

STONEBROOK OF FT. MYERS - CDD
PRO SHOP / GOLF INCOME STATEMENT
For the Two Months Ending November 30, 2006

	<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>
INCOME										
GOLF COURSE INCOME:										
GREEN FEES	180,290.22	87.28%	189,747.00	86.40%	(9,456.78)	296,275.35	84.34%	284,598.00	84.07%	11,677.35
RANGE FEES	5,546.88	2.69%	6,565.00	2.99%	(1,018.12)	10,763.06	3.06%	9,847.00	2.91%	916.06
CLUB RENTALS	907.70	0.44%	968.00	0.44%	(60.30)	1,671.70	0.48%	1,452.00	0.43%	219.70
HANDICAPS	77.00	0.04%	60.00	0.03%	17.00	124.00	0.04%	120.00	0.04%	4.00
PARVIEW INCOME	6,812.00	3.30%	8,000.00	3.64%	(1,188.00)	14,622.00	4.16%	15,500.00	4.58%	(878.00)
LAKE BALL INCOME	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	300.00	0.09%	(300.00)
MISCELLANEOUS REVENUE	(387.50)	(0.19%)	275.00	0.13%	(662.50)	(87.50)	(0.02%)	475.00	0.14%	(562.50)
OTHER INCOME	0.00	0.00%	0.00	0.00%	0.00	56.86	0.02%	27.00	0.01%	29.86
TOTAL GOLF COURSE INCOME	193,246.30	93.55%	205,615.00	93.63%	(12,368.70)	323,425.47	92.07%	312,319.00	92.26%	11,106.47
PRO SHOP INCOME:										
BAGS & ACCESSORIES	295.01	0.14%	140.00	0.06%	155.01	711.30	0.20%	384.00	0.11%	327.30
BALLS	3,856.69	1.87%	4,900.00	2.23%	(1,043.31)	8,993.18	2.56%	8,556.00	2.53%	437.18
CLUBS	0.00	0.00%	0.00	0.00%	0.00	465.69	0.13%	0.00	0.00%	465.69
GLOVES	855.52	0.41%	1,400.00	0.64%	(544.48)	1,662.16	0.47%	2,741.00	0.81%	(1,078.84)
HEADWEAR	978.77	0.47%	1,260.00	0.57%	(281.23)	1,911.08	0.54%	2,479.00	0.73%	(567.92)
LADIES WEAR	1,825.42	0.88%	1,960.00	0.89%	(134.58)	3,324.41	0.95%	3,301.00	0.98%	23.41
MENS WEAR	2,940.23	1.42%	2,380.00	1.08%	560.23	5,103.89	1.45%	4,086.00	1.21%	1,017.89
SHOE S	1,821.82	0.88%	1,260.00	0.57%	561.82	4,231.80	1.20%	3,454.00	1.02%	777.80
MISCELLANEOUS SALES	746.02	0.36%	700.00	0.32%	46.02	1,459.20	0.42%	1,188.00	0.35%	271.20
TOTAL PRO SHOP INCOME	13,319.48	6.45%	14,000.00	6.37%	(680.52)	27,862.71	7.93%	26,189.00	7.74%	1,673.71
TOTAL INCOME	206,565.78	100.00%	219,615.00	100.00%	(13,049.22)	351,288.18	100.00%	338,508.00	100.00%	12,780.18
COST OF SALES:										
BAGS & ACCESSORIES	175.18	59.38%	115.00	82.14%	60.18	419.22	58.94%	315.00	82.03%	104.22
BALLS	2,471.54	64.08%	2,940.00	60.00%	(468.46)	6,014.51	66.88%	5,134.00	60.00%	880.51

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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>
CLUBS	0.00	0.00%	0.00	0.00%	0.00	385.36	82.75%	0.00	0.00%	385.36
GLOVES	452.29	52.87%	840.00	60.00%	(387.71)	869.44	52.31%	1,645.00	60.01%	(775.56)
HEADWEAR	420.51	42.96%	756.00	60.00%	(335.49)	733.76	38.40%	1,487.00	59.98%	(753.24)
LADIES WEAR	1,486.05	81.41%	1,450.00	73.98%	36.05	2,677.38	80.54%	2,442.00	73.98%	235.38
MENS WEAR	2,023.13	68.81%	1,761.00	73.99%	262.13	3,802.01	74.49%	3,023.00	73.98%	779.01
SHOES	1,366.24	74.99%	1,071.00	85.00%	295.24	3,485.28	82.36%	2,936.00	85.00%	549.28
MISCELLANEOUS	407.21	54.58%	420.00	60.00%	(12.79)	747.27	51.21%	713.00	60.02%	34.27
TOTAL COST OF SALES	8,802.15	66.08%	9,353.00	66.81%	(550.85)	19,134.23	68.67%	17,695.00	67.57%	1,439.23
GROSS PROFIT	197,763.63	95.74%	210,262.00	95.74%	(12,498.37)	332,153.95	94.55%	320,813.00	94.77%	11,340.95

