

Continental Country Club, Inc.
Income Statement
for the Month of March, 2015

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 100,381	\$ 106,195	\$ 92,321	8.7%
Golf Income	66,345	59,919	21,651	206.4%
Other Income	<u>490</u>	<u>500</u>	<u>950</u>	<u>-48.4%</u>
Total Revenues	\$ 167,216	\$ 166,614	\$ 114,922	45.5%
Expenses:				
Employee Compensation & Benefits	27,301	30,120	27,265	0.1%
Utilities	7,971	10,590	10,450	-23.7%
FGMC Expenses	31,805	33,200	33,228	-4.3%
Golf Course Water	2,943	7,242	4,242	-30.6%
Maintenance Service and Materials	24,530	25,988	23,535	4.2%
Lake Elaine	22,658	14,245	6,481	249.6%
Walnut Canyon Lakes Park	856	1,885	2,028	-57.8%
Depreciation and Amortization	16,364	16,372	16,364	0.0%
All Other Costs	<u>30,994</u>	<u>39,487</u>	<u>32,282</u>	<u>-4.0%</u>
Total Expenses	\$ 165,422	\$ 179,129	\$ 155,875	6.1%
Earnings Before Interest & Taxes	1,794	(12,515)	(40,953)	-104.4%
Interest Expense	<u>5,984</u>	<u>6,800</u>	<u>6,320</u>	<u>-5.3%</u>
Pre-tax Income/(Loss)	\$ (4,190)	\$ (19,315)	\$ (47,273)	-91.1%

Continental Country Club, Inc.
Income Statement
Year to Date March, 2015

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 308,776	\$ 321,685	\$ 284,318	8.6%
Golf Income	67,716	62,045	64,007	5.8%
Other Income	<u>3,270</u>	<u>2,000</u>	<u>3,591</u>	<u>-8.9%</u>
Total Revenues	\$ 379,762	\$ 385,730	\$ 351,916	7.9%
Expenses:				
Employee Compensation & Benefits	61,795	82,794	76,027	-18.7%
Utilities	22,814	30,066	25,438	-10.3%
FGMC Expenses	84,233	88,700	85,927	-2.0%
Golf Course Water	3,108	8,647	4,638	-33.0%
Maintenance Service and Materials	52,147	66,536	41,590	25.4%
Lake Elaine	48,894	40,345	50,726	-3.6%
Walnut Canyon Lakes Park	2,806	2,385	2,434	15.3%
Depreciation and Amortization	49,091	49,116	49,091	0.0%
All Other Costs	<u>58,483</u>	<u>77,534</u>	<u>62,118</u>	<u>-5.9%</u>
Total Expenses	\$ 383,371	\$ 446,123	\$ 397,989	-3.7%
Earnings Before Interest & Taxes	(3,609)	(60,393)	(46,073)	-92.2%
Interest Expense	19,447	20,400	20,655	-5.8%
Pre-tax Income/(Loss)	\$ (23,056)	\$ (80,793)	\$ (66,728)	-65.4%

(=)

