

# Budget Comparison

	Actual	Actual	Actual	Actual	Actual	Budget	Proposed	Variance to
SALES	13-14	14-15	15-16	16-17	17-18 thru Feb 18	17-18 Budget	18-19 Budget	17-18 Budget
Instruction	\$ 5,475	\$ 7,690	\$ 9,416	\$ 9,204	\$ 9,711	\$ 8,700	\$ 10,000	14.9%
Green Fees	1,675,012	1,452,421	1,078,117	1,151,616	852,473	1,111,000	1,225,000	10.3%
Cart Rental	403,336	398,342	298,468	328,317	251,852	313,450	369,750	18.0%
Range	301,869	236,212	186,994	207,071	145,479	190,000	233,500	22.9%
Tennis	48,192	36,693	28,234	26,923	15,876	18,000	18,000	0.0%
Merchandise	142,110	149,861	122,437	124,544	78,392	105,000	118,000	12.4%
Food Sales							19,600	#DIV/0!
Other	382,319	370,199	32,540	(309,336)	16,029	16,850	15,050	-10.7%
<b>TOTAL INCOME</b>	<b>\$ 2,958,312</b>	<b>\$ 2,651,418</b>	<b>\$ 1,756,206</b>	<b>\$ 1,538,339</b>	<b>\$ 1,369,812</b>	<b>\$ 1,763,000</b>	<b>\$ 2,008,900</b>	<b>13.9%</b>
<b>Cost of Sales Merchandise &amp; Food</b>	<b>\$ 101,275</b>	<b>\$ 113,004</b>	<b>\$ 90,677</b>	<b>\$ 90,041</b>	<b>\$ 51,072</b>	<b>\$ 69,631</b>	<b>\$ 86,092</b>	<b>23.6%</b>
<b>COS percentage</b>	<b>71%</b>	<b>75%</b>	<b>74%</b>	<b>72%</b>		<b>66%</b>	<b>63%</b>	
<b>GROSS PROFIT</b>	<b>\$ 2,857,038</b>	<b>\$ 2,538,414</b>	<b>\$ 1,665,529</b>	<b>\$ 1,448,298</b>	<b>\$ 1,318,740</b>	<b>\$ 1,693,369</b>	<b>\$ 1,922,808</b>	<b>13.5%</b>
<b>OPERATING EXPENSES</b>								
Salaries & Wages	\$ 848,351	\$ 801,915	\$ 799,903	\$ 834,604	\$ 553,768	\$ 1,002,416	\$ 1,135,859	13.3%
Utilities -Water	300,201	316,907	334,693	368,273	314,632	363,000	431,000	18.7%
Utilities-Power	47,733	54,675	56,472	55,409	37,077	58,800	58,800	0.0%
Seed, Soil & Fertilizer & Chemical	73,000	36,066	55,834	48,172	38,573	74,200	77,900	5.0%
Repair & Maint	81,808	101,330	136,286	94,913	97,932	126,050	123,550	-2.0%
Supplies	80,944	86,934	61,854	49,020	41,709	75,925	76,425	0.7%
Uniforms & Laundry	7,338	9,517	4,720	5,720	2,901	5,400	5,400	0.0%
Visa & M/C Banking Fees	47,306	38,921	32,510	37,098	26,926	47,900	49,100	2.5%
Advertising and Promotion	-	-	-	-	-	-	-	0.0%
Lease/Rental	108,466	96,888	93,686	81,560	46,376	76,800	73,800	-3.9%
Sanitation	32,802	26,386	21,747	21,138	9,525	30,750	31,300	1.8%
Telephone	15,104	11,070	11,056	11,306	8,368	12,000	13,200	10.0%
Range Balls	8,984	6,642	10,658	9,745	5,526	14,000	12,000	-14.3%
Other Expenses	51,726	45,713	62,757	56,798	73,245	64,200	63,320	-1.4%
Admin/Mgmt Fees	304,256	299,349	276,660	274,774	197,840	286,776	301,839	5.3%
Insurance	12,729	13,347	13,819	14,075	10,080	31,020	18,144	-41.5%
<b>TOTAL OPERATING EXPENSES</b>	<b>\$ 2,020,748</b>	<b>\$ 1,945,660</b>	<b>\$ 1,972,655</b>	<b>\$ 1,962,605</b>	<b>\$ 1,464,478</b>	<b>\$ 2,269,237</b>	<b>\$ 2,471,637</b>	<b>8.9%</b>
<b>NET FROM OPERATIONS</b>	<b>\$ 836,290</b>	<b>\$ 592,754</b>	<b>\$ (307,126)</b>	<b>\$ (514,307)</b>	<b>\$ (145,738)</b>	<b>\$ (575,868)</b>	<b>\$ (548,829)</b>	<b>-4.7%</b>
<b>CAPITAL OUTLAY</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>NET INCOME</b>	<b>\$ 836,290</b>	<b>\$ 592,754</b>	<b>\$ (307,126)</b>	<b>\$ (514,307)</b>	<b>\$ (145,738)</b>	<b>\$ (575,868)</b>	<b>\$ (548,829)</b>	<b>-4.7%</b>
	28%	22%	-17%	-33%	-11%	-33%	-27%	
<b>Number of Rounds</b>	<b>65,437</b>	<b>59,893</b>	<b>44,020</b>	<b>46,268</b>	<b>32,677</b>	<b>44,980</b>	<b>47,060</b>	<b>4.6%</b>