

Continental Country Club, Inc.
Income Statement
for the Month of March 2019

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>% Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 127,916	\$ 128,282	\$ 123,624	3.5%
Golf Income	23,787	38,509	33,288	-28.5%
Other Income	50	1,000	1,203	-95.8%
Total Revenues	\$ 151,753	\$ 167,771	\$ 158,115	-4.0%
Expenses:				
Flagstaff Golf Maintenance Company	31,404	43,736	33,325	-5.8%
Golf Course Reclaimed Water	2,169	2,919	1,826	18.8%
Golf Cart Lease	-	-	-	#DIV/0!
Cost of Goods Sold Golf	1,446	3,500	3,100	-53.4%
Wyndham Maintenance & Other Payments	4,500	4,650	4,200	7.1%
Lake Elaine	266	1,110	1,674	-84.1%
Walnut Canyon Lakes Park	883	3,465	2,133	-58.6%
Employee Compensation & Benefits	34,876	48,592	43,261	-19.4%
Building, Equipment & Grounds	11,819	12,995	8,991	31.4%
Utilities	11,973	12,376	11,298	6.0%
Legal & Consulting	16,962	18,525	15,384	10.3%
Property Insurance & Taxes	4,927	6,137	5,826	-15.4%
Depreciation & Amortization	16,754	16,754	16,754	0.0%
Merchant Services & Bank Fees	1,068	1,800	257	316.2%
Advertising & Website Costs	7,077	5,667	8,317	-14.9%
All Other Expenses	4,115	3,600	795	417.9%
Total Expenses	\$ 150,239	\$ 185,826	\$ 157,141	-4.4%
Earnings Before Interest & Taxes	1,513	(18,055)	973	55.5%
Interest Expense	2,819	2,819	3,124	-9.8%
Pre-tax Income/(Loss)	\$ (1,306)	\$ (20,874)	\$ (2,151)	-39.3%

Continental Country Club, Inc.
Income Statement
Year to Date March 2019

	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>% Inc/Dec to Prior Yr</u>
Revenues:				
Membership Income	\$ 397,540	\$ 404,656	\$ 399,553	-0.5%
Golf Income	109,786	112,191	102,177	7.4%
Other Income	<u>2,550</u>	<u>4,000</u>	<u>4,394</u>	<u>-42.0%</u>
Total Revenues	\$ 509,875	\$ 520,847	\$ 506,125	0.7%
Expenses:				
Flagstaff Golf Maintenance Company	88,102	102,209	91,942	-4.2%
Golf Course Reclaimed Water	2,169	5,837	3,307	-34.4%
Golf Cart Lease	-	-	-	#DIV/0!
Cost of Goods Sold Golf	1,742	4,935	5,455	-68.1%
Wyndham Maintenance & Other Payments	13,500	13,950	13,144	2.7%
Lake Elaine	3,410	1,730	3,414	-0.1%
Walnut Canyon Lakes Park	1,080	11,095	8,916	-87.9%
Employee Compensation & Benefits	135,942	136,604	115,549	17.6%
Building, Equipment & Grounds	29,294	36,435	26,920	8.8%
Utilities	34,344	37,200	34,260	0.2%
Legal & Consulting	42,687	65,575	70,002	-39.0%
Property Insurance & Taxes	14,781	18,411	17,478	-15.4%
Depreciation & Amortization	50,262	50,262	50,262	0.0%
Merchant Services & Bank Fees	7,323	8,400	7,644	-4.2%
Advertising & Website Costs	16,714	15,976	21,766	-23.2%
All Other Expenses	<u>7,955</u>	<u>9,114</u>	<u>7,386</u>	<u>7.7%</u>
Total Expenses	\$ 449,305	\$ 517,733	\$ 477,445	-5.9%
Earnings Before Interest & Taxes	60,570	3,114	28,680	111.2%
Interest Expense	9,150	9,147	10,121	-9.6%
Pre-tax Income/(Loss)	\$ 51,421	\$ (6,033)	\$ 18,559	177.1%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Month of March 2019

