

FY2019 MONTHLY PROJECTIONS:

REVENUES:	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	FY19 Actual	Revised Proj.	Revised Proj.	Revised Proj.	Original Budget	Variance	
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTALS							
Season Passes	\$ 18,375	\$ 4,931	\$ 9,965	\$ 1,515	\$ 17,700	\$ 5,734	\$ -	\$ 42,034	\$ 365,182	\$ 294,223	\$ 163,094	\$ 35,000	\$ 964,825	\$ 975,000	\$ 35,000	\$ 163,094	\$ 294,223	\$ 975,000	\$ (10,175)	
Green Fees	\$ 470,830	\$ 387,649	\$ 218,575	\$ 120,425	\$ 10,676	\$ 3,828	\$ 2,490	\$ 5,353	\$ 10,754	\$ 46,765	\$ 168,984	\$ 255,000	\$ 1,710,259	\$ 1,800,000	\$ 255,000	\$ 168,984	\$ 46,765	\$ 1,800,000	\$ (89,741)	
Cart Fees	\$ 159,030	\$ 135,519	\$ 91,103	\$ 50,051	\$ 10,676	\$ 3,828	\$ 856	\$ 2,587	\$ 5,753	\$ 19,129	\$ 61,868	\$ 100,000	\$ 640,400	\$ 670,000	\$ 100,000	\$ 61,868	\$ 19,129	\$ 670,000	\$ (29,600)	
Driving Range	\$ 28,364	\$ 27,898	\$ 14,912	\$ 8,491	\$ 1,798	\$ 1,019	\$ 623	\$ 863	\$ 3,683	\$ 8,765	\$ 16,241	\$ 17,000	\$ 129,657	\$ 130,000	\$ 17,000	\$ 16,241	\$ 8,765	\$ 130,000	\$ (843)	
Pro Shop Revenues	\$ 57,775	\$ 45,825	\$ 33,930	\$ 21,472	\$ 11,161	\$ 6,402	\$ 2,250	\$ 1,608	\$ 12,389	\$ 16,940	\$ 32,208	\$ 35,000	\$ 276,961	\$ 300,000	\$ 35,000	\$ 32,208	\$ 16,940	\$ 300,000	\$ (23,039)	
Restaurant Rent	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 3,500	\$ 3,000	\$ -	\$ -	\$ -	\$ 1,702	\$ 2,500	\$ 6,250	\$ 36,952	\$ 36,000	\$ 6,250	\$ 2,500	\$ 1,702	\$ 36,000	\$ 952	
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL REVENUES	\$ 739,374	\$ 606,822	\$ 373,486	\$ 206,953	\$ 44,835	\$ 19,984	\$ 36,724	\$ 52,446	\$ 397,761	\$ 387,524	\$ 444,894	\$ 448,250	\$ 3,759,053	\$ 3,911,000	\$ 448,250	\$ 444,894	\$ 387,524	\$ 3,911,000	\$ (151,947)	
EXPENSES:																				
Wages	\$ 69,887	\$ 211,731	\$ 128,704	\$ 115,181	\$ 102,659	\$ 79,372	\$ 99,985	\$ 65,667	\$ 70,066	\$ 100,388	\$ 117,473	\$ 213,571	\$ 1,374,684	\$ 1,382,032	\$ 213,571	\$ 117,473	\$ 100,388	\$ 1,382,032	\$ (7,348)	
