

FY2019 MONTHLY PROJECTIONS:

	FY19 Actual JUL	FY19 Actual AUG	FY19 Actual SEP	FY19 Actual OCT	FY19 Actual NOV	FY19 Actual DEC	FY19 Actual JAN	FY19 Actual FEB	FY19 Actual MAR	FY19 Actual APR	Revised Proj. MAY	Revised Proj. JUN	Revised TOTALS	Original Budget	Variance
<b>REVENUES:</b>															
Season Passes	\$ 18,375	\$ 4,931	\$ 9,965	\$ 1,515	\$ -	\$ -	\$ 30,505	\$ 42,034	\$ 365,182	\$ 294,223	\$ 165,000	\$ 43,000	\$ 974,731	\$ 975,000	\$ (269)
Green Fees	\$ 4,708,830	\$ 387,649	\$ 218,575	\$ 120,425	\$ 17,700	\$ 5,734	\$ 2,490	\$ 5,353	\$ 10,754	\$ 46,765	\$ 190,000	\$ 260,000	\$ 1,736,275	\$ 1,800,000	\$ (63,725)
Cart Fees	\$ 159,030	\$ 135,519	\$ 91,103	\$ 50,051	\$ 10,676	\$ 3,828	\$ 856	\$ 2,587	\$ 5,733	\$ 19,129	\$ 72,000	\$ 107,000	\$ 657,532	\$ 670,000	\$ (12,468)
Driving Range	\$ 28,364	\$ 27,898	\$ 14,912	\$ 8,491	\$ 1,798	\$ 1,019	\$ 623	\$ 863	\$ 3,683	\$ 8,765	\$ 14,000	\$ 17,000	\$ 127,416	\$ 130,000	\$ (2,584)
Pro Shop Revenues	\$ 57,775	\$ 45,825	\$ 33,980	\$ 21,472	\$ 11,161	\$ 6,402	\$ 2,250	\$ 1,608	\$ 12,389	\$ 16,940	\$ 32,000	\$ 40,000	\$ 281,753	\$ 300,000	\$ (18,247)
Restaurant Rent	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 3,500	\$ 3,000	\$ -	\$ -	\$ -	\$ 1,702	\$ 3,750	\$ 5,000	\$ 36,952	\$ 36,000	\$ 952
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL REVENUES</b>	\$ 739,374	\$ 606,822	\$ 373,486	\$ 206,953	\$ 44,835	\$ 19,984	\$ 36,724	\$ 52,446	\$ 397,761	\$ 387,524	\$ 476,750	\$ 472,000	\$ 3,814,658	\$ 3,911,000	\$ (96,342)
<b>EXPENSES:</b>															
Wages	\$ 69,887	\$ 211,731	\$ 128,704	\$ 115,181	\$ 102,659	\$ 79,372	\$ 99,985	\$ 65,667	\$ 70,066	\$ 100,388	\$ 120,562	\$ 213,571	\$ 1,377,773	\$ 1,382,032	\$ (4,259)
Operating Expenses	\$ 70,194	\$ 115,823	\$ 85,318	\$ 61,268	\$ 79,008	\$ 97,175	\$ 63,493	\$ 22,448	\$ 30,762	\$ 43,945	\$ 58,573	\$ 115,428	\$ 843,434	\$ 916,506	\$ (73,072)
Pro Shop Purchases	\$ 19,748	\$ 8,377	\$ 16,242	\$ 2,986	\$ 21,593	\$ 3,738	\$ 705	\$ -	\$ 6,595	\$ 21,162	\$ 58,000	\$ 45,000	\$ 204,146	\$ 230,000	\$ (25,854)
Fringe Benefits	\$ 254,936	\$ 22,018	\$ 20,182	\$ 20,180	\$ 20,182	\$ 29,952	\$ 25,324	\$ 31,829	\$ 15,209	\$ 18,412	\$ 25,713	\$ 30,913	\$ 514,850	\$ 527,174	\$ (12,324)
Liability & Property Insurance	\$ 72,019	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 72,019	\$ 42,615	\$ 29,404
Debt Service Interest	\$ -	\$ -	\$ 30,100	\$ -	\$ 1,437	\$ -	\$ -	\$ 30,100	\$ -	\$ -	\$ -	\$ -	\$ 61,637	\$ 61,977	\$ (340)
Debt Service Principal	\$ -	\$ -	\$ -	\$ -	\$ 40,000	\$ -	\$ -	\$ 735,000	\$ -	\$ -	\$ -	\$ -	\$ 775,000	\$ 775,000	\$ -
Capital	\$ -	\$ -	\$ 52,617	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,617	\$ 52,617	\$ -