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	-	8,500	8,283	-100.0%
Peaks Pass Card	4,385	2,725	2,673	62.2%
Green Fees	-	-	-	#DIV/0!
Cart Fees	-	-	-	#DIV/0!
Driving Range Income	-	-	-	#DIV/0!
Golf Shop Sales	2,239	5,000	4,193	-46.6%
Pre & Post Season Income	16,849	21,900	17,744	-6.2%
Other Golf Income	584	384	394	43.1%
Total Revenues	\$ 23,787	\$ 38,509	\$ 33,288	-28.54%
Expenses:				
FCMC Expenses	31,404	43,736	33,325	-6.8%
Golf Course Reclaimed Water	2,189	2,919	1,826	18.8%
Golf Cart Lease	-	-	-	#DIV/0!
Cost of Good Sold Golf	1,446	3,500	3,100	-53.4%
Employee Compensation & Benefits	9,005	12,618	10,669	-15.6%
Building, Equipment & Grounds	3,184	1,825	2,602	21.6%
Utilities	3,204	3,350	3,151	1.7%
Consulting Fees	-	-	-	#DIV/0!
Property Insurance & Taxes	1,767	2,055	1,875	-5.8%
Depreciation and Amortization	11,256	11,256	11,256	0.0%
Interest Expense	2,819	2,819	3,124	-8.8%
Merchant Services & Bank fees	604	1,000	(251)	-340.2%
Advertising & Website Costs	4,077	4,812	6,868	-40.6%
All Other Expenses	487	3,050	705	-30.9%
Total Expenses	\$ 71,402	\$ 92,650	\$ 78,250	-8.8%
Net Income	(47,615)	(54,141)	(44,962)	5.9%
Less Depreciation	11,256	11,256	11,256	0.0%
Cash Flow	(36,359)	(42,885)	(33,706)	7.9%
Less Interest	2819	2819	3124	-9.8%
Operating Income	(33,540)	(40,066)	(30,582)	9.7%
Number of Participants	2019	Budget	2018	%Inc/Dec
Number of Rounds	0	0	0	#DIV/0!
Cart Rentals	0	0	0	#DIV/0!
Practice Facility	0	0	0	#DIV/0!
Average Dollar Per Round	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
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	35%	30%	26%	35.8%

Continental Country Club, Inc.
Income Statement - Golf Business Unit
Year to Date March 2019

	Actual	Budget	Prior Year	%Inc/Dec to Prior Yr
Revenues:				
Golf Member Income	84,748	77,745	73,707	15.0%
Peaks Pass Card	4,602	2,725	2,673	72.2%
Green Fees	-	-	-	#DIV/0!
Cart Fees	-	-	-	#DIV/0!
Driving Range Income	-	-	-	-
Golf Shop Sales	2,645	7,050	6,874	-61.5%
Pre & Post Season Income	17,182	24,233	18,891	-9.0%
Other Golf Income	610	438	33	1748.0%
Total Revenues	\$ 109,786	\$ 112,191	\$ 102,177	7.45%
Expenses:				
FGMC Expenses	88,102	102,209	91,942	-4.2%
Golf Course Reclaimed Water	2,189	5,837	3,307	-34.4%
Golf Cart Lease	1,742	4,935	5,455	-68.1%
Cost of Good Sold Golf	19,694	27,899	20,211	-2.8%
Employee Compensation & Benefits	3,355	2,025	2,733	23.1%
Building, Equipment & Grounds	9,171	10,250	9,609	-4.6%
Utilities	-	-	(73)	-100.0%
Consulting Fees	5,301	6,195	5,625	-5.8%
Property Insurance & Taxes	33,768	33,768	33,768	0.0%
Depreciation and Amortization	9,147	9,147	10,121	-9.6%
Interest Expense	1,478	2,300	1,219	21.3%
Merchant Services & Bank fees	11,333	12,836	16,369	-30.8%
Advertising & Website Costs	1,278	3,350	1,149	11.2%
All Other Expenses	-	-	-	-
Total Expenses	\$ 186,511	\$ 220,751	\$ 201,436	-7.4%
Net Income	(76,725)	(108,560)	(99,258)	-22.7%
Less Depreciation	33,768	33,768	33,768	0.0%
Cash Flow	(42,957)	(74,792)	(65,490)	-34.4%
Less Interest	9150	9147	10121	-9.6%
Operating Income	(33,807)	(65,645)	(55,369)	-38.9%
Number of Participants	2019	Budget	2018	%Inc/Dec
Number of Rounds	0	0	0	#DIV/0!
Cart Rentals	0	0	0	#DIV/0!
Practice Facility	0	0	0	#DIV/0!
Average Dollar Per Round	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Green & Cart Fees	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Practice Facility	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Gross Profit	34%	30%	21%	66.4%

Continental Country Club, Inc.
Income Statement - Small Business Units
March 2019

Tennis				
MTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 50	\$ 1,000	\$ 1,203	-95.8%
Expenses:				
Total Tennis Expenses	187	373	421	-55.6%
Earnings Before Interest & Taxes	<u>\$ (137)</u>	<u>\$ 627</u>	<u>\$ 782</u>	<u>-117.5%</u>

