

Motion to approve minutes by Sandra Hulse and seconded by Jennifer Kopke. Motion approved.

**Pointe Service Association
Board of Directors Meeting
January 26, 2023 6:00 PM Zoom**

Meeting called to order at 6:07 by President Milan Milivojevic

Executive Board of Directors Present- President Milan Milivojevic, Vice President Peter Samuelson, Treasurer Melissa Emily, Secretary Susan Slaven, At-Large Tony Piano

Board of Directors Present- Bay View Glenn Adams, Eagle Bay II Scott Quass, Front Nine Jack Krajnak, Greenridge Jennifer Kopke, Harbour Pointe John Menne, LaSalle Woods Erin Davey, Pointe Cove Joseph Karp, Pointe Retreat Susan Slaven, Waters Edge I David Gray, Waters Edge II Dan Dodge, Woodridge Sandra Hulse, At-Large Melissa Emily.

Members Not present- At-Large Ken Surface, Bay Pointe Dave LaBrash, Waters Edge Ctyd. James Bottorff, Eagle Bay I Alan Hogan, East Bay David Cochran, Fairway Knoll Jeff Blodgett,

Executive Committee Elections for two-year term:

- Vice President Peter Samuelson
- Secretary Susan Slaven

Executive Committee Election for two-year term At-Large positions.

- Jack Krajnak
- Tony Piano
- Ken Surface

Food & Beverage Financials- Tony Piano

- Contract with Sahms calls for a GM on site.
- Jacob King has been employed by Sahms as an on-site GM starting next week.
- Sara Tharp position will be a front desk manager for wait staff.
- Compensation incentives and bonuses will be paid out of Sahms funding as incentives.
- Sahn's accounting is a continuous issue with budgets and income amounts not aligning.
- PSA share of profits for 2022 will be about \$ 9,000.00 (pending adjustments)
2021 was a loss.
- \$60,000 of reported earnings was from return of (Pandemic employee tax credit) ERTC-PPP funds, not from operations (actual Net Profit is \$14,746.00, pending adjustments)

Golf Operations- Jack Krajnak

- 10% improvement from last year
- Hoping for reduced credit card processing fees now that we are with a larger management company (Kemper)
- Range Balls ordered that arrived extremely late. Extra \$3,000 in 2022 costs due to a duplicate order.

- Incentive fee owed to C&O based on percentage of revenue increase from the prior year.
- C&O has paid a rebate on chemical purchases for 2020 and 2021. They now do not wish to pay PSA's rebate since the contract was cancelled and such previous payments were goodwill and not required. Counsel will provide guidance on how to address this matter. The amount is approximately \$3,000.
- Historical documentation from prior years do show the rebate deposit to PSA.

Property Management at Eagle Pointe

- PMI acquired Tempo Properties.
- PMI requires PSA to change our accounting software and accept many liabilities associated with a new system and forced banking change.
- PMI requires full control of banking that includes a change to a bank in Florida.
- PSA has always regulated funds through local Peoples State Bank. Current loans are also with Peoples State Bank.
- Options and next steps are on-going.

Motion to adjourn by Jennifer Kopke and seconded by Dan Dodge at 7:31PM

Minutes by Secretary Susan Slaven

Financials Statements provided by Treasurer Melissa Emily

Balance Sheet

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: 12/31/2022

Accounting Basis: Accrual

Level of Detail: Detail View

Include Zero Balance GL Accounts: No

Account Name	Balance
ASSETS	
Cash	
Operating Cash	167,071.02
Reserve Cash	6,342.06
Eagle Vision and Strategic Plan - Checking	2,368.99
Security Checking	48,576.70
Total Cash	224,358.77
Investment in Eagle Point Golf Course	
Investment in Eagle Point Golf Course - Money Sent/(Received)	2,858,838.47
Investment in Eagle Point Golf Course - Profit/(Loss)	-1,379,481.59
Total Investment in Eagle Point Golf Course	1,479,356.88
Accounts Receivable	47,673.82
Land & Buildings	318,662.39
Accumulated Depreciation	-147,105.04
TOTAL ASSETS	1,922,946.82
LIABILITIES & CAPITAL	
Liabilities	
Accounts Receivable	
Accounts Receivable Assessments	103,584.63
Accounts Payable	51,102.21
Total Accounts Receivable	154,686.84
Eagle Vision and Strategic Plan	
Eagle Vision and Strategic Plan - Special Assessments	739,150.00
Eagle Vision and Strategic Plan - Construction in Process	-732,732.30
Total Eagle Vision and Strategic Plan	6,417.70
Security Loan	143,494.89
Total Liabilities	304,599.43
Capital	
Retained Earnings	202,552.05
Calculated Retained Earnings	556,431.76
Calculated Prior Years Retained Earnings	859,363.58
Total Capital	1,618,347.39
TOTAL LIABILITIES & CAPITAL	1,922,946.82

