

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 135,844	\$ 119,945	\$ 104,999	29.4%
Golf Income	204,998	184,351	173,543	18.1%
Other Income	<u>630</u>	<u>100</u>	<u>1,125</u>	<u>-44.0%</u>
Total Revenues	\$ 341,472	\$ 304,396	\$ 279,667	22.1%
Expenses:				
Employee Compensation & Benefits	43,802	42,467	39,564	10.7%
Utilities	17,463	17,009	15,898	9.8%
FGMC Expenses	43,843	51,500	52,530	-16.5%
Golf Course Water	9,282	15,200	5,149	80.3%
Maintenance Service and Materials	21,513	17,147	17,766	21.1%
Lake Elaine	13,506	14,245	23,323	-42.1%
Walnut Canyon Lakes Park	5,140	7,185	14,162	-63.7%
Depreciation and Amortization	16,364	16,372	16,364	0.0%
All Other Costs	<u>40,085</u>	<u>38,624</u>	<u>37,456</u>	<u>7.0%</u>
Total Expenses	\$ 210,996	\$ 219,749	\$ 222,211	-5.0%
Earnings Before Interest & Taxes	130,476	84,647	57,455	127.1%
Interest Expense	<u>6,411</u>	<u>6,800</u>	<u>6,652</u>	<u>-3.6%</u>
Pre-tax Income/(Loss)	\$ 124,066	\$ 77,847	\$ 50,803	144.2%

Aug 14, 2015

page 1 of 7

Prepared By: Kristy Noble

(4)

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 811,911	\$ 814,990	\$ 713,666	13.8%
Golf Income	601,300	597,693	506,476	18.7%
Other Income	<u>11,021</u>	<u>2,400</u>	<u>9,042</u>	<u>21.9%</u>
Total Revenues	\$ 1,424,232	\$ 1,415,083	\$ 1,229,184	15.9%
Expenses:				
Employee Compensation & Benefits	214,300	250,851	221,389	-3.2%
Utilities	83,269	96,428	87,091	-4.4%
FGMC Expenses	256,041	289,200	292,204	-12.4%
Golf Course Water	46,505	79,077	57,747	-19.5%
Maintenance Service and Materials	157,569	144,149	103,250	52.6%
Lake Elaine	112,095	108,550	120,764	-7.2%
Walnut Canyon Lakes Park	30,202	33,725	33,221	-9.1%
Depreciation and Amortization	114,545	114,604	114,545	0.0%
All Other Costs	<u>222,357</u>	<u>253,075</u>	<u>195,507</u>	<u>-13.7%</u>
Total Expenses	\$ 1,236,884	\$ 1,369,659	\$ 1,225,717	0.9%
Earnings Before Interest & Taxes	187,348	45,424	3,467	5303.6%
Interest Expense	44,561	47,600	47,636	-6.5%
Pre-tax Income/(Loss)	\$ 142,787	\$ (2,176)	\$ (44,169)	423.3%

