

HILLCREST GOLF CLUB
P&L ANALYSIS
As of October 31, 2018

	YTD thru Oct. 31, 2018	YTD thru Oct. 31, 2017	\$ (Under)/Over 2017 Actuals	% (Under)/Over 2017 Actuals	YTD Budget 2018	\$ (Under)/Over 2018 Budget	YTD % of 2018 Budget	Annual 2018 Budget
INCOME								
Membership	\$315,260	\$314,279	\$981	0%	\$265,833	\$49,427	19%	\$319,000
Coupon Books	90,290	92,095	(1,805)	(2%)	83,333	6,957	8%	\$100,000
Green Fees	242,873	259,134	(16,261)	(6%)	220,667	22,206	10%	\$264,800
Trail Fees	49,144	49,001	143	0%	43,333	5,811	13%	52,000
Handicap Fees	11,880	11,320	560	5%	9,583	2,297	24%	11,500
Cart Permits	13,650	13,650	-	0%	11,375	2,275	20%	13,650
Storage Fees	10,235	8,585	1,650	19%	7,167	3,068	43%	8,600
Pro Rental Income	49,000	73,500	(24,500)	(33%)	70,000	(21,000)	(30%)	84,000
Donations	-	1,397	(1,397)	(100%)	1,000	(1,000)	(100%)	1,200
Misc. INT, VRZ, LPEA	26,820	9,202	17,618	191%	8,750	18,070	207%	10,500
TOTAL INCOME	\$809,152.09	\$832,163	(\$23,011)	(3%)	\$721,042	\$88,110	12%	\$865,250
EXPENSES								
Course Expenses								
Salaries	\$256,314	\$257,905	(\$1,591)	(1%)	\$253,583	\$2,731	1%	\$304,300
Utilities	35,812	33,300	2,512	8%	30,958	4,854	16%	37,150
Repairs	28,248	20,779	7,469	36%	23,917	4,332	18%	28,700
Supplies	76,427	80,590	(4,162)	(5%)	66,917	9,511	14%	80,300
Taxes	4,678	4,224	455	11%	4,167	512	12%	5,000
LIC, TRAVEL, MEMBSHP	1,307	910	397	44%	19,083	(17,776)	(93%)	22,900
Total Course Expenses	\$402,787	\$397,707	\$5,080	1%	\$398,625	\$4,162	1%	\$478,350
GROSS PROFIT	\$406,365	\$434,456	(\$28,090)	(6%)	\$322,417	\$83,948	26%	\$386,900
Admin Expenses								
Salaries	\$28,790	\$28,803	(\$13)	(0%)	\$28,667	\$123	0%	\$34,400
Insurance	14,762	13,333	1,429	11%	11,667	3,095	27%	14,000
Handicaps	10,186	9,839	347	4%	8,333	1,853	22%	10,000
Marketing	1,423	2,234	(811)	(36%)	2,083	(660)	(32%)	2,500
Supplies, Printing	4,978	5,410	(432)	(8%)	4,750	228	5%	5,700
Professional Fees	4,635	4,322	313	7%	4,167	468	11%	5,000
Misc. Bank Fee, LIC/Permits, Subsc	4,438	3,048	1,390	46%	4,792	(354)	(7%)	5,750
Transition Expenses	12,383	-	12,383	#DIV/0!	-	12,383	#DIV/0!	-
Total Admin Expenses	\$81,594	\$66,989	\$14,605	22%	\$64,458	\$4,753	7%	\$77,350
Clubhouse Expenses								
Salaries	\$12,825	\$16,756	(\$3,931)	(23%)	\$16,700	(\$3,875)	(23%)	\$20,040
Janitorial	1,172	-	1,172	#DIV/0!	-	-		
Utilities	26,221	24,606	1,615	7%	20,917	5,305	25%	25,100
Repairs & Maintenance	10,069	15,732	(5,663)	(36%)	12,500	(2,431)	(19%)	15,000
Visa/MC Charges	10,470	9,564	906	9%	8,333	2,137	26%	10,000
Operating Supplies	4,105	3,328	777	23%	4,500	(395)	(9%)	5,400
Total Clubhouse Expenses	\$64,863	\$69,987	(\$5,124)	(7%)	\$62,950	\$741	1%	\$75,540
Total General & Administrative	\$146,457	\$136,975	\$9,482	7%	\$127,408	\$19,049	15%	\$152,890.00
Operating Income (Loss)	\$259,908	\$297,480	(\$37,572)	(13%)	\$195,008	\$64,900	33%	\$234,010
Interest Expense	\$32,745	\$37,291	(\$4,546)	(12%)	\$32,500	\$245	1%	\$39,000
Net Income(Loss)	\$227,163	\$260,190	(\$33,026)	(13%)	\$162,508	\$64,655	40%	\$195,010

Cash Flow

Current Period

2018

Cash on Balance Sheet BoP 179,352

Operating Income (Loss) 259,908

Loan Payments

Interest 32,745

Principal 117,344

Capital Expenses Clubhouse 10,190

Capital Expenses Course 129,398

Equipment Lease 135,360

Cash at EoP 284,943

Cash Available for Operations \$224,137

Trail Fee Reserve Account 60,806

2018 Cap Spend Budget

\$15,000

\$105,000