

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 126,346	\$ 129,250	\$ 127,659	-1.0%
Golf Income	52,872	25,180	50,791	4.1%
Other Income	960	-	600	60.0%
Total Revenues	\$ 180,178	\$ 154,430	\$ 179,050	0.6%
Expenses:				
Flagstaff Golf Maintenance Company	33,765	36,593	36,125	-6.5%
Golf Course Reclaimed Water	1,846	6,380	6,258	-70.5%
Golf Cart Lease	-	-	6,763	-100.0%
Cost of Goods Sold Golf	3,201	3,053	4,227	-24.3%
Wyndham Maintenance & Other Payments	8,456	10,115	8,177	3.4%
Lake Elaine	357	1,050	11,091	-96.8%
Walnut Canyon Lakes Park	1,847	8,425	865	113.6%
Employee Compensation & Benefits	53,633	53,053	41,182	30.2%
Building, Equipment & Grounds	12,895	16,283	12,978	-0.6%
Utilities	21,611	12,494	12,293	75.8%
Legal & Consulting	24,323	35,525	7,381	229.5%
Property Insurance & Taxes	6,630	6,409	6,630	0.0%
Depreciation & Amortization	16,754	16,640	17,364	-3.5%
Merchant Services & Bank Fees	1,415	2,500	2,180	-35.1%
Advertising & Website Costs	5,793	4,720	5,566	4.1%
All Other Expenses	3,497	5,676	4,431	-21.1%
Total Expenses	\$ 196,023	\$ 218,916	\$ 183,511	6.8%
Earnings Before Interest & Taxes	(15,845)	(64,486)	(4,460)	-255.2%
Interest Expense	3,289	3,631	5,826	-43.5%
Pre-tax Income/(Loss)	\$ (19,133)	\$ (68,117)	\$ (10,286)	-86.0%

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 390,160	\$ 371,040	\$ 381,651	2.2%
Golf Income	107,951	67,044	96,323	12.1%
Other Income	3,610	-	4,285	-15.8%
Total Revenues	\$ 501,721	\$ 438,084	\$ 482,259	4.0%
Expenses:				
Flagstaff Golf Maintenance Company	84,662	93,234	87,607	-3.4%
Golf Course Reclaimed Water	1,853	6,380	6,258	-70.4%
Golf Cart Lease	-	-	6,763	-100.0%
Cost of Goods Sold Golf	4,493	3,806	4,472	0.5%
Wyndham Maintenance & Other Payments	31,749	28,865	26,093	21.7%
Lake Elaine	1,210	1,150	28,416	-95.7%
Wainut Canyon Lakes Park	5,184	12,225	8,228	-37.0%
Employee Compensation & Benefits	135,064	136,840	90,832	48.7%
Building, Equipment & Grounds	29,936	36,163	32,392	-7.6%
Utilities	47,265	32,216	33,382	41.6%
Legal & Consulting	66,882	87,925	31,540	112.1%
Property Insurance & Taxes	19,890	19,227	19,890	0.0%
Depreciation & Amortization	50,262	49,920	49,091	2.4%
Merchant Services & Bank Fees	5,717	10,000	4,832	18.3%
Advertising & Website Costs	10,889	13,010	16,916	-35.6%
All Other Expenses	18,052	12,460	10,916	65.4%
Total Expenses	\$ 513,110	\$ 543,421	\$ 457,627	12.1%
Earnings Before Interest & Taxes	(11,389)	(105,337)	24,632	146.2%
Interest Expense	10,928	10,969	18,385	-40.6%
Pre-tax Income/(Loss)	\$ (22,316)	\$ (116,306)	\$ 6,247	-457.2%

