



AGENDA
GOLF ADVISORY BOARD
CITY OF PORT ORANGE

Meeting Date: Tuesday, June 1, 2021
Type of Meeting: Regular

Time: 5:00 PM
Location: Dorothy L. Hukill City Center Annex
Conference Room
1395 Dunlawton Avenue

A. CALL TO ORDER

1. Pledge of Allegiance
2. Roll Call

B. PUBLIC COMMENTS

C. DISCUSSION/ACTION

3. Consideration of Minutes - April 6, 2021
4. Financial and Evaluation Reports from KemperSports
5. Discussion on Golf Course Improvements
6. Update on Lake Bank Restoration
7. Trail Fees
8. Staff Comments
9. Items for Next Agenda

D. BOARD COMMENTS

E. ADJOURNMENT

9. Next Meeting Date: August 3, 2021
11. Board Report to City Council - June 1, 2021

Golf Course Board of Directors Meeting

Tuesday, June 1, 2021

Page 2 of 2

NOTICES – PURSUANT TO SECTION 286.0105 OF THE FLORIDA STATUTES, IF ANY PERSON DECIDES TO APPEAL ANY DECISION MADE BY THE GOLF ADVISORY BOARD WITH RESPECT TO ANY MATTER CONSIDERED AT THIS PUBLIC MEETING OR HEARING, SUCH PERSON WILL NEED A RECORD OF THE PROCEEDINGS, AND THAT, FOR SUCH PURPOSE, SUCH PERSON MAY NEED TO ENSURE THAT A VERBATIM RECORD OF THE PROCEEDINGS IS MADE, WHICH RECORD INCLUDES THE TESTIMONY AND EVIDENCE UPON WHICH THE APPEAL IS TO BE BASED. THE CITY DOES NOT PREPARE OR PROVIDE SUCH A RECORD.



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GOLF ADVISORY BOARD MEETING MINUTES
CITY OF PORT ORANGE
DOROTHY L. HUKILL CITY CENTER ANNEX
1395 DUNLAWTON AVE - CONFERENCE ROOM
PORT ORANGE, FLORIDA
APRIL 6, 2021 AT 5:00 P.M.

A Regular Meeting of the Golf Advisory Board was called to order by Chairman Lance Green at 5:03 p.m.

Pledge of Allegiance

Present: Lance Green, Chairman
Richard Lee
Bill Schell
Jane Taylor (arrived late)
Dennis Flesch

Also Present: Peter Ferreira, Interim Parks & Recreation Director
Shelby Field, Assistant City Clerk

B. PUBLIC COMMENTS

There were none.

C. DISCUSSION/ACTION

3. Consideration of Minutes - February 2, 2021

Member Schell listed a few concerns with the minutes.

Motion to approve the Minutes from February 2, 2021 with amendments to show Member Flesch was concerned about a missing piece of sidewalk instead of land, , and language change to the need to get permission from the course designer to remedy instead of fix was made by Member Flesch and Seconded by Vice Chair Lee. Motion carried unanimously by roll call vote.

4. Financial and Evaluation Reports from KemperSports

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

5. Discussion on Golf Course Improvements

Member Taylor informed the Board that the HOA, golf course staff and city staff cleared the underbrush and overgrowth of the area along hole #4. She stated the HOA does not own the property but believes having the area cleaned reflected better on the community and golf course. Member Taylor would like help to ensure it doesn't get so bad in the future. She brought attention to a tree along the creek she believes belongs to the City that still needs to be addressed.

Darren Bache, Golf Course Superintendent, has put in a request for next year's budget for a roller to improve course conditions on the greens. Golf cart path repairs are being requested as well.

Member Schell inquired about two trees on hole #14. Mr. Duquette stated they will be removing the big tree on hole #14 but the second tree belongs to a homeowner, so they are not removing it. He informed the Board that a tree on hole #7 and a dead tree on hole #15 are coming down as well.

Member Flesch asked Mr. Duquette if he could address the people playing at night.

6. Update on a Plan for Lake Bank Restoration

Peter Ferreira, Interim Parks and Recreation Director, informed the Board Cypress Head has submitted a capital request to engineering for FY22 to receive an evaluation of the erosion and once a total scope of the cost has been received the City is going to submit it to the capital for FY23 to complete repairs. Mr. Bache stated there are some aquatic plant changes to the littoral plants that may slow down the erosion and he is communicating with the aquatics people to try and preserve some of the beneficial plants while removing the invasive ones. Mr. Ferreira discussed the importance of educating those who use the course about the benefits of having the vegetation on the bank's vs appearance.

Member Taylor asked about the spongy looking stuff around the banks and if it is something that can be cleared up with spray. Mr. Bache stated it is algae, he believes they use an algaecide to treat it and to him it is a sign of an unhealthy lake. Member Taylor asked about the alligator that lives on the course and if the course is looking into doing anything about it. Mr. Duquette stated the course will only take action against it if it shows aggressive behavior.

Member Flesch asked if the erosion can be addressed sooner. Mr. Ferreira stated if it is deemed an emergency it can be addressed sooner, and they will have more information in FY22 after it gets evaluated by engineering.

Vice Chair Lee asked if the course could place signs around the course stating beware of the wildlife. Mr. Duquette is going to investigate.

Mr. Bache informed the Board they have replaced the drainage on a few areas of the course and are wrapping up that project for now.

7. Staff Comments

Mr. Ferreira informed the Board the Mayors Golf Tournament is scheduled for June 19th, 2021. Staff is preparing the Golf Cart RFP in the next few weeks to get additional carts and he will bring the RFP for the management company to one of the future meetings as the current contract ends soon. Mr. Ferreira stated staff worked on the lakebed on hole #10 but they are still waiting for materials to complete it.

Mr. Duquette informed the board the golf cart company is so far behind that completing the RFP for golf carts is a priority as they might not receive carts until January.

There have been some complaints about people fishing in the lakes and Mr. Duquette sought clarification regarding the rules. There was discussion amongst the Board regarding what is allowed.

8. Items for Next Agenda

Discussion on Golf Course Improvements

Update on Lake Bank Restoration

D. BOARD COMMENTS

Member Schell asked for more rakes in the bunkers.

Chairman Green is happy with the overall progress of the course.

E. ADJOURNMENT – 6:00 p.m.

9. Next Meeting Date: June 1, 2021

10. Board Report to City Council - April 6, 2021

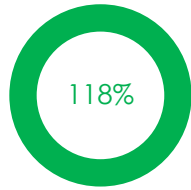
Chairman Lance Green

Sales & Marketing Snapshot

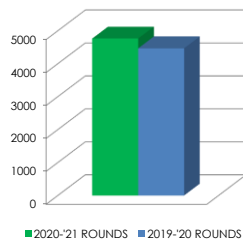
APRIL

Report Date: 5/17/21

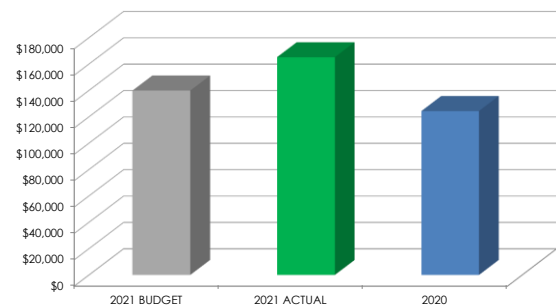
Percentage of Budget



Monthly Summary Totals



MONTHLY BUDGET	\$139,804
ACTUAL MONTHLY REVENUE	\$165,162
VARIANCE TO BUDGET	\$25,358
PY MONTHLY REVENUE	\$124,330



APRIL

2020 -21 Monthly Budget

REVENUE CLASS	AMOUNT
Total Golf	\$124,597
Outings	\$18,000
Merchandise	\$7,715
Payroll Expense	\$63,426
OpEx	\$44,261

2020 -21 Actual Revenue

REVENUE CLASS	AMOUNT
Total Golf	\$143,132
Outings	\$25,233
Merchandise	\$13,448
Payroll Expense	\$62,155
OpEx	\$51,568

Month PY

REVENUE CLASS	AMOUNT
Total Golf	\$109,617
Outings	\$20,635
Merchandise	\$9,526
Payroll Expense	\$66,630
OpEx	\$46,965

2020-21 ROUNDS

4764

2019-20 ROUNDS

4466

APRIL

ACTION ITEMS / STRATEGIES / COMMENTS

- * Revenues were exceeded by 18% despite being closed by weather for 3 days.
- * Increased pro shop sales by over 75% due to club sales and lesson programs.
- * Over 300 rounds extra over budget due to incredible course conditions.
- * Return of Tournament events due to more favorable Covid guidelines.

CYPRESS PASS SALES

2018 STATUS	2021 PASSES	2020 PASSES
Legacy Single	17	20
Legacy Double	9	9
Cypress Single	8	8
Cypress Double	2	4
Trail Fees	50	58
Founders	1	1
TOTAL PASSES	89	100
TOTAL REVENUE	\$140,299	\$158,588

WEATHER INFORMATION

PLAYABLE DAYS

2021	2020
24	25

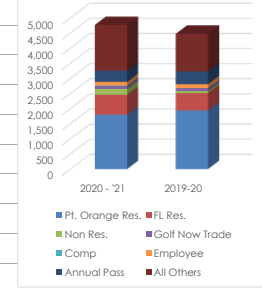
PRECIPITATION IN INCHES

2021	2020
3.2	3.0

ROUNDS SEGMENTATION

SEGMENT	2020 - '21	2019-20
Pt. Orange Res.	1,798	1,940
FL Res.	657	572
Non Res.	191	63
Golf Now Trade	101	100
Comp	10	1
Employee	122	130
Annual Pass	372	419
All Others	1,513	1,247
TOTAL	4,764	4,472

Rounds by Segment



TRUEREVIEW SUMMARY



2021 Month End OVERALL	SERVICE	COURSE	RECOMMEND	NPS	# of SURVEYS
9.4	9.6	8.9	9.7	93.3	15
2020 Month End OVERALL	SERVICE	COURSE	RECOMMEND	NPS	# of SURVEYS
9.2	9.7	8.6	9.1	72.7	22

COMMENTS / NOTES / ACTION ITEMS -

- *
- *
- *
- *
- *
- *
- *



May 18th, 2021

Robin Fenwick
City of Port Orange
1000 City Center Circle
Port Orange, FL 32129

Dear Ms. Fenwick,

The following is the financial and operational summary report for April 2021 at Cypress Head Golf Club. These numbers reflect only the Golf portion for the month and year to date.