Operating Expenses	\$ 70,194	\$ 115,823	\$ 85,318	\$ 61,268	\$ 79,008	\$ 97,175	\$ 63,493	\$ 22,448	\$ 30,762	\$ 43,945	\$ 97,450	\$ 95,000	\$ 861,883	\$ 916,506	\$ 95,000	\$ 97,450	\$ 43,945	\$ 916,506	\$ (54,623)	
Pro Shop Purchases	\$ 19,748	\$ 8,377	\$ 16,242	\$ 2,986	\$ 21,593	\$ 3,738	\$ 705	\$ -	\$ 6,595	\$ 21,162	\$ 48,246	\$ 50,000	\$ 199,392	\$ 230,000	\$ 50,000	\$ 48,246	\$ 21,162	\$ 230,000	\$ (30,608)	
Fringe Benefits	\$ 254,936	\$ 22,018	\$ 20,182	\$ 20,180	\$ 20,182	\$ 29,952	\$ 25,324	\$ 31,829	\$ 28,925	\$ 26,111	\$ 46,952	\$ 6,056	\$ 532,647	\$ 527,174	\$ 6,056	\$ 46,952	\$ 26,111	\$ 527,174	\$ 5,473	
Liability & Property Insurance	\$ 72,019	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 72,019	\$ 42,615	\$ -	\$ -	\$ -	\$ 42,615	\$ 29,404	
Debt Service Interest	\$ -	\$ -	\$ 30,100	\$ -	\$ 1,437	\$ -	\$ -	\$ 30,100	\$ -	\$ -	\$ -	\$ -	\$ 61,637	\$ 775,000	\$ -	\$ -	\$ -	\$ 61,637	\$ (340)	
Debt Service Principal	\$ -	\$ -	\$ -	\$ -	\$ 40,000	\$ -	\$ -	\$ 735,000	\$ -	\$ -	\$ -	\$ -	\$ 775,000	\$ 775,000	\$ -	\$ -	\$ -	\$ 775,000	\$ -	
Capital	\$ -	\$ -	\$ 53,617	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,617	\$ 52,617	\$ -	\$ -	\$ -	\$ 52,617	\$ -	
TOTAL EXPENSES	\$ 486,784	\$ 357,948	\$ 333,162	\$ 199,614	\$ 264,879	\$ 210,238	\$ 189,507	\$ 885,045	\$ 136,348	\$ 191,605	\$ 310,121	\$ 364,627	\$ 3,929,879	\$ 3,987,921	\$ 364,627	\$ 310,121	\$ 191,605	\$ 3,987,921	\$ (58,042)	
SURPLUS/(DEFICIT)	\$ 252,590	\$ 248,874	\$ 40,323	\$ 7,339	\$ (220,044)	\$ (190,254)	\$ (152,783)	\$ (832,599)	\$ 261,413	\$ 195,918	\$ 134,773	\$ 83,623	\$ (170,826)	\$ (76,921)	\$ 83,623	\$ 134,773	\$ 195,918	\$ (76,921)	\$ (93,905)	
Golf Reserve Balance 7/1/18	\$ 192,887																			
GOLF RESERVE BALANCE	\$ 445,477	\$ 694,351	\$ 734,674	\$ 742,013	\$ 521,969	\$ 331,716	\$ 178,932	\$ (653,666)	\$ (392,254)	\$ (196,335)	\$ (61,562)	\$ 22,061								

