



**PIF Funds Available:  
\$ 12,568**

| Revenue            | October           |                   |                    |             |                   |                 |             |                     | Year-To-Date        |                    |             |                     |                 |             |                     |                     | Full Year  |  |  |
|--------------------|-------------------|-------------------|--------------------|-------------|-------------------|-----------------|-------------|---------------------|---------------------|--------------------|-------------|---------------------|-----------------|-------------|---------------------|---------------------|------------|--|--|
|                    | Budget            | Actual            | Variance to Budget | FY19        | Variance to FY19  | Budget          | Actual      | Variance to Budget  | FY19                | Variance to FY19   | Budget      | Actual              | Earned          |             |                     |                     |            |  |  |
| <b>Greens Fees</b> | \$ 125,571        | \$ 117,329        | \$ (8,242)         | (7%)        | \$ 115,257        | \$ 2,072        | 2%          | \$ 646,871          | \$ 592,892          | \$ (53,979)        | (8%)        | \$ 602,701          | \$ (9,809)      | (2%)        | \$ 1,690,093        | \$ 592,892          | 35%        |  |  |
| <b>Memberships</b> | \$ 3,239          | \$ 3,239          | \$ -               | 0%          | \$ 2,829          | \$ 410          | 14%         | \$ 14,141           | \$ 15,079           | \$ 938             | 7%          | \$ 12,627           | \$ 2,452        | 19%         | \$ 41,317           | \$ 15,079           | 36%        |  |  |
| <b>Carts</b>       | \$ 38,454         | \$ 38,648         | \$ 194             | 1%          | \$ 37,365         | \$ 1,283        | 3%          | \$ 198,858          | \$ 147,451          | \$ (51,407)        | (26%)       | \$ 105,975          | \$ 41,476       | 39%         | \$ 516,000          | \$ 147,451          | 29%        |  |  |
| <b>Merchandise</b> | \$ 18,542         | \$ 16,381         | \$ (2,161)         | (12%)       | \$ 14,697         | \$ 1,684        | 11%         | \$ 95,516           | \$ 127,825          | \$ 32,309          | 34%         | \$ 147,555          | \$ (19,730)     | (13%)       | \$ 247,950          | \$ 127,825          | 52%        |  |  |
| <b>Range</b>       | \$ 11,210         | \$ 11,998         | \$ 788             | 7%          | \$ 10,518         | \$ 1,480        | 14%         | \$ 57,748           | \$ 62,288           | \$ 4,540           | 8%          | \$ 71,266           | \$ (8,978)      | (13%)       | \$ 149,910          | \$ 62,288           | 42%        |  |  |
| <b>Lessons</b>     | \$ 4,000          | \$ 5,080          | \$ 1,080           | 27%         | \$ 4,630          | \$ 450          | 10%         | \$ 32,000           | \$ 29,222           | \$ (2,778)         | (9%)        | \$ 33,414           | \$ (4,192)      | (13%)       | \$ 62,000           | \$ 29,222           | 47%        |  |  |
| <b>F&amp;B</b>     | \$ 594            | \$ 173            | \$ (421)           | (71%)       | \$ 594            | \$ (421)        | (71%)       | \$ 7,532            | \$ 12,131           | \$ 4,599           | 61%         | \$ 11,823           | \$ 308          | 3%          | \$ 32,343           | \$ 12,131           | 38%        |  |  |
| <b>Other</b>       | \$ 3,666          | \$ 6,300          | \$ 2,634           | 72%         | \$ 3,965          | \$ 2,335        | 59%         | \$ 18,884           | \$ 23,385           | \$ 4,501           | 24%         | \$ 17,592           | \$ 5,793        | 33%         | \$ 49,020           | \$ 23,385           | 48%        |  |  |
| <b>Total</b>       | <b>\$ 205,275</b> | <b>\$ 199,148</b> | <b>\$ (6,127)</b>  | <b>(3%)</b> | <b>\$ 189,855</b> | <b>\$ 9,293</b> | <b>5%</b>   | <b>\$ 1,071,549</b> | <b>\$ 1,010,273</b> | <b>\$ (61,276)</b> | <b>(6%)</b> | <b>\$ 1,002,953</b> | <b>\$ 7,320</b> | <b>1%</b>   | <b>\$ 2,788,633</b> | <b>\$ 1,010,273</b> | <b>36%</b> |  |  |
| <b>Rounds</b>      |                   |                   |                    |             |                   |                 |             |                     |                     |                    |             |                     |                 |             |                     |                     |            |  |  |
| <b>Paid</b>        | 4,262             | 4,190             | (72)               | (2%)        | 4,431             | (241)           | (5%)        | 21,958              | 20,331              | (1,627)            | (7%)        | 21,242              | (911)           | (4%)        | 57,000              | 20,331              | 36%        |  |  |
| <b>Comp</b>        | 475               | 511               | 36                 | 8%          | 459               | 52              | 11%         | 1,950               | 2,138               | 188                | 10%         | 2,040               | 98              | 5%          | 5,925               | 2,138               | 36%        |  |  |
| <b>Total</b>       | <b>4,737</b>      | <b>4,701</b>      | <b>(36)</b>        | <b>(1%)</b> | <b>4,890</b>      | <b>(189)</b>    | <b>(4%)</b> | <b>23,908</b>       | <b>22,469</b>       | <b>(1,439)</b>     | <b>(6%)</b> | <b>23,282</b>       | <b>(813)</b>    | <b>(3%)</b> | <b>62,925</b>       | <b>22,469</b>       | <b>36%</b> |  |  |
| <b>Rev/Round</b>   | \$ 43.33          | \$ 42.36          | \$ (0.97)          | (2%)        | \$ 38.83          | \$ 3.54         | 9%          | \$ 44.82            | \$ 44.96            | \$ 0.14            | 0%          | \$ 43.08            | \$ 1.88         | 4%          | \$ 44.32            | \$ 44.96            | 1%         |  |  |
| <b>GF/Round</b>    | \$ 29.46          | \$ 28.00          | \$ (1.46)          | (5%)        | \$ 26.01          | \$ 1.99         | 8%          | \$ 29.46            | \$ 29.16            | \$ (0.30)          | (1%)        | \$ 28.37            | \$ 0.79         | 3%          | \$ 29.65            | \$ 29.16            | (2%)       |  |  |