FINANCIAL SUMMARY FOR GOLF MONTH ENDING April 2021									
	Current				Year to Date				
	Actual	Budget	Variance vs. Budget		Actual	Budget	Prior Year	Variance vs. Budget	
Revenue									
Green Fees	\$ 90,894	\$ 78,719	\$ 12,175		\$ 528,904	\$ 485,712	\$ 461,070	\$ 43,192	
Cart Fees	\$ 52,238	\$ 45,878	\$ 6,360		\$ 320,472	\$ 300,931	\$ 291,252	\$ 19,541	
Range	\$ 4,848	\$ 4,000	\$ 848		\$ 28,598	\$ 24,276	\$ 24,500	\$ 4,322	
Pro- Shop Revenues	\$ 13,448	\$ 7,715	\$ 5,733		\$ 75,692	\$ 60,750	\$ 60,972	\$ 14,942	
City Surcharge R/R	\$ 3,735	\$ 3,491	\$ 244		\$ 23,046	\$ 22,717	\$ 22,717	\$ 329	
Total Revenue	\$ 165,163	\$ 139,803	\$ 25,360		\$ 976,712	\$ 894,386	\$ 860,511	\$ 82,326	
Cost of Sales	\$ 7,772	\$ 4,209	\$ 3,563	64%	\$ 41,718	\$ 29,813	\$ 31,976	\$ 11,905	
Merchandise	\$ 7,772	\$ 4,209	\$ 3,563		\$ 41,718	\$ 29,813	\$ 31,976	\$ 11,905	66%
Gross Margin	\$ 157,391	\$ 135,594	\$ 21,797		\$ 934,994	\$ 864,573	\$ 828,535	\$ 70,421	
Total Payroll	\$ 62,155	\$ 63,426	\$ (1,271)		\$ 432,247	\$ 446,015	\$ 440,059	\$ (13,768)	
Total Operating Expenses	\$ 51,568	\$ 44,261	\$ 7,307		\$ 335,583	\$ 341,855	\$ 314,511	\$ (6,272)	
EBITDA	\$ 43,667	\$ 27,908	\$ 15,759		\$ 167,163	\$ 76,703	\$ 73,965	\$ 90,460	
Other Expenses	\$ 6,280	\$ 6,341	\$ (61)		\$ 43,955	\$ 44,384	\$ 43,107	\$ (429)	
Management Fee	\$ 6,184	\$ 6,245	\$ (61)		\$ 43,286	\$ 43,715	\$ 42,438	\$ (429)	
Interest Expense	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	
Depreciation	\$ 96	\$ 96	\$ -		\$ 669	\$ 669	\$ 669	\$ -	
Net Cash From Ops	\$ 37,387	\$ 21,567	\$ 15,820		\$ 123,208	\$ 32,319	\$ 30,858	\$ 90,889	
Rounds									
Total Rounds	4,764	4,472	292		28,972	28,388	28,368	584	
Paid Rounds	4,158	3,822	336		24,955	24,256	24,248	699	
Avg. GF/CF Total rounds	\$30.04	\$27.86	\$ 2.18		\$29.32	\$27.71	\$26.52	\$ 1.61	
Avg. GF/CF Paid rounds	\$34.42	\$32.60	\$ 1.82		\$34.04	\$32.43	\$31.03	\$ 1.61	
Avg. Merchandise/round	\$2.82	\$1.73	\$ 1.10		\$2.61	\$2.14	\$2.15	\$ 0.47	

Overview:

- Overall golf revenues for April finished 18% higher to the projected budget for the month. This was accomplished even with three days of weather related closure. Golf Advisors continued to rate the golf course with a 96% referral by its players posting incredible course conditions and the friendliest customer service in the county. The range revenues were slightly higher to the budget & Pro Shop revenues were much higher to the budget as a result of club and merchandise sales.
- Total payroll for the month was slightly lower to the projected budget due to controlling labor costs. We continue to maintain CDC guidelines for disinfecting and offering hand sanitizer around the clubhouse and cart barn. The entire team continues to work diligently to maintain the continuity for our guests.
- Our operating expenses finished higher than the budgeted amount due to the timing of some invoices for fertilizers, fungicides and herbicides required for improved course conditions.
- The Pandemic continues to affect our group and tournament events; however we have now seen an increase in tournament request for the summer and fall dates.
- The month of April is the seventh month in our fiscal year 2020-2021 with revenues being ahead by 9%. Our EBITDA remains extremely positive for the current year. Pro shop revenues are higher to the budget, range revenues are slightly higher, payroll is lower than projected and expenses are lower as well to the budget.

R&R Projects:

- There were no projects for the month of April 2021.

Tee Sheet Activity:

- There were 4,764 total rounds for the month which included 4,158 paid rounds, 372 Annual with Cypress Pass member rounds and 234 other rounds. The round type for the month included 3,290 eighteen hole rounds and 1,367 nine hole rounds.
- The Golf staff continues to monitor daily tee sheet activity and they are trained to recognize underutilization of the tee sheet and offer promotional prices through the website to increase the number of potential players.

April 2021 and YTD rounds mix:

Type	Actual	Budget	Month- P.Y.	Y.T.D	P.Y-Y.T.D
Paid	4158	3822	3822	24955	24248
Annual	372	419	419	2435	2541
Other rounds	234	231	225	1582	1579
Total Rounds	4764	4472	4466	28972	28368

Departmental Summaries:

Course & Grounds/Range

- Our superintendent, Darren Bache continues to follow the agronomic program that he developed for Cypress Head. The golf course conditions have improved tremendously with his guidance and our mindshare comments have documented the improved conditions.
- Expenses for the month were slightly higher lower than projected due to the timing of invoices. The maintenance team continues to do tree maintenance and projects designed to beautify the areas around the clubhouse and to improve playability. We continue to top dress the greens on a regular basis to reduce thatch and grain to maintain quality putting surfaces. During the month the maintenance team did post weed control on the golf course. Multiple drains were lifted and repaired in the fairways to help improve drainage on the golf course.
- During the upcoming months, the maintenance team is scheduling to do replacement sod on various locations due to damaged and compacted areas. They will also be grinding tree stumps to clean up affected areas.

Golf Shop/Carts

- The golf shop at Cypress Head is now fully stocked with merchandise from Callaway, Titleist, Footjoy and most manufacturers continue to have some supply issues regarding their products. There was \$895.00 in gift card sales purchased for the month with \$13,448.00 in pro-shop sales.
- We continue to follow all regular maintenance procedures regarding the cart fleet which includes registering monthly totals for battery amperage and mileage. We continue to operate under Phase three of the Governor's plan and have returned to two players per cart. Cypress Head has been following the CDC guidelines we have instituted a complete disinfecting regimen for the daily cleaning process of the fleet.
- The staff at Cypress Head Golf Course will continue to offer individual lessons following the guidelines established by the National Golf Foundation during the current Pandemic. A series of Golf Get Ready clinics for beginners and intermediate players will continue in May.
- The MGA and the WGA have continued their league play.

Marketing and Sales:

- Cypress Head continues to build on the 2021 tournament season by hosting several high profile golf tournaments while following CDC guidelines.
- We are starting to see an increase in tournament inquiry for the summer and fall as organizers are adjusting to new Covid guidelines.
- We are continuing our involvement with Golf Pac, and Tee-Times USA along with other National wholesaler and Golf Now to maximize utilization of our tee sheet.

- Cypress Head continues to be active members of the Port Orange South Daytona Chamber of Commerce, Daytona Chamber of Commerce, SEV Chamber and POSD Rotary keeping us informed regarding the challenges of the business and local community.
- We continue to maintain our database of emails with approximately 11,000 unique e-mail addresses. The golf staff continues to update player profiles including residency, phone numbers and proper classifications of all players.

Summary Report

Report run: 5/17/2021 3:50 PM MDT

Data current as of: 5/17/2021 3:49 PM MDT

Key: Poor Acceptable Excellent

REPORT CRITERIA

Date of Survey	4/1/21 - 5/16/21
Select level:	Cypress Head Golf Club

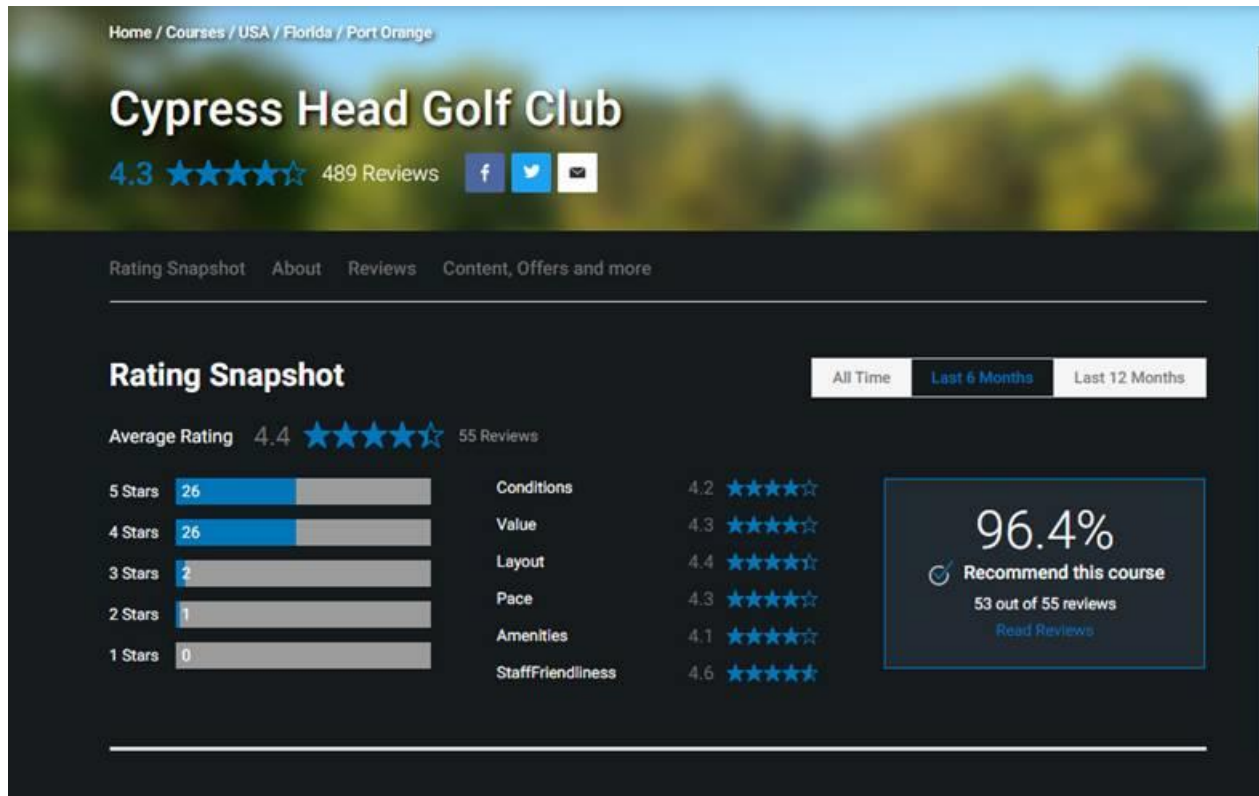
	NPS	Overall Rating	Service Rating	Course Rating	Recommend Rating	# of Surveys
Goal Index	70.0 70.0					
Totals	93.3	9.4	9.6	8.9	9.7	15
Cypress Head Golf Club	93.3	9.4	9.6	8.9	9.7	15

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- Course summary report for April showed an overall rating for the golf course of 9.4 with a course rating of 8.9 and our service rating is at 9.6.

- In addition to the report above, we continue using a new Google Analytic tool that provides us with an alternative ratings source from Golf Now Advisors.



- We continue to assist all players by helping them to enjoy their experience here at Cypress Head. There were some reviews that had constructive ideas to help us improve in some areas which we will evaluate as a team. The comments returned by the players in this avenue are useful tools in helping our maintenance and golf staff team improve. We also review all negative comments and they are discussed by our team and if required we will contact the individual to help us better understand their concerns. Players also have access to a suggestion box which is located at the clubhouse near the Men's and Ladies bulletin boards.

Corporate Support:

- Kemper Sports Center for Excellence – Ongoing resource. We have been participating in monthly webinars designed to share best practices used at Kemper properties throughout the country.

Insights:

- The Pandemic is still a factor at this time and we will continue to follow guidelines established by the CDC as well as relying on the resources from Kemper Sports management and the City of Port Orange. This process will remain in effect until further instructions are received.
- We continue to work with the entire staff at the Parks & Recreation department. Together we are prepared to face any challenges that may come our way.

