

El Conquistador CC

Budget TOV March through June, 2015

	Mar '15	April '15	May '15	Jun '15	
Rounds					
Rounds: Members	3,389	3,147	2,421	1,695	
Rounds: Residents	280	320	400	300	
Rounds: Resort	200	200	60	40	
Rounds: Outside	3,120	2,980	2,200	1,400	
Rounds: Tournament	400	400	300	300	
Rounds: Pusch Ridge	1,300	1,100	900	800	
Total Rounds	8,689	8,147	6,281	4,535	
Avg Fees Per Rd - Members	8.00	8.00	8.00	8.00	
Avg Fees Per Rd - Resident	30.00	30.00	25.00	25.00	
Avg Fees Per Rd - Resort	40.00	40.00	35.00	35.00	
Avg Fees Per Rd - Outside	45.00	45.00	40.00	40.00	
Avg Fees Per Rd - Tournament	42.00	42.00	32.00	32.00	
Avg Fees Per Rd - Pusch Ridge	15.00	15.00	15.00	15.00	
Avg Fees Per Round -TOTAL	24.03	24.63	22.11	22.53	
Merchandise Sales Per Rd	7.00	7.00	7.00	7.00	Includes Fitness
	Mar '15	April '15	May '15	Jun '15	
Revenues					
Golf Fees - Non-Member	193,100	185,000	123,200	86,500	
Golf Fees - Member	15,691	15,691	15,691	15,691	
Range, Rental & Other	6,700	6,700	4,800	3,360	
Membership Dues	144,400	144,400	144,400	144,400	Includes Fitness
Fitness Revenues	14,000	14,000	14,000	14,000	
Merchandise	37,563	32,365	26,437	13,091	Includes Fitness
Food & Beverage Revenues	96,526	89,631	68,947	48,263	
Total Revenues	507,980	487,787	397,475	325,305	
Cost of Sales					
Merchandise	23,289	20,066	16,391	16,712	Includes Fitness
Food & Beverage - Total	33,537	31,142	23,955	16,769	
Total Cost of Sales	56,826	51,208	40,346	33,481	
Gross Profit	451,154	436,579	357,129	291,824	
Operating Expenses					
Payroll	190,000	190,000	186,000	178,000	Includes Fitness
Employee Benefits	38,000	38,000	37,200	35,600	Includes Fitness
Employee Related Expenses	1,728	1,728	1,728	1,728	
Professional Fees	300	300	300	-	
Advertising and Marketing	9,042	9,042	9,042	9,042	
Comp Expense	500	500	400	400	
Repair and Maintenance	28,650	28,650	28,650	28,650	
Other Operating Expenses	44,527	44,527	44,527	44,527	
Total Operating Expenses	312,747	312,747	307,847	297,947	
Operating Profit	138,407	123,832	49,282	(6,123)	
Fixed Operating Expenses					
Leases - Carts	8,750	8,750	8,750	8,750	
Leases - Equipment	15,573	15,573	15,573	15,573	
Utilities	80,000	117,000	147,000	173,000	517,000 Includes Community Center & Fitness
Total Fixed Operating Expenses	104,323	141,323	171,323	197,323	
Gross Operating Profit	34,084	(17,491)	(122,041)	(203,446)	
(GOP as percentage of Total Revenue)					
Other Expenses					
Insurance	7,167	7,167	7,167	7,167	
Property Taxes					
Bad Debt	1,000	1,000	1,000		
Base Management Fees	12,000	12,000	12,000	12,000	
Total Other Expenses	20,167	20,167	20,167	19,167	
Net Operating Income	13,917	(37,658)	(142,208)	(222,613)	
Net Income (Loss)	13,917	(37,658)	(142,208)	(222,613)	(388,562)
Capital Reserve					
Capital Improvements					
Membership Deposits					
Net Cash Flow	13,917	(37,658)	(142,208)	(222,613)	(388,562)