

FY2020 MONTHLY PROJECTIONS: (rev-2/29/20)

REVENUES:	FY20 Actual												FY20 Proj.				FY20 Proj. TOTALS	Original Budget	Variance
	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN							
Season Passes	\$ 15,697	\$ 4,641	\$ 14,208	\$ 1,792	\$ -	\$ -	\$ 489,548	\$ 85,434	\$ 228,000	\$ 237,000	\$ 172,156	\$ 49,000	\$ 1,297,476	\$ 1,043,000	\$ 254,476				
Green Fees	\$ 477,746	\$ 425,914	\$ 232,652	\$ 110,127	\$ 15,748	\$ 8,751	\$ 11,588	\$ 12,579	\$ 9,877	\$ 50,906	\$ 168,983	\$ 257,611	\$ 1,782,483	\$ 1,800,000	\$ (17,517)				
Cart Fees	\$ 160,221	\$ 138,037	\$ 92,485	\$ 44,170	\$ 12,324	\$ 3,452	\$ 4,626	\$ 4,347	\$ 3,877	\$ 22,739	\$ 71,648	\$ 107,354	\$ 665,339	\$ 688,000	\$ (22,661)				
Driving Range	\$ 34,346	\$ 27,873	\$ 14,224	\$ 5,995	\$ 2,376	\$ 1,283	\$ 1,284	\$ 1,920	\$ 2,243	\$ 7,786	\$ 14,472	\$ 18,344	\$ 132,446	\$ 128,000	\$ 4,446				
Pro Shop Revenues	\$ 53,172	\$ 47,752	\$ 31,599	\$ 18,684	\$ 8,745	\$ 9,420	\$ 9,526	\$ 4,102	\$ 11,929	\$ 20,421	\$ 33,371	\$ 36,973	\$ 283,694	\$ 300,000	\$ (16,306)				
Restaurant Rent	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 3,500	\$ 4,702	\$ -	\$ -	\$ -	\$ 1,000	\$ 4,000	\$ 5,000	\$ 38,202	\$ 37,000	\$ 1,202				
Short Term Loan Proceeds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 180,000	\$ (180,000)				
Miscellaneous	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
TOTAL REVENUES	\$ 746,182	\$ 649,217	\$ 390,169	\$ 185,769	\$ 42,693	\$ 27,608	\$ 516,572	\$ 108,382	\$ 255,926	\$ 339,912	\$ 462,630	\$ 474,282	\$ 4,199,341	\$ 4,176,000	\$ 23,341				
EXPENSES:																			
Wages	\$ 69,603	\$ 209,258	\$ 125,943	\$ 120,738	\$ 111,448	\$ 86,368	\$ 105,156	\$ 76,606	\$ 69,150	\$ 102,943	\$ 122,100	\$ 223,832	\$ 1,423,144	\$ 1,447,153	\$ (24,009)				
Operating Expenses	\$ 42,904	\$ 129,216	\$ 108,542	\$ 49,298	\$ 73,783	\$ 37,580	\$ 42,270	\$ 32,664	\$ 100,000	\$ 80,000	\$ 106,000	\$ 102,000	\$ 904,257	\$ 904,920	\$ (663)				
Pro Shop Purchases	\$ 18,647	\$ 2,530	\$ 28,816	\$ 28,568	\$ 1,900	\$ 2,018	\$ -	\$ 1,928	\$ 5,500	\$ 25,000	\$ 40,000	\$ 50,000	\$ 204,907	\$ 230,000	\$ (25,093)				
Fringe Benefits	\$ 257,495	\$ 52	\$ 20,210	\$ 26,570	\$ 20,209	\$ 43,637	\$ 4,401	\$ 20,012	\$ 69,549	\$ 43,549	\$ 35,549	\$ 29,049	\$ 570,282	\$ 562,308	\$ 7,974				
Liability & Property Insurance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Insurance Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 700	\$ -	\$ -	\$ -	\$ 700	\$ 700	\$ -				
Debt Service Interest	\$ -	\$ -	\$ 15,400	\$ -	\$ 1,037	\$ -	\$ -	\$ 15,400	\$ -	\$ -	\$ -	\$ -	\$ 31,837	\$ 31,838	\$ (1)				
