

STONEYBROOK FT.MYERS CDD
PRO SHOP/GOLF INCOME STATEMENT
For the Twelve Months Ending September 30, 2007

	<u>CURRENT MONTH</u>	<u>%</u>	<u>BUDGET MONTH</u>	<u>%</u>	<u>VARIANCE</u>	<u>YEAR - TO DATE</u>	<u>%</u>	<u>BUDGET Y-T-D</u>	<u>%</u>	<u>VARIANCE</u>
INCOME										
GOLF COURSE INCOME:										
GREEN FEES	44,831.12	71.52%	47,741.00	78.62%	(2,909.88)	2,201,901.32	86.14%	2,342,993.00	86.64%	(141,091.68)
RANGE FEES	5,186.00	8.27%	1,652.00	2.72%	3,534.00	85,720.68	3.35%	81,068.00	3.00%	4,652.68
CLUB RENTALS	534.80	0.85%	243.00	0.40%	291.80	11,809.82	0.46%	11,949.00	0.44%	(139.18)
HANDICAPS	15.00	0.02%	60.00	0.10%	(45.00)	411.00	0.02%	720.00	0.03%	(309.00)
PARVIEW INCOME	3,329.00	5.31%	4,200.00	6.92%	(871.00)	81,670.00	3.20%	96,640.00	3.57%	(14,970.00)
LAKE BALL INCOME	0.00	0.00%	0.00	0.00%	0.00	630.83	0.02%	1,200.00	0.04%	(569.17)
MISCELLANEOUS REVENUE	75.00	0.12%	100.00	0.16%	(25.00)	14,483.49	0.57%	11,340.00	0.42%	3,143.49
OTHER INCOME	(409.84)	(0.65%)	6.00	0.01%	(415.84)	2,875.32	0.11%	473.00	0.02%	2,402.32
TOTAL GOLF COURSE INCOME	53,561.08	85.44%	54,002.00	88.93%	(440.92)	2,399,502.46	93.87%	2,546,383.00	94.16%	(146,880.54)
PRO SHOP INCOME:										
BAGS & ACCESSORIES	100.48	0.16%	336.00	0.55%	(235.52)	4,077.61	0.16%	4,256.00	0.16%	(178.39)
BALLS	4,528.11	7.22%	2,486.00	4.09%	2,042.11	54,281.52	2.12%	48,603.00	1.80%	5,678.52
CLUBS	0.00	0.00%	470.00	0.77%	(470.00)	4,393.68	0.17%	4,812.00	0.18%	(418.32)
GLOVES	648.78	1.03%	538.00	0.89%	110.78	13,123.85	0.51%	14,653.00	0.54%	(1,529.15)
HEADWEAR	258.61	0.41%	269.00	0.44%	(10.39)	13,175.93	0.52%	14,108.00	0.52%	(932.07)
LADIES WEAR	1,776.46	2.83%	874.00	1.44%	902.46	18,046.40	0.71%	19,515.00	0.72%	(1,468.60)
MENS WEAR	787.52	1.26%	1,008.00	1.66%	(220.48)	29,621.58	1.16%	29,772.00	1.10%	(150.42)
SHOE S	675.06	1.08%	538.00	0.89%	137.06	10,574.08	0.41%	13,904.00	0.51%	(3,329.92)
MISCELLANEOUS SALES	351.07	0.56%	202.00	0.33%	149.07	9,289.29	0.36%	8,272.00	0.31%	1,017.29
TOTAL PRO SHOP INCOME	9,126.09	14.56%	6,721.00	11.07%	2,405.09	156,583.94	6.13%	157,895.00	5.84%	(1,311.06)

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	<u>CURRENT MONTH</u>	<u>%</u>	<u>BUDGET MONTH</u>	<u>%</u>	<u>VARIANCE</u>	<u>YEAR - TO DATE</u>	<u>%</u>	<u>BUDGET Y-T-D</u>	<u>%</u>	<u>VARIANCE</u>
TOTAL INCOME	62,687.17	100.00%	60,723.00	100.00%	1,964.17	2,556,086.40	100.00%	2,704,278.00	100.00%	(148,191.60)
COST OF SALES:										
BAGS & ACCESSORIES	100.48	100.00%	276.00	82.14%	(175.52)	2,481.98	60.87%	3,491.00	82.03%	(1,009.02)
BALLS	3,197.38	70.61%	1,492.00	60.02%	1,705.38	34,991.21	64.46%	29,163.00	60.00%	5,828.21
