

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 133,831	\$ 120,780	\$ 122,111	9.6%
Golf Income	10,729	1,423	487	2102.1%
Other Income	150	-	1,190	-87.4%
Total Revenues	\$ 144,710	\$ 122,203	\$ 123,789	16.9%
Expenses:				
Flagstaff Golf Maintenance Company	25,677	27,048	27,101	-5.3%
Golf Course Reclaimed Water	-	-	-	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	827	214	246	236.6%
Wyndham Maintenance & Other Payments	14,724	9,375	8,645	70.3%
Lake Elaine	529	50	8,341	-93.7%
Walnut Canyon Lakes Park	2,156	3,350	4,617	-53.3%
Employee Compensation & Benefits	34,286	40,892	28,371	20.9%
Building, Equipment & Grounds	14,410	9,382	9,327	54.5%
Utilities	13,473	9,190	9,247	45.7%
Legal & Consulting	28,911	26,200	5,548	421.1%
Property Insurance & Taxes	6,630	6,409	6,630	0.0%
Depreciation & Amortization	16,754	16,640	16,364	2.4%
Merchant Services & Bank Fees	2,076	3,300	1,382	50.1%
Advertising & Website Costs	1,170	5,095	7,289	-83.9%
All Other Expenses	4,065	4,934	3,854	5.5%
Total Expenses	\$ 165,688	\$ 162,079	\$ 136,962	21.0%
Earnings Before Interest & Taxes	(20,977)	(39,877)	(13,174)	59.2%
Interest Expense	3,806	3,656	6,262	39.2%
Pre-tax Income/(Loss)	\$ (24,783)	\$ (43,533)	\$ (19,435)	302.7%

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 263,813	\$ 241,790	\$ 253,992	3.9%
Golf Income	55,080	41,864	45,532	21.0%
Other Income	2,650	-	3,685	-28.1%
Total Revenues	\$ 321,543	\$ 283,654	\$ 303,209	6.0%
Expenses:				
Flagstaff Golf Maintenance Company	50,897	56,641	51,481	-1.1%
Golf Course Reclaimed Water	8	-	-	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	1,292	753	246	425.9%
Wyndham Maintenance & Other Payments	23,292	18,750	17,916	30.0%
Lake Elaine	853	100	17,325	-95.1%
Walnut Canyon Lakes Park	3,337	3,800	7,363	-54.7%
Employee Compensation & Benefits	81,431	83,787	57,578	41.4%
Building, Equipment & Grounds	17,041	19,880	19,415	-12.2%
Utilities	25,654	19,722	21,064	21.8%
Legal & Consulting	42,559	52,400	24,159	76.2%
Property Insurance & Taxes	13,260	12,818	13,260	0.0%
Depreciation & Amortization	33,508	33,280	32,727	2.4%
Merchant Services & Bank Fees	4,302	7,500	2,651	62.3%
Advertising & Website Costs	4,533	8,290	11,350	-60.1%
All Other Expenses	15,119	6,784	5,311	184.7%
Total Expenses	\$ 317,087	\$ 324,505	\$ 281,844	12.5%
Earnings Before Interest & Taxes	4,456	(40,851)	21,365	-79.1%
Interest Expense	7,638	7,338	12,558	39.2%
Pre-tax Income/(Loss)	\$ (3,183)	\$ (48,189)	\$ 8,806	-136.1%

