

STONEBROOK OF FT. MYERS - CDD
PRO SHOP / GOLF INCOME STATEMENT
For the Four Months Ending January 31, 2007

	<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	318,027.02	89.59%	377,114.00	88.82%	(59,086.98)	792,433.84	86.42%	840,091.00	86.71%	(47,657.16)
RANGE FEES	11,356.45	3.20%	13,048.00	3.07%	(1,691.55)	28,374.69	3.09%	29,067.00	3.00%	(692.31)
CLUB RENTALS	1,088.70	0.31%	1,923.00	0.45%	(834.30)	4,384.80	0.48%	4,285.00	0.44%	99.80
HANDICAPS	30.00	0.01%	60.00	0.01%	(30.00)	186.00	0.02%	240.00	0.02%	(54.00)
PARVIEW INCOME	7,879.00	2.22%	10,400.00	2.45%	(2,521.00)	29,316.00	3.20%	33,400.00	3.45%	(4,084.00)
LAKE BALL INCOME	462.83	0.13%	300.00	0.07%	162.83	462.83	0.05%	600.00	0.06%	(137.17)
MISCELLANEOUS REVENUE	3,025.00	0.85%	3,500.00	0.82%	(475.00)	6,199.90	0.68%	4,425.00	0.46%	1,774.90
OTHER INCOME	556.95	0.16%	35.00	0.01%	521.95	613.81	0.07%	143.00	0.01%	470.81
TOTAL GOLF COURSE INCOME	342,425.95	96.46%	406,380.00	95.71%	(63,954.05)	861,971.87	94.00%	912,251.00	94.16%	(50,279.13)
PRO SHOP INCOME:										
BAGS & ACCESSORIES	324.46	0.09%	364.00	0.09%	(39.54)	1,548.65	0.17%	992.00	0.10%	556.65
BALLS	4,448.01	1.25%	4,550.00	1.07%	(101.99)	17,757.89	1.94%	16,884.00	1.74%	873.89
CLUBS	134.16	0.04%	182.00	0.04%	(47.84)	1,347.97	0.15%	670.00	0.07%	677.97
GLOVES	1,207.12	0.34%	2,002.00	0.47%	(794.88)	4,240.79	0.46%	5,840.00	0.60%	(1,599.21)
HEADWEAR	1,060.96	0.30%	2,002.00	0.47%	(941.04)	4,441.92	0.48%	5,456.00	0.56%	(1,014.08)
LADIES WEAR	1,556.24	0.44%	2,548.00	0.60%	(991.76)	6,332.88	0.69%	7,312.00	0.75%	(979.12)
MENS WEAR	2,076.41	0.58%	3,822.00	0.90%	(1,745.59)	9,667.63	1.05%	10,224.00	1.06%	(556.37)
SHOE S	741.30	0.21%	1,820.00	0.43%	(1,078.70)	6,393.91	0.70%	6,493.00	0.67%	(99.09)
MISCELLANEOUS SALES	1,010.43	0.28%	910.00	0.21%	100.43	3,261.98	0.36%	2,707.00	0.28%	554.98
TOTAL PRO SHOP INCOME	12,559.09	3.54%	18,200.00	4.29%	(5,640.91)	54,993.62	6.00%	56,578.00	5.84%	(1,584.38)
TOTAL INCOME	354,985.04	100.00%	424,580.00	100.00%	(69,594.96)	916,965.49	100.00%	968,829.00	100.00%	(51,863.51)
COST OF SALES:										
BAGS & ACCESSORIES	188.30	58.03%	298.00	81.87%	(109.70)	905.85	58.49%	813.00	81.96%	92.85
BALLS	2,761.37	62.08%	2,730.00	60.00%	31.37	11,526.38	64.91%	10,131.00	60.00%	1,395.38

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CLUBS	121.96	90.91%	155.00	85.16%	(33.04)	1,122.33	83.26%	570.00	85.07%	552.33