EXPENSES:**PRO SHOP EXPENSES:**

ADVERTISING	4,496.19	2.82%	5,000.00	2.86%	(503.81)	9,597.98	2.72%	10,000.00	2.59%	(402.02)
ALARM	0.00	0.00%	126.00	0.07%	(126.00)	126.00	0.04%	189.00	0.05%	(63.00)
BANK CHARGES	3,287.31	2.06%	3,316.00	1.90%	(28.69)	5,097.69	1.45%	5,111.00	1.32%	(13.31)
CART LEASE	3,850.00	2.42%	10,270.00	5.88%	(6,420.00)	7,700.00	2.18%	14,540.00	3.76%	(6,840.00)
CART MAINTENANCE	887.09	0.56%	500.00	0.29%	387.09	5,720.57	1.62%	2,190.00	0.57%	3,530.57
CASH OVER/SHORT	22.99	0.01%	0.00	0.00%	22.99	(25.85)	(0.01%)	0.00	0.00%	(25.85)
COMMISSION	701.97	0.44%	700.00	0.40%	1.97	1,444.13	0.41%	1,309.00	0.34%	135.13
COMPUTER SUPPORT	160.00	0.10%	0.00	0.00%	160.00	160.00	0.05%	0.00	0.00%	160.00
ELECTRICTY CART	1,038.16	0.65%	848.00	0.49%	190.16	1,952.67	0.55%	1,643.00	0.43%	309.67
EMPLOYEE NEW HIRE	15.00	0.01%	0.00	0.00%	15.00	45.00	0.01%	30.00	0.01%	15.00
EQUIPMENT REPAIR	0.00	0.00%	125.00	0.07%	(125.00)	0.00	0.00%	250.00	0.06%	(250.00)
INTERNET ACCESS/BOOK 4 GOLF	74.95	0.05%	78.00	0.04%	(3.05)	149.90	0.04%	156.00	0.04%	(6.10)
LICENSES/PERMITS	0.00	0.00%	0.00	0.00%	0.00	200.00	0.06%	0.00	0.00%	200.00
OFFICE SUPPLIES	199.83	0.13%	200.00	0.11%	(0.17)	399.81	0.11%	400.00	0.10%	(0.19)
PARVIEW SYSTEM	4,054.90	2.54%	5,280.00	3.02%	(1,225.10)	8,689.40	2.47%	10,560.00	2.73%	(1,870.60)
PAYROLL	23,760.80	14.91%	27,930.00	15.98%	(4,169.20)	48,385.91	13.73%	56,047.00	14.50%	(7,661.09)
PAYROLL TAXES & FEES	3,949.59	2.48%	4,542.00	2.60%	(592.41)	8,117.41	2.30%	9,105.00	2.36%	(987.59)