Aug 14, 2015

page 2 of 7

Prepared By: Kristy Noble

5

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	2,838	-	-	0.0%
High Country Card	108,314	-	-	100.0%
Green Fees	45,217	108,892	106,940	1.3%
Cart Fees	25,733	37,608	33,721	34.1%
Driving Range Income	12,229	21,300	21,321	20.7%
Golf Shop Sales	10,669	15,000	10,075	21.4%
Other Golf Income	1,551	1,551	1,486	617.9%
Total Revenues	\$ 204,998	\$ 184,351	\$ 173,543	18.13%
Expenses:				
Employee Compensation & Benefits	26,202	24,050	21,884	19.7%
FGMC Expenses	43,843	51,500	52,530	-16.5%
Irrigation Water	9,282	15,200	5,149	80.3%
Utilities	5,266	6,009	5,034	4.6%
Golf Shop COGS	8,009	10,000	9,100	-12.0%
Golf Cart Lease Expense	6,763	6,764	6,763	0.0%
Depreciation and Amortization	11,199	11,205	11,199	0.0%
All Other Expenses	22,579	15,937	17,166	31.5%
Total Expenses	\$ 133,141	\$ 140,665	\$ 128,826	3.35%
Earnings	71,856	43,686	44,717	260.69%
Back out Interest & Depreciation Cost	17,609	18,005	17,851	-1.35%
Earnings Less Interest & Depreciation	\$ 89,466	\$ 61,691	\$ 62,568	242.99%
Number of Participants				
Green Fees	3349	Budget	2014	%Inc/Dec
Cart Fees	3035		2496	34.2%
Practice Facility	2962		2054	47.8%
Average Dollar Per Round			1988	49.0%
Green & Cart Fees	45.84			
Practice Facility	8.69		56.35	-18.7%
Gross Profit on Golf Shop Sales	35%	33%	10.73	-19.0%
			10%	256.7%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Year to Date July, 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%
High Country Card	30,888	-	-	100.0%
Green Fees	258,343	309,908	257,557	0.3%
Cart Fees	115,658	102,292	76,606	51.0%
Driving Range Income	75,053	67,600	67,648	10.9%
Golf Shop Sales	40,779	57,000	46,992	-13.2%
Pre Season Sales	21,919	20,919	18,463	18.7%
Other Golf Income	18,893	5,974	4,668	304.7%
Total Revenues	\$ 601,300	\$ 597,693	\$ 506,477	18.72%
Expenses:				
Employee Compensation & Benefits	117,532	121,522	104,924	12.0%
FGMC Expenses	256,041	289,200	292,204	-12.4%
Irrigation Water	46,505	79,077	57,747	-19.5%
Utilities	27,074	31,198	27,519	-1.6%
Golf Shop COGS	38,080	48,450	38,814	-1.9%
Golf Cart Lease Expense	33,816	33,820	33,816	0.0%
Depreciation and Amortization	62,290	62,335	62,290	0.0%
All Other Expenses	162,570	149,130	116,184	39.9%
Total Expenses	\$ 743,907	\$ 814,733	\$ 733,498	1.42%
Earnings	(142,608)	(217,040)	(227,021)	37.18%
Interest & Depreciation Cost	106,851	109,935	109,926	2.8%
Earnings Less Interest & Depreciation	\$ (35,757)	\$ (107,105)	\$ (117,096)	69.46%
Number of Participants	2015	Budget	2014	%Inc/Dec
Green Fees	8694	8169	8169	6.4%
Cart Fees	7473	5597	5597	33.5%
Practice Facility	8064	6324	6324	27.5%
Average Dollar Per Round	43.02	40.91	40.91	5.2%
Green & Cart Fee	9.31	10.70	10.70	-13.0%
Practice Facility	7%	15%	17%	-62.0%
Gross Profit on Golf Sales				

Aug 14, 2015

Prepared By: Kristy Noble

7

(8)

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

MTD		Tennis			
	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>	
Revenues:					
Tennis Revenues	\$ 630	\$ 100	\$ 1,193	-47.2%	
Total Revenues	\$ 630	\$ 100	\$ 1,193	-47%	
Expenses:					
All Expenses	2,222	220	367	505.5%	
Total Expenses	\$ 2,222	\$ 220	\$ 367	505%	
Earnings Before Interest & Tax	\$ (1,592)	\$ (120)	\$ 826	-293%	

YTD		<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:					
Tennis Revenues	\$ 11,021	\$ 2,400	\$ 9,042	21.9%	
Total Revenues	\$ 11,021	\$ 2,400	\$ 9,042	22%	
Expenses:					
All Expenses	4,379	2,985	4,660	-6.0%	
Total Expenses	\$ 4,379	\$ 2,985	\$ 4,660	-6%	
Earnings Before Interest & Tax	\$ 6,641	\$ (585)	\$ 4,382	52%	

(9)

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

	<u>Actual</u>	<u>Prior Year</u>
Cash Flow from Operations:		
Operating Income	\$ 124,066	\$ 50,803
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	16,364	16,364
Receivables - (Up)/Down	(42,246)	(54,755)
Inventory - (Up)/Down	(5,174)	1,201
Prepaid Expenses - (Up)/Down	1,636	218
Payables - Up/(Down)	11,780	3,746
Accrued Expenses - Up/(Down)	2,393	28,375
Net Cash Flow from Operations	\$ 108,819	\$ 45,952
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	-	-
Investment in FGMC	-	-
Other Investing Cash Flows	-	-
Investing Cash Flow	\$ -	\$ -
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	(5,819)	(5,578)
Financing Cash Flow	\$ (5,819)	\$ (5,578)
Net Change in Cash	\$ 102,999	\$ 40,374
Cash at Beginning of Period	\$ 165,211	\$ 50,280
Cash at End of Period	\$ 268,211	\$ 90,654
Cash Flow Increase/Decrease	\$ 177,557	196%

(10)

