

Hillcrest Sports Centre Inc.

Comparative Income Statement

	Actual 01/01/19 to 09/30/19	Actual 01/01/18 to 09/30/18
REVENUE		
ADVERTISING		
Misc Advertising	14,630.01	15,760.36
Bench Signage	17,000.00	16,500.00
Corporate Advertising	108,580.00	105,756.75
TOTAL ADVERTISING REVENUE	140,210.01	138,017.11
GOLF CLUB REVENUE		
Green Fees	254,667.00	244,948.32
Memberships	269,049.19	278,698.09
Power Cart Rentals	75,235.79	71,727.11
Pull Cart Rentals	91.00	2,604.40
Cart Trail Fees	22,842.60	25,584.60
Services	0.00	525.00
Tournaments	41,008.54	90,770.77
Driving Range	3,275.96	3,643.01
Shed Rentals	7,334.29	4,293.00
Junior Programming	3,007.09	3,030.93
TOTAL GOLF CLUB REVENUE	676,511.46	725,825.23
PRO SHOP REVENUE		
Pro Shop Revenue	26,516.41	30,242.08
Gift Certificate Revenue	7,443.52	10,475.22
Clothing Sales	10,714.31	9,807.49
TOTAL PRO SHOP REVENUE	44,674.24	50,524.79
FOOD & BEVERAGE REVENUE		
Food Revenue	62,059.61	47,402.60
Beverage Revenue	18,234.57	20,027.12
Liquor Revenue	121,879.11	114,688.53
FOOD & BEV TOTAL REVENUE	202,173.29	182,118.25
MISC REVENUE		
Misc Revenue	6,525.67	12,685.37
Grants & Donations	1,319.00	5,345.35
Interest Revenue	1,133.39	0.00
Hole-In-One Insurance Revenue	1,720.00	1,770.00
Insurance Claims	13,310.00	0.00
TOTAL MISC REVENUE	24,008.06	19,800.72
TOTAL REVENUE	1,087,577.06	1,116,286.10
EXPENSE		

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GENERAL EXPENSE		
AGM / Meetings	69.82	6,966.10
Advertising	995.10	3,638.50
Corporate Advertising	0.00	6,407.57
Bench Advertising	0.00	953.04
Licenses	35.00	170.00
Professional/Educational Fees	356.04	0.00
Affiliations	800.00	1,310.00
Memberships	8,507.00	8,915.00
Memberships Refunded	0.00	5,059.90
Print, Postage, Stationary	1,267.13	446.88
Accounting Fees	9,752.00	9,627.98
Insurance	9,763.66	12,224.36
Bank Charges & Interac Fees	10,422.15	10,864.74
Interac Charges	0.00	342.52
Cash Short / Over	0.00	-55.52
Admin. Misc. Expense	3,909.27	532.88
Office Supplies	498.37	1,672.49
ProShop & Range Supplies	1,298.03	4,425.24
Pro Shop Sales Cost	20,397.53	26,066.67
Concession Supplies	3,009.85	454.70
Freight	2,865.66	18.00
Garbage	1,453.96	2,052.36
Web Site	1,037.98	878.76
Tax Adjustments	0.00	1,095.63
TOTAL GENERAL EXPENSES	76,438.55	104,067.80
STAFF EXPENSES		
Wages - Course	177,252.34	203,667.35
Wages - Proshop/Office	57,723.49	41,380.95
Wages - General Labourer	0.00	6,478.49
General Manager Salary	51,038.51	52,500.00
EI Expense	6,875.07	7,768.44
CPP Expense	12,453.60	14,688.96
WCB Expense	3,960.76	3,786.56
Staff Benefits	6,329.52	5,615.40
Staff Benefits Payments Collected	-171.00	-171.00
Staff Benefits Net Expense	6,158.52	5,444.40
TOTAL STAFF EXPENSES	315,462.29	335,715.15
UTILITIES		
Cart Shed /Irrigation Power	3,538.92	234.84
Concession & Washrooms Power	2,526.32	2,360.72
Waste Disposal Services	0.00	280.00
City Water	242.03	380.12
Telephone	2,925.08	3,321.48

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TOTAL UTILITIES	9,232.35	6,577.16
FOOD & BEVERAGE EXPENSE		
Food Costs	32,858.51	30,941.92
Beverage Costs	9,585.47	11,621.77
Container Deposit Expense	2,876.45	3,937.81
Liquor Costs	43,697.58	48,462.12
F&B Wages	17,354.62	32,677.69
F&B Casual Labour & Gratuities	1,337.70	4,614.12
F&B Equipment Expense	2,016.00	4,577.28
F & B TOTAL EXPENSE	109,726.33	136,832.71
BUILDING EXPENSE		
Building Maintenance	6,909.75	3,660.44
Building Renovations	150.52	3,796.08
Building Power	5,653.56	8,464.55
Bathroom Supplies	67.47	1,265.90
TOTAL BUILDING EXPENSE	12,781.30	17,186.97
GOLF EQUIPMENT/SERVICES		
Equipment Leases	90,489.35	83,069.35
Power Cart Lease	20,258.00	26,058.00
Power Cart Repairs and Maintenance	492.25	496.13
Power Cart Rental Other Than Lease	3,762.00	9,146.19
Course Maintenance	1,773.31	15,741.00
Portable Toilets	700.00	700.00
TOTAL GOLF EQUIPMENT EXPENSE	117,474.91	135,210.67
CAPITAL EXPENDITURES		
Admin Capital Purchases	0.00	944.99
TOTAL CAPITAL	0.00	944.99
GOLF COURSE EXPENSES		
Fertilizer	2,152.74	12,266.68
Chemicals	6,153.06	5,852.83
Garden Supplies (plants)	489.44	0.00
Paths & Bridges	3,610.97	2,540.66
Irrigation Maintenance	10,186.94	10,679.60
Irrigation Water	0.00	12,600.00
Top Dressing	3,943.64	7,754.97
Equipment Rental	470.80	913.76
Grease & Lube	343.44	1,186.80
Fuel	23,437.62	26,902.62
Repairs & Main. Equipment	13,676.72	17,662.28
Shop Tools	1,016.99	572.40
Course Supplies	7,554.34	3,041.37

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Golf Course Furnishings	7,897.15	1,320.22
Travel & Education	412.68	393.11
TOTAL GOLF COURSE EXPENSES	<u>81,346.53</u>	<u>103,687.30</u>
TOTAL EXPENSE	<u>722,462.26</u>	<u>840,222.75</u>
NET INCOME	<u><u>365,114.80</u></u>	<u><u>276,063.35</u></u>