

FY2019 MONTHLY PROJECTIONS:

REVENUES:	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	Revised Actual	Revised Actual	Revised Proj.	Revised Proj.	Revised Proj.	Revised Proj.	Revised Proj.	Revised Proj.	Revised	Original	Variance
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTALS	Budget				
Season Passes	\$ 18,375	\$ 4,931	\$ 9,965	\$ 1,515	\$ -	\$ 5,734	\$ 30,505	\$ 42,034	\$ 338,000	\$ 304,000	\$ 164,000	\$ 50,200	\$ 963,525	\$ 975,000	\$ (11,475)			
Green Fees	\$ 470,830	\$ 387,649	\$ 218,575	\$ 120,425	\$ 17,700	\$ 5,734	\$ 2,490	\$ 5,353	\$ 12,000	\$ 50,000	\$ 196,000	\$ 260,000	\$ 1,746,757	\$ 1,800,000	\$ (53,243)			
Cart Fees	\$ 159,030	\$ 135,519	\$ 91,103	\$ 50,051	\$ 10,676	\$ 3,828	\$ 856	\$ 2,587	\$ 4,000	\$ 22,000	\$ 73,000	\$ 107,000	\$ 659,650	\$ 670,000	\$ (10,350)			
Driving Range	\$ 28,364	\$ 27,898	\$ 14,912	\$ 8,491	\$ 1,798	\$ 1,019	\$ 623	\$ 863	\$ 2,000	\$ 7,500	\$ 14,000	\$ 17,000	\$ 124,468	\$ 130,000	\$ (5,532)			
Pro Shop Revenues	\$ 57,775	\$ 45,825	\$ 33,930	\$ 21,472	\$ 11,161	\$ 6,402	\$ 2,250	\$ 1,608	\$ 11,000	\$ 22,000	\$ 32,000	\$ 40,000	\$ 285,424	\$ 300,000	\$ (14,576)			
Restaurant Rent	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 3,500	\$ 3,000	\$ -	\$ -	\$ -	\$ 1,500	\$ 2,500	\$ 5,000	\$ 35,500	\$ 36,000	\$ (500)			
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
<b>TOTAL REVENUES</b>	<b>\$ 739,374</b>	<b>\$ 606,822</b>	<b>\$ 373,486</b>	<b>\$ 206,953</b>	<b>\$ 44,835</b>	<b>\$ 19,984</b>	<b>\$ 36,724</b>	<b>\$ 52,446</b>	<b>\$ 367,000</b>	<b>\$ 407,000</b>	<b>\$ 481,500</b>	<b>\$ 479,200</b>	<b>\$ 3,815,324</b>	<b>\$ 3,911,000</b>	<b>\$ (95,676)</b>			
<b>EXPENSES:</b>																		
Wages	\$ 69,887	\$ 211,731	\$ 128,704	\$ 115,181	\$ 102,659	\$ 79,372	\$ 99,985	\$ 65,667	\$ 74,744	\$ 96,252	\$ 120,562	\$ 213,571	\$ 1,378,315	\$ 1,382,032	\$ (3,717)			
Operating Expenses	\$ 70,194	\$ 115,823	\$ 85,318	\$ 61,268	\$ 79,008	\$ 97,175	\$ 72,993	\$ 22,448	\$ 51,736	\$ 49,106	\$ 84,073	\$ 64,428	\$ 853,569	\$ 916,506	\$ (62,937)			
Pro Shop Purchases	\$ 19,748	\$ 8,377	\$ 16,242	\$ 2,986	\$ 21,593	\$ 3,738	\$ 705	\$ -	\$ 3,000	\$ 38,000	\$ 58,000	\$ 45,000	\$ 217,389	\$ 230,000	\$ (12,611)			
Fringe Benefits	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 43,105	\$ 517,256	\$ 509,790	\$ 7,466			
Liability & Property Insurance	\$ 72,019	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 72,019	\$ 60,000	\$ 12,019			
Debt Service Interest	\$ -	\$ -	\$ 30,100	\$ -	\$ 1,777	\$ -	\$ -	\$ -	\$ -	\$ 30,100	\$ -	\$ -	\$ 61,977	\$ 61,977	\$ -			