<b>TOTAL EXPENSES</b>	\$ 486,784	\$ 357,948	\$ 333,162	\$ 199,614	\$ 264,879	\$ 210,238	\$ 189,507	\$ 885,045	\$ 122,632	\$ 183,906	\$ 262,848	\$ 404,912	\$ 3,901,476	\$ 3,987,921	\$ (86,445)
<b>SURPLUS/(DEFICIT)</b>	\$ 252,590	\$ 248,874	\$ 40,323	\$ 7,339	\$ (220,044)	\$ (190,254)	\$ (152,783)	\$ (832,599)	\$ 275,129	\$ 203,618	\$ 213,902	\$ 67,088	\$ (86,817)	\$ (76,921)	\$ (9,896)
Golf Reserve Balance 7/1/18	\$ 96,679	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>GOLF RESERVE BALANCE</b>	\$ 349,269	\$ 598,143	\$ 638,466	\$ 645,805	\$ 425,761	\$ 235,507	\$ 82,724	\$ (749,875)	\$ (474,746)	\$ (271,128)	\$ (57,226)	\$ 9,862	\$ -	\$ -	\$ -

	FY19 Actual JUL	FY19 Actual AUG	FY19 Actual SEP	FY19 Actual OCT	FY19 Actual NOV	FY19 Actual DEC	FY19 Actual JAN	FY19 Actual FEB	FY19 Actual MAR	FY19 Actual APR	Revised Proj. MAY	Revised Proj. JUN	Revised TOTALS	Budget	Variance
<b>Fringe Benefits:</b>															
Unemployment	\$ -	\$ 1,333.00	\$ -	\$ -	\$ -	\$ 505.00	\$ 5,757.00	\$ 13,054.00	\$ 12,254.11	\$ 4,652.44	\$ 5,500.00	\$ 4,700.00	\$ 47,755.55	\$ 60,000.00	\$ (12,244.45)
Retirement	\$ 214,773.00	\$ 20,639.00	\$ 20,136.25	\$ 20,133.50	\$ 20,136.25	\$ 20,139.00	\$ 19,521.25	\$ 18,738.75	\$ 2.75	\$ 13,716.25	\$ 20,157.50	\$ 20,157.50	\$ 213,611.50	\$ 214,773.00	\$ (5.50)
Health Ins	\$ 20,133.50	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 36.37	\$ 36.37	\$ 42.81	\$ 55.69	\$ 55.69	\$ 549.14	\$ 700.00	\$ (150.86)
Life Ins	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 46.03	\$ 36.37	\$ 36.37	\$ 42.81	\$ 55.69	\$ 55.69	\$ 549.14	\$ 700.00	\$ (150.86)
Medicare	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 9,262.16	\$ -	\$ -	\$ 2,915.74	\$ -	\$ -	\$ 6,000.00	\$ 18,177.90	\$ 20,700.00	\$ (2,522.10)
Workers Comp	\$ 19,983.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,983.00	\$ 17,384.00	\$ 2,599.00
<b>Total Fringe Benefits</b>	\$ 254,935.53	\$ 22,018.03	\$ 20,182.28	\$ 20,179.53	\$ 20,182.28	\$ 29,952.19	\$ 25,324.28	\$ 31,829.12	\$ 15,208.97	\$ 18,411.50	\$ 25,713.19	\$ 30,913.19	\$ 514,850.09	\$ 527,174.00	\$ (12,323.91)

**BUDGET STATUS rev. 4/30/19**

	FY 2019				FY 2018			
	Expended thru April	Budget	Balance	% of Budget Spent	Expended thru April	Budget	Balance	% of Budget Spent
<b>WAGES</b>								
Full-time Maintenance	\$ 459,293.33	\$ 594,449.00	\$ 135,155.67	77.3%	\$ 463,312.98	\$ 547,966.00	\$ 84,653.02	84.6%
Part-time Maintenance	\$ 200,788.06	\$ 261,282.00	\$ 60,493.94	76.8%	\$ 165,806.23	\$ 266,174.00	\$ 100,367.77	62.3%
Full-time Administrative	\$ 198,109.38	\$ 245,278.00	\$ 47,168.62	80.8%	\$ 192,807.09	\$ 232,362.00	\$ 39,554.91	83.0%
Part-time Administrative	\$ 144,998.62	\$ 217,050.00	\$ 72,051.38	66.8%	\$ 155,578.78	\$ 232,107.00	\$ 76,528.22	67.0%