Fringe Benefits:	Budget	Variance
Unemployment	\$ 60,000.00	\$ (16,027.45)
Retirement	\$ 214,773.00	\$ -
Health Ins	\$ 213,617.00	\$ 22,755.75
Life Ins	\$ 700.00	\$ (150.86)
Medicare	\$ 20,700.00	\$ (3,703.57)
Workers Comp	\$ 17,384.00	\$ 2,599.00
Total Fringe Benefits	\$ 527,174.00	\$ 5,472.87

BUDGET STATUS rev. 5/31/19

	FY 2019				FY 2018			
	Expended thru May	Budget	Balance	% of Budget Spent	Expended thru May	Budget	Balance	% of Budget Spent
WAGES								
Full-time Maintenance	\$ 504,758.13	\$ 594,449.00	\$ 89,690.87	84.9%	\$ 502,890.52	\$ 547,966.00	\$ 45,075.48	91.8%
Part-time Maintenance	\$ 231,532.61	\$ 261,282.00	\$ 29,749.39	88.6%	\$ 188,321.23	\$ 266,174.00	\$ 77,852.77	70.8%
Full-time Administrative	\$ 216,976.94	\$ 245,278.00	\$ 28,301.06	88.5%	\$ 211,169.67	\$ 232,362.00	\$ 21,192.33	90.9%
Part-time Administrative	\$ 162,706.93	\$ 217,050.00	\$ 54,343.07	75.0%	\$ 177,672.70	\$ 232,107.00	\$ 54,434.30	76.5%
Overtime	\$ 32,445.38	\$ 46,250.00	\$ 13,804.62	70.2%	\$ 38,159.76	\$ 45,000.00	\$ 6,840.24	84.8%
Longevity	\$ 12,693.00	\$ 17,723.00	\$ 5,030.00	71.6%	\$ 12,427.50	\$ 18,053.00	\$ 5,625.50	68.8%
SUBTOTAL	\$ 1,161,112.99	\$ 1,382,032.00	\$ 220,919.01	84.0%	\$ 1,130,641.38	\$ 1,341,662.00	\$ 211,020.62	84.3%
GENERAL EXPENSES								
Clothing-Maintenance	\$ 6,709.96	\$ 8,500.00	\$ 1,790.04	78.9%	\$ 5,982.03	\$ 8,500.00	\$ 2,517.97	70.4%
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	\$ 11,657.54	\$ 12,650.00	\$ 992.46	92.2%	\$ 10,061.19	\$ 12,200.00	\$ 2,138.81	82.5%
Heating-Maintenance	\$ 2,751.33	\$ 2,300.00	\$ (451.33)	119.6%	\$ 2,854.36	\$ 2,000.00	\$ (854.36)	142.7%
Heating-Clubhouse	\$ 10,376.55	\$ 10,500.00	\$ 123.45	98.8%	\$ 9,493.02	\$ 10,000.00	\$ 506.98	94.9%
Gasoline-Maintenance	\$ 10,119.18	\$ 11,000.00	\$ 880.82	92.0%	\$ 9,719.62	\$ 8,600.00	\$ (1,119.62)	113.0%
Electricity-Maintenance	\$ 4,970.60	\$ 8,000.00	\$ 3,029.40	62.1%	\$ 6,321.60	\$ 11,000.00	\$ 4,678.40	57.5%
Electricity-Clubhouse	\$ 32,638.52	\$ 40,000.00	\$ 7,361.48	81.6%	\$ 32,616.26	\$ 43,000.00	\$ 10,383.74	75.9%
Electricity-Irrigation	\$ 19,700.21	\$ 26,000.00	\$ 6,299.79	75.8%	\$ 19,845.45	\$ 26,000.00	\$ 6,154.55	76.3%
Electricity-Driving Range	\$ 3,393.25	\$ 4,000.00	\$ 606.75	84.8%	\$ 3,497.24	\$ 4,000.00	\$ 502.76	87.4%
R & M Equipment	\$ 74,010.76	\$ 75,000.00	\$ 989.24	98.7%	\$ 78,378.36	\$ 75,000.00	\$ (3,378.36)	104.5%
R & M Irrigation	\$ 22,049.88	\$ 30,000.00	\$ 7,950.12	73.5%	\$ 27,442.38	\$ 30,000.00	\$ 2,557.62	91.5%
Professional/Technical	\$ 2,720.00	\$ 5,000.00	\$ 2,280.00	54.4%	\$ 3,227.35	\$ 5,000.00	\$ 1,772.65	64.5%
Phone-Maintenance	\$ 522.52	\$ 650.00	\$ 127.48	80.4%	\$ 564.82	\$ 650.00	\$ 85.18	86.9%
Phone-Clubhouse	\$ 756.52	\$ 950.00	\$ 193.48	79.6%	\$ 800.49	\$ 950.00	\$ 149.51	84.3%
