

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 135,757	\$ 129,397	\$ 120,694	12.5%
Golf Income	21,238	18,747	29,255	-27.4%
Other Income	60	-	210	-71.4%
Total Revenues	\$ 157,056	\$ 148,144	\$ 150,159	4.6%
Expenses:				
Flagstaff Golf Maintenance Company	50,288	29,185	29,688	69.4%
Golf Course Reclaimed Water	4,355	5,500	6,387	-31.8%
Golf Cart Lease	6,438	6,600	6,571	-2.0%
Cost of Goods Sold Golf	3,256	2,953	5,315	-38.7%
Wyndham Maintenance & Other Payments	4,200	6,500	4,163	0.9%
Lake Elaine	290	4,299	518	-44.1%
Walnut Canyon Lakes Park	2,590	3,250	3,169	-18.3%
Employee Compensation & Benefits	49,237	50,096	44,285	11.2%
Building, Equipment & Grounds	7,732	11,505	11,257	-31.3%
Utilities	11,020	14,599	12,653	-12.9%
Legal & Consulting	13,391	14,000	31,901	-58.0%
Property Insurance & Taxes	5,826	5,826	6,805	-14.4%
Depreciation & Amortization	16,754	17,725	16,754	0.0%
Merchant Services & Bank Fees	1,830	1,600	(636)	-387.7%
Advertising & Website Costs	4,541	3,096	4,547	-0.1%
All Other Expenses	2,652	3,450	551	381.5%
Total Expenses	\$ 184,398	\$ 180,184	\$ 183,929	0.3%
Earnings Before Interest & Taxes	(27,342)	(32,040)	(33,770)	-19.0%
Interest Expense	3,235	3,098	3,566	-9.3%
Pre-tax Income/(Loss)	\$ (30,577)	\$ (35,138)	\$ (37,336)	-18.1%

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

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 1,597,185	\$ 1,573,157	\$ 1,503,174	6.3%
Golf Income	1,114,593	1,164,527	1,132,909	-1.6%
Other Income	11,208	8,000	8,562	30.9%
Total Revenues	\$ 2,722,986	\$ 2,745,684	\$ 2,644,645	3.0%
Expenses:				
Flagstaff Golf Maintenance Company	470,498	470,027	440,593	6.8%
Golf Course Reclaimed Water	130,186	121,284	114,116	14.1%
Golf Cart Lease	51,503	51,750	51,762	-0.5%
Cost of Goods Sold Golf	76,503	63,805	68,000	12.5%
Wyndham Maintenance & Other Payments	50,744	75,500	77,973	-34.9%
Lake Elaine	11,556	253,289	15,972	-27.7%
Walnut Canyon Lakes Park	81,011	91,300	76,064	6.5%
Employee Compensation & Benefits	587,999	631,423	580,056	1.4%
Building, Equipment & Grounds	140,913	172,235	152,064	-7.3%
Utilities	157,189	184,924	174,329	-9.8%
Legal & Consulting	206,752	166,300	313,982	-34.2%
Property Insurance & Taxes	64,502	64,086	73,838	-12.6%
Depreciation & Amortization	184,295	194,975	184,295	0.0%
Merchant Services & Bank Fees	33,952	36,700	37,001	-8.2%
Advertising & Website Costs	74,483	57,691	39,695	87.6%
All Other Expenses	32,239	42,355	62,870	-48.7%
Total Expenses	\$ 2,354,324	\$ 2,677,644	\$ 2,462,611	-4.4%
Earnings Before Interest & Taxes	368,661	68,040	182,034	102.5%
Interest Expense	36,460	35,580	39,450	-7.6%
Pre-tax Income/(Loss)	\$ 332,202	\$ 32,460	\$ 142,584	133.0%

