

**GOLF OPERATIONS  
2020 BUDGET WORKSHEET**

	2016	2017	2018	2019	2018	2019	2019	2020	2020	2020	
	ACTUALS	ACTUAL	ACTUALS	BUDGET	YTD NOV	YTD NOV	FORECAST	PROPOSED	RECOMMEND	FINAL	
<b>REVENUE</b>											
350	MEMBER DUES	175,160	164,333	150,085	147,285	83,980	78,145	147,397	139,882	139,882	139,882
380	CART RENTALS	432,654	419,158	362,655	387,497	299,100	267,593	383,505	440,000	440,000	440,000
381	GREEN FEES	398,552	393,112	426,254	404,139	362,129	348,120	409,567	410,000	410,000	410,000
388	MERCHANDISE	81,382	108,921	70,269	84,470	54,286	64,870	91,738	85,000	85,000	85,000
383	DRIVING RANGE	28,601	27,609	28,360	28,539	24,489	18,875	25,844	28,000	28,000	28,000
398	MISCELLANEOUS	0	67,880	22,095	37,000	12,185	15,270	15,000	15,000	15,000	15,000
	<b>TOTAL REVENUE</b>	<b>1,116,349</b>	<b>1,181,013</b>	<b>1,059,718</b>	<b>1,088,930</b>	<b>836,169</b>	<b>792,873</b>	<b>1,073,051</b>	<b>1,117,882</b>	<b>1,117,882</b>	<b>1,117,882</b>
<b>COST OF SALES</b>											
400	MERCHANDISE	49,275	61,343	53,180	54,905	39,030	39,686	56,722	54,000	54,000	54,000
409	DRIVING RANGE	3,599	3,599	625	3,600	625	-	3,600	3,600	3,600	3,600
	<b>TOTAL COSTS</b>	<b>52,874</b>	<b>64,942</b>	<b>53,805</b>	<b>58,505</b>	<b>39,655</b>	<b>39,686</b>	<b>60,322</b>	<b>57,600</b>	<b>57,600</b>	<b>57,600</b>
	<b>NET REVENUE</b>	<b>1,063,475</b>	<b>1,116,071</b>	<b>1,005,913</b>	<b>1,030,425</b>	<b>796,514</b>	<b>753,187</b>	<b>1,012,729</b>	<b>1,060,282</b>	<b>1,060,282</b>	<b>1,060,282</b>
<b>EXPENSES</b>											
420	PAYROLL			182,201	219,141	121,099	130,400	199,811	226,637	231,642	226,390
435	OVERTIME			3,328	0	1,205	2,905	1,488	0	0	0
445	PAYROLL COSTS OTHER			45,074	61,869	25,746	34,538	54,389	63,112	58,682	54,340
460	EMPLOYEE SUPPORT TRAINING			473	3,000	256	136	3,217	3,000	3,000	3,000
465				2,140	0	0	0	-	0	0	0
	<b>TOTAL PAYROLL</b>			<b>233,216</b>	<b>284,010</b>	<b>148,306</b>	<b>168,026</b>	<b>258,905</b>	<b>292,749</b>	<b>293,324</b>	<b>283,730</b>
<b>SERVICES/SUPPLIES</b>											
475	COMPUTER SUPPLIES			1,051	0	304	1,327	729	0	0	0
480	CREDIT CARDS			11,807	12,000	10,687	11,349	12,138	12,000	12,000	12,000
499	UNIFORMS			-	1,300	0	556	1,300	1,300	1,300	1,300
504	CONTRACT SERVICES			15,906	13,564	11,040	9,381	14,311	13,500	13,500	13,500
513	CLEANING SUPPLIES			949	500	162	1,551	938	500	500	500
552	GAS/OIL OTHER			6,378	8,000	5,236	6,573	8,646	8,000	8,000	8,000
558	POSTAGE			509	600	479	25	625	600	600	600
564	SUPPLIES			6,546	9,895	5,557	4,859	8,593	8,500	8,500	8,500
	<b>TOTAL SERVICES/SUPPLIES</b>			<b>43,146</b>	<b>45,859</b>	<b>33,465</b>	<b>37,608</b>	<b>47,280</b>	<b>44,400</b>	<b>44,400</b>	<b>44,400</b>
<b>REPAIRS/MAINTENANCE</b>											
594	EQUIPMENT			1,672	0	1,139	0	0	0	0	0
	<b>TOTAL REPAIRS/MAINT</b>			<b>1,672</b>	<b>0</b>	<b>1,139</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>UTILITIES</b>											
620	ELECTRICITY			11,258	12,000	5,950	6,683	11,863	12,000	12,000	12,000
623	PROPANE GAS REFUSE REMOVAL			-	-	0	0	-	0	0	0
629	TELEPHONE			7,410	7,500	4,295	4,389	7,501	7,500	7,500	7,500
633	WATER/SEWER			7,747	6,472	3,420	3,773	6,472	6,500	6,500	6,500
	<b>TOTAL UTILITIES</b>			<b>26,415</b>	<b>25,972</b>	<b>13,665</b>	<b>15,018</b>	<b>25,836</b>	<b>26,000</b>	<b>26,000</b>	<b>26,000</b>
<b>OTHER COSTS</b>											
681	DUES/SUBS			844	1,200	469	314	1,169	1,200	1,200	1,200
688	INSURANCE			11,054	10,362	5,449	5,596	10,184	10,362	10,362	10,362
696	PERMITS			60	-	-	-	-	0	0	0
697	PROMOTION			53,831	70,900	36,148	22,444	65,766	71,000	71,000	71,000
698	MGMT FEES			-	-	0	0	-	0	0	0
699	TRAVEL			-	3,375	0	0	3,375	3,000	3,000	3,000
700	TAXES			-	1,900	0	0	1,900	1,900	1,900	1,900
	<b>TOTAL OTHER COSTS</b>			<b>65,789</b>	<b>87,737</b>	<b>42,066</b>	<b>28,354</b>	<b>82,394</b>	<b>87,462</b>	<b>87,462</b>	<b>87,462</b>
	<b>TOTAL EXPENSES</b>			<b>370,238</b>	<b>443,678</b>	<b>238,641</b>	<b>249,005</b>	<b>414,415</b>	<b>450,611</b>	<b>451,186</b>	<b>441,592</b>
	<b>NET OPERATING</b>			<b>635,675</b>	<b>686,847</b>	<b>557,873</b>	<b>504,182</b>	<b>598,314</b>	<b>609,671</b>	<b>609,096</b>	<b>618,690</b>