Respectfully Submitted,

Bob Duquette, PGA

General Manager
The Golf Club at Cypress Head

Matt Lindley

Regional Operating Executive
KemperSports Management

The Golf Club at Cypress Head													
For the Month Ending April 30, 2021													
	04/30/20	05/31/20	06/30/20	07/31/20	08/31/20	09/30/20	10/31/20	11/30/20	12/31/20	01/31/21	02/28/21	03/31/21	04/30/21
REVENUES													
Green Fees & Cart Fees	108,462.35	109,097.50	78,579.23	80,807.20	71,518.85	69,104.20	75,979.77	85,818.30	105,860.59	139,637.86	133,308.83	165,639.35	143,131.74
Merchandise	7,212.70	6,954.97	6,869.54	5,898.98	6,264.29	4,949.02	5,399.26	6,383.41	11,547.34	9,386.28	6,908.60	11,642.11	12,002.67
Other Pro Shop	775.00	655.00	1,865.00	3,274.00	1,136.03	1,041.00	688.00	410.00	1,195.00	2,261.00	4,743.00	1,680.00	1,445.00
Range	4,388.86	3,980.90	2,530.48	2,632.00	2,916.82	2,643.28	2,893.32	2,694.98	4,358.78	4,704.70	4,023.23	5,075.06	4,847.58
Other Operating Revenues	3,491.16	3,453.56	2,891.22	2,649.39	2,380.08	2,160.12	2,396.53	2,469.38	3,062.05	3,743.08	3,343.11	4,296.27	3,735.09
TOTAL REVENUE	124,330.07	124,141.93	92,535.47	95,261.57	84,121.04	79,962.65	87,356.88	97,776.07	126,023.76	159,732.92	152,726.77	188,332.79	165,162.08
COST OF SALES													
Merchandise	6,138.90	3,867.57	4,148.23	3,082.77	4,567.10	2,501.58	3,272.26	4,230.35	7,803.61	5,991.16	4,831.76	7,816.50	7,772.41
TOTAL COGS	6,138.90	3,867.57	4,148.23	3,082.77	4,567.10	2,501.58	3,272.26	4,230.35	7,803.61	5,991.16	4,831.76	7,816.50	7,772.41
COGS - Merchandise %	85.1%	55.6%	60.4%	52.3%	72.9%	50.5%	60.6%	66.3%	67.6%	63.8%	69.9%	67.1%	64.8%
PAYROLL													
Course and Grounds	34,382.92	32,619.65	29,888.32	33,710.11	28,516.94	28,840.74	30,814.43	30,037.93	32,730.71	31,230.95	31,632.30	32,463.30	30,970.73
Carts, Range, Starters, Etc.	7,471.41	7,451.16	6,908.41	7,553.81	8,745.30	6,406.57	6,324.67	5,574.37	6,412.85	7,161.82	7,006.60	8,889.20	7,652.25
Pro Shop	5,514.86	5,746.21	6,839.74	4,851.96	8,349.83	6,457.92	5,008.13	4,989.96	5,239.19	7,792.09	5,770.77	6,936.55	5,888.14
General and Administrative	14,335.47	14,014.25	13,692.32	13,537.43	13,210.09	14,729.01	13,117.81	12,679.37	12,928.33	12,740.89	12,713.14	13,283.61	12,695.50
Marketing	4,924.99	4,174.79	4,058.65	4,033.68	4,170.83	6,427.25	4,090.67	4,237.66	4,761.98	3,964.48	4,892.25	4,915.41	4,948.65
TOTAL PAYROLL	66,629.65	64,006.06	61,387.44	64,066.99	60,992.99	62,861.49	59,355.71	57,519.29	62,073.06	62,882.23	61,973.06	66,288.07	62,155.27
OPERATING EXPENSES													
Course and Grounds	22,994.56	27,063.06	24,090.62	19,279.31	25,235.11	18,485.92	16,445.07	17,150.04	20,120.85	20,264.49	30,668.15	13,555.51	22,231.96
Carts, Range, Starters, Etc.	6,940.46	7,116.27	6,727.77	6,738.68	6,807.38	7,183.04	8,684.43	6,765.18	4,216.83	5,975.01	6,898.29	8,167.60	8,308.22
Pro Shop	49.51	61.00	335.05	568.02	143.73	769.79	168.01	12.23	1,053.49	38.86	4,163.34	733.19	12.73
General and Administrative	16,930.76	16,559.61	15,557.15	18,567.38	16,710.39	20,929.05	17,144.45	19,697.28	20,907.83	19,361.87	17,871.46	19,297.70	18,695.74
Marketing	39.70	405.69	2,299.64	1,939.61	718.61	4,667.70	2,382.27	1,060.84	351.36	824.17	1,051.13	1,369.08	1,717.29
TOTAL OPERATING EXPENSE	46,954.99	53,205.63	49,000.23	47,093.00	49,615.22	52,035.50	44,824.23	44,885.57	46,650.36	46,464.40	59,494.00	41,696.84	51,567.90
TOTAL EXPENSES	119,723.54	121,079.26	114,535.90	114,242.76	115,175.31	117,398.57	107,452.20	106,635.21	116,527.03	115,337.79	126,298.82	115,801.41	121,495.58
EBITDA	4,606.53	3,062.67	(22,000.43)	(18,981.19)	(31,054.27)	(37,405.92)	(20,095.32)	(8,859.14)	9,496.73	44,395.13	26,027.95	72,531.38	43,666.50

The Golf Club at Cypress Head

For the Month Ending April 30, 2021

	04/30/20	05/31/20	06/30/20	07/31/20	08/31/20	09/30/20	10/31/20	11/30/20	12/31/20	01/31/21	02/28/21	03/31/21	04/30/21
EBITDA	4,606.53	3,062.67	(22,000.43)	(18,981.19)	(31,054.27)	(37,405.92)	(20,095.32)	(8,859.14)	9,496.73	44,395.13	26,027.95	72,531.38	43,666.50
MANAGEMENT FEES	(6,062.53)	(6,062.53)	(6,062.53)	(6,062.53)	(6,062.53)	(6,062.53)	(6,183.78)	(6,183.78)	(6,183.78)	(6,183.78)	(6,183.78)	(6,183.78)	(6,183.78)
Interest Expense - Debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Expense - Leases	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL FINANCING ACTIVITY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
OTHER INCOME (EXPENSE)													
Non-Operating Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Transfers from County	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Depreciation & Amortization	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)
Incentive Compensation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Partnership Income(Loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gain(Loss) On Disposal Of Assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expenses / Capital Reserve	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Taxes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OTHER INCOME (EXPE	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)	(95.53)
NET INCOME	(1,551.53)	(3,095.39)	(28,158.49)	(25,139.25)	(37,212.33)	(43,563.98)	(26,374.63)	(15,138.45)	3,217.42	38,115.82	19,748.64	66,252.07	37,387.19
Paid Rounds	3,822.00	3,761.00	2,760.00	3,071.00	2,588.00	2,309.00	2,567.00	2,661.00	3,221.00	4,013.00	3,611.00	4,724.00	4,158.00
Annual Pass Rounds	419.00	382.00	265.00	238.00	283.00	241.00	313.00	273.00	357.00	397.00	327.00	396.00	372.00
Other Rounds	225.00	257.00	214.00	216.00	238.00	182.00	181.00	194.00	238.00	250.00	228.00	287.00	234.00
Total Rounds	4,466.00	4,400.00	3,239.00	3,525.00	3,109.00	2,732.00	3,061.00	3,118.00	3,816.00	4,660.00	4,166.00	5,387.00	4,764.00
Revenue/Paid Rounds	32.53	33.01	33.53	31.02	32.50	34.64	34.03	36.74	39.13	39.80	42.18	39.87	39.72
Revenue/Total Rounds	27.94	28.21	28.57	27.52	27.06	29.26	28.54	31.36	33.03	34.28	36.56	34.96	34.67
	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

The Golf Club at Cypress Head
For the Seven Months Ending April 30, 2021

	<u>04/30/21</u>	<u>09/30/20</u>	<u>04/30/20</u>
ASSETS			
CURRENT ASSETS:			
Cash			
Cash - Depository	194,058	87,684	195,783
Cash - Payroll	27,847	27,894	30,604
Cash - Manual Checks	850	850	850
Cash - Housebank & Other	500	500	500
Total Cash	<u>223,254</u>	<u>116,928</u>	<u>227,738</u>
Accounts Receivable			
A/R Member	148	49,471	1,542
Total Accounts Receivable	<u>148</u>	<u>49,471</u>	<u>1,542</u>
Other Current Assets			
Inventory - Merchandise	27,757	17,054	26,270
Prepaid Insurance	9,791	25,935	8,688
Prepaid Exp - Other	25,901	16,336	17,299
Total Other Current Assets	<u>63,449</u>	<u>59,326</u>	<u>52,257</u>
TOTAL CURRENT ASSETS	<u>286,852</u>	<u>225,725</u>	<u>281,537</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	(29,491)	(28,822)	(28,344)
TOTAL PROPERTY, PLANT AND EQUIPMENT	<u>6,657</u>	<u>7,326</u>	<u>7,804</u>
TOTAL ASSETS	<u><u>293,509</u></u>	<u><u>233,051</u></u>	<u><u>289,340</u></u>

The Golf Club at Cypress Head
For the Seven Months Ending April 30, 2021

	<u>04/30/21</u>	<u>09/30/20</u>	<u>04/30/20</u>
LIABILITIES AND STOCKHOLDERS' EQUITY			
CURRENT LIABILITIES:			
Accts Pay - Trade	64,571	26,108	57,558
Accts Pay - Other	(44,460)	(42,586)	13,557
Accrued Expenses	678	598	1,725
Accrued Payroll	24,969	43,331	42,752
Accrued Taxes	9,921	4,122	34,042
Deferred Revenue	114,621	201,477	108,850
TOTAL CURRENT LIABILITIES	<u>170,300</u>	<u>233,050</u>	<u>258,483</u>
 TOTAL LIABILITIES	 <u>170,300</u>	 <u>233,050</u>	 <u>258,483</u>
 STOCKHOLDER'S EQUITY			
Retained Earnings	123,209	1	30,857
Net Retained Earnings	123,209	1	30,857
Stockholders Equity	123,209	1	30,857
TOTAL STOCKHOLDER'S EQUITY	<u>123,209</u>	<u>1</u>	<u>30,857</u>
 TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	 <u>293,509</u>	 <u>233,051</u>	 <u>289,340</u>

The Golf Club at Cypress Head
Course Cash Flow Report
For the Year Ended April 30, 2021

	OCT Actual	NOV Actual	DEC Actual	JAN Actual	FEB Actual	MAR Actual	APR Actual	MAY Actual	JUN Actual	JUL Actual	AUG Actual	SEP Actual
EBITDA	(20,095)	(8,859)	9,497	44,395	26,028	72,531	43,667	0	0	0	0	0
Management Fee Expense	(6,184)	(6,184)	(6,184)	(6,184)	(6,184)	(6,184)	(6,184)	0	0	0	0	0
Depreciation & Amortization	(96)	(96)	(96)	(96)	(96)	(96)	(96)	0	0	0	0	0
Net Income	(26,375)	(15,138)	3,217	38,116	19,749	66,252	37,387	0	0	0	0	0
Working Capital Changes												
Inventory	(4,220)	(8,067)	5,087	(959)	(7,579)	491	4,544	0	0	0	0	0
Receivables	48,371	803	(155)	173	(147)	(396)	674	0	0	0	0	0
Prepaid Expenses	4,989	(10,579)	(4,535)	6,845	4,617	(661)	5,905	0	0	0	0	0
Payables	366	22,974	3,069	10,092	20,983	(8,662)	(10,360)	0	0	0	0	0
Due to from the City	(12,616)	0	(143)	10,838	313	(24)	(243)	0	0	0	0	0
Accrued Expenses	(8,228)	26,425	(12,944)	(2,156)	(1,173)	6,989	(21,396)	0	0	0	0	0
Deferred Revenues	(28,722)	(3,864)	(1,732)	(18,758)	(10,894)	(7,218)	(15,667)	0	0	0	0	0
Depreciation & Amortization	96	96	96	96	96	96	96	0	0	0	0	0
Operating Cash Flow	(26,338)	12,649	(8,040)	44,288	25,963	56,865	940	0	0	0	0	0
Investing Activities												
Financing Activities												
Net Cash Flows	(26,338)	12,649	(8,040)	44,288	25,963	56,865	940	0	0	0	0	0
Beginning Cash	116,928	90,590	103,239	95,199	139,486	165,450	222,315	223,254	265,349	265,349	265,349	265,349
Net Cash Flows	(26,338)	12,649	(8,040)	44,288	25,963	56,865	940	0	0	0	0	0
Ending Cash	90,590	103,239	95,199	139,486	165,450	222,315	223,254	223,254	265,349	265,349	265,349	265,349

The Golf Club at Cypress Head
Comparative Income Statement
For the Seven Months Ending April 30, 2021