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

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	6,230	-	500	1146.1%
High Country Card	5,899	-	3,762	56.8%
Green Fees	-	-	-	0.0%
Cart Fees	-	-	-	0.0%
Driving Range Income	-	-	-	0.0%
Golf Shop Sales	4,582	5,088	3,628	26.3%
Pre & Post Season Income	36,161	20,093	42,901	-15.7%
Other Golf Income	-	-	-	0.0%
Total Revenues	\$ 52,873	\$ 25,181	\$ 50,791	4.10%
Expenses:				
FGMC Expenses	33,765	36,593	36,125	-6.5%
Golf Course Reclaimed Water	1,846	6,380	6,258	-70.5%
Golf Cart Lease	-	-	6,763	-100.0%
Cost of Good Sold Golf	3,201	3,053	4,227	-24.3%
Employee Compensation & Benefits	18,369	18,180	18,848	-2.5%
Building, Equipment & Grounds Utilities	1,976	5,400	9,218	-78.6%
Utilities	3,650	4,036	3,841	-5.0%
Consulting Fees	2,000	3,390	2,000	0.0%
Property Insurance & Taxes	1,992	2,032	1,992	0.0%
Depreciation and Amortization	11,256	11,340	11,199	0.5%
Interest Expense	3,289	3,631	5,826	-43.5%
Merchant Services & Bank fees	1,070	1,000	685	56.1%
Advertising & Website Costs	3,515	3,010	1,483	137.0%
All Other Expenses	679	4,506	2,513	-73.0%
Total Expenses	\$ 86,608	\$ 102,551	\$ 110,978	-21.96%
Net Income	(33,735)	(77,370)	(60,187)	156.05%
Less Depreciation	11,256	11,340	11,199	0.51%
Cash Flow	(22,479)	(66,030)	(48,988)	145.89%
Less Interest	3,289	3,631	5,826	-43.55%
Operating Income	(19,190)	(62,399)	(43,162)	44.46%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds	0	0	0	0.0%
Cart Rentals	0	0	0	0.0%
Practice Facility	0	0	0	0.0%
Average Dollar Per Round				
Green & Cart Fees	-	-	-	0.0%
Practice Facility	-	-	-	0.0%
Gross Profit on Golf Shop Sales	30%	0%	-17%	-282.7%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Year to Date Mar, 2017

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	56,929	39,501	45,545	25.0%
High Country Card	6,592	-	3,861	70.7%
Green Fees	-	-	-	0.0%
Cart Fees	-	-	-	0.0%
Driving Range Income	-	-	-	0.0%
Golf Shop Sales	6,254	6,343	3,994	56.6%
Pre & Post Season Income	38,177	21,201	42,923	-11.1%
Other Golf Income	-	-	-	0.0%
Total Revenues	\$ 107,951	\$ 67,045	\$ 96,323	12.07%
Expenses:				
FGMC Expenses	84,662	93,234	87,607	-3.4%
Golf Course Reclaimed Water	1,853	6,380	6,258	-70.4%
Golf Cart Lease	-	-	6,763	-100.0%
Cost of Good Sold Golf	4,493	3,806	4,472	0.5%
Employee Compensation & Benefits	41,294	42,916	30,836	33.9%
Building, Equipment & Grounds Utilities	2,594	7,900	16,251	-84.0%
	10,651	8,848	9,927	7.3%
Consulting Fees	6,217	8,680	6,969	-10.8%
Property Insurance & Taxes	5,976	6,096	5,976	0.0%
Depreciation and Amortization	33,768	34,020	33,596	0.5%
Interest Expense	10,928	10,969	18,385	-40.6%
Merchant Services & Bank fees	2,764	1,500	828	233.7%
Advertising & Website Costs	6,622	6,680	7,342	-9.8%
All Other Expenses	1,611	8,115	6,075	-73.5%
Total Expenses	\$ 213,432	\$ 239,144	\$ 241,285	-11.54%
Net Income	(105,481)	(172,099)	(144,962)	72.76%
Less Depreciation	33,768	34,020	33,596	0.5%
Cash Flow	\$ (71,713)	\$ (138,079)	\$ (111,366)	64.39%
Less Interest	10928	10969	18385	-40.6%
Operating Income	\$ (60,785)	\$ (127,110)	\$ (92,981)	65.37%
Number of Participants	2017	Budget	2016	%Inc/Dec
Number of Rounds	0	0	0	0.0%
Cart Rentals	0	0	0	0.0%
Practice Facility	0	0	0	0.0%
Average Dollar Per Round				
Green & Cart Fees	-	-	-	0.0%
Practice Facility	-	-	-	0.0%
Gross Profit on Golf Shop Sales	28%	0%	-12%	-335.3%