Alarm-Maintenance	\$ 1,454.40	\$ 1,100.00	\$ (354.40)	132.2%	\$ 1,084.40	\$ 1,100.00	\$ 15.60	98.6%
Alarm-Clubhouse	\$ 5,366.71	\$ 4,000.00	\$ (1,366.71)	134.2%	\$ 5,626.29	\$ 3,500.00	\$ (2,126.29)	160.8%
Office Supplies-Admin.	\$ 7,722.33	\$ 9,000.00	\$ 1,277.67	85.8%	\$ 7,680.04	\$ 9,000.00	\$ 1,319.96	85.3%
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	\$ 10,135.12	\$ 9,000.00	\$ (1,135.12)	112.6%	\$ 9,578.87	\$ 8,500.00	\$ (1,078.87)	112.7%
Range Supplies	\$ 9,061.11	\$ 10,000.00	\$ 938.89	90.6%	\$ 7,228.85	\$ 10,000.00	\$ 2,771.15	72.3%
Computer Services	\$ 6,266.25	\$ 7,000.00	\$ 733.75	89.5%	\$ 6,540.75	\$ 7,000.00	\$ 459.25	93.4%
Office Supplies-Maint.	\$ 210.38	\$ 1,000.00	\$ 789.62	21.0%	\$ 375.44	\$ 1,000.00	\$ 624.56	37.5%
Custodial Supplies/Services	\$ 15,027.53	\$ 16,000.00	\$ 972.47	93.9%	\$ 6,627.67	\$ 6,000.00	\$ (627.67)	110.5%
Rubbish Removal/Sanit.	\$ 19,387.01	\$ 16,000.00	\$ (3,387.01)	121.2%	\$ 15,279.44	\$ 10,000.00	\$ (5,279.44)	152.8%
Seed & Sod	\$ 12,387.84	\$ 25,000.00	\$ 12,612.16	49.6%	\$ 23,740.95	\$ 25,000.00	\$ 1,259.05	95.0%
Tee & Green	\$ 11,268.52	\$ 8,000.00	\$ (3,268.52)	140.9%	\$ 1,495.51	\$ 8,000.00	\$ 6,504.49	18.7%
Landscaping	\$ 2,656.66	\$ 4,500.00	\$ 1,843.34	59.0%	\$ 653.00	\$ 4,500.00	\$ 3,847.00	14.5%
Topsoil & Sand	\$ 26,257.86	\$ 30,000.00	\$ 3,742.14	87.5%	\$ 49,087.77	\$ 25,000.00	\$ (24,087.77)	196.4%
Fertilizer	\$ 69,486.40	\$ 80,000.00	\$ 10,513.60	86.9%	\$ 57,324.32	\$ 80,000.00	\$ 22,675.68	71.7%
Fungicide	\$ 99,219.58	\$ 135,000.00	\$ 35,780.42	73.5%	\$ 94,907.09	\$ 142,000.00	\$ 47,092.91	66.8%
Insecticides	\$ 14,630.06	\$ 15,000.00	\$ 369.94	97.5%	\$ 9,597.31	\$ 18,000.00	\$ 8,402.69	53.3%
Soil Amendments	\$ 45,289.84	\$ 50,000.00	\$ 4,710.16	90.6%	\$ 42,990.51	\$ 55,000.00	\$ 12,009.49	78.2%
Riding Cart Lease	\$ 119,985.60	\$ 119,986.00	\$ 0.40	100.0%	\$ 119,985.60	\$ 119,986.00	\$ 0.40	100.0%
Clubhouse Furnish/Repair	\$ 20,383.30	\$ 35,000.00	\$ 14,616.70	58.2%	\$ 55,101.62	\$ 28,000.00	\$ (27,101.62)	196.8%
Credit Card Expense	\$ 37,395.08	\$ 49,000.00	\$ 11,604.92	76.3%	\$ 35,922.37	\$ 49,000.00	\$ 13,077.63	73.3%
In State Travel-Maint.	\$ 677.40	\$ 450.00	\$ (227.40)	150.5%	\$ -	\$ 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.	\$ 565.00	\$ 1,520.00	\$ 955.00	37.2%	\$ 2,140.00	\$ 1,520.00	\$ (620.00)	140.8%
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	\$ 20,880.52	\$ 40,000.00	\$ 19,119.48	52.2%	\$ 30,175.13	\$ 55,000.00	\$ 24,824.87	54.9%
SUBTOTAL	\$ 766,882.92	\$ 916,506.00	\$ 149,623.08	83.7%	\$ 802,158.01	\$ 919,356.00	\$ 117,197.99	87.3%
GRAND TOTAL	\$ 1,927,995.91	\$ 2,298,538.00	\$ 370,542.09	83.9%	\$ 1,932,799.39	\$ 2,261,018.00	\$ 328,218.61	85.5%

