

Continental Country Club, Inc.
Income Statement
for the Month of February 2018

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 132,169	\$ 138,127	\$ 134,131	-1.5%
Golf Income	7,268	6,400	10,729	-32.3%
Other Income	215	-	150	43.3%
Total Revenues	\$ 139,652	\$ 144,527	\$ 145,010	-3.7%
Expenses:				
Flagstaff Golf Maintenance Company	30,003	25,446	25,677	16.9%
Golf Course Reclaimed Water	1,198	-	-	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	3,083	2,300	953	223.4%
Wyndham Maintenance & Other Payments	4,900	6,500	14,724	-66.7%
Lake Elaine	285	4,299	529	-46.2%
Walnut Canyon Lakes Park	1,972	2,500	2,156	-8.5%
Employee Compensation & Benefits	43,927	42,260	34,286	28.1%
Building, Equipment & Grounds	7,553	11,955	14,710	-48.7%
Utilities	10,968	14,009	13,473	-18.6%
Legal & Consulting	13,606	14,000	28,911	-52.9%
Property Insurance & Taxes	5,826	5,826	6,630	-12.1%
Depreciation & Amortization	16,754	17,725	16,754	0.0%
Merchant Services & Bank Fees	5,261	1,400	2,076	153.5%
Advertising & Website Costs	8,015	3,096	1,170	585.0%
All Other Expenses	4,712	5,005	4,065	15.9%
Total Expenses	\$ 158,062	\$ 156,321	\$ 166,114	-4.8%
Earnings Before Interest & Taxes	(18,410)	(11,794)	(21,103)	-12.8%
Interest Expense	3,485	3,343	3,806	8.4%
Pre-tax Income/(Loss)	\$ (21,895)	\$ (15,137)	\$ (24,910)	-133.1%

Continental Country Club, Inc.
Income Statement
Year to Date February 2018

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 275,929	\$ 276,014	\$ 263,813	4.6%
Golf Income	68,890	46,900	55,905	23.2%
Other Income	3,191	2,500	2,650	20.4%
Total Revenues	\$ 348,010	\$ 325,414	\$ 322,368	8.0%
Expenses:				
Flagstaff Golf Maintenance Company	58,617	58,097	50,897	15.2%
Golf Course Reclaimed Water	1,480	-	8	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	4,805	4,600	1,418	238.8%
Wyndham Maintenance & Other Payments	8,944	13,000	23,292	-61.6%
Lake Elaine	1,740	8,598	853	103.9%
Walnut Canyon Lakes Park	6,783	5,000	3,337	103.2%
Employee Compensation & Benefits	86,589	90,598	81,431	6.3%
Building, Equipment & Grounds	17,928	21,980	17,041	5.2%
Utilities	22,963	31,318	25,654	-10.5%
Legal & Consulting	54,618	28,000	42,559	28.3%
Property Insurance & Taxes	11,652	11,652	13,260	-12.1%
Depreciation & Amortization	33,508	35,450	33,508	0.0%
Merchant Services & Bank Fees	7,388	2,700	4,302	71.7%
Advertising & Website Costs	13,450	10,937	4,533	196.7%
All Other Expenses	6,591	11,205	15,299	-56.9%
Total Expenses	\$ 337,055	\$ 333,135	\$ 317,393	6.2%
Earnings Before Interest & Taxes	10,955	(7,721)	4,974	120.2%
Interest Expense	6,997	6,712	7,638	8.4%
Pre-tax Income/(Loss)	\$ 3,958	\$ (14,433)	\$ (2,664)	-248.6%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Month of February 2018