	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	108,462	752,034	1,161,141	65%	143,132	849,376	1,197,974	71%
Merchandise	7,213	49,575	80,512	62%	12,003	63,270	71,373	89%
Other Pro Shop	775	11,397	19,368	59%	1,445	12,422	15,052	83%
Range	4,389	24,500	39,203	62%	4,848	28,598	37,476	76%
Other Operating Revenues	3,491	22,717	36,052	63%	3,735	23,046	36,817	63%
Other G&A Income	0	288	288	100%	0	0	0	
TOTAL REVENUE	124,330	860,510	1,336,563	64%	165,162	976,711	1,358,692	72%
COST OF SALES								
Merchandise	6,139	31,976	50,143	64%	7,772	41,718	43,538	96%
TOTAL COGS	6,139	31,976	50,143	64%	7,772	41,718	43,538	96%
COGS - Merchandise %	85.1%	64.5%	62.3%	103.6%	64.8%	65.9%	61.0%	108.1%
PAYROLL								
Course and Grounds	34,383	218,230	371,806	59%	30,971	219,880	401,983	55%
Carts, Range, Starters, Etc.	7,471	50,946	86,391	59%	7,652	48,822	86,723	56%
Pro Shop	5,515	40,633	72,879	56%	5,888	41,625	65,733	63%
General and Administrative	14,335	99,201	168,385	59%	12,696	90,159	159,595	56%
Marketing	4,925	31,048	53,913	58%	4,949	31,761	53,337	60%
TOTAL PAYROLL	66,630	440,059	753,374	58%	62,155	432,247	767,370	56%
OPERATING EXPENSES								
Course and Grounds	22,995	130,508	244,662	53%	22,232	140,436	270,086	52%
Carts, Range, Starters, Etc.	6,940	42,163	76,737	55%	8,308	49,016	88,458	55%
Pro Shop	50	7,078	8,955	79%	13	6,182	8,525	73%
General and Administrative	16,931	126,683	217,006	58%	19,298	131,194	215,295	61%
Marketing	40	8,079	18,101	45%	1,717	8,756	20,446	43%
TOTAL OPERATING EXPENSES	46,955	314,511	565,461	56%	51,568	335,583	602,810	56%
TOTAL EXPENSES	119,724	786,546	1,368,978	57%	121,496	809,548	1,413,718	57%
OTHER INCOME (EXPENSE)								
MANAGEMENT FEES	(6,063)	(42,438)	(72,750)	58%	(6,184)	(43,286)	(74,940)	58%
Depreciation & Amortization	(96)	(669)	(1,146)	58%	(96)	(669)	(1,146)	58%
TOTAL OTHER INCOME (EXPENSE)	(6,158)	(43,106)	(73,897)	58%	(6,279)	(43,955)	(76,086)	58%
NET INCOME	(1,552)	30,858	(106,311)	-29%	37,387	123,208	(131,112)	-94%
=====								
Paid Rounds	3,822	24,248			0	0	0	
Annual Pass Rounds	419	2,541			0	0	0	
Other Rounds	225	1,579			0	0	0	
Total Rounds	4,466	28,368			0	0	0	
Revenue/Paid Rounds	33	35			0	0	0	
Revenue/Total Rounds	28	30			0	0	0	

**The Golf Club at Cypress Head
Course Cash Flow Report
April 30, 2021**

	<u>April</u>	<u>YTD</u>
EBITDA	\$43,666.50	\$167,163.23
Management Fee Expense	(6,183.78)	(43,286.46)
Depreciation & Amortization	(95.53)	(668.71)
Net Income	37,387.19	123,208.06
Working Capital Changes		
Inventory	4,544.36	(10,703.08)
Receivables	673.98	49,322.86
Payables	(10,360.21)	38,463.06
Due to from the City	(242.70)	(1,874.13)
Prepays	5,904.90	6,579.55
Accrued Liabilities	(21,395.95)	(12,483.30)
Other Liabilities	(15,667.39)	(86,855.59)
Depreciation & Amortization	95.53	668.71
Operating Cash Flow	939.71	106,326.14
Investing Cash Flows		
Financing Cash Flow		
Net Cash Flows	939.71	106,326.14
Beginning Cash	222,314.73	116,928.30
Net Cash Flows	939.71	106,326.14
Ending Cash	223,254.44	223,254.44

The Golf Club at Cypress Head
Summary of All Units
For the Seven Months Ending April 30, 2021

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												
90,894	78,719	115%	67,522	135%	Green Fees	528,904	485,712	109%	460,782	115%	708,381	777,117
52,238	45,878	114%	40,940	128%	Cart Fee	320,472	300,931	106%	291,252	110%	489,592	481,367
0	20	0%	20	0%	Handicap Fee	4,383	4,354	101%	4,154	106%	4,454	4,589
1,155	605	191%	585	197%	Lessons	6,539	5,453	120%	5,313	123%	7,453	13,234
290	190	153%	170	171%	Rental Clubs	2,070	1,500	72%	1,930	78%	3,145	2,570
12,003	6,900	174%	7,213	166%	Retail	63,270	48,873	129%	49,575	128%	71,373	94,206
4,848	4,000	121%	4,389	110%	Range	28,598	24,276	118%	24,500	117%	37,476	43,301
3,735	3,491	107%	3,491	107%	City Surcharge R & R	23,046	22,717	101%	22,717	101%	36,817	36,380
0	0	0%	0	0%	Miscellaneous G&A	0	0	0%	288	0%	0	0
165,162	139,804	118%	124,330	133%	Total Revenues	976,711	894,386	109%	860,510	114%	1,358,692	1,452,764
COST OF GOODS SOLD												
7,772	4,209	185%	6,139	127%	COGS - Merchandise	41,718	29,813	140%	31,976	130%	43,538	59,885
7,772	4,209	185%	6,139	127%	Total COGS	41,718	29,813	140%	31,976	130%	43,538	59,885
157,390	135,595	116%	118,191	133%	GROSS MARGIN	934,993	864,574	108%	828,535	113%	1,315,154	1,392,879
64.76%	61.00%	106.16%	85.11%	76.08%	COGS - Merchandise %	65.94%	61.00%	108.09%	64.50%	102.23%	61.00%	751.83%
PAYROLL												
23,478	23,115	102%	22,802	103%	Gross Payroll - Salaried	162,240	161,803	100%	162,571	100%	277,376	278,603
29,009	29,814	97%	31,428	92%	Gross Payroll - Hourly	200,564	210,686	95%	198,519	101%	364,322	349,696
52,487	52,929	99%	54,230	97%	S/T Wages	362,804	372,488	97%	361,091	100%	641,698	628,299
3,602	4,049	89%	3,948	91%	Payroll Tax - FICA	26,961	28,495	95%	26,041	104%	49,090	46,036
617	411	150%	245	252%	Payroll Tax - UC	5,396	2,732	198%	1,890	285%	4,008	6,062
941	1,034	91%	1,559	60%	Payroll Tax - WC	6,922	7,275	95%	7,199	96%	12,532	11,997
4,509	5,003	90%	6,648	68%	Benefits	30,164	33,024	86%	43,838	69%	60,042	53,168
9,669	10,497	92%	12,399	78%	S/T Adders	69,443	73,526	94%	78,969	88%	125,673	117,263
62,155	63,426	98%	66,630	93%	TOTAL PAYROLL	432,247	446,015	97%	440,059	98%	767,370	745,562
OPERATING EXPENSES												
60	114	52%	113	53%	Cart Supplies	1,132	615	184%	609	186%	1,120	1,860
281	300	93%	524	54%	Chemicals	2,910	2,099	139%	1,714	170%	3,598	4,317
179	162	111%	160	112%	Course Accessories	242	933	26%	924	26%	2,044	532
6,614	1,412	468%	1,398	473%	Fertilizer	34,145	26,057	131%	25,799	132%	47,369	49,214
0	0	0%	0	0%	Flowers/Decor	873	0	0%	0	0%	505	873
1,278	577	222%	571	224%	Fuel	4,822	5,167	93%	5,116	94%	10,823	10,057
0	0	0%	0	0%	Fungicides	1,371	3,000	46%	1,418	97%	3,499	4,189
1,024	2,845	36%	2,817	36%	Herbicides	9,290	13,905	67%	13,768	67%	26,379	21,999
0	0	0%	544	0%	Insecticides	1,396	599	233%	3,423	41%	10,619	5,407
436	585	75%	579	75%	Janitorial Supplies	3,902	3,843	102%	2,874	136%	6,368	6,442
182	249	73%	246	74%	Laundry/Uniforms	204	2,122	10%	2,101	10%	3,132	928
289	424	68%	420	69%	Office Supplies	1,964	2,819	70%	3,885	51%	3,829	3,525
0	0	0%	0	0%	Range Balls	2,654	1,338	198%	1,325	200%	1,338	2,654
1,767	0	0%	0	0%	Range Equipment	3,093	2,122	146%	2,101	147%	2,627	3,455
392	0	0%	0	0%	Range Expenses	392	395	99%	391	100%	395	295
0	1,477	0%	1,462	0%	Sand/Topdress	4,139	2,545	163%	2,520	164%	11,837	9,446
1,050	0	0%	0	0%	Seeds/Trees	4,465	6,799	66%	6,731	66%	8,011	5,115
0	0	0%	0	0%	Small Tools	212	818	26%	810	26%	1,323	803
0	0	0%	0	0%	Staff/Volunteer Uniforms	0	0	0%	0	0%	556	0
0	0	0%	0	0%	Supplies	1,332	1,510	88%	1,495	89%	1,813	2,190
0	0	0%	0	0%	Tournament Expense	74	569	13%	212	35%	821	162
231	233	99%	231	100%	Alarm System	1,602	1,687	95%	1,868	86%	2,848	4,829
110	107	102%	106	103%	Cart Repairs	219	139	157%	138	158%	1,452	369
42	54	77%	54	78%	Computer Service	503	545	92%	540	93%	1,820	6,972
812	982	83%	972	84%	Contract Cleaning	5,684	5,988	95%	5,929	96%	10,155	9,904
0	0	0%	0	0%	Guest Relations	20	0	0%	0	0%	0	29
0	0	0%	0	0%	Handicap Expense	4,165	3,992	104%	3,952	105%	4,219	4,613
1,447	1,083	134%	4,923	29%	Irrigation	7,082	7,582	93%	9,147	77%	12,997	9,779
0	0	0%	0	0%	Lesson Expense	0	0	0%	0	0%	152	46
1,200	961	125%	951	126%	Repair & Maint - Equipment	8,616	11,727	73%	11,610	74%	20,514	17,448
108	8	1417%	8	1432%	Repair & Maint - Building	4,520	3,434	132%	3,934	115%	5,706	10,566
4,974	5,822	85%	5,765	86%	Cart Lease	34,818	40,761	85%	30,863	113%	69,874	63,641
5,721	6,462	89%	6,398	89%	Equipment Lease	40,047	45,236	89%	31,689	126%	77,546	72,035
176	178	99%	176	100%	Off-Site Storage	1,232	1,244	99%	1,232	100%	2,134	2,112
1,183	1,168	101%	1,157	102%	Utilities - Electric	7,988	8,084	99%	8,004	100%	13,942	13,711
4,218	4,918	86%	4,869	87%	Utilities - Other	21,319	23,304	91%	23,073	92%	41,080	37,843
190	324	59%	320	59%	Utilities - Telephone/Fax	1,264	2,151	59%	2,130	59%	3,767	2,807
220	222	99%	220	100%	Utilities - Water	1,525	1,453	105%	1,438	106%	2,715	2,555
1,717	1,540	112%	40	4326%	Advertising & Promotion	8,756	11,160	78%	8,079	108%	20,446	18,777
413	283	146%	280	147%	Bank Charges	2,874	2,544	113%	2,519	114%	4,059	4,513
14	0	0%	5	313%	Cash Short/(Over)	(148)	0	0%	(339)	44%	0	(293)
200	200	100%	200	100%	Cell Phone	1,400	1,399	100%	1,400	100%	2,399	2,400

The Golf Club at Cypress Head
Summary of All Units
For the Seven Months Ending April 30, 2021