Debt Service Principal	\$ -	\$ -	\$ -	\$ -	\$ 40,000	\$ -	\$ -	\$ -	\$ -	\$ 735,000	\$ -	\$ -	\$ 775,000	\$ 775,000	\$ -			
Capital	\$ -	\$ -	\$ 52,617	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,617	\$ 52,617	\$ -			
<b>TOTAL EXPENSES</b>	<b>\$ 274,953</b>	<b>\$ 379,035</b>	<b>\$ 356,085</b>	<b>\$ 222,539</b>	<b>\$ 288,142</b>	<b>\$ 223,390</b>	<b>\$ 216,788</b>	<b>\$ 131,220</b>	<b>\$ 172,585</b>	<b>\$ 991,563</b>	<b>\$ 305,740</b>	<b>\$ 366,104</b>	<b>\$ 3,928,142</b>	<b>\$ 3,987,922</b>	<b>\$ (59,780)</b>			
<b>SURPLUS/(DEFICIT)</b>	<b>\$ 464,421</b>	<b>\$ 227,787</b>	<b>\$ 17,401</b>	<b>\$ (15,586)</b>	<b>\$ (243,306)</b>	<b>\$ (203,406)</b>	<b>\$ (180,064)</b>	<b>\$ (78,774)</b>	<b>\$ 194,415</b>	<b>\$ (584,563)</b>	<b>\$ 175,760</b>	<b>\$ 113,096</b>	<b>\$ (112,818)</b>	<b>\$ (76,922)</b>	<b>\$ (35,896)</b>			
Golf Reserve Balance 7/1/18	\$ 96,679																	
<b>GOLF RESERVE BALANCE</b>	<b>\$ 561,100</b>	<b>\$ 788,887</b>	<b>\$ 806,288</b>	<b>\$ 790,702</b>	<b>\$ 547,396</b>	<b>\$ 343,989</b>	<b>\$ 163,926</b>	<b>\$ 85,151</b>	<b>\$ 279,567</b>	<b>\$ (304,996)</b>	<b>\$ (129,236)</b>	<b>\$ (16,139)</b>						

**BUDGET STATUS rev. 2/28/19**

	FY 2019				FY 2018			
	Expended thru February	Budget	Balance	% of Budget Spent	Expended thru February	Budget	Balance	% of Budget Spent
<b>WAGES</b>								
Full-time Maintenance	\$ 367,835.93	\$ 594,449.00	\$ 226,613.07	61.9%	\$ 351,756.96	\$ 547,966.00	\$ 196,209.04	64.2%
Part-time Maintenance	\$ 175,138.46	\$ 261,282.00	\$ 86,143.54	67.0%	\$ 142,312.43	\$ 266,174.00	\$ 123,861.57	53.5%
Full-time Administrative	\$ 160,374.26	\$ 245,278.00	\$ 84,903.74	65.4%	\$ 146,900.64	\$ 232,362.00	\$ 85,461.36	63.2%
Part-time Administrative	\$ 135,082.92	\$ 217,050.00	\$ 81,967.08	62.2%	\$ 147,066.34	\$ 232,107.00	\$ 85,040.66	63.4%
Overtime	\$ 28,617.22	\$ 46,250.00	\$ 17,632.78	61.9%	\$ 33,034.70	\$ 45,000.00	\$ 11,965.30	73.4%
Longevity	\$ 6,000.00	\$ 17,723.00	\$ 11,723.00	33.9%	\$ 5,850.00	\$ 18,053.00	\$ 12,203.00	32.4%
<b>SUBTOTAL</b>	<b>\$ 873,048.79</b>	<b>\$ 1,382,032.00</b>	<b>\$ 508,983.21</b>	<b>63.2%</b>	<b>\$ 826,921.07</b>	<b>\$ 1,341,662.00</b>	<b>\$ 514,740.93</b>	<b>61.6%</b>
<b>GENERAL EXPENSES</b>								
Clothing-Maintenance	\$ 2,897.81	\$ 8,500.00	\$ 5,602.19	34.1%	\$ 3,671.73	\$ 8,500.00	\$ 4,828.27	43.2%
Clothing-Administrative	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%
Oil/Grease-Maintenance	\$ 2,724.43	\$ 4,000.00	\$ 1,275.57	68.1%	\$ 1,759.05	\$ 4,000.00	\$ 2,240.95	44.0%
Diesel Fuel	\$ 9,502.10	\$ 12,650.00	\$ 3,147.90	75.1%	\$ 7,934.37	\$ 12,200.00	\$ 4,265.63	65.0%