Debt Service Principal	\$ -	\$ -	\$ -	\$ -	\$ 40,000	\$ -	\$ -	\$ 770,000	\$ -	\$ -	\$ -	\$ -	\$ 810,000	\$ 810,000	\$ -				
Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 108,708	\$ -	\$ -	\$ 108,708	\$ 180,000	\$ (71,292)				
TOTAL EXPENSES	\$ 388,649	\$ 341,056	\$ 298,911	\$ 225,174	\$ 248,377	\$ 169,502	\$ 151,826	\$ 916,611	\$ 244,899	\$ 360,201	\$ 303,649	\$ 404,881	\$ 4,053,835	\$ 4,166,919	\$ (113,084)				
SURPLUS/(DEFICIT)	\$ 357,533	\$ 308,161	\$ 91,258	\$ (39,405)	\$ (205,684)	\$ (141,894)	\$ 364,746	\$ (808,228)	\$ 11,027	\$ (20,289)	\$ 158,981	\$ 69,401	\$ 145,506	\$ 9,081	\$ 136,425				
Golf Reserve Balance 7/1/18	\$ 19,473																		
GOLF RESERVE BALANCE	\$ 377,006	\$ 685,167	\$ 776,425	\$ 737,020	\$ 531,335	\$ 389,341	\$ 754,087	\$ (54,141)	\$ (43,114)	\$ (63,403)	\$ 95,578	\$ 164,979	\$ 164,979	\$ 9,081	\$ 155,898				
Fringe Benefits:																			
Unemployment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 444	\$ 3,854	\$ -	\$ 25,000	\$ 15,000	\$ 7,000	\$ 3,000	\$ 54,298	\$ 54,000	\$ 298				
Retirement	\$ 216,628	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,500	\$ 26,500	\$ 26,500	\$ 24,000	\$ 278,420	\$ 216,628	\$ 61,792				
Health Ins	\$ 40,818	\$ 3	\$ 20,160	\$ 20,160	\$ 20,160	\$ 43,143	\$ 500	\$ 19,976	\$ 49	\$ 26,500	\$ 26,500	\$ 24,000	\$ 278,420	\$ 269,589	\$ 8,831				
Life Ins	\$ 49	\$ 49	\$ 49	\$ 50	\$ 49	\$ -	\$ 46	\$ 36	\$ 8,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 20,360	\$ 591	\$ (15)				
Medicare	\$ -	\$ -	\$ -	\$ 6,360	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,000	\$ 2,000	\$ -	\$ -	\$ (1,140)				
Workers Comp	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -				
Total Fringe Benefits	\$ 257,495	\$ 52	\$ 20,210	\$ 26,570	\$ 20,209	\$ 43,637	\$ 4,401	\$ 20,012	\$ 69,549	\$ 43,549	\$ 35,549	\$ 29,049	\$ 570,282	\$ 562,308	\$ 7,974				

BUDGET STATUS rev. 2/29/20

	FY 2020				FY 2019			
	Expended thru February	Budget	Balance	% of Budget Spent	Expended thru February	Budget	Balance	% of Budget Spent
WAGES								
Full-time Maintenance	\$ 408,065.50	\$ 616,957.00	\$ 208,891.50	66.1%	\$ 367,835.93	\$ 594,449.00	\$ 226,613.07	61.9%
Part-time Maintenance	\$ 166,482.83	\$ 301,767.00	\$ 135,284.17	55.2%	\$ 175,138.46	\$ 261,282.00	\$ 86,143.54	67.0%
Full-time Administrative	\$ 164,784.57	\$ 253,962.00	\$ 89,177.43	64.9%	\$ 160,374.26	\$ 245,278.00	\$ 84,903.74	65.4%
Part-time Administrative	\$ 128,643.09	\$ 209,623.00	\$ 80,979.91	61.4%	\$ 135,082.92	\$ 217,050.00	\$ 81,967.08	62.2%