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
3,735	3,491	107%	3,491	107%	City Surcharge R & R	23,046	22,717	101%	22,717	101%	36,817	36,380
4,010	2,916	138%	2,887	139%	Credit Card Discounts	20,306	17,152	118%	16,982	120%	28,262	30,011
(10)	0	4000%	(25)	40%	Donations	90	0	-22500%	(140)	-64%	0	334
0	0	0%	0	0%	Dues & Subscriptions	505	359	141%	355	142%	1,066	1,512
0	0	0%	0	0%	Education & Training	400	1,414	28%	1,400	29%	1,534	400
398	0	120503%	(19)	-2041%	Employee Relations	2,013	867	232%	638	315%	1,346	2,575
0	0	0%	0	0%	Employee Testing	0	190	0%	188	0%	341	87
5,312	4,685	113%	4,639	115%	Insurance Expense	37,058	32,796	113%	32,471	114%	55,571	62,370
0	0	0%	0	0%	Member Relations	0	152	0%	150	0%	154	0
0	35	0%	34	0%	Messenger Service - Fedex	0	502	0%	497	0%	677	134
0	0	0%	0	0%	Miscellaneous	0	0	0%	(9)	0%	0	0
0	0	0%	0	0%	O/S - Accounting	9,250	6,875	135%	6,875	135%	12,875	13,250
0	0	0%	0	0%	O/S - Other	5,680	1,000	568%	0	0%	6,200	13,780
387	371	104%	368	105%	Payroll Processing Fee	2,533	3,380	75%	3,347	76%	5,905	3,791
282	54	522%	53	527%	Postage/Shipping	1,420	568	250%	563	252%	1,074	1,958
220	0	0%	0	0%	Tax/Licenses/Fees	40	554	7%	430	9%	554	25
122	0	0%	0	0%	Travel - Meals	520	1,315	40%	1,302	40%	1,315	582
569	19	3064%	18	3094%	Travel - Other	609	2,332	26%	2,309	26%	3,290	1,148
17	0	0%	0	0%	Employee Meals	17	0	-4057%	13	127%	0	73
51,568	44,261	117%	46,955	110%	TOTAL OPERATING EXPENSES	335,583	341,855	98%	314,511	107%	602,810	586,533
43,667	27,908	156%	4,607	948%	EBITDA	167,163	76,703	218%	73,965	226%	(55,026)	60,784
6,184	6,245	99%	6,063	102%	Management Fee	43,286	43,715	99%	42,438	102%	74,940	73,599
6,184	6,245	99%	6,063	102%	Management Fees	43,286	43,715	99%	42,438	102%	74,940	73,599
23	23	100%	23	100%	Deprec - Mach & Equip	162	162	100%	162	100%	277	277
72	72	100%	72	100%	Deprec - Buildings	507	507	100%	507	100%	869	869
96	96	100%	96	100%	S/T DEPR. & AMORT	669	669	100%	669	100%	1,146	1,146
37,387	21,567	173%	(1,552)	-2410%	NET INCOME	123,208	32,320	381%	30,858	399%	(131,112)	(13,961)

The Golf Club at Cypress Head
Course & Grounds
For the Seven Months Ending April 30, 2021

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												
90,894	78,719	115%	67,522	135%	Green Fees	528,904	485,712	109%	460,782	115%	708,381	777,117
3,735	3,491	107%	3,491	107%	City Surcharge R & R	23,046	22,717	101%	22,717	101%	36,817	36,380
94,629	82,210	115%	71,013	133%	Total Revenues	551,950	508,429	109%	483,500	114%	745,199	813,496
94,629	82,210	115%	71,013	133%	GROSS MARGIN	551,950	508,429	109%	483,500	114%	745,199	813,496
PAYROLL												
9,405	9,510	99%	8,819	107%	Gross Payroll - Salaried	66,534	66,568	100%	66,451	100%	114,116	110,411
17,469	18,937	92%	19,880	88%	Gross Payroll - Hourly	123,196	133,820	92%	113,296	109%	231,983	212,541
26,875	28,447	94%	28,699	94%	S/T Wages	189,730	200,388	95%	179,747	106%	346,099	322,952
1,873	2,176	86%	2,106	89%	Payroll Tax - FICA	14,117	15,330	92%	12,899	109%	26,477	23,971
292	240	122%	140	208%	Payroll Tax - UC	2,762	1,369	202%	864	320%	1,970	3,003
472	556	85%	704	68%	Payroll Tax - WC	3,590	3,914	92%	3,469	103%	6,759	6,166
1,460	1,723	85%	2,733	53%	Benefits	9,682	12,062	80%	21,251	46%	20,678	17,364
4,096	4,695	87%	5,684	72%	S/T Adders	30,150	32,674	92%	38,483	78%	55,884	50,505
30,971	33,141	93%	34,383	90%	TOTAL PAYROLL	219,880	233,062	94%	218,230	101%	401,983	373,456
OPERATING EXPENSES												
281	300	93%	524	54%	Chemicals	2,910	2,099	139%	1,714	170%	3,598	4,317
179	162	111%	160	112%	Course Accessories	242	933	26%	924	26%	2,044	532
6,614	1,412	468%	1,398	473%	Fertilizer	34,145	26,057	131%	25,799	132%	47,369	49,214
0	0	0%	0	0%	Flowers/Decor	873	0	0%	0	0%	505	873
1,278	577	222%	571	224%	Fuel	4,822	5,167	93%	5,116	94%	10,823	10,057
0	0	0%	0	0%	Fungicides	1,371	3,000	46%	1,418	97%	3,499	4,189
1,024	2,845	36%	2,817	36%	Herbicides	9,290	13,905	67%	13,768	67%	26,379	21,999
0	0	0%	544	0%	Insecticides	1,396	599	233%	3,423	41%	10,619	5,407
0	1,477	0%	1,462	0%	Sand/Topdress	4,139	2,545	163%	2,520	164%	11,837	9,446
1,050	0	0%	0	0%	Seeds/Trees	4,465	6,799	66%	6,731	66%	8,011	5,115
0	0	0%	0	0%	Small Tools	212	818	26%	810	26%	1,323	803
0	0	0%	0	0%	Staff/Volunteer Uniforms	0	0	0%	0	0%	556	0
1,447	1,083	134%	4,923	29%	Irrigation	7,082	7,582	93%	9,147	77%	12,997	9,779
1,200	961	125%	951	126%	Repair & Maint - Equipment	8,547	10,288	83%	10,186	84%	17,863	17,379
108	0	0%	0	0%	Repair & Maint - Building	1,250	1,372	91%	1,358	92%	1,877	5,144
5,721	6,462	89%	6,398	89%	Equipment Lease	40,047	45,236	89%	31,689	126%	77,546	72,035
177	202	87%	200	88%	Utilities - Electric	1,348	1,311	103%	1,298	104%	2,624	2,465
2,631	2,682	98%	2,655	99%	Utilities - Other	10,192	11,015	93%	10,906	93%	18,085	17,278
0	172	0%	170	0%	Utilities - Telephone/Fax	0	866	0%	858	0%	1,573	885
220	222	99%	220	100%	Utilities - Water	1,525	1,453	105%	1,438	106%	2,715	2,555
0	0	0%	0	0%	Education & Training	400	404	99%	400	100%	524	400
53	0	0%	0	0%	Employee Relations	250	0	0%	0	0%	101	450
0	0	0%	0	0%	Employee Testing	0	190	0%	188	0%	341	87
0	0	0%	0	0%	O/S - Other	5,680	1,000	568%	0	0%	6,200	13,780
250	0	0%	0	0%	Tax/Licenses/Fees	250	556	45%	550	45%	556	400
0	0	0%	0	0%	Travel - Other	0	270	0%	268	0%	523	0
22,232	18,557	120%	22,995	97%	TOTAL OPERATING EXPENSES	140,436	143,464	98%	130,508	108%	270,086	254,590
41,426	30,511	136%	13,636	304%	EBITDA	191,633	131,903	145%	134,762	142%	73,130	185,450
41,426	30,511	136%	13,636	304%	NET INCOME	191,633	131,903	145%	134,762	142%	73,130	185,450

The Golf Club at Cypress Head
Carts
For the Seven Months Ending April 30, 2021

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
52,238	45,878	114%	40,940	128%	REVENUES	320,472	300,931	106%	291,252	110%	489,592	481,367
52,238	45,878	114%	40,940	128%	Cart Fee	320,472	300,931	106%	291,252	110%	489,592	481,367
52,238	45,878	114%	40,940	128%	Total Revenues	320,472	300,931	106%	291,252	110%	489,592	481,367
					GROSS MARGIN	320,472	300,931	106%	291,252	110%	489,592	481,367
6,740	6,420	105%	6,699	101%	PAYROLL	43,461	45,368	96%	45,933	95%	78,110	75,404
6,740	6,420	105%	6,699	101%	Gross Payroll - Hourly	43,461	45,368	96%	45,933	95%	78,110	75,404
					S/T Wages							
546	491	111%	512	107%	Payroll Tax - FICA	3,441	3,471	99%	3,635	95%	5,975	5,971
245	87	281%	62	393%	Payroll Tax - UC	1,102	589	187%	419	263%	1,034	1,431
121	125	96%	179	67%	Payroll Tax - WC	819	886	92%	897	91%	1,525	1,442
0	6	0%	19	0%	Benefits	0	45	0%	62	0%	78	19
912	710	128%	773	118%	S/T Adders	5,361	4,991	107%	5,013	107%	8,613	8,863
7,652	7,130	107%	7,471	102%	TOTAL PAYROLL	48,822	50,359	97%	50,946	96%	86,723	84,267
60	114	52%	113	53%	OPERATING EXPENSES	1,132	615	184%	609	186%	1,120	1,860
110	107	102%	106	103%	Cart Supplies	219	139	157%	138	158%	1,452	369
4,974	5,822	85%	5,765	86%	Cart Repairs	34,818	40,761	85%	30,863	113%	69,874	63,641
1,006	966	104%	957	105%	Cart Lease	6,639	6,773	98%	6,706	99%	11,318	11,245
6,149	7,010	88%	6,940	89%	Utilities - Electric	42,808	48,288	89%	38,316	112%	83,765	77,116
38,436	31,738	121%	26,528	145%	TOTAL OPERATING EXPENSES	228,843	202,284	113%	201,989	113%	319,105	319,984
38,436	31,738	121%	26,528	145%	EBITDA	228,843	202,284	113%	201,989	113%	319,105	319,984
38,436	31,738	121%	26,528	145%	NET INCOME	228,843	202,284	113%	201,989	113%	319,105	319,984

The Golf Club at Cypress Head
Range
For the Seven Months Ending April 30, 2021

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
4,848	4,000	121%	4,389	110%	REVENUES							
4,848	4,000	121%	4,389	110%	Range	28,598	24,276	118%	24,500	117%	37,476	43,301
4,848	4,000	121%	4,389	110%	Total Revenues	28,598	24,276	118%	24,500	117%	37,476	43,301
4,848	4,000	121%	4,389	110%	GROSS MARGIN	28,598	24,276	118%	24,500	117%	37,476	43,301
0	0	0%	0	0%	OPERATING EXPENSES							
1,767	0	0%	0	0%	Range Balls	2,654	1,338	198%	1,325	200%	1,338	2,654
392	0	0%	0	0%	Range Equipment	3,093	2,122	146%	2,101	147%	2,627	3,455
0	0	0%	0	0%	Range Expenses	392	395	99%	391	100%	395	295
0	0	0%	0	0%	Repair & Maint - Equipment	69	30	230%	30	233%	333	69
2,159	0	0%	0	0%	TOTAL OPERATING EXPENSES	6,208	3,886	160%	3,847	161%	4,694	6,473
2,689	4,000	67%	4,389	61%	EBITDA	22,390	20,390	110%	20,653	108%	32,782	36,828
2,689	4,000	67%	4,389	61%	NET INCOME	22,390	20,390	110%	20,653	108%	32,782	36,828

The Golf Club at Cypress Head
Golf Shop
For the Seven Months Ending April 30, 2021

