



AGENDA
GOLF ADVISORY BOARD
CITY OF PORT ORANGE

Meeting Date: Tuesday, December 3, 2019

Time: 5:00 PM

Type of Meeting: Regular

Location: Dorothy L. Hukill City Center
Annex Conference
Room
1395 Dunlawton
Avenue

City Hall, 1000 City Center Circle

A. CALL TO ORDER

1. Pledge of Allegiance
2. Roll Call

B. PUBLIC COMMENTS

C. DISCUSSION/ACTION

3. Consideration of Minutes - October 1, 2019
4. Financial and Evaluation Reports
5. Update on Superintendent
6. KemperSports Contract Renewal
7. Adopted Budget Discussion
8. Staff Comments
9. Items for Next Agenda

D. BOARD COMMENTS

E. NEXT MEETING DATE

F. ADJOURNMENT

ANY PERSON WHO DECIDES TO APPEAL ANY DECISION MADE BY THE **GOLF ADVISORY BOARD** WILL NEED A RECORD OF THE PROCEEDINGS, AND FOR SUCH PURPOSE HE OR SHE MAY NEED TO ENSURE AT HIS OR HER OWN EXPENSE FOR THE TAKING AND PREPARATION OF A VERBATIM RECORD OF ALL TESTIMONY AND EVIDENCE OF THE PROCEEDINGS UPON WHICH THE APPEAL IS TO BE BASED. NOTE: IF YOU ARE A PERSON WITH A DISABILITY WHO NEEDS AN ACCOMMODATION IN ORDER TO PARTICIPATE IN THIS PROCEEDING, YOU ARE ENTITLED, AT NO COST TO YOU, TO THE PROVISION OF CERTAIN ASSISTANCE. PLEASE CONTACT THE CITY CLERK FOR THE CITY OF PORT ORANGE, 1000 CITY CENTER CIRCLE, PORT ORANGE, FLORIDA 32129, TELEPHONE NUMBER 386-506-5563. CITYCLERK@PORT-ORANGE.ORG AS FAR IN ADVANCE AS POSSIBLE. BUT

GOLF ADVISORY BOARD MEETING MINUTES
CITY OF PORT ORANGE
DOROTHY L. HUKILL CITY CENTER ANNEX
1395 DUNLAWTON AVE - CONFERENCE ROOM
PORT ORANGE, FLORIDA
OCTOBER 1, 2019 AT 5:00 P.M.

A Regular Meeting of the Golf Advisory Board was called to order by Chairman Richard Lee at 5:00 p.m.

Present: Richard Lee, Chairman
John Cameron, Vice Chairman
Jane Taylor
Dennis Flesch
Lance Green

Also Present: Susan Lovallo, Parks & Recreation Director
Shelby Field, Assistant City Clerk

B. PUBLIC COMMENTS

There were none.

C. DISCUSSION/ACTION

2. Consideration of Minutes- August 6, 2019

Motion to approve the Minutes from August 6, 2019 with an amendment to change "tampered" to "tempered" was made by Member Cameron and Seconded by Member Taylor. Motion carried unanimously by voice vote.

3. Financial and Evaluation Reports

Bob Duquette, General Manager for Kemper Sports, provided an overview of the reports and answered questions from the Board.

Chairman Lee asked Mr. Duquette if they have looked into the USGA facility tool to save money for the course. Mr. Duquette has not.

4. Update from Reggie Hunter, Director of Sales & Marketing

Mr. Duquette introduced Reggie Hunter, Cypress Head Director of Sales & Marketing, and gave a brief overview of her community involvement and background.

Member Flesch asked Ms. Hunter about the percentage of people that come to her looking to hold events at the course. She responded about 90% because by the time they speak to her they are already looking to use Cypress Head. Member Flesch inquired about possibly standardizing the player pricing per tournament. Mr. Duquette and Ms. Hunter responded that it

would be difficult because golf is already on a sliding scale and the early months of the year such as January, February and March are high season for regular golfers, so if someone wants to hold a tournament then it's going to be more expensive to make it worth holding the tournament instead of regular play.

Member Taylor and Member Green thanked Ms. Hunter for coming and the work she does with the events and the revenue it brings into the course.

Chairman Lee asked if the monthly performance goals set by Kemper for Ms. Hunter are reasonable. Ms. Hunter believes so. Mr. Duquette stated that she exceeded her goals set by Kemper for the year already.

Member Cameron asked if she has a coordinated marketing plan for the year and if they ever plan to move out of print and go fully digital. Ms. Hunter replied yes, they have one and that they are pretty digital already as are a lot of newspapers. He also asked if they have done any reports about the pros and cons of tournaments vs regular playing days for the public. Susan Lovallo, Parks and Recreation Director, responded that it has been the direction from City Council that this is a public golf course and it is important to them to hold these events for nonprofits to fundraise.

5. Update from Ken Cascadden, Superintendent

Ken Cascadden, Cypress Head Superintendent, gave an update on the progress made at the course. He discussed the watering system he is currently working with at the course and the updates it could use. Mr. Cascadden informed the Board the biggest things on his agenda now are taking care of the greens and implementing better fertilization.

Ms. Lovallo told the Board about her recent visit to the course and is happy with the grass growth in the last two months.

Member Flesch informed Mr. Cascadden he is still hearing complaints about the pin positions. Mr. Cascadden responded they are currently addressing them.

Member Cameron is also happy with the grass growth and has seen the improvements. He asked about the course watering and if they were going to cut back on the fairways if they are going to supplement with something else. Mr. Cascadden responded yes and they have already started.

Chairman Lee has also noticed the improvements but has also noticed the sand traps/bunkers are losing definition.

6. Golf Course General Landscaping

The Board skipped this item as all concerns were addressed in the update from Mr. Cascadden.

7. Adopted Budget Discussion

Ms. Lovallo informed the Board the budget wasn't approved until September 30, 2019 and asked to continue the item to the December 3, 2019 meeting.

8. Staff Comments

Ms. Lovallo informed the Board that the final golf course rules passed at the last regular council meeting and are being prepared to be placed at the course. She also touched on the irrigation issues and informed the Board that the pond on hole # 8 irrigates the course when it's not on well water. Ms. Lovallo is setting a meeting soon with Public Utilities to create a plan to combat the high chemical levels in the pond or dredging it.

Mr. Duquette informed the Board about the courses plans to post and enforce the rules.

9. Items for Next Agenda

Update from Ken Cascadden, Golf Course Superintendent

Adopted Budget Discussion

D. BOARD COMMENTS

Member Green asked for the continuation of the maintenance of the cart paths in the budget. He also touched on the irrigation issues and is hoping the city can take care of these in the near future.

Motion was made by Member Taylor to begin the meetings with the Pledge of Allegiance
Seconded by Member Flesch. Motion passed
unanimously by voice vote.

E. NEXT MEETING DATE – December 3, 2019

F. ADJOURNMENT - 6:18pm

Chairman Richard Lee

**The Golf Club at Cypress Head
Course Cash Flow Report
October 31, 2019**

	<u>October</u>	<u>YTD</u>
EBITDA	(\$44,785.86)	(\$44,785.86)
Management Fee Expense	(6,062.53)	(6,062.53)
Depreciation & Amortization	<u>(95.53)</u>	<u>(95.53)</u>
Net Income	(50,943.92)	(50,943.92)
Working Capital Changes		
Inventory	(2,629.58)	(2,629.58)
Receivables	57,839.93	57,839.93
Payables	(32,163.60)	(32,163.60)
Due to from the City	(1,013.36)	(1,013.36)
Prepays	(7,603.51)	(7,603.51)
Accrued Liabilities	3,638.51	3,638.51
Other Liabilities	(28,829.49)	(28,829.49)
Depreciation & Amortization	<u>95.53</u>	<u>95.53</u>
Operating Cash Flow	(61,609.49)	(61,609.49)
Investing Cash Flows	<u> </u>	<u> </u>
Financing Cash Flow	<u> </u>	<u> </u>
Net Cash Flows	<u>(61,609.49)</u>	<u>(61,609.49)</u>
Beginning Cash	166,860.71	166,860.71
Net Cash Flows	<u>(61,609.49)</u>	<u>(61,609.49)</u>
Ending Cash	<u>105,251.22</u>	<u>105,251.22</u>