Heating-Maintenance	\$ 1,372.74	\$ 2,300.00	\$ 927.26	59.7%	\$ 1,372.88	\$ 2,000.00	\$ 627.12	68.6%
Heating-Clubhouse	\$ 6,051.93	\$ 10,500.00	\$ 4,448.07	57.6%	\$ 5,906.49	\$ 10,000.00	\$ 4,093.51	59.1%
Gasoline-Maintenance	\$ 7,532.72	\$ 11,000.00	\$ 3,467.28	68.5%	\$ 7,824.62	\$ 8,600.00	\$ 775.38	91.0%
Electricity-Maintenance	\$ 3,536.20	\$ 8,000.00	\$ 4,463.80	44.2%	\$ 4,800.94	\$ 11,000.00	\$ 6,199.06	43.6%
Electricity-Clubhouse	\$ 27,647.21	\$ 40,000.00	\$ 12,352.79	69.1%	\$ 28,306.01	\$ 43,000.00	\$ 14,693.99	65.8%
Electricity-Irrigation	\$ 17,350.16	\$ 26,000.00	\$ 8,649.84	66.7%	\$ 17,482.92	\$ 26,000.00	\$ 8,517.08	67.2%
Electricity-Driving Range	\$ 2,973.22	\$ 4,000.00	\$ 1,026.78	74.3%	\$ 3,030.09	\$ 4,000.00	\$ 969.91	75.8%
R & M Equipment	\$ 61,586.60	\$ 75,000.00	\$ 13,413.40	82.1%	\$ 66,843.36	\$ 75,000.00	\$ 8,156.64	89.1%
R & M Irrigation	\$ 16,077.79	\$ 30,000.00	\$ 13,922.21	53.6%	\$ 15,748.25	\$ 30,000.00	\$ 14,251.75	52.5%
Professional/Technical	\$ 2,145.00	\$ 5,000.00	\$ 2,855.00	42.9%	\$ 3,227.35	\$ 5,000.00	\$ 1,772.65	64.5%
Phone-Maintenance	\$ 364.83	\$ 650.00	\$ 285.17	56.1%	\$ 404.81	\$ 650.00	\$ 245.19	62.3%
Phone-Clubhouse	\$ 534.46	\$ 950.00	\$ 415.54	56.3%	\$ 567.50	\$ 950.00	\$ 382.50	59.7%
Alarm-Maintenance	\$ 1,289.40	\$ 1,100.00	\$ (189.40)	117.2%	\$ 939.40	\$ 1,100.00	\$ 160.60	85.4%
Alarm-Clubhouse	\$ 4,995.46	\$ 4,000.00	\$ (995.46)	124.9%	\$ 5,626.29	\$ 3,500.00	\$ (2,126.29)	160.8%
Office Supplies-Admin.	\$ 5,703.55	\$ 9,000.00	\$ 3,296.45	63.4%	\$ 5,578.40	\$ 9,000.00	\$ 3,421.60	62.0%
Score Cards	\$ 1,610.00	\$ 3,600.00	\$ 1,990.00	44.7%	\$ 1,610.00	\$ 3,600.00	\$ 1,990.00	44.7%
Maintenance Supplies	\$ 9,122.02	\$ 9,000.00	\$ (122.02)	101.4%	\$ 9,124.26	\$ 8,500.00	\$ (624.26)	107.3%
Range Supplies	\$ 2,719.00	\$ 10,000.00	\$ 7,281.00	27.2%	\$ 2,952.60	\$ 10,000.00	\$ 7,047.40	29.5%
Computer Services	\$ 4,941.85	\$ 7,000.00	\$ 2,058.15	70.6%	\$ 4,891.35	\$ 7,000.00	\$ 2,108.65	69.9%
Office Supplies-Maint.	\$ 210.38	\$ 1,000.00	\$ 789.62	21.0%	\$ 87.98	\$ 1,000.00	\$ 912.02	8.8%
Custodial Supplies/Services	\$ 12,527.39	\$ 16,000.00	\$ 3,472.61	78.3%	\$ 4,069.97	\$ 6,000.00	\$ 1,930.03	67.8%
Rubbish Removal/Sanit.	\$ 17,235.18	\$ 16,000.00	\$ (1,235.18)	107.7%	\$ 13,163.14	\$ 10,000.00	\$ (3,163.14)	131.6%
Seed & Sod	\$ 7,468.84	\$ 25,000.00	\$ 17,531.16	29.9%	\$ 16,275.45	\$ 25,000.00	\$ 8,724.55	65.1%
Tee & Green	\$ 8,823.20	\$ 8,000.00	\$ (823.20)	110.3%	\$ 477.97	\$ 8,000.00	\$ 7,522.03	6.0%