CLUBS	0.00	0.00%	400.00	85.11%	(400.00)	3,821.24	86.97%	4,091.00	85.02%	(269.76)
GLOVES	334.92	51.62%	323.00	60.04%	11.92	7,283.80	55.50%	8,792.00	60.00%	(1,508.20)
HEADWEAR	115.94	44.83%	161.00	59.85%	(45.06)	5,726.56	43.46%	8,463.00	59.99%	(2,736.44)
LADIES WEAR	1,582.59	89.09%	647.00	74.03%	935.59	13,540.46	75.03%	14,442.00	74.00%	(901.54)
MENS WEAR	600.61	76.27%	746.00	74.01%	(145.39)	19,311.16	65.19%	22,032.00	74.00%	(2,720.84)
SHOES	728.27	107.88%	457.00	84.94%	271.27	8,564.71	81.00%	11,818.00	85.00%	(3,253.29)
MISCELLANEOUS	208.59	59.42%	121.00	59.90%	87.59	4,889.64	52.64%	4,963.00	60.00%	(73.36)
TOTAL COST OF SALES	6,868.78	75.27%	4,623.00	68.78%	2,245.78	100,610.76	64.25%	107,255.00	67.93%	(6,644.24)
GROSS PROFIT	55,818.39	89.04%	56,100.00	92.39%	(281.61)	2,455,475.64	96.06%	2,597,023.00	96.03%	(141,547.36)
EXPENSES:										
PRO SHOP EXPENSES:										
ADVERTISING	3,665.77	2.63%	4,500.00	3.64%	(834.23)	49,358.32	2.72%	60,000.00	3.51%	(10,641.68)
ALARM	0.00	0.00%	0.00	0.00%	0.00	504.00	0.03%	529.00	0.03%	(25.00)
ASSOCIATION DUES	0.00	0.00%	0.00	0.00%	0.00	562.00	0.03%	678.00	0.04%	(116.00)
BANK CHARGES	1,492.79	1.07%	917.00	0.74%	575.79	48,013.99	2.65%	40,834.00	2.39%	7,179.99
CART LEASE	4,216.10	3.02%	4,270.00	3.45%	(53.90)	61,756.58	3.40%	60,990.00	3.56%	766.58
CART MAINTENANCE	0.00	0.00%	125.00	0.10%	(125.00)	9,010.08	0.50%	3,440.00	0.20%	5,570.08

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	<u>CURRENT</u> <u>MONTH</u>	<u>%</u>	<u>BUDGET</u> <u>MONTH</u>	<u>%</u>	<u>VARIANCE</u>	<u>YEAR - TO</u> <u>DATE</u>	<u>%</u>	<u>BUDGET</u> <u>Y-T-D</u>	<u>%</u>	<u>VARIANCE</u>
CASH OVER/SHORT	4.76	0.00%	0.00	0.00%	4.76	(114.69)	(0.01%)	0.00	0.00%	(114.69)
COMMISSION	462.30	0.33%	336.00	0.27%	126.30	9,187.75	0.51%	7,894.00	0.46%	1,293.75
COMPUTER SUPPORT	0.00	0.00%	0.00	0.00%	0.00	3,053.90	0.17%	2,807.00	0.16%	246.90
COMPUTER SUPPLIES	0.00	0.00%	0.00	0.00%	0.00	294.90	0.02%	0.00	0.00%	294.90
ELECTRICTY CART	774.85	0.56%	445.00	0.36%	329.85	9,770.00	0.54%	10,243.00	0.60%	(473.00)
EMPLOYEE NEW HIRE	0.00	0.00%	30.00	0.02%	(30.00)	150.00	0.01%	270.00	0.02%	(120.00)
EQUIPMENT REPAIR	0.00	0.00%	125.00	0.10%	(125.00)	0.00	0.00%	1,500.00	0.09%	(1,500.00)
INSURANCE DEDUCTIBLE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	5,000.00	0.29%	(5,000.00)
INTERNET ACCESS/BOOK 4 GOLF	74.95	0.05%	78.00	0.06%	(3.05)	904.40	0.05%	936.00	0.05%	(31.60)
LICENSES/PERMITS	280.00	0.20%	0.00	0.00%	280.00	480.00	0.03%	100.00	0.01%	380.00
OFFICE SUPPLIES	200.00	0.14%	200.00	0.16%	0.00	2,157.75	0.12%	2,400.00	0.14%	(242.25)
