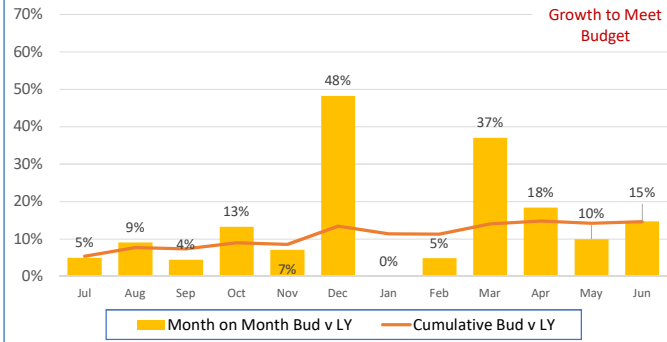


FY19 Rounds and Revenue

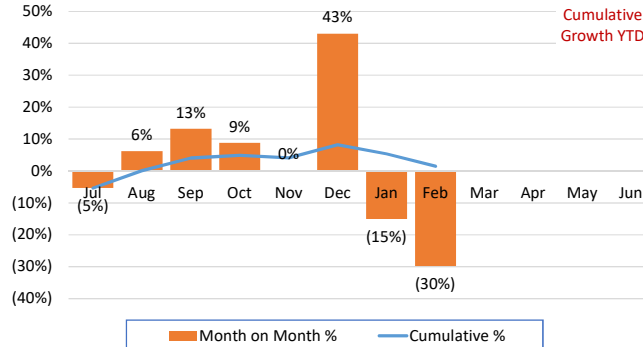
FEBRUARY 2019

FY19 Revenue Budget v FY18 Actual



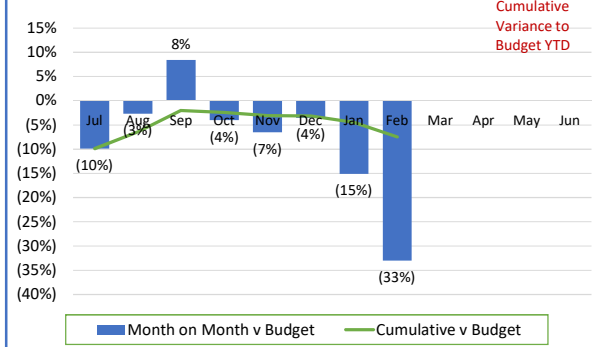
15% Annual Growth to Meet Budget

Total Revenue v Last Fiscal Year



1% Actual Cumulative Growth YTD

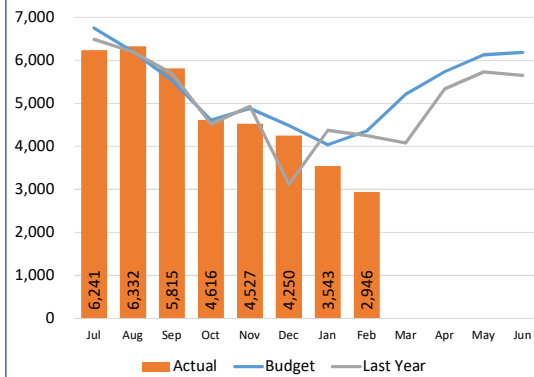
Total Revenue v Budget



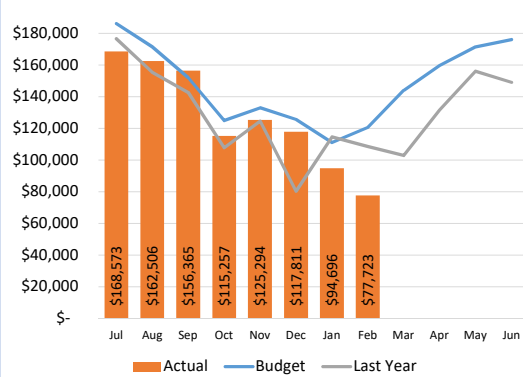
(7%) Actual Cumulative Variance to Budget YTD

	FEBRUARY					YEAR TO DATE					Full Year		
	Budget	Actual	Variance to Budget	Last Year	Variance to LY	Budget	Actual	Variance to Budget	Last Year	Variance to LY	Budget	Actual	% earned
Greens Fees	\$ 120,640	\$ 77,723	\$ (42,917) (36%)	\$ 108,439	\$ (30,716) (28%)	\$ 1,124,637	\$ 1,018,224	\$ (106,413) (9%)	\$ 1,010,137	\$ 8,087 1%	\$ 1,722,108	\$ 1,018,224	59%
Memberships	\$ 3,519	\$ 2,415	\$ (1,104) (31%)	\$ 2,824	\$ (409) (14%)	\$ 26,427	\$ 22,977	\$ (3,450) (13%)	\$ 25,180	\$ (2,203) (9%)	\$ 54,470	\$ 22,977	42%
Cart Revenue	\$ 34,991	\$ 20,373	\$ (14,618) (42%)	\$ 29,884	\$ (9,511) (32%)	\$ 331,484	\$ 307,168	\$ (24,316) (7%)	\$ 294,022	\$ 13,146 4%	\$ 479,304	\$ 307,168	64%
Merchandise	\$ 16,341	\$ 12,329	\$ (4,012) (25%)	\$ 18,925	\$ (6,596) (35%)	\$ 154,811	\$ 146,802	\$ (8,008) (5%)	\$ 151,874	\$ (5,072) (3%)	\$ 234,000	\$ 146,802	63%
Range	\$ 8,877	\$ 8,226	\$ (651) (7%)	\$ 11,555	\$ (3,330) (29%)	\$ 84,095	\$ 83,200	\$ (894) (1%)	\$ 77,438	\$ 5,763 7%	\$ 105,000	\$ 83,200	79%
Lessons	\$ 2,000	\$ 2,490	\$ 490 25%	\$ 6,920	\$ (4,430) (64%)	\$ 36,100	\$ 40,189	\$ 4,089 11%	\$ 40,595	\$ (406) (1%)	\$ 56,000	\$ 40,189	72%
Other	\$ 3,026	\$ 3,284	\$ 258 9%	\$ 2,088	\$ 1,197 57%	\$ 28,669	\$ 33,908	\$ 5,240 18%	\$ 29,135	\$ 4,773 16%	\$ 40,200	\$ 33,908	84%
Total	\$ 189,393	\$ 126,840	\$ (62,553) (33%)	\$ 180,635	\$ (53,795) (30%)	\$ 1,786,222	\$ 1,652,468	\$ (133,754) (7%)	\$ 1,628,381	\$ 24,087 1%	\$ 2,691,082	\$ 1,652,468	61%
Paid Rounds	4,035	2,594	(1,441) (36%)	3,729	(1,135) (30%)	38,225	34,925	(3,300) (9%)	35,485	(560) (2%)	60,000	34,925	58%
Comp Rounds	325	352	27 8%	527	(175) (33%)	2,650	3,345	695 26%	4,095	(750) (18%)	4,150	3,345	81%
Total Rounds	4,360	2,946	(1,414) (32%)	4,256	(1,310) (31%)	40,875	38,270	(2,605) (6%)	39,580	(1,310) (3%)	64,150	38,270	60%

Total Rounds



Greens Fee Revenue



REVENUE V BUDGET YTD (\$133,754)

REVENUE v LAST YEAR YTD +\$24,087

PIF FUNDS UNENCUMBERED \$ 54,318

YTD Revenue Variances by Category