Profit & Loss Statement

Pointe Services Association

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Dec 2022

Accounting Basis: Accrual

Level of Detail: Detail View

Include Zero Balance GL Accounts: No

Account Name	Selected Month
Operating Income & Expense	
Income	
Rents	
Miscellaneous Income	0.00
Total Rents	0.00
Rental Units - Special Assessment	0.00
Fees	
Sales - Gate Cards/Remotes	0.00
Administrative Fee	2,500.00
Collection Cost Reimbursement	0.00
Late Fees	0.00
Legal Fee Reimbursement	0.00
Total Fees	2,500.00
PSA Quarterly Assessments	-0.50
Interest Income - Savings Acct	0.52
Total Operating Income	2,500.02
Expense	
Administrative & Insurance	
Bank Fees	10.00
Collection Cost Expense (Legal)	0.00
Management Fees	2,050.00
Meeting Expense	0.00
Office Supplies	0.00
Website Admin	0.00
Miscellaneous - Admin Expense	-150,000.00
Interest Expense	2,212.44
Copies/Envelopes/Supplies	839.50
Postage	0.00
Insurance Premiums	1,369.00
Audit & Tax Preparation	0.00
Legal Fees	766.60
Other Miscellaneous Fees	0.00
Total Administrative & Insurance	-142,752.46
Utilities	
Electricity	673.35
Water	15.78
Sewer	37.20
Telephone/Internet Guard Building	182.49
Snow Removal	0.00
Total Utilities	908.82

Profit & Loss Statement

Account Name	Selected Month
Landscaping	
Landscape Service	0.00
Total Landscaping	0.00
Amenities - Security	
Security Service	0.00
Security System Maintenance	294.43
Security Gate/Computer System	-101,423.30
Security Supplies	0.00
Total Amenities - Security	-101,128.87
Repairs/Common Area Maintenance	
Grounds Maintenance	1,025.00
Total Repairs/Common Area Maintenance	1,025.00
Total Operating Expense	-241,947.51
NOI - Net Operating Income	244,447.53
Other Income & Expense	
Other Expense	
Road Repair/Sign Improvement	0.00
Total Other Expense	0.00
Net Other Income	0.00
Total Income	2,500.02
Total Expense	-241,947.51
Net Income	244,447.53

Budget v. Actual

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Dec 2022

Additional Account Types: None

Accounting Basis: Accrual

Level of Detail: Detail View

Account Name	MTD Actual	MTD Budget	MTD \$ Var.	Annual Budget
Income				
Rents				
Miscellaneous Income	0.00	0.00	0.00	0.00
Total Rents	0.00	0.00	0.00	0.00
Rental Units - Special Assessment	0.00	0.00	0.00	16,000.00
Fees				
Sales - Gate Cards/Remotes	0.00	375.00	-375.00	4,500.00
Administrative Fee	2,500.00	3,500.00	-1,000.00	45,000.00
Collection Cost Reimbursement	0.00	500.00	-500.00	500.00
NSF Fees Collected	0.00	100.00	-100.00	100.00
Late Fees	0.00	250.00	-250.00	3,000.00
Legal Fee Reimbursement	0.00	0.00	0.00	750.00
Total Fees	2,500.00	4,725.00	-2,225.00	53,850.00
PSA Quarterly Assessments	-0.50	0.00	-0.50	690,436.00
Interest Income - Savings Acct	0.52	5.00	-4.48	60.00
Total Operating Income	2,500.02	4,730.00	-2,229.98	760,346.00
Expense				
Administrative & Insurance				
Bank Fees	10.00	10.00	0.00	120.00
Collection Cost Expense (Legal)	0.00	80.00	80.00	960.00
Management Fees	2,050.00	2,050.00	0.00	24,600.00
Meeting Expense	0.00	0.00	0.00	250.00
Office Supplies	0.00	25.00	25.00	300.00
Website Admin	0.00	40.00	40.00	480.00
Miscellaneous - Admin Expense	-150,000.00	1,125.00	151,125.00	13,500.00
Interest Expense	2,212.44	0.00	-2,212.44	0.00
Copies/Envelopes/Supplies	839.50	0.00	-839.50	3,000.00
Postage	0.00	150.00	150.00	600.00
Insurance Premiums	1,369.00	0.00	-1,369.00	3,200.00

Budget v. Actual

Account Name	MTD Actual	MTD Budget	MTD \$ Var.	Annual Budget
Audit & Tax Preparation	0.00	0.00	0.00	5,000.00
Legal Fees	766.60	300.00	-466.60	3,600.00
Other Miscellaneous Fees	0.00	25.00	25.00	300.00
Total Administrative & Insurance	-142,752.46	3,805.00	146,557.46	55,910.00
Misc	0.00	40.00	40.00	480.00
Utilities				
Electricity	673.35	700.00	26.65	8,400.00
Water	15.78	37.83	22.05	454.00
Sewer	37.20	20.00	-17.20	240.00
Telephone/Internet Guard Building	182.49	215.00	32.51	2,580.00
Snow Removal	0.00	500.00	500.00	3,500.00
Total Utilities	908.82	1,472.83	564.01	15,174.00
Landscaping				
Landscape Service	0.00	0.00	0.00	3,000.00
Total Landscaping	0.00	0.00	0.00	3,000.00
Amenities - Security				
Security Service	0.00	4,224.00	4,224.00	108,300.00
Security System Maintenance	294.43	833.33	538.90	10,000.00
Guard Building	0.00	25.00	25.00	300.00
Security Gate/Computer System	-101,423.30	3,865.00	105,288.30	23,200.00
Security Supplies	0.00	25.00	25.00	300.00
Total Amenities - Security	-101,128.87	8,972.33	110,101.20	142,100.00
Repairs/Common Area Maintenance				
Grounds Maintenance	1,025.00	0.00	-1,025.00	0.00
Total Repairs/Common Area Maintenance	1,025.00	0.00	-1,025.00	0.00
Total Operating Expense	-241,947.51	14,290.16	256,237.67	216,664.00
Total Operating Income	2,500.02	4,730.00	-2,229.98	760,346.00
Total Operating Expense	-241,947.51	14,290.16	256,237.67	216,664.00
NOI - Net Operating Income	244,447.53	-9,560.16	254,007.69	543,682.00
Other Expense				
Road Repair/Sign Improvement	0.00	74,210.00	74,210.00	74,210.00
Total Other Expense	0.00	74,210.00	74,210.00	74,210.00