GLOVES	719.99	59.65%	1,201.00	59.99%	(481.01)	2,348.95	55.39%	3,504.00	60.00%	(1,155.05)
HEADWEAR	481.41	45.37%	1,201.00	59.99%	(719.59)	1,835.71	41.33%	3,273.00	59.99%	(1,437.29)
LADIES WEAR	1,079.40	69.36%	1,886.00	74.02%	(806.60)	4,764.71	75.24%	5,411.00	74.00%	(646.29)
MENS WEAR	1,478.59	71.21%	2,828.00	73.99%	(1,349.41)	6,876.66	71.13%	7,565.00	73.99%	(688.34)
SHOES	536.71	72.40%	1,547.00	85.00%	(1,010.29)	5,107.87	79.89%	5,519.00	85.00%	(411.13)
MISCELLANEOUS	533.17	52.77%	546.00	60.00%	(12.83)	1,731.53	53.08%	1,624.00	59.99%	107.53
TOTAL COST OF SALES	7,900.90	62.91%	12,392.00	68.09%	(4,491.10)	36,219.99	65.86%	38,410.00	67.89%	(2,190.01)
GROSS PROFIT	347,084.14	97.77%	412,188.00	97.08%	(65,103.86)	880,745.50	96.05%	930,419.00	96.04%	(49,673.50)

EXPENSES:**PRO SHOP EXPENSES:**

ADVERTISING	4,925.15	2.94%	5,000.00	3.06%	(74.85)	15,090.94	2.21%	20,000.00	2.75%	(4,909.06)
ALARM	42.00	0.03%	63.00	0.04%	(21.00)	168.00	0.02%	252.00	0.03%	(84.00)
ASSOCIATION DUES	100.00	0.06%	100.00	0.06%	0.00	100.00	0.01%	300.00	0.04%	(200.00)
BANK CHARGES	5,360.35	3.20%	6,411.00	3.92%	(1,050.65)	14,473.59	2.12%	14,629.00	2.01%	(155.41)
CART LEASE	10,298.63	6.14%	5,020.00	3.07%	5,278.63	26,064.73	3.81%	23,830.00	3.27%	2,234.73
CART MAINTENANCE	328.57	0.20%	125.00	0.08%	203.57	8,082.57	1.18%	2,440.00	0.34%	5,642.57
CASH OVER/SHORT	30.84	0.02%	0.00	0.00%	30.84	(100.08)	(0.01%)	0.00	0.00%	(100.08)
COMMISSION	1,125.95	0.67%	910.00	0.56%	215.95	3,598.67	0.53%	2,828.00	0.39%	770.67
COMPUTER SUPPORT	0.00	0.00%	2,022.00	1.24%	(2,022.00)	160.00	0.02%	2,022.00	0.28%	(1,862.00)
ELECTRICTY CART	1,250.80	0.75%	1,102.00	0.67%	148.80	4,203.47	0.61%	3,540.00	0.49%	663.47
EMPLOYEE NEW HIRE	30.00	0.02%	30.00	0.02%	0.00	105.00	0.02%	90.00	0.01%	15.00
EQUIPMENT REPAIR	0.00	0.00%	125.00	0.08%	(125.00)	0.00	0.00%	500.00	0.07%	(500.00)
INSURANCE DEDUCTIBLE	0.00	0.00%	5,000.00	3.06%	(5,000.00)	0.00	0.00%	5,000.00	0.69%	(5,000.00)
INTERNET ACCESS/BOOK 4 GOLF	74.95	0.04%	78.00	0.05%	(3.05)	299.80	0.04%	312.00	0.04%	(12.20)
LICENSES/PERMITS	0.00	0.00%	100.00	0.06%	(100.00)	200.00	0.03%	100.00	0.01%	100.00
OFFICE SUPPLIES	193.16	0.12%	200.00	0.12%	(6.84)	781.95	0.11%	800.00	0.11%	(18.05)
PARVIEW SYSTEM	10,026.05	5.98%	5,280.00	3.23%	4,746.05	22,819.80	3.33%	31,720.00	4.36%	(8,900.20)