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

	<u>2015</u> <u>YTD</u>	<u>2014</u> <u>YTD</u>
Cash Flow from Operations:		
Operating Income	\$ 142,787	\$ (44,169)
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	114,545	114,545
Receivables - (Up)/Down	(1,169)	43,690
Inventory - (Up)/Down	(24,151)	(9,322)
Prepaid Expenses - (Up)/Down	(1,641)	(17,259)
Payables - Up/(Down)	(35,185)	(67,390)
Accrued Expenses - Up/(Down)	54,118	124,083
Net Cash Flow from Operations	\$ 249,303	\$ 144,178
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(51,549)	(2,470)
Investment in FGMC	-	(16,214)
Other Investing Cash Flows	-	-
Investing Cash Flow	\$ (51,549)	\$ (18,684)
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	(41,050)	(37,976)
Financing Cash Flow	\$ (41,050)	\$ (72,976)
Net Change in Cash	\$ 156,703	\$ 52,518
Cash at Beginning of Period	\$ 111,507	\$ 38,135
Cash at End of Period	\$ 268,211	\$ 90,653
Cash Flow Increase/Decrease	\$ 177,558	

Continental Country Club

Balance Sheet

(11)

July 2015

ASSETS		
Current Assets		
Petty Cash		
Sunwest Bank CD	1,550.00	
Chase- Credit Card Account	88,675.40	
Sunwest Bank Checking	118,764.91	
Sunwest Bank Savings	110,892.41	
Receivables	37,003.12	
Golf Shop Receivables	77,583.95	
Allowance for doubtful A/R	14,572.48	
Golf Shop Inventory	(3,000.00)	
TOTAL Current Assets	47,965.79	
Fixed Assets		494,008.06
Land		
Reclaimed Water Line	443,618.81	
Accum. Depr. - Reclaimed Water Line	147,703.08	
Irrigation System	(147,703.08)	
Buildings	1,462,014.30	
Building Remodel	1,590,465.55	
Parking Lot Paving	1,312,417.02	
Tennis Courts Improvements	203,226.00	
Accum. Depr. - Improvements	62,695.98	
Accum. Deprec.- Club House	(1,072,618.87)	
Accum. Dep. - Irrigation System	(1,567,239.71)	
Pools	(889,392.15)	
Accum. Deprec.- Pools	35,324.86	
Office Equipment	(28,692.10)	
Accum. Deprec.- Office Equip.	42,096.48	
Equipment	(36,893.60)	
Accum. Deprec.- Equipment	346,145.79	
A/D-Other	(269,651.43)	
Golf Course Improvements	5,000.00	
Leasehold Improvements - Other	40,294.86	
TOTAL Fixed Assets	(5,000.00)	
Other Assets		1,673,811.79
Lake Elaine Acct - Bank One (Restricted)		
Note Receivable - Oakmont	156,098.60	
Pre-Paid Insurance	400.08	
Capital Investment - FGMC	16,784.18	
Note Receivable - LT portion	212,598.00	
Note Receivable - CP-Contra	88,539.96	
Deferred Tax Asset	(400.08)	
Orig. fees and pts - Irrig loan	53,000.00	
Accumulated Amortization	29,000.00	
Right to Repurchase License	(29,000.00)	
Closing Costs - Irrig Loan	1,356.04	
Acc. Amortization - Closing Costs	31,467.00	
	(12,062.45)	

TOTAL Other Assets		547,781.33
TOTAL ASSETS		<u>2,715,601.18</u>
	LIABILITIES	
Current Liabilities		
Trade Payables		
Golf League Assessment	91,146.54	
Tree Donation Program	7,864.82	
Tennis Improvement	500.00	
Advance Deposit	3,145.48	
Accrued expenses Reclaimed water	4,500.00	
Accrued Expenses - FGMC	46,659.95	
Current Portion - LTD	30,216.73	
Current portion - note payable	(70,510.96)	
Salaries Payable	69,154.92	
State Tax Withheld	6,649.09	
FUTA	1.54	
SUTA	158.80	
State Income Tax Payable	1,132.48	
Real Estate Tax	50.00	
Lot Assessment Accrual	16,625.00	
Gift Cards	432,526.50	
TOTAL Current Liabilities	(1,519.19)	
Long-Term Liabilities		638,301.70
Future Maintenance- Lake Blaine	156,098.60	
Note Payable - Sunwest Bank	1,153,776.13	
Obligation to Repurchase License	1,356.04	
TOTAL Long-Term Liabilities		<u>1,311,230.77</u>
TOTAL LIABILITIES		<u>1,949,532.47</u>
	CAPITAL	
Capital Reserves		
Contributed Capital	132,242.00	
Fund Balance, Prior Periods	2,556,498.00	
Year-to-Date Earnings	(2,065,457.79)	
TOTAL CAPITAL	142,786.50	
TOTAL LIABILITIES & CAPITAL		<u>766,068.71</u>
		<u>2,715,601.18</u>

(12)