

Continental Country Club, Inc.
Income Statement
for the Month of Apr, 2017

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 135,744	\$ 130,430	\$ 123,557	9.9%
Golf Income	73,365	91,297	68,483	7.1%
Other Income	710	-	1,025	-30.7%
Total Revenues	\$ 209,819	\$ 221,727	\$ 193,065	8.7%
Expenses:				
Flagstaff Golf Maintenance Company	48,676	51,143	41,761	16.6%
Golf Course Reclaimed Water	11,493	7,810	7,612	51.0%
Golf Cart Lease	6,563	6,837	6,763	-3.0%
Cost of Goods Sold Golf	3,899	8,516	2,864	36.1%
Wyndham Maintenance & Other Payments	8,456	10,115	8,985	-5.9%
Lake Elaine	297	1,275	17,375	-98.3%
Wainut Canyon Lakes Park	12,089	9,650	5,719	111.4%
Employee Compensation & Benefits	45,536	48,643	45,272	0.6%
Building, Equipment & Grounds	15,411	19,949	13,501	14.1%
Utilities	13,265	13,004	10,532	25.9%
Legal & Consulting	7,645	27,700	12,458	-38.6%
Property Insurance & Taxes	7,621	6,409	6,630	15.0%
Depreciation & Amortization	16,754	16,640	16,754	0.0%
Merchant Services & Bank Fees	1,895	3,000	2,567	-26.2%
Advertising & Website Costs	3,227	4,109	2,940	9.8%
All Other Expenses	5,929	5,981	2,825	109.9%
Total Expenses	\$ 208,757	\$ 240,781	\$ 204,558	2.1%
Earnings Before Interest & Taxes	1,062	(19,054)	(11,492)	109.2%
Interest Expense	3,754	3,605	6,195	-39.4%
Pre-tax Income/(Loss)	\$ (2,692)	\$ (22,659)	\$ (17,687)	84.8%

Continental Country Club, Inc.
Income Statement
Year to Date Apr, 2017

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 525,903	\$ 501,470	\$ 505,208	4.1%
Golf Income	182,141	158,341	164,807	10.5%
Other Income	4,320	-	5,310	-18.6%
Total Revenues	\$ 712,365	\$ 659,811	\$ 675,325	5.5%
Expenses:				
Flagstaff Golf Maintenance Company	133,339	144,377	129,367	3.1%
Golf Course Reclaimed Water	13,347	14,190	13,871	-3.8%
Golf Cart Lease	6,563	6,837	13,527	-51.5%
Cost of Goods Sold Golf	8,392	12,321	5,715	46.8%
Wyndham Maintenance & Other Payments	40,205	38,980	35,078	14.6%
Lake Elaine	1,507	2,425	45,791	-96.7%
Walnut Canyon Lakes Park	17,274	21,875	13,948	23.8%
Employee Compensation & Benefits	180,601	185,483	136,304	32.5%
Building, Equipment & Grounds	45,347	56,112	45,893	-1.2%
Utilities	60,530	45,220	43,914	37.8%
Legal & Consulting	74,527	115,625	43,997	69.4%
Property Insurance & Taxes	27,511	25,636	26,520	3.7%
Depreciation & Amortization	67,016	66,560	67,016	0.0%
Merchant Services & Bank Fees	14,965	13,000	7,399	102.3%
Advertising & Website Costs	13,609	17,119	19,856	-31.5%
All Other Expenses	24,544	18,441	13,541	81.3%
Total Expenses	\$ 729,276	\$ 784,201	\$ 661,735	10.2%
Earnings Before Interest & Taxes	(16,911)	(124,390)	13,589	224.4%
Interest Expense	14,681	14,574	24,579	-40.3%
Pre-tax Income/(Loss)	\$ (31,593)	\$ (138,964)	\$ (10,990)	-187.5%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Month of Apr, 2017

