

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

		<i>January</i>			
<b>Actual</b>	<b>Budget</b>	<b>Budget Variance</b>	<b>Last Year</b>	<b>Last Year Variance</b>	
<i>Rounds</i>					
139	0	139	0	139	Rounds - Member
0	0	0	0	0	Rounds - Outing
113	0	113	0	113	Rounds - Public
=====					
252	0	252	0	252	<b>Total Rounds</b>
<i>Revenue</i>					
1,159	0	1,159	0	1,159	Green Fees
701	0	701	0	701	Cart Fees
771	0	771	0	771	Driving Range
1,215	1,000	215	0	1,215	Pro Shop Sales
136	0	136	0	136	Food (Food & Soft Drinks)
90	0	90	0	90	Beverages (Alcohol)
735	500	235	0	735	Other Golf Revenues
21	0	21	0	21	Miscellaneous Income and Discounts
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<b>4,827</b>	<b>1,500</b>	<b>3,327</b>	<b>0</b>	<b>4,827</b>	<b>Total Revenue</b>
<i>Cost of Sales</i>					
468	0	(468)	0	(468)	COGS - Pro Shop
(702)	0	702	0	702	COGS - Non-Alcoholic Beverages
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<b>(234)</b>	<b>0</b>	<b>234</b>	<b>0</b>	<b>234</b>	<b>Total Cost of Sales</b>
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<b>5,062</b>	<b>1,500</b>	<b>3,562</b>	<b>0</b>	<b>5,062</b>	<b>GROSS INCOME</b>
<i>Labor</i>					
81	1,661	1,580	0	(81)	Golf Operation Labor
14,660	15,669	1,009	0	(14,660)	General and Administrative
3,168	6,795	3,627	0	(3,168)	Maintenance and Landscaping
0	65	65	0	0	F&B
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<b>17,909</b>	<b>24,190</b>	<b>6,281</b>	<b>0</b>	<b>(17,909)</b>	<b>Total Direct Labor</b>
2,431	2,661	230	0	(2,431)	Total Payroll Taxes
9,045	7,666	(1,379)	0	(9,045)	Total Medical/Health Benefits
1,737	1,700	(37)	0	(1,737)	Total Workmans Comp
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<b>13,214</b>	<b>12,027</b>	<b>(1,187)</b>	<b>0</b>	<b>(13,214)</b>	<b>Total Payroll Burden</b>
=====					
<b>31,123</b>	<b>36,217</b>	<b>5,094</b>	<b>0</b>	<b>(31,123)</b>	<b>Total Labor</b>
<i>Other Operational Expenses</i>					
52	100	48	0	(52)	Golf Ops
15,400	15,225	(175)	0	(15,400)	G&A
753	945	192	0	(753)	Maintenance
(119)	500	619	0	119	F&B
1,522	675	(847)	0	(1,522)	Sales and Marketing
3,961	3,886	(75)	0	(3,961)	Insurance - P&C
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<b>21,569</b>	<b>21,331</b>	<b>(238)</b>	<b>0</b>	<b>(21,569)</b>	<b>Total Other Operational Expenses</b>
=====					
<b>52,692</b>	<b>57,548</b>	<b>4,856</b>	<b>0</b>	<b>(52,692)</b>	<b>Total Expenses</b>
=====					
<b>(47,630)</b>	<b>(56,048)</b>	<b>8,417</b>	<b>0</b>	<b>(47,630)</b>	<b>EBITDAR</b>
=====					
<b>(47,630)</b>	<b>(56,048)</b>	<b>8,417</b>	<b>0</b>	<b>(47,630)</b>	<b>EBITDA</b>