Overtime	\$ 29,720.48	\$ 46,250.00	\$ 16,529.52	64.3%	\$ 33,611.40	\$ 45,000.00	\$ 11,388.60	74.7%
Longevity	\$ 10,593.00	\$ 17,723.00	\$ 7,130.00	59.8%	\$ 7,500.00	\$ 18,053.00	\$ 10,553.00	41.5%
<b>SUBTOTAL</b>	<b>\$ 1,043,502.87</b>	<b>\$ 1,382,032.00</b>	<b>\$ 338,529.13</b>	<b>75.5%</b>	<b>\$ 1,018,616.48</b>	<b>\$ 1,341,662.00</b>	<b>\$ 323,045.52</b>	<b>75.9%</b>
<b>GENERAL EXPENSES</b>								
Clothing-Maintenance	\$ 6,035.13	\$ 8,500.00	\$ 2,464.87	71.0%	\$ 4,695.92	\$ 8,500.00	\$ 3,804.08	55.2%
Clothing-Administrative	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%
Oil/Grease-Maintenance	\$ 4,104.41	\$ 4,000.00	\$ (104.41)	102.6%	\$ 2,142.41	\$ 4,000.00	\$ 1,857.59	53.6%
Diesel Fuel	\$ 10,679.38	\$ 12,650.00	\$ 1,970.62	84.4%	\$ 8,637.22	\$ 12,200.00	\$ 3,562.78	70.8%
Heating-Maintenance	\$ 2,596.42	\$ 2,300.00	\$ (296.42)	112.9%	\$ 2,371.31	\$ 2,000.00	\$ (371.31)	118.6%
Heating-Clubhouse	\$ 9,767.40	\$ 10,500.00	\$ 732.60	93.0%	\$ 8,235.19	\$ 10,000.00	\$ 1,764.81	82.4%
Gasoline-Maintenance	\$ 9,042.79	\$ 11,000.00	\$ 1,957.21	82.2%	\$ 8,528.71	\$ 8,600.00	\$ 71.29	99.2%
Electricity-Maintenance	\$ 4,597.86	\$ 8,000.00	\$ 3,402.14	57.5%	\$ 5,938.87	\$ 11,000.00	\$ 5,061.13	54.0%
Electricity-Clubhouse	\$ 30,282.73	\$ 40,000.00	\$ 9,717.27	75.7%	\$ 30,328.91	\$ 43,000.00	\$ 12,671.09	70.5%
Electricity-Irrigation	\$ 18,373.10	\$ 26,000.00	\$ 7,626.90	70.7%	\$ 18,612.56	\$ 26,000.00	\$ 7,387.44	71.6%
Electricity-Driving Range	\$ 3,166.57	\$ 4,000.00	\$ 833.43	79.2%	\$ 3,227.89	\$ 4,000.00	\$ 772.11	80.7%
R & M Equipment	\$ 70,935.03	\$ 75,000.00	\$ 4,064.97	94.6%	\$ 74,801.89	\$ 75,000.00	\$ 198.11	99.7%
R & M Irrigation	\$ 16,250.91	\$ 30,000.00	\$ 13,749.09	54.2%	\$ 16,263.72	\$ 30,000.00	\$ 13,736.28	54.2%
Professional/Technical	\$ 2,320.00	\$ 5,000.00	\$ 2,680.00	46.4%	\$ 3,227.35	\$ 5,000.00	\$ 1,772.65	64.5%
Phone-Maintenance	\$ 470.08	\$ 650.00	\$ 179.92	72.3%	\$ 510.40	\$ 650.00	\$ 139.60	78.5%
Phone-Clubhouse	\$ 682.16	\$ 950.00	\$ 267.84	71.8%	\$ 721.42	\$ 950.00	\$ 228.58	75.9%
Alarm-Maintenance	\$ 1,289.40	\$ 1,100.00	\$ (189.40)	117.2%	\$ 1,084.40	\$ 1,100.00	\$ 15.60	98.6%
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.	\$ 7,131.29	\$ 9,000.00	\$ 1,868.71	79.2%	\$ 6,541.25	\$ 9,000.00	\$ 2,458.75	72.7%
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	\$ 9,465.90	\$ 9,000.00	\$ (465.90)	105.2%	\$ 9,124.26	\$ 8,500.00	\$ (624.26)	107.3%
Range Supplies	\$ 9,061.11	\$ 10,000.00	\$ 938.89	90.6%	\$ 3,484.85	\$ 10,000.00	\$ 6,515.15	34.8%
Computer Services	\$ 5,315.50	\$ 7,000.00	\$ 1,684.50	75.9%	\$ 5,990.95	\$ 7,000.00	\$ 1,009.05	85.6%
Office Supplies-Maint.	\$ 210.38	\$ 1,000.00	\$ 789.62	21.0%	\$ 375.44	\$ 1,000.00	\$ 624.56	37.5%