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

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	-	-	-	#DIV/0!
Peaks Pass Card	89	-	-	#DIV/0!
Green Fees	-	-	-	#DIV/0!
Cart Fees	-	-	-	#DIV/0!
Driving Range Income	-	-	-	#DIV/0!
Golf Shop Sales	3,999	4,921	4,903	-18.4%
Pre & Post Season Income	16,844	13,812	24,090	-30.1%
Other Golf Income	306	14	262	16.8%
Total Revenues	\$ 21,239	\$ 18,747	\$ 29,255	-27.40%
Expenses:				
FGMC Expenses	50,288	29,185	29,688	69.4%
Golf Course Reclaimed Water	4,355	5,500	6,387	-31.8%
Golf Cart Lease	6,438	6,600	6,571	-2.0%
Cost of Good Sold Golf	3,256	2,953	5,315	-38.7%
Employee Compensation & Benefits	12,981	9,634	12,358	5.0%
Building, Equipment & Grounds	115	690	2,400	-95.2%
Utilities	3,700	4,655	4,839	-23.6%
Consulting Fees	-	90	2,073	-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	3,235	3,098	3,566	-9.3%
Merchant Services & Bank fees	539	500	(316)	-270.7%
Advertising & Website Costs	3,785	2,171	2,758	37.3%
All Other Expenses	176	1,100	30	491.4%
Total Expenses	\$ 101,998	\$ 79,356	\$ 88,917	14.7%
Net Income	(80,759)	(60,609)	(59,662)	35.4%
Less Depreciation	11,256	11,305	11,256	0.0%
Cash Flow	\$ (69,503)	\$ (49,304)	\$ (48,406)	43.6%
Less Interest	3235	3098	3566	-9.3%
Operating Income	\$ (66,268)	\$ (46,206)	\$ (44,840)	47.8%
Number of Participants				
Number of Rounds	492	708	707	-30.4%
Cart Rentals	425	738	724	-41.3%
Practice Facility	352	527	412	-14.6%
Average Dollar Per Round				
Green & Cart Fees	-	-	-	#DIV/0!
Practice Facility	-	-	-	#DIV/0!
Gross Profit on Golf Shop Sales	19%	40%	-8%	-321.5%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Year to Date November 2018

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	104,646	72,400	66,442	57.5%
Peaks Pass Card	28,294	30,100	29,771	-5.0%
Green Fees	465,385	533,000	522,840	-11.0%
Cart Fees	245,144	240,800	242,564	1.1%
Driving Range Income	107,395	127,170	123,145	-12.8%
Golf Shop Sales	103,925	96,341	95,630	8.7%
Pre & Post Season Income	35,735	42,712	36,160	-1.2%
Other Golf Income	24,070	22,004	16,358	47.2%
Total Revenues	\$ 1,114,593	\$ 1,164,527	\$ 1,132,909	-1.62%
Expenses:				
FGMC Expenses	470,498	470,027	440,593	6.8%
Golf Course Reclaimed Water	130,186	121,284	114,116	14.1%
Golf Cart Lease	51,503	51,750	51,762	-0.5%
Cost of Good Sold Golf	76,503	63,805	68,000	12.5%
Employee Compensation & Benefits	203,293	199,363	205,798	-1.2%
Building, Equipment & Grounds	12,866	20,280	13,805	-6.8%
Utilities	51,288	52,840	53,351	-3.9%
Consulting Fees	(73)	4,380	22,802	-100.3%
Property Insurance & Taxes	21,659	20,625	21,912	-1.2%
Depreciation and Amortization	123,816	124,355	123,816	0.0%
Interest Expense	36,460	35,580	39,450	-7.6%
Merchant Services & Bank fees	22,504	24,600	23,318	-3.5%
Advertising & Website Costs	49,105	44,096	26,868	82.8%
All Other Expenses	5,951	11,335	18,780	-68.3%
Total Expenses	\$ 1,255,558	\$ 1,244,320	\$ 1,224,373	2.5%
Net Income	(140,965)	(79,793)	(91,463)	54.1%
Less Depreciation	123,816	124,355	123,816	0.0%
Cash Flow	\$ (17,149)	\$ 44,562	\$ 32,353	-153.0%
Less Interest	36,460	35,580	39,450	-7.6%
Operating Income	\$ 19,311	\$ 80,142	\$ 71,803	-73.1%
Number of Participants	2018	Budget	2017	%Inc/Dec
Number of Rounds	17287	17645	17217	0.4%
Cart Rentals	15407	16581	16198	-4.9%
Practice Facility	13407	17000	13283	0.9%
Average Dollar Per Round	-			
Green & Cart Fees	41.10	43.85	44.46	-7.5%
Practice Facility	8.01	7.48	9.27	-13.6%
Gross Profit on Golf Shop Sales	26%	34%	29%	-8.7%