PARVIEW SYSTEM	5,280.00	3.78%	5,280.00	4.27%	0.00	60,981.12	3.36%	73,960.00	4.32%	(12,978.88)
PAYROLL	21,567.14	15.45%	27,210.00	22.00%	(5,642.86)	303,198.70	16.72%	335,852.00	19.63%	(32,653.30)
PAYROLL TAXES & FEES	3,526.12	2.53%	4,389.00	3.55%	(862.88)	50,533.61	2.79%	54,564.00	3.19%	(4,030.39)
PAY RELATED GROUP INSURAN	1,794.64	1.29%	1,544.00	1.25%	250.64	20,689.20	1.14%	18,528.00	1.08%	2,161.20
PAY RELATED 401(K) MATCH	124.02	0.09%	40.00	0.03%	84.02	833.04	0.05%	480.00	0.03%	353.04
POSTAGE	81.50	0.06%	45.00	0.04%	36.50	456.74	0.03%	540.00	0.03%	(83.26)
PRINTING	0.00	0.00%	100.00	0.08%	(100.00)	600.48	0.03%	700.00	0.04%	(99.52)
PROMOTIONS	0.00	0.00%	500.00	0.40%	(500.00)	68.08	0.00%	6,000.00	0.35%	(5,931.92)
RANGE EXPENSE	0.00	0.00%	200.00	0.16%	(200.00)	9,526.27	0.53%	7,250.00	0.42%	2,276.27
RENTAL CLUB REPLACEMENT	0.00	0.00%	0.00	0.00%	0.00	3,507.80	0.19%	3,500.00	0.20%	7.80
REPAIRS/MAINTENANCE	165.68	0.12%	0.00	0.00%	165.68	165.68	0.01%	0.00	0.00%	165.68
SCORECARDS/PENCILS	0.00	0.00%	0.00	0.00%	0.00	3,876.50	0.21%	4,600.00	0.27%	(723.50)
SIGNAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,600.00	0.09%	(1,600.00)
SMALL TOOLS	0.00	0.00%	0.00	0.00%	0.00	56.94	0.00%	100.00	0.01%	(43.06)
STORAGE	84.80	0.06%	80.00	0.06%	4.80	1,017.60	0.06%	960.00	0.06%	57.60
SUPPLIES	273.61	0.20%	325.00	0.26%	(51.39)	4,884.17	0.27%	4,500.00	0.26%	384.17
TELEPHONE	282.80	0.20%	352.00	0.28%	(69.20)	4,479.32	0.25%	4,624.00	0.27%	(144.68)

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TOWELS	127.94	0.09%	75.00	0.06%	52.94	1,436.02	0.08%	1,000.00	0.06%	436.02
TRASH REMOVAL	0.00	0.00%	410.00	0.33%	(410.00)	4,509.01	0.25%	4,920.00	0.29%	(410.99)
TRAVEL EXPENSE	0.00	0.00%	0.00	0.00%	0.00	339.27	0.02%	0.00	0.00%	339.27
WATER & SEWER	53.84	0.04%	44.00	0.04%	9.84	727.76	0.04%	528.00	0.03%	199.76
WEBSITE	133.33	0.10%	0.00	0.00%	133.33	133.33	0.01%	1,650.00	0.10%	(1,516.67)
UNIFORMS	130.00	0.09%	0.00	0.00%	130.00	3,060.20	0.17%	2,000.00	0.12%	1,060.20
TOTAL PRO SHOP EXPENSES	44,796.94	32.09%	51,620.00	41.74%	(6,823.06)	670,169.82	36.95%	725,477.00	42.41%	(55,307.18)
GOLF COURSE EXPENSES:										
ADVERTISING HELP WANTED	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	600.00	0.04%	(600.00)
ANNUALS PLANTED	2,000.00	1.43%	0.00	0.00%	2,000.00	3,477.30	0.19%	3,300.00	0.19%	177.30
ASSOCIATION DUES	0.00	0.00%	0.00	0.00%	0.00	445.00	0.02%	555.00	0.03%	(110.00)
BRIDGE MAINTENANCE	0.00	0.00%	0.00	0.00%	0.00	1,750.00	0.10%	1,100.00	0.06%	650.00
BUILDING MAINTENANCE	759.28	0.54%	0.00	0.00%	759.28	7,014.93	0.39%	6,500.00	0.38%	514.93
CHEMICALS	6,873.91	4.92%	305.00	0.25%	6,568.91	73,652.01	4.06%	66,750.00	3.90%	6,902.01
