

White Deer Golf Course
For the Month Ending July 31st, 2017

<i>July</i>					<i>YTD</i>						
Actual	Budget	Budget Variance	Last Year	Last Year Variance		Actual	Budget	Budget Variance	Last Year	Last Year Variance	
<i>Rounds</i>											
3,848	3,675	173	3,477	371	Rounds - Member	13,732	15,025	(1,293)			
565	1,200	(635)	908	(343)	Rounds - Outing	2,777	4,600	(1,823)			
4,281	5,150	(869)	4,318	(37)	Rounds - Public	13,974	17,475	(3,501)			
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8,694	10,025	(1,331)	8,703	(9)	Total Rounds	30,483	37,100	(6,617)	33,649	(3,166)	
<i>Revenue</i>											
81,185	118,987	(37,802)	101,229	(20,044)	Green Fees	300,448	406,465	(106,016)			
54,277	56,108	(1,831)	49,777	4,499	Cart Fees	165,965	191,163	(25,197)			
4,836	6,825	(1,989)	6,492	(1,656)	Driving Range	28,268	38,210	(9,942)			
335	1,250	(915)	0	335	Golf Cards/Passes	3,044	7,500	(4,456)			
16,307	21,815	(5,508)	13,956	2,352	Pro Shop Sales	68,516	82,362	(13,847)			
27,138	34,364	(7,225)	29,839	(2,700)	Food (Food & Soft Drinks)	94,092	128,478	(34,385)			
27,433	27,251	182	24,784	2,649	Beverages (Alcohol)	95,030	101,746	(6,716)			
(1,104)	0	(1,104)	3,872	(4,975)	Other Food & Beverage Revenue	(2)	0	(2)			
437	375	62	1,054	(617)	Other Golf Revenues (Club Rent, Hand	4,806	2,700	2,106			
200	0	200	0	200	Clinic / School Revenue	600	0	600			
44,433	49,220	(4,787)	42,929	1,504	Dues Income - Monthly Dues	173,626	196,880	(23,254)			
(1,492)	0	(1,492)	4,647	(6,139)	Miscellaneous Income and Discounts	(3,854)	0	(3,854)			
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253,985	316,194	(62,209)	278,578	(24,593)	Total Revenue	930,540	1,155,503	(224,963)	1,020,821	(90,281)	
<i>Cost of Sales</i>											
11,709	14,616	2,907	6,654	(5,055)	COGS - Pro Shop	49,022	53,173	4,151			
8,239	13,179	4,939	12,335	4,096	COGS - Food	34,664	49,380	14,716			
3,103	1,589	(1,514)	4,068	966	COGS - Non-Alcoholic Beverages	10,627	5,850	(4,777)			
10,059	9,265	(794)	12,520	2,461	COGS - Alcohol	34,927	34,594	(333)			
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33,110	38,648	5,538	35,578	2,468	Total Cost of Sales	129,240	142,996	13,756	134,805	5,565	
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220,875	277,546	(56,671)	243,000	(22,125)	GROSS INCOME	801,299	1,012,506	(211,207)	886,016	(84,717)	

					Labor					
19,309	19,794	484	20,201	892	Golf Operation Labor	63,068	80,300	17,232		
14,895	16,227	1,332	16,940	2,045	General and Administrative	103,899	109,819	5,920		
42,994	42,599	(396)	44,062	1,068	Maintenance and Landscaping	177,193	179,441	2,248		
10,341	15,759	5,418	18,051	7,710	F&B	42,715	59,798	17,083		
87,539	94,378	6,839	99,254	11,715	Total Direct Labor	386,874	429,357	42,483	462,554	75,680
19,552	10,382	(9,170)	13,821	(5,731)	Total Payroll Taxes	52,483	47,229	(5,254)		
7,831	7,666	(165)	10,215	2,384	Total Medical/Health Benefits	56,414	53,662	(2,752)		
1,333	1,700	367	1,655	322	Total Workmans Comp	11,695	11,900	205		
28,715	19,748	(8,967)	25,691	(3,024)	Total Payroll Burden	120,592	112,791	(7,800)	117,999	(2,593)
116,255	114,126	(2,128)	124,945	8,691	Total Labor	507,466	542,148	34,683	580,553	73,087
					Other Operational Expenses					
3,672	4,600	928	8,207	4,534	Golf Ops	18,085	23,900	5,815		
26,224	18,825	(7,399)	25,414	(810)	G&A	141,614	142,825	1,211		
38,473	30,620	(7,853)	14,794	(23,679)	Maintenance	142,535	148,600	6,065		
2,236	4,140	1,904	5,993	3,757	F&B	11,956	17,340	5,384		
5,080	2,900	(2,180)	3,223	(1,857)	Sales and Marketing	19,143	15,650	(3,493)		
5,013	3,886	(1,127)	3,773	(1,240)	Insurance - P&C	33,606	27,202	(6,404)		
80,699	64,971	(15,728)	61,403	(19,296)	Total Other Operational Expenses	366,940	375,518	8,578	339,491	(27,449)
196,954	179,097	(17,857)	186,348	(10,606)	Total Expenses	874,405	917,666	43,261	920,044	45,639
23,922	98,449	(74,527)	56,652	(32,731)	EBITDAR	(73,106)	94,840	(167,946)	(34,028)	(39,078)