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

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 60	\$ -	\$ 210	-71.4%
Expenses:				
Total Tennis Expenses	320	90	236	35.6%
Earnings Before Interest & Taxes	<u>\$ (260)</u>	<u>\$ (90)</u>	<u>\$ (26)</u>	<u>895.0%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 11,208	\$ 8,000	\$ 8,562	30.9%
Expenses:				
Total Tennis Expenses	6,004	5,870	7,341	-18.2%
Earnings Before Interest & Taxes	<u>\$ 5,204</u>	<u>\$ 2,130</u>	<u>\$ 1,221</u>	<u>326.3%</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	\$ 12,391	\$ 13,000	\$ 28,828	-57.0%
Accounting & Review	1,000	1,000	1,000	0.0%
Consulting (Lake Elaine Project)	-	-	-	#DIV/0!
Consulting (OB Sports)	-	-	2,073	-100.0%
Total Legal & Consulting Expenses	<u>\$ 13,391</u>	<u>\$ 14,000</u>	<u>\$ 31,901</u>	<u>-58.0%</u>

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 187,174	\$ 143,000	\$ 211,809	-11.6%
Accounting & Review	19,650	23,300	21,747	-9.6%
Consulting (Lake Elaine Project)	-	-	57,624	-100.0%
Consulting (OB Sports)	(73)	-	22,802	-100.3%
Total Legal & Consulting Expenses	<u>\$ 206,752</u>	<u>\$ 166,300</u>	<u>\$ 313,982</u>	<u>-34.2%</u>

Continental Country Club, Inc.
Income Statement - Lakes
November 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	240	315	468	-48.8%
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>\$ 290</u>	<u>\$ 4,299</u>	<u>\$ 518</u>	<u>44.1%</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	2,691	3,465	4,629	-41.9%
Contract Labor/Consulting	6,115	242,674	2,500	0.0%
Fish	-	-	-	0.0%
Chemicals	-	6,600	2,948	0.0%
Equipment repairs	2,200	-	5,326	0.0%
Other Expenses	550	550	550	0.0%
Total Expenses	<u>\$ 11,556</u>	<u>\$ 253,289</u>	<u>\$ 15,972</u>	<u>27.7%</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	\$ -	\$ 750	\$ 2,122	-100.0%
Utilities	965	1,250	997	-3.2%
Maintenance contract labor	-	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	1,575	1,200	-	0.0%
Equipment repairs	-	-	-	#DIV/0!
Other Expenses	50	50	50	0.0%
Total Expenses	<u>\$ 2,590</u>	<u>\$ 3,250</u>	<u>\$ 3,169</u>	<u>18.3%</u>

YTD Expenses

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ 28,154	\$ 24,600	\$ 22,224	26.7%
Utilities	12,847	13,750	13,205	-2.7%
Maintenance contract labor	24,388	26,200	25,120	-2.9%
Fish	3,219	3,000	2,999	0.0%
Chemicals	9,866	13,200	5,897	0.0%
Equipment repairs	1,987	10,000	6,070	-67.3%
Other Expenses	550	550	550	0.0%
Total Expenses	<u>\$ 81,011</u>	<u>\$ 91,300</u>	<u>\$ 76,064</u>	<u>-6.5%</u>

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

YTD thru November 2018

CASH FROM OPERATIONS

Pre-tax Income/(loss) **\$ 332,202**

Operating Activities

Depreciation and amortization \$ 184,295
Receivables - (increase)/decrease \$ (197,472)
Inventory - (increase)/decrease \$ (7,616)
Prepaid Expenses - (increase)/decrease \$ 21,659
Accounts Payable - increase/ (decrease) \$ (73,916)
Accrued Expenses - increase/ (decrease) \$ 41,408

Net Cash Flow from Operations **\$ 300,561**

Investing Cash Flow

Contributions to Capital Reserve - Transfers \$ (146,399)
Contributions to Capital Reserve - HOA \$ -
Capital Expenditures - Due From Capital \$ (130,653)
Payment of Long-Term Debt \$ (83,470)

CASH APPLIED TO INVESTING ACTIVITIES **\$ (360,522)**

NET CHANGE IN CASH \$ (59,962)