Custodial Supplies/Services	\$ 12,890.33	\$ 16,000.00	\$ 3,109.67	80.6%	\$ 5,623.87	\$ 6,000.00	\$ 376.13	93.7%
Rubbish Removal/Sanit.	\$ 17,587.26	\$ 16,000.00	\$ (1,587.26)	109.9%	\$ 13,397.07	\$ 10,000.00	\$ (3,397.07)	134.0%
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	\$ 9,229.20	\$ 8,000.00	\$ (1,229.20)	115.4%	\$ 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	\$ 19,355.81	\$ 30,000.00	\$ 10,644.19	64.5%	\$ 43,508.74	\$ 25,000.00	\$ (18,508.74)	174.0%
Fertilizer	\$ 44,019.68	\$ 80,000.00	\$ 35,980.32	55.0%	\$ 54,109.32	\$ 80,000.00	\$ 25,890.68	67.6%
Fungicide	\$ 96,411.58	\$ 135,000.00	\$ 38,588.42	71.4%	\$ 87,494.64	\$ 142,000.00	\$ 54,505.36	61.6%
Insecticides	\$ 13,677.74	\$ 15,000.00	\$ 1,322.26	91.2%	\$ 9,597.31	\$ 18,000.00	\$ 8,402.69	53.3%
Soil Amendments	\$ 45,289.84	\$ 50,000.00	\$ 4,710.16	90.6%	\$ 40,368.51	\$ 55,000.00	\$ 14,631.49	73.4%
Riding Cart Lease	\$ 99,988.00	\$ 119,986.00	\$ 19,998.00	83.3%	\$ 99,988.00	\$ 119,986.00	\$ 19,998.00	83.3%
Clbhse Furnish/Repair	\$ 14,839.49	\$ 35,000.00	\$ 20,160.51	42.4%	\$ 52,848.36	\$ 28,000.00	\$ (24,848.36)	188.7%
Credit Card Expense	\$ 36,021.52	\$ 49,000.00	\$ 12,978.48	73.5%	\$ 34,308.32	\$ 49,000.00	\$ 14,691.68	70.0%
In State Travel-Maint.	\$ 583.20	\$ 450.00	\$ (133.20)	129.6%	\$ -	\$ 450.00	\$ 450.00	0.0%
Meetings/Travel-Maint.	\$ 491.59	\$ 3,000.00	\$ 2,508.41	16.4%	\$ 1,403.91	\$ 2,500.00	\$ 1,096.09	56.2%
Meetings/Travel-Admin.	\$ 315.60	\$ 500.00	\$ 184.40	63.1%	\$ 536.59	\$ 500.00	\$ (36.59)	107.3%
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	\$ 17,771.32	\$ 40,000.00	\$ 22,228.68	44.4%	\$ 27,485.93	\$ 55,000.00	\$ 27,514.07	50.0%
<b>SUBTOTAL</b>	<b>\$ 669,435.67</b>	<b>\$ 916,506.00</b>	<b>\$ 247,070.33</b>	<b>73.0%</b>	<b>\$ 714,133.20</b>	<b>\$ 919,356.00</b>	<b>\$ 205,222.80</b>	<b>77.7%</b>
<b>GRAND TOTAL</b>	<b>\$ 1,712,938.54</b>	<b>\$ 2,298,538.00</b>	<b>\$ 585,599.46</b>	<b>74.5%</b>	<b>\$ 1,732,749.68</b>	<b>\$ 2,261,018.00</b>	<b>\$ 528,268.32</b>	<b>76.6%</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT APRIL

	<u>Apr-14</u>	<u>Apr-15</u>	<u>Apr-16</u>	<u>Apr-17</u>	<u>Apr-18</u>	<u>Apr-19</u>
<b>REVENUE</b>						
<b>MEMBERSHIPS:</b>						
RESIDENTS - Early	\$ 102,566.95	\$ 97,500.00	\$ 90,750.00	\$ 86,404.00	\$ 78,957.00	\$ 93,111.00
RESIDENTS - Morning	\$ 82,050.00	\$ 97,000.00	\$ 74,750.00	\$ 82,618.00	\$ 76,912.00	\$ 78,165.00
RESIDENTS - Twilight	\$ 7,217.00	\$ 13,167.00	\$ 8,379.00	\$ 14,373.00	\$ 16,117.00	\$ 14,534.33
CHARTER NON-RESIDENTS	\$ 1,300.00	\$ 5,200.00	\$ 3,900.00	\$ (39.00)	\$ -	\$ 2,896.00
NON-RESIDENTS	\$ 88,500.00	\$ 95,420.00	\$ 91,500.00	\$ 113,151.00	\$ 106,006.00	\$ 85,119.00