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	20	0%	20	0%	Handicap Fee	4,383	4,354	101%	4,154	106%	4,454	4,589
1,155	605	191%	585	197%	Lessons	6,539	5,453	120%	5,313	123%	7,453	13,234
290	190	153%	170	171%	Rental Clubs	1,500	2,070	72%	1,930	78%	3,145	2,570
12,003	6,900	174%	7,213	166%	Retail	63,270	48,873	129%	49,575	128%	71,373	94,206
13,448	7,715	174%	7,988	168%	Total Revenues	75,692	60,750	125%	60,972	124%	86,425	114,600
COST OF GOODS SOLD												
7,772	4,209	185%	6,139	127%	COGS - Merchandise	41,718	29,813	140%	31,976	130%	43,538	59,885
7,772	4,209	185%	6,139	127%	Total COGS	41,718	29,813	140%	31,976	130%	43,538	59,885
5,675	3,506	162%	1,849	307%	GROSS MARGIN	33,974	30,937	110%	28,996	117%	42,887	54,714
64.76%	61.00%	106.16%	85.11%	76.08%	COGS - Merchandise %	65.94%	61.00%	108.09%	64.50%	102.23%	61.00%	751.83%
PAYROLL												
4,800	4,457	108%	4,466	107%	Gross Payroll - Hourly	33,847	31,497	107%	34,331	99%	54,229	61,039
4,800	4,457	108%	4,466	107%	S/T Wages	33,847	31,497	107%	34,331	99%	54,229	61,039
361	341	106%	339	106%	Payroll Tax - FICA	2,574	2,410	107%	2,597	99%	4,149	4,597
80	52	153%	39	207%	Payroll Tax - UC	765	301	254%	275	278%	492	853
92	87	106%	127	72%	Payroll Tax - WC	668	615	109%	676	99%	1,059	1,195
556	484	115%	544	102%	Benefits	3,772	3,386	111%	2,754	137%	5,804	6,186
1,089	964	113%	1,049	104%	S/T Adders	7,778	6,712	116%	6,302	123%	11,504	12,832
5,888	5,421	109%	5,515	107%	TOTAL PAYROLL	41,625	38,209	109%	40,633	102%	65,733	73,870
OPERATING EXPENSES												
13	42	30%	42	30%	Office Supplies	415	880	47%	876	47%	981	852
0	0	0%	0	0%	Supplies	1,332	1,510	88%	1,495	89%	1,813	2,190
0	0	0%	0	0%	Tournament Expense	74	569	13%	212	35%	821	162
0	0	0%	0	0%	Handicap Expense	4,165	3,992	104%	3,952	105%	4,219	4,613
0	0	0%	0	0%	Lesson Expense	0	0	0%	0	0%	152	46
0	8	0%	8	0%	Repair & Maint - Building	196	540	36%	543	36%	540	196
0	0	0%	0	0%	Cash Short/(Over)	0	0	0%	(1)	0%	0	0
13	50	25%	50	26%	TOTAL OPERATING EXPENSES	6,182	7,489	83%	7,078	87%	8,525	8,059
(226)	(1,965)	11%	(3,716)	6%	EBITDA	(13,833)	(14,760)	94%	(18,715)	74%	(31,370)	(27,216)
(226)	(1,965)	11%	(3,716)	6%	NET INCOME	(13,833)	(14,760)	94%	(18,715)	74%	(31,370)	(27,216)

The Golf Club at Cypress Head
G & A
For the Seven Months Ending April 30, 2021

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	0	0%	0	0%	Miscellaneous G&A	0	0	0%	288	0%	0	0
0	0	0%	0	0%	Total Revenues	0	0	0%	288	0%	0	0
0	0	0%	0	0%	GROSS MARGIN	0	0	0%	288	0%	0	0
PAYROLL												
10,021	10,043	100%	10,117	99%	Gross Payroll - Salaried	70,345	70,303	100%	71,152	99%	120,520	124,024
0	0	0%	384	0%	Gross Payroll - Hourly	60	0	0%	4,959	1%	0	712
10,021	10,043	100%	10,501	95%	S/T Wages	70,405	70,303	100%	76,111	93%	120,520	124,737
572	768	74%	712	80%	Payroll Tax - FICA	4,993	5,378	93%	5,138	97%	9,220	8,518
0	2	0%	4	0%	Payroll Tax - UC	551	297	186%	262	210%	297	558
182	196	93%	278	65%	Payroll Tax - WC	1,357	1,373	99%	1,488	91%	2,354	2,383
1,921	2,267	85%	2,841	68%	Benefits	12,853	15,869	81%	16,203	79%	27,204	23,146
2,675	3,233	83%	3,835	70%	S/T Adders	19,754	22,917	86%	23,090	86%	39,075	34,605
12,696	13,277	96%	14,335	89%	TOTAL PAYROLL	90,159	93,221	97%	99,201	91%	159,595	159,342
OPERATING EXPENSES												
436	585	75%	579	75%	Janitorial Supplies	3,902	3,843	102%	2,874	136%	6,368	6,442
182	249	73%	246	74%	Laundry/Uniforms	204	2,122	10%	2,101	10%	3,132	928
276	381	72%	378	73%	Office Supplies	1,549	1,939	80%	3,009	51%	2,848	2,673
231	233	99%	231	100%	Alarm System	1,602	1,687	95%	1,868	86%	2,848	4,829
42	54	77%	54	78%	Computer Service	503	545	92%	540	93%	1,820	6,972
812	982	83%	972	84%	Contract Cleaning	5,684	5,988	95%	5,929	96%	10,155	9,904
0	0	0%	0	0%	Guest Relations	20	0	0%	0	0%	0	29
0	0	0%	0	0%	Repair & Maint - Equipment	0	1,408	0%	1,394	0%	2,317	0
0	0	0%	0	0%	Repair & Maint - Building	3,074	1,522	202%	2,032	151%	3,290	5,227
176	178	99%	176	100%	Off-Site Storage	1,232	1,244	99%	1,232	100%	2,134	2,112
1,587	2,236	71%	2,214	72%	Utilities - Other	11,127	12,289	91%	12,167	91%	22,995	20,565
190	152	125%	150	126%	Utilities - Telephone/Fax	1,264	1,285	98%	1,272	99%	2,194	1,922
413	283	146%	280	147%	Bank Charges	2,874	2,544	113%	2,519	114%	4,059	4,513
14	0	0%	5	313%	Cash Short/(Over)	(148)	0	0%	(339)	44%	0	(293)
200	200	100%	200	100%	Cell Phone	1,400	1,399	100%	1,400	100%	2,399	2,400
3,735	3,491	107%	3,491	107%	City Surcharge R & R	23,046	22,717	101%	22,717	101%	36,817	36,380
4,010	2,916	138%	2,887	139%	Credit Card Discounts	20,306	17,152	118%	16,982	120%	28,262	30,011
(10)	0	4000%	(25)	40%	Donations	90	0	-22500%	(140)	-64%	0	334
0	0	0%	0	0%	Dues & Subscriptions	505	359	141%	355	142%	1,066	1,512
0	0	0%	0	0%	Education & Training	0	1,010	0%	1,000	0%	1,010	0
344	0	104367%	(19)	-1768%	Employee Relations	1,764	867	204%	638	276%	1,245	2,125
5,312	4,685	113%	4,639	115%	Insurance Expense	37,058	32,796	113%	32,471	114%	55,571	62,370
0	0	0%	0	0%	Member Relations	0	152	0%	150	0%	154	0
0	35	0%	34	0%	Messenger Service - Fedex	0	502	0%	497	0%	677	134
0	0	0%	0	0%	Miscellaneous	0	0	0%	(9)	0%	0	0
0	0	0%	0	0%	O/S - Accounting	9,250	6,875	135%	6,875	135%	12,875	13,250
387	371	104%	368	105%	Payroll Processing Fee	2,533	3,380	75%	3,347	76%	5,905	3,791
282	54	522%	53	527%	Postage/Shipping	1,420	568	250%	563	252%	1,074	1,958
(30)	0	0%	0	0%	Tax/Licenses/Fees	(210)	(1)	17500%	(120)	175%	(1)	(375)
122	0	0%	0	0%	Travel - Meals	520	1,315	40%	1,302	40%	1,315	582
569	19	3064%	18	3094%	Travel - Other	609	2,062	30%	2,042	30%	2,767	1,148
17	0	0%	0	0%	Employee Meals	17	0	-4057%	13	127%	0	73
19,298	17,104	113%	16,931	114%	TOTAL OPERATING EXPENSES	131,194	127,568	103%	126,683	104%	215,295	221,517
(31,993)	(30,380)	105%	(31,266)	102%	EBITDA	(221,352)	(220,788)	100%	(225,596)	98%	(374,889)	(380,859)
6,184	6,245	99%	6,063	102%	Management Fee	43,286	43,715	99%	42,438	102%	74,940	73,599
6,184	6,245	99%	6,063	102%	Management Fees	43,286	43,715	99%	42,438	102%	74,940	73,599
23	23	100%	23	100%	Deprec - Mach & Equip	162	162	100%	162	100%	277	277
72	72	100%	72	100%	Deprec - Buildings	507	507	100%	507	100%	869	869
96	96	100%	96	100%	S/T DEPR. & AMORT	669	669	100%	669	100%	1,146	1,146
(38,273)	(36,721)	104%	(37,424)	102%	NET INCOME	(265,308)	(265,172)	100%	(268,703)	99%	(450,976)	(455,604)

The Golf Club at Cypress Head
Marketing
For the Seven Months Ending April 30, 2021

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							
4,052	3,562	114%	3,866	105%	Gross Payroll - Salaried	25,361	24,932	102%	24,968	102%	42,740	44,167
4,052	3,562	114%	3,866	105%	S/T Wages	25,361	24,932	102%	24,968	102%	42,740	44,167
251	272	92%	278	90%	Payroll Tax - FICA	1,836	1,907	96%	1,773	104%	3,270	2,979
0	30	0%	0	0%	Payroll Tax - UC	217	177	123%	70	310%	215	217
75	70	107%	271	28%	Payroll Tax - WC	489	487	100%	669	73%	835	810
572	523	109%	510	112%	Benefits	3,857	3,662	105%	3,568	108%	6,277	6,452
897	895	100%	1,059	85%	S/T Adders	6,400	6,233	103%	6,080	105%	10,597	10,459
4,949	4,456	111%	4,925	100%	TOTAL PAYROLL	31,761	31,165	102%	31,048	102%	53,337	54,626
					OPERATING EXPENSES							
1,717	1,540	112%	40	4326%	Advertising & Promotion	8,756	11,160	78%	8,079	108%	20,446	18,777
1,717	1,540	112%	40	4326%	TOTAL OPERATING EXPENSES	8,756	11,160	78%	8,079	108%	20,446	18,777
(6,666)	(5,996)	111%	(4,965)	134%	EBITDA	(40,517)	(42,325)	96%	(39,127)	104%	(73,783)	(73,404)
(6,666)	(5,996)	111%	(4,965)	134%	NET INCOME	(40,517)	(42,325)	96%	(39,127)	104%	(73,783)	(73,404)

The Golf Club at Cypress Head
For the Seven Months Ending April 30, 2021

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												
143,132	124,597	115%	108,462	132%	Green Fees & Cart Fees	849,376	786,643	108%	752,034	113%	1,197,974	1,258,483
12,003	6,900	174%	7,213	166%	Merchandise	63,270	48,873	129%	49,575	128%	71,373	94,206
1,445	815	177%	775	186%	Other Pro Shop	12,422	11,877	105%	11,397	109%	15,052	20,393
4,848	4,000	121%	4,389	110%	Range	28,598	24,276	118%	24,500	117%	37,476	43,301
3,735	3,491	107%	3,491	107%	Other Operating Revenues	23,046	22,717	101%	22,717	101%	36,817	36,380
0	0	0%	0	0%	Other G&A Income	0	0	0%	288	0%	0	0
165,162	139,804	118%	124,330	133%	TOTAL REVENUE	976,711	894,386	109%	860,510	114%	1,358,692	1,452,764
COST OF SALES												
7,772	4,209	185%	6,139	127%	Merchandise	41,718	29,813	140%	31,976	130%	43,538	59,885
7,772	4,209	185%	6,139	127%	TOTAL COGS	41,718	29,813	140%	31,976	130%	43,538	59,885
64.8%	61.0%	106.2%	85.1%	76.1%	COGS - Merchandise %	65.9%	61.0%	108.1%	64.5%	102.2%	61.0%	751.8%
PAYROLL												
30,971	33,141	93%	34,383	90%	Course and Grounds	219,880	233,062	94%	218,230	101%	401,983	373,456
7,652	7,130	107%	7,471	102%	Carts, Range, Starters, Etc.	48,822	50,359	97%	50,946	96%	86,723	84,267
5,888	5,421	109%	5,515	107%	Pro Shop	41,625	38,209	109%	40,633	102%	65,733	73,870
12,696	13,277	96%	14,335	89%	General and Administrative	90,159	93,221	97%	99,201	91%	159,595	159,342
4,949	4,456	111%	4,925	100%	Marketing	31,761	31,165	102%	31,048	102%	53,337	54,626
62,155	63,426	98%	66,630	93%	TOTAL PAYROLL	432,247	446,015	97%	440,059	98%	767,370	745,562
OPERATING EXPENSES												
22,232	18,557	120%	22,995	97%	Course and Grounds	140,436	143,464	98%	130,508	108%	270,086	254,590
8,308	7,010	119%	6,940	120%	Carts, Range, Starters, Etc.	49,016	52,174	94%	42,163	116%	88,458	83,589
13	50	25%	50	26%	Pro Shop	6,182	7,489	83%	7,078	87%	8,525	8,059
19,298	17,104	113%	16,931	114%	General and Administrative	131,194	127,568	103%	126,683	104%	215,295	221,517
1,717	1,540	112%	40	4326%	Marketing	8,756	11,160	78%	8,079	108%	20,446	18,777
51,568	44,261	117%	46,955	110%	TOTAL OPERATING EXPENSES	335,583	341,855	98%	314,511	107%	602,810	586,533
121,496	111,896	109%	119,724	101%	TOTAL EXPENSES	809,548	817,683	99%	786,546	103%	1,413,718	1,391,980
43,667	27,908	156%	4,607	948%	EBITDA	167,163	76,703	218%	73,965	226%	(55,026)	60,784