YTD	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Revenues:				
Total Tennis Revenues	\$ 2,550	\$ 4,000	\$ 4,394	-42.0%
Expenses:				
Total Tennis Expenses	372	569	595	-37.5%
Earnings Before Interest & Taxes	<u>\$ 2,178</u>	<u>\$ 3,431</u>	<u>\$ 3,799</u>	<u>-42.7%</u>

Legal & Consulting Fees Detail				
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MTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 15,962	\$ 17,525	\$ 15,994	-0.2%
Accounting & Review	1,000	1,000	(609)	-264.1%
Consulting (Lake Elaine Project)	-	-	-	#DIV/0!
Consulting (OB Sports)	-	-	-	#DIV/0!
Total Legal & Consulting Expenses	<u>\$ 16,962</u>	<u>\$ 18,525</u>	<u>\$ 15,384</u>	<u>10.3%</u>

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Attorney & Legal Fees	\$ 38,887	\$ 52,575	\$ 68,684	-43.4%
Accounting & Review	3,000	3,000	1,391	115.7%
Consulting (Lake Elaine Project)	800	10,000	-	#DIV/0!
Consulting (OB Sports)	-	-	(73)	-100.0%
Total Legal & Consulting Expenses	<u>\$ 42,687</u>	<u>\$ 65,575</u>	<u>\$ 70,002</u>	<u>-39.0%</u>

Continental Country Club, Inc.
Income Statement - Lakes
March 2019

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	216	260	239	-9.6%
Contract Labor/Consulting	-	-	1,385	0.0%
Fish	-	-	-	0.0%
Chemicals	-	800	-	0.0%
Equipment repairs	-	-	-	0.0%
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 266	\$ 1,110	\$ 1,674	84.1%

YTD 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	697	780	729	-4.6%
Contract Labor/Consulting	2,239	-	2,535	0.0%
Fish	-	-	-	0.0%
Chemicals	-	800	-	0.0%
Equipment repairs	325	-	-	0.0%
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 3,410	\$ 1,730	\$ 3,414	0.1%

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	\$ -	\$ 1,500	\$ 471	-100.0%
Utilities	699	915	862	-18.9%
Maintenance contract labor	134	-	-	0.0%
Fish	-	-	-	0.0%
Chemicals	-	800	750	0.0%
Equipment repairs	-	200	-	#DIV/0!
Other Expenses	50	50	50	0.0%
Total Expenses	\$ 883	\$ 3,465	\$ 2,133	58.6%

YTD Expenses	<u>Actual</u>	<u>Budget</u>	<u>Prior Year</u>	<u>%Inc/Dec To Prior Yr</u>
Irrigation and lake water	\$ -	\$ 6,830	\$ 5,449	-100.0%
Utilities	2,250	2,715	2,568	-12.4%
Maintenance contract labor	(1,320)	-	-	#DIV/0!
Fish	-	-	-	0.0%
Chemicals	-	800	750	0.0%
Equipment repairs	-	600	-	#DIV/0!
Other Expenses	150	150	150	0.0%
Total Expenses	\$ 1,080	\$ 11,095	\$ 8,916	87.9%

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

YTD thru MARCH 2019

CASH FROM OPERATIONS	MAR 2019	MAR 2018
Pre-tax Income/(loss)	\$ 51,421	\$ 18,559
Operating Activities		
Depreciation and amortization	\$ 50,262	\$ 50,262
Receivables - (increase)/decrease	\$ 353,596	\$ 340,097
Inventory - (increase)/decrease	\$ (12,969)	\$ (12,432)
Prepaid Expenses - (increase)/decrease	\$ (8,791)	\$ 2,776
Accounts Payable - increase/ (decrease)	\$ (2,992)	\$ (50,255)
Accrued Expenses - increase/ (decrease)	\$ (154,450)	\$ (93,057)
Net Cash Flow from Operations	\$ 276,077	\$ 255,950
Investing Cash Flow		
Contributions to Capital Reserve - Transfers	\$ 35,491	\$ (30,168)
Contributions to Capital Reserve - HOA	\$ -	\$ -
Capital Expenditures - Due From Capital	\$ -	\$ (17,569)
Payment of Long-Term Debt	\$ (23,558)	\$ (22,587)
CASH APPLIED TO INVESTING ACTIVITIES	\$ 11,933	\$ (70,324)
NET CHANGE IN CASH	\$ 288,010	\$ 185,626
CASH @ DECEMBER 31	\$ 645,816	\$ 458,142
Cash Operations at End of Period	\$ 933,826	\$ 643,768
CAPITAL RESERVES		
Balance at January 1, 2019	\$ 121,392	\$ 107,839
Additions		
Transfer fees	\$ 21,000	\$ 30,000
HOA contributions	\$ -	\$ -
Interest income	\$ 49	\$ 168
Reductions:		
Capital expenditures - CCC	\$ (56,540)	\$ -
Capital expenditures - FGMC	\$ -	\$ -
Reserve Cash at End of Period	\$ 85,900	\$ 138,008
TOTAL COMBINED OPERATIONS/RESERVE	\$ 1,019,726	\$ 781,776