NON-RESIDENT TWILIGHT	\$ 4,792.00	\$ 7,787.00	\$ 7,188.00	\$ 8,638.00	\$ 14,940.00	\$ 16,679.00
AFP COLLEGIATE	\$ 1,200.00	\$ 2,250.00	\$ 2,250.00	\$ -	\$ 370.00	\$ 2,109.00
AFP JUNIOR	\$ 2,350.00	\$ 2,000.00	\$ 2,950.00	\$ 900.00	\$ 1,005.00	\$ 1,610.00
<b>SUBTOTAL</b>	<b>\$ 289,975.95</b>	<b>\$ 320,324.00</b>	<b>\$ 281,667.00</b>	<b>\$ 306,045.00</b>	<b>\$ 294,307.00</b>	<b>\$ 294,223.33</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 31,560.00	\$ 30,660.34	\$ 34,952.00	\$ 46,092.94	\$ 32,669.00	\$ 27,819.00
TWILIGHT GREEN FEES	\$ 6,221.00	\$ 7,099.00	\$ 4,421.95	\$ 7,715.00	\$ 4,896.00	\$ 7,615.00
BACK 9 GREEN FEES	\$ 886.00	\$ 2,029.00	\$ 2,811.00	\$ 3,463.85	\$ 1,703.00	\$ 1,097.00
ADVANCED RESERVATIONS	\$ 5,116.95	\$ 5,420.00	\$ 6,821.00	\$ 3,561.60	\$ 5,852.20	\$ 10,233.90
<b>SUBTOTAL</b>	<b>\$ 43,783.95</b>	<b>\$ 45,208.34</b>	<b>\$ 49,005.95</b>	<b>\$ 60,833.39</b>	<b>\$ 45,120.20</b>	<b>\$ 46,764.90</b>
<b>CARTS:</b>						
18 HOLE CART	\$ 15,655.39	\$ 16,754.05	\$ 19,457.57	\$ 20,973.12	\$ 14,233.76	\$ 14,247.52
9 HOLE CART	\$ 3,404.28	\$ 3,280.54	\$ 3,555.60	\$ 4,764.82	\$ 3,642.65	\$ 4,585.66
<b>SUBTOTAL</b>	<b>\$ 19,059.67</b>	<b>\$ 20,034.59</b>	<b>\$ 23,013.17</b>	<b>\$ 25,737.94</b>	<b>\$ 17,876.41</b>	<b>\$ 18,833.18</b>
DRIVING RANGE	\$ 8,488.00	\$ 8,767.00	\$ 7,239.00	\$ 7,210.00	\$ 7,384.00	\$ 8,765.00
PULL CARTS	\$ 199.56	\$ 299.37	\$ 213.63	\$ 305.01	\$ 379.44	\$ 295.52
SNACK BAR RENT	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 1,500.00	\$ 1,701.58
GIFT CERTIFICATES	\$ (3,722.94)	\$ (2,161.91)	\$ (3,011.08)	\$ (3,093.15)	\$ (5,005.50)	\$ (2,373.51)
CREDIT BOOK	\$ 571.62	\$ (560.89)	\$ 325.49	\$ 578.29	\$ 376.79	\$ (1,200.97)
PRO SHOP SALES	\$ 10,227.66	\$ 24,168.31	\$ 22,675.97	\$ 23,282.55	\$ 21,040.36	\$ 16,940.29
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 18,763.90</b>	<b>\$ 33,511.88</b>	<b>\$ 30,443.01</b>	<b>\$ 31,282.70</b>	<b>\$ 25,675.09</b>	<b>\$ 24,127.91</b>
<b>TOTAL REVENUE</b>	<b>\$ 371,583.47</b>	<b>\$ 419,078.81</b>	<b>\$ 384,129.13</b>	<b>\$ 423,899.03</b>	<b>\$ 382,978.70</b>	<b>\$ 383,949.32</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT

### CALENDAR YEAR THROUGH APRIL

	<u>YEAR 2014</u>	<u>YEAR 2015</u>	<u>YEAR 2016</u>	<u>YEAR 2017</u>	<u>YEAR 2018</u>	<u>YEAR 2019</u>
<b>REVENUE</b>						
<b>MEMBERSHIPS:</b>						
RESIDENTS - Early	\$ 250,370.29	\$ 232,200.00	\$ 235,050.00	\$ 228,544.00	\$ 215,204.00	\$ 247,882.00
RESIDENTS - Morning	\$ 168,550.00	\$ 180,500.00	\$ 167,500.00	\$ 171,960.00	\$ 155,945.00	\$ 162,942.45
RESIDENTS - Twilight	\$ 13,202.00	\$ 16,329.00	\$ 18,753.00	\$ 20,949.00	\$ 25,042.00	\$ 26,576.33
CHARTER NON-RESIDENTS	\$ 7,800.00	\$ 6,500.00	\$ 7,800.00	\$ 5,317.00	\$ 5,516.00	\$ 7,240.00