Overtime	\$ 30,842.28	\$ 47,638.00	\$ 16,795.72	64.7%	\$ 28,617.22	\$ 46,250.00	\$ 17,632.78	61.9%
Longevity	\$ 6,300.00	\$ 17,206.00	\$ 10,906.00	36.6%	\$ 6,000.00	\$ 17,723.00	\$ 11,723.00	33.9%
SUBTOTAL	\$ 905,118.27	\$ 1,447,153.00	\$ 542,034.73	62.5%	\$ 873,048.79	\$ 1,382,032.00	\$ 508,983.21	63.2%
GENERAL EXPENSES								
Clothing-Maintenance	\$ 5,272.81	\$ 8,500.00	\$ 3,227.19	62.0%	\$ 2,897.81	\$ 8,500.00	\$ 5,602.19	34.1%
Clothing-Administrative	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%	\$ -	\$ 2,000.00	\$ 2,000.00	0.0%
Oil/Grease-Maintenance	\$ 1,228.42	\$ 3,000.00	\$ 1,771.58	40.9%	\$ 2,724.43	\$ 4,000.00	\$ 1,275.57	68.1%
Diesel Fuel	\$ 9,514.97	\$ 13,500.00	\$ 3,985.03	70.5%	\$ 9,502.10	\$ 12,650.00	\$ 3,147.90	75.1%
Heating-Maintenance	\$ 1,277.93	\$ 3,000.00	\$ 1,722.07	42.6%	\$ 1,372.74	\$ 2,300.00	\$ 927.26	59.7%
Heating-Clubhouse	\$ 6,019.00	\$ 11,000.00	\$ 4,981.00	54.7%	\$ 6,051.93	\$ 10,500.00	\$ 4,448.07	57.6%
Gasoline-Maintenance	\$ 7,913.77	\$ 11,500.00	\$ 3,586.23	68.8%	\$ 7,532.72	\$ 11,000.00	\$ 3,467.28	68.5%
Electricity-Maintenance	\$ 2,763.44	\$ 6,000.00	\$ 3,236.56	46.1%	\$ 3,536.20	\$ 8,000.00	\$ 4,463.80	44.2%
Electricity-Clubhouse	\$ 26,796.72	\$ 36,000.00	\$ 9,203.28	74.4%	\$ 27,647.21	\$ 40,000.00	\$ 12,352.79	69.1%
Electricity-Irrigation	\$ 14,414.68	\$ 22,000.00	\$ 7,585.32	65.5%	\$ 17,350.16	\$ 26,000.00	\$ 8,649.84	66.7%
Electricity-Driving Range	\$ 2,746.03	\$ 4,000.00	\$ 1,253.97	68.7%	\$ 2,973.22	\$ 4,000.00	\$ 1,026.78	74.3%
R & M Equipment	\$ 49,875.51	\$ 75,000.00	\$ 25,124.49	66.5%	\$ 61,586.60	\$ 75,000.00	\$ 13,413.40	82.1%
R & M Irrigation	\$ 17,698.46	\$ 30,000.00	\$ 12,301.54	59.0%	\$ 16,077.79	\$ 30,000.00	\$ 13,922.21	53.6%
Professional/Technical	\$ 1,551.38	\$ 4,500.00	\$ 2,948.62	34.5%	\$ 2,145.00	\$ 5,000.00	\$ 2,855.00	42.9%
Phone-Maintenance	\$ 366.28	\$ 600.00	\$ 233.72	61.0%	\$ 364.83	\$ 650.00	\$ 285.17	56.1%
Phone-Clubhouse	\$ 534.00	\$ 850.00	\$ 316.00	62.8%	\$ 534.46	\$ 950.00	\$ 415.54	56.3%
Alarm-Maintenance	\$ 963.40	\$ 1,100.00	\$ 136.60	87.6%	\$ 1,289.40	\$ 1,100.00	\$ (189.40)	117.2%
Alarm-Clubhouse	\$ 672.00	\$ 2,000.00	\$ 1,328.00	33.6%	\$ 4,995.46	\$ 4,000.00	\$ (995.46)	124.9%
Office Supplies-Admin.	\$ 8,263.68	\$ 9,000.00	\$ 736.32	91.8%	\$ 5,703.55	\$ 9,000.00	\$ 3,296.45	63.4%
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	\$ 6,322.43	\$ 8,000.00	\$ 1,677.57	79.0%	\$ 9,122.02	\$ 9,000.00	\$ (122.02)	101.4%
Range Supplies	\$ 5,129.01	\$ 8,000.00	\$ 2,870.99	64.1%	\$ 2,719.00	\$ 10,000.00	\$ 7,281.00	27.2%