Budget v. Actual

Account Name	MTD Actual	MTD Budget	MTD \$ Var.	Annual Budget
Net Other Income	0.00	-74,210.00	74,210.00	-74,210.00
Total Income	2,500.02	4,730.00	-2,229.98	760,346.00
Total Expense	-241,947.51	88,500.16	330,447.67	290,874.00
Net Income	244,447.53	-83,770.16	328,217.69	469,472.00

Budget v. Actual YTD

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Dec 2022

Additional Account Types: None

Accounting Basis: Accrual

Level of Detail: Detail View

Account Name	YTD Actual	YTD Budget	YTD \$ Var.
Income			
Rents			
Miscellaneous Income	920.00	0.00	920.00
Total Rents	920.00	0.00	920.00
Rental Units - Special Assessment	14,350.00	16,000.00	-1,650.00
Fees			
Sales - Gate Cards/Remotes	0.00	4,500.00	-4,500.00
Administrative Fee	57,000.00	45,000.00	12,000.00
Collection Cost Reimbursement	855.00	500.00	355.00
NSF Fees Collected	0.00	100.00	-100.00
Late Fees	5,550.00	3,000.00	2,550.00
Legal Fee Reimbursement	475.00	750.00	-275.00
Total Fees	63,880.00	53,850.00	10,030.00
PSA Quarterly Assessments	689,770.00	690,436.00	-666.00
Interest Income - Savings Acct	15.86	60.00	-44.14
Total Operating Income	768,935.86	760,346.00	8,589.86
Expense			
Administrative & Insurance			
Bank Fees	1,232.25	120.00	-1,112.25
Collection Cost Expense (Legal)	0.00	960.00	960.00
Management Fees	24,600.00	24,600.00	0.00
Meeting Expense	0.00	250.00	250.00
Office Supplies	406.59	300.00	-106.59
Website Admin	31.16	480.00	448.84
Miscellaneous - Admin Expense	19,235.00	13,500.00	-5,735.00
Interest Expense	2,212.44	0.00	-2,212.44
Copies/Envelopes/Supplies	2,132.52	3,000.00	867.48
Postage	2,022.96	600.00	-1,422.96
Insurance Premiums	2,839.00	3,200.00	361.00

Budget v. Actual YTD

Account Name	YTD Actual	YTD Budget	YTD \$ Var.
Audit & Tax Preparation	4,150.00	5,000.00	850.00
Legal Fees	5,829.76	3,600.00	-2,229.76
Other Miscellaneous Fees	0.00	300.00	300.00
Total Administrative & Insurance	64,691.68	55,910.00	-8,781.68
Misc	0.00	480.00	480.00
Utilities			
Electricity	8,090.55	8,400.00	309.45
Water	204.46	454.00	249.54
Sewer	487.32	240.00	-247.32
Telephone/Internet Guard Building	2,221.57	2,580.00	358.43
Snow Removal	1,805.00	3,500.00	1,695.00
Total Utilities	12,808.90	15,174.00	2,365.10
Landscaping			
Landscape Service	301.34	3,000.00	2,698.66
Total Landscaping	301.34	3,000.00	2,698.66
Amenities - Security			
Security Service	120,584.12	108,300.00	-12,284.12
Security System Maintenance	2,577.70	10,000.00	7,422.30
Guard Building	0.00	300.00	300.00
Security Gate/Computer System	450.00	23,200.00	22,750.00
Security Supplies	173.59	300.00	126.41
Total Amenities - Security	123,785.41	142,100.00	18,314.59
Repairs/Common Area Maintenance			
Grounds Maintenance	3,822.84	0.00	-3,822.84
Total Repairs/Common Area Maintenance	3,822.84	0.00	-3,822.84
Total Operating Expense	205,410.17	216,664.00	11,253.83
Total Operating Income	768,935.86	760,346.00	8,589.86
Total Operating Expense	205,410.17	216,664.00	11,253.83
NOI - Net Operating Income	563,525.69	543,682.00	19,843.69
Other Expense			
Road Repair/Sign Improvement	7,093.93	74,210.00	67,116.07
Total Other Expense	7,093.93	74,210.00	67,116.07

Budget v. Actual YTD

Account Name	YTD Actual	YTD Budget	YTD \$ Var.
Net Other Income	-7,093.93	-74,210.00	67,116.07
Total Income	768,935.86	760,346.00	8,589.86
Total Expense	212,504.10	290,874.00	78,369.90
Net Income	556,431.76	469,472.00	86,959.76