Continental Country Club, Inc.
Capital Investment Breakdown

<u>March</u>	<u>2019</u> <u>YTD</u>	<u>2019</u> <u>Budget</u>	<u>Notes</u>
Irrigation System	\$ -	\$ -	
Total Irrigation Improvements	<u>\$ -</u>	<u>\$ -</u>	
Pickleball Improvements			
Pickleball Lighting	\$ -	\$ 26,104	
Total Pickleball Improvements	<u>\$ -</u>	<u>\$ 26,104</u>	
Pool Improvements			
Ranger Lift - Pool Chair	\$ 7,774	\$ 8,000	
Total Pool Improvements	<u>\$ 7,774</u>	<u>\$ 8,000</u>	
Building Upgrades			
Lobby Bathrooms Remodel	\$ 33,646	\$ 35,000	
Marquee Roof Leak	720	11,440	
Total Building Upgrades	<u>\$ 34,366</u>	<u>\$ 46,440</u>	
Golf			
#9 Golf Bridge	\$ 1,497	\$ 2,500	
Total Golf	<u>\$ 1,497</u>	<u>\$ 2,500</u>	
FGMC Investment			
Capital Lease	\$ 12,903	\$ 52,456	
Roof Replacement / Roller	-	14,500	
FGMC Total	<u>\$ 12,903</u>	<u>\$ 66,956</u>	
Total Purchase of Capital	<u>\$ 56,540</u>	<u>\$ 150,000</u>	

Continental Country Club, Inc. - Month Ended March 2019

ASSETS

	<u>2019</u>	<u>2018</u>
Current assets		
Cash and cash equivalents	\$ 933,826	\$ 643,768
Assessments and trade receivables, net	122,036	91,060
Note receivable, current portion	346	346
Employee advances	-	-
Inventory	56,797	49,127
Prepaid expenses	<u>20,536</u>	<u>24,787</u>
Total current assets	<u>1,133,540</u>	<u>809,088</u>
Property and equipment		
Land	443,619	443,619
Buildings	1,591,186	1,590,466
Equipment	490,624	475,250
Improvements	3,565,870	3,472,753
Office equipment	<u>52,682</u>	<u>46,106</u>
	6,143,981	6,028,193
Less: accumulated depreciation	<u>(4,662,256)</u>	<u>(4,491,954)</u>
Net property and equipment	<u>1,481,724</u>	<u>1,536,239</u>
Other assets		
Restricted cash - Capital Reserves	85,900	138,008
Certificate of deposit - Lake Blaine improvements and maintenance	156,326	156,264
Investment in FGMC	261,974	219,494
Deferred income tax asset	17,000	29,000
Deferred Expenses (Pool Looker Room Insurance Claim)	(6,561)	-
Deposits	-	-
Loan fees, net of accumulated amortization of \$48,667 and \$45,520	7,867	11,013
Note receivable, long-term portion	88,414	88,726
Liquor license	-	-
Right to repurchase license	<u>851</u>	<u>851</u>
Total other assets	<u>611,771</u>	<u>643,356</u>
Total assets	<u>\$ 3,227,035</u>	<u>\$ 2,988,683</u>

Continental Country Club, Inc. - Month Ended March 2019

LIABILITIES AND MEMBERS' EQUITY

	<u>2019</u>	<u>2018</u>
Current liabilities		
Accounts payable	\$ 72,056	\$ 71,641
Accrued expenses	85,164	65,520
Deferred lot assessments	868,883	873,237
Bank line of credit	-	-
Current portion of note payable	91,272	91,272
Current portion of capital lease payable	-	-
Total current liabilities	<u>1,117,375</u>	<u>1,101,670</u>
Long-term liabilities		
Note payable, net of current portion	755,784	848,025
Lake Elaine improvements and maintenance	156,326	156,264
Advance deposit	3,000	3,000
Deferred revenue	-	-
Obligation to repurchase license	851	851
Capital lease payable, net of current portion	-	-
Total long-term liabilities	<u>915,961</u>	<u>1,008,140</u>
Total liabilities	<u>2,033,336</u>	<u>2,109,811</u>
Members' equity		
Undesignated	1,107,799	740,865
Restricted for future repairs and replacements	85,900	138,008
Total members' equity	<u>1,193,699</u>	<u>878,873</u>
Total liabilities and members' equity	<u>\$ 3,227,035</u>	<u>\$ 2,988,683</u>