

VALLEY GOLF & COUNTRY CLUB, INC.
STATEMENTS OF REVENUE AND EXPENSES

	2016 ACTUAL OCT	2015 ACTUAL OCT	VARIANCE	%	2016 BUDGET OCT	VARIANCE AGAINST BUDGET	%	2016 ACTUAL JUL-OCT	2015 ACTUAL JUL-OCT	VARIANCE	%	2016 BUDGET JUL-OCT	VARIANCE AGAINST BUDGET	%
VARIABLE SOURCES:														
Green Fees														
Accompanied	437,614	603,899	(166,285)	-28%	550,000	(112,386)	-20%	1,945,983	2,414,034	(468,051)	-19%	2,268,000	(322,017)	-14%
Walk-in	569,064	417,893	151,171	36%	400,000	169,064	42%	2,247,054	1,773,796	473,258	27%	1,725,000	522,054	30%
Tourist	34,909	37,756	(2,847)	-8%	35,000	(91)	0%	198,839	188,056	10,783	6%	175,000	23,839	14%
Tournament	78,730	244,207	(165,477)	-68%	415,000	(336,270)	-81%	642,217	614,238	27,979	5%	1,320,000	(677,783)	-51%
	1,120,317	1,303,755	(183,439)	-14%	1,400,000	(279,683)	-20%	5,034,093	4,990,124	43,969	1%	5,488,000	(453,907)	-8%
Golf car rental														
	343,501	383,145	(39,643)	-10%	431,000	(87,499)	-20%	1,695,614	1,634,662	60,952	4%	1,864,000	(168,386)	-9%
	1,463,818	1,686,900	(223,082)	-13%	1,831,000	(367,182)	-20%	6,729,707	6,624,786	104,921	2%	7,352,000	(622,293)	-8%
FIXED SOURCES:														
Monthly Dues	4,428,000	4,435,700	(7,700)	0%	4,442,200	(14,200)	0%	17,817,000	17,674,700	142,300	1%	17,738,000	79,000	0%
Green Fee Coupons	34,395	0	34,395	#DIV/0!	0	34,395	#DIV/0!	144,510	0	144,510	#DIV/0!	0	144,510	#DIV/0!
Patronage Fee	352,409	374,120	(21,711)	-6%	377,600	(25,191)	-7%	1,413,386	1,392,164	21,222	2%	1,416,000	(2,614)	0%
Transfer Fee	0	1,170,000	(1,170,000)	-100%	510,000	(510,000)	-100%	1,610,000	2,990,000	(1,380,000)	-46%	1,540,000	70,000	5%
Service charge	170,010	241,550	(71,540)	-30%	299,000	(128,990)	-43%	910,944	1,023,693	(112,749)	-11%	1,089,200	(178,256)	-16%
Locker rental	69,957	71,021	(1,064)	-1%	70,800	(843)	-1%	277,400	282,814	(5,414)	-2%	283,200	(5,800)	-2%
Concessionaire's Fee-NCH	56,535	0	56,535	#DIV/0!	40,000	16,535	41%	203,158	0	203,158	#DIV/0!	160,000	43,158	27%
Concessionaire's Fee	98,644	154,242	(55,598)	-36%	170,000	(71,356)	-42%	478,532	589,495	(110,963)	-19%	650,000	(171,468)	-26%
Pro-shop rental	62,759	53,571	9,187	17%	70,800	(8,041)	-11%	306,502	249,617	56,885	23%	283,200	23,302	8%
Golf cart storage fee	198,854	191,875	6,979	4%	196,000	2,854	1%	803,808	757,678	46,129	6%	784,000	19,808	3%
Road Users' Fee	226,473	229,286	(2,813)	-1%	250,000	(23,527)	-9%	1,041,548	822,054	219,494	27%	900,000	141,548	16%
Locators Fee	103,312	274,244	(170,931)	-62%	275,000	(171,688)	-62%	274,688	371,391	(96,703)	-26%	375,000	(100,312)	-27%
Self Insurance Fee	36,650	40,500	(3,850)	-10%	40,000	(3,350)	-8%	174,030	153,870	20,160	13%	155,000	19,030	12%
Service Fee-Non Members	25,910	29,657	(3,747)	-13%	30,000	(4,090)	-14%	121,480	110,110	11,371	10%	110,000	11,480	10%
Assessment for Road Maintenance	31,850	63,214	(31,364)	-50%	60,000	(28,150)	-47%	322,970	360,828	(37,858)	-10%	380,000	(57,030)	-15%
Tournament Fee	4,465	1,100	3,365	306%	0	4,465	#DIV/0!	202,679	328,900	(126,221)	-38%	410,900	(208,221)	-51%
Miscellaneous	1,016,885	235,568	781,317	332%	299,365	717,520	240%	1,630,724	853,546	777,178	91%	1,190,295	440,429	37%
	6,917,108	7,565,649	(648,541)	-9%	7,130,765	(213,657)	-3%	27,733,358	27,960,859	(227,501)	-1%	27,464,795	268,563	1%
OPERATING EXPENSES:														
Personnel	2,355,746	2,364,382	(8,636)	0%	2,432,600	(76,854)	-3%	9,466,007	9,448,332	17,675	0%	9,533,200	(67,193)	-1%
Supplies	644,554	814,348	(169,794)	-21%	683,400	(38,846)	-6%	2,666,197	3,168,886	(502,689)	-16%	3,374,600	(708,403)	-21%
Utilities	611,445	713,000	(101,555)	-14%	756,700	(145,255)	-19%	2,554,179	2,993,338	(439,159)	-15%	3,152,500	(598,321)	-19%
Outside Services	2,678,261	2,725,830	(47,569)	-2%	2,703,900	(25,639)	-1%	10,867,766	11,153,031	(285,265)	-3%	10,815,600	52,166	0%
Sundries	843,768	972,661	(128,893)	-13%	956,100	(112,332)	-12%	4,454,118	5,443,531	(989,413)	-18%	5,081,500	(627,382)	-12%
	7,133,774	7,590,221	(456,447)	-6%	7,532,700	(398,926)	-5%	30,008,267	32,207,118	(2,198,851)	-7%	31,957,400	(1,949,133)	-6%
EXCESS (DEFICIENCY) OF REVENUE FROM OPERATIONS	1,247,152	1,662,328	(415,175)	-25%	1,429,065	(181,913)	-13%	4,454,798	2,378,527	2,076,271	87%	2,859,395	1,595,403	56%