Landscaping	\$ 2,656.66	\$ 4,500.00	\$ 1,843.34	59.0%	\$ 245.00	\$ 4,500.00	\$ 4,255.00	5.4%
Topsoil & Sand	\$ 17,720.21	\$ 30,000.00	\$ 12,279.79	59.1%	\$ 27,124.57	\$ 25,000.00	\$ (2,124.57)	108.5%
Fertilizer	\$ 44,019.68	\$ 80,000.00	\$ 35,980.32	55.0%	\$ 54,109.32	\$ 80,000.00	\$ 25,890.68	67.6%
Fungicide	\$ 86,560.32	\$ 135,000.00	\$ 48,439.68	64.1%	\$ 83,095.44	\$ 142,000.00	\$ 58,904.56	58.5%
Insecticides	\$ 13,677.74	\$ 15,000.00	\$ 1,322.26	91.2%	\$ (1,667.69)	\$ 18,000.00	\$ 19,667.69	-9.3%
Soil Amendments	\$ 45,289.84	\$ 55,000.00	\$ 9,710.16	82.3%	\$ 40,368.51	\$ 55,000.00	\$ 14,631.49	73.4%
Riding Cart Lease	\$ 79,990.40	\$ 119,986.00	\$ 39,995.60	66.7%	\$ 79,990.40	\$ 119,986.00	\$ 39,995.60	66.7%
Cibhse Furnish/Repair	\$ 12,512.71	\$ 35,000.00	\$ 22,487.29	35.8%	\$ 32,762.43	\$ 28,000.00	\$ (4,762.43)	117.0%
Credit Card Expense	\$ 35,395.59	\$ 49,000.00	\$ 13,604.41	72.2%	\$ 33,762.71	\$ 49,000.00	\$ 15,237.29	68.9%
In State Travel-Maint.	\$ -	\$ 450.00	\$ 450.00	0.0%	\$ -	\$ 450.00	\$ 450.00	0.0%
Meetings/Travel-Maint.	\$ 491.59	\$ 3,000.00	\$ 2,508.41	16.4%	\$ 185.02	\$ 2,500.00	\$ 2,314.98	7.4%
Meetings/Travel-Admin.	\$ -	\$ 500.00	\$ 500.00	0.0%	\$ -	\$ 500.00	\$ 500.00	0.0%
Dues Subscrip-Maint.	\$ 185.00	\$ 1,520.00	\$ 1,335.00	12.2%	\$ 1,865.00	\$ 1,520.00	\$ (345.00)	122.7%
Dues Subscrip-Admin.	\$ 2,270.00	\$ 2,300.00	\$ 30.00	98.7%	\$ 2,518.00	\$ 2,300.00	\$ (218.00)	109.5%
Adverts/Markt/Promo	\$ 14,527.92	\$ 40,000.00	\$ 25,472.08	36.3%	\$ 23,387.53	\$ 55,000.00	\$ 31,612.47	42.5%
<b>SUBTOTAL</b>	<b>\$ 594,241.13</b>	<b>\$ 921,506.00</b>	<b>\$ 327,264.87</b>	<b>64.5%</b>	<b>\$ 611,423.42</b>	<b>\$ 919,356.00</b>	<b>\$ 307,932.58</b>	<b>66.5%</b>
<b>GRAND TOTAL</b>	<b>\$ 1,467,289.92</b>	<b>\$ 2,303,538.00</b>	<b>\$ 836,248.08</b>	<b>63.7%</b>	<b>\$ 1,438,344.49</b>	<b>\$ 2,261,018.00</b>	<b>\$ 822,673.51</b>	<b>63.6%</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT FEBRUARY

	<u>Feb-14</u>	<u>Feb-15</u>	<u>Feb-16</u>	<u>Feb-17</u>	<u>Feb-18</u>	<u>Feb-19</u>
<b>REVENUE</b>						
<b>MEMBERSHIPS:</b>						
RESIDENTS - Early	\$ 31,450.00	\$ 18,900.00	\$ 20,700.00	\$ 25,956.00	\$ 35,335.00	\$ 16,048.00
RESIDENTS - Morning	\$ 7,500.00	\$ 11,000.00	\$ 12,500.00	\$ 8,526.00	\$ 9,297.00	\$ 7,239.45
RESIDENTS - Twilight	\$ -	\$ -	\$ 1,197.00	\$ 2,877.00	\$ 1,275.00	\$ -
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -
NON-RESIDENTS	\$ 28,500.00	\$ 13,500.00	\$ 30,000.00	\$ 38,625.00	\$ 39,750.00	\$ 18,359.00
NON-RESIDENT TWILIGHT	\$ -	\$ -	\$ 1,198.00	\$ -	\$ 2,540.00	\$ -
AFP COLLEGIATE	\$ -	\$ -	\$ -	\$ 515.00	\$ -	\$ 388.00