CAPTAINS GOLF COURSE COMPARISON REPORT

MAY

	<u>May-14</u>	<u>May-15</u>	<u>May-16</u>	<u>May-17</u>	<u>May-18</u>	<u>May-19</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 30,600.00	\$ 36,055.00	\$ 34,200.00	\$ 37,084.00	\$ 48,389.85	\$ 44,905.00
RESIDENTS - Morning	\$ 32,000.00	\$ 39,224.00	\$ 29,250.00	\$ 36,849.00	\$ 47,925.99	\$ 35,905.00
RESIDENTS - Twilight	\$ 9,578.00	\$ 6,783.00	\$ 10,241.00	\$ 8,786.00	\$ 11,758.00	\$ 14,272.00
CHARTER NON-RESIDENTS	\$ 1,300.00	\$ 1,300.00	\$ (1,210.00)	\$ 1,339.00	\$ 1,379.00	\$ -
NON-RESIDENTS	\$ 33,200.00	\$ 38,400.00	\$ 43,300.00	\$ 40,170.00	\$ 44,520.00	\$ 56,564.00
NON-RESIDENT TWILIGHT	\$ 1,797.00	\$ 2,995.00	\$ 4,792.00	\$ 5,553.00	\$ 9,825.00	\$ 10,672.00
AFP COLLEGIATE	\$ 1,900.00	\$ 2,050.00	\$ 350.00	\$ 1,800.00	\$ 1,110.00	\$ 388.00
AFP JUNIOR	\$ 1,050.00	\$ 1,050.00	\$ 525.00	\$ 540.00	\$ 185.00	\$ 388.00
SUBTOTAL	\$ 111,425.00	\$ 127,857.00	\$ 121,448.00	\$ 132,121.00	\$ 165,092.84	\$ 163,094.00
GREEN FEES:						
18 HOLE GREEN FEE	\$ 150,833.19	\$ 162,031.96	\$ 145,667.15	\$ 110,966.00	\$ 141,811.00	\$ 129,073.50
TWILIGHT GREEN FEES	\$ 15,722.00	\$ 15,566.00	\$ 11,033.00	\$ 10,382.00	\$ 14,051.00	\$ 14,770.00
BACK 9 GREEN FEES	\$ 2,554.00	\$ 5,709.70	\$ 6,222.00	\$ 3,795.00	\$ 4,392.00	\$ 5,018.95
ADVANCED RESERVATIONS	\$ 20,932.95	\$ 21,377.80	\$ 26,395.00	\$ 15,032.26	\$ 18,773.00	\$ 20,121.10
SUBTOTAL	\$ 190,042.14	\$ 204,685.46	\$ 189,317.15	\$ 140,175.26	\$ 179,027.00	\$ 168,983.55
CARTS:						
18 HOLE CART	\$ 63,037.98	\$ 65,642.05	\$ 63,142.69	\$ 50,424.34	\$ 60,655.69	\$ 49,356.84
9 HOLE CART	\$ 9,066.38	\$ 9,900.57	\$ 9,542.53	\$ 8,170.31	\$ 11,386.76	\$ 11,808.21
SUBTOTAL	\$ 72,104.36	\$ 75,542.62	\$ 72,685.22	\$ 58,594.65	\$ 72,042.45	\$ 61,165.05
DRIVING RANGE	\$ 13,312.00	\$ 15,473.00	\$ 13,975.00	\$ 13,490.00	\$ 13,685.80	\$ 16,241.00
PULL CARTS	\$ 540.36	\$ 629.42	\$ 608.10	\$ 596.84	\$ 666.54	\$ 703.20
SNACK BAR RENT	\$ 3,000.00	\$ 3,000.00	\$ 7,500.00	\$ 3,000.00	\$ 2,500.00	\$ 2,500.00
GIFT CERTIFICATES	\$ (1,027.88)	\$ 167.22	\$ (4,394.69)	\$ 2,230.13	\$ (1,599.92)	\$ (3,136.62)
CREDIT BOOK	\$ 6,175.95	\$ 4,721.08	\$ 7,368.00	\$ 4,331.49	\$ 6,014.66	\$ 6,264.30
PRO SHOP SALES	\$ 26,991.24	\$ 34,788.34	\$ 31,901.69	\$ 29,935.19	\$ 31,937.95	\$ 32,207.67
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 48,991.67	\$ 58,779.06	\$ 56,958.10	\$ 53,583.65	\$ 53,205.03	\$ 54,779.55
TOTAL REVENUE	\$ 422,563.17	\$ 466,864.14	\$ 440,408.47	\$ 384,474.56	\$ 469,367.32	\$ 448,022.15