Golf Club at Eagle Pointe Balance Sheet

As of December 31, 2022

	As of Dec 31, 2022	Total As of Nov 30, 2022 (PP)	Change
ASSETS			
Current Assets			
Bank Accounts			
1101 Operating Checking	12,156.04	37,596.98	-25,440.94
1103 Deposits in Transit	750.00	21,537.87	-20,787.87
1105 Petty Cash	380.00	380.00	0.00
1106 Huntington Checking (...8555)	55.00	55.00	0.00
Total Bank Accounts	\$ 13,341.04	\$ 59,569.85	-\$ 46,228.81
Accounts Receivable			
1201 Accounts Receivable (A/R)	5,204.34	9,796.36	-4,592.02
Total Accounts Receivable	\$ 5,204.34	\$ 9,796.36	-\$ 4,592.02
Other Current Assets			
1304 Deposits	2,265.00	2,265.00	0.00
1307 Other Current Assets	0.00	765.00	-765.00
Inventory			
1422 Inventory - Golf	47,537.63	51,498.32	-3,960.69
Total Inventory	\$ 47,537.63	\$ 51,498.32	-\$ 3,960.69
Prepaid Expenses			
1501 Prepaid Insurance	2,981.27	3,113.67	-132.40
1510 Prepaid Expenses - Other	11,607.24	8,135.32	3,471.92
Total Prepaid Expenses	\$ 14,588.51	\$ 11,248.99	\$ 3,339.52
Total Other Current Assets	\$ 64,391.14	\$ 65,777.31	-\$ 1,386.17
Total Current Assets	\$ 82,936.52	\$ 135,143.52	-\$ 52,207.00
Fixed Assets			
1600 Land	484,343.45	482,894.34	1,449.11
1601 Furniture and Equipment	757,232.81	757,232.81	0.00
1602 Land Improvements	286,925.54	286,925.54	0.00
1604 Buildings & Improvements	267,123.05	267,123.05	0.00
1650 Accumulated Depreciation	-145,835.53	-145,835.53	0.00
Total Fixed Assets	\$ 1,649,789.32	\$ 1,648,340.21	\$ 1,449.11
Other Assets			
1703 Financing Costs	45,005.00	45,005.00	0.00
1750 Accumulated Amortization	-3,000.33	-3,000.33	0.00
Total Other Assets	\$ 42,004.67	\$ 42,004.67	\$ 0.00
TOTAL ASSETS	\$ 1,774,730.51	\$ 1,825,488.40	-\$ 50,757.89
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2201 Accounts Payable	20,104.13	15,285.19	4,818.94
Total Accounts Payable	\$ 20,104.13	\$ 15,285.19	\$ 4,818.94

Credit Cards				
2207 Credit Card Payable - C&O Chase Ink MC	0.00	0.00	0.00	
2208 Credit Card - 0029	0.00	1,160.35	-1,160.35	
2209 Credit Card - 6130	0.00	862.80	-862.80	
2210 Credit Card - Other	0.00	4,175.59	-4,175.59	
Total 2207 Credit Card Payable - C&O Chase Ink MC	\$ 0.00	\$ 6,198.74	-\$ -	6,198.74
Total Credit Cards	\$ 0.00	\$ 6,198.74	-\$ -	6,198.74
Other Current Liabilities				
2301 Customer Deposits	1,200.00	1,200.00	0.00	
2330 Lease Liability-Crestmark	18,369.18	23,848.33	-5,479.15	
2332 Lease Liability-Wells Fargo	7,290.75	7,290.75	0.00	
2333 Lease Liability-Fitness Equipment	0.00	3,123.48	-3,123.48	
2334 Lease Liability-Atlas Small Business	49,595.95	50,027.23	-431.28	
2335 Lease Liability - DLL	141,003.03	143,107.18	-2,104.15	
Accrued Liabilities				0.00
2310 Accrued Property Taxes	21,718.05	21,718.05	0.00	
2316 Accrued Payroll/Payroll Taxes	0.00	5,680.35	-5,680.35	
2322 Accrued State Sales Tax	364.36	526.98	-162.62	
Total Accrued Liabilities	\$ 22,082.41	\$ 27,925.38	-\$ -	5,842.97
Deferred Revenues				0.00
2340 Deferred Revenue - Platinum Memberships	114,701.00	120,735.51	-6,034.51	
2341 Deferred Revenue - Sponsorships	0.00	1,860.27	-1,860.27	
2342 Deferred Revenue - Gold Anniversary Memberships	83,347.00	69,777.77	13,569.23	
2346 Deferred Revenue - Gift Certificates	4,773.42	4,345.92	427.50	
Total Deferred Revenues	\$ 202,821.42	\$ 196,719.47	\$ -	6,101.95
Total Other Current Liabilities	\$ 442,362.74	\$ 453,241.82	-\$ -	10,879.08
Total Current Liabilities	\$ 462,466.87	\$ 474,725.75	-\$ -	12,258.88
Long-Term Liabilities				
2401 Line of Credit	254,880.00	504,880.00	-250,000.00	
2405 SBA Loan	149,737.75	149,737.75	0.00	
Total Long-Term Liabilities	\$ 404,617.75	\$ 654,617.75	-\$ -	250,000.00
Total Liabilities	\$ 867,084.62	\$ 1,129,343.50	-\$ -	262,258.88
Equity				
3101 Owners Equity	1,965,959.73	1,715,959.73	250,000.00	
Retained Earnings	-808,269.00	-808,269.00	0.00	
Net Income	-250,044.84	-211,545.83	-38,499.01	
Total Equity	\$ 907,645.89	\$ 696,144.90	\$ -	211,500.99
TOTAL LIABILITIES AND EQUITY	\$ 1,774,730.51	\$ 1,825,488.40	-\$ -	50,757.89