CONTRACT LABOR	9,288.00	6.65%	0.00	0.00%	9,288.00	33,602.40	1.85%	2,750.00	0.16%	30,852.40
COQUINA AMENDMENTS	0.00	0.00%	2,500.00	2.02%	(2,500.00)	2,654.45	0.15%	10,000.00	0.58%	(7,345.55)
DRAINAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.03%	(450.00)
ELECTRICITY MAINT. BLDG	653.25	0.47%	510.00	0.41%	143.25	6,138.47	0.34%	6,120.00	0.36%	18.47
EMPLOYEE NEW HIRE	0.00	0.00%	30.00	0.02%	(30.00)	150.00	0.01%	240.00	0.01%	(90.00)
EQUIPMENT LEASE PPF 21016002	0.00	0.00%	0.00	0.00%	0.00	6,680.72	0.37%	5,010.00	0.29%	1,670.72
EQUIPMENT LEASE ONL 10250	842.12	0.60%	2,123.00	1.72%	(1,280.88)	17,824.84	0.98%	25,476.00	1.49%	(7,651.16)
EQUIPMENT LEASE 1STLEASE 42	257.90	0.18%	258.00	0.21%	(0.10)	3,094.80	0.17%	3,096.00	0.18%	(1.20)
EQUIPMENT LEASE ONL 10036	0.00	0.00%	1,088.00	0.88%	(1,088.00)	3,262.29	0.18%	13,050.00	0.76%	(9,787.71)
EQUIPMENT LEASE 10772	1,299.91	0.93%	1,300.00	1.05%	(0.09)	15,598.92	0.86%	15,600.00	0.91%	(1.08)
EQUIPMENT LEASE PROPOSED	3,361.61	2.41%	3,964.00	3.20%	(602.39)	33,616.10	1.85%	47,568.00	2.78%	(13,951.90)
EQUIPMENT RENTAL	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	3,360.00	0.20%	(3,360.00)
EQUIPMENT REPAIR	1,983.93	1.42%	4,100.00	3.31%	(2,116.07)	40,448.70	2.23%	53,500.00	3.13%	(13,051.30)

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	<u>CURRENT</u> <u>MONTH</u>	<u>%</u>	<u>BUDGET</u> <u>MONTH</u>	<u>%</u>	<u>VARIANCE</u>	<u>YEAR - TO</u> <u>DATE</u>	<u>%</u>	<u>BUDGET</u> <u>Y-T-D</u>	<u>%</u>	<u>VARIANCE</u>
FERTILIZER	2,633.75	1.89%	5,112.00	4.13%	(2,478.25)	43,336.00	2.39%	71,428.00	4.18%	(28,092.00)
FUELS/LUBRICANTS	2,032.34	1.46%	3,700.00	2.99%	(1,667.66)	32,923.17	1.82%	40,400.00	2.36%	(7,476.83)
GOLF SERVICE	205.93	0.15%	1,100.00	0.89%	(894.07)	13,110.04	0.72%	10,530.00	0.62%	2,580.04
IPM TESTING	0.00	0.00%	0.00	0.00%	0.00	160.00	0.01%	650.00	0.04%	(490.00)
IRRIGATION	4,536.35	3.25%	1,500.00	1.21%	3,036.35	30,136.24	1.66%	19,600.00	1.15%	10,536.24
LICENSES/PERMITS	0.00	0.00%	0.00	0.00%	0.00	25.00	0.00%	0.00	0.00%	25.00
MULCH	0.00	0.00%	0.00	0.00%	0.00	9,978.00	0.55%	19,400.00	1.13%	(9,422.00)
OFFICE SUPPLIES	0.00	0.00%	50.00	0.04%	(50.00)	10.39	0.00%	425.00	0.02%	(414.61)
PAYROLL	29,836.33	21.37%	34,785.00	28.12%	(4,948.67)	416,437.03	22.96%	414,594.00	24.23%	1,843.03
PAYROLL TAXES & FEES	4,699.23	3.37%	5,566.00	4.50%	(866.77)	66,537.97	3.67%	66,334.00	3.88%	203.97
PAY RELATED GROUP INSURAN	1,356.57	0.97%	842.00	0.68%	514.57	16,499.60	0.91%	10,104.00	0.59%	6,395.60
PAY RELATED 401(K) MATCH	30.04	0.02%	100.00	0.08%	(69.96)	177.60	0.01%	1,200.00	0.07%	(1,022.40)