CAPTAINS GOLF COURSE COMPARISON REPORT

CALENDAR YEAR THROUGH MAY

	<u>YEAR 2014</u>	<u>YEAR 2015</u>	<u>YEAR 2016</u>	<u>YEAR 2017</u>	<u>YEAR 2018</u>	<u>YEAR 2019</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 280,970.29	\$ 268,255.00	\$ 269,250.00	\$ 265,628.00	\$ 263,593.85	\$ 292,787.00
RESIDENTS - Morning	\$ 200,550.00	\$ 219,724.00	\$ 196,750.00	\$ 208,809.00	\$ 203,870.99	\$ 198,847.45
RESIDENTS - Twilight	\$ 22,780.00	\$ 23,112.00	\$ 28,994.00	\$ 29,735.00	\$ 36,800.00	\$ 40,848.33
CHARTER NON-RESIDENTS	\$ 9,100.00	\$ 7,800.00	\$ 6,590.00	\$ 6,656.00	\$ 6,895.00	\$ 7,240.00
NON-RESIDENTS	\$ 255,700.00	\$ 264,820.00	\$ 300,300.00	\$ 304,701.00	\$ 305,726.00	\$ 311,552.00
NON-RESIDENT TWILIGHT	\$ 7,188.00	\$ 11,980.00	\$ 15,574.00	\$ 17,276.00	\$ 34,075.00	\$ 35,355.00
COLLEGIATE	\$ 4,150.00	\$ 5,500.00	\$ 2,950.00	\$ 3,035.00	\$ 3,650.00	\$ 5,939.00
JUNIORS	\$ 4,925.00	\$ 4,500.00	\$ 4,175.00	\$ 2,496.00	\$ 2,195.00	\$ 2,470.00
SUBTOTAL	\$ 785,363.29	\$ 805,691.00	\$ 824,583.00	\$ 838,336.00	\$ 856,805.84	\$ 895,038.78
GREEN FEES:						
18 HOLE GREEN FEE	\$ 187,598.19	\$ 194,452.30	\$ 190,760.15	\$ 170,075.94	\$ 192,132.00	\$ 168,797.50
TWILIGHT GREEN FEES	\$ 23,763.00	\$ 22,990.00	\$ 19,739.95	\$ 22,877.00	\$ 23,054.00	\$ 26,995.00
BACK 9 GREEN FEES	\$ 3,480.00	\$ 7,913.70	\$ 9,708.00	\$ 7,648.85	\$ 6,355.00	\$ 6,297.95
ADVANCED RESERVATIONS	\$ 36,165.90	\$ 28,677.80	\$ 34,116.00	\$ 19,093.86	\$ 28,725.20	\$ 32,255.00
SUBTOTAL	\$ 251,007.09	\$ 254,033.80	\$ 254,324.10	\$ 219,695.65	\$ 250,266.20	\$ 234,345.45
CARTS:						
18 HOLE CART	\$ 79,450.51	\$ 83,139.52	\$ 87,419.01	\$ 77,218.62	\$ 81,222.09	\$ 69,765.68
9 HOLE CART	\$ 12,644.02	\$ 13,233.81	\$ 15,563.92	\$ 15,497.63	\$ 16,872.84	\$ 19,143.64
SUBTOTAL	\$ 92,094.53	\$ 96,373.33	\$ 102,982.93	\$ 92,716.25	\$ 98,094.93	\$ 88,909.32
DRIVING RANGE	\$ 23,852.00	\$ 24,601.00	\$ 26,074.00	\$ 24,110.00	\$ 25,417.80	\$ 30,175.00
PULL CARTS	\$ 864.18	\$ 931.61	\$ 1,004.37	\$ 1,029.74	\$ 1,249.26	\$ 1,283.96
SNACK BAR RENT	\$ 6,000.00	\$ 6,000.00	\$ 10,500.00	\$ 6,000.00	\$ 4,000.00	\$ 4,201.58
GIFT CERTIFICATES	\$ (2,983.98)	\$ (970.10)	\$ (6,736.27)	\$ (336.36)	\$ (5,469.01)	\$ (6,331.03)
CREDIT BOOK	\$ 6,395.61	\$ 3,406.18	\$ 7,029.35	\$ 4,182.58	\$ 5,641.33	\$ 4,685.20
PRO SHOP SALES	\$ 43,510.03	\$ 73,554.77	\$ 72,955.12	\$ 70,750.46	\$ 68,096.34	\$ 65,396.06
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 77,637.84	\$ 107,523.46	\$ 110,826.57	\$ 105,736.42	\$ 98,935.72	\$ 99,410.77
TOTAL REVENUE	\$ 1,206,102.75	\$ 1,263,621.59	\$ 1,292,716.60	\$ 1,256,484.32	\$ 1,304,102.69	\$ 1,317,704.32