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PAY RELATED GROUP INSURAN	1,594.36	1.00%	1,544.00	0.88%	50.36	3,188.72	0.90%	3,088.00	0.80%	100.72
PAY RELATED 401(K) MATCH	0.00	0.00%	40.00	0.02%	(40.00)	0.00	0.00%	80.00	0.02%	(80.00)
POSTAGE	67.80	0.04%	45.00	0.03%	22.80	67.80	0.02%	90.00	0.02%	(22.20)
PRINTING	175.00	0.11%	0.00	0.00%	175.00	175.00	0.05%	100.00	0.03%	75.00
PROMOTIONS	0.00	0.00%	500.00	0.29%	(500.00)	0.00	0.00%	1,000.00	0.26%	(1,000.00)
RANGE EXPENSE	0.00	0.00%	200.00	0.11%	(200.00)	0.00	0.00%	2,400.00	0.62%	(2,400.00)
RENTAL CLUB REPLACEMENT	0.00	0.00%	3,500.00	2.00%	(3,500.00)	0.00	0.00%	3,500.00	0.91%	(3,500.00)
REPAIRS/MAINTENANCE	(66.00)	(0.04%)	0.00	0.00%	(66.00)	0.00	0.00%	0.00	0.00%	0.00
SCORECARDS/PENCILS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	2,000.00	0.52%	(2,000.00)
SIGNAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,600.00	0.41%	(1,600.00)
SMALL TOOLS	29.99	0.02%	0.00	0.00%	29.99	29.99	0.01%	50.00	0.01%	(20.01)
STORAGE	84.80	0.05%	80.00	0.05%	4.80	169.60	0.05%	160.00	0.04%	9.60
SUPPLIES	317.44	0.20%	325.00	0.19%	(7.56)	1,251.60	0.36%	1,250.00	0.32%	1.60
TELEPHONE	288.53	0.18%	352.00	0.20%	(63.47)	586.11	0.17%	804.00	0.21%	(217.89)
TOWELS	108.40	0.07%	75.00	0.04%	33.40	216.80	0.06%	150.00	0.04%	66.80
TRASH REMOVAL	409.91	0.26%	410.00	0.23%	(0.09)	819.82	0.23%	820.00	0.21%	(0.18)
TRAVEL EXPENSE	126.60	0.08%	0.00	0.00%	126.60	243.79	0.07%	0.00	0.00%	243.79
WATER & SEWER	49.09	0.03%	44.00	0.03%	5.09	139.88	0.04%	88.00	0.02%	51.88
WEBSITE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,650.00	0.43%	(1,650.00)
UNIFORMS	24.60	0.02%	0.00	0.00%	24.60	92.40	0.03%	1,000.00	0.26%	(907.60)
TOTAL PRO SHOP EXPENSES	49,709.30	31.18%	66,030.00	37.79%	(16,320.70)	104,742.13	29.72%	131,360.00	33.98%	(26,617.87)
GOLF COURSE EXPENSES:										
ANNUALS PLANTED	0.00	0.00%	1,600.00	0.92%	(1,600.00)	0.00	0.00%	1,600.00	0.41%	(1,600.00)
BRIDGE MAINTENANCE	1,750.00	1.10%	0.00	0.00%	1,750.00	1,750.00	0.50%	0.00	0.00%	1,750.00
BUILDING MAINTENANCE	12.95	0.01%	0.00	0.00%	12.95	12.95	0.00%	6,000.00	1.55%	(5,987.05)
CHEMICALS	3,697.88	2.32%	2,797.00	1.60%	900.88	11,199.97	3.18%	17,816.00	4.61%	(6,616.03)
CONTRACT LABOR	0.00	0.00%	0.00	0.00%	0.00	1,414.40	0.40%	0.00	0.00%	1,414.40
COQUINA AMENDMENTS	2,283.00	1.43%	0.00	0.00%	2,283.00	2,283.00	0.65%	2,500.00	0.65%	(217.00)
DRAINAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.12%	(450.00)
ELECTRICITY MAINT. BLDG	812.32	0.51%	510.00	0.29%	302.32	812.32	0.23%	1,020.00	0.26%	(207.68)
EMPLOYEE NEW HIRE	0.00	0.00%	30.00	0.02%	(30.00)	90.00	0.03%	60.00	0.02%	30.00