The Golf Club at Cypress Head
Comparative Income Statement
For the Month Ending October 31, 2019

	MTD Prior Year	YTD Prior Year	Audited Prior Year	Percent of Total	MTD Actual	YTD Actual	Annual Budget	Percent of Total
REVENUES								
Green Fees & Cart Fees	82,196	82,196	1,093,390	8%	72,432	72,432	0	
Merchandise	4,595	4,595	66,908	7%	3,876	3,876	0	
Other Pro Shop	465	465	17,074	3%	698	698	0	
Range	2,412	2,412	33,793	7%	2,118	2,118	0	
Other Operating Revenues	2,790	2,790	35,393	8%	2,499	2,499	0	
Other G&A Income	472	472	1,221	39%	0	0	0	
TOTAL REVENUE	92,930	92,930	1,247,778	7%	81,622	81,622	0	
COST OF SALES								
Merchandise	2,820	2,820	41,007	7%	2,423	2,423	0	
TOTAL COGS	2,820	2,820	41,007	7%	2,423	2,423	0	
COGS - Merchandise %	61.4%	61.4%	61.3%	100.2%	62.5%	62.5%		
PAYROLL								
Course and Grounds	24,565	24,565	306,708	8%	34,433	34,433	0	
Carts, Range, Starters, Etc.	7,391	7,391	90,168	8%	7,081	7,081	0	
Pro Shop	4,285	4,285	58,139	7%	5,234	5,234	0	
General and Administrative	12,155	12,155	147,486	8%	14,907	14,907	0	
Marketing	4,045	4,045	52,772	8%	4,239	4,239	0	
TOTAL PAYROLL	52,440	52,440	655,273	8%	65,894	65,894	0	
OPERATING EXPENSES								
Course and Grounds	18,949	18,949	234,621	8%	22,181	22,181	0	
Carts, Range, Starters, Etc.	7,600	7,600	91,634	8%	8,836	8,836	0	
Pro Shop	363	363	7,514	5%	919	919	0	
General and Administrative	15,636	15,636	209,641	7%	23,344	23,344	0	
Marketing	2,132	2,132	17,847	12%	2,810	2,810	0	
TOTAL OPERATING EXPENSES	44,679	44,679	561,257	8%	58,091	58,091	0	
TOTAL EXPENSES	99,939	99,939	1,257,537	8%	126,408	126,408	0	
OTHER INCOME (EXPENSE)								
MANAGEMENT FEES	(5,944)	(5,944)	(71,324)	8%	(6,063)	(6,063)	0	
Depreciation & Amortization	(96)	(96)	(1,146)	8%	(96)	(96)	0	
TOTAL OTHER INCOME (EXPENSE)	(6,039)	(6,039)	(72,470)	8%	(6,158)	(6,158)	0	
NET INCOME	(13,049)	(13,049)	(82,229)	16%	(50,944)	(50,944)	0	
Paid Rounds	2,795	2,795			2,579	2,579	0	
Annual Pass Rounds	424	424			371	371	0	
Other Rounds	186	186			236	236	0	
Total Rounds	3,405	3,405			3,186	3,186	0	
Revenue/Paid Rounds	33	33			32	32	0	
Revenue/Total Rounds	27	27			26	26	0	

The Golf Club at Cypress Head
For the Month Ending October 31, 2019

	<u>10/31/19</u>	<u>09/30/19</u>	<u>10/31/18</u>
ASSETS			
CURRENT ASSETS:			
Cash			
Cash - Depository	69,784	108,108	148,235
Cash - Payroll	34,118	57,403	30,876
Cash - Manual Checks	850	850	850
Cash - Housebank & Other	500	500	500
Total Cash	<u>105,251</u>	<u>166,861</u>	<u>180,461</u>
Accounts Receivable			
A/R Member	6,130	63,969	4,210
Total Accounts Receivable	<u>6,130</u>	<u>63,969</u>	<u>4,210</u>
Other Current Assets			
Inventory - Merchandise	20,169	17,540	18,539
Prepaid Insurance	17,729	22,367	16,280
Prepaid Exp - Other	31,341	19,099	10,707
Total Other Current Assets	<u>69,239</u>	<u>59,006</u>	<u>45,527</u>
TOTAL CURRENT ASSETS	<u>180,619</u>	<u>289,836</u>	<u>230,198</u>
PROPERTY, PLANT AND EQUIPMENT:			
Buildings & Improvements	30,598	30,598	30,598
Machinery & Equipment	5,550	5,550	5,550
Property Plant and Equipment	36,148	36,148	36,148
Accumulated Depreciation	<u>(27,771)</u>	<u>(27,676)</u>	<u>(26,625)</u>
TOTAL PROPERTY, PLANT AND EQUIPMENT	<u>8,377</u>	<u>8,472</u>	<u>9,523</u>
TOTAL ASSETS	<u><u>188,996</u></u>	<u><u>298,308</u></u>	<u><u>239,721</u></u>

The Golf Club at Cypress Head
For the Month Ending October 31, 2019

	<u>10/31/19</u>	<u>09/30/19</u>	<u>10/31/18</u>
LIABILITIES AND STOCKHOLDERS' EQUITY			
CURRENT LIABILITIES:			
Accts Pay - Trade	51,330	83,494	26,064
Accts Pay - Other	65,831	66,845	22,965
Accrued Expenses	(13)	1,322	2,800
Accrued Payroll	40,010	34,325	34,460
Accrued Taxes	3,350	4,061	2,171
Deferred Revenue	190,102	218,932	192,752
TOTAL CURRENT LIABILITIES	<u>350,611</u>	<u>408,979</u>	<u>281,212</u>
 TOTAL LIABILITIES	 <u>350,611</u>	 <u>408,979</u>	 <u>281,212</u>
 STOCKHOLDER'S EQUITY			
Retained Earnings	(161,615)	(110,671)	(41,491)
Net Retained Earnings	(161,615)	(110,671)	(41,491)
Stockholders Equity	(161,615)	(110,671)	(41,491)
TOTAL STOCKHOLDER'S EQUITY	<u>(161,615)</u>	<u>(110,671)</u>	<u>(41,491)</u>
 TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	 <u><u>188,996</u></u>	 <u><u>298,308</u></u>	 <u><u>239,721</u></u>

