572	17	100,946
TENNIS INCOME	4,327	4,200	127	3	4,560	13,261	10,900	2,361	22	13,617
MERCHANDISE SALES	26,364	28,000	(1,636)	(6)	24,746	64,393	64,000	393	1	68,040
OTHER INCOME	4,338	5,050	(713)	(14)	(327,313)	12,618	9,100	3,518	39	(320,643)
TOTAL INCOME	451,661	376,250	75,411	20	59,310	1,080,613	934,450	146,163	16	651,209
COST OF SALES										
MERCHANDISE	18,066	18,571	505	3	20,300	41,847	42,438	590	1	50,870
TOTAL COST OF SALES	18,066	18,571	505	3	20,300	41,847	42,438	590	1	50,870
GROSS PROFIT	433,595	357,679	75,916	21	39,010	1,038,766	892,012	146,754	16	600,339
OPERATING EXPENSES										
SALARIES/WAGES	193,789	247,832	54,043	22	196,095	409,496	504,399	94,903	19	412,397
UTILITIES-WATER	90,833	75,000	(15,833)	(21)	62,368	301,996	251,000	(50,996)	(20)	268,162
UTILITIES-POWER	10,857	14,700	3,843	26	13,913	25,771	29,400	3,629	12	25,355
SEED, SOIL, FERTILIZER	7,126	16,850	9,724	58	3,639	26,352	37,850	11,498	30	17,053
REPAIR & MAINTENANCE	27,731	33,450	5,719	17	29,312	57,032	69,550	12,518	18	55,943
SUPPLIES	16,808	18,725	1,917	10	9,979	29,775	41,700	11,925	29	23,233
UNIFORMS/LAUNDRY	1,127	1,350	223	16	918	2,076	2,700	624	23	2,720
BANK & CARD FEES	9,038	11,700	2,662	23	10,237	21,149	25,000	3,851	15	21,881
LEASE/RENTAL	17,411	19,200	1,789	9	21,736	34,822	38,400	3,578	9	46,584
SANITATION	1,736	7,500	5,764	77	5,092	6,401	15,050	8,649	57	10,328
TELEPHONE	3,119	3,000	(119)	(4)	2,829	6,298	6,000	(298)	(5)	5,671
RANGE BALLS	-	3,500	3,500	100	2,121	2,976	7,000	4,024	57	5,514
OTHER EXPENSES	37,550	16,925	(20,625)	(122)	15,508	52,599	33,175	(19,424)	(59)	28,819
MGMT/ADM FEES	72,382	69,788	(2,593)	(4)	58,957	149,932	144,918	(5,014)	(3)	133,829
INSURANCE	3,780	7,755	3,975	51	3,519	7,560	15,510	7,950	51	7,037
TOTAL OPERATING EXP	493,288	547,275	53,987	10	436,223	1,134,234	1,221,652	87,418	7	1,064,527
NET FROM OPERATIONS	(59,692)	(189,596)	129,904	69	(397,214)	(95,468)	(329,640)	234,172	71	(464,189)
LESS: CAPITAL OUTLAY	-	-	-		-	-	-	-		-
NET INCOME	(59,692)	(189,596)	129,904	69	(397,214)	(95,468)	(329,640)	234,172	71	(464,189)
NUMBER OF ROUNDS	10,697	9,425	1,272	13	9,493	26,122	23,650	2,472	10	24,512