	Jan 2022			Feb 2022			Actual
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income							
Golf Operations Revenue			0.00			0.00	
4201 Green Fee	0.00	0.00	0.00	100.00	0.00	100.00	15,079.00
4246 GroupGolfer			0.00			0.00	
Total 4201 Green Fee	\$ 0.00	\$ 0.00	\$ 0.00	\$ 100.00	\$ 0.00	\$ 100.00	\$ 15,079.00
4204 League			0.00			0.00	
4207 Pro Shop Merchandise	1,470.40	2,000.00	-529.60	220.00	2,000.00	-1,780.00	3,506.60
4210 Instructions and Lessons	225.00	0.00	225.00	0.00	0.00	0.00	0.00
4211 Lesson Commissions Offset	0.00	0.00	0.00	-225.00	0.00	-225.00	0.00
4213 Range	0.00	0.00	0.00	0.00	0.00	0.00	7.48
4220 Club Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4237 Golf Cart Fee	0.00	0.00	0.00	0.00	0.00	0.00	2,164.00
4239 Social Membership		0.00	0.00		0.00	0.00	
4240 Golf Membership	14,338.12	14,750.00	-411.88	14,338.12	14,750.00	-411.88	14,380.62
4243 Cabins			0.00			0.00	
4245 Rental Income-Boat Slip	1,250.00	5,000.00	-3,750.00	2,550.00	2,500.00	50.00	0.00
4247 Fitness	0.00	40.00	-40.00	0.00	40.00	-40.00	0.00
4249 Other			0.00			0.00	
Total Golf Operations Revenue	\$ 17,283.52	\$ 21,790.00	-\$ 4,506.48	\$ 16,983.12	\$ 19,290.00	-\$ 2,306.88	\$ 35,137.70
Marketing Revenue			0.00			0.00	
4301 Sponsorships	187.50	2,500.00	-2,312.50	937.50	2,500.00	-1,562.50	1,092.50
Total Marketing Revenue	\$ 187.50	\$ 2,500.00	-\$ 2,312.50	\$ 937.50	\$ 2,500.00	-\$ 1,562.50	\$ 1,092.50
Total Income	\$ 17,471.02	\$ 24,290.00	-\$ 6,818.98	\$ 17,920.62	\$ 21,790.00	-\$ 3,869.38	\$ 36,230.20
Cost of Goods Sold							
COGS - Golf Operations			0.00			0.00	
5207 COGS - Merchandise	1,361.51	1,400.00	-38.49	140.20	1,400.00	-1,259.80	2,487.25
Total COGS - Golf Operations	\$ 1,361.51	\$ 1,400.00	-\$ 38.49	\$ 140.20	\$ 1,400.00	-\$ 1,259.80	\$ 2,487.25
Total Cost of Goods Sold	\$ 1,361.51	\$ 1,400.00	-\$ 38.49	\$ 140.20	\$ 1,400.00	-\$ 1,259.80	\$ 2,487.25

Gross Profit	\$	16,109.51	\$	22,890.00	-\$	6,780.49	\$	17,780.42	\$	20,390.00	-\$	2,609.58	\$	33,742.95
Expenses														
G&A Payroll Expenses						0.00						0.00		
6380 G&A Salary Payroll		3,875.00		3,791.00		84.00		-375.00		3,791.00		-4,166.00		1,765.28
6381 Hourly Payroll		441.43		500.00		-58.57		171.43		500.00		-328.57		398.57
6390 Salary Payroll Taxes		466.82		325.00		141.82		-45.18		325.00		-370.18		158.55
6391 Hourly Payroll Taxes		55.53		150.00		-94.47		21.58		150.00		-128.42		50.14
6392 Payroll Benefits		565.72		400.00		165.72		0.00		400.00		-400.00		0.00
Total G&A Payroll Expenses	\$	5,404.50	\$	5,166.00	\$	238.50	-\$	227.17	\$	5,166.00	-\$	5,393.17	\$	2,372.54
General and Administrative Expenses						0.00						0.00		
6207 Supplies		1,578.23		250.00		1,328.23		69.03		250.00		-180.97		168.72
6213 Printing / Paper		70.50				70.50		64.27				64.27		64.62
6216 Equipment Maintenance				250.00		-250.00		190.64		250.00		-59.36		488.30
6219 Building Maintenance		934.96		500.00		434.96				500.00		-500.00		1,852.31
6222 Postage and Shipping				0.00		0.00				0.00		0.00		
6225 Pest Control		72.00		75.00		-3.00		72.00		75.00		-3.00		72.00
6228 Dues and Subscriptions		3.20				3.20		3.20				3.20		3.20
6231 Employee Meals		38.22		25.00		13.22		8.20		25.00		-16.80		
6234 Travel						0.00						0.00		
6240 Janitorial Expense and Supplies						0.00						0.00		
6243 Auto Reimbursement		460.00		465.00		-5.00		460.00		465.00		-5.00		460.00
6246 Office Equipment Lease		344.40		150.00		194.40		68.88		150.00		-81.12		68.88
6252 Website						0.00		46.00				46.00		129.96
6258 Software Support and Licensing		941.76		500.00		441.76		760.00		500.00		260.00		510.00
6264 Charitable Contributions						0.00						0.00		
6331 401 (k) Expense		69.23		189.55		-120.32		138.46		189.55		-51.09		138.46
G&A - Bank and Other Fees						0.00						0.00		
6300 Penalties and Late Fees				25.00		-25.00				25.00		-25.00		21.25
6302 Payroll Processing Fees		487.53		500.00		-12.47		418.36		500.00		-81.64		578.25
6306 Credit Card Processing Fees		875.72		1,500.00		-624.28		334.88		1,500.00		-1,165.12		532.34
6308 Bank Fees		5.00		150.00		-145.00		124.35		150.00		-25.65		34.89
Total G&A - Bank and Other Fees	\$	1,368.25	\$	2,175.00	-\$	806.75	\$	877.59	\$	2,175.00	-\$	1,297.41	\$	1,166.73
G&A - Insurance						0.00						0.00		
6333 Workers Comp Insurance		48.16		125.00		-76.84		294.76		125.00		169.76		207.67
6336 Non Payroll Insurance		3,141.86		3,000.00		141.86		3,141.86		3,000.00		141.86		3,141.93