AFP JUNIOR	\$ -	\$ 750.00	\$ 175.00	\$ 516.00	\$ 185.00	\$ -
<b>SUBTOTAL</b>	<b>\$ 67,450.00</b>	<b>\$ 44,150.00</b>	<b>\$ 65,770.00</b>	<b>\$ 77,015.00</b>	<b>\$ 89,761.00</b>	<b>\$ 42,034.45</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 2,190.00	\$ -	\$ 4,190.00	\$ 7,015.00	\$ 5,761.00	\$ 3,273.00
TWILIGHT GREEN FEES	\$ 425.00	\$ -	\$ 1,185.00	\$ 2,296.00	\$ 1,886.00	\$ 580.00
BACK 9 GREEN FEES	\$ -	\$ -	\$ 225.00	\$ 175.00	\$ 52.00	\$ -
ADVANCED RESERVATIONS	\$ 652.00	\$ 100.00	\$ -	\$ -	\$ 1,100.00	\$ 1,500.00
<b>SUBTOTAL</b>	<b>\$ 3,267.00</b>	<b>\$ 100.00</b>	<b>\$ 5,600.00</b>	<b>\$ 9,486.00</b>	<b>\$ 8,799.00</b>	<b>\$ 5,353.00</b>
<b>CARTS:</b>						
18 HOLE CART	\$ -	\$ -	\$ 705.90	\$ 2,559.80	\$ 3,012.56	\$ 1,948.00
9 HOLE CART	\$ -	\$ -	\$ 380.24	\$ 865.78	\$ 1,089.70	\$ 622.03
<b>SUBTOTAL</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,086.14</b>	<b>\$ 3,425.58</b>	<b>\$ 4,102.26</b>	<b>\$ 2,570.03</b>
DRIVING RANGE	\$ 348.00	\$ 60.00	\$ 740.00	\$ 1,127.00	\$ 1,891.00	\$ 863.00
PULL CARTS	\$ 25.38	\$ -	\$ 80.01	\$ 82.74	\$ 100.71	\$ 16.92
SNACK BAR RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GIFT CERTIFICATES	\$ 1,448.02	\$ 825.00	\$ 180.00	\$ 351.35	\$ 928.05	\$ 1,211.80
CREDIT BOOK	\$ (20.00)	\$ (118.99)	\$ (106.40)	\$ (77.88)	\$ (227.91)	\$ (112.69)
PRO SHOP SALES	\$ 875.06	\$ 2,451.34	\$ 2,673.22	\$ 4,111.91	\$ 4,261.37	\$ 1,608.42
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 2,676.46</b>	<b>\$ 3,217.35</b>	<b>\$ 3,566.83</b>	<b>\$ 5,595.12</b>	<b>\$ 6,953.22</b>	<b>\$ 3,587.45</b>
<b>TOTAL REVENUE</b>	<b>\$ 73,393.46</b>	<b>\$ 47,467.35</b>	<b>\$ 76,022.97</b>	<b>\$ 95,521.70</b>	<b>\$ 109,615.48</b>	<b>\$ 53,544.93</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT CALENDAR YEAR THROUGH FEBRUARY

	<u>YEAR 2013</u>	<u>YEAR 2014</u>	<u>YEAR 2015</u>	<u>YEAR 2016</u>	<u>YEAR 2017</u>	<u>YEAR 2018</u>
<b>REVENUE</b>						
<b>MEMBERSHIPS:</b>						
RESIDENTS - Early	\$ 31,450.00	\$ 27,000.00	\$ 35,700.00	\$ 33,372.00	\$ 35,335.00	\$ 26,078.00
RESIDENTS - Morning	\$ 7,500.00	\$ 15,500.00	\$ 16,250.00	\$ 11,618.00	\$ 9,297.00	\$ 8,909.45
RESIDENTS - Twilight	\$ -	\$ 399.00	\$ 1,197.00	\$ 2,877.00	\$ 1,275.00	\$ 446.00
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -
NON-RESIDENTS	\$ 28,500.00	\$ 24,000.00	\$ 40,500.00	\$ 50,985.00	\$ 39,750.00	\$ 36,718.00
NON-RESIDENT TWILIGHT	\$ -	\$ -	\$ 1,198.00	\$ -	\$ 2,540.00	\$ -
COLLEGIATE	\$ -	\$ -	\$ -	\$ 515.00	\$ -	\$ 388.00
JUNIORS	\$ -	\$ 750.00	\$ 175.00	\$ 516.00	\$ 185.00	\$ -