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

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	6,854	-	0	68538100.0%
High Country Card	693	-	0	6929900.0%
Green Fees	848	966	0	8483900.0%
Cart Fees	351	-	0	3509900.0%
Driving Range Income	493	-	0	4926800.0%
Golf Shop Sales	1,206	357	366	229.6%
Other Golf Income	284	100	121	134.5%
Total Revenues	\$ 10,729	\$ 1,423	\$ 487	2102.87%
Expenses:				
FGMC Expenses	25,677	27,049	27,101	-5.3%
Golf Course Reclaimed Water	-	-	-	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	827	214	246	236.6%
Employee Compensation & Benefits	10,611	12,764	8,306	27.8%
Building, Equipment & Grounds	338	1,500	4,624	-92.7%
Utilities	4,146	1,731	1,686	145.9%
Consulting Fees	2,145	2,690	2,774	-22.7%
Property Insurance & Taxes	1,992	2,032	1,992	0.0%
Depreciation and Amortization	11,256	11,340	11,199	0.5%
Interest Expense	3,806	3,656	6,262	-39.2%
Merchant Services & Bank fees	1,056	300	143	637.8%
Advertising & Website Costs	737	1,660	2,228	-66.9%
All Other Expenses	339	3,609	3,596	-90.6%
Total Expenses	\$ 62,929	\$ 68,545	\$ 70,155	10.3%
Net Income	(52,200)	(67,123)	(69,668)	25.1%
Less Depreciation	11,256	11,340	11,199	0.5%
Cash Flow	\$ (40,944)	\$ (55,783)	\$ (58,469)	30.0%
Less Interest	3806	3656	6262	-39.2%
Operating Income	\$ (37,138)	\$ (52,127)	\$ (52,208)	28.9%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds				
Cart Rentals				
Practice Facility				
Average Dollar Per Round				
Green & Cart Fees				
Practice Facility				
Gross Profit on Golf Shop Sales	31%	40%	33%	-4.3%

Continental Country Club, Inc.

Income Statement - Golf Business Unit

Year to Date Feb, 2017

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	50,698	39,501	45,045	12.6%
High Country Card	693	-	99	600.0%
Green Fees	848	966	0	8483900.0%
Cart Fees	351	-	0	3509900.0%
Driving Range Income	493	-	0	4926800.0%
Golf Shop Sales	1,671	1,255	366	356.2%
Other Golf Income	325	143	22	1388.8%
Total Revenues	\$ 55,080	\$ 41,865	\$ 45,532	20.97%
Expenses:				
FGMC Expenses	50,897	56,641	51,481	-1.1%
Golf Course Reclaimed Water	8	-	0	76900.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	1,292	753	246	425.9%
Employee Compensation & Benefits	25,049	24,736	17,087	46.6%
Building, Equipment & Grounds	618	2,500	7,033	-91.2%
Utilities	7,001	4,812	6,078	15.2%
Consulting Fees	4,217	5,290	4,969	-15.1%
Property Insurance & Taxes	3,984	4,064	3,984	0.0%
Depreciation and Amortization	22,512	22,680	22,397	0.5%
Interest Expense	7,638	7,338	12,558	-39.2%
Merchant Services & Bank fees	1,694	500	143	1084.1%
Advertising & Website Costs	2,006	3,670	5,859	-65.8%
All Other Expenses	(92)	3,609	3,570	-102.6%
Total Expenses	\$ 126,824	\$ 136,593	\$ 135,406	6.3%
Net Income	(71,745)	(94,728)	(89,873)	20.2%
Less Depreciation	22,512	22,680	22,397	0.5%
Cash Flow	(49,233)	(72,048)	(67,476)	27.0%
Less Interest	7638	7338	12558	39.2%
Operating Income	(41,594)	(64,710)	(54,918)	24.3%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds				
Cart Rentals				
Practice Facility				
Average Dollar Per Round				
Green & Cart Fees				
Practice Facility				
Gross Profit on Golf Shop Sales	23%	40%	33%	-31.1%

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

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 150	\$ -	\$ 1,190	-87.4%
Expenses:				
Total Tennis Expenses	175	1,390	229	-23.6%
Earnings Before Interest & Taxes	\$ (25)	\$ (1,390)	\$ 961	-102.6%

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 2,650	\$ -	\$ 3,685	-28.1%
Expenses:				
Total Tennis Expenses	409	1,630	458	-10.7%
Earnings Before Interest & Taxes	\$ 2,241	\$ (1,630)	\$ 3,227	-30.6%

