

SANTA BARBARA GOLF COURSE REVENUE ANALYSIS 1ST QUARTER FY 2012

	1ST QUARTER FY 2011 ACTUAL	1ST QUARTER FY 2012 BUDGET	1ST QUARTER FY 2012 ACTUAL	% (+/-) FY 11 & FY 12 ACTUAL	% (+/-) FY 12 BUDGET & FY 12 ACTUAL
GOLF					
Total Rounds	19,349	19,422	18,010	-6.9%	-7.3%
Golf Course Revenues					
Green Fee Revenues	469,045	504,326	422,142	-10.0%	-16.3%
Revenues Channel Islands Golf*	58,415	57,055	56,598	-3.1%	-0.8%
Revenue Mulligan's Restaurant	32,109	31,362	32,505	1.2%	3.6%
Miscellaneous Revenue	6,261	3,350	2,684	-57.1%	-19.9%
Worker's Comp Rebate		25,906	25,906	N/A	0.0%
Total Golf Revenue	565,830	621,999	539,835	-4.6%	-13.2%

*Channel Islands Revenue FY 2011 Adjusted to include \$19667 posted in 2nd Quarter