Computer Services	\$ 4,292.95	\$ 7,000.00	\$ 2,707.05	61.3%	\$ 4,941.85	\$ 7,000.00	\$ 2,058.15	70.6%
Office Supplies-Maint.	\$ 693.10	\$ 500.00	\$ (193.10)	138.6%	\$ 210.38	\$ 1,000.00	\$ 789.62	21.0%
Custodial Supplies/Services	\$ 14,137.55	\$ 16,000.00	\$ 1,862.45	88.4%	\$ 12,527.39	\$ 16,000.00	\$ 3,472.61	78.3%
Rubbish Removal/Sanit.	\$ 10,900.17	\$ 22,500.00	\$ 11,599.83	48.4%	\$ 17,235.18	\$ 16,000.00	\$ (1,235.18)	107.7%
Seed & Sod	\$ 9,227.92	\$ 25,000.00	\$ 15,772.08	36.9%	\$ 7,468.84	\$ 25,000.00	\$ 17,531.16	29.9%
Tee & Green	\$ 2,160.51	\$ 8,000.00	\$ 5,839.49	27.0%	\$ 8,823.20	\$ 8,000.00	\$ (823.20)	110.3%
Landscaping	\$ -	\$ 5,000.00	\$ 5,000.00	0.0%	\$ 2,656.66	\$ 4,500.00	\$ 1,843.34	59.0%
Topsoil & Sand	\$ 19,797.43	\$ 30,000.00	\$ 10,202.57	66.0%	\$ 17,720.21	\$ 30,000.00	\$ 12,279.79	59.1%
Fertilizer	\$ 38,784.00	\$ 80,000.00	\$ 41,216.00	48.5%	\$ 44,019.68	\$ 80,000.00	\$ 35,980.32	55.0%
Fungicide	\$ 12,620.52	\$ 135,000.00	\$ 122,379.48	9.3%	\$ 86,560.32	\$ 135,000.00	\$ 48,439.68	64.1%
Insecticides	\$ 2,580.32	\$ 15,000.00	\$ 12,419.68	17.2%	\$ 13,677.74	\$ 15,000.00	\$ 1,322.26	91.2%
Soil Amendments	\$ 62,709.45	\$ 50,000.00	\$ (12,709.45)	125.4%	\$ 45,289.84	\$ 55,000.00	\$ 9,710.16	82.3%
Riding Cart Lease	\$ 81,271.40	\$ 126,000.00	\$ 44,728.60	64.5%	\$ 79,990.40	\$ 119,986.00	\$ 39,995.60	66.7%
Clubhouse Furnish/Repair	\$ 20,763.59	\$ 30,000.00	\$ 9,236.41	69.2%	\$ 12,512.71	\$ 35,000.00	\$ 22,487.29	35.8%
Credit Card Expense	\$ 47,743.92	\$ 50,000.00	\$ 2,256.08	95.5%	\$ 35,395.59	\$ 49,000.00	\$ 13,604.41	72.2%
In State Travel-Maint.	\$ 248.11	\$ 450.00	\$ 201.89	55.1%	\$ -	\$ 450.00	\$ 450.00	0.0%
Meetings/Travel-Maint.	\$ 55.00	\$ 2,000.00	\$ 1,945.00	2.8%	\$ 491.59	\$ 3,000.00	\$ 2,508.41	16.4%
Meetings/Travel-Admin.	\$ -	\$ 500.00	\$ 500.00	0.0%	\$ -	\$ 500.00	\$ 500.00	0.0%
Dues Subscripits-Maint.	\$ 30.00	\$ 1,520.00	\$ 1,490.00	2.0%	\$ 185.00	\$ 1,520.00	\$ 1,335.00	12.2%
Dues Subscripits-Admin.	\$ 2,270.00	\$ 2,300.00	\$ 30.00	98.7%	\$ 2,270.00	\$ 2,300.00	\$ 30.00	98.7%
Adverts/Markt/Promo	\$ 14,450.58	\$ 35,000.00	\$ 20,549.42	41.3%	\$ 14,527.92	\$ 40,000.00	\$ 25,472.08	36.3%
SUBTOTAL	\$ 515,670.44	\$ 904,920.00	\$ 389,249.56	57.0%	\$ 594,241.13	\$ 921,506.00	\$ 327,264.87	64.5%
GRAND TOTAL	\$ 1,420,788.71	\$ 2,352,073.00	\$ 931,284.29	60.4%	\$ 1,467,289.92	\$ 2,303,538.00	\$ 836,248.08	63.7%

CAPTAINS GOLF COURSE COMPARISON REPORT FEBRUARY

