

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 123,624	\$ 128,032	\$ 126,346	-2.2%
Golf Income	33,288	46,600	52,872	-37.0%
Other Income	1,203	750	960	25.3%
Total Revenues	\$ 158,115	\$ 175,382	\$ 180,178	-12.2%
Expenses:				
Flagstaff Golf Maintenance Company	33,325	35,275	33,765	-1.3%
Golf Course Reclaimed Water	1,826	1,980	1,846	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	6,511	4,520	3,201	103.4%
Wyndham Maintenance & Other Payments	4,200	6,500	8,456	-50.3%
Lake Elaine	1,674	4,299	357	369.0%
Walnut Canyon Lakes Park	2,133	3,250	1,847	15.5%
Employee Compensation & Benefits	43,261	50,358	53,633	-19.3%
Building, Equipment & Grounds	8,991	13,005	12,895	-30.3%
Utilities	11,298	15,129	21,611	-47.7%
Legal & Consulting	15,384	26,000	24,323	-36.7%
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	257	2,100	8,767	-97.1%
Advertising & Website Costs	8,317	3,776	5,849	42.2%
All Other Expenses	795	4,050	3,497	-77.3%
Total Expenses	\$ 160,552	\$ 193,793	\$ 203,432	-21.1%
Earnings Before Interest & Taxes	(2,437)	(18,411)	(23,254)	-89.5%
Interest Expense	3,124	3,316	3,289	-5.0%
Pre-tax Income/(Loss)	\$ (5,562)	\$ (21,727)	\$ (26,543)	-79.0%

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 399,553	\$ 404,046	\$ 390,160	2.4%
Golf Income	102,177	93,500	108,776	-6.1%
Other Income	4,394	3,250	3,610	21.7%
Total Revenues	\$ 506,125	\$ 500,796	\$ 502,546	0.7%
Expenses:				
Flagstaff Golf Maintenance Company	91,942	93,372	84,662	8.6%
Golf Course Reclaimed Water	3,307	1,980	1,853	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Goods Sold Golf	11,316	9,120	4,619	145.0%
Wyndham Maintenance & Other Payments	13,144	19,500	31,749	-58.6%
Lake Elaine	3,414	12,897	1,210	182.2%
Walnut Canyon Lakes Park	8,916	8,250	5,184	72.0%
Employee Compensation & Benefits	129,850	140,956	135,064	-3.9%
Building, Equipment & Grounds	26,920	34,985	29,936	-10.1%
Utilities	34,260	46,447	47,265	-27.5%
Legal & Consulting	70,002	54,000	66,882	4.7%
Property Insurance & Taxes	17,478	17,478	19,890	-12.1%
Depreciation & Amortization	50,262	53,175	50,262	0.0%
Merchant Services & Bank Fees	7,644	4,800	13,070	-41.5%
Advertising & Website Costs	21,766	14,713	10,382	109.7%
All Other Expenses	7,386	15,255	18,796	-60.7%
Total Expenses	\$ 497,607	\$ 526,928	\$ 520,823	-4.5%
Earnings Before Interest & Taxes	8,518	(26,132)	(18,277)	-146.6%
Interest Expense	10,121	10,028	10,928	-7.4%
Pre-tax Income/(Loss)	\$ (1,603)	\$ (36,160)	\$ (29,205)	-94.5%