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The Golf Club at Cypress Head
Summary of All Units
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
REVENUES												
43,239	43,074	100%	49,996	86%	Green Fees	43,239	43,074	100%	49,996	86%	703,655	659,068
29,193	35,588	82%	32,201	91%	Cart Fee	29,193	35,588	82%	32,201	91%	477,197	424,557
20	20	100%	30	67%	Handicap Fee	20	20	100%	30	67%	4,360	4,398
478	200	239%	155	308%	Lessons	478	200	239%	155	308%	5,650	9,739
200	280	71%	280	71%	Rental Clubs	200	280	71%	280	71%	3,280	3,170
3,876	4,600	84%	4,595	84%	Retail	3,876	4,600	84%	4,595	84%	68,150	66,189
2,118	2,600	81%	2,412	88%	Range	2,118	2,600	81%	2,412	88%	40,400	33,499
2,499	2,690	93%	2,790	90%	City Surcharge R & R	2,499	2,690	93%	2,790	90%	37,149	35,102
0	475	0%	472	0%	Miscellaneous G&A	0	475	0%	472	0%	475	749
81,622	89,527	91%	92,930	88%	Total Revenues	81,622	89,527	91%	92,930	88%	1,340,317	1,236,470
COST OF GOODS SOLD												
2,423	2,944	82%	2,820	86%	COGS - Merchandise	2,423	2,944	82%	2,820	86%	43,616	40,610
2,423	2,944	82%	2,820	86%	Total COGS	2,423	2,944	82%	2,820	86%	43,616	40,610
79,199	86,583	91%	90,110	88%	GROSS MARGIN	79,199	86,583	91%	90,110	88%	1,296,701	1,195,860
62.52%	64.00%	97.69%	61.38%	101.86%	COGS - Merchandise %	62.52%	64.00%	97.69%	61.38%	101.86%	64.00%	716.16%
PAYROLL												
24,953	24,411	102%	18,722	133%	Gross Payroll - Salaried	24,953	24,411	102%	18,722	133%	293,536	249,394
26,842	27,774	97%	24,922	108%	Gross Payroll - Hourly	26,842	27,774	97%	24,922	108%	334,824	302,321
51,795	52,185	99%	43,644	119%	S/T Wages	51,795	52,185	99%	43,644	119%	628,360	551,715
3,687	3,992	92%	3,125	118%	Payroll Tax - FICA	3,687	3,992	92%	3,125	118%	48,069	39,631
122	153	80%	98	125%	Payroll Tax - UC	122	153	80%	98	125%	3,811	2,695
1,287	898	143%	672	192%	Payroll Tax - WC	1,287	898	143%	672	192%	11,125	10,021
9,003	5,260	171%	4,900	184%	Benefits	9,003	5,260	171%	4,900	184%	64,380	64,665
14,099	10,303	137%	8,796	160%	S/T Adders	14,099	10,303	137%	8,796	160%	127,385	117,012
65,894	62,487	105%	52,440	126%	TOTAL PAYROLL	65,894	62,487	105%	52,440	126%	755,745	668,727
OPERATING EXPENSES												
180	100	180%	49	371%	Cart Supplies	180	100	180%	49	371%	1,600	1,296
0	296	0%	296	0%	Chemicals	0	296	0%	296	0%	2,264	2,512
359	320	112%	320	112%	Course Accessories	359	320	112%	320	112%	2,640	2,514
3,296	3,500	94%	3,000	110%	Fertilizer	3,296	3,500	94%	3,000	110%	32,100	36,410
0	0	0%	0	0%	Flowers/Decor	0	0	0%	0	0%	1,000	0
1,325	1,900	70%	1,968	67%	Fuel	1,325	1,900	70%	1,968	67%	13,350	10,927
820	750	109%	0	0%	Fungicides	820	750	109%	0	0%	3,300	5,548
1,860	950	196%	952	195%	Herbicides	1,860	950	196%	952	195%	19,400	18,247
358	250	143%	244	147%	Insecticides	358	250	143%	244	147%	15,550	10,733
0	500	0%	418	0%	Janitorial Supplies	0	500	0%	418	0%	6,040	5,612
542	0	0%	0	0%	Laundry/Uniforms	542	0	0%	0	0%	1,600	1,368
612	400	153%	557	110%	Office Supplies	612	400	153%	557	110%	4,250	4,196
1,325	1,400	95%	1,325	100%	Range Balls	1,325	1,400	95%	1,325	100%	2,800	2,650
0	0	0%	0	0%	Range Equipment	0	0	0%	0	0%	1,600	2,422
0	0	0%	0	0%	Sand/Topdress	0	0	0%	0	0%	13,200	12,392
3,941	4,000	99%	2,916	135%	Seeds/Trees	3,941	4,000	99%	2,916	135%	12,150	14,045
249	250	100%	0	0%	Small Tools	249	250	100%	0	0%	1,300	702
0	400	0%	0	0%	Staff/Volunteer Uniforms	0	400	0%	0	0%	950	0
0	0	0%	0	0%	Supplies	0	0	0%	0	0%	1,000	1,538
327	50	654%	363	90%	Tournament Expense	327	50	654%	363	90%	600	800
448	250	179%	616	73%	Alarm System	448	250	179%	616	73%	3,000	4,255
0	0	0%	0	0%	Cart Repairs	0	0	0%	0	0%	600	248
54	250	21%	0	0%	Computer Service	54	250	21%	0	0%	6,500	707
812	825	98%	812	100%	Contract Cleaning	812	825	98%	812	100%	9,900	9,744
0	0	0%	0	0%	Guest Relations	0	0	0%	0	0%	0	135
0	0	0%	0	0%	Handicap Expense	0	0	0%	0	0%	4,375	4,323
141	300	47%	26	543%	Irrigation	141	300	47%	26	543%	7,900	7,020
0	0	0%	0	0%	Lesson Expense	0	0	0%	0	0%	150	49
2,170	1,700	128%	1,241	175%	Repair & Maint - Equipment	2,170	1,700	128%	1,241	175%	20,700	19,772
681	450	151%	19	3592%	Repair & Maint - Building	681	450	151%	19	3592%	5,350	7,542
6,445	6,225	104%	5,356	120%	Cart Lease	6,445	6,225	104%	5,356	120%	74,694	74,934
4,638	5,356	87%	6,225	75%	Equipment Lease	4,638	5,356	87%	6,225	75%	64,268	63,530
176	188	94%	176	100%	Off-Site Storage	176	188	94%	176	100%	2,256	2,112
1,114	1,160	96%	1,110	100%	Utilities - Electric	1,114	1,160	96%	1,110	100%	13,890	13,968
4,022	3,400	118%	3,528	114%	Utilities - Other	4,022	3,400	118%	3,528	114%	41,800	42,748
318	290	110%	285	112%	Utilities - Telephone/Fax	318	290	110%	285	112%	4,080	3,332
189	250	75%	204	92%	Utilities - Water	189	250	75%	204	92%	3,000	2,586
2,810	2,100	134%	2,132	132%	Advertising & Promotion	2,810	2,100	134%	2,132	132%	23,150	18,386
545	300	182%	2,170	25%	Bank Charges	545	300	182%	2,170	25%	3,600	3,858
435	0	0%	(177)	-246%	Cash Short/(Over)	435	0	0%	(177)	-246%	0	(56)
300	250	120%	150	200%	Cell Phone	300	250	120%	150	200%	3,000	2,450
2,499	2,690	93%	2,790	90%	City Surcharge R & R	2,499	2,690	93%	2,790	90%	37,149	35,102

The Golf Club at Cypress Head
Summary of All Units
For the Month Ending October 31, 2019

MTD	MTD	% of	MTD	% of		YTD	YTD	% of	YTD	% of	Annual	
Actual	Budget	Budget	Prior Year	PY		Actual	Budget	Budget	Prior Year	PY	Budget	
2,712	2,100	129%	217	1252%	Credit Card Discounts	2,712	2,100	129%	217	1252%	28,100	25,265
0	0	0%	(50)	0%	Donations	0	0	0%	(50)	0%	0	487
150	0	0%	0	0%	Dues & Subscriptions	150	0	0%	0	0%	1,060	1,064
1,000	0	0%	0	0%	Education & Training	1,000	0	0%	0	0%	0	1,710
0	120	0%	0	0%	Employee Relations	0	120	0%	0	0%	1,815	(1,104)
58	30	193%	0	0%	Employee Testing	58	30	193%	0	0%	360	652
4,639	4,450	104%	4,320	107%	Insurance Expense	4,639	4,450	104%	4,320	107%	53,700	53,232
0	40	0%	0	0%	Member Relations	0	40	0%	0	0%	2,320	739
109	0	0%	0	0%	Messenger Service - Fedex	109	0	0%	0	0%	0	182
0	0	0%	20	0%	Miscellaneous	0	0	0%	20	0%	0	0
6,000	0	0%	0	0%	O/S - Accounting	6,000	0	0%	0	0%	9,900	15,690
0	0	0%	0	0%	O/S - Other	0	0	0%	0	0%	10,150	11,737
350	400	88%	378	93%	Payroll Processing Fee	350	400	88%	378	93%	6,100	5,428
52	150	34%	157	33%	Postage/Shipping	52	150	34%	157	33%	1,475	1,411
(30)	0	0%	(30)	100%	Tax/Licenses/Fees	(30)	0	0%	(30)	100%	0	(275)
37	50	74%	54	69%	Travel - Meals	37	50	74%	54	69%	2,600	2,799
23	500	5%	543	4%	Travel - Other	23	500	5%	543	4%	8,010	4,993
58,091	48,889	119%	44,679	130%	TOTAL OPERATING EXPENSES	58,091	48,889	119%	44,679	130%	591,646	574,668
(44,786)	(24,793)	181%	(7,009)	639%	EBITDA	(44,786)	(24,793)	181%	(7,009)	639%	(50,690)	(47,535)
6,063	6,063	100%	5,944	102%	Management Fee	6,063	6,063	100%	5,944	102%	72,756	71,443
6,063	6,063	100%	5,944	102%	Management Fees	6,063	6,063	100%	5,944	102%	72,756	71,443
23	23	100%	23	100%	Deprec - Mach & Equip	23	23	100%	23	100%	277	277
72	72	100%	72	100%	Deprec - Buildings	72	72	100%	72	100%	869	869
96	96	100%	96	100%	S/T DEPR. & AMORT	96	96	100%	96	100%	1,146	1,146
(50,944)	(30,952)	165%	(13,049)	390%	NET INCOME	(50,944)	(30,952)	165%	(13,049)	390%	(124,593)	(120,124)