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	1,819	4,700	(5,955)	-130.5%
High Country Card	7,174	12,000	7,401	-3.1%
Green Fees	25,502	28,541	28,706	-11.2%
Cart Fees	14,493	18,330	15,860	-8.6%
Driving Range Income	12,964	13,410	14,244	-9.0%
Golf Shop Sales	7,523	10,026	4,454	68.9%
Pre & Post Season Income	-	-	-	0.0%
Other Golf Income	3,891	4,290	3,773	3.1%
Total Revenues	\$ 73,365	\$ 91,297	\$ 68,483	7.13%
Expenses:				
FGMC Expenses	48,676	51,143	41,761	16.6%
Golf Course Reclaimed Water	11,493	7,810	7,612	51.0%
Golf Cart Lease	6,563	6,837	6,763	-3.0%
Cost of Good Sold Golf	3,899	8,516	2,864	36.1%
Employee Compensation & Benefits	19,969	20,240	20,330	-1.8%
Building, Equipment & Grounds	2,081	2,700	8,683	-76.0%
Utilities	4,273	4,296	3,677	16.2%
Consulting Fees	2,072	3,490	2,000	3.6%
Property Insurance & Taxes	1,992	2,032	1,992	0.0%
Depreciation and Amortization	11,256	11,340	11,256	0.0%
Interest Expense	3,754	3,605	6,195	-39.4%
Merchant Services & Bank fees	1,593	2,000	1,517	5.0%
Advertising & Website Costs	1,641	2,899	1,998	-17.9%
All Other Expenses	4,664	3,156	396	1076.6%
Total Expenses	\$ 123,927	\$ 130,064	\$ 117,045	5.88%
Net Income	(50,561)	(38,767)	(48,562)	204.12%
Less Depreciation	11,256	11,340	11,256	0.00%
Cash Flow	(39,305)	(27,427)	(37,306)	205.36%
Less Interest	3754	3605	6195	-39.40%
Operating Income	(35,552)	(23,822)	(31,111)	114.27%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds	1123	1273	1080	4.0%
Cart Rentals	932	1078	1049	-11.2%
Practice Facility	1302	1625	1720	-24.3%
Average Dollar Per Round				
Green & Cart Fees	35.61	36.82	41.27	-13.7%
Practice Facility	9.96	8.25	8.28	20.2%
Gross Profit on Golf Shop Sales	48%	15%	36%	34.9%

Continental Country Club, Inc.

Income Statement - Golf Business Unit

Year to Date Apr, 2017

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	58,748	44,201	39,590	48.4%
High Country Card	13,766	12,000	11,262	22.2%
Green Fees	25,502	37,090	28,706	-11.2%
Cart Fees	14,493	26,563	15,860	-8.6%
Driving Range Income	12,964	17,417	14,244	-9.0%
Golf Shop Sales	13,777	16,369	8,448	63.1%
Pre & Post Season Income	38,177	-	42,923	-11.1%
Other Golf Income	4,715	4,702	3,773	25.0%
Total Revenues	\$ 182,141	\$ 158,342	\$ 164,806	10.52%
Expenses:				
FGMC Expenses	133,339	144,377	129,367	3.1%
Golf Course Reclaimed Water	13,347	14,190	13,871	-3.8%
Golf Cart Lease	6,563	6,837	13,527	-51.5%
Cost of Good Sold Golf	8,392	12,321	5,715	46.8%
Employee Compensation & Benefits	61,263	63,156	51,166	19.7%
Building, Equipment & Grounds	4,674	10,600	24,934	-81.3%
Utilities	14,924	13,144	13,604	9.7%
Consulting Fees	8,290	12,170	8,969	-7.6%
Property Insurance & Taxes	7,968	8,128	7,968	0.0%
Depreciation and Amortization	45,024	45,360	45,024	0.0%
Interest Expense	14,681	14,574	24,579	-40.3%
Merchant Services & Bank fees	9,356	3,500	2,346	298.9%
Advertising & Website Costs	8,263	9,579	9,340	-11.5%
All Other Expenses	6,275	11,271	6,471	-3.0%
Total Expenses	\$ 342,359	\$ 369,207	\$ 356,881	-4.07%
Net Income	(160,217)	(210,865)	(192,075)	183.41%
Less Depreciation	45,024	45,360	45,024	0.0%
Cash Flow	(115,193)	(165,505)	(147,051)	178.34%
Less Interest	14681	14574	24579	-40.3%
Operating Income	(100,512)	(150,931)	(122,471)	82.07%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds	1123	1273	1080	4.0%
Cart Rentals	932	1078	1049	-11.2%
Practice Facility	1302	1625	1720	-24.3%
Average Dollar Per Round				
Green & Cart Fees	35.61	50.00	41.27	-13.7%
Practice Facility	9.96	10.72	8.28	20.2%
Gross Profit on Golf Shop Sales	39%	25%	32%	20.8%

Continental Country Club, Inc.
Income Statement - Small Business Units
April, 2017

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 710	\$ -	\$ 1,025	-30.7%
Expenses:				
Total Tennis Expenses	443	2,340	183	141.9%
Earnings Before Interest & Taxes	<u>\$ 267</u>	<u>\$ (2,340)</u>	<u>\$ 842</u>	<u>-68.32%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 4,320	\$ -	\$ 5,310	-18.6%
Expenses:				
Total Tennis Expenses	1,083	4,810	1,224	-11.5%
Earnings Before Interest & Taxes	<u>\$ 3,237</u>	<u>\$ (4,810)</u>	<u>\$ 4,086</u>	<u>-20.79%</u>