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Month of March, 2015

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 39,766	\$ 34,000	\$ (2,130)	-1966.9%
Green Fees	7,892	9,000	7,275	8.5%
Cart Fees	8,928	6,000	7,538	7538.0%
Tournament Fees	-	-	-	0.0%
Driving Range Income	4,690	5,500	3,323	41.1%
Golf Shop Sales	4,660	5,000	5,317	-12.4%
Other Golf Income	409	419	327	25.1%
Total Revenues	\$ 66,345	\$ 59,919	\$ 21,650	206.44%
Expenses:				
Employee Compensation & Benefits	14,056	12,813	11,510	22.1%
FGMC Expenses	31,805	33,200	33,228	-4.3%
Irrigation Water	2,943	7,242	4,242	-30.6%
Utilities	2,307	2,940	2,919	-21.0%
Golf Shop COGS	5,066	4,250	3,118	62.5%
Golf Cart Lease Expense	6,763	6,764	6,763	0.0%
Bank & Credit Card Charges	456	515	181	151.9%
Depreciation and Amortization	11,199	11,205	11,199	0.0%
All Other Expenses	21,733	26,096	19,418	11.9%
Total Expenses	\$ 96,328	\$ 105,025	\$ 92,578	4.05%
Earnings	(29,983)	(45,106)	(70,928)	-57.73%
Interest & Depreciation Cost	17,183	18,005	17,519	-1.9%
Earnings Less Interest & Depreciation	\$ (12,800)	\$ (27,101)	\$ (53,409)	-76.03%
Revenue Per Round #	2015	2014		
Green Fees	640	684	\$ 12.33	\$ 10.64
Cart Fees	560	481	\$ 15.94	\$ 15.67
Golf Shop Sales	352	347	\$ 13.24	\$ 15.32
Gross Profit on Golf Shop Sales	-8.71%	15.00%	15.00%	41.36%

(2)

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Year to Date March, 2015

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 39,766	\$ 34,000	\$ 34,543	15.1%
Green Fees	8,965	9,000	8,882	0.9%
Cart Fees	8,928	6,000	7,548	18.3%
Tournament Fees	-	-	-	0.0%
Driving Range Income	4,690	5,500	3,323	41.1%
Golf Shop Sales	4,908	7,000	9,144	-46.3%
Other Golf Income	459	545	568	-19.2%
Total Revenues	\$ 67,716	\$ 62,045	\$ 64,008	5.79%
Expenses:				
Employee Compensation & Benefits	24,402	30,873	28,311	-13.8%
FGMC Expenses	84,233	88,700	85,927	-2.0%
Irrigation Water	3,108	8,647	4,638	-33.0%
Utilities	9,457	7,866	7,517	25.8%
Golf Shop COGS	5,362	5,950	6,910	-22.4%
Golf Cart Lease Expense	6,763	6,764	6,763	0.0%
Bank & Credit Card Charges	817	1,243	1,023	-20.1%
Depreciation and Amortization	33,596	33,615	33,596	0.0%
All Other Expenses	44,397	54,557	39,760	11.7%
Total Expenses	\$ 212,135	\$ 238,215	\$ 214,445	-1.08%
Earnings	(144,419)	(176,170)	(150,437)	-4.00%
Interest & Depreciation Cost	52,926	54,015	53,999	-2.0%
Earnings Less Interest & Depreciation	\$ (91,493)	\$ (122,155)	\$ (96,438)	-5.13%
Revenue Per Round #				
Green Fees	737	778	778	6.5%
Cart Fees	560	482	482	1.8%
Golf Shop Sales	357	500	500	-24.8%
Gross Profit on Golf Shop Sales	-9.25%	15.00%	24.43%	-137.9%

(5)

14

Continental Country Club, Inc.
Income Statement - Small Business Units
Month of March, 2015

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Tennis Revenues	\$ 490	\$ 500	\$ 800	-38.8%
Total Revenues	\$ 490	\$ 500	\$ 800	-39%
Expenses:				
All Expenses	80	1,030	355	-77.5%
Total Expenses	\$ 80	\$ 1,030	\$ 355	-77%
Earnings Before Interest & Tax	\$ 410	\$ (530)	\$ 445	-8%

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Tennis Revenues	\$ 3,270	\$ 2,000	\$ 2,436	34.2%
Total Revenues	\$ 3,270	\$ 2,000	\$ 2,436	34%
Expenses:				
All Expenses	241	1,620	1,783	-86.5%
Total Expenses	\$ 241	\$ 1,620	\$ 1,783	-86%
Earnings Before Interest & Tax	\$ 3,029	\$ 380	\$ 653	364%