Total G&A - Insurance	\$ 3,190.02	\$ 3,125.00	\$ 65.02	\$ 3,436.62	\$ 3,125.00	\$ 311.62	\$ 3,349.60
G&A - Interest			0.00			0.00	
6360 Interest Expense	931.64	1,290.00	-358.36	899.31	1,290.00	-390.69	860.85
6361 Interest - Peoples Loan	2,173.78	2,400.00	-226.22	2,173.78	2,400.00	-226.22	1,963.42
Total G&A - Interest	\$ 3,105.42	\$ 3,690.00	-\$ 584.58	\$ 3,073.09	\$ 3,690.00	-\$ 616.91	\$ 2,824.27
G&A - Legal and Professional Fees			0.00			0.00	
6342 Legal Fees			0.00			0.00	
6344 Management Fees	5,000.00	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00
Total G&A - Legal and Professional Fees	\$ 5,000.00	\$ 5,000.00	\$ 0.00	\$ 5,000.00	\$ 5,000.00	\$ 0.00	\$ 5,000.00
G&A - Taxes			0.00			0.00	
6350 Property Taxes	500.00	500.00	0.00	500.00	500.00	0.00	500.00
6352 Real Estate Taxes	2,000.00	2,000.00	0.00	2,000.00	2,000.00	0.00	2,000.00
Total G&A - Taxes	\$ 2,500.00	\$ 2,500.00	\$ 0.00	\$ 2,500.00	\$ 2,500.00	\$ 0.00	\$ 2,500.00
G&A - Utilities/Phone/TV			0.00			0.00	
6312 Electric	714.31	1,750.00	-1,035.69	613.83	1,900.00	-1,286.17	720.90
6315 Gas	792.00	1,600.00	-808.00	1,325.68	1,400.00	-74.32	1,286.81
6318 Water	304.58	500.00	-195.42	1,170.19	600.00	570.19	668.12
6321 Trash Removal	73.60	250.00	-176.40	73.60	250.00	-176.40	73.60
6324 Telephone - Landlines	105.77	120.00	-14.23	106.89	120.00	-13.11	106.77
6327 Telephone - Mobile	205.00	200.00	5.00	102.50	200.00	-97.50	52.50
6330 Internet / TV	169.94	250.00	-80.06	169.93	250.00	-80.07	190.93
Total G&A - Utilities/Phone/TV	\$ 2,365.20	\$ 4,670.00	-\$ 2,304.80	\$ 3,562.62	\$ 4,720.00	-\$ 1,157.38	\$ 3,099.63
Total General and Administrative Expenses	\$ 22,041.39	\$ 23,564.55	-\$ 1,523.16	\$ 20,330.60	\$ 23,614.55	-\$ 3,283.95	\$ 21,896.68
Golf Operations Expenses			0.00			0.00	
6401 Staff Uniforms	78.00	0.00	78.00	76.17	0.00	76.17	146.72
6407 Supplies		0.00	0.00	388.96	0.00	388.96	
6410 Range Balls		0.00	0.00		0.00	0.00	1,750.00
6413 Range Supplies		0.00	0.00		0.00	0.00	
6416 Handicap Fees		0.00	0.00		0.00	0.00	
6419 League Expenses			0.00			0.00	
6422 Equipment Repair		0.00	0.00		0.00	0.00	
6425 Rental Equipment			0.00			0.00	375.40
6428 Dues and Subscriptions	81.00	325.00	-244.00		325.00	-325.00	
6431 Employee Meals	224.18	200.00	24.18	237.22	250.00	-12.78	
6434 Travel	1,715.43	1,500.00	215.43	17.08	0.00	17.08	