SAFETY TRAINING MATERIALS	75.00	0.05%	75.00	0.06%	0.00	525.00	0.03%	900.00	0.05%	(375.00)
SEED	0.00	0.00%	0.00	0.00%	0.00	8,640.76	0.48%	8,000.00	0.47%	640.76
SMALL TOOLS	139.90	0.10%	100.00	0.08%	39.90	4,358.75	0.24%	3,480.00	0.20%	878.75
SOIL AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,300.00	0.08%	(1,300.00)
SOD	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	850.00	0.05%	(850.00)
SUPPLIES	305.61	0.22%	500.00	0.40%	(194.39)	6,987.48	0.39%	6,000.00	0.35%	987.48
TELEPHONE	120.98	0.09%	68.00	0.05%	52.98	1,405.58	0.08%	816.00	0.05%	589.58
TOP DRESSING	2,312.66	1.66%	418.00	0.34%	1,894.66	7,199.54	0.40%	8,101.00	0.47%	(901.46)
TRAP SAND	0.00	0.00%	0.00	0.00%	0.00	16,427.89	0.91%	4,000.00	0.23%	12,427.89
TRASH REMOVAL	1,143.27	0.82%	650.00	0.53%	493.27	7,586.00	0.42%	11,050.00	0.65%	(3,464.00)
TREES & SHRUBS	0.00	0.00%	0.00	0.00%	0.00	(28,000.00)	(1.54%)	3,700.00	0.22%	(31,700.00)
TREE REMOVAL	0.00	0.00%	0.00	0.00%	0.00	17,687.50	0.98%	1,500.00	0.09%	16,187.50
UNIFORMS	393.60	0.28%	591.00	0.48%	(197.40)	5,901.36	0.33%	7,192.00	0.42%	(1,290.64)
WASH RACK MAINTENANCE	300.00	0.21%	300.00	0.24%	0.00	3,600.00	0.20%	3,600.00	0.21%	0.00
WATER & SEWER	158.99	0.11%	430.00	0.35%	(271.01)	5,207.08	0.29%	5,160.00	0.30%	47.08

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TOTAL GOLF COURSE EXPENSES:	77,600.46	55.59%	72,065.00	58.26%	5,535.46	936,268.91	51.62%	985,339.00	57.59%	(49,070.09)
MATERIALS & SUPPLIES										
CONTRACT SERVICES	334.99	0.24%	0.00	0.00%	334.99	334.99	0.02%	0.00	0.00%	334.99
ELECTRICITY	3,425.00	2.45%	0.00	0.00%	3,425.00	61,332.63	3.38%	0.00	0.00%	61,332.63
PUMP 24/7 SERVICE CONTRACT	135.00	0.10%	0.00	0.00%	135.00	1,946.00	0.11%	0.00	0.00%	1,946.00
PUMP AND BUILDING REPAIRS	1,506.00	1.08%	0.00	0.00%	1,506.00	4,222.55	0.23%	0.00	0.00%	4,222.55
SHARE OF GOLF COURSE LABOR	0.00	0.00%	0.00	0.00%	0.00	1,268.00	0.07%	0.00	0.00%	1,268.00
DISTRIBUTION LINE REPAIRS	464.25	0.33%	0.00	0.00%	464.25	2,240.97	0.12%	0.00	0.00%	2,240.97
INSURANCE	412.00	0.30%	0.00	0.00%	412.00	4,928.00	0.27%	0.00	0.00%	4,928.00
RATE STUDY EXP. RECOVERY	1,923.00	1.38%	0.00	0.00%	1,923.00	23,082.00	1.27%	0.00	0.00%	23,082.00
RESERVE	9,000.00	6.45%	0.00	0.00%	9,000.00	108,000.00	5.95%	0.00	0.00%	108,000.00
TOTAL MATERIALS & SUPPLIES	17,200.24	12.32%	0.00	0.00%	17,200.24	207,355.14	11.43%	0.00	0.00%	207,355.14
TOTAL EXPENSES	139,597.64	100.00%	123,685.00	100.00%	15,912.64	1,813,793.87	100.00%	1,710,816.00	100.00%	102,977.87
NET PROFIT/(LOSS)	(83,779.25)	(133.65%)	(67,585.00)	(111.30%)	(16,194.25)	641,681.77	25.10%	886,207.00	32.77%	(244,525.23)