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

	Actual	Budget	Prior Year	%Inc/Dec. to Prior Yr
Revenues:				
Golf Member Income	8,283	6,000	6,230	33.0%
High Country Card	2,673	8,000	5,899	-54.7%
Green Fees	-	-	-	#DIV/0!
Cart Fees	-	-	-	#DIV/0!
Driving Range Income	-	-	-	#DIV/0!
Golf Shop Sales	4,193	4,200	4,582	-8.5%
Pre & Post Season Income	18,138	28,000	36,160	-49.8%
Other Golf Income	-	400	-	#DIV/0!
Total Revenues	\$ 33,288	\$ 46,600	\$ 52,871	-37.04%
Expenses:				
FGMC Expenses	33,325	35,275	33,765	-1.3%
Golf Course Reclaimed Water	1,826	1,980	1,846	0.0%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	6,511	4,520	3,201	103.4%
Employee Compensation & Benefits	10,669	11,763	18,369	-41.9%
Building, Equipment & Grounds	2,602	1,976	1,976	31.7%
Utilities	3,151	4,855	3,650	-13.7%
Consulting Fees	-	790	2,000	-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	3,124	3,316	3,289	-5.0%
Merchant Services & Bank fees	(251)	1,000	6,070	-104.1%
Advertising & Website Costs	6,868	2,851	3,515	95.4%
All Other Expenses	705	1,610	679	3.7%
Total Expenses	\$ 81,661	\$ 83,680	\$ 91,608	-10.9%
Net Income	(48,373)	(37,080)	(38,737)	24.9%
Less Depreciation	11,256	11,305	11,256	0.0%
Cash Flow	(37,117)	(25,775)	(27,481)	35.1%
Less Interest	3124	3316	3289	-5.0%
Operating Income	(33,993)	(22,459)	(24,192)	40.5%
Number of Participants		Budget	2017	%Inc/Dec.
Number of Rounds	0	0	0	
Cart Rentals	0	0	0	
Practice Facility	0	0	0	
Average Dollar Per Round				
Green & Cart Fees	#DIV/0!	#DIV/0!	#DIV/0!	
Practice Facility	#DIV/0!	#DIV/0!	#DIV/0!	
Gross Profit on Golf Shop Sales	-55%	-8%	30%	-283.4%

Continental Country Club, Inc.

Income Statement - Golf Business Unit

Year to Date March 2018

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	73,707	51,000	56,929	29.5%
High Country Card	2,673	8,000	6,592	-59.5%
Green Fees	-	-	-	#DIV/0!
Cart Fees	-	-	-	#DIV/0!
Driving Range Income	-	-	-	#DIV/0!
Golf Shop Sales	6,874	5,200	6,254	9.9%
Pre & Post Season Income	18,924	28,900	39,002	-51.5%
Other Golf Income	-	400	-	#DIV/0!
Total Revenues	\$ 102,177	\$ 93,500	\$ 108,777	-6.07%
Expenses:				
FGMC Expenses	91,942	93,372	84,662	8.6%
Golf Course Reclaimed Water	3,307	1,980	1,853	78.4%
Golf Cart Lease	-	-	-	0.0%
Cost of Good Sold Golf	11,316	9,120	4,619	145.0%
Employee Compensation & Benefits	22,058	26,355	41,294	-46.6%
Building, Equipment & Grounds	2,733	3,430	2,594	5.4%
Utilities	9,609	14,375	10,651	-9.8%
Consulting Fees	(73)	880	6,217	-101.2%
Property Insurance & Taxes	5,625	5,625	5,976	-5.9%
Depreciation and Amortization	33,768	33,915	33,768	0.0%
Interest Expense	10,121	10,028	10,928	-7.4%
Merchant Services & Bank fees	1,219	1,500	7,764	-84.3%
Advertising & Website Costs	16,369	11,243	6,622	147.2%
All Other Expenses	1,149	2,710	1,611	-28.7%
Total Expenses	\$ 209,143	\$ 214,533	\$ 218,558	-4.3%
Net Income	(106,966)	(121,033)	(109,781)	-2.6%
Less Depreciation	33,768	33,915	33,768	0.0%
Cash Flow	(73,198)	(87,118)	(76,013)	-3.7%
Less Interest	10121	10028	10928	-7.4%
Operating Income	(63,077)	(77,090)	(65,085)	-3.1%
Number of Participants	2018	Budget	2017	%Inc/Dec
Number of Rounds	0	0	0	0
Cart Rentals	0	0	0	0
Practice Facility	0	0	0	0
Average Dollar Per Round				
Green & Cart Fees	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Practice Facility	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Gross Profit on Golf Shop Sales	-65%	-75%	26%	-347.1%