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OTHER REVENUE:														
Interest Income	5,997	4,940	1,057	21%	4,000	1,997	50%	32,501	23,759	8,742	37%	16,000	16,501	103%
Gain/(Loss) on Sale of Properties	0	0	0	#DIV/0!	0	0	#DIV/0!	0	(3,332)	3,332	-100%	0	0	#DIV/0!
	5,997	4,940	1,057	21%	4,000	1,997	50%	32,501	20,427	12,074	59%	16,000	16,501	103%
OTHER EXPENSES:														
Finance costs	0	30,208	(30,208)	-100%	10,400	(10,400)	-100%	20,833	89,583	(68,750)	-77%	41,600	(20,767)	-50%
	0	30,208	(30,208)	-100%	10,400	(10,400)	-100%	20,833	89,583	(68,750)	-77%	41,600	(20,767)	-50%
EXCESS (DEFICIENCY) OF REVENUE BEF.	1,253,149	1,637,060	(383,910)	-23%	1,422,665	(169,516)	-12%	4,466,465	2,309,370	2,157,095	93%	2,833,795	1,632,670	58%
Depreciation & amortization	1,354,603	1,389,840	(35,236)	-3%	1,320,000	34,603	3%	5,414,025	5,576,003	(161,978)	-3%	5,280,000	134,025	3%
EXCESS OF REVENUE OVER EXPENSES	(101,454)	247,220	(348,674)	-141%	102,665	(204,119)	-199%	(947,559)	(3,266,632)	2,319,073	-71%	(2,446,205)	1,498,646	-61%