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PAYROLL	29,083.55	17.35%	28,954.00	17.70%	129.55	103,464.54	15.12%	113,955.00	15.65%	(10,490.46)
PAYROLL TAXES & FEES	4,862.77	2.90%	4,728.00	2.89%	134.77	17,247.83	2.52%	18,530.00	2.55%	(1,282.17)
PAY RELATED GROUP INSURAN	1,748.23	1.04%	1,544.00	0.94%	204.23	6,702.06	0.98%	6,176.00	0.85%	526.06
PAY RELATED 401(K) MATCH	0.00	0.00%	40.00	0.02%	(40.00)	0.00	0.00%	160.00	0.02%	(160.00)
POSTAGE	38.75	0.02%	45.00	0.03%	(6.25)	145.30	0.02%	180.00	0.02%	(34.70)
PRINTING	0.00	0.00%	0.00	0.00%	0.00	373.00	0.05%	200.00	0.03%	173.00
PROMOTIONS	0.00	0.00%	500.00	0.31%	(500.00)	0.00	0.00%	2,000.00	0.27%	(2,000.00)
RANGE EXPENSE	669.72	0.40%	200.00	0.12%	469.72	2,594.75	0.38%	4,550.00	0.62%	(1,955.25)
RENTAL CLUB REPLACEMENT	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	3,500.00	0.48%	(3,500.00)
REPAIRS/MAINTENANCE	0.00	0.00%	0.00	0.00%	0.00	262.43	0.04%	0.00	0.00%	262.43
SCORECARDS/PENCILS	233.74	0.14%	0.00	0.00%	233.74	3,876.50	0.57%	2,300.00	0.32%	1,576.50
SIGNAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,600.00	0.22%	(1,600.00)
SMALL TOOLS	0.00	0.00%	0.00	0.00%	0.00	29.99	0.00%	50.00	0.01%	(20.01)
STORAGE	84.80	0.05%	80.00	0.05%	4.80	339.20	0.05%	320.00	0.04%	19.20
SUPPLIES	602.65	0.36%	325.00	0.20%	277.65	2,005.63	0.29%	1,900.00	0.26%	105.63
TELEPHONE	308.54	0.18%	452.00	0.28%	(143.46)	1,214.60	0.18%	1,608.00	0.22%	(393.40)
TOWELS	135.50	0.08%	100.00	0.06%	35.50	433.60	0.06%	325.00	0.04%	108.60
TRASH REMOVAL	409.91	0.24%	410.00	0.25%	(0.09)	1,639.64	0.24%	1,640.00	0.23%	(0.36)
TRAVEL EXPENSE	0.00	0.00%	0.00	0.00%	0.00	339.27	0.05%	0.00	0.00%	339.27
WATER & SEWER	102.31	0.06%	44.00	0.03%	58.31	299.58	0.04%	176.00	0.02%	123.58
WEBSITE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,650.00	0.23%	(1,650.00)
UNIFORMS	28.46	0.02%	0.00	0.00%	28.46	335.24	0.05%	1,000.00	0.14%	(664.76)
TOTAL PRO SHOP EXPENSES	72,095.38	43.01%	68,988.00	42.17%	3,107.38	237,351.60	34.69%	270,183.00	37.11%	(32,831.40)
GOLF COURSE EXPENSES:										
ANNUALS PLANTED	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,650.00	0.23%	(1,650.00)
BRIDGE MAINTENANCE	0.00	0.00%	0.00	0.00%	0.00	1,750.00	0.26%	0.00	0.00%	1,750.00
BUILDING MAINTENANCE	673.02	0.40%	0.00	0.00%	673.02	1,743.45	0.25%	6,050.00	0.83%	(4,306.55)
CHEMICALS	7,152.99	4.27%	3,719.00	2.27%	3,433.99	19,678.48	2.88%	23,800.00	3.27%	(4,121.52)