<b>SUBTOTAL</b>	<b>\$ 67,450.00</b>	<b>\$ 67,649.00</b>	<b>\$ 95,020.00</b>	<b>\$ 99,883.00</b>	<b>\$ 89,761.00</b>	<b>\$ 72,539.45</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 2,190.00	\$ 1,760.00	\$ 5,525.00	\$ 9,442.00	\$ 8,803.00	\$ 4,924.00
TWILIGHT GREEN FEES	\$ 425.00	\$ 325.00	\$ 1,900.00	\$ 3,260.00	\$ 2,532.00	\$ 1,219.00
BACK 9 GREEN FEES	\$ -	\$ 175.00	\$ 275.00	\$ 315.00	\$ 78.00	\$ -
ADVANCED RESERVATIONS	\$ 8,436.00	\$ 500.00	\$ 300.00	\$ 200.00	\$ 1,300.00	\$ 1,700.00
<b>SUBTOTAL</b>	<b>\$ 11,051.00</b>	<b>\$ 2,760.00</b>	<b>\$ 8,000.00</b>	<b>\$ 13,217.00</b>	<b>\$ 12,713.00</b>	<b>\$ 7,843.00</b>
<b>CARTS:</b>						
18 HOLE CART	\$ -	\$ 367.02	\$ 1,120.06	\$ 4,206.96	\$ 3,707.04	\$ 2,328.24
9 HOLE CART	\$ -	\$ 52.70	\$ 711.53	\$ 1,619.50	\$ 1,247.78	\$ 1,000.36
<b>SUBTOTAL</b>	<b>\$ -</b>	<b>\$ 419.72</b>	<b>\$ 1,831.59</b>	<b>\$ 5,826.46</b>	<b>\$ 4,954.82</b>	<b>\$ 3,328.60</b>
DRIVING RANGE	\$ 393.00	\$ 216.00	\$ 1,276.00	\$ 2,021.00	\$ 2,691.00	\$ 1,486.00
PULL CARTS	\$ 25.38	\$ 2.82	\$ 89.43	\$ 99.66	\$ 131.76	\$ 114.81
SNACK BAR RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GIFT CERTIFICATES	\$ 3,318.02	\$ 2,255.12	\$ 1,166.69	\$ 619.66	\$ 1,528.41	\$ 1,316.10
CREDIT BOOK	\$ (88.75)	\$ (499.57)	\$ (312.92)	\$ (174.18)	\$ (382.19)	\$ (309.29)
PRO SHOP SALES	\$ 1,897.17	\$ 5,300.02	\$ 4,741.58	\$ 6,022.43	\$ 5,141.75	\$ 3,858.19
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 5,544.82</b>	<b>\$ 7,274.39</b>	<b>\$ 6,960.78</b>	<b>\$ 8,588.57</b>	<b>\$ 9,110.73</b>	<b>\$ 6,465.81</b>
<b>TOTAL REVENUE</b>	<b>\$ 84,045.82</b>	<b>\$ 78,103.11</b>	<b>\$ 111,812.37</b>	<b>\$ 127,515.03</b>	<b>\$ 116,539.55</b>	<b>\$ 90,176.86</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT

### FISCAL YEAR THROUGH FEBRUARY

	<u>FY 2014</u>	<u>FY 2015</u>	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018</u>	<u>FY 2019</u>
<b>REVENUE</b>						
<b>MEMBERSHIPS:</b>						
RESIDENTS - Early	\$ 44,093.00	\$ 37,640.00	\$ 41,731.00	\$ 45,951.00	\$ 45,321.00	\$ 44,058.00
RESIDENTS - Morning	\$ 7,849.00	\$ 17,000.00	\$ 20,000.00	\$ 16,868.00	\$ 12,389.00	\$ 8,114.45
RESIDENTS - Twilight	\$ 2,485.00	\$ 1,591.00	\$ 5,730.00	\$ 6,910.00	\$ 4,558.00	\$ 4,933.00
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -
NON-RESIDENTS	\$ 32,693.00	\$ 30,192.00	\$ 50,246.00	\$ 61,071.00	\$ 47,130.00	\$ 45,883.00
NON-RESIDENT TWILIGHT		\$ 1,346.00	\$ 2,645.00	\$ 747.00	\$ 4,521.00	\$ 2,154.00
COLLEGIATE		\$ 200.00	\$ -	\$ 515.00	\$ 515.00	\$ 1,128.00
JUNIORS	\$ 1,125.00	\$ 1,275.00	\$ 700.00	\$ 1,216.00	\$ 905.00	\$ 1,085.00