The Golf Club at Cypress Head
Course & Grounds
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
REVENUES												
43,239	43,074	100%	49,996	86%	Green Fees	43,239	43,074	100%	49,996	86%	703,655	659,068
2,499	2,690	93%	2,790	90%	City Surcharge R & R	2,499	2,690	93%	2,790	90%	37,149	35,102
45,738	45,764	100%	52,786	87%	Total Revenues	45,738	45,764	100%	52,786	87%	740,804	694,170
45,738	45,764	100%	52,786	87%	GROSS MARGIN	45,738	45,764	100%	52,786	87%	740,804	694,170
PAYROLL												
11,468	10,916	105%	7,239	158%	Gross Payroll - Salaried	11,468	10,916	105%	7,239	158%	130,992	100,138
15,050	16,446	92%	13,342	113%	Gross Payroll - Hourly	15,050	16,446	92%	13,342	113%	193,638	158,744
26,518	27,362	97%	20,581	129%	S/T Wages	26,518	27,362	97%	20,581	129%	324,630	258,882
1,851	2,093	88%	1,442	128%	Payroll Tax - FICA	1,851	2,093	88%	1,442	128%	24,834	18,143
42	40	103%	14	293%	Payroll Tax - UC	42	40	103%	14	293%	1,767	1,147
641	471	136%	302	212%	Payroll Tax - WC	641	471	136%	302	212%	5,747	4,638
5,380	2,560	210%	2,225	242%	Benefits	5,380	2,560	210%	2,225	242%	31,354	33,766
7,915	5,164	153%	3,984	199%	S/T Adders	7,915	5,164	153%	3,984	199%	63,702	57,694
34,433	32,526	106%	24,565	140%	TOTAL PAYROLL	34,433	32,526	106%	24,565	140%	388,332	316,576
OPERATING EXPENSES												
0	296	0%	296	0%	Chemicals	0	296	0%	296	0%	2,264	2,512
359	320	112%	320	112%	Course Accessories	359	320	112%	320	112%	2,640	2,514
3,296	3,500	94%	3,000	110%	Fertilizer	3,296	3,500	94%	3,000	110%	32,100	36,410
0	0	0%	0	0%	Flowers/Decor	0	0	0%	0	0%	1,000	0
1,325	1,900	70%	1,968	67%	Fuel	1,325	1,900	70%	1,968	67%	13,350	10,927
820	750	109%	0	0%	Fungicides	820	750	109%	0	0%	3,300	5,548
1,860	950	196%	952	195%	Herbicides	1,860	950	196%	952	195%	19,400	18,247
358	250	143%	244	147%	Insecticides	358	250	143%	244	147%	15,550	10,733
0	0	0%	0	0%	Sand/Topdress	0	0	0%	0	0%	13,200	12,392
3,941	4,000	99%	2,916	135%	Seeds/Trees	3,941	4,000	99%	2,916	135%	12,150	14,045
249	250	100%	0	0%	Small Tools	249	250	100%	0	0%	1,300	702
0	400	0%	0	0%	Staff/Volunteer Uniforms	0	400	0%	0	0%	950	0
141	300	47%	26	543%	Irrigation	141	300	47%	26	543%	7,900	7,020
2,170	1,500	145%	1,042	208%	Repair & Maint - Equipment	2,170	1,500	145%	1,042	208%	18,000	16,472
129	100	129%	0	0%	Repair & Maint - Building	129	100	129%	0	0%	1,200	135
4,638	5,356	87%	6,225	75%	Equipment Lease	4,638	5,356	87%	6,225	75%	64,268	58,175
228	260	88%	260	88%	Utilities - Electric	228	260	88%	260	88%	2,790	2,665
2,239	1,400	160%	1,358	165%	Utilities - Other	2,239	1,400	160%	1,358	165%	17,200	19,269
168	140	120%	138	122%	Utilities - Telephone/Fax	168	140	120%	138	122%	1,680	1,212
189	250	75%	204	92%	Utilities - Water	189	250	75%	204	92%	3,000	2,586
0	0	0%	0	0%	Education & Training	0	0	0%	0	0%	0	710
0	20	0%	0	0%	Employee Relations	0	20	0%	0	0%	240	80
58	30	193%	0	0%	Employee Testing	58	30	193%	0	0%	360	652
0	0	0%	0	0%	O/S - Other	0	0	0%	0	0%	10,150	11,737
13	0	0%	0	0%	Travel - Other	13	0	0%	0	0%	470	1,109
22,181	21,972	101%	18,949	117%	TOTAL OPERATING EXPENSES	22,181	21,972	101%	18,949	117%	244,462	237,853
(10,876)	(8,734)	125%	9,272	-117%	EBITDA	(10,876)	(8,734)	125%	9,272	-117%	108,010	139,740
(10,876)	(8,734)	125%	9,272	-117%	NET INCOME	(10,876)	(8,734)	125%	9,272	-117%	108,010	139,740

The Golf Club at Cypress Head
Carts
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
29,193	35,588	82%	32,201	91%	REVENUES	29,193	35,588	82%	32,201	91%	477,197	424,557
29,193	35,588	82%	32,201	91%	Cart Fee	29,193	35,588	82%	32,201	91%	477,197	424,557
29,193	35,588	82%	32,201	91%	Total Revenues	29,193	35,588	82%	32,201	91%	477,197	424,557
					GROSS MARGIN							
6,345	6,049	105%	6,689	95%	PAYROLL	6,345	6,049	105%	6,689	95%	79,032	80,898
6,345	6,049	105%	6,689	95%	Gross Payroll - Hourly	6,345	6,049	105%	6,689	95%	79,032	80,898
					S/T Wages							
498	463	108%	534	93%	Payroll Tax - FICA	498	463	108%	534	93%	6,046	6,479
54	65	84%	68	80%	Payroll Tax - UC	54	65	84%	68	80%	940	901
161	104	155%	101	160%	Payroll Tax - WC	161	104	155%	101	160%	1,400	1,479
22	7	336%	0	0%	Benefits	22	7	336%	0	0%	80	101
736	638	115%	702	105%	S/T Adders	736	638	115%	702	105%	8,465	8,960
7,081	6,687	106%	7,391	96%	TOTAL PAYROLL	7,081	6,687	106%	7,391	96%	87,497	89,858
					OPERATING EXPENSES							
180	100	180%	49	371%	Cart Supplies	180	100	180%	49	371%	1,600	1,296
0	0	0%	0	0%	Supplies	0	0	0%	0	0%	0	17
0	0	0%	0	0%	Cart Repairs	0	0	0%	0	0%	600	248
6,445	6,225	104%	5,356	120%	Cart Lease	6,445	6,225	104%	5,356	120%	74,694	74,934
886	900	98%	850	104%	Utilities - Electric	886	900	98%	850	104%	11,100	11,303
7,511	7,225	104%	6,254	120%	TOTAL OPERATING EXPENSES	7,511	7,225	104%	6,254	120%	87,994	87,798
14,601	21,677	67%	18,556	79%	EBITDA	14,601	21,677	67%	18,556	79%	301,706	246,901
14,601	21,677	67%	18,556	79%	NET INCOME	14,601	21,677	67%	18,556	79%	301,706	246,901

The Golf Club at Cypress Head
Range
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
					REVENUES							
2,118	2,600	81%	2,412	88%	Range	2,118	2,600	81%	2,412	88%	40,400	33,499
2,118	2,600	81%	2,412	88%	Total Revenues	2,118	2,600	81%	2,412	88%	40,400	33,499
2,118	2,600	81%	2,412	88%	GROSS MARGIN	2,118	2,600	81%	2,412	88%	40,400	33,499
					OPERATING EXPENSES							
1,325	1,400	95%	1,325	100%	Range Balls	1,325	1,400	95%	1,325	100%	2,800	2,650
0	0	0%	0	0%	Range Equipment	0	0	0%	0	0%	1,600	2,422
0	100	0%	21	0%	Repair & Maint - Equipment	0	100	0%	21	0%	400	0
1,325	1,500	88%	1,346	98%	TOTAL OPERATING EXPENSES	1,325	1,500	88%	1,346	98%	4,800	5,072
793	1,100	72%	1,066	74%	EBITDA	793	1,100	72%	1,066	74%	35,600	28,427
793	1,100	72%	1,066	74%	NET INCOME	793	1,100	72%	1,066	74%	35,600	28,427