6437 Licenses and Fees - Golf			0.00	100.00		100.00		
6443 Scorecards and Pencils		0.00	0.00			0.00		0.00
6446 Cart Rental (Temporary)			0.00					0.00
6449 Cart Lease Expense		0.00	0.00			0.00		0.00
6452 Cart Parts and Repair		0.00	0.00	178.90		0.00		178.90
Golf Operations- Payroll Expenses			0.00					0.00
6480 Pro Shop Salary Payroll	6,622.73	6,500.00	122.73	5,981.68	6,500.00	-518.32		6,622.58
6481 Pro Shop Hourly Payroll	4,122.86	3,310.00	812.86	2,785.71	3,310.00	-524.29		4,250.00
6482 Cart Staff Payroll	0.00	0.00	0.00	291.43	0.00	291.43		771.43
6490 Pro Shop Salary Payroll Taxes	802.21	650.00	152.21	518.19	650.00	-131.81		504.24
6491 Hourly Payroll Taxes	518.66	331.00	187.66	381.28	331.00	50.28		538.75
6492 Benefits	672.99	500.00	172.99	673.51	500.00	173.51		674.06
Total Golf Operations- Payroll Expenses	\$ 12,739.45	\$ 11,291.00	\$ 1,448.45	\$ 10,631.80	\$ 11,291.00	-\$ 659.20		\$ 13,361.06
Total Golf Operations Expenses	\$ 14,838.06	\$ 13,316.00	\$ 1,522.06	\$ 11,630.13	\$ 11,866.00	-\$ 235.87		\$ 16,041.89
Maintenance Expenses			0.00					0.00
6501 Staff Uniforms		0.00	0.00			0.00		0.00
6502 Road Maintenance & Snow Removal		500.00	-500.00	2,210.00	500.00	1,710.00		1,200.00
6507 Shop Supplies	264.81	200.00	64.81	147.02	200.00	-52.98		
6510 Repairs and Parts			0.00					0.00
6513 Gas and Oil		0.00	0.00		500.00	-500.00		1,693.60
6522 Equipment Repairs	-172.97	3,000.00	-3,172.97	686.24	2,000.00	-1,313.76		2,981.63
6525 Rental Equipment	545.61	2,083.00	-1,537.39	545.61	2,083.00	-1,537.39		2,150.61
6526 Sanitation Rental	178.50	0.00	178.50	178.50	0.00	178.50		178.50
6528 Dues and Subscriptions		0.00	0.00		0.00	0.00		
6531 Employee Meals	75.69	0.00	75.69	131.51	0.00	131.51		
6537 Education and Certifications / Licenses	207.00	300.00	-93.00		0.00	0.00		
6540 Pesticides and Fertilizers		0.00	0.00		0.00	0.00		3,629.70
6543 Sand/Topdress		0.00	0.00		0.00	0.00		
6549 Course Accessories		0.00	0.00		0.00	0.00		150.76
6552 Pond Maintenance		0.00	0.00		0.00	0.00		902.17
6558 Mulch		0.00	0.00		0.00	0.00		
6561 Irrigation and Drainage		0.00	0.00		0.00	0.00		2,131.32
6564 Course Maintenance Supplies		500.00	-500.00	367.49	500.00	-132.51		57.10
6565 Pool Maintenance		0.00	0.00		0.00	0.00		
6578 Equipment			0.00			0.00		

6579 Other Miscellaneous Cost		500.00	-500.00		500.00	-500.00		
Maintenance - Payroll Expenses			0.00			0.00		
6580 Salary Payroll	9,964.26	9,703.00	261.26	8,999.98	9,703.00	-703.02	9,964.27	
6581 Hourly Payroll	2,344.29	3,045.00	-700.71	3,362.85	3,045.00	317.85	4,466.43	
6586 Contract / Temporary Labor		0.00	0.00		0.00	0.00		
6590 Salary Payroll Taxes	1,123.05	970.30	152.75	867.76	970.30	-102.54	829.51	
6591 Hourly Payroll Taxes	294.91	304.50	-9.59	423.06	304.50	118.56	561.86	
6592 Benefits	609.47	500.00	109.47	609.48	500.00	109.48	608.59	
Total Maintenance - Payroll Expenses	\$ 14,335.98	\$ 14,522.80	-\$ 186.82	\$ 14,263.13	\$ 14,522.80	-\$ 259.67	\$ 16,430.66	
Total Maintenance Expenses	\$ 15,434.62	\$ 21,605.80	-\$ 6,171.18	\$ 18,529.50	\$ 20,805.80	-\$ 2,276.30	\$ 31,506.05	
Marketing Operations Expenses			0.00			0.00		
6601 Advertising and Promotion		0.00	0.00		0.00	0.00		
6604 Business Development	22.46	0.00	22.46	146.71	0.00	146.71	437.46	
6610 Member and Social Events	36.55		36.55	6.60		6.60	66.50	
6616 Radio/TV Advertising	300.00	300.00	0.00	300.00	300.00	0.00	300.00	
Total Marketing Operations Expenses	\$ 359.01	\$ 300.00	\$ 59.01	\$ 453.31	\$ 300.00	\$ 153.31	\$ 803.96	
Total Expenses	\$ 58,077.58	\$ 63,952.35	-\$ 5,874.77	\$ 50,716.37	\$ 61,752.35	-\$ 11,035.98	\$ 72,621.12	
Net Operating Income	-\$ 41,968.07	-\$ 41,062.35	-\$ 905.72	-\$ 32,935.95	-\$ 41,362.35	\$ 8,426.40	-\$ 38,878.17	
Other Expenses								
7900 Extraordinary Expenses			0.00			0.00		
Total Other Expenses	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
Net Other Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	
Net Income	-\$ 41,968.07	-\$ 41,062.35	-\$ 905.72	-\$ 32,935.95	-\$ 41,362.35	\$ 8,426.40	-\$ 38,878.17	