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	\$ 10	\$ 2,600	\$ 44	-77.3%
Accounting & Review	1,000	1,000	2,730	-63.4%
Consulting (Lake Elaine Project)	25,756	20,000	0	257564400.0%
Consulting (OB Sports)	2,145	2,600	2,774	-22.7%
Total Legal & Consulting Expenses	\$ 28,911	\$ 26,200	\$ 5,548	421.1%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 10,586	\$ 5,200	\$ 344	2977.2%
Accounting & Review	2,000	2,000	2,730	-26.7%
Consulting (Lake Elaine Project)	25,756	40,000	16,117	59.8%
Consulting (OB Sports)	4,217	5,200	4,969	-15.1%
Total Legal & Consulting Expenses	\$ 42,559	\$ 52,400	\$ 24,159	76.2%

Continental Country Club, Inc.
Income Statement - Lakes
February 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	\$ 19	\$ -	\$ 7,518	-99.7%
Utilities	461	-	773	-40.4%
Maintenance contract labor	-	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	-	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 529	\$ 50	\$ 8,341	93.7%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 734	\$ -	\$ 15,703	-95.3%
Utilities	19	-	1,522	-98.8%
Maintenance contract labor	-	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	-	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	100	100	100	0.0%
Total Expenses	\$ 853	\$ 100	\$ 17,325	95.1%

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	\$ -	\$ 1,400	\$ 2,429	-100.0%
Utilities	2,106	400	1,012	108.1%
Maintenance contract labor	-	1,500	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	-	-	0.0%
Equipment repairs	-	-	1,126	-100.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 2,156	\$ 3,350	\$ 4,617	53.3%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ -	\$ 1,400	\$ 2,429	-100.0%
Utilities	3,237	800	1,911	69.4%
Maintenance contract labor	-	1,500	1,675	-100.0%
Fish	-	-	-	0.0%
Chemicals	-	-	-	0.0%
Equipment repairs	-	-	1,249	-100.0%
Other Expenses	100	100	100	0.0%
Total Expenses	\$ 3,337	\$ 3,800	\$ 7,364	54.7%

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

<u>February</u>	<u>2017</u> <u>YTD</u>	<u>2016</u> <u>YTD</u>
Cash Flow from Operations:		
Operating Income	\$ (3,183)	\$ 8,806
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	33,508	32,727
Receivables - (Up)/Down	352,341	454,617
Inventory - (Up)/Down	1,022	2,849
Prepaid Expenses - (Up)/Down	(16,636)	(33,245)
Payables - Up/(Down)	92,357	32,085
Accrued Expenses - Up/(Down)	87,789	10,246
Net Cash Flow from Operations	\$ 547,198	\$ 508,085
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(7,327)	(21,282)
Investment in FGMC	(4,126)	(3,979)
Other Investing Cash Flows	-	-
Investing Cash Flow	\$ (11,453)	\$ (25,261)
Financing Cash Flows:		
Advance on Bank Line of Credit		-
Payment on Bank Line of Credit		-
Release of Restricted Funds		-
Payment of Bank Term Loan	(14,167)	(11,902)
Financing Cash Flow	\$ (14,167)	\$ (11,902)
Net Change in Cash	\$ 521,578	\$ 470,922
Cash at Beginning of Period	\$ 374,892	\$ 366,564
Cash at End of Period	\$ 896,470	\$ 837,486
Cash Flow Inc/Dec over prior year	\$ 58,984	7%

Continental Country Club Capital Investment Breakdown

<u>February</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	<u>\$ -</u>	<u>\$ 3,000</u>	
Pool Improvements			
Pool improvements		18,000	
Total Pool Improvements	<u>\$ -</u>	<u>\$ 18,000</u>	
Building Upgrades			
Maintenance Shack floor	5,291	5,000	
Fitness center remodel		12,000	
Lobby ceiling	1,036		
Fitness Room Ceiling	1,000	-	
Total Building Upgrades	<u>\$ 7,327</u>	<u>\$ 17,000</u>	
Golf			
Cart Path		15,000	
Total Golf	<u>\$ -</u>	<u>\$ 15,000</u>	
FGMC Investment			
Capital Lease Equipment	4,126	30,000	
FGMC Total	<u>\$ 4,126</u>	<u>\$ 30,000</u>	
Total Purchase of Capital	<u>\$ 11,453</u>	<u>\$ 83,000</u>	

Continental Country Club, Inc.