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

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 960	\$ -	\$ 600	60.0%
Expenses:				
Total Tennis Expenses	231	840	582	-60.4%
Earnings Before Interest & Taxes	<u>\$ 729</u>	<u>\$ (840)</u>	<u>\$ 18</u>	<u>3946.89%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 3,610	\$ -	\$ 4,285	-15.8%
Expenses:				
Total Tennis Expenses	640	2,470	1,040	-38.5%
Earnings Before Interest & Taxes	<u>\$ 2,970</u>	<u>\$ (2,470)</u>	<u>\$ 3,245</u>	<u>-8.47%</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	\$ 14,107	\$ 4,000	\$ 5,381	162.2%
Accounting & Review	1,000	8,925	0	9999900.0%
Consulting (Lake Elaine Project)	7,216	20,000	0	72155800.0%
Consulting (OB Sports)	2,000	2,600	2,000	0.0%
Total Legal & Consulting Expenses	<u>\$ 24,323</u>	<u>\$ 35,525</u>	<u>\$ 7,381</u>	<u>229.5%</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	\$ 9,200	\$ 8,454	192.1%
Accounting & Review	3,000	10,925	0	29999900.0%
Consulting (Lake Elaine Project)	32,972	60,000	16,117	104.6%
Consulting (OB Sports)	6,217	7,800	6,969	-10.8%
Total Legal & Consulting Expenses	<u>\$ 66,882</u>	<u>\$ 87,925</u>	<u>\$ 31,540</u>	<u>112.1%</u>

Continental Country Club, Inc.
Income Statement - Lakes
March, 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	\$ -	\$ -	\$ 9,637	-100.0%
Utilities	307	-	789	-61.1%
Maintenance contract labor	-	-	225	-100.0%
Fish	-	-	150	-100.0%
Chemicals	-	-	240	-100.0%
Equipment repairs	-	1,000	-	0.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 357	\$ 1,050	\$ 11,091	-96.8%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 19	\$ -	\$ 25,340	-99.9%
Utilities	1,041	-	2,311	-54.9%
Maintenance contract labor	-	-	225	-100.0%
Fish	-	-	150	-100.0%
Chemicals	-	-	240	-100.0%
Equipment repairs	-	1,000	-	0.0%
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 1,210	\$ 1,150	\$ 28,416	-95.7%

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	\$ 693	\$ 2,000	\$ 0	6925800.0%
Utilities	1,105	400	328	236.8%
Maintenance contract labor	-	3,225	225	-100.0%
Fish	-	-	100	-100.0%
Chemicals	-	750	162	-100.0%
Equipment repairs	-	2,000	0	-100.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 1,847	\$ 8,425	\$ 865	113.5%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 693	\$ 3,400	\$ 2,429	-71.5%
Utilities	4,342	1,200	2,239	93.9%
Maintenance contract labor	-	4,725	1,900	-100.0%
Fish	-	-	100	-100.0%
Chemicals	-	750	162	-100.0%
Equipment repairs	-	2,000	1,249	-100.0%
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 5,184	\$ 12,225	\$ 8,228	-37.0%

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

	2017	2016
	<u>YTD</u>	<u>YTD</u>
Cash Flow from Operations:		
Operating Income	\$ (22,316)	\$ 6,247
Adjustments to Reconcile Operating Income to Cash Flow:		
Depreciation & Amortization	50,262	49,091
Receivables - (Up)/Down	298,084	396,356
Inventory - (Up)/Down	(14,001)	306
Prepaid Expenses - (Up)/Down	(27,833)	(76,440)
Payables - Up/(Down)	121,871	14,443
Accrued Expenses - Up/(Down)	(990)	(5,754)
Net Cash Flow from Operations	\$ 405,077	\$ 384,248
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(28,888)	(30,424)
Investment in FGMC	(6,199)	(30,389)
Other Investing Cash Flows	-	-
Investing Cash Flow	\$ (35,087)	\$ (60,813)
Financing Cash Flows:		
Advance on Bank Line of Credit	-	-
Payment on Bank Line of Credit	-	-
Release of Restricted Funds	-	-
Payment of Bank Term Loan	(21,781)	(18,306)
Financing Cash Flow	\$ (21,781)	\$ (18,306)
Net Change in Cash	\$ 348,210	\$ 305,130
Cash at Beginning of Period	\$ 463,771	\$ 366,564
Cash at End of Period	\$ 811,981	\$ 671,694
Cash Flow Increase/Decrease	\$ 140,287	21%