	<u>Feb-15</u>	<u>Feb-16</u>	<u>Feb-17</u>	<u>Feb-18</u>	<u>Feb-19</u>	<u>Feb-20</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 18,900.00	\$ 20,700.00	\$ 25,956.00	\$ 35,335.00	\$ 16,048.00	\$ 19,999.00
RESIDENTS - Morning	\$ 11,000.00	\$ 12,500.00	\$ 8,526.00	\$ 9,297.00	\$ 7,239.45	\$ 18,708.00
RESIDENTS - Twilight	\$ -	\$ 1,197.00	\$ 2,877.00	\$ 1,275.00	\$ -	\$ 2,252.00
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -	\$ -
NON-RESIDENTS	\$ 13,500.00	\$ 30,000.00	\$ 38,625.00	\$ 39,750.00	\$ 18,359.00	\$ 39,300.00
NON-RESIDENT TWILIGHT	\$ -	\$ 1,198.00	\$ -	\$ 2,540.00	\$ -	\$ 4,768.00
AFP COLLEGIATE	\$ -	\$ -	\$ 515.00	\$ -	\$ 388.00	\$ 407.00
AFP JUNIOR	\$ 750.00	\$ 175.00	\$ 516.00	\$ 185.00	\$ -	\$ -
SUBTOTAL	\$ 44,150.00	\$ 65,770.00	\$ 77,015.00	\$ 89,761.00	\$ 42,034.45	\$ 85,434.00
GREEN FEES:						
18 HOLE GREEN FEE	\$ -	\$ 4,190.00	\$ 7,015.00	\$ 5,761.00	\$ 3,273.00	\$ 5,314.00
TWILIGHT GREEN FEES	\$ -	\$ 1,185.00	\$ 2,296.00	\$ 1,886.00	\$ 580.00	\$ 1,879.00
BACK 9 GREEN FEES	\$ -	\$ 225.00	\$ 175.00	\$ 52.00	\$ -	\$ -
ADVANCED RESERVATIONS	\$ 100.00	\$ -	\$ -	\$ 1,100.00	\$ 1,500.00	\$ 5,386.20
SUBTOTAL	\$ 100.00	\$ 5,600.00	\$ 9,486.00	\$ 8,799.00	\$ 5,353.00	\$ 12,579.20
CARTS:						
18 HOLE CART	\$ -	\$ 705.90	\$ 2,559.80	\$ 3,012.56	\$ 1,948.00	\$ 2,892.94
9 HOLE CART	\$ -	\$ 380.24	\$ 865.78	\$ 1,089.70	\$ 622.03	\$ 1,396.46
SUBTOTAL	\$ -	\$ 1,086.14	\$ 3,425.58	\$ 4,102.26	\$ 2,570.03	\$ 4,289.40
DRIVING RANGE	\$ 60.00	\$ 740.00	\$ 1,127.00	\$ 1,891.00	\$ 863.00	\$ 1,920.00
PULL CARTS	\$ -	\$ 80.01	\$ 82.74	\$ 100.71	\$ 16.92	\$ 57.39
SNACK BAR RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GIFT CERTIFICATES	\$ 825.00	\$ 180.00	\$ 351.35	\$ 928.05	\$ 1,211.80	\$ (2,269.43)
CREDIT BOOK	\$ (118.99)	\$ (106.40)	\$ (77.88)	\$ (227.91)	\$ (112.69)	\$ (276.35)
PRO SHOP SALES	\$ 2,451.34	\$ 2,673.22	\$ 4,111.91	\$ 4,261.37	\$ 1,608.42	\$ 4,102.26
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 3,217.35	\$ 3,566.83	\$ 5,595.12	\$ 6,953.22	\$ 3,587.45	\$ 3,533.87
TOTAL REVENUE	\$ 47,467.35	\$ 76,022.97	\$ 95,521.70	\$ 109,615.48	\$ 53,544.93	\$ 105,836.47

CAPTAINS GOLF COURSE COMPARISON REPORT

CALENDAR YEAR THROUGH FEBRUARY (2 months)

	<u>YEAR 2015</u>	<u>YEAR 2016</u>	<u>YEAR 2017</u>	<u>YEAR 2018</u>	<u>YEAR 2019</u>	<u>YEAR 2020</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 27,000.00	\$ 35,700.00	\$ 33,372.00	\$ 35,335.00	\$ 26,078.00	\$ 221,290.02
RESIDENTS - Morning	\$ 15,500.00	\$ 16,250.00	\$ 11,618.00	\$ 9,297.00	\$ 8,909.45	\$ 96,573.00
RESIDENTS - Twilight	\$ 399.00	\$ 1,197.00	\$ 2,877.00	\$ 1,275.00	\$ 446.00	\$ 16,524.00