The Golf Club at Cypress Head
Golf Shop
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
					REVENUES							
20	20	100%	30	67%	Handicap Fee	20	20	100%	30	67%	4,360	4,398
478	200	239%	155	308%	Lessons	478	200	239%	155	308%	5,650	9,739
200	280	71%	280	71%	Rental Clubs	200	280	71%	280	71%	3,280	3,170
3,876	4,600	84%	4,595	84%	Retail	3,876	4,600	84%	4,595	84%	68,150	66,189
4,574	5,100	90%	5,060	90%	Total Revenues	4,574	5,100	90%	5,060	90%	81,440	83,495
					COST OF GOODS SOLD							
2,423	2,944	82%	2,820	86%	COGS - Merchandise	2,423	2,944	82%	2,820	86%	43,616	40,610
2,423	2,944	82%	2,820	86%	Total COGS	2,423	2,944	82%	2,820	86%	43,616	40,610
2,150	2,156	100%	2,239	96%	GROSS MARGIN	2,150	2,156	100%	2,239	96%	37,824	42,885
62.52%	64.00%	97.69%	61.38%	101.86%	COGS - Merchandise %	62.52%	64.00%	97.69%	61.38%	101.86%	64.00%	716.16%
					PAYROLL							
4,743	4,216	112%	3,895	122%	Gross Payroll - Hourly	4,743	4,216	112%	3,895	122%	49,640	53,574
4,743	4,216	112%	3,895	122%	S/T Wages	4,743	4,216	112%	3,895	122%	49,640	53,574
362	323	112%	302	120%	Payroll Tax - FICA	362	323	112%	302	120%	3,797	4,196
26	38	70%	13	196%	Payroll Tax - UC	26	38	70%	13	196%	530	390
120	73	165%	75	160%	Payroll Tax - WC	120	73	165%	75	160%	879	946
(16)	0	0%	0	0%	Benefits	(16)	0	0%	0	0%	0	(16)
492	433	114%	390	126%	S/T Adders	492	433	114%	390	126%	5,206	5,515
5,234	4,649	113%	4,285	122%	TOTAL PAYROLL	5,234	4,649	113%	4,285	122%	54,846	59,089
					OPERATING EXPENSES							
89	50	178%	0	0%	Office Supplies	89	50	178%	0	0%	300	557
0	0	0%	0	0%	Supplies	0	0	0%	0	0%	1,000	1,521
327	50	654%	363	90%	Tournament Expense	327	50	654%	363	90%	600	800
0	0	0%	0	0%	Handicap Expense	0	0	0%	0	0%	4,375	4,323
0	0	0%	0	0%	Lesson Expense	0	0	0%	0	0%	150	49
504	0	0%	0	0%	Repair & Maint - Building	504	0	0%	0	0%	250	822
(1)	0	0%	0	0%	Cash Short/(Over)	(1)	0	0%	0	0%	0	(1)
919	100	919%	363	254%	TOTAL OPERATING EXPENSES	919	100	919%	363	254%	6,675	8,071
(4,003)	(2,593)	154%	(2,408)	166%	EBITDA	(4,003)	(2,593)	154%	(2,408)	166%	(23,697)	(24,274)
(4,003)	(2,593)	154%	(2,408)	166%	NET INCOME	(4,003)	(2,593)	154%	(2,408)	166%	(23,697)	(24,274)

The Golf Club at Cypress Head
G & A
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
REVENUES												
0	475	0%	472	0%	Miscellaneous G&A	0	475	0%	472	0%	475	749
0	475	0%	472	0%	Total Revenues	0	475	0%	472	0%	475	749
0	475	0%	472	0%	GROSS MARGIN	0	475	0%	472	0%	475	749
PAYROLL												
10,264	10,043	102%	8,184	125%	Gross Payroll - Salaried	10,264	10,043	102%	8,184	125%	120,520	106,108
703	1,063	66%	997	71%	Gross Payroll - Hourly	703	1,063	66%	997	71%	12,514	9,105
10,967	11,106	99%	9,181	119%	S/T Wages	10,967	11,106	99%	9,181	119%	133,034	115,214
748	850	88%	613	122%	Payroll Tax - FICA	748	850	88%	613	122%	10,177	7,757
0	7	0%	3	0%	Payroll Tax - UC	0	7	0%	3	0%	389	172
276	191	144%	143	193%	Payroll Tax - WC	276	191	144%	143	193%	2,355	2,178
2,916	2,192	133%	2,215	132%	Benefits	2,916	2,192	133%	2,215	132%	26,823	24,917
3,939	3,240	122%	2,973	132%	S/T Adders	3,939	3,240	122%	2,973	132%	39,745	35,024
14,907	14,346	104%	12,155	123%	TOTAL PAYROLL	14,907	14,346	104%	12,155	123%	172,779	150,238
OPERATING EXPENSES												
0	500	0%	418	0%	Janitorial Supplies	0	500	0%	418	0%	6,040	5,612
542	0	0%	0	0%	Laundry/Uniforms	542	0	0%	0	0%	1,600	1,368
523	350	149%	557	94%	Office Supplies	523	350	149%	557	94%	3,950	3,639
448	250	179%	616	73%	Alarm System	448	250	179%	616	73%	3,000	4,255
54	250	21%	0	0%	Computer Service	54	250	21%	0	0%	6,500	707
812	825	98%	812	100%	Contract Cleaning	812	825	98%	812	100%	9,900	9,744
0	0	0%	0	0%	Guest Relations	0	0	0%	0	0%	0	135
0	100	0%	178	0%	Repair & Maint - Equipment	0	100	0%	178	0%	2,300	1,300
48	350	14%	19	255%	Repair & Maint - Building	48	350	14%	19	255%	3,900	6,585
0	0	0%	0	0%	Equipment Lease	0	0	0%	0	0%	0	5,356
176	188	94%	176	100%	Off-Site Storage	176	188	94%	176	100%	2,256	2,112
1,783	2,000	89%	2,170	82%	Utilities - Other	1,783	2,000	89%	2,170	82%	24,600	23,479
150	150	100%	147	102%	Utilities - Telephone/Fax	150	150	100%	147	102%	2,400	2,120
545	300	182%	2,170	25%	Bank Charges	545	300	182%	2,170	25%	3,600	3,858
435	0	0%	(177)	-247%	Cash Short/(Over)	435	0	0%	(177)	-247%	0	(55)
300	250	120%	150	200%	Cell Phone	300	250	120%	150	200%	3,900	2,450
2,499	2,690	93%	2,790	90%	City Surcharge R & R	2,499	2,690	93%	2,790	90%	37,149	35,102
2,712	2,100	129%	217	1252%	Credit Card Discounts	2,712	2,100	129%	217	1252%	28,100	25,265
0	0	0%	(50)	0%	Donations	0	0	0%	(50)	0%	0	487
150	0	0%	0	0%	Dues & Subscriptions	150	0	0%	0	0%	1,060	1,064
1,000	0	0%	0	0%	Education & Training	1,000	0	0%	0	0%	0	1,000
0	100	0%	0	0%	Employee Relations	0	100	0%	0	0%	1,575	(1,184)
4,639	4,450	104%	4,320	107%	Insurance Expense	4,639	4,450	104%	4,320	107%	53,700	53,232
0	40	0%	0	0%	Member Relations	0	40	0%	0	0%	2,320	739
109	0	0%	0	0%	Messenger Service - Fedex	109	0	0%	0	0%	0	182
0	0	0%	20	0%	Miscellaneous	0	0	0%	20	0%	0	0
6,000	0	0%	0	0%	O/S - Accounting	6,000	0	0%	0	0%	9,900	15,690
350	400	88%	378	93%	Payroll Processing Fee	350	400	88%	378	93%	6,100	5,428
52	150	34%	157	33%	Postage/Shipping	52	150	34%	157	33%	1,475	1,411
(30)	0	0%	(30)	100%	Tax/Licenses/Fees	(30)	0	0%	(30)	100%	0	(275)
37	50	74%	54	69%	Travel - Meals	37	50	74%	54	69%	2,600	2,799
11	500	2%	543	2%	Travel - Other	11	500	2%	543	2%	7,400	3,745
23,344	15,993	146%	15,636	149%	TOTAL OPERATING EXPENSES	23,344	15,993	146%	15,636	149%	224,425	217,349
(38,251)	(29,864)	128%	(27,319)	140%	EBITDA	(38,251)	(29,864)	128%	(27,319)	140%	(396,729)	(366,837)
6,063	6,063	100%	5,944	102%	Management Fee	6,063	6,063	100%	5,944	102%	72,756	71,443
6,063	6,063	100%	5,944	102%	Management Fees	6,063	6,063	100%	5,944	102%	72,756	71,443
23	23	100%	23	100%	Deprec - Mach & Equip	23	23	100%	23	100%	277	277
72	72	100%	72	100%	Deprec - Buildings	72	72	100%	72	100%	869	869
96	96	100%	96	100%	S/T DEPR. & AMORT	96	96	100%	96	100%	1,146	1,146
(44,409)	(36,022)	123%	(33,358)	133%	NET INCOME	(44,409)	(36,022)	123%	(33,358)	133%	(470,631)	(439,426)