Continental Country Club Capital Investment Breakdown

<u>March</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	21,561	18,000	
Total Pool Improvements	<u>\$ 21,561</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	6,199	30,000	
FGMC Total	<u>\$ 6,199</u>	<u>\$ 30,000</u>	
 Total Purchase of Capital	 <u>\$ 35,087</u>	 <u>\$ 83,000</u>	

Continental Country Club, Inc.

Balance Sheet

March 2017

ASSETS

Current Assets

Petty Cash	1,550.00
Sunwest Bank CD	89,102.28
Chase- Credit Card Account	339,838.55
Sunwest Bank Checking	125,908.58
Sunwest Bank Savings	252,979.04
Receivables	162,197.86
Golf Shop Receivables	35,434.39
Allowance for doubtful A/R	(3,000.00)
Golf Shop Inventory	47,878.45

TOTAL Current Assets

1,051,889.15

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	(1,172,985.82)
Accum. Deprec.- Club House	(1,569,390.31)
Accum. Dep. - Irrigation System	(1,011,226.75)
Pools	121,880.18
Accum. Deprec.- Pools	(36,601.35)
Office Equipment	46,105.88
Accum. Deprec.- Office Equip.	(39,114.20)
Equipment	424,881.55
Accum. Deprec.- Equipment	(317,054.03)
A/D-Other	5,000.00
Golf Course Improvements	64,241.42
Leasehold Improvements - Other	(5,000.00)

TOTAL Fixed Assets

1,627,809.88

Other Assets

Lake Elaine Acct - Bank One (Restricted)	156,202.30
Note Receivable - Oakmont	306.67
Pre-Paid Insurance	61,090.79
Pre-paid Reclaimed Water	17,439.08
Capital Investment - FGMC	232,505.49
Note Receivable - LT portion	89,391.74
Note Receivable -CP-Contra	(306.67)
Deferred Tax Asset	25,000.00
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	(17,307.05)	
TOTAL Other Assets		<u>596,007.61</u>
TOTAL ASSETS		<u>3,275,706.64</u>
LIABILITIES		
Current Liabilities		
Trade Payables	157,543.36	
Tree Donation Program	2,162.00	
Tennis Improvement	3,145.48	
Pickleball Improvement	6,628.61	
Handicap Fees Payable	(580.00)	
Advance Deposit	4,500.00	
Accrued expenses Reclaimed water	3,895.19	
Accrued Expenses - FGMC	28,525.57	
Payable to Wyndham (Pool)	36,244.61	
Current Portion - LTD	(73,638.59)	
Current portion - note payable	73,638.59	
Salaries Payable	24,524.34	
FICA	23.78	
FUTA	833.01	
SUTA	3,474.43	
Real Estate Tax	8,764.00	
Lot Assessment Accrual	881,048.50	
Golf Shop Credits	2,751.00	
Gift Cards	3,266.94	
TOTAL Current Liabilities		<u>1,166,750.82</u>
Long-Term Liabilities		
Future Maintenance- Lake Elaine	156,202.30	
Note Payable - Sunwest Bank	1,016,672.05	
Obligation to Repurchase License	218.26	
TOTAL Long-Term Liabilities		<u>1,173,092.61</u>
TOTAL LIABILITIES		<u>2,339,843.43</u>
CAPITAL		
Capital Reserves	132,242.00	
Contributed Capital	2,556,498.00	
Fund Balance, Prior Periods	(1,723,669.91)	
Year-to-Date Earnings	(29,206.88)	
TOTAL CAPITAL		<u>935,863.21</u>
TOTAL LIABILITIES & CAPITAL		<u>3,275,706.64</u>