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	5,383	5,000	6,854	-21.5%
High Country Card	-	-	693	-100.0%
Green Fees	771	500	848	-9.1%
Cart Fees	-	-	351	-100.0%
Driving Range Income	375	400	493	-23.8%
Golf Shop Sales	1,019	500	1,206	-15.6%
Other Golf Income	(280)	-	284	-198.7%
Total Revenues	\$ 7,268	\$ 6,400	\$ 10,729	-32.26%
Expenses:				
FGMC Expenses	30,003	25,446	25,677	16.9%
Golf Course Reclaimed Water	1,198	-	-	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	3,083	2,300	953	223.4%
Employee Compensation & Benefits	5,769	6,897	10,611	-45.6%
Building, Equipment & Grounds	132	390	338	-61.1%
Utilities	3,268	4,635	4,146	-21.2%
Consulting Fees	-	90	2,145	-100.0%
Property Insurance & Taxes	1,875	1,875	1,992	-5.9%
Depreciation and Amortization	11,256	11,305	11,256	0.0%
Interest Expense	3,485	3,343	3,806	-8.4%
Merchant Services & Bank fees	557	300	1,056	-47.2%
Advertising & Website Costs	6,042	2,171	737	720.0%
All Other Expenses	425	550	339	25.5%
Total Expenses	\$ 67,092	\$ 59,302	\$ 63,055	-6.4%
Net Income	(59,825)	(52,902)	(52,326)	-14.3%
Less Depreciation	11,256	11,305	11,256	0.0%
Cash Flow	(48,569)	(41,597)	(41,070)	-18.3%
Less Interest	3485	3343	3806	-8.4%
Operating Income	(45,084)	(38,254)	(37,264)	-21.0%
Number of Participants	2018	Budget	2017	%Inc/Dec
Number of Rounds	66	66	66	0.0%
Cart Rentals	23	23	23	0.0%
Practice Facility	46	46	46	0.0%
Average Dollar Per Round				
Green & Cart Fees	203%	360%	21%	1053%
Practice Facility	-	-	-	-
Gross Profit on Golf Shop Sales	203%	360%	21%	1053%

Continental Country Club, Inc.

Income Statement - Golf Business Unit

Year to Date February 2018

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	65,424	45,000	50,698	29.0%
High Country Card	-	-	693	-100.0%
Green Fees	771	500	848	-9.1%
Cart Fees	-	-	351	-100.0%
Driving Range Income	375	400	493	-23.8%
Golf Shop Sales	2,681	1,000	1,671	60.4%
Other Golf Income	(361)	-	1,150	-131.4%
Total Revenues	\$ 68,890	\$ 46,900	\$ 55,905	23.23%
Expenses:				
FGMC Expenses	58,617	58,097	50,897	15.2%
Golf Course Reclaimed Water	1,480	-	8	19124.7%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	4,805	4,600	1,418	238.8%
Employee Compensation & Benefits	11,389	14,592	22,925	-50.3%
Building, Equipment & Grounds	132	890	618	-78.7%
Utilities	6,458	9,520	7,001	-7.8%
Consulting Fees	(73)	90	4,217	-101.7%
Property Insurance & Taxes	3,750	3,750	3,984	-5.9%
Depreciation and Amortization	22,512	22,610	22,512	0.0%
Interest Expense	6,997	6,712	7,638	-8.4%
Merchant Services & Bank fees	1,471	500	1,694	-13.2%
Advertising & Website Costs	9,501	8,392	3,107	205.8%
All Other Expenses	444	1,100	932	-52.3%
Total Expenses	\$ 127,482	\$ 130,853	\$ 126,951	-0.4%
Net Income	(58,593)	(83,953)	(71,046)	17.5%
Less Depreciation	22,512	22,610	22,512	0.0%
Cash Flow	(36,081)	(61,343)	(48,534)	25.7%
Less Interest	6997	6712	7638	8.4%
Operating Income	(29,084)	(54,631)	(40,896)	28.9%
Number of Participants	2018	Budget	2017	%Inc/Dec
Number of Rounds	66	66	66	
Cart Rentals	23	23	23	
Practice Facility	46	46	46	
Average Dollar Per Round				
Green & Cart Fees	79%	360%	15%	-622.7%
Practice Facility				
Gross Profit on Golf Shop Sales	79%	360%	15%	-622.7%

Continental Country Club, Inc.
Income Statement - Small Business Units
February 2018

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 216	\$ -	\$ 150	43.3%
Expenses:				
Total Tennis Expenses	87	90	175	-50.2%
Earnings Before Interest & Taxes	<u>\$ 128</u>	<u>\$ (90)</u>	<u>\$ (25)</u>	<u>-611.4%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 3,191	\$ 2,500	\$ 2,650	20.4%
Expenses:				
Total Tennis Expenses	174	180	409	-57.4%
Earnings Before Interest & Taxes	<u>\$ 3,017</u>	<u>\$ 2,320</u>	<u>\$ 2,241</u>	<u>34.6%</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	\$ 12,606	\$ 13,000	\$ 10	125963.4%
Accounting & Review	1,000	1,000	1,000	0.0%
Consulting (Lake Elaine Project)	-	-	25,756	-100.0%
Consulting (OB Sports)	-	-	2,145	-100.0%
Total Legal & Consulting Expenses	<u>\$ 13,606</u>	<u>\$ 14,000</u>	<u>\$ 28,911</u>	<u>-52.9%</u>
YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 52,690	\$ 26,000	\$ 10,586	397.8%
Accounting & Review	2,000	2,000	2,000	0.0%
Consulting (Lake Elaine Project)	-	-	25,756	-100.0%
Consulting (OB Sports)	(73)	-	4,217	-101.7%
Total Legal & Consulting Expenses	<u>\$ 54,618</u>	<u>\$ 28,000</u>	<u>\$ 42,559</u>	<u>28.3%</u>