<b>SUBTOTAL</b>	<b>\$ 88,245.00</b>	<b>\$ 89,244.00</b>	<b>\$ 121,052.00</b>	<b>\$ 133,278.00</b>	<b>\$ 116,718.00</b>	<b>\$ 107,355.45</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 1,019,782.92	\$ 1,013,967.46	\$ 1,080,228.32	\$ 1,020,018.47	\$ 961,699.55	\$ 1,003,044.34
TWILIGHT GREEN FEES	\$ 95,512.00	\$ 89,145.00	\$ 92,237.59	\$ 113,060.40	\$ 112,615.00	\$ 112,615.20
BACK 9 GREEN FEES	\$ 27,573.00	\$ 25,094.00	\$ 27,748.00	\$ 40,407.00	\$ 48,857.20	\$ 57,807.04
ADVANCED RESERVATIONS	\$ 63,986.80	\$ 74,913.70	\$ 94,801.45	\$ 80,885.40	\$ 72,996.28	\$ 55,287.00
<b>SUBTOTAL</b>	<b>\$ 1,206,854.72</b>	<b>\$ 1,203,120.16</b>	<b>\$ 1,295,015.36</b>	<b>\$ 1,254,371.27</b>	<b>\$ 1,196,168.03</b>	<b>\$ 1,228,753.58</b>
<b>CARTS:</b>						
18 HOLE CART	\$ 355,084.69	\$ 342,338.61	\$ 372,266.57	\$ 373,422.24	\$ 354,078.07	\$ 361,551.63
9 HOLE CART	\$ 65,097.93	\$ 67,396.34	\$ 76,937.45	\$ 75,408.91	\$ 77,521.01	\$ 85,955.42
<b>SUBTOTAL</b>	<b>\$ 420,182.62</b>	<b>\$ 409,734.95</b>	<b>\$ 449,204.02</b>	<b>\$ 448,831.15</b>	<b>\$ 431,599.08</b>	<b>\$ 447,507.05</b>
DRIVING RANGE	\$ 73,738.00	\$ 73,959.40	\$ 88,845.00	\$ 77,385.50	\$ 85,854.00	\$ 83,968.00
PULL CARTS	\$ 6,094.40	\$ 5,866.83	\$ 6,193.45	\$ 5,430.13	\$ 6,487.16	\$ 6,143.02
SNACK BAR RENT	\$ 15,000.00	\$ 36,500.00	\$ 36,500.00	\$ 36,500.00	\$ 34,000.00	\$ 26,500.00
GIFT CERTIFICATES	\$ 330.69	\$ 1,498.08	\$ (3,949.05)	\$ (1,516.08)	\$ (1,350.52)	\$ (2,369.54)
CREDIT BOOK	\$ (5,341.05)	\$ (3,250.05)	\$ (3,807.68)	\$ 6,711.23	\$ 5,931.02	\$ (4,896.93)
PRO SHOP SALES	\$ 202,764.53	\$ 192,964.38	\$ 195,421.92	\$ 184,061.84	\$ 164,738.37	\$ 180,423.70
MISC. SALES	\$ 178.00	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 292,764.57</b>	<b>\$ 307,538.64</b>	<b>\$ 319,203.64</b>	<b>\$ 308,572.62</b>	<b>\$ 295,660.03</b>	<b>\$ 289,768.25</b>
<b>TOTAL REVENUE</b>	<b>\$ 2,008,046.91</b>	<b>\$ 2,009,637.75</b>	<b>\$ 2,184,475.02</b>	<b>\$ 2,145,053.04</b>	<b>\$ 2,040,145.14</b>	<b>\$ 2,073,384.33</b>

# MONTH: Feb-19

DATE	DAY	18	B-9	TWI-LT	GUEST PLAY					TOT-GST	18	MEMBER PLAY			TOT-MBR	GRAND TOTALS	COMMENTS/WEATHER
					PP	COMP	OTHER	TOT-GST	B-9			TWI-LT	TOT-MBR				
1	FRI	-	-	-	-	-	-	-	-	1	-	-	-	1	1	Sunny 23	
2	SAT	5	-	-	-	-	-	-	5	6	-	1	7	7	12	Partly sunny 23	
3	SUN	4	-	-	-	-	-	-	5	28	3	7	38	43	Cloudy 30		
4	MON	6	-	5	-	-	-	-	12	69	7	14	90	102	Mostly sunny 50		
5	TUE	25	-	7	-	-	-	-	39	80	6	23	109	148	Partly sunny 55		
6	WED	-	-	-	-	-	-	-	23	23	5	1	29	29	Sunny 34		
7	THU	-	-	-	-	-	-	-	-	-	-	-	-	-	Rain - closed 43		
8	FRI	10	-	-	-	-	-	-	10	36	6	4	46	56	Cloudy/rainy 43		
