

HG Heather Gardens Association  
Golf Profit or Loss  
05/31/2020

|                                  | CURR MONTH<br>ACTUAL | CURR MONTH<br>BUDGET | CURR MONTH<br>VARIANCE | YTD<br>ACTUAL    | YTD<br>BUDGET    | YTD<br>VARIANCE | ANNUAL<br>BUDGET |
|----------------------------------|----------------------|----------------------|------------------------|------------------|------------------|-----------------|------------------|
| <b>REVENUE</b>                   |                      |                      |                        |                  |                  |                 |                  |
| D507 Golf Fees Daily             | 36,721               | 34,531               | 2,190                  | 57,351           | 90,586           | (33,235)        | 282,737          |
| D507.1 Golf Simulator            | 0                    | 0                    | 0                      | 830              | 0                | 830             | 0                |
| D509.2 Golf Disc - 40 Play       | 2,390                | 1,782                | 608                    | 3,904            | 8,910            | (5,006)         | 19,602           |
| D511 Golf Cart Rental Income     | 1,199                | 9,139                | (7,940)                | 5,729            | 20,364           | (14,635)        | 82,038           |
| D511.1 Golf Merchandise          | 1,419                | 3,000                | (1,581)                | 6,823            | 4,300            | 2,523           | 14,600           |
| D511.2 Golf Lesson               | 0                    | 600                  | (600)                  | 1,125            | 1,400            | (275)           | 2,900            |
| D511.3 Golf Bag Storage          | 0                    | 0                    | 0                      | 0                | 0                | 0               | 3,750            |
| D511.4 Golf Club Rentals         | 411                  | 140                  | 271                    | 795              | 360              | 435             | 1,020            |
| <b>TOTAL REVENUE</b>             | <b>42,140</b>        | <b>49,192</b>        | <b>(7,052)</b>         | <b>76,557</b>    | <b>125,920</b>   | <b>(49,363)</b> | <b>406,647</b>   |
| <b>WAGES/BENEFITS</b>            |                      |                      |                        |                  |                  |                 |                  |
| G500 Salaries - FTP              | 26,422               | 22,817               | (3,605)                | 124,767          | 113,283          | (11,484)        | 276,055          |
| G510 Salaries - Part Time        | 8,471                | 10,662               | 2,191                  | 19,336           | 26,508           | 7,172           | 74,125           |
| G520 Salaries - Overtime         | 129                  | 600                  | 471                    | 1,563            | 1,700            | 137             | 4,200            |
| G540 Taxes - Payroll             | 2,871                | 2,726                | (144)                  | 12,637           | 12,938           | 301             | 30,090           |
| G545 Temporary Outside Labor     | 0                    | 0                    | 0                      | 0                | 800              | 800             | 1,400            |
| G550 Retirement Expense          | 986                  | 572                  | (414)                  | 4,691            | 2,859            | (1,832)         | 6,861            |
| G553 Insurance - Personnel       | 2,597                | 2,022                | (575)                  | 12,904           | 10,108           | (2,796)         | 24,259           |
| G574 Recruit / Train / Service   | 0                    | 0                    | 0                      | 1,727            | 5,231            | 3,504           | 6,187            |
| G575 Employee Bonus              | 0                    | 0                    | 0                      | 0                | 575              | 575             | 2,300            |
| G588 Workers Comp Insurance      | 463                  | 154                  | (309)                  | 3,222            | 1,268            | (1,954)         | 2,389            |
| G588.1 Workers Comp Adjustments  | 0                    | 0                    | 0                      | 583              | 0                | (583)           | 0                |
| <b>TOTAL WAGES/BENEFITS</b>      | <b>41,939</b>        | <b>39,553</b>        | <b>(2,385)</b>         | <b>181,430</b>   | <b>175,270</b>   | <b>(6,160)</b>  | <b>427,866</b>   |
| <b>OPERATING EXPENSES</b>        |                      |                      |                        |                  |                  |                 |                  |
| G675.2 Salaries-Charged Out      | 0                    | 0                    | 0                      | (4,016)          | (3,400)          | 616             | (4,598)          |
| G450 COGS - Merchandise          | 627                  | 1,560                | 933                    | 5,923            | 2,236            | (3,687)         | 7,592            |
| G621 Fuel Expense                | 569                  | 672                  | 102                    | 1,802            | 2,220            | 418             | 7,049            |
| G621.1 Mileage Reimbursement     | 0                    | 20                   | 20                     | 17               | 60               | 43              | 160              |
| G624 Contingency-Water           | 0                    | 0                    | 0                      | 0                | 0                | 0               | 6,500            |
| G635 Tree & Shrub Replacement    | 0                    | 700                  | 700                    | 0                | 700              | 700             | 700              |
| G639 Software & IT               | 112                  | 200                  | 88                     | 1,473            | 1,000            | (473)           | 2,400            |
| G640 Electric                    | 505                  | 699                  | 194                    | 2,386            | 2,808            | 422             | 8,895            |
| G640.1 Electric - Pump           | 5,234                | 4,570                | (664)                  | 10,744           | 7,779            | (2,965)         | 43,718           |
| G643 Gas                         | 80                   | 68                   | (12)                   | 530              | 570              | 40              | 894              |
| G645 Uniforms                    | 168                  | 60                   | (108)                  | 946              | 1,575            | 629             | 1,995            |
| G662 Office Supplies & Postage   | 0                    | 0                    | 0                      | 37               | 0                | (37)            | 50               |
| G662.1 Credit Card Expense       | 153                  | 600                  | 447                    | 1,662            | 3,000            | 1,338           | 7,200            |
| G665 Rent - Equipment            | 0                    | 400                  | 400                    | 0                | 400              | 400             | 1,400            |
| G670 Asphalt Repairs             | 0                    | 0                    | 0                      | 0                | 0                | 0               | 4,800            |
| G671 Outside Contractors         | 885                  | 2,020                | 1,135                  | 6,061            | 13,754           | 7,693           | 19,618           |
| G676.1 Golf Shop Supplies        | 438                  | 0                    | (438)                  | 699              | 1,454            | 755             | 1,864            |
| G680 Radio Communications        | 0                    | 0                    | 0                      | 0                | 200              | 200             | 200              |
| G683 Repairs - Equipment         | 2,204                | 500                  | (1,704)                | 5,220            | 7,000            | 1,780           | 12,000           |
| G684 Supplies                    | 2,000                | 5,530                | 3,530                  | 21,105           | 22,260           | 1,155           | 35,080           |
| G689 Telephone                   | 289                  | 375                  | 86                     | 1,405            | 1,875            | 470             | 4,500            |
| <b>TOTAL OPERATING EXPENSES</b>  | <b>13,264</b>        | <b>17,974</b>        | <b>4,709</b>           | <b>55,994</b>    | <b>65,491</b>    | <b>9,497</b>    | <b>162,017</b>   |
| <b>NET REVENUE &amp; EXPENSE</b> | <b>(13,063)</b>      | <b>(8,335)</b>       | <b>(4,728)</b>         | <b>(160,867)</b> | <b>(114,841)</b> | <b>(46,026)</b> | <b>(183,236)</b> |