Pickleball				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Pickleball Revenues	\$ -	\$ -	\$ 150	-100.0%
Total Revenues	\$ -	\$ -	\$ 150	-100%
Expenses:				
All Expenses	-	-	-	0.0%
Total Expenses	\$ -	\$ -	\$ -	0%
Earnings Before Interest & Tax	\$ -	\$ -	\$ 150	-100%

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Pickleball Revenues	\$ -	\$ -	\$ 1,155	-100.0%
Total Revenues	\$ -	\$ -	\$ 1,155	-100%
Expenses:				
All Expenses	-	-	-	0.0%
Total Expenses	\$ -	\$ -	\$ -	0%
Earnings Before Interest & Tax	\$ -	\$ -	\$ 1,155	-100%

Continental Country Club, Inc.
Statement of Cash Flows
Month to date March, 2015

	<u>Actual</u>	<u>Prior Year</u>
Cash Flow from Operations:		
Operating Income	\$ (4,190)	\$ (47,273)
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	16,364	16,364
Receivables - (Up)/Down	(91,599)	(38,246)
Inventory - (Up)/Down	1,959	(1,688)
Prepaid Expenses - (Up)/Down	12,962	(6,674)
Payables - Up/(Down)	(92,493)	34,048
Accrued Expenses - Up/(Down)	<u>2,806</u>	<u>(11,378)</u>
Net Cash Flow from Operations	\$ (154,191)	\$ (54,847)
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(23,612)	-
Investment in FGMC	-	(13,914)
Other Investing Cash Flows	<u>-</u>	<u>-</u>
Investing Cash Flow	\$ (23,612)	\$ (13,914)
Financing Cash Flows:		
Advance on Bank Line of Credit	-	-
Payment on Bank Line of Credit	-	-
Release of LE Restricted Funds	-	-
Payment on Capital Lease	-	-
Payment of Bank Term Loan	<u>(6,246)</u>	<u>(5,910)</u>
Financing Cash Flow	\$ (6,246)	\$ (5,910)
Net Change in Cash	\$ (184,049)	\$ (74,671)
Cash at Beginning of Period	\$ 454,244	\$ 314,048
Cash at End of Period	\$ 270,196	\$ 239,377
Cash Flow Increase/Decrease	\$ 30,819	13%

Continental Country Club, Inc.
Statement of Cash Flows
YTD Total

	<u>2015</u> <u>YTD</u>	<u>Plan</u>	<u>2014</u> <u>Actual</u>
Cash Flow from Operations:			
Operating Income	\$ (23,056)	\$ (80,793)	\$ (66,728)
Adjustments to Reconcile Operating Income to Cash Flow:			
Depreciation & Amortization	49,091	49,116	49,091
Receivables - (Up)/Down	285,859	290,000	298,916
Inventory - (Up)/Down	2,255	2,000	(1,917)
Prepaid Expenses - (Up)/Down	(31,230)	(29,000)	(20,359)
Payables - Up/(Down)	(90,288)	(50,000)	10,403
Accrued Expenses - Up/(Down)	9,656	5,000	1,215
Net Cash Flow from Operations	\$ 202,287	\$ 186,323	\$ 270,621
Investing Cash Flows:			
Purchase of Capital Equipment (Net)	(26,237)	(20,000)	(1,955)
Investment in FGMC	-	-	(16,213)
Other Investing Cash Flows	-	-	78
Investing Cash Flow	\$ (26,237)	\$ (20,000)	\$ (18,090)
Financing Cash Flows:			
Advance on Bank Line of Credit	-	-	-
Payment on Bank Line of Credit	-	-	(35,000)
Release of Restricted Funds	-	-	-
Payment of Bank Term Loan	(17,361)	(17,100)	(16,287)
Financing Cash Flow	\$ (17,361)	\$ (17,100)	\$ (51,287)
Net Change in Cash	\$ 158,689	\$ 149,223	\$ 201,244
Cash at Beginning of Period	\$ 111,507	\$ 140,000	\$ 38,135
Cash at End of Period	\$ 270,196	\$ 289,223	\$ 239,379
Cash Flow Increase/Decrease	\$ 30,817	13%	

