

White Deer Golf Course
For the Month Ending February 28th, 2017

<i>February</i>					<i>YTD</i>			
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance
					Rounds			
517	0	517	0	517		656	0	656
0	0	0	0	0		0	0	0
553	0	553	0	553		666	0	666
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1,070	0	1,070	0	1,070	Total Rounds	1,322	0	1,322
					Revenue			
8,555	0	8,555	0	8,555	Green Fees	9,714	0	9,714
3,799	0	3,799	0	3,799	Cart Fees	4,499	0	4,499
2,873	0	2,873	0	2,873	Driving Range	3,644	0	3,644
1,599	1,000	599	0	1,599	Pro Shop Sales	2,814	2,000	814
1,540	0	1,540	0	1,540	Food (Food & Soft Drinks)	1,676	0	1,676
221	0	221	0	221	Beverages (Alcohol)	311	0	311
573	500	73	0	573	Other Golf Revenues (Club Rent, Handicap, Locker, Bag Storage)	1,308	1,000	308
(4)	0	(4)	0	(4)	Miscellaneous Income and Discounts	17	0	17
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19,156	1,500	17,656	0	19,156	Total Revenue	23,983	3,000	20,983
					Cost of Sales			
1,656	0	(1,656)	0	(1,656)	COGS - Pro Shop	2,124	0	(2,124)
59	0	(59)	0	(59)	COGS - Food	59	0	(59)
919	0	(919)	0	(919)	COGS - Non-Alcoholic Beverages	217	0	(217)
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2,634	0	(2,634)	0	(2,634)	Total Cost of Sales	2,400	0	(2,400)
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16,522	1,500	15,022	0	16,522	GROSS INCOME	21,584	3,000	18,584
					Labor			
497	1,500	1,003	0	(497)	Golf Operation Labor	578	3,161	2,583
13,886	14,153	267	0	(13,886)	General and Administrative	28,546	29,822	1,276
3,577	6,137	2,560	0	(3,577)	Maintenance and Landscaping	6,745	12,932	6,187
(313)	0	313	0	313	F&B	(313)	65	378
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17,647	21,790	4,143	0	(17,647)	Total Direct Labor	35,556	45,980	10,424
					Payroll Burden			
1,903	2,397	493	0	(1,903)	Total Payroll Taxes	4,335	5,058	723
7,291	7,666	375	0	(7,291)	Total Medical/Health Benefits	16,337	15,332	(1,005)
2,506	1,700	(806)	0	(2,506)	Total Workmans Comp	4,243	3,400	(843)
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11,700	11,763	63	0	(11,700)	Total Payroll Burden	24,914	23,790	(1,124)
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29,347	33,553	4,206	0	(29,347)	Total Labor	60,470	69,770	9,300
					Other Operational Expenses			
0	100	100	0	0	Golf Ops	52	200	148
15,260	16,725	1,465	0	(15,260)	G&A	30,659	31,950	1,291
437	1,245	808	0	(437)	Maintenance	1,190	2,190	1,000
0	500	500	0	0	F&B	(119)	1,000	1,119
2,303	1,300	(1,003)	0	(2,303)	Sales and Marketing	3,825	1,975	(1,850)
5,016	3,886	(1,130)	0	(5,016)	Insurance - P&C	8,977	7,772	(1,205)
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23,015	23,756	741	0	(23,015)	Total Other Operational Expenses	44,584	45,087	503
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52,362	57,309	4,947	0	(52,362)	Total Expenses	105,054	114,857	9,802
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(35,840)	(55,809)	19,969	0	(35,840)	EBITDA	(83,471)	(111,857)	28,386