

Santa Rosa Golf & Beach Club

Executive Summary

Unaudited Financial Results – YTD 3-31-2018

Date Prepared: 4/27/18

Summary

- YTD Total Revenue was \$5,859,350 which is \$218,924 more than Budgeted and \$318,889 more than the Prior Year.
- YTD Golf Revenue was \$2,956,583 which is \$907 more than Budgeted and \$41,117 more than the Prior Year.
- YTD Vue Revenue was \$2,902,768 which is \$218,018 more than Budgeted and \$277,771 more than the Prior Year.
- YTD Total Gross Profit was \$4,918,044 which is \$138,955 more than Budgeted and \$262,235 more than the Prior Year.
- YTD Total Payroll was \$2,173,229 which is \$99,863 less than budgeted but \$98,664 more than the Prior Year.
- YTD Total Operating Expenses were \$1,707,408 which is \$18,741 less than budgeted but \$44,282 more than the Prior Year.
- YTD EBITDA was \$1,037,407 which is \$257,558 more than budgeted and \$119,289 more than the Prior Year.
- Cash Balance at 3/31/18 is \$1,176,538 (including a Cash Reserve of \$500,000) compared to a Cash Balance at 3/31/17 of \$943,848.
- Loan Balances at 3/31/18 were \$400,000 compared to balances of \$944,174 at 3/31/17. A decrease of \$544,174. Interest expense was \$25,559 less than last year.
- Current Ratio is 161% vs. 141% last year.
- Current Ratio without considering Deferred Revenue is 255% vs. 183% last year.
- Debt to Equity Ratio is 35% vs. 66% last year
- Gross Profit % is 84% vs. 84% last year.
- EBITDA to Total Revenue is 18% vs. 17% last year

Key Ratios

	<u>YTD Actual</u>	<u>Budgeted</u>	<u>Prior Yr</u>
• Quick	137%		117%
• Current	161%		141%
• Current Ratio (w/o Deferred Revenue)	255%		183%
• Debt to Equity	35%		66%
• Debt to Asset	26%		40%
• Gross Profit	84%	85%	84%
• Payroll to Revenue	37%	40%	37%
• Oper. Expenses to Revenue	29%	31%	30%
• EBITDA to Revenue	18%	14%	17%

Conclusion: The Club had a very good year with EBITDA exceeding Budget by \$257,558 and Prior Year by \$119,289 . As a result, the Club's Cash Balance increased \$232,690 and the Long-Term level decreased from \$944,174 to \$400,000.

Also, the Club was able to set up a Reserve Fund of \$500,000 for emergencies and/or future improvements

Thank you.

Santa Rosa Golf and Beach Club
Summary Financial Report-Unaudited

As of March 31, 2018

Date prepared 4/27/2018

	YTD Budget as of		YTD 3/31/2017	Variance	% Inc	Variance	% Inc
	YTD 3/31/2018	3/31/2018		Actual vs. Budget	over budget	2018 vs. 2017	over 2017

Balance Sheet Comparison

Operating Cash in Bank	\$ 676,538		\$ 943,848			\$ (267,310)	-28.32%
Cash Reserve Fund	\$ 500,000		\$ -			\$ 500,000	100.00%
Cash & Accounts Receivable	\$ 1,485,533		\$ 1,639,107			\$ (153,574)	-9.37%
Current Assets	\$ 1,744,340		\$ 1,970,083			\$ (225,743)	-11.46%
Total Assets	\$ 5,769,386		\$ 5,909,187			\$ (139,801)	-2.37%
Payables and Accrued Payroll	\$ 427,025		\$ 689,210			\$ (262,186)	-38.04%
Deferred Revenue	\$ 657,380		\$ 709,650			\$ (52,270)	-7.37%
Current Liabilities	\$ 1,084,405		\$ 1,398,860			\$ (314,456)	-22.48%
Loan and Equipment Balances	\$ 400,000		\$ 944,174			\$ (544,174)	-57.63%
Total Liabilities	\$ 1,484,405		\$ 2,343,034			\$ (858,630)	-36.65%
Total Equity	\$ 4,284,981		\$ 3,566,153			\$ 718,828	20.16%

