

Year-to-Date Amenity Results

	2019	Budget	Variance to Budget	Variance % to Budget	2018	Variance to Last Year	Variance % to Last Yr.	Comments
Clubhouse								
Revenues	1,230,472	1,570,094	(339,622)	-21.63%	1,288,820	(58,349)	-4.53%	Venues under budget: BBP-\$172k, Duffers-\$32k, Member Events-\$58k, Swim Club-\$13k and BQ-\$105k. Venues under last year: BQ-\$19k and BBP-\$37k.
Cost of Sales	(463,858)	(606,048)	142,190	23.46%	(460,353)	(3,504)	-0.76%	Under budget related to lower sales volume
Cost % of Sales	38.32%	38.40%	0.08%		36.52%	1.80%		
Payroll Expense	(1,002,338)	(1,011,876)	9,538	0.94%	(980,311)	(22,027)	-2.25%	Actual FTE=45.72 vs budgeted FTE=46.91, employee benefits over by \$15.1k due to more employees on benefits than budgeted.
Payroll % of Sales	82.81%	64.11%	-18.69%		77.77%	5.03%		
Operating Expenses	(206,796)	(228,981)	22,185	9.69%	(224,258)	17,462	7.79%	\$13.3k-bank fees, \$12.4k-Clubhouse entertainment, \$4.9k-public relations, and \$6.9k-minor tools were the largest positive variances YTD, partially offset by overage in decorations (\$6.0k) and chemicals (\$7.6k).
Operating % of Sales	17.08%	14.51%	-2.58%		17.79%	-0.71%		
Net Income/(Loss)	(442,520)	(276,811)	(165,709)	-59.86%	(376,102)	(66,418)	-17.66%	
Golf								
Golf Operations								
Revenues	1,303,762	1,325,721	(21,959)	-1.66%	1,246,805	56,958	4.57%	18 hole equivalent rounds were 16,578; 734 less than budget.
Cost of Sales	(129,062)	(120,809)	(8,253)	-6.83%	(116,288)	(12,774)	-10.98%	\$2.8k-Cost of rental clubs and higher sales % than budget
Cost % of Sales	73.50%	71.00%	-2.50%		73.37%	0.13%		
Payroll Expense	(235,946)	(247,471)	11,525	4.66%	(218,428)	(17,518)	-8.02%	\$3.9k-Bank Fees, \$2.6k professional development, \$1.5k-printing, and 1.7k-water were under budget for the year, partially offset by overage in cart repair (\$2.3k)
Operating Expenses	(52,933)	(61,490)	8,557	13.92%	(50,659)	(2,274)	-4.49%	
Net Income/(Loss)	885,821	895,951	(10,130)	-1.13%	861,429	24,392	2.83%	
Golf Maintenance								
Revenues	-	-	-		-	-		
Payroll Expenses	(538,145)	(575,788)	37,643	6.54%	(533,449)	(4,696)	-0.88%	\$35.1k-Hourly wages related to open positions (FTE=20.85 vs Budget FTE=23.44), partially offset by \$6.9k overage in employee benefits related to more employees electing coverage
Operating Expenses	(271,698)	(282,835)	11,137	3.94%	(256,422)	(15,276)	-5.96%	
Net Income/(Loss)	(809,843)	(858,623)	48,780	5.68%	(789,872)	(19,971)	-2.53%	
Total Golf Net Income/(Loss)	75,978	37,328	38,650	103.54%	71,557	4,421	6.18%	