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

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 1,203	\$ 750	\$ 960	25.3%
Expenses:				
Total Tennis Expenses	421	190	231	82.3%
Earnings Before Interest & Taxes	<u>\$ 782</u>	<u>\$ 560</u>	<u>\$ 729</u>	<u>7.3%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 4,394	\$ 3,250	\$ 3,610	21.7%
Expenses:				
Total Tennis Expenses	595	370	640	-7.0%
Earnings Before Interest & Taxes	<u>\$ 3,799</u>	<u>\$ 2,880</u>	<u>\$ 2,970</u>	<u>27.9%</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	\$ 15,994	\$ 13,000	\$ 14,107	13.4%
Accounting & Review	(609)	13,000	1,000	-160.9%
Consulting (Lake Elaine Project)	-	-	7,216	-100.0%
Consulting (OB Sports)	-	-	2,000	-100.0%
Total Legal & Consulting Expenses	<u>\$ 15,384</u>	<u>\$ 26,000</u>	<u>\$ 24,323</u>	<u>-36.7%</u>
YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 68,684	\$ 39,000	\$ 24,693	178.2%
Accounting & Review	1,391	15,000	3,000	-53.6%
Consulting (Lake Elaine Project)	-	-	32,972	-100.0%
Consulting (OB Sports)	(73)	-	6,217	-101.2%
Total Legal & Consulting Expenses	<u>\$ 70,002</u>	<u>\$ 54,000</u>	<u>\$ 66,882</u>	<u>4.7%</u>

Continental Country Club, Inc.
Income Statement - Lakes
March 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	\$ -	\$ -	\$ -	#DIV/0!
Utilities	239	315	307	-22.1%
Contract Labor/Consulting	1,385	3,334	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	600	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 1,674	\$ 4,299	\$ 357	-369.0%

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	729	945	1,041	-30.0%
Contract Labor/Consulting	2,535	10,002	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	1,800	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 3,414	\$ 12,897	\$ 1,210	-182.1%

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	\$ 471	\$ 750	\$ 693	-32.0%
Utilities	862	1,250	1,105	-22.0%
Maintenance contract labor	-	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	750	1,200	-	0.0%
Equipment repairs	-	-	-	#DIV/0!
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 2,133	\$ 3,250	\$ 1,848	-15.4%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 5,449	\$ 750	\$ 693	686.2%
Utilities	2,568	3,750	4,342	-40.9%
Maintenance contract labor	-	-	-	#DIV/0!
Fish	-	-	-	0.0%
Chemicals	750	3,600	-	0.0%
Equipment repairs	-	-	-	#DIV/0!
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 8,916	\$ 8,250	\$ 5,185	-72.0%

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	\$ (1,603)	\$ (29,205)
Operating Activities:		
Depreciation & Amortization	50,262	50,262
Receivables - (Up)/Down	339,938	298,084
Inventory - (Up)/Down	(12,432)	(14,001)
Prepaid Expenses - (Up)/Down	2,776	(27,833)
Payables - Up/(Down)	(34,086)	123,352
Accrued Expenses - Up/(Down)	(88,904)	3,025
Net Cash Flow from Operations	\$ 255,951	\$ 403,684
Investing Cash Flows:		
Purchase of Capital Equipment (Net)	(5,208)	(28,888)
FGMC Capital Expenditures	(12,361)	(6,199)
Contribution to Capital Reserve Fund	(30,168)	-
Investing Cash Flow	\$ (47,737)	\$ (35,087)
Financing Cash Flows:		
Advance on Bank Line of Credit		-
Payment on Bank Line of Credit		-
Release of Restricted Funds		-
Payment of Bank Term Loan	(22,587)	(21,781)
Financing Cash Flow	\$ (22,587)	\$ (21,781)
Net Change in Cash	\$ 185,626	\$ 346,816
Cash at Beginning of Period	\$ 306,342	\$ 458,756
Cash at End of Period	\$ 491,968	\$ 805,573
Cash Flow Inc/Dec over prior year	\$ (313,604)	-39%

Continental Country Club Capital Investment Breakdown

<u>March</u>	<u>2018</u> <u>YTD</u>	<u>2018</u> <u>Budget</u>	<u>Notes</u>
Purchase of Capital Equipment (Net) Equipment			
Treadmill	3,800		
Total Equipment Investments	<u>\$ 3,800</u>	<u>\$ -</u>	
Pool Improvements			
Pool improvements			
Total Pool Improvements	<u>\$ -</u>	<u>\$ -</u>	
Building Upgrades			
Upstairs Meeting Rooms/Lobby	1,408	5,500	
Total Building Upgrades	<u>\$ 1,408</u>	<u>\$ 5,500</u>	
Golf			
Repair 5 tee boxes		15,000	
Total Golf	<u>\$ -</u>	<u>\$ 15,000</u>	
FGMC Investment			
Capital Lease	12,361	35,000	
Equipment - Backhoe		15,000	
FGMC Total	<u>\$ 12,361</u>	<u>\$ 50,000</u>	
Total Purchase of Capital	<u>\$ 17,569</u>	<u>\$ 70,500</u>	

Continental Country Club, Inc.