Income Statement Comparison

Total Revenue	\$ 5,859,350	\$ 5,640,426	\$ 5,540,462	\$ 218,924	3.88%	\$ 318,889	5.76%
Cost of Sales	\$ 941,307	\$ 861,337	\$ 884,653	\$ 79,970	9.28%	\$ 56,653	6.40%
Gross Profit	\$ 4,918,044	\$ 4,779,089	\$ 4,655,809	\$ 138,955	2.91%	\$ 262,235	5.63%
Payroll	\$ 2,173,229	\$ 2,273,092	\$ 2,074,565	\$ (99,863)	-4.39%	\$ 98,664	4.76%
Operating Expenses	\$ 1,707,408	\$ 1,726,149	\$ 1,663,126	\$ (18,741)	-1.09%	\$ 44,282	2.66%
Earnings before Interest, Depreciation & Taxes (EBITDA)	\$ 1,037,407	\$ 779,849	\$ 918,118	\$ 257,558	33.03%	\$ 119,289	12.99%
Interest Expense	\$ 28,441	\$ 54,000	\$ 57,584	\$ (25,559)	-47.33%	\$ (29,144)	-50.61%
Net Income excluding Depreciation	\$ 1,008,966	\$ 725,849	\$ 860,534	\$ 283,118	39.01%	\$ 148,433	17.25%
Net BP Payment and Sale of Assets			\$ 453,671			\$ (453,671)	-100.00%
Less YTD Principal Payments Made	\$ 544,174	\$ 544,174	\$ 356,851	\$ -	0.00%	\$ 187,323	52.49%
Cashflow after Debt Payments	\$ 464,792	\$ 181,675	\$ 957,354	\$ 283,118	155.84%	\$ (492,561)	-51.45%

Key Operating Ratios

Quick Ratio	137%		117%
Current Ratio	161%		141%
Current Ratio w/o Deferred Revenue	255%		183%
Debt to Equity	35%		66%
Debt to Asset	26%		40%
Gross Profit %	84%	85%	84%
Payroll to Revenue	37%	40%	37%
Operating Expense to Revenue	29%	31%	30%
EBITDA to Revenue	18%	14%	17%

Santa Rosa Golf and Beach Club
Year to Date Summary Financial Report by Cost Center-Unaudited

As of March 31, 2018
 Date prepared 4/27/2018

	Golf Actual	Golf Budget	Difference	Vue Actual	Vue Budget	Difference	Total Actual	Total Budget	Difference
Income Statement Comparison									
Total Revenue	\$ 2,956,583	\$ 2,955,676	\$ 907	\$ 2,902,768	\$ 2,684,750	\$ 218,018	\$ 5,859,350	\$ 5,640,426	\$ 218,924
Cost of Sales	\$ 220,909	\$ 191,511	\$ 29,398	\$ 720,398	\$ 669,826	\$ 50,572	\$ 941,307	\$ 861,337	\$ 79,970
Gross Profit	\$ 2,735,673	\$ 2,764,165	\$ (28,492)	\$ 2,182,370	\$ 2,014,924	\$ 167,446	\$ 4,918,044	\$ 4,779,089	\$ 138,955
Payroll	\$ 1,048,377	\$ 1,102,330	\$ (53,953)	\$ 1,124,852	\$ 1,170,762	\$ (45,910)	\$ 2,173,229	\$ 2,273,092	\$ (99,863)
Operating Expenses	\$ 950,556	\$ 945,943	\$ 4,613	\$ 756,851	\$ 780,205	\$ (23,354)	\$ 1,707,408	\$ 1,726,149	\$ (18,741)
Earnings before Interest, Depreciation & Taxes (EBITDA)	\$ 736,740	\$ 715,892	\$ 20,848	\$ 300,667	\$ 63,957	\$ 236,710	\$ 1,037,407	\$ 779,849	\$ 257,558
Key Ratios									
	Golf Actual	Golf Budget		Vue Actual	Vue Budget		Total Actual	Total Budget	
Gross Profit %	93%	94%		75%	75%		84%	85%	
Payroll to Revenue	35%	37%		39%	44%		37%	40%	
Operating Expense to Revenue	32%	32%		26%	29%		29%	31%	
EBITDA to Revenue	25%	24%		10%	2%		18%	14%	