9	SAT	-	-	-	-	-	-	-	1	4	-	-	4	5	Sunny/windy 25		
10	SUN	3	-	2	-	-	-	-	5	15	-	1	16	21	Sunny 35		
11	MON	-	-	-	-	-	-	-	1	15	3	-	18	19	Partly sunny 35		
12	TUE	-	-	1	-	-	-	-	1	-	2	-	2	3	Cloudy/snow 35		
13	WED	-	-	-	-	-	-	-	-	-	-	-	-	-	Course closed-snow 40		
14	THU	-	-	-	-	-	-	-	10	10	3	-	13	13	Sunny/windy 34		
15	FRI	3	-	2	-	-	-	-	9	32	5	-	37	46	Cloudy/windy 42		
16	SAT	32	-	6	-	-	-	-	39	41	4	10	55	94	Partly sunny 39		
17	SUN	-	-	6	-	-	-	-	7	26	5	6	37	44	Partly sunny 33		
18	MON	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
19	TUE	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
20	WED	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
21	THU	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
22	FRI	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
23	SAT	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
24	SUN	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-snow		
25	MON	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-rain 38		
26	TUE	-	-	-	-	-	-	-	-	1	-	-	1	-	Closed-wet/wind 38		
27	WED	-	-	-	-	-	-	-	-	-	-	-	-	1	Partly sunny 33		
28	THU	-	-	-	-	-	-	-	-	-	-	-	-	-	Cloudy/windy 24		
	TOTALS	88	-	30	-	16	-	134	387	49	67	503	637	637			
February-18		155	2	77	-	23	-	257	794	121	129	1,044	1,301	1,301	14 days closed		
February-17		196	11	104	-	10	-	321	442	87	68	597	918	918	14 days closed		
February-16		113	16	48	-	17	-	194	420	61	146	627	821	821	14 days closed		
February-15		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed		
February-14		57	-	21	-	4	-	82	66	18	25	109	191	191	24 days closed		
February-13		-	-	3	-	-	-	3	50	12	13	75	78	78	24 days closed		
February-12		121	6	136	-	17	-	280	776	147	202	1,125	1,405	1,405	6 days closed		
February-11		447	-	295	-	9	-	751	255	79	90	424	1,175	1,175	17 days closed		
February-10		13	-	9	-	5	-	27	161	-	37	198	225	225	17 days closed		
February-09		101	3	29	-	7	-	140	297	-	73	370	510	510	15 days closed		
February-08		86	11	82	-	12	-	191	333	20	119	472	663	663	8 days closed		
February-07		49	8	15	-	2	-	74	166	20	56	242	316	316	15 days closed		
February-06		77	21	63	-	4	-	165	388	34	140	562	727	727	11 days closed		
February-05		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed		
February-04		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed		
February-03		2	-	13	-	-	-	15	60	-	4	64	79	79	26 days closed		
February-02		230	19	146	-	-	-	411	807	75	133	1,015	1,426	1,426	1 day closed		
February-01		139	2	36	-	6	-	209	399	-	1	400	609	609	14 days closed		
February-00		325	-	-	-	-	-	367	285	3	-	288	655	655	21 days closed		