The Golf Club at Cypress Head
For the Seven Months Ending April 30, 2021

MTD Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	
43,667	27,908	156%	4,607	948%	EBITDA	167,163	76,703	218%	73,965	226%	(55,026)	60,784
(6,184)	(6,245)	99%	(6,063)	102%	MANAGEMENT FEES	(43,286)	(43,715)	99%	(42,438)	102%	(74,940)	(73,599)
(96)	(96)	100%	(96)	100%	OTHER INCOME (EXPENSE)	(669)	(669)	100%	(669)	100%	(1,146)	(1,146)
(96)	(96)	100%	(96)	100%	Depreciation & Amortization	(669)	(669)	100%	(669)	100%	(1,146)	(1,146)
37,387	21,567	173%	(1,552)	-2410%	TOTAL OTHER INCOME (EXPENSE)	(669)	(669)	100%	(669)	100%	(1,146)	(1,146)
					NET INCOME	123,208	32,320	381%	30,858	399%	(131,112)	(13,961)
4,158	3,822	109%	3,822	109%	Paid Rounds	24,955	24,256	103%	24,248	103%	38,335	39,444
372	419	89%	419	89%	Annual Pass Rounds	2,435	2,541	96%	2,541	96%	4,868	3,844
234	231	101%	225	104%	Other Rounds	1,582	1,591	99%	1,579	100%	2,756	2,689
4,764	4,472	107%	4,466	107%	Total Rounds	28,972	28,388	102%	28,368	102%	45,959	45,977
40	37	109%	33	122%	Revenue/Paid Rounds	39	37	106%	35	110%	35	436
35	31	111%	28	125%	Revenue/Total Rounds	34	32	107%	30	111%	30	374

TRIAL BALANCE SUMMARY FOR 2020

The Golf Club at Cypress Head

General Ledger

Ranges: From:
Date: 4/1/2021
Account: First

To:
4/30/2021
Last

Sorted By:
Include:
Print Currency In: Functional (Z-US\$)

Account
Posting, Unit

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	10020-5950-900	Cash - Course Depository NEW	\$193,206.02	\$170,571.51	\$169,719.63	\$851.88	\$194,057.90
	10050-5950-900	Cash - Course Payroll BMO	\$27,758.71	\$73,572.12	\$73,484.29	\$87.83	\$27,846.54
	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	\$821.98	\$16,812.87	\$17,486.85	(\$673.98)	\$148.00
	12000-5950-900	Inventory - Merchandise	\$32,301.76	\$5,360.59	\$9,904.95	(\$4,544.36)	\$27,757.40
	13020-5950-900	Prepaid Insurance	\$15,103.57	\$0.00	\$5,312.41	(\$5,312.41)	\$9,791.16
	13040-5950-900	Prepaid Exp - Other	\$26,493.08	\$504.18	\$1,096.67	(\$592.49)	\$25,900.59
	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	(\$4,300.78)	\$0.00	\$23.12	(\$23.12)	(\$4,323.90)
	22080-5950-900	Accum. Deprec - Buildings	(\$25,094.33)	\$0.00	\$72.41	(\$72.41)	(\$25,166.74)
	30000-5950-900	Accts Pay - Trade	(\$74,931.27)	\$144,516.59	\$134,156.38	\$10,360.21	(\$64,571.06)
	30040-5950-900	Accts Pay - Other	\$44,217.09	\$11,127.37	\$10,884.67	\$242.70	\$44,459.79
	31000-5950-900	Accrued Expenses	(\$600.00)	\$600.00	\$678.00	(\$78.00)	(\$678.00)
	31020-5950-900	Accrued Payroll	(\$45,143.19)	\$41,706.93	\$21,448.42	\$20,258.51	(\$24,884.68)
	31080-5950-900	Accrued Tips Payable	(\$72.00)	\$572.00	\$584.00	(\$12.00)	(\$84.00)
	31220-5950-900	Accrued Sales Tax	(\$11,148.57)	\$11,148.57	\$9,921.13	\$1,227.44	(\$9,921.13)
	31400-5950-900	Accrued City Surcharge	\$0.00	\$3,735.09	\$3,735.09	\$0.00	\$0.00
	32000-5950-900	Deferred Rev - Rainchecks	(\$2,231.97)	\$2,212.58	\$1,505.23	\$707.35	(\$1,524.62)
	32020-5950-900	Deferred Rev - Outing Deposits	(\$10,001.77)	\$8,491.62	\$6,709.12	\$1,782.50	(\$8,219.27)
	32040-5950-900	Deferred Rev - Legacy GF Passes	(\$20,504.48)	\$3,417.42	\$0.00	\$3,417.42	(\$17,087.06)
	32050-5950-900	Deferred Revenue - Cypress GF Passes	(\$13,375.02)	\$2,229.17	\$0.00	\$2,229.17	(\$11,145.85)
	32070-5950-900	Deferred Rev - Gift Cards	(\$28,110.98)	\$1,317.77	\$607.91	\$709.86	(\$27,401.12)
	32100-5950-900	Deferred Rev - Credit Books	(\$14,669.39)	\$637.38	\$715.47	(\$78.09)	(\$14,747.48)
	32120-5950-900	Deferred Rev - Trail Fee Pass	(\$40,699.98)	\$6,783.34	\$0.00	\$6,783.34	(\$33,916.64)
	32220-5950-900	Deferred Rev - Founders Pass	(\$694.96)	\$115.84	\$0.00	\$115.84	(\$579.12)
	49020-5950-900	Retained Earnings - Current	(\$0.59)	\$0.00	\$0.00	\$0.00	(\$0.59)
	50000-5950-100	Green Fees - Annual Pass	(\$33,291.26)	\$0.00	\$5,762.43	(\$5,762.43)	(\$39,053.69)
	5003A-5950-100	Green Fee - Group	(\$39,182.79)	\$0.00	\$8,853.89	(\$8,853.89)	(\$48,036.68)
	50040-5950-100	Green Fees - Member	(\$1,625.60)	\$0.00	\$1,100.79	(\$1,100.79)	(\$2,726.39)
	5005A-5950-100	Green Fee - Hotel	\$11.24	\$0.00	\$0.00	\$0.00	\$11.24
	5006A-5950-100	Green Fee - Junior	(\$1,223.86)	\$0.00	\$274.48	(\$274.48)	(\$1,498.34)
	50070-5950-100	Green Fees - (surcharge)	(\$19,313.24)	\$3,735.09	\$7,445.78	(\$3,710.69)	(\$23,023.93)
	5007A-5950-100	Green Fee - League	(\$70,559.30)	\$0.00	\$11,773.07	(\$11,773.07)	(\$82,332.37)
	5010A-5950-100	Green Fee - Non-Resident (Standard)	(\$28,385.59)	\$0.00	\$5,909.14	(\$5,909.14)	(\$34,294.73)
	5012A-5950-100	Green Fee - Outing	(\$21,912.53)	\$0.00	\$6,191.44	(\$6,191.44)	(\$28,103.97)
	5014A-5950-100	Green Fee - Resident	(\$146,807.78)	\$2.80	\$31,320.88	(\$31,318.08)	(\$178,125.86)
	5015A-5950-100	Green Fee - Senior	(\$74,992.16)	\$0.00	\$15,886.53	(\$15,886.53)	(\$90,878.69)
	5019A-5950-100	Green Fee - Wholesale	(\$727.72)	\$0.00	\$113.24	(\$113.24)	(\$840.96)
	50500-5950-200	Cart Fee 18	(\$228,354.09)	\$0.00	\$45,454.62	(\$45,454.62)	(\$273,808.71)
	50520-5950-200	Cart Fee - Annual Trail	(\$39,880.02)	\$0.00	\$6,783.34	(\$6,783.34)	(\$46,663.36)
	52090-5950-600	Handicap Fee	(\$4,383.00)	\$0.00	\$0.00	\$0.00	(\$4,383.00)
	52150-5950-600	Lessons	(\$5,384.00)	\$0.00	\$1,155.00	(\$1,155.00)	(\$6,539.00)
	52280-5950-600	Rental Clubs	(\$1,210.00)	\$0.00	\$290.00	(\$290.00)	(\$1,500.00)
	52310-5950-600	Retail	(\$51,267.00)	\$0.00	\$12,002.67	(\$12,002.67)	(\$63,269.67)
	53050-5950-220	Range Pass Revenue	(\$23,750.07)	\$0.00	\$4,847.58	(\$4,847.58)	(\$28,597.65)
	56120-5950-100	City Surcharge R & R	(\$19,310.42)	\$0.00	\$3,735.09	(\$3,735.09)	(\$23,045.51)
	60000-5950-600	COGS - Merchandise - Accessories	\$33,945.64	\$7,772.41	\$0.00	\$7,772.41	\$41,718.05
	70000-5950-100	Gross Payroll - Salaried	\$57,128.84	\$10,972.70	\$1,567.53	\$9,405.17	\$66,534.01
	70000-5950-900	Gross Payroll - Salaried	\$60,324.01	\$11,676.45	\$1,655.49	\$10,020.96	\$70,344.97
	70000-5950-950	Gross Payroll - Salaried	\$21,309.47	\$4,571.09	\$519.51	\$4,051.58	\$25,361.05
	70010-5950-100	Gross Payroll - Hourly	\$105,726.74	\$22,115.54	\$4,646.16	\$17,469.38	\$123,196.12