Santa Rosa Golf and Beach Club

Year to Date Summary Financial Report comparing YTD 2018 vs. YTD 2017-Unaudited

As of March 31, 2018
Date prepared 4/27/2018

	Golf Current Year	Golf Prior Year	Difference	Vue Current Year	Vue Prior Year	Difference	Total Current Year	Total Prior Year	Difference
Income Statement Comparison									
Total Revenue	\$ 2,956,583	\$ 2,915,465	\$ 41,117	\$ 2,902,768	\$ 2,624,997	\$ 277,771	\$ 5,859,350	\$ 5,540,462	\$ 318,889
Cost of Sales	\$ 220,909	\$ 213,904	\$ 7,005	\$ 720,398	\$ 670,749	\$ 49,649	\$ 941,307	\$ 884,653	\$ 56,653
Gross Profit	\$ 2,735,673	\$ 2,701,561	\$ 34,112	\$ 2,182,370	\$ 1,954,248	\$ 228,123	\$ 4,918,044	\$ 4,655,809	\$ 262,235
Payroll	\$ 1,048,377	\$ 1,011,580	\$ 36,797	\$ 1,124,852	\$ 1,062,985	\$ 61,867	\$ 2,173,229	\$ 2,074,565	\$ 98,664
Operating Expenses	\$ 950,556	\$ 925,136	\$ 25,420	\$ 756,851	\$ 737,990	\$ 18,861	\$ 1,707,408	\$ 1,663,126	\$ 44,282
Earnings before Interest, Depreciation & Taxes (EBITDA)	\$ 736,740	\$ 764,845	\$ (28,105)	\$ 300,667	\$ 153,273	\$ 147,394	\$ 1,037,407	\$ 918,118	\$ 119,289
Key Ratios									
	Golf Current Year	Golf Prior Year		Vue Current Year	Vue Prior Year		Total Current Year	Total Prior Year	
Gross Profit %	93%	93%		75%	74%		84%	84%	
Payroll to Revenue	35%	35%		39%	40%		37%	37%	
Operating Expense to Revenue	32%	32%		26%	28%		29%	30%	
EBITDA to Revenue	25%	26%		10%	6%		18%	17%	

Santa Rosa Golf and Beach Club
Statement of Cash Flows Forecast-Unaudited
FYE 3/31/18

	<u>YTD Total</u>
Cash flows from operating activities	
Net income (loss)	\$ 696,329
Adjustments to reconcile net income (loss) to net cash provided by operating activities:	
Depreciation & amortization	312,637
Changes in operating assets and liabilities:	
(Increase) decrease in	
Receivables	386,264
Inventories	61,507
Prepaid expenses	10,662
Deposits	-
Increase (decrease) in	
Accounts payable	(167,294)
Accrued liabilities	(94,892)
Deferred revenues	(52,270)
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Net cash provided by (used in) operating activities	1,152,944
Cash flows from investing activities	
Purchase	0
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Net cash provided by (used in) investing activities	(398,579)
Cash flows from financing activities	
Proceeds from long-term debt	-
Payments on long-term debt	(544,174)
Issuance of equity memberships	20,250
Equity membership payouts	2,250
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Net cash provided by (used in) financing activities	(521,674)
Net change in cash	232,690
Cash at beginning of period	943,848
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Cash at end of period	\$ 1,176,538
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