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -	\$ -
NON-RESIDENTS	\$ 24,000.00	\$ 40,500.00	\$ 50,985.00	\$ 39,750.00	\$ 36,718.00	\$ 215,126.00
NON-RESIDENT TWILIGHT	\$ -	\$ 1,198.00	\$ -	\$ 2,540.00	\$ -	\$ 23,510.00
COLLEGIATE	\$ -	\$ -	\$ 515.00	\$ -	\$ 388.00	\$ 1,183.00
JUNIORS	\$ 750.00	\$ 175.00	\$ 516.00	\$ 185.00	\$ -	\$ 776.00
SUBTOTAL	\$ 67,649.00	\$ 95,020.00	\$ 99,883.00	\$ 89,761.00	\$ 72,539.45	\$ 574,982.02
GREEN FEES:						
18 HOLE GREEN FEE	\$ 1,760.00	\$ 5,525.00	\$ 9,442.00	\$ 8,803.00	\$ 4,924.00	\$ 9,926.00
TWILIGHT GREEN FEES	\$ 325.00	\$ 1,900.00	\$ 3,260.00	\$ 2,532.00	\$ 1,219.00	\$ 3,607.00
BACK 9 GREEN FEES	\$ 175.00	\$ 275.00	\$ 315.00	\$ 78.00	\$ -	\$ 42.00
ADVANCED RESERVATIONS	\$ 500.00	\$ 300.00	\$ 200.00	\$ 1,300.00	\$ 1,700.00	\$ 10,592.20
SUBTOTAL	\$ 2,760.00	\$ 8,000.00	\$ 13,217.00	\$ 12,713.00	\$ 7,843.00	\$ 24,167.20
CARTS:						
18 HOLE CART	\$ 367.02	\$ 1,120.06	\$ 4,206.96	\$ 3,707.04	\$ 2,328.24	\$ 6,116.91
9 HOLE CART	\$ 52.70	\$ 711.53	\$ 1,619.50	\$ 1,247.78	\$ 1,000.36	\$ 2,771.29
SUBTOTAL	\$ 419.72	\$ 1,831.59	\$ 5,826.46	\$ 4,954.82	\$ 3,328.60	\$ 8,888.20
DRIVING RANGE	\$ 216.00	\$ 1,276.00	\$ 2,021.00	\$ 2,691.00	\$ 1,486.00	\$ 3,204.00
PULL CARTS	\$ 2.82	\$ 89.43	\$ 99.66	\$ 131.76	\$ 114.81	\$ 84.69
SNACK BAR RENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
GIFT CERTIFICATES	\$ 2,255.12	\$ 1,166.69	\$ 619.66	\$ 1,528.41	\$ 1,316.10	\$ (3,557.63)
CREDIT BOOK	\$ (499.57)	\$ (312.92)	\$ (174.18)	\$ (382.19)	\$ (309.29)	\$ (488.42)
PRO SHOP SALES	\$ 5,300.02	\$ 4,741.58	\$ 6,022.43	\$ 5,141.75	\$ 3,858.19	\$ 13,628.27
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 7,274.39	\$ 6,960.78	\$ 8,588.57	\$ 9,110.73	\$ 6,465.81	\$ 12,870.91
TOTAL REVENUE	\$ 78,103.11	\$ 111,812.37	\$ 127,515.03	\$ 116,539.55	\$ 90,176.86	\$ 620,908.33

CAPTAINS GOLF COURSE COMPARISON REPORT

FISCAL YEAR THROUGH FEBRUARY (9 months)

	<u>FY 2015</u>	<u>FY 2016</u>	<u>FY 2017</u>	<u>FY 2018</u>	<u>FY 2019</u>	<u>FY 2020</u>
REVENUE						
MEMBERSHIPS:						
RESIDENTS - Early	\$ 37,640.00	\$ 41,731.00	\$ 45,951.00	\$ 45,321.00	\$ 44,058.00	\$ 233,961.02
RESIDENTS - Morning	\$ 17,000.00	\$ 20,000.00	\$ 16,868.00	\$ 12,389.00	\$ 8,114.45	\$ 99,913.00
RESIDENTS - Twilight	\$ 1,591.00	\$ 5,730.00	\$ 6,910.00	\$ 4,558.00	\$ 4,933.00	\$ 21,956.00
CHARTER NON-RESIDENTS	\$ -	\$ -	\$ -	\$ 1,379.00	\$ -	\$ -
NON-RESIDENTS	\$ 30,192.00	\$ 50,246.00	\$ 61,071.00	\$ 47,130.00	\$ 45,883.00	\$ 225,580.00
NON-RESIDENT TWILIGHT	\$ 1,346.00	\$ 2,645.00	\$ 747.00	\$ 4,521.00	\$ 2,154.00	\$ 26,618.00