NON-RESIDENTS	\$ 222,500.00	\$ 226,420.00	\$ 257,000.00	\$ 264,531.00	\$ 261,206.00	\$ 254,988.00
NON-RESIDENT TWILIGHT	\$ 5,391.00	\$ 8,985.00	\$ 10,782.00	\$ 11,723.00	\$ 24,250.00	\$ 24,683.00
COLLEGIATE	\$ 2,250.00	\$ 3,450.00	\$ 2,600.00	\$ 1,235.00	\$ 2,540.00	\$ 5,551.00
JUNIORS	\$ 3,875.00	\$ 3,450.00	\$ 3,650.00	\$ 1,956.00	\$ 2,010.00	\$ 2,082.00
<b>SUBTOTAL</b>	<b>\$ 673,938.29</b>	<b>\$ 677,834.00</b>	<b>\$ 703,135.00</b>	<b>\$ 706,215.00</b>	<b>\$ 691,713.00</b>	<b>\$ 731,944.78</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 36,765.00	\$ 32,420.34	\$ 45,093.00	\$ 59,109.94	\$ 50,321.00	\$ 39,724.00
TWILIGHT GREEN FEES	\$ 8,041.00	\$ 7,424.00	\$ 8,706.95	\$ 12,495.00	\$ 9,003.00	\$ 12,225.00
BACK 9 GREEN FEES	\$ 926.00	\$ 2,204.00	\$ 3,486.00	\$ 3,853.85	\$ 1,963.00	\$ 1,279.00
ADVANCED RESERVATIONS	\$ 15,232.95	\$ 7,300.00	\$ 7,721.00	\$ 4,061.60	\$ 9,952.20	\$ 12,133.90
<b>SUBTOTAL</b>	<b>\$ 60,964.95</b>	<b>\$ 49,348.34</b>	<b>\$ 65,006.95</b>	<b>\$ 79,520.39</b>	<b>\$ 71,239.20</b>	<b>\$ 65,361.90</b>
<b>CARTS:</b>						
18 HOLE CART	\$ 16,412.53	\$ 17,497.47	\$ 24,276.32	\$ 26,794.28	\$ 20,566.40	\$ 20,408.84
9 HOLE CART	\$ 3,577.64	\$ 3,333.24	\$ 6,021.39	\$ 7,327.32	\$ 5,486.08	\$ 7,335.43
<b>SUBTOTAL</b>	<b>\$ 19,990.17</b>	<b>\$ 20,830.71</b>	<b>\$ 30,297.71</b>	<b>\$ 34,121.60</b>	<b>\$ 26,052.48</b>	<b>\$ 27,744.27</b>
DRIVING RANGE	\$ 10,540.00	\$ 9,128.00	\$ 12,099.00	\$ 10,620.00	\$ 11,732.00	\$ 13,934.00
PULL CARTS	\$ 323.82	\$ 302.19	\$ 396.27	\$ 432.90	\$ 582.72	\$ 580.76
SNACK BAR RENT	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 1,500.00	\$ 1,701.58
GIFT CERTIFICATES	\$ (1,956.10)	\$ (1,137.32)	\$ (2,341.58)	\$ (2,566.49)	\$ (3,869.09)	\$ (3,194.41)
CREDIT BOOK	\$ 219.66	\$ (1,314.90)	\$ (338.65)	\$ (148.91)	\$ (373.33)	\$ (1,579.10)
PRO SHOP SALES	\$ 16,518.79	\$ 38,766.73	\$ 41,053.43	\$ 40,815.27	\$ 36,158.39	\$ 33,188.39
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 28,646.17</b>	<b>\$ 48,744.70</b>	<b>\$ 53,868.47</b>	<b>\$ 52,152.77</b>	<b>\$ 45,730.69</b>	<b>\$ 44,631.22</b>
<b>TOTAL REVENUE</b>	<b>\$ 783,539.58</b>	<b>\$ 796,757.75</b>	<b>\$ 852,308.13</b>	<b>\$ 872,009.76</b>	<b>\$ 834,735.37</b>	<b>\$ 869,682.17</b>

## CAPTAINS GOLF COURSE COMPARISON REPORT

### FISCAL YEAR THROUGH APRIL

	<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	\$ 263,013.29	\$ 242,840.00	\$ 241,081.00	\$ 241,123.00	\$ 225,190.00	\$ 265,862.00
RESIDENTS - Morning	\$ 168,899.00	\$ 182,000.00	\$ 171,250.00	\$ 177,210.00	\$ 159,037.00	\$ 162,147.45
RESIDENTS - Twilight	\$ 15,687.00	\$ 17,551.00	\$ 23,296.00	\$ 24,982.00	\$ 28,325.00	\$ 31,063.33
CHARTER NON-RESIDENTS	\$ 7,800.00	\$ 6,500.00	\$ 7,800.00	\$ 5,317.00	\$ 5,516.00	\$ 7,240.00