Legal & Consulting Fees Detail				
MTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ -	\$ 4,100	\$ 2,533	-100.0%
Accounting & Review	1,000	1,000	7,925	-87.4%
Consulting (Lake Elaine Project)	4,572	20,000	-	0.0%
Consulting (OB Sports)	2,072	2,600	2,000	3.6%
Total Legal & Consulting Expenses	<u>\$ 7,645</u>	<u>\$ 27,700</u>	<u>\$ 12,458</u>	<u>-38.6%</u>
YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 24,693	\$ 13,300	\$ 10,987	124.7%
Accounting & Review	4,000	11,925	7,925	-49.5%
Consulting (Lake Elaine Project)	37,544	80,000	16,116	133.0%
Consulting (OB Sports)	8,290	10,400	8,969	-7.6%
Total Legal & Consulting Expenses	<u>\$ 74,527</u>	<u>\$ 115,625</u>	<u>\$ 43,997</u>	<u>69.4%</u>

Continental Country Club, Inc.
Income Statement - Lakes
April, 2017

Lake Elaine

MTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ -	\$ 1,000	\$ 8,864	-100.0%
Utilities	247	-	764	-67.6%
Maintenance contract labor	-	225	-	#DIV/0!
Fish	-	-	5,045	-100.0%
Chemicals	-	-	452	-100.0%
Equipment repairs	-	-	2,200	-100.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 297	\$ 1,275	\$ 17,375	-98.3%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ -	\$ 2,000	\$ 34,203	-100.0%
Utilities	1,307	-	3,075	-57.5%
Maintenance contract labor	-	225	225	-100.0%
Fish	-	-	5,195	-100.0%
Chemicals	-	200	692	-100.0%
Equipment repairs	-	-	2,200	-100.0%
Other Expenses	200	-	200	0.0%
Total Expenses	\$ 1,507	\$ 2,425	\$ 45,791	-96.7%

Walnut Canyon Lakes

MTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 8,085	\$ 2,700	\$ -	#DIV/0!
Utilities	954	400	216	340.9%
Maintenance contract labor	3,000	3,000	3,248	-7.6%
Fish	-	1,500	1,796	-100.0%
Chemicals	-	-	409	-100.0%
Equipment repairs	-	2,000	-	#DIV/0!
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 12,089	\$ 9,650	\$ 5,720	111.4%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 8,777	\$ 6,100	\$ 2,429	261.4%
Utilities	5,296	1,600	2,455	115.7%
Maintenance contract labor	3,000	7,725	5,148	-41.7%
Fish	-	-	1,896	-100.0%
Chemicals	-	1,500	571	-100.0%
Equipment repairs	-	-	1,249	-100.0%
Other Expenses	200	4,950	200	0.0%
Total Expenses	\$ 17,274	\$ 21,875	\$ 13,948	23.8%

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

	2017	2016
	<u>YTD</u>	<u>YTD</u>
Cash Flow from Operations:		
Operating Income	\$ (31,593)	\$ (10,990)
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	67,016	67,016
Receivables - (Up)/Down	205,360	313,422
Inventory - (Up)/Down	(13,601)	(15,349)
Prepaid Expenses - (Up)/Down	(25,423)	(24,194)
Payables - Up/(Down)	39,476	(20,447)
Accrued Expenses - Up/(Down)	<u>24,654</u>	<u>(26,740)</u>
Net Cash Flow from Operations	\$ 265,890	\$ 282,719
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(30,977)	(57,205)
Investment in FGMC	(8,279)	(32,394)
Other Investing Cash Flows	<u>-</u>	<u>-</u>
Investing Cash Flow	\$ (39,256)	\$ (89,599)
Financing Cash Flows:		
Advance on Bank Line of Credit	-	-
Payment on Bank Line of Credit	-	-
Release of Restricted Funds	-	-
Payment of Bank Term Loan	<u>(28,930)</u>	<u>(24,341)</u>
Financing Cash Flow	\$ (28,930)	\$ (24,341)
Net Change in Cash	<u>\$ 197,704</u>	<u>\$ 168,779</u>
Cash at Beginning of Period	\$ 463,771	\$ 277,685
Cash at End of Period	\$ 661,475	\$ 446,465
Cash Flow Increase/Decrease	\$ 215,010	48%