Continental Country Club

Balance Sheet

(17)

March 2015

ASSETS

Current Assets		
Petty Cash	1,550.00	
Sunwest Bank CD	88,675.40	
Chase- Credit Card Account	189,660.24	
Sunwest Bank Checking	71,984.47	
Sunwest Bank Savings	7,001.04	
Receivables	(49,833.40)	
Golf Shop Receivables	33,323.40	
Allowance for doubtful A/R	(3,000.00)	
Golf Shop Inventory	21,559.63	
TOTAL Current Assets	369,220.78	369,920.78
Fixed Assets		
Land	443,618.81	
Reclaimed Water Line	147,703.08	
Accum. Depr. - Reclaimed Water Line	(147,703.08)	
Irrigation System	1,462,014.30	
Buildings	1,590,465.55	
Building Remodel	1,301,998.03	
Parking Lot Paving	203,226.00	
Tennis Courts Improvements	55,195.98	
Accum. Depr. - Improvements	(1,052,504.59)	
Accum. Deprec.- Club House	(1,566,809.59)	
Accum. Dep. - Irrigation System	(865,025.23)	
Pools	35,324.86	
Accum. Deprec.- Pools	(28,138.98)	
Office Equipment	39,164.13	
Accum. Deprec.- Office Equip.	(36,299.96)	
Equipment	341,684.81	
Accum. Deprec.- Equipment	(260,504.39)	
A/D-Other	5,000.00	
Golf Course Improvements	40,294.86	
Leasehold Improvements - Other	(5,000.00)	
TOTAL Fixed Assets	1,703,704.59	1,703,704.59
Other Assets		
Lake Elaine Acct - Bank One (Restricted)	156,077.18	
Note Receivable - Jake's	400.08	
Pre-Paid Insurance	20,235.06	
Pre-paid Reclaimed Water	26,138.23	
Capital Investment - FGMC	221,798.00	
Note Receivable - LT portion	88,643.96	
Note Receivable -CP-Contra	(400.08)	
Deferred Tax Asset	57,000.00	
Orig. fees and pts - Irrig loan	29,000.00	
Accumulated Amortization	(29,000.00)	
Right to Repurchase License	1,356.04	
Closing Costs - Irrig Loan	31,467.00	

Acc. Amortization - Closing Costs	(11,013.53)	
TOTAL Other Assets		591,701.94
TOTAL ASSETS		<u>2,656,327.31</u>
LIABILITIES		
Current Liabilities		
Trade Payables	39,830.95	
Golf League Assessment	7,864.82	
Tennis Improvement	5,550.00	
Handicap Fees Payable	915.00	
Advance Deposit	4,500.00	
Accrued Expenses - FGMC	35,409.00	
Current Portion - LTD	(70,510.96)	
Current portion - note payable	69,154.92	
Salaries Payable	8,301.41	
State Tax Withheld	1.54	
FUTA	228.82	
SUTA	1,611.69	
State Income Tax Payable	50.00	
Real Estate Tax	7,125.00	
Lot Assessment Accrual	610,888.00	
Gift Cards	282.57	
TOTAL Current Liabilities		721,202.76
Long-Term Liabilities		
Future Maintenance- Lake Elaine	156,077.18	
Note Payable - Sunwest Bank	1,177,465.45	
Obligation to Repurchase License	1,356.04	
TOTAL Long-Term Liabilities		1,334,898.67
TOTAL LIABILITIES		<u>2,056,101.43</u>
CAPITAL		
Capital Reserves	132,242.00	
Contributed Capital	2,556,498.00	
Fund Balance, Prior Periods	(2,065,457.79)	
Year-to-Date Earnings	(23,056.33)	
TOTAL CAPITAL		600,225.88
TOTAL LIABILITIES & CAPITAL		<u>2,656,327.31</u>