NON-RESIDENTS	\$ 226,693.00	\$ 232,612.00	\$ 266,746.00	\$ 274,617.00	\$ 268,586.00	\$ 264,153.00
NON-RESIDENT TWILIGHT	\$ 5,391.00	\$ 10,331.00	\$ 12,229.00	\$ 12,470.00	\$ 26,231.00	\$ 26,837.00
COLLEGIATE	\$ 2,250.00	\$ 3,650.00	\$ 2,600.00	\$ 1,235.00	\$ 3,055.00	\$ 6,291.00
JUNIORS	\$ 5,000.00	\$ 3,975.00	\$ 4,175.00	\$ 2,656.00	\$ 2,730.00	\$ 3,167.00
<b>SUBTOTAL</b>	<b>\$ 694,733.29</b>	<b>\$ 699,459.00</b>	<b>\$ 729,177.00</b>	<b>\$ 739,610.00</b>	<b>\$ 718,670.00</b>	<b>\$ 766,760.78</b>
<b>GREEN FEES:</b>						
18 HOLE GREEN FEE	\$ 1,054,357.92	\$ 1,044,627.80	\$ 1,119,796.32	\$ 1,069,686.41	\$ 1,003,217.55	\$ 1,037,844.34
TWILIGHT GREEN FEES	\$ 103,128.00	\$ 96,244.00	\$ 99,044.54	\$ 122,295.40	\$ 119,086.00	\$ 123,621.20
BACK 9 GREEN FEES	\$ 28,499.00	\$ 27,123.00	\$ 30,959.00	\$ 43,945.85	\$ 50,742.20	\$ 59,086.04
ADVANCED RESERVATIONS	\$ 70,783.75	\$ 81,713.70	\$ 102,222.45	\$ 84,747.00	\$ 81,648.48	\$ 65,720.90
<b>SUBTOTAL</b>	<b>\$ 1,256,768.67</b>	<b>\$ 1,249,708.50</b>	<b>\$ 1,352,022.31</b>	<b>\$ 1,320,674.66</b>	<b>\$ 1,254,694.23</b>	<b>\$ 1,286,272.48</b>
<b>CARTS:</b>						
18 HOLE CART	\$ 371,375.30	\$ 359,469.06	\$ 395,422.83	\$ 396,009.56	\$ 370,937.43	\$ 379,632.23
9 HOLE CART	\$ 68,675.35	\$ 70,676.34	\$ 82,247.31	\$ 81,116.73	\$ 81,759.31	\$ 92,290.49
<b>SUBTOTAL</b>	<b>\$ 440,050.65</b>	<b>\$ 430,145.40</b>	<b>\$ 477,670.14</b>	<b>\$ 477,126.29</b>	<b>\$ 452,696.74</b>	<b>\$ 471,922.72</b>
DRIVING RANGE	\$ 83,885.00	\$ 82,871.40	\$ 99,668.00	\$ 85,984.50	\$ 94,895.00	\$ 96,416.00
PULL CARTS	\$ 6,392.84	\$ 6,166.20	\$ 6,500.29	\$ 5,763.37	\$ 6,938.12	\$ 6,608.97
SNACK BAR RENT	\$ 18,000.00	\$ 39,500.00	\$ 39,500.00	\$ 39,500.00	\$ 35,500.00	\$ 28,201.58
GIFT CERTIFICATES	\$ (4,943.43)	\$ (1,894.36)	\$ (7,457.32)	\$ (4,702.23)	\$ (6,748.02)	\$ (6,880.05)
CREDIT BOOK	\$ (5,032.64)	\$ (4,065.38)	\$ (3,833.41)	\$ 6,736.50	\$ 5,939.88	\$ (6,166.74)
PRO SHOP SALES	\$ 217,386.15	\$ 226,431.09	\$ 231,733.77	\$ 218,854.68	\$ 195,755.01	\$ 209,753.90
MISC. SALES	\$ 178.00	\$ -	\$ -	\$ -	\$ -	\$ -
<b>SUBTOTAL</b>	<b>\$ 315,865.92</b>	<b>\$ 349,008.95</b>	<b>\$ 366,111.33</b>	<b>\$ 352,136.82</b>	<b>\$ 332,279.99</b>	<b>\$ 327,933.66</b>
<b>TOTAL REVENUE</b>	<b>\$ 2,707,418.53</b>	<b>\$ 2,728,321.85</b>	<b>\$ 2,924,980.78</b>	<b>\$ 2,889,547.77</b>	<b>\$ 2,758,340.96</b>	<b>\$ 2,852,889.64</b>

# MONTH: Apr-19

DATE	DAY	GUEST PLAY				MEMBER PLAY				GRAND TOTALS	COMMENTS/WEATHER	
		B-9	TWHLT	PP	COMP	OTHER	TOT-GST	B-9	TWHLT			TOT-MBR
1	MON	5	-	2	1	-	8	32	4	7	43	51 Sunny/windy 46
2	TUE	1	-	-	1	-	2	28	2	4	34	36 Sunny 47
3	WED	-	-	-	-	-	-	-	-	3	3	3 Rain 48
4	THU	4	-	-	6	-	24	69	9	9	78	102 Party sunny 49