CAPTAINS GOLF COURSE COMPARISON REPORT

FISCAL YEAR THROUGH MAY

	<u>FY 2014</u>	<u>FY 2015</u>	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018</u>	<u>FY 2019</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 293,613.29	\$ 278,895.00	\$ 275,281.00	\$ 278,207.00	\$ 273,579.85	\$ 310,767.00
RESIDENTS - Morning	\$ 200,899.00	\$ 221,224.00	\$ 200,500.00	\$ 214,059.00	\$ 206,962.99	\$ 198,052.45
RESIDENTS - Twilight	\$ 25,265.00	\$ 24,334.00	\$ 33,527.00	\$ 33,768.00	\$ 40,083.00	\$ 45,335.33
CHARTER NON-RESIDENTS	\$ 9,100.00	\$ 7,800.00	\$ 6,590.00	\$ 6,656.00	\$ 6,895.00	\$ 7,240.00
NON-RESIDENTS	\$ 259,893.00	\$ 271,012.00	\$ 310,046.00	\$ 314,787.00	\$ 313,106.00	\$ 320,717.00
NON-RESIDENT TWILIGHT	\$ 7,188.00	\$ 13,326.00	\$ 17,021.00	\$ 18,023.00	\$ 36,056.00	\$ 37,509.00
COLLEGIATE	\$ 4,150.00	\$ 5,700.00	\$ 2,950.00	\$ 3,035.00	\$ 4,165.00	\$ 6,679.00
JUNIORS	\$ 6,050.00	\$ 5,025.00	\$ 4,700.00	\$ 3,196.00	\$ 2,915.00	\$ 3,555.00
SUBTOTAL	\$ 806,158.29	\$ 827,316.00	\$ 850,615.00	\$ 871,731.00	\$ 883,762.84	\$ 929,854.78
GREEN FEES:						
18 HOLE GREEN FEE	\$ 1,205,191.11	\$ 1,206,659.76	\$ 1,265,463.47	\$ 1,180,652.41	\$ 1,145,028.55	\$ 1,166,917.84
TWILIGHT GREEN FEES	\$ 118,850.00	\$ 111,810.00	\$ 110,077.54	\$ 132,677.40	\$ 133,137.00	\$ 138,391.20
BACK 9 GREEN FEES	\$ 31,053.00	\$ 32,832.70	\$ 37,181.00	\$ 47,740.85	\$ 55,134.20	\$ 64,104.99
ADVANCED RESERVATIONS	\$ 91,716.70	\$ 103,091.50	\$ 128,617.45	\$ 99,779.26	\$ 100,421.48	\$ 85,842.00
SUBTOTAL	\$ 1,446,810.81	\$ 1,454,393.96	\$ 1,541,339.46	\$ 1,460,849.92	\$ 1,433,721.23	\$ 1,455,256.03
CARTS:						
18 HOLE CART	\$ 434,413.28	\$ 425,111.11	\$ 458,565.52	\$ 446,433.90	\$ 431,593.12	\$ 428,989.07
9 HOLE CART	\$ 77,741.73	\$ 80,576.91	\$ 91,789.84	\$ 89,287.04	\$ 93,146.07	\$ 104,098.70
SUBTOTAL	\$ 512,155.01	\$ 505,688.02	\$ 550,355.36	\$ 535,720.94	\$ 524,739.19	\$ 533,087.77
DRIVING RANGE	\$ 97,197.00	\$ 98,344.40	\$ 113,643.00	\$ 99,474.50	\$ 108,580.80	\$ 112,657.00
PULL CARTS	\$ 6,933.20	\$ 6,795.62	\$ 7,108.39	\$ 6,360.21	\$ 7,604.66	\$ 7,312.17
SNACK BAR RENT	\$ 21,000.00	\$ 42,500.00	\$ 47,000.00	\$ 42,500.00	\$ 38,000.00	\$ 30,701.58
GIFT CERTIFICATES	\$ (5,971.31)	\$ (1,727.14)	\$ (11,852.01)	\$ (2,472.10)	\$ (8,347.94)	\$ (10,016.67)
CREDIT BOOK	\$ 1,143.31	\$ 655.70	\$ 3,534.59	\$ 11,067.99	\$ 11,954.54	\$ 97.56
PRO SHOP SALES	\$ 244,377.39	\$ 261,219.13	\$ 263,635.46	\$ 248,789.87	\$ 227,692.96	\$ 241,961.57
MISC. SALES	\$ 178.00	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 364,857.59	\$ 407,787.71	\$ 423,069.43	\$ 405,720.47	\$ 385,485.02	\$ 382,713.21
TOTAL REVENUE	\$ 3,129,981.70	\$ 3,195,185.69	\$ 3,365,379.25	\$ 3,274,022.33	\$ 3,227,708.28	\$ 3,300,911.79