The Golf Club at Cypress Head
Marketing
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
					PAYROLL							
3,221	3,452	93%	3,299	98%	Gross Payroll - Salaried	3,221	3,452	93%	3,299	98%	42,024	43,147
3,221	3,452	93%	3,299	98%	S/T Wages	3,221	3,452	93%	3,299	98%	42,024	43,147
228	264	86%	234	98%	Payroll Tax - FICA	228	264	86%	234	98%	3,215	3,057
0	4	0%	0	0%	Payroll Tax - UC	0	4	0%	0	0%	186	85
89	59	149%	52	172%	Payroll Tax - WC	89	59	149%	52	172%	744	780
702	501	140%	461	152%	Benefits	702	501	140%	461	152%	6,123	5,897
1,018	828	123%	746	137%	S/T Adders	1,018	828	123%	746	137%	10,267	9,819
4,239	4,280	99%	4,045	105%	TOTAL PAYROLL	4,239	4,280	99%	4,045	105%	52,291	52,966
					OPERATING EXPENSES							
2,810	2,100	134%	2,132	132%	Advertising & Promotion	2,810	2,100	134%	2,132	132%	23,150	18,386
0	0	0%	0	0%	Travel - Other	0	0	0%	0	0%	140	138
2,810	2,100	134%	2,132	132%	TOTAL OPERATING EXPENSES	2,810	2,100	134%	2,132	132%	23,290	18,525
(7,050)	(6,380)	110%	(6,177)	114%	EBITDA	(7,050)	(6,380)	110%	(6,177)	114%	(75,581)	(71,491)
(7,050)	(6,380)	110%	(6,177)	114%	NET INCOME	(7,050)	(6,380)	110%	(6,177)	114%	(75,581)	(71,491)

The Golf Club at Cypress Head
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
REVENUES												
72,432	78,662	92%	82,196	88%	Green Fees & Cart Fees	72,432	78,662	92%	82,196	88%	1,180,853	1,083,625
3,876	4,600	84%	4,595	84%	Merchandise	3,876	4,600	84%	4,595	84%	68,150	66,189
698	500	140%	465	150%	Other Pro Shop	698	500	140%	465	150%	13,290	17,307
2,118	2,600	81%	2,412	88%	Range	2,118	2,600	81%	2,412	88%	40,400	33,499
2,499	2,690	93%	2,790	90%	Other Operating Revenues	2,499	2,690	93%	2,790	90%	37,149	35,102
0	475	0%	472	0%	Other G&A Income	0	475	0%	472	0%	475	749
81,622	89,527	91%	92,930	88%	TOTAL REVENUE	81,622	89,527	91%	92,930	88%	1,340,317	1,236,470
COST OF SALES												
2,423	2,944	82%	2,820	86%	Merchandise	2,423	2,944	82%	2,820	86%	43,616	40,610
2,423	2,944	82%	2,820	86%	TOTAL COGS	2,423	2,944	82%	2,820	86%	43,616	40,610
62.5%	64.0%	97.7%	61.4%	101.9%	COGS - Merchandise %	62.5%	64.0%	97.7%	61.4%	101.9%	64.0%	716.2%
PAYROLL												
34,433	32,526	106%	24,565	140%	Course and Grounds	34,433	32,526	106%	24,565	140%	388,332	316,576
7,081	6,687	106%	7,391	96%	Carts, Range, Starters, Etc.	7,081	6,687	106%	7,391	96%	87,497	89,858
5,234	4,649	113%	4,285	122%	Pro Shop	5,234	4,649	113%	4,285	122%	54,846	59,089
14,907	14,346	104%	12,155	123%	General and Administrative	14,907	14,346	104%	12,155	123%	172,779	150,238
4,239	4,280	99%	4,045	105%	Marketing	4,239	4,280	99%	4,045	105%	52,291	52,966
65,894	62,487	105%	52,440	126%	TOTAL PAYROLL	65,894	62,487	105%	52,440	126%	755,745	668,727
OPERATING EXPENSES												
22,181	21,972	101%	18,949	117%	Course and Grounds	22,181	21,972	101%	18,949	117%	244,462	237,853
8,836	8,725	101%	7,600	116%	Carts, Range, Starters, Etc.	8,836	8,725	101%	7,600	116%	92,794	92,870
919	100	919%	363	254%	Pro Shop	919	100	919%	363	254%	6,675	8,071
23,344	15,993	146%	15,636	149%	General and Administrative	23,344	15,993	146%	15,636	149%	224,425	217,349
2,810	2,100	134%	2,132	132%	Marketing	2,810	2,100	134%	2,132	132%	23,290	18,525
58,091	48,889	119%	44,679	130%	TOTAL OPERATING EXPENSES	58,091	48,889	119%	44,679	130%	591,646	574,668
126,408	114,321	111%	99,939	126%	TOTAL EXPENSES	126,408	114,321	111%	99,939	126%	1,391,007	1,284,005
(44,786)	(24,793)	181%	(7,009)	639%	EBITDA	(44,786)	(24,793)	181%	(7,009)	639%	(50,690)	(47,535)

The Golf Club at Cypress Head
For the Month Ending October 31, 2019

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
(44,786)	(24,793)	181%	(7,009)	639%	EBITDA	(44,786)	(24,793)	181%	(7,009)	639%	(50,690)	(47,535)
(6,063)	(6,063)	100%	(5,944)	102%	MANAGEMENT FEES	(6,063)	(6,063)	100%	(5,944)	102%	(72,756)	(71,443)
(96)	(96)	100%	(96)	100%	OTHER INCOME (EXPENSE)	(96)	(96)	100%	(96)	100%	(1,146)	(1,146)
(96)	(96)	100%	(96)	100%	Depreciation & Amortization	(96)	(96)	100%	(96)	100%	(1,146)	(1,146)
(50,944)	(30,952)	165%	(13,049)	390%	TOTAL OTHER INCOME (EXPENSE)	(50,944)	(30,952)	165%	(13,049)	390%	(124,593)	(120,124)
					NET INCOME							
2,579	2,788	93%	2,795	92%	Paid Rounds	2,579	2,788	93%	2,795	92%	38,181	36,442
371	425	87%	424	88%	Annual Pass Rounds	371	425	87%	424	88%	5,379	4,469
236	147	161%	186	127%	Other Rounds	236	147	161%	186	127%	1,970	2,784
3,186	3,360	95%	3,405	94%	Total Rounds	3,186	3,360	95%	3,405	94%	45,530	43,695
32	32	99%	33	95%	Revenue/Paid Rounds	32	32	99%	33	95%	35	403
26	27	96%	27	94%	Revenue/Total Rounds	26	27	96%	27	94%	29	335

The Golf Club at Cypress Head
General Ledger

Ranges: From: To:
Date: 10/1/2019
Account: First Last

Sorted By: Account
Include: Posting, Unit
Print Currency In: Functional (Z-US\$)