5	FRI	2	-	-	-	-	31	31	11	4	46	53 Cloudy 44
6	SAT	30	-	13	3	-	46	70	4	15	89	135 Cloudy am/sunny pm 60
7	SUN	30	2	11	1	-	44	103	11	31	145	189 Partly sunny 55
8	MON	1	-	1	-	-	2	7	-	7	9	9 Rain/wind 44
9	TUE	1	1	1	-	-	3	17	8	7	32	35 Cloudy 44
10	WED	3	-	-	2	-	5	40	12	11	63	68 Sunny/windy 43
11	THU	10	-	2	1	-	13	76	10	14	76	89 Sunny 46
12	FRI	10	2	5	-	-	17	59	13	10	82	99 Cloudy 45
13	SAT	52	-	20	30	-	104	48	-	10	58	162 Rain am/cloudy pm 58
14	SUN	27	1	29	-	-	57	119	9	24	152	209 Party sunny 60
15	MON	-	-	-	-	-	1	11	-	10	21	22 Rain am/cloudy pm 55
16	TUE	29	-	25	24	25	110	67	20	16	133	186 Sunny 55
17	WED	17	-	27	9	-	53	46	8	7	61	71 Cloudy/showers 50
18	THU	4	3	2	1	-	10	46	4	22	76	174 Cloudy/windy 53
19	FRI	50	-	45	3	-	98	50	4	14	81	160 Cloudy/windy 61
20	SAT	60	2	10	7	-	79	63	4	14	81	26 Showers 55 Easter
21	SUN	-	2	1	1	-	4	17	-	5	22	61 Cloudy/rainy 57
22	MON	4	3	-	-	-	7	30	21	3	54	45 Cloudy 49
23	TUE	5	-	4	-	-	9	29	-	7	36	198 Sunny 53
24	WED	25	15	6	12	-	58	79	25	36	140	198 Party sunny 55
25	THU	32	-	8	24	-	66	92	21	19	132	43 Rain/wind 48
26	FRI	10	-	9	1	-	22	22	-	1	23	448 Cloudy 55
27	SAT	157	4	55	108	4	328	99	5	16	120	114 Cloudy am/rainy pm 52
28	SUN	11	1	1	5	-	19	85	9	1	95	216 Mostly sunny 55
29	MON	19	2	10	6	-	48	119	27	22	168	38 Cloudy 48
30	TUE	8	-	1	1	-	10	22	-	6	28	
	TOTALS	607	38	307	197	78	25	1,577	240	380	2,197	3,449 10 days with rain
	April-18	638	57	220	253	112	30	1,455	348	288	2,091	3,401 1 day closed
	April-17	871	130	380	241	153	57	1,827	325	288	2,440	4,272 1 day closed
	April-16	770	107	240	233	162	58	1,570	337	482	2,375	3,945 1 day closed
	April-15	689	69	402	205	82	31	1,478	337	247	2,354	3,832 2 days closed
	April-14	684	27	348	265	85	-	1,409	358	225	2,441	3,850 0 days closed
	April-13	834	45	344	403	173	100	1,899	378	618	2,858	4,757 0 days closed
	April-12	945	51	425	306	155	149	2,031	531	308	3,092	5,123 0 days closed
	April-11	772	33	216	570	133	83	1,807	442	147	2,794	4,601 2 days closed
	April-10	881	55	280	420	214	94	1,944	465	581	2,979	4,923 0 days closed
	April-09	919	60	255	541	168	97	2,040	390	250	2,876	4,916 1 day closed
	April-08	915	69	251	655	220	88	2,198	405	646	2,957	5,155 2 days closed
	April-07	867	45	193	634	116	107	1,962	392	178	2,492	4,454 2 days closed
	April-06	1,184	60	298	902	162	138	2,744	540	325	3,397	6,141 no closed days
	April-05	696	137	171	959	160	126	2,249	539	447	3,430	5,679 1 closed day
	April-04	857	50	220	1,034	112	198	2,471	414	170	3,209	5,680 3 closed days
	April-03	690	83	164	822	166	121	2,046	328	427	2,877	4,923 4 closed days
	April-02	822	106	265	1,809	94	164	3,280	498	385	3,451	6,731 1 closed day
	April-01	924	77	287	2,237	151	104	3,780	434	222	3,050	6,830 4 closed days
	April-00	679	107	134	1,864	-	49	2,853	284	177	3,097	5,950