Continental Country Club, Inc.
Income Statement - Lakes
February 2018

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	-100.0%
Utilities	235	315	461	-49.1%
Contract Labor/Consulting	-	3,334	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	600	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	50	50	50	0.0%
Total Expenses	<u>\$ 285</u>	<u>\$ 4,299</u>	<u>\$ 529</u>	<u>46.2%</u>

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ -	\$ -	\$ 19	-100.0%
Utilities	490	630	734	-33.3%
Contract Labor/Consulting	1,150	6,668	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	1,200	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	100	100	100	0.0%
Total Expenses	<u>\$ 1,740</u>	<u>\$ 8,598</u>	<u>\$ 853</u>	<u>-103.9%</u>

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	\$ 1,048	\$ -	\$ -	#DIV/0!
Utilities	874	1,250	2,106	-58.5%
Maintenance contract labor	-	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	1,200	-	0.0%
Equipment repairs	-	-	-	#DIV/0!
Other Expenses	50	50	50	0.0%
Total Expenses	<u>\$ 1,972</u>	<u>\$ 2,500</u>	<u>\$ 2,156</u>	<u>8.5%</u>

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 4,977	\$ -	\$ -	#DIV/0!
Utilities	1,705	2,500	3,237	-47.3%
Maintenance contract labor	-	-	-	#DIV/0!
Fish	-	-	-	0.0%
Chemicals	-	2,400	-	0.0%
Equipment repairs	-	-	-	#DIV/0!
Other Expenses	100	100	100	0.0%
Total Expenses	<u>\$ 6,783</u>	<u>\$ 5,000</u>	<u>\$ 3,337</u>	<u>-103.2%</u>

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

<u>February</u>	<u>2018</u> <u>YTD</u>	<u>2017</u> <u>YTD</u>
Cash Flow from Operations:		
Operating Income	\$ 3,958	\$ (2,664)
Operating Activities:		
Depreciation & Amortization	33,508	33,508
Receivables - (Up)/Down	394,208	352,341
Inventory - (Up)/Down	2,974	1,023
Prepaid Expenses - (Up)/Down	1,439	(15,332)
Payables - Up/(Down)	56,301	95,650
Accrued Expenses - Up/(Down)	(82,208)	(4,998)
Net Cash Flow from Operations	\$ 410,179	\$ 459,528
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	-	(7,327)
FGMC Capital Expenditures	(8,226)	(4,126)
Contribution to Capital Reserve Fund	(21,111)	-
Investing Cash Flow	\$ (29,337)	\$ (11,453)
Financing Cash Flows:		
Advance on Bank Line of Credit		-
Payment on Bank Line of Credit		-
Release of Restricted Funds		-
Payment of Bank Term Loan	(14,808)	(14,167)
Financing Cash Flow	\$ (14,808)	\$ (14,167)
Net Change in Cash	\$ 366,034	\$ 433,908
Cash at Beginning of Period	\$ 306,342	\$ 458,756
Cash at End of Period	\$ 672,376	\$ 892,664
Cash Flow Inc/Dec over prior year	\$ (220,288)	-25%

**Continental Country Club
Capital Investment Breakdown**

<u>February</u>	<u>2018</u> <u>YTD</u>	<u>2018</u> <u>Budget</u>	<u>Notes</u>
Purchase of Capital Equipment (Net) Equipment			
Treadmill			
Total Equipment Investments	<u>\$ -</u>	<u>\$ -</u>	
Pool Improvements			
Pool improvements			
Total Pool Improvements	<u>\$ -</u>	<u>\$ -</u>	
Building Upgrades			
Upstairs Meeting Rooms/Lobby			
	-	5,500	
Total Building Upgrades	<u>\$ -</u>	<u>\$ 5,500</u>	
Golf			
Repair 5 tee boxes			
		15,000	
Total Golf	<u>\$ -</u>	<u>\$ 15,000</u>	
FGMC Investment			
Capital Lease			
	8,226	35,000	
Equipment - Backhoe			
		15,000	
FGMC Total	<u>\$ 8,226</u>	<u>\$ 50,000</u>	
Total Purchase of Capital	<u>\$ 8,226</u>	<u>\$ 70,500</u>	

Continental Country Club, Inc.