TRIAL BALANCE SUMMARY FOR 2020

The Golf Club at Cypress Head

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	70010-5950-200	Gross Payroll - Hourly	\$36,720.98	\$9,067.64	\$2,327.74	\$6,739.90	\$43,460.88
	70010-5950-600	Gross Payroll - Hourly	\$29,046.95	\$6,047.44	\$1,247.82	\$4,799.62	\$33,846.57
	70010-5950-900	Gross Payroll - Hourly	\$60.00	\$0.00	\$0.00	\$0.00	\$60.00
	71000-5950-100	Payroll Tax - FICA	\$12,244.06	\$4,275.35	\$2,402.65	\$1,872.70	\$14,116.76
	71000-5950-200	Payroll Tax - FICA	\$2,894.32	\$724.39	\$178.06	\$546.33	\$3,440.65
	71000-5950-600	Payroll Tax - FICA	\$2,213.45	\$456.05	\$95.46	\$360.59	\$2,574.04
	71000-5950-900	Payroll Tax - FICA	\$4,420.82	\$2,733.99	\$2,162.09	\$571.90	\$4,992.72
	71000-5950-950	Payroll Tax - FICA	\$1,585.92	\$928.91	\$678.39	\$250.52	\$1,836.44
	71010-5950-100	Payroll Tax - UC	\$2,469.94	\$291.65	\$0.00	\$291.65	\$2,761.59
	71010-5950-200	Payroll Tax - UC	\$856.08	\$245.49	\$0.00	\$245.49	\$1,101.57
	71010-5950-600	Payroll Tax - UC	\$684.73	\$80.09	\$0.00	\$80.09	\$764.82
	71010-5950-900	Payroll Tax - UC	\$550.99	\$0.00	\$0.00	\$0.00	\$550.99
	71010-5950-950	Payroll Tax - UC	\$217.18	\$0.00	\$0.00	\$0.00	\$217.18
	71020-5950-100	Payroll Tax - WC	\$3,117.71	\$472.02	\$0.00	\$472.02	\$3,589.73
	71020-5950-200	Payroll Tax - WC	\$698.13	\$120.53	\$0.00	\$120.53	\$818.66
	71020-5950-600	Payroll Tax - WC	\$575.94	\$91.91	\$0.00	\$91.91	\$667.85
	71020-5950-900	Payroll Tax - WC	\$1,175.34	\$181.56	\$0.00	\$181.56	\$1,356.90
	71020-5950-950	Payroll Tax - WC	\$414.55	\$74.57	\$0.00	\$74.57	\$489.12
	71030-5950-100	Benefits	\$8,222.33	\$3,995.44	\$2,535.63	\$1,459.81	\$9,682.14
	71030-5950-600	Benefits	\$3,215.62	\$897.05	\$341.12	\$555.93	\$3,771.55
	71030-5950-900	Benefits	\$10,931.99	\$3,202.84	\$1,281.76	\$1,921.08	\$12,853.07
	71030-5950-950	Benefits	\$3,285.33	\$1,022.01	\$450.03	\$571.98	\$3,857.31
	80110-5950-200	Cart Supplies	\$1,072.11	\$59.59	\$0.00	\$59.59	\$1,131.70
	80120-5950-100	Chemicals	\$2,629.02	\$280.50	\$0.00	\$280.50	\$2,909.52
	80170-5950-100	Course Accessories	\$63.32	\$234.58	\$55.54	\$179.04	\$242.36
	80230-5950-100	Fertilizer	\$27,531.35	\$6,613.58	\$0.00	\$6,613.58	\$34,144.93
	80250-5950-100	Flowers/Decor	\$873.30	\$0.00	\$0.00	\$0.00	\$873.30
	80270-5950-100	Fuel	\$3,543.90	\$1,278.00	\$0.00	\$1,278.00	\$4,821.90
	80280-5950-100	Fungicides	\$1,371.25	\$0.00	\$0.00	\$0.00	\$1,371.25
	80320-5950-100	Herbicides	\$8,266.93	\$1,023.50	\$0.00	\$1,023.50	\$9,290.43
	80370-5950-100	Insecticides	\$1,395.50	\$0.00	\$0.00	\$0.00	\$1,395.50
	80380-5950-900	Janitorial Supplies	\$3,466.13	\$436.20	\$0.00	\$436.20	\$3,902.33
	80420-5950-900	Laundry/Uniforms	\$22.60	\$181.50	\$0.00	\$181.50	\$204.10
	80520-5950-600	Office Supplies	\$402.36	\$12.73	\$0.00	\$12.73	\$415.09
	80520-5950-900	Office Supplies	\$1,272.52	\$276.38	\$0.00	\$276.38	\$1,548.90
	80610-5950-220	Range Balls	\$2,654.00	\$0.00	\$0.00	\$0.00	\$2,654.00
	80620-5950-220	Range Equipment	\$1,326.01	\$1,766.93	\$0.00	\$1,766.93	\$3,092.94
	80630-5950-220	Range Expenses	\$0.00	\$391.80	\$0.00	\$391.80	\$391.80
	80690-5950-100	Sand/Topdress	\$4,139.43	\$0.00	\$0.00	\$0.00	\$4,139.43
	80710-5950-100	Seeds/Trees	\$3,415.00	\$1,050.00	\$0.00	\$1,050.00	\$4,465.00
	80730-5950-100	Small Tools	\$211.51	\$0.00	\$0.00	\$0.00	\$211.51
	80780-5950-600	Supplies	\$1,332.38	\$0.00	\$0.00	\$0.00	\$1,332.38
	80810-5950-600	Tournament Expense	\$73.86	\$591.06	\$591.06	\$0.00	\$73.86
	81010-5950-900	Alarm System	\$1,371.00	\$230.50	\$0.00	\$230.50	\$1,601.50
	81090-5950-200	Cart Repairs	\$108.99	\$109.55	\$0.00	\$109.55	\$218.54
	81130-5950-900	Computer Service	\$461.12	\$41.67	\$0.00	\$41.67	\$502.79
	81140-5950-900	Contract Cleaning	\$4,872.00	\$1,012.00	\$200.00	\$812.00	\$5,684.00
	81200-5950-900	Guest Relations	\$20.00	\$0.00	\$0.00	\$0.00	\$20.00
	81220-5950-600	Handicap Expense	\$4,165.00	\$0.00	\$0.00	\$0.00	\$4,165.00
	81250-5950-100	Irrigation	\$5,635.25	\$1,446.81	\$0.00	\$1,446.81	\$7,082.06
	81350-5950-100	Repair & Maint - Equipment	\$7,346.45	\$1,200.46	\$0.00	\$1,200.46	\$8,546.91
	81350-5950-220	Repair & Maint - Equipment	\$69.25	\$0.00	\$0.00	\$0.00	\$69.25
	81360-5950-100	Repair & Maint - Building	\$1,141.92	\$108.39	\$0.00	\$108.39	\$1,250.31
	81360-5950-600	Repair & Maint - Building	\$195.52	\$0.00	\$0.00	\$0.00	\$195.52
	81360-5950-900	Repair & Maint - Building	\$3,073.85	\$0.00	\$0.00	\$0.00	\$3,073.85
	82000-5950-200	Cart Lease	\$29,844.00	\$4,974.00	\$0.00	\$4,974.00	\$34,818.00
	82020-5950-100	Equipment Lease	\$34,326.00	\$5,721.00	\$0.00	\$5,721.00	\$40,047.00
	82060-5950-900	Off-Site Storage	\$1,056.00	\$176.00	\$0.00	\$176.00	\$1,232.00
	83000-5950-100	Utilities - Electric	\$1,171.91	\$176.52	\$0.00	\$176.52	\$1,348.43
	83000-5950-200	Utilities - Electric	\$5,632.98	\$1,006.35	\$0.00	\$1,006.35	\$6,639.33

Inactive	Account	Description	Beginning Balance	Debit	Credit	Net Change	Ending Balance
	83020-5950-100	Utliities - Other	\$7,560.77	\$2,630.79	\$0.00	\$2,630.79	\$10,191.56
	83020-5950-900	Utilities - Other	\$9,540.29	\$1,736.73	\$150.00	\$1,586.73	\$11,127.02
	83030-5950-900	Utilities - Telephone/Fax	\$1,074.03	\$189.67	\$0.00	\$189.67	\$1,263.70
	83050-5950-100	Utliities - Water	\$1,304.97	\$220.12	\$0.00	\$220.12	\$1,525.09
	84040-5950-950	Adv/Promo - Mktg/Bus Dev	\$7,038.85	\$1,717.29	\$0.00	\$1,717.29	\$8,756.14
	85020-5950-900	Bank Charges	\$2,460.52	\$413.24	\$0.00	\$413.24	\$2,873.76
	85050-5950-900	Cash Short/(Over)	(\$162.48)	\$71.66	\$57.34	\$14.32	(\$148.16)
	85060-5950-900	Cell Phone	\$1,200.00	\$200.00	\$0.00	\$200.00	\$1,400.00
	85070-5950-900	City Surcharge R & R	\$19,310.42	\$3,735.09	\$0.00	\$3,735.09	\$23,045.51
	85120-5950-900	Credit Card Discounts	\$16,295.48	\$4,010.47	\$0.00	\$4,010.47	\$20,305.95
	85140-5950-900	Donations	\$100.00	\$0.00	\$10.00	(\$10.00)	\$90.00
	85150-5950-900	Dues & Subscriptions	\$504.93	\$0.00	\$0.00	\$0.00	\$504.93
	85160-5950-100	Education & Training	\$400.00	\$0.00	\$0.00	\$0.00	\$400.00
	85190-5950-100	Employee Relations	\$196.33	\$53.25	\$0.00	\$53.25	\$249.58
	85190-5950-900	Employee Relations	\$1,419.37	\$903.60	\$559.19	\$344.41	\$1,763.78
	85280-5950-900	Insurance Expense	\$31,745.46	\$5,312.41	\$0.00	\$5,312.41	\$37,057.87
	85320-5950-900	Member Relations	\$0.40	\$0.00	\$0.00	\$0.00	\$0.40
	85390-5950-900	O/S - Accounting	\$9,250.00	\$0.00	\$0.00	\$0.00	\$9,250.00
	85430-5950-100	O/S - Other	\$5,680.00	\$0.00	\$0.00	\$0.00	\$5,680.00
	85480-5950-900	Payroll Processing Fee	\$2,146.36	\$836.95	\$450.00	\$386.95	\$2,533.31
	85490-5950-900	Postage/Shipping	\$1,138.33	\$281.96	\$0.00	\$281.96	\$1,420.29
	85610-5950-100	Tax/Licenses/Fees	\$0.00	\$250.00	\$0.00	\$250.00	\$250.00
	85610-5950-900	Tax/Licenses/Fees	(\$180.00)	\$0.00	\$30.00	(\$30.00)	(\$210.00)
	85710-5950-900	Travel - Meals	\$397.74	\$121.88	\$0.00	\$121.88	\$519.62
	85720-5950-900	Travel - Other	\$39.87	\$569.32	\$0.00	\$569.32	\$609.19
	89020-5950-900	Employee Meals	\$0.04	\$17.00	\$0.00	\$17.00	\$17.04
	90000-5950-900	Management Fee	\$37,102.68	\$6,183.78	\$0.00	\$6,183.78	\$43,286.46
	98020-5950-900	Deprec - Mach & Equip	\$138.72	\$23.12	\$0.00	\$23.12	\$161.84
	98040-5950-900	Deprec - Buildings	\$434.46	\$72.41	\$0.00	\$72.41	\$506.87
	R002A-5950-100	Rounds - Annual	2,063.00	372.00	0.00	372.00	2,435.00
	R003A-5950-100	Rounds - Group	2,353.00	567.00	0.00	567.00	2,920.00
	R005A-5950-100	Rounds - Green Fee - Hotel	(2.00)	0.00	0.00	0.00	(2.00)
	R006A-5950-100	Rounds - Green Fee - Junior	331.00	74.00	0.00	74.00	405.00
	R007A-5950-100	Rounds - Green Fee - League	3,313.00	503.00	0.00	503.00	3,816.00
	R010A-5950-100	Rounds - Green Fee - Non-Resident (Standard)	1,002.00	191.00	0.00	191.00	1,193.00
	R011A-5950-100	Rounds - Green Fee - Non-Resident	66.00	11.00	0.00	11.00	77.00
	R012A-5950-100	Rounds - Green Fee - Outing	1,135.00	364.00	0.00	364.00	1,499.00
	R014A-5950-100	Rounds - Resident	9,259.00	1,798.00	0.00	1,798.00	11,057.00
	R015A-5950-100	Rounds - Green Fee - Senior	3,366.00	657.00	0.00	657.00	4,023.00
	R016A-5950-100	Rounds - Green Fee - Staff	682.00	122.00	0.00	122.00	804.00
	R017A-5950-100	Rounds - Green Fee - Trade	600.00	101.00	0.00	101.00	701.00
	R019A-5950-100	Rounds - Green Fee - Wholesale	40.00	4.00	0.00	4.00	44.00
	RCMWD-5950-100	Rounds - Complimentary - Weekday	15,846.00	0.00	0.00	0.00	15,846.00
	REMWd-5950-100	Rounds - Employee - Weekday	21,589.00	0.00	0.00	0.00	21,589.00
	RMBWD-5950-100	Rounds - Member - Weekday	80,170.00	0.00	0.00	0.00	80,170.00
	RPKWD-5950-100	Rounds - Peak - Weekday	450,023.00	0.00	0.00	0.00	450,023.00
	RPKWE-5950-100	Rounds - Peak - Weekend	5,071.00	0.00	0.00	0.00	5,071.00
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