

**White Deer Golf Course**  
For the Month Ending May 31st, 2021

<i>May</i>					<i>YTD</i>					
<b>Actual</b>	<b>Budget</b>	<b>Budget Variance</b>	<b>Last Year</b>	<b>Last Year Variance</b>		<b>Actual</b>	<b>Budget</b>	<b>Budget Variance</b>	<b>Last Year</b>	<b>Last Year Variance</b>
<b>Rounds</b>										
1,824	3,000	(1,176)	2,621	(797)	Rounds - Member	4,103	6,000	(1,897)	3,998	105
357	600	(243)	0	357	Rounds - Outing	357	800	(443)	2	355
5,111	3,400	1,711	3,259	1,852	Rounds - Public	10,590	6,700	3,890	5,035	5,555
7,292	7,000	292	5,880	1,412	<b>Total Rounds</b>	15,050	13,500	1,550	9,035	6,015
<b>Revenue</b>										
77,943	75,500	2,443	85,240	(7,297)	Green Fees	137,795	129,900	7,895	111,487	26,307
57,748	40,400	17,348	18,778	38,970	Cart Fees	124,395	72,120	52,275	27,520	96,875
5,500	5,500	(0)	2,435	3,065	Driving Range	10,368	17,200	(6,832)	5,556	4,812
626	1,800	(1,174)	496	130	Golf Cards/Passes	2,809	6,400	(3,591)	1,733	1,076
11,382	19,699	(8,317)	4,948	6,434	Pro Shop Sales	27,379	36,685	(9,307)	11,426	15,953
12,941	17,700	(4,759)	1,312	11,629	Food (Food & Soft Drinks)	21,391	29,175	(7,784)	2,428	18,963
22,590	22,550	40	4,778	17,813	Beverages (Alcohol)	39,813	38,100	1,713	6,602	33,211
1,154	0	1,154	103	1,050	Other Food & Beverage Revenue	1,296	0	1,296	103	1,193
940	725	215	600	340	Other Golf Revenues (Club Rent, Handica	4,597	4,275	322	852	3,745
0	1,000	(1,000)	0	0	Clinic / School Revenue	0	4,000	(4,000)	0	0
41,336	37,210	4,126	34,259	7,077	Dues Income - Monthly Dues	81,101	74,420	6,681	64,902	16,199
1,161	0	1,161	9	1,152	Miscellaneous Income and Discounts	2,525	0	2,525	110	2,415
233,321	222,084	11,237	152,958	80,363	<b>Total Revenue</b>	453,467	412,275	41,191	232,719	220,748
<b>Cost of Sales</b>										
5,940	13,578	7,638	2,536	(3,404)	COGS - Pro Shop	22,877	25,193	2,316	6,682	(16,195)
6,515	6,116	(399)	652	(5,862)	COGS - Food	12,348	9,691	(2,657)	836	(11,512)
1,884	1,900	16	1,121	(763)	COGS - Non-Alcoholic Beverages	3,504	3,575	71	1,802	(1,701)
8,408	7,973	(435)	1,762	(6,646)	COGS - Alcohol	15,512	13,453	(2,059)	2,624	(12,888)
22,746	29,567	6,821	6,071	(16,675)	<b>Total Cost of Sales</b>	54,240	51,912	(2,328)	11,945	(42,296)
210,575	192,517	18,058	146,887	63,688	<b>GROSS INCOME</b>	399,226	360,363	38,863	220,774	178,452
<b>Labor</b>										
17,788	15,439	(2,349)	12,990	(4,798)	Golf Operation Labor	47,278	37,854	(9,424)	25,207	(22,071)
5,926	8,904	2,978	5,248	(678)	General and Administrative	19,534	37,379	17,845	28,889	9,355
32,362	37,107	4,745	31,557	(805)	Maintenance and Landscaping	65,039	82,573	17,534	51,458	(13,581)
8,621	9,300	679	633	(7,989)	F&B	12,685	18,200	5,515	685	(11,999)
0	0	0	0	0	Amenities Labor	0	0	0	(8)	(8)
64,697	70,750	6,053	50,428	(14,269)	<b>Total Direct Labor</b>	144,536	176,007	31,471	106,232	(38,304)
9,850	10,393	543	7,537	(2,313)	Total Payroll Taxes	20,745	25,675	4,930	17,999	(2,747)
8,271	6,200	(2,071)	6,490	(1,781)	Total Medical/Health Benefits	34,094	29,800	(4,294)	32,692	(1,402)
1,510	1,885	375	1,744	233	Total Workmans Comp	3,694	9,425	5,731	9,372	5,678
19,631	18,478	(1,153)	15,771	(3,860)	<b>Total Payroll Burden</b>	58,534	64,900	6,367	60,063	1,529
84,329	89,229	4,900	66,199	(18,130)	<b>Total Labor</b>	203,070	240,907	37,837	166,294	(36,775)
<b>Other Operational Expenses</b>										
1,472	1,300	(172)	2,000	527	Golf Ops	3,341	9,885	6,544	4,424	1,083
19,035	17,004	(2,031)	15,028	(4,007)	G&A	82,454	92,411	9,957	84,795	2,341
31,342	39,414	8,072	23,710	(7,633)	Maintenance	68,799	77,200	8,401	49,854	(18,945)
2,499	3,335	836	524	(1,975)	F&B	7,067	6,977	(90)	1,471	(5,595)
1,175	1,350	175	1,000	(175)	Sales and Marketing	11,314	9,920	(1,394)	9,045	(2,269)
8,929	8,929	0	0	(8,929)	Golf Cart Leases	8,929	8,929	0	0	(8,929)
4,464	2,184	(2,280)	2,184	(2,280)	Equipment Leases	4,464	2,184	(2,280)	2,184	(2,280)
0	2,768	2,768	0	0	FF&E	0	2,768	2,768	0	0
3,629	3,532	(97)	3,497	(131)	Insurance - P&C	9,618	11,892	2,274	9,728	110
72,545	79,817	7,271	47,943	(24,602)	<b>Total Other Operational Expenses</b>	195,985	222,167	26,181	161,501	(34,484)
156,874	169,045	12,171	114,142	(42,732)	<b>Total Expenses</b>	399,055	463,074	64,019	327,796	(71,260)
53,701	23,471	30,229	32,745	20,956	<b>EBITDAR</b>	171	(102,711)	102,882	(107,021)	107,192
53,701	23,471	30,229	32,745	20,956	<b>EBITDA</b>	171	(102,711)	102,882	(107,021)	107,192
<b>Interest Expense/Dep&amp;Amt</b>										
3,647	3,700	53	6,295	2,649	Depreciation	18,396	18,500	104	38,159	19,763
3,647	3,700	53	6,295	2,649	<b>Total Interest Expense</b>	18,396	18,500	104	38,159	19,763
50,054	19,771	30,283	26,450	23,604	<b>Net Income</b>	(18,225)	(121,211)	102,985	(145,180)	126,955