**Golf Operations  
Selected Budget Details 2020**

<b>Contract Services</b>	<b>13,500</b>
Handicap Fees	2,700
Cart Maint Plan - Yamaha	9,680
DirecTv	600
Security	520
<b>Supplies</b>	<b>8,500</b>
Scorecards & Pencils	1,575
Paper, toner, etc	2,920
Club repair	1,200
Misc-hoses, nozzles, paint, etc.	2,805
<b>Insurance</b>	<b>10,362</b>
Buildings	5,291
Liability	5,071

GOLF OPS & FOOD/BEV							
	GOLF PRO	GOLF MAINT	TERN GRILLE		TOTAL	TOTAL	TOTAL
	2020	2020	2020		2020	2019	
	FINAL	FINAL	FINAL		FINAL	BUDGET	VARIANCE
TOTAL REVENUE	1,117,882	0	180,000		1,297,882	1,273,930	23,952
TOTAL COSTS	57,600	0	63,100		120,700	123,715	(3,015)
NET REVENUE	1,060,282	0	116,900		1,177,182	1,150,215	26,967
<b>EXPENSES</b>							
TOTAL PAYROLL	283,730	414,148	79,656		777,534	744,884	32,650
TOTAL SERVICES/SUPPLIES	44,400	164,950	21,900		231,250	276,329	(45,079)
TOTAL REPAIRS/MAINT	0	39,850	1,000		40,850	39,850	0
TOTAL UTILITIES	26,000	40,753	16,454		83,207	86,979	(3,772)
TOTAL OTHER COSTS	87,462	23,413	8,795		119,670	120,045	(375)
TOTAL EXPENSES	441,592	683,114	127,805		1,252,511	1,268,087	(15,576)
NET OPERATING	618,690	(683,114)	(10,905)		(75,329)	(117,872)	42,543