CONTRACT LABOR	0.00	0.00%	0.00	0.00%	0.00	3,264.40	0.48%	0.00	0.00%	3,264.40
COQUINA AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	2,283.00	0.33%	7,500.00	1.03%	(5,217.00)
DRAINAGE	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.06%	(450.00)

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ELECTRICITY MAINT. BLDG	596.65	0.36%	510.00	0.31%	86.65	1,408.97	0.21%	2,040.00	0.28%	(631.03)
EMPLOYEE NEW HIRE	0.00	0.00%	0.00	0.00%	0.00	90.00	0.01%	90.00	0.01%	0.00
EQUIPMENT LEASE PPF 21016002	1,670.18	1.00%	0.00	0.00%	1,670.18	6,680.72	0.98%	5,010.00	0.69%	1,670.72
EQUIPMENT LEASE ONL 10250	2,122.84	1.27%	2,123.00	1.30%	(0.16)	8,491.36	1.24%	8,492.00	1.17%	(0.64)
EQUIPMENT LEASE 1STLEASE 42	257.90	0.15%	258.00	0.16%	(0.10)	1,031.60	0.15%	1,032.00	0.14%	(0.40)
EQUIPMENT LEASE ONL 10036	0.00	0.00%	1,088.00	0.67%	(1,088.00)	3,262.29	0.48%	4,350.00	0.60%	(1,087.71)
EQUIPMENT LEASE 10772	1,299.91	0.78%	1,300.00	0.79%	(0.09)	5,199.64	0.76%	5,200.00	0.71%	(0.36)
EQUIPMENT LEASE PROPOSED	3,361.61	2.01%	3,964.00	2.42%	(602.39)	6,723.22	0.98%	15,856.00	2.18%	(9,132.78)
EQUIPMENT RENTAL	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,680.00	0.23%	(1,680.00)
EQUIPMENT REPAIR	4,878.85	2.91%	4,100.00	2.51%	778.85	19,044.83	2.78%	19,600.00	2.69%	(555.17)
FERTILIZER	5,954.86	3.55%	3,100.00	1.89%	2,854.86	14,874.17	2.17%	28,724.00	3.95%	(13,849.83)
FUELS/LUBRICANTS	4,081.64	2.44%	3,300.00	2.02%	781.64	11,944.27	1.75%	13,200.00	1.81%	(1,255.73)
GOLF SERVICE	0.00	0.00%	570.00	0.35%	(570.00)	4,901.31	0.72%	4,810.00	0.66%	91.31
IPM TESTING	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	450.00	0.06%	(450.00)
IRRIGATION	2,725.05	1.63%	1,100.00	0.67%	1,625.05	9,090.39	1.33%	5,500.00	0.76%	3,590.39
MULCH	0.00	0.00%	0.00	0.00%	0.00	9,978.00	1.46%	16,200.00	2.23%	(6,222.00)
OFFICE SUPPLIES	0.00	0.00%	75.00	0.05%	(75.00)	0.00	0.00%	150.00	0.02%	(150.00)
PAYROLL	39,474.93	23.55%	36,759.00	22.47%	2,715.93	160,232.05	23.42%	139,608.00	19.17%	20,624.05
PAYROLL TAXES & FEES	6,335.19	3.78%	5,881.00	3.59%	454.19	25,763.01	3.77%	22,337.00	3.07%	3,426.01
PAY RELATED GROUP INSURAN	1,365.98	0.81%	842.00	0.51%	523.98	5,891.75	0.86%	3,368.00	0.46%	2,523.75
PAY RELATED 401(K) MATCH	0.00	0.00%	100.00	0.06%	(100.00)	0.00	0.00%	400.00	0.05%	(400.00)
SAFETY TRAINING MATERIALS	0.00	0.00%	75.00	0.05%	(75.00)	0.00	0.00%	300.00	0.04%	(300.00)