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EQUIPMENT LEASE PPF 21016002	1,670.18	1.05%	1,670.00	0.96%	0.18	3,340.36	0.95%	3,340.00	0.86%	0.36
EQUIPMENT LEASE ONL 10250	2,122.84	1.33%	2,123.00	1.22%	(0.16)	4,245.68	1.20%	4,246.00	1.10%	(0.32)
EQUIPMENT LEASE 1STLEASE 42	257.90	0.16%	258.00	0.15%	(0.10)	515.80	0.15%	516.00	0.13%	(0.20)
EQUIPMENT LEASE ONL 10036	1,087.43	0.68%	1,088.00	0.62%	(0.57)	2,174.86	0.62%	2,175.00	0.56%	(0.14)
EQUIPMENT LEASE 10772	1,299.91	0.82%	1,300.00	0.74%	(0.09)	2,599.82	0.74%	2,600.00	0.67%	(0.18)
EQUIPMENT LEASE PROPOSED	0.00	0.00%	3,964.00	2.27%	(3,964.00)	0.00	0.00%	7,928.00	2.05%	(7,928.00)
EQUIPMENT RENTAL	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,680.00	0.43%	(1,680.00)
EQUIPMENT REPAIR	4,745.42	2.98%	5,200.00	2.98%	(454.58)	12,057.03	3.42%	11,400.00	2.95%	657.03
FERTILIZER	3,134.25	1.97%	4,560.00	2.61%	(1,425.75)	8,878.26	2.52%	11,912.00	3.08%	(3,033.74)
FUELS/LUBRICANTS	1,744.66	1.09%	3,300.00	1.89%	(1,555.34)	5,947.71	1.69%	7,000.00	1.81%	(1,052.29)
GOLF SERVICE	2,055.42	1.29%	570.00	0.33%	1,485.42	4,901.31	1.39%	3,670.00	0.95%	1,231.31
IPM TESTING	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.12%	(450.00)
IRRIGATION	2,951.34	1.85%	1,100.00	0.63%	1,851.34	4,583.68	1.30%	3,300.00	0.85%	1,283.68
MULCH	6,552.00	4.11%	6,500.00	3.72%	52.00	6,552.00	1.86%	13,000.00	3.36%	(6,448.00)
OFFICE SUPPLIES	0.00	0.00%	75.00	0.04%	(75.00)	0.00	0.00%	75.00	0.02%	(75.00)
PAYROLL	41,929.65	26.30%	36,960.00	21.15%	4,969.65	81,372.03	23.09%	70,915.00	18.34%	10,457.03
PAYROLL TAXES & FEES	6,759.94	4.24%	5,914.00	3.38%	845.94	13,105.73	3.72%	11,347.00	2.94%	1,758.73
PAY RELATED GROUP INSURAN	1,513.51	0.95%	842.00	0.48%	671.51	3,159.79	0.90%	1,684.00	0.44%	1,475.79
PAY RELATED 401(K) MATCH	0.00	0.00%	100.00	0.06%	(100.00)	0.00	0.00%	200.00	0.05%	(200.00)
SAFETY TRAINING MATERIALS	0.00	0.00%	75.00	0.04%	(75.00)	0.00	0.00%	150.00	0.04%	(150.00)
SEED	0.00	0.00%	0.00	0.00%	0.00	6,252.00	1.77%	8,000.00	2.07%	(1,748.00)
SMALL TOOLS	0.00	0.00%	800.00	0.46%	(800.00)	1,460.00	0.41%	1,800.00	0.47%	(340.00)
SOIL AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	800.00	0.21%	(800.00)
SUPPLIES	239.31	0.15%	500.00	0.29%	(260.69)	1,070.66	0.30%	1,000.00	0.26%	70.66
TELEPHONE	112.51	0.07%	68.00	0.04%	44.51	230.07	0.07%	136.00	0.04%	94.07
TOP DRESSING	834.44	0.52%	1,000.00	0.57%	(165.56)	834.44	0.24%	2,250.00	0.58%	(1,415.56)
TRAP SAND	0.00	0.00%	0.00	0.00%	0.00	16,427.89	4.66%	4,000.00	1.03%	12,427.89
TRASH REMOVAL	323.45	0.20%	2,200.00	1.26%	(1,876.55)	1,546.90	0.44%	3,000.00	0.78%	(1,453.10)
TREES & SHRUBS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,100.00	0.28%	(1,100.00)
TREE REMOVAL	0.00	0.00%	0.00	0.00%	0.00	7,885.00	2.24%	0.00	0.00%	7,885.00
UNIFORMS	369.36	0.23%	691.00	0.40%	(321.64)	1,032.02	0.29%	1,282.00	0.33%	(249.98)
WASH RACK MAINTENANCE	300.00	0.19%	300.00	0.17%	0.00	600.00	0.17%	600.00	0.16%	0.00
WATER & SEWER	642.43	0.40%	430.00	0.25%	212.43	949.33	0.27%	860.00	0.22%	89.33

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TOTAL GOLF COURSE EXPENSES:	89,202.10	55.96%	86,525.00	49.52%	2,677.10	209,285.01	59.38%	211,862.00	54.80%	(2,576.99)
MATERIALS & SUPPLIES										
ELECTRICITY	8,376.73	5.25%	6,690.00	3.83%	1,686.73	14,869.63	4.22%	12,384.00	3.20%	2,485.63
PUMP 24/7 SERVICE CONTRACT	465.00	0.29%	125.00	0.07%	340.00	590.00	0.17%	250.00	0.06%	340.00
PUMP AND BUILDING REPAIRS	0.00	0.00%	1,667.00	0.95%	(1,667.00)	0.00	0.00%	3,333.00	0.86%	(3,333.00)
SHARE OF GOLF COURSE LABOR	320.00	0.20%	1,525.00	0.87%	(1,205.00)	320.00	0.09%	3,050.00	0.79%	(2,730.00)
DISTRIBUTION LINE REPAIRS	0.00	0.00%	833.00	0.48%	(833.00)	0.00	0.00%	1,667.00	0.43%	(1,667.00)
INSURANCE	411.00	0.26%	411.00	0.24%	0.00	823.00	0.23%	823.00	0.21%	0.00
RATE STUDY EXP. RECOVERY	1,923.00	1.21%	1,923.00	1.10%	0.00	3,847.00	1.09%	3,847.00	1.00%	0.00
RESERVE	9,000.00	5.65%	9,000.00	5.15%	0.00	18,000.00	5.11%	18,000.00	4.66%	0.00
TOTAL MATERIALS & SUPPLIES	20,495.73	12.86%	22,174.00	12.69%	(1,678.27)	38,449.63	10.91%	43,354.00	11.21%	(4,904.37)
TOTAL EXPENSES	159,407.13	100.00%	174,729.00	100.00%	(15,321.87)	352,476.77	100.00%	386,576.00	100.00%	(34,099.23)
NET PROFIT/(LOSS)	38,356.50	18.57%	35,533.00	16.18%	2,823.50	(20,322.82)	(5.79%)	(65,763.00)	(19.43%)	45,440.18