Balance Sheet

February 2017

ASSETS

Current Assets

Petty Cash	1,550.00
Sunwest Bank CD	89,102.28
Chase- Credit Card Account	267,509.22
Sunwest Bank Checking	294,599.42
Sunwest Bank Savings	243,709.27
Receivables	196,795.54
Golf Shop Receivables	45,046.88
Allowance for doubtful A/R	(3,000.00)
Golf Shop Inventory	32,854.75

TOTAL Current Assets

1,168,167.36

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	1,343,602.67
Parking Lot Paving	214,226.00
Tennis Courts Improvements	62,695.98
Accum. Depr. - Improvements	(1,167,970.88)
Accum. Deprec.- Club House	(1,569,282.78)
Accum. Dep. - Irrigation System	(1,005,135.02)
Pools	100,319.47
Accum. Deprec.- Pools	(36,120.16)
Office Equipment	46,105.88
Accum. Deprec.- Office Equip.	(39,015.63)
Equipment	424,881.55
Accum. Deprec.- Equipment	(314,656.11)
A/D-Other	5,000.00
Golf Course Improvements	64,241.42
Leasehold Improvements - Other	(5,000.00)

TOTAL Fixed Assets

1,619,991.05

Other Assets

Lake Elaine Acct - Bank One (Restricted)	156,197.02
Note Receivable - Oakmont	306.67
Pre-Paid Insurance	63,071.79
Pre-paid Reclaimed Water	2,084.52
Misc. Pre-Paid	873.49
Capital Investment - FGMC	232,732.61
Note Receivable - LT portion	89,417.74
Note Receivable -CP-Contra	(306.67)
Deferred Tax Asset	26,000.00
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	(17,044.82)	
TOTAL Other Assets		<u>585,017.61</u>
TOTAL ASSETS		<u>3,373,176.02</u>
LIABILITIES		
Current Liabilities		
Trade Payables	142,022.92	
Tree Donation Program	2,162.00	
Tennis Improvement	3,145.48	
Pickleball Improvement	6,628.61	
Handicap Fees Payable	105.00	
Advance Deposit	4,500.00	
Accrued Expenses - FGMC	29,760.40	
Payable to Wyndham (Pool)	36,244.61	
Current Portion - LTD	(73,638.59)	
Current portion - note payable	73,638.59	
Salaries Payable	10,082.49	
FICA	23.78	
FUTA	763.03	
SUTA	2,995.08	
Real Estate Tax	6,573.00	
Lot Assessment Accrual	979,516.00	
Golf Shop Credits	2,751.00	
Gift Cards	3,494.51	
TOTAL Current Liabilities		<u>1,230,767.91</u>
Long-Term Liabilities		
Future Maintenance- Lake Elaine	156,197.02	
Note Payable - Sunwest Bank	1,024,285.65	
Obligation to Repurchase License	218.26	
TOTAL Long-Term Liabilities		<u>1,180,700.93</u>
TOTAL LIABILITIES		<u>2,411,468.84</u>
CAPITAL		
Capital Reserves	132,242.00	
Contributed Capital	2,556,498.00	
Fund Balance, Prior Periods	(1,723,850.04)	
Year-to-Date Earnings	(3,182.78)	
TOTAL CAPITAL		<u>961,707.18</u>
TOTAL LIABILITIES & CAPITAL		<u>3,373,176.02</u>