MONTH: May-19

DATE	DAY	18	B-9	TW/HT	GUEST PLAY				TOT-GST	18	MEMBER PLAY				TOT-MBR	GRAND TOTALS	COMMENT/WEATHER
					PP	COMP	OTHER	TOT-GST			B-9	TW/HT	TOT-MBR				
1	WED	11	4	-	-	-	13	-	28	78	23	36	137	165	Cloudy 46		
2	THU	6	-	-	-	24	-	30	36	36	3	5	44	74	Cloudy 48		
3	FRI	79	-	36	-	-	6	121	71	19	26	12	116	237	Cloudy 46		
4	SAT	72	-	33	-	125	4	272	74	-	12	86	358	am rain/cloudy 55			
5	SUN	16	-	-	-	-	-	16	28	10	10	38	54	Rain 50			
6	MON	37	1	19	-	-	4	119	108	15	31	154	273	Partly cloudy 51			
7	TUE	36	1	3	-	-	3	65	109	19	40	168	233	Sunny 60			
8	WED	13	2	24	-	30	12	88	99	34	37	170	258	Sunny 53			
9	THU	24	1	1	-	-	4	30	93	30	24	147	177	Sunny 55			
10	FRI	33	16	-	-	-	3	55	91	27	8	201	146	Cloudy/windy 48			
11	SAT	80	20	17	-	-	7	127	148	21	32	201	328	Sunny 60			
12	SUN	6	-	-	-	-	-	6	21	-	1	22	28	Rain 48			
13	MON	9	1	-	-	-	4	24	79	21	1	101	125	Cloudy/windy 50			
14	TUE	4	-	-	-	-	-	73	19	20	1	20	24	Cloudy/light rain 47			
15	WED	19	6	16	-	-	12	73	97	29	43	169	242	Cloudy/light rain 47			
16	THU	35	6	38	-	-	1	162	91	35	14	140	302	Cloudy 48			
17	FRI	190	4	55	-	-	2	281	89	37	11	137	418	Sunny 62			
18	SAT	139	1	30	-	-	2	232	147	12	38	197	429	Cloudy/light rain pm 56			
19	SUN	48	16	18	-	-	5	112	176	15	19	210	322	Partly sunny/breezy 62			
20	MON	46	3	29	-	-	8	109	92	26	30	148	257	Mostly sunny 65			
21	TUE	57	7	12	-	-	9	85	94	16	18	128	213	Sunny 64			
22	WED	39	9	7	-	-	16	89	133	25	36	194	283	Sunny/windy 65			
23	THU	65	4	11	-	-	3	130	103	34	15	152	282	Cloudy 55			
24	FRI	89	10	19	-	-	6	145	145	46	25	216	339	Partly sunny/windy 60			
25	SAT	244	16	54	-	-	4	352	148	33	22	203	555	Sunny 69			
26	SUN	221	16	81	-	-	9	327	140	13	36	189	516	Partly sunny 70			
27	MON	94	14	27	-	-	11	146	207	31	50	288	434	Sunny 70			
28	TUE	7	2	6	-	-	11	15	118	19	40	142	157	Cloudy/rain pm 55			
29	WED	28	1	8	-	-	12	49	98	34	40	172	221	Cloudy 56			
30	THU	72	2	17	-	-	-	126	109	30	24	163	289	Cloudy 55			
31	FRI	92	8	28	-	104	4	244	97	49	49	195	439	Sunny 65			
TOTALS		1,911	164	589	527	166	283	3,640	3,103	706	729	4,538	8,178				
May-18		2,217	130	544	499	284	950	4,624	3,118	821	783	4,722	9,346				
May-17		1,814	124	560	441	148	78	3,165	2,746	667	656	4,069	7,234				
May-16		2,344	198	603	639	322	548	4,654	3,086	915	633	4,634	9,288				
May-15		2,702	168	759	713	255	143	4,740	3,544	691	665	4,900	9,640				
May-14		2,418	71	758	583	211	350	4,391	3,825	796	358	4,979	9,370				
May-13		1,905	111	598	439	188	439	3,680	3,406	700	509	4,615	8,295				
May-12		1,896	112	619	532	202	427	3,788	3,356	821	422	4,599	8,387				
May-11		1,789	67	373	703	174	313	3,419	3,454	725	389	4,568	7,987				
May-10		1,979	106	540	528	295	491	3,939	3,642	877	484	5,003	8,942				
May-09		1,959	130	526	975	307	584	4,491	3,216	805	479	4,500	8,991				
May-08		1,910	156	556	913	298	745	4,578	2,496	839	996	4,331	8,909				
May-07		1,740	140	499	902	286	893	4,460	3,898	1,017	421	5,336	9,796				
May-06		1,399	107	526	1,343	206	959	4,540	3,461	945	365	4,771	9,314				
May-05		1,252	259	290	1,649	184	881	4,515	3,345	704	672	4,721	9,236				
May-04		1,499	190	373	2,233	214	737	5,246	3,929	1,019	552	5,500	10,746				
May-03		1,255	191	336	2,284	196	979	5,241	3,688	687	521	4,896	10,137				
May-02		1,626	195	476	2,288	92	699	5,376	3,590	943	353	4,886	10,262				
May-01		1,052	287	460	2,888	85	822	5,574	3,632	830	227	4,689	10,263				
May-00		1,256	191	326	2,227	33	243	4,276	3,295	366	326	3,987	8,263				