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	10020-5950-900	Cash - Course Depository NEW	\$108,108.02	\$121,634.17	\$159,958.49	(\$38,324.32)	\$69,783.70
	10050-5950-900	Cash - Course Payroll BMO	\$57,402.69	\$45,436.18	\$68,721.35	(\$23,285.17)	\$34,117.52
	10100-5950-900	Cash - Course Other	\$850.00	\$0.00	\$0.00	\$0.00	\$850.00
	10180-5950-900	Cash - Pro Shop Bank	\$500.00	\$0.00	\$0.00	\$0.00	\$500.00
	11160-5950-900	A/R Member	\$63,969.43	\$11,615.37	\$69,455.30	(\$57,839.93)	\$6,129.50
	12000-5950-900	Inventory - Merchandise	\$17,539.58	\$6,124.52	\$3,494.94	\$2,629.58	\$20,169.16
	13020-5950-900	Prepaid Insurance	\$22,367.35	\$0.00	\$4,638.70	(\$4,638.70)	\$17,728.65
	13040-5950-900	Prepaid Exp - Other	\$19,098.70	\$27,124.91	\$14,882.70	\$12,242.21	\$31,340.91
	20100-5950-900	Machinery & Equipment	\$5,550.40	\$0.00	\$0.00	\$0.00	\$5,550.40
	20160-5950-900	Buildings and Improvements	\$30,597.54	\$0.00	\$0.00	\$0.00	\$30,597.54
	22040-5950-900	Accum. Deprec - Mach & Equip	(\$3,884.62)	\$0.00	\$23.12	(\$23.12)	(\$3,907.74)
	22080-5950-900	Accum. Deprec - Buildings	(\$23,790.95)	\$0.00	\$72.41	(\$72.41)	(\$23,863.36)
	30000-5950-900	Accts Pay - Trade	(\$83,493.88)	\$141,800.57	\$109,636.97	\$32,163.60	(\$51,330.28)
	30040-5950-900	Accts Pay - Other	(\$66,844.68)	\$12,096.36	\$11,083.00	\$1,013.36	(\$65,831.32)
	31000-5950-900	Accrued Expenses	(\$1,322.27)	\$2,187.28	\$851.96	\$1,335.32	\$13.05
	31020-5950-900	Accrued Payroll	(\$34,325.17)	\$24,576.24	\$30,215.03	(\$5,638.79)	(\$39,963.96)
	31080-5950-900	Accrued Tips Payable	\$0.00	\$382.00	\$428.00	(\$46.00)	(\$46.00)
	31220-5950-900	Accrued Sales Tax	(\$4,061.40)	\$4,604.01	\$3,893.05	\$710.96	(\$3,350.44)
	31400-5950-900	Accrued City Surcharge	\$0.00	\$2,498.99	\$2,498.99	\$0.00	\$0.00
	32000-5950-900	Deferred Rev - Rainchecks	(\$2,865.12)	\$440.70	\$326.83	\$113.87	(\$2,751.25)
	32020-5950-900	Deferred Rev - Outing Deposits	(\$8,764.39)	\$6,994.00	\$6,381.00	\$613.00	(\$8,151.39)
	32040-5950-900	Deferred Rev - Legacy GF Passes	(\$45,225.00)	\$5,006.25	\$0.00	\$5,006.25	(\$40,218.75)
	32050-5950-900	Deferred Revenue - Cypress GF Passes	(\$28,491.00)	\$4,299.25	\$0.00	\$4,299.25	(\$24,191.75)
	32070-5950-900	Deferred Rev - Gift Cards	(\$21,068.93)	\$389.42	\$399.99	(\$10.57)	(\$21,079.50)
	32100-5950-900	Deferred Rev - Credit Books	(\$12,233.37)	\$407.16	\$949.14	(\$541.98)	(\$12,775.35)
	32120-5950-900	Deferred Rev - Trail Fee Pass	(\$98,934.00)	\$19,237.17	\$0.00	\$19,237.17	(\$79,696.83)
	32220-5950-900	Deferred Rev - Founders Pass	(\$1,350.00)	\$112.50	\$0.00	\$112.50	(\$1,237.50)
	49020-5950-900	Retained Earnings - Current	\$110,671.07	\$0.00	\$0.00	\$0.00	\$110,671.07
	50000-5950-100	Green Fees - Annual Pass	\$0.00	\$0.00	\$5,968.00	(\$5,968.00)	(\$5,968.00)
	50040-5950-100	Green Fees - Member	\$0.00	\$18.09	\$34,790.21	(\$34,772.12)	(\$34,772.12)
	50070-5950-100	Green Fees - (surcharge)	\$0.00	\$2,498.99	\$4,997.98	(\$2,498.99)	(\$2,498.99)
	50500-5950-200	Cart Fee 18	\$0.00	\$0.00	\$21,947.36	(\$21,947.36)	(\$21,947.36)
	50520-5950-200	Cart Fee - Annual Trail	\$0.00	\$0.00	\$7,245.17	(\$7,245.17)	(\$7,245.17)
	52090-5950-600	Handicap Fee	\$0.00	\$0.00	\$20.00	(\$20.00)	(\$20.00)
	52150-5950-600	Lessons	\$0.00	\$0.00	\$478.00	(\$478.00)	(\$478.00)
	52280-5950-600	Rental Clubs	\$0.00	\$0.00	\$200.00	(\$200.00)	(\$200.00)
	52310-5950-600	Retail	\$0.00	\$0.00	\$3,875.54	(\$3,875.54)	(\$3,875.54)
	53050-5950-220	Range Pass Revenue	\$0.00	\$0.00	\$2,117.82	(\$2,117.82)	(\$2,117.82)
	56120-5950-100	City Surcharge R & R	\$0.00	\$0.00	\$2,498.99	(\$2,498.99)	(\$2,498.99)
	60000-5950-600	COGS - Merchandise - Accessories	\$0.00	\$2,423.05	\$0.00	\$2,423.05	\$2,423.05
	70000-5950-100	Gross Payroll - Salaried	\$0.00	\$11,836.47	\$368.13	\$11,468.34	\$11,468.34
	70000-5950-900	Gross Payroll - Salaried	\$0.00	\$10,595.16	\$331.10	\$10,264.06	\$10,264.06
	70000-5950-950	Gross Payroll - Salaried	\$0.00	\$3,324.87	\$103.90	\$3,220.97	\$3,220.97
	70010-5950-100	Gross Payroll - Hourly	\$0.00	\$15,612.15	\$562.25	\$15,049.90	\$15,049.90
	70010-5950-200	Gross Payroll - Hourly	\$0.00	\$6,551.44	\$206.00	\$6,345.44	\$6,345.44
	70010-5950-600	Gross Payroll - Hourly	\$0.00	\$4,877.64	\$134.77	\$4,742.87	\$4,742.87
	70010-5950-900	Gross Payroll - Hourly	\$0.00	\$787.04	\$83.73	\$703.31	\$703.31
	71000-5950-100	Payroll Tax - FICA	\$0.00	\$1,922.46	\$71.17	\$1,851.29	\$1,851.29
	71000-5950-200	Payroll Tax - FICA	\$0.00	\$513.71	\$15.76	\$497.95	\$497.95
	71000-5950-600	Payroll Tax - FICA	\$0.00	\$372.42	\$10.31	\$362.11	\$362.11
	71000-5950-900	Payroll Tax - FICA	\$0.00	\$779.41	\$31.73	\$747.68	\$747.68
	71000-5950-950	Payroll Tax - FICA	\$0.00	\$236.08	\$7.95	\$228.13	\$228.13
	71010-5950-100	Payroll Tax - UC	\$0.00	\$41.69	\$0.00	\$41.69	\$41.69
	71010-5950-200	Payroll Tax - UC	\$0.00	\$54.22	\$0.00	\$54.22	\$54.22
	71010-5950-600	Payroll Tax - UC	\$0.00	\$26.27	\$0.00	\$26.27	\$26.27
	71020-5950-100	Payroll Tax - WC	\$0.00	\$641.49	\$0.00	\$641.49	\$641.49
	71020-5950-200	Payroll Tax - WC	\$0.00	\$161.29	\$0.00	\$161.29	\$161.29