COLLEGIATE	\$ 200.00	\$ -	\$ 515.00	\$ 515.00	\$ 1,128.00	\$ 2,128.00
JUNIORS	\$ 1,275.00	\$ 700.00	\$ 1,216.00	\$ 905.00	\$ 1,085.00	\$ 1,164.00
SUBTOTAL	\$ 89,244.00	\$ 121,052.00	\$ 133,278.00	\$ 116,718.00	\$ 107,355.45	\$ 611,320.02
GREEN FEES:						
18 HOLE GREEN FEE	\$ 1,013,967.46	\$ 1,080,228.32	\$ 1,020,018.47	\$ 961,699.55	\$ 1,003,044.34	\$ 1,042,573.58
TWILIGHT GREEN FEES	\$ 89,145.00	\$ 92,237.59	\$ 113,060.40	\$ 112,615.00	\$ 112,615.20	\$ 120,000.00
BACK 9 GREEN FEES	\$ 25,094.00	\$ 27,748.00	\$ 40,407.00	\$ 48,857.20	\$ 57,807.04	\$ 67,884.00
ADVANCED RESERVATIONS	\$ 74,913.70	\$ 94,801.45	\$ 80,885.40	\$ 72,996.28	\$ 55,287.00	\$ 64,648.00
SUBTOTAL	\$ 1,203,120.16	\$ 1,295,015.36	\$ 1,254,371.27	\$ 1,196,168.03	\$ 1,228,753.58	\$ 1,295,105.58
CARTS:						
18 HOLE CART	\$ 342,338.61	\$ 372,266.57	\$ 373,422.24	\$ 354,078.07	\$ 361,551.63	\$ 362,326.81
9 HOLE CART	\$ 67,396.34	\$ 76,937.45	\$ 75,408.91	\$ 77,521.01	\$ 85,955.42	\$ 91,838.43
SUBTOTAL	\$ 409,734.95	\$ 449,204.02	\$ 448,831.15	\$ 431,599.08	\$ 447,507.05	\$ 454,165.24
DRIVING RANGE	\$ 73,959.40	\$ 88,845.00	\$ 77,385.50	\$ 85,854.00	\$ 83,968.00	\$ 89,301.00
PULL CARTS	\$ 5,866.83	\$ 6,193.45	\$ 5,430.13	\$ 6,487.16	\$ 6,143.02	\$ 5,495.88
SNACK BAR RENT	\$ 36,500.00	\$ 36,500.00	\$ 36,500.00	\$ 34,000.00	\$ 26,500.00	\$ 28,202.16
GIFT CERTIFICATES	\$ 1,498.08	\$ (3,949.05)	\$ (1,516.08)	\$ (1,350.52)	\$ (2,369.54)	\$ (2,516.81)
CREDIT BOOK	\$ (3,250.05)	\$ (3,807.68)	\$ 6,711.23	\$ 5,931.02	\$ (4,896.93)	\$ 2,060.57
PRO SHOP SALES	\$ 192,964.38	\$ 195,421.92	\$ 184,061.84	\$ 164,738.37	\$ 180,423.70	\$ 183,000.44
MISC. SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
SUBTOTAL	\$ 307,538.64	\$ 319,203.64	\$ 308,572.62	\$ 295,660.03	\$ 289,768.25	\$ 305,543.24
TOTAL REVENUE	\$ 2,009,637.75	\$ 2,184,475.02	\$ 2,145,053.04	\$ 2,040,145.14	\$ 2,073,384.33	\$ 2,666,134.08

MONTH: Feb-19

DATE	DAY	18	B-9	TWILT	GUEST PLAY				TOT-GST	18	B-9	TWILT	MEMBER PLAY				TOT-MBR	GRAND TOTALS	COMMENTS/WEATHER
					PP	COMP	OTHER	TOT-GST					27	7	7	TOT-MBR			
1	SAT	2	-	3	-	-	-	5	27	7	7	-	41	46	Cloudy 40				
2	SUN	3	-	3	-	-	-	7	34	6	8	-	48	55	Cloudy 39				
3	MON	4	-	5	-	3	-	12	78	7	18	-	103	115	Partly cloudy 45				
4	TUE	-	-	4	-	1	-	5	41	3	4	-	48	53	Cloudy 46				
5	WED	-	-	2	-	-	-	2	26	-	1	-	27	29	Cloudy 40				
6	THU	-	-	-	-	-	-	-	3	-	-	-	3	3	Rain 44				
7	FRI	-	-	-	-	-	-	-	1	-	-	-	1	1	Rain 44				
8	SAT	6	-	-	-	-	-	6	13	-	-	-	13	19	Sunny/windy 34				
9	SUN	2	-	5	-	-	-	7	29	-	5	-	34	41	Sunny 37				