**Continental Country Club
Capital Investment Breakdown**

<u>April</u>	<u>2017</u> <u>YTD</u>	<u>2017</u> <u>Budget</u>	<u>Notes</u>
Purchase of Capital Equipment (Net) Equipment			
Treadmill		3,000	
Total Equipment Investments	\$ -	\$ 3,000	
Pool Improvements			
Pool improvements	23,201	18,000	
Total Pool Improvements	\$ 23,201	\$ 18,000	
Building Upgrades			
Maintenance Shack floor	5,291	5,000	
Fitness center remodel	450	12,000	
Lobby ceiling	1,036		
Fitness Room Ceiling	1,000	-	
Total Building Upgrades	\$ 7,777	\$ 17,000	
Golf			
Cart Path		15,000	
Total Golf	\$ -	\$ 15,000	
FGMC Investment			
Capital Lease Equipment	8,279	30,000	
FGMC Total	\$ 8,279	\$ 30,000	
 Total Purchase of Capital	 \$ 39,256	 \$ 83,000	

Continental Country Club, Inc.

Balance Sheet

April 2017

ASSETS

Current Assets

Petty Cash	1,550.00
Sunwest Bank CD	89,102.28
Chase- Credit Card Account	144,194.89
Sunwest Bank Checking	157,449.28
Sunwest Bank Savings	269,179.04
Receivables	162,768.66
Golf Shop Receivables	27,650.23
Allowance for doubtful A/R	(3,000.00)
Golf Shop Inventory	47,478.57

TOTAL Current Assets

896,372.95

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	1,344,052.67
Parking Lot Paving	214,226.00
Tennis Courts Improvements	62,695.98
Accum. Depr. - Improvements	(1,178,000.76)
Accum. Deprec.- Club House	(1,569,497.84)
Accum. Dep. - Irrigation System	(1,017,318.48)
Pools	123,520.18
Accum. Deprec.- Pools	(37,082.54)
Office Equipment	46,105.88
Accum. Deprec.- Office Equip.	(39,212.77)
Equipment	424,881.55
Accum. Deprec.- Equipment	(319,451.95)
A/D-Other	5,000.00
Golf Course Improvements	64,241.42
Leasehold Improvements - Other	(5,000.00)

TOTAL Fixed Assets

1,615,258.00

Other Assets

Lake Elaine Acct - Bank One (Restricted)	156,207.07
Note Receivable - Oakmont	306.67
Pre-Paid Insurance	62,693.95
Pre-paid Reclaimed Water	13,426.19
Capital Investment - FGMC	232,284.70
Note Receivable - LT portion	89,365.74
Note Receivable -CP-Contra	(306.67)
Deferred Tax Asset	24,000.00
Orig. fees and pts - Irrig loan	29,000.00
Accumulated Amortization	(29,000.00)
Right to Repurchase License	218.26
Closing Costs - Irrig Loan	31,467.00

Acc. Amortization - Closing Costs	(17,569.28)	
TOTAL Other Assets		592,093.63
TOTAL ASSETS		3,103,724.58

LIABILITIES

Current Liabilities		
Trade Payables	76,533.36	
Tree Donation Program	2,162.00	
Tennis Improvement	3,145.48	
Pickleball Improvement	8,373.61	
Handicap Fees Payable	(1,090.00)	
Advance Deposit	4,500.00	
Accrued Expenses - FGMC	42,201.73	
Payable to Wyndham (Pool)	36,244.61	
Current Portion - LTD	(73,638.59)	
Current portion - note payable	73,638.59	
Salaries Payable	23,519.38	
FICA	23.78	
FUTA	915.46	
SUTA	1,431.47	
Supplemental Ins. (AFLAC)	(219.66)	
Health Savings Account Ded.	20.36	
Real Estate Tax	10,955.00	
Sales Tax	6,222.99	
Lot Assessment Accrual	781,111.50	
Golf Shop Credits	5,502.00	
Rain Checks	(9.81)	
Gift Cards	3,061.83	
TOTAL Current Liabilities		1,004,605.09
Long-Term Liabilities		
Future Maintenance- Lake Elaine	156,207.07	
Note Payable - Sunwest Bank	1,009,523.09	
Obligation to Repurchase License	218.26	
TOTAL Long-Term Liabilities		1,165,948.42
TOTAL LIABILITIES		2,170,553.51

CAPITAL

Capital Reserves	132,242.00	
Contributed Capital	2,556,498.00	
Fund Balance, Prior Periods	(1,723,669.91)	
Year-to-Date Earnings	(31,899.02)	
TOTAL CAPITAL		933,171.07
TOTAL LIABILITIES & CAPITAL		3,103,724.58