TRIAL BALANCE SUMMARY FOR 2019

The Golf Club at Cypress Head

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	71020-5950-600	Payroll Tax - WC	\$0.00	\$119.53	\$0.00	\$119.53	\$119.53
	71020-5950-900	Payroll Tax - WC	\$0.00	\$275.94	\$0.00	\$275.94	\$275.94
	71020-5950-950	Payroll Tax - WC	\$0.00	\$88.65	\$0.00	\$88.65	\$88.65
	71030-5950-100	Benefits	\$0.00	\$8,264.63	\$2,884.51	\$5,380.12	\$5,380.12
	71030-5950-200	Benefits	\$0.00	\$48.42	\$26.35	\$22.07	\$22.07
	71030-5950-600	Benefits	\$0.00	\$79.28	\$95.58	(\$16.30)	(\$16.30)
	71030-5950-900	Benefits	\$0.00	\$4,386.64	\$1,471.12	\$2,915.52	\$2,915.52
	71030-5950-950	Benefits	\$0.00	\$1,085.92	\$384.22	\$701.70	\$701.70
	80110-5950-200	Cart Supplies	\$0.00	\$180.16	\$0.00	\$180.16	\$180.16
	80170-5950-100	Course Accessories	\$0.00	\$979.18	\$620.31	\$358.87	\$358.87
	80230-5950-100	Fertilizer	\$0.00	\$9,748.00	\$6,451.55	\$3,296.45	\$3,296.45
	80270-5950-100	Fuel	\$0.00	\$1,324.54	\$0.00	\$1,324.54	\$1,324.54
	80280-5950-100	Fungicides	\$0.00	\$819.68	\$0.00	\$819.68	\$819.68
	80320-5950-100	Herbicides	\$0.00	\$18,535.53	\$16,675.55	\$1,859.98	\$1,859.98
	80370-5950-100	Insecticides	\$0.00	\$2,908.03	\$2,550.00	\$358.03	\$358.03
	80420-5950-900	Laundry/Uniforms	\$0.00	\$542.36	\$0.00	\$542.36	\$542.36
	80520-5950-600	Office Supplies	\$0.00	\$89.14	\$0.00	\$89.14	\$89.14
	80520-5950-900	Office Supplies	\$0.00	\$522.63	\$0.00	\$522.63	\$522.63
	80610-5950-220	Range Balls	\$0.00	\$1,325.00	\$0.00	\$1,325.00	\$1,325.00
	80710-5950-100	Seeds/Trees	\$0.00	\$3,941.25	\$0.00	\$3,941.25	\$3,941.25
	80730-5950-100	Small Tools	\$0.00	\$249.32	\$0.00	\$249.32	\$249.32
	80810-5950-600	Tournament Expense	\$0.00	\$327.00	\$0.00	\$327.00	\$327.00
	81010-5950-900	Alarm System	\$0.00	\$447.90	\$0.00	\$447.90	\$447.90
	81130-5950-900	Computer Service	\$0.00	\$53.70	\$0.00	\$53.70	\$53.70
	81140-5950-900	Contract Cleaning	\$0.00	\$812.00	\$0.00	\$812.00	\$812.00
	81250-5950-100	Irrigation	\$0.00	\$140.78	\$0.00	\$140.78	\$140.78
	81350-5950-100	Repair & Maint - Equipment	\$0.00	\$2,480.28	\$309.89	\$2,170.39	\$2,170.39
	81360-5950-100	Repair & Maint - Building	\$0.00	\$129.10	\$0.00	\$129.10	\$129.10
	81360-5950-600	Repair & Maint - Building	\$0.00	\$503.95	\$0.00	\$503.95	\$503.95
	81360-5950-900	Repair & Maint - Building	\$0.00	\$48.33	\$0.00	\$48.33	\$48.33
	82000-5950-200	Cart Lease	\$0.00	\$6,445.00	\$0.42	\$6,444.58	\$6,444.58
	82020-5950-100	Equipment Lease	\$0.00	\$4,638.00	\$0.00	\$4,638.00	\$4,638.00
	82060-5950-900	Off-Site Storage	\$0.00	\$176.00	\$0.00	\$176.00	\$176.00
	83000-5950-100	Utilities - Electric	\$0.00	\$227.52	\$0.00	\$227.52	\$227.52
	83000-5950-200	Utilities - Electric	\$0.00	\$886.03	\$0.00	\$886.03	\$886.03
	83020-5950-100	Utilities - Other	\$0.00	\$2,239.47	\$0.00	\$2,239.47	\$2,239.47
	83020-5950-900	Utilities - Other	\$0.00	\$2,004.75	\$221.96	\$1,782.79	\$1,782.79
	83030-5950-100	Utilities - Telephone/Fax	\$0.00	\$168.36	\$0.00	\$168.36	\$168.36
	83030-5950-900	Utilities - Telephone/Fax	\$0.00	\$150.00	\$0.00	\$150.00	\$150.00
	83050-5950-100	Utliities - Water	\$0.00	\$188.60	\$0.00	\$188.60	\$188.60
	84040-5950-950	Adv/Promo - Mktg/Bus Dev	\$0.00	\$2,852.63	\$42.49	\$2,810.14	\$2,810.14
	85020-5950-900	Bank Charges	\$0.00	\$545.17	\$0.00	\$545.17	\$545.17
	85050-5950-600	Cash Short/(Over)	\$0.00	\$0.00	\$0.60	(\$0.60)	(\$0.60)
	85050-5950-900	Cash Short/(Over)	\$0.00	\$455.83	\$20.54	\$435.29	\$435.29
	85060-5950-900	Cell Phone	\$0.00	\$300.00	\$0.00	\$300.00	\$300.00
	85070-5950-900	City Surcharge R & R	\$0.00	\$2,498.99	\$0.00	\$2,498.99	\$2,498.99
	85120-5950-900	Credit Card Discounts	\$0.00	\$2,711.54	\$0.00	\$2,711.54	\$2,711.54
	85150-5950-900	Dues & Subscriptions	\$0.00	\$150.00	\$0.00	\$150.00	\$150.00
	85160-5950-900	Education & Training	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$1,000.00
	85200-5950-100	Employee Testing	\$0.00	\$58.00	\$0.00	\$58.00	\$58.00
	85280-5950-900	Insurance Expense	\$0.00	\$4,638.70	\$0.00	\$4,638.70	\$4,638.70
	85330-5950-900	Messenger Service - Fedex	\$0.00	\$109.13	\$0.00	\$109.13	\$109.13
	85390-5950-900	O/S - Accounting	\$0.00	\$6,000.00	\$0.00	\$6,000.00	\$6,000.00
	85480-5950-900	Payroll Processing Fee	\$0.00	\$830.12	\$480.00	\$350.12	\$350.12
	85490-5950-900	Postage/Shipping	\$0.00	\$51.72	\$0.00	\$51.72	\$51.72
	85610-5950-900	Tax/Licenses/Fees	\$0.00	\$0.00	\$30.00	(\$30.00)	(\$30.00)
	85710-5950-900	Travel - Meals	\$0.00	\$37.12	\$0.00	\$37.12	\$37.12
	85720-5950-100	Travel - Other	\$0.00	\$12.76	\$0.00	\$12.76	\$12.76
	85720-5950-900	Travel - Other	\$0.00	\$10.57	\$0.00	\$10.57	\$10.57
	90000-5950-900	Management Fee	\$0.00	\$12,125.06	\$6,062.53	\$6,062.53	\$6,062.53
	98020-5950-900	Deprec - Mach & Equip	\$0.00	\$23.12	\$0.00	\$23.12	\$23.12
	98040-5950-900	Deprec - Buildings	\$0.00	\$72.41	\$0.00	\$72.41	\$72.41
	RCMWD-5950-100	Rounds - Complimentary - Weekday	14,476.00	98.00	0.00	98.00	14,574.00

TRIAL BALANCE SUMMARY FOR 2019

The Golf Club at Cypress Head

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	REMWD-5950-100	Rounds - Employee - Weekday	20,273.00	138.00	0.00	138.00	20,411.00
	RMBWD-5950-100	Rounds - Member - Weekday	76,220.00	371.00	0.00	371.00	76,591.00
	RPKWD-5950-100	Rounds - Peak - Weekday	411,286.00	2,579.00	0.00	2,579.00	413,865.00
	RPKWE-5950-100	Rounds - Peak - Weekend	5,071.00	0.00	0.00	0.00	5,071.00
		<u>Accounts</u>	<u>Beginning Balance</u>	<u>Debit</u>	<u>Credit</u>	<u>Net Change</u>	<u>Ending Balance</u>
	Grand Totals:	124	\$0.00	\$612,304.46	\$612,304.46	\$0.00	\$0.00