10	MON	-	-	1	-	-	-	1	18	-	1	-	19	20	Cloudy 45				
11	TUE	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-rain				
12	WED	-	-	4	-	-	-	7	58	5	5	-	68	75	Sunny 45				
13	THU	-	-	-	-	-	-	-	-	-	-	-	-	-	Closed-rain 43				
14	FRI	-	-	1	-	-	-	1	8	-	-	-	8	9	Partly sunny 24				
15	SAT	-	-	-	-	-	-	-	4	-	-	-	6	88	Partly cloudy 43				
16	SUN	24	-	4	-	-	-	28	48	-	12	-	60	60	Sunny 45				
17	MON	16	-	5	-	5	-	26	88	5	21	-	94	120	Sunny 45				
18	TUE	-	-	2	-	-	-	2	8	-	2	-	10	12	Cloudy am/rain pm 43				
19	WED	2	-	-	-	4	-	6	59	6	10	-	75	81	Sunny/windy 43				
20	THU	-	-	-	-	-	-	-	1	-	-	-	1	1	Partly sunny 29				
21	FRI	-	-	3	-	-	-	3	4	-	-	-	4	7	Snow flurries 27				
22	SAT	13	-	8	-	2	-	23	42	7	7	-	56	79	Sunny 45				
23	SUN	83	-	6	-	10	-	99	96	7	28	-	131	230	Sunny 52				
24	MON	21	-	3	-	4	-	28	76	6	27	-	109	137	Sunny 53				
25	TUE	-	-	2	-	1	-	3	13	-	2	-	15	18	Showers am/cloudy pm 44				
26	WED	-	-	-	-	-	-	-	40	4	3	-	47	47	Cloudy 42				
27	THU	-	-	-	-	-	-	-	-	-	-	-	-	-	Rain 41				
28	FRI	4	-	4	-	1	-	9	10	-	1	-	11	11	Sunny/windy 33				
29	SAT	-	-	-	-	-	-	-	26	3	1	-	30	39	Sunny 36				
TOTALS		180	-	65	-	35	-	280	831	66	165	-	1,062	1,342	12 days closed				
February-19		88	-	30	-	16	-	134	387	49	67	-	503	637	14 days closed				
February-18		155	2	77	-	23	-	257	794	121	129	-	1,044	1,301	14 days closed				
February-17		196	11	104	-	10	-	321	442	87	68	-	597	918	14 days closed				
February-16		113	16	48	-	17	-	194	420	61	146	-	627	821	14 days closed				
February-15		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed				
February-14		57	-	21	-	4	-	82	66	18	25	-	109	191	24 days closed				
February-13		-	-	3	-	-	-	3	50	12	13	-	75	78	24 days closed				
February-12		121	6	136	-	17	-	280	776	147	202	-	1,125	1,405	6 days closed				
February-11		447	-	295	-	9	-	751	255	79	90	-	424	1,175	17 days closed				
February-10		13	-	9	-	5	-	27	161	-	37	-	198	225	17 days closed				
February-09		101	3	29	-	7	-	140	297	-	73	-	370	510	15 days closed				
February-08		86	11	82	-	12	-	191	333	20	119	-	472	663	8 days closed				
February-07		49	8	15	-	2	-	74	166	20	56	-	242	316	15 days closed				
February-06		77	21	63	-	4	-	165	388	34	140	-	562	727	11 days closed				
February-05		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed				
February-04		-	-	-	-	-	-	-	-	-	-	-	-	-	28 days closed				
February-03		2	-	13	-	-	-	15	60	-	4	-	64	79	26 days closed				
February-02		230	19	146	-	-	-	411	807	75	133	-	1,015	1,426	1 day closed				
February-01		139	2	36	-	6	-	209	399	-	1	-	400	609	14 days closed				
February-00		325	-	-	-	-	-	367	285	3	-	-	288	655	21 days closed				