CASH DECEMBER 31, 2017 \$ 458,142

Cash Operations at End of Period **\$ 398,180**

CAPITAL RESERVES

Balance at January 1, 2018 **\$ 107,839**

Additions

Transfer fees \$ 146,000
HOA contributions \$ -
Interest income \$ 399

Reductions

Capital expenditures - CCC \$ -
Capital expenditures - FGMC \$ -

Reserve Cash at End of Period **\$ 254,238**

TOTAL COMBINED OPERATIONS/RESERVE **\$ 652,418**

Continental Country Club, Inc. Capital Investment Breakdown

<u>November</u>	<u>2018</u> <u>YTD</u>	<u>2018</u> <u>Budget</u>	<u>Notes</u>
Purchase of Capital Equipment (Net)			
Irrigation System			
Walnut Canyon Irrigation Repairs	6,905		
CCC Pum #11709	8,810		
Total Irrigation Improvements	<u>\$ 15,715</u>	<u>\$ -</u>	
Equipment			
Treadmill	6,728		
Total Equipment Investments	<u>\$ 6,728</u>	<u>\$ -</u>	
Pool Improvements			
Pool improvements	10,469		
Total Pool Improvements	<u>\$ 10,469</u>	<u>\$ -</u>	
Building Upgrades			
Upstairs Meeting Rooms/Lobby	6,080	5,500	
Oakmont Patio	<u>\$ 21,080</u>	<u>\$ -</u>	
Total Building Upgrades	<u>\$ 27,160</u>	<u>\$ 5,500</u>	
Golf			
Repair tee boxes	5,314	15,000	
Total Golf	<u>\$ 5,314</u>	<u>\$ 15,000</u>	
FGMC Investment			
Capital Lease	45,753	35,000	
Equipment - Backhoe	19,515	15,000	
FGMC Total	<u>\$ 65,267</u>	<u>\$ 50,000</u>	
Total Purchase of Capital	<u>\$ 130,653</u>	<u>\$ 70,500</u>	

Continental Country Club, Inc. - Month Ended November 2018

ASSETS

	2018	2017
Current assets		
Cash and cash equivalents	\$ 398,181	\$ 511,701
Assessments and trade receivables, net	1,022,214	947,329
Note receivable, current portion	346	326
Employee advances	-	-
Inventory	44,311	38,115
Prepaid expenses	6,040	17,077
	<u>1,471,091</u>	<u>1,514,548</u>
Total current assets		
	<u>1,471,091</u>	<u>1,514,548</u>
Property and equipment		
Land	443,619	443,619
Buildings	1,590,466	1,590,466
Equipment	482,850	431,344
Improvements	3,525,331	3,488,241
Office equipment	46,106	46,106
	<u>6,088,371</u>	<u>5,999,776</u>
Less: accumulated depreciation	(4,605,489)	(4,422,639)
	<u>1,482,883</u>	<u>1,577,137</u>
Net property and equipment		
	<u>1,482,883</u>	<u>1,577,137</u>
Other assets		
Restricted cash - Capital Reserves	254,239	-
Certificate of deposit - Lake Elaine improvements and maintenance	156,306	156,244
Investment in FGMC	254,000	234,378
Deferred income tax asset	21,000	19,000
Lease receivable	-	-
Deposits	-	-
Loan fees, net of accumulated amortization of \$48,667 and \$45,520	8,916	12,062
Note receivable, long-term portion	88,518	88,863
Liquor license	-	-
Right to repurchase license	851	525
	<u>783,829</u>	<u>511,073</u>
Total other assets		
	<u>783,829</u>	<u>511,073</u>
Total assets	<u>\$ 3,737,802</u>	<u>\$ 3,602,758</u>

Continental Country Club, Inc. - Month Ended November 2018

LIABILITIES AND MEMBERS' EQUITY

	2018	2017
Current liabilities		
Accounts payable	\$ 47,980	\$ 35,220
Accrued expenses	191,755	162,910
Deferred lot assessments	1,266,981	1,275,545
Bank line of credit	-	-
Current portion of note payable	91,272	78,855
Current portion of capital lease payable	-	-
Total current liabilities	1,597,988	1,552,529
Long-term liabilities		
Note payable, net of current portion	787,142	890,021
Lake Elaine improvements and maintenance	156,306	156,244
Advance deposit	3,000	3,000
Deferred revenue	-	-
Obligation to repurchase license	851	525
Capital lease payable, net of current portion	-	-
Total long-term liabilities	947,299	1,049,790
Total liabilities	2,545,287	2,602,319
Members' equity		
Undesignated	938,276	1,000,440
Restricted for future repairs and replacements	254,239	-
Total members' equity	1,192,515	1,000,440
Total liabilities and members' equity	\$ 3,737,802	\$ 3,602,758