SEED	0.00	0.00%	0.00	0.00%	0.00	6,252.00	0.91%	8,000.00	1.10%	(1,748.00)
SMALL TOOLS	114.00	0.07%	20.00	0.01%	94.00	1,743.00	0.25%	2,200.00	0.30%	(457.00)
SOIL AMENDMENTS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	800.00	0.11%	(800.00)
SUPPLIES	749.97	0.45%	500.00	0.31%	249.97	2,431.87	0.36%	2,000.00	0.27%	431.87
TELEPHONE	103.76	0.06%	68.00	0.04%	35.76	445.14	0.07%	272.00	0.04%	173.14
TOP DRESSING	419.15	0.25%	418.00	0.26%	1.15	1,253.59	0.18%	3,086.00	0.42%	(1,832.41)
TRAP SAND	0.00	0.00%	0.00	0.00%	0.00	16,427.89	2.40%	4,000.00	0.55%	12,427.89
TRASH REMOVAL	773.45	0.46%	650.00	0.40%	123.45	3,543.80	0.52%	4,300.00	0.59%	(756.20)
TREES & SHRUBS	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00%	1,100.00	0.15%	(1,100.00)
TREE REMOVAL	0.00	0.00%	0.00	0.00%	0.00	17,687.50	2.58%	0.00	0.00%	17,687.50
UNIFORMS	654.95	0.39%	591.00	0.36%	63.95	2,310.92	0.34%	2,464.00	0.34%	(153.08)

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WASH RACK MAINTENANCE	300.00	0.18%	300.00	0.18%	0.00	1,200.00	0.18%	1,200.00	0.16%	0.00
WATER & SEWER	547.68	0.33%	430.00	0.26%	117.68	2,753.59	0.40%	1,720.00	0.24%	1,033.59
TOTAL GOLF COURSE EXPENSES:	85,614.56	51.08%	71,841.00	43.91%	13,773.56	379,376.21	55.44%	368,989.00	50.68%	10,387.21
MATERIALS & SUPPLIES										
ELECTRICITY	7,324.97	4.37%	7,290.00	4.46%	34.97	29,794.60	4.35%	26,964.00	3.70%	2,830.60
PUMP 24/7 SERVICE CONTRACT	135.00	0.08%	125.00	0.08%	10.00	850.00	0.12%	500.00	0.07%	350.00
PUMP AND BUILDING REPAIRS	0.00	0.00%	1,666.00	1.02%	(1,666.00)	0.00	0.00%	6,666.00	0.92%	(6,666.00)
SHARE OF GOLF COURSE LABOR	120.00	0.07%	1,525.00	0.93%	(1,405.00)	568.00	0.08%	6,100.00	0.84%	(5,532.00)
DISTRIBUTION LINE REPAIRS	0.00	0.00%	834.00	0.51%	(834.00)	0.00	0.00%	3,334.00	0.46%	(3,334.00)
INSURANCE	400.00	0.24%	411.00	0.25%	(11.00)	1,634.00	0.24%	1,645.00	0.23%	(11.00)
RATE STUDY EXP. RECOVERY	1,923.00	1.15%	1,923.00	1.18%	0.00	7,693.00	1.12%	7,693.00	1.06%	0.00
RESERVE	0.00	0.00%	9,000.00	5.50%	(9,000.00)	27,000.00	3.95%	36,000.00	4.94%	(9,000.00)
TOTAL MATERIALS & SUPPLIES	9,902.97	5.91%	22,774.00	13.92%	(12,871.03)	67,539.60	9.87%	88,902.00	12.21%	(21,362.40)
TOTAL EXPENSES	167,612.91	100.00%	163,603.00	100.00%	4,009.91	684,267.41	100.00%	728,074.00	100.00%	(43,806.59)
NET PROFIT/(LOSS)	179,471.23	50.56%	248,585.00	58.55%	(69,113.77)	196,478.09	21.43%	202,345.00	20.89%	(5,866.91)