Balance Sheet

March 2018

ASSETS

Current Assets

Petty Cash	2,151.00
Sunwest Bank CD	89,362.57
Chase- Credit Card Account	268,329.20
Sunwest Bank Checking	132,125.24
Receivables	57,836.11
Golf Shop Receivables	36,065.14
Allowance for doubtful A/R	(3,000.00)
Employee Receivables	159.08
Golf Shop Inventory	49,127.38

TOTAL Current Assets

632,155.72

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	1,354,172.40
Parking Lot Paving	214,226.00
Tennis Courts Improvements	62,695.98
Accum. Depr. - Improvements	(1,242,517.96)
Accum. Deprec.- Club House	(1,570,680.55)
Accum. Dep. - Irrigation System	(1,084,597.84)
Pools	125,560.88
Accum. Deprec.- Pools	(45,825.38)
Office Equipment	46,105.88
Accum. Deprec.- Office Equip.	(41,091.87)
Equipment	475,249.68
Accum. Deprec.- Equipment	(354,537.05)
A/D-Other	5,000.00
Golf Course Improvements	79,741.42
Leasehold Improvements - Other	(5,000.00)

TOTAL Fixed Assets

1,536,239.46

Other Assets

Lake Elaine Acct - Bank One (Restricted)	156,264.30
Sunwest Bank MM Capital Reserve Account	289,807.54
Note Receivable - Oakmont	345.66
Pre-Paid Insurance	19,231.25
Pre-paid Expenses	5,555.76
Capital Investment - FGMC	219,493.93
Note Receivable - LT portion	89,071.48
Note Receivable -CP-Contra	(345.66)
Deferred Tax Asset	29,000.00
Orig. fees and pts - Irrig loan	29,000.00
Accumulated Amortization	(29,000.00)
Right to Repurchase License	850.52

Closing Costs - Irrig Loan	31,467.00	
Acc. Amortization - Closing Costs	(20,453.57)	
TOTAL Other Assets		<u>820,288.21</u>
TOTAL ASSETS		<u>2,988,683.39</u>
LIABILITIES		
Current Liabilities		
Trade Payables	77,502.68	
Tree Donation Program	2,162.00	
Tennis Improvement	3,145.48	
Pickleball Improvement	(531.69)	
Handicap Fees Payable	(745.00)	
Wedding Deposit (Refundable)	(500.00)	
Advance Deposit	3,000.00	
Accrued expenses Reclaimed water	(44,362.55)	
Accrued Expenses - FGMC	33,124.25	
Current Portion - LTD	(91,271.60)	
Current portion - note payable	91,271.60	
Salaries Payable	17,902.71	
State Income Tax Payable	50.00	
Real Estate Tax	20,334.65	
Sales Tax	2,160.57	
Miscellaneous Liabilities (Cell Tower)	23,252.74	
Lot Assessment Accrual	873,237.00	
Gift Cards	9,357.05	
Deposits	170.00	
TOTAL Current Liabilities		<u>1,019,259.89</u>
Long-Term Liabilities		
Future Maintenance- Lake Elaine	156,264.30	
Note Payable - Sunwest Bank	939,297.03	
Obligation to Repurchase License	850.52	
TOTAL Long-Term Liabilities		<u>1,096,411.85</u>
TOTAL LIABILITIES		<u>2,115,671.74</u>
CAPITAL		
Capital Reserves	132,242.00	
Contributed Capital	2,556,498.00	
Fund Balance, Prior Periods	(1,828,426.28)	
Year-to-Date Earnings	12,697.93	
TOTAL CAPITAL		<u>873,011.65</u>
TOTAL LIABILITIES & CAPITAL		<u>2,988,683.39</u>