Balance Sheet

February 2018

ASSETS

Current Assets

Petty Cash	2,151.00
Sunwest Bank CD	89,362.57
Chase- Credit Card Account	220,742.30
Sunwest Bank Checking	360,120.35
Receivables	81,799.80
Golf Shop Receivables	58,202.73
Allowance for doubtful A/R	(3,000.00)
Golf Shop Inventory	33,721.57

TOTAL Current Assets

843,100.32

Fixed Assets

Land	443,618.81
Reclaimed Water Line	147,703.08
Accum. Depr. - Reclaimed Water Line	(147,703.08)
Irrigation System	1,483,653.51
Buildings	1,590,465.55
Building Remodel	1,355,208.14
Parking Lot Paving	214,226.00
Tennis Courts Improvements	62,695.98
Accum. Depr. - Improvements	(1,231,657.41)
Accum. Deprec.- Club House	(1,570,573.14)
Accum. Dep. - Irrigation System	(1,078,235.78)
Pools	125,560.88
Accum. Deprec.- Pools	(41,894.44)
Office Equipment	46,105.88
Accum. Deprec.- Office Equip.	(40,246.20)
Equipment	460,593.66
Accum. Deprec.- Equipment	(349,904.15)
A/D-Other	5,000.00
Golf Course Improvements	94,193.89
Leasehold Improvements - Other	(5,000.00)

TOTAL Fixed Assets

1,563,811.18

Other Assets

Lake Elaine Acct - Bank One (Restricted)	156,259.19
Sunwest Bank MM Capital Reserve Account	280,749.91
Note Receivable - Oakmont	325.59
Pre-Paid Insurance	20,724.00
Pre-paid Expenses	5,399.86
Capital Investment - FGMC	239,795.21
Note Receivable - LT portion	89,111.07
Note Receivable -CP-Contra	(325.59)
Deferred Tax Asset	16,000.00
Orig. fees and pts - Irrig loan	29,000.00
Accumulated Amortization	(29,000.00)
Right to Repurchase License	524.93
Closing Costs - Irrig Loan	31,467.00

Acc. Amortization - Closing Costs	(20,191.58)	
TOTAL Other Assets		819,839.59
TOTAL ASSETS		3,226,751.09

LIABILITIES

Current Liabilities

Trade Payables	173,987.82
Tree Donation Program	2,162.00
Tennis Improvement	3,145.48
Pickleball Improvement	(551.69)
Handicap Fees Payable	(745.00)
Advance Deposit	3,000.00
Accrued expenses Reclaimed water	(30,566.28)
Accrued Expenses - FGMC	29,799.60
Current Portion - LTD	(78,854.90)
Current portion - note payable	78,854.90
Salaries Payable	11,804.79
Accrued Compensated Absence	6,594.04
FUTA	270.38
SUTA	1,225.80
Dental Insurance	34.16
Real Estate Tax	17,918.65
Sales Tax	764.35
Miscellaneous Liabilities (Cell Tower)	23,252.74
Lot Assessment Accrual	973,449.00
Golf Shop Credits	(569.00)
Rain Checks	2,463.82
Gift Cards	1,807.91
Deposits	170.00

TOTAL Current Liabilities 1,219,418.57

Long-Term Liabilities

Future Maintenance- Lake Elaine	156,259.19
Note Payable - Sunwest Bank	946,590.62
Obligation to Repurchase License	524.93

TOTAL Long-Term Liabilities 1,103,374.74

TOTAL LIABILITIES 2,322,793.31

CAPITAL

Capital Reserves	132,242.00
Contributed Capital	2,556,498.00
Fund Balance, Prior Periods	(1,788,740.47)
Year-to-Date Earnings	3,958.25

TOTAL CAPITAL 903,957.78

TOTAL LIABILITIES & CAPITAL 3,226,751.09