Golf Club at Eagle Po
Budget vs. Actuals: Eagle Pointe 2021
 January - December 2022

Mar 2022			Apr 2022			May 2022			Jun 2022		
Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	
	0.00			0.00			0.00			0.00	
14,075.00	1,004.00	40,609.43	31,890.00	8,719.43	44,138.59	55,095.00	-10,956.41	46,870.14	64,790.00	-17,919.86	
	0.00			0.00	500.00		500.00	1,000.00		1,000.00	
\$ 14,075.00	\$ 1,004.00	\$ 40,609.43	\$ 31,890.00	\$ 8,719.43	\$ 44,638.59	\$ 55,095.00	-\$ 10,456.41	\$ 47,870.14	\$ 64,790.00	-\$ 16,919.86	
	0.00			0.00	457.14		457.14	457.14		457.14	
5,000.00	-1,493.40	11,276.25	10,000.00	1,276.25	11,628.68	15,000.00	-3,371.32	15,238.83	15,000.00	238.83	
250.00	-250.00	375.00	750.00	-375.00	570.00	1,000.00	-430.00	1,080.00	1,000.00	80.00	
-200.00	200.00	-300.00	-600.00	300.00	-456.00	-800.00	344.00	-864.00	-800.00	-64.00	
500.00	-492.52	1,732.84	500.00	1,232.84	1,381.00	4,000.00	-2,619.00	1,872.00	4,000.00	-2,128.00	
0.00	0.00	25.00	50.00	-25.00	270.00	75.00	195.00	285.00	75.00	210.00	
5,000.00	-2,836.00	4,732.00	9,000.00	-4,268.00	6,363.00	12,500.00	-6,137.00	8,738.00	12,500.00	-3,762.00	
0.00	0.00		0.00	0.00	391.66	500.00	-108.34	411.00	500.00	-89.00	
14,750.00	-369.38	14,619.12	14,750.00	-130.88	15,649.12	14,750.00	899.12	15,649.12	14,750.00	899.12	
	0.00			0.00	1,047.60		1,047.60			0.00	
2,500.00	-2,500.00	2,100.00	5,000.00	-2,900.00	3,400.00	5,000.00	-1,600.00	75.00	5,000.00	-4,925.00	
40.00	-40.00	0.00	40.00	-40.00	0.00	40.00	-40.00	0.00	40.00	-40.00	
	0.00			0.00			0.00			0.00	
\$ 41,915.00	-\$ 6,777.30	\$ 75,169.64	\$ 71,380.00	\$ 3,789.64	\$ 85,340.79	\$ 107,160.00	-\$ 21,819.21	\$ 90,812.23	\$ 116,855.00	-\$ 26,042.77	
	0.00			0.00			0.00			0.00	
2,500.00	-1,407.50	1,976.33	2,500.00	-523.67	2,195.08	2,500.00	-304.92	2,302.22	2,500.00	-197.78	
\$ 2,500.00	-\$ 1,407.50	\$ 1,976.33	\$ 2,500.00	-\$ 523.67	\$ 2,195.08	\$ 2,500.00	-\$ 304.92	\$ 2,302.22	\$ 2,500.00	-\$ 197.78	
\$ 44,415.00	-\$ 8,184.80	\$ 77,145.97	\$ 73,880.00	\$ 3,265.97	\$ 87,535.87	\$ 109,660.00	-\$ 22,124.13	\$ 93,114.45	\$ 119,355.00	-\$ 26,240.55	
	0.00			0.00			0.00			0.00	
3,500.00	-1,012.75	7,457.41	7,000.00	457.41	8,567.51	10,500.00	-1,932.49	11,413.32	10,500.00	913.32	
\$ 3,500.00	-\$ 1,012.75	\$ 7,457.41	\$ 7,000.00	\$ 457.41	\$ 8,567.51	\$ 10,500.00	-\$ 1,932.49	\$ 11,413.32	\$ 10,500.00	\$ 913.32	
\$ 3,500.00	-\$ 1,012.75	\$ 7,457.41	\$ 7,000.00	\$ 457.41	\$ 8,567.51	\$ 10,500.00	-\$ 1,932.49	\$ 11,413.32	\$ 10,500.00	\$ 913.32	

\$	40,915.00	-\$	7,172.05	\$	69,688.56	\$	66,880.00	\$	2,808.56	\$	78,968.36	-\$	99,160.00	\$	20,191.64	\$	81,701.13	\$	108,855.00	-\$	27,153.87
			0.00				0.00				0.00				0.00					0.00	
	3,791.00		-2,025.72		1,781.91		3,791.00		-2,009.09		1,653.00		3,791.00		-2,138.00		2,569.75		3,791.00		-1,221.25
	500.00		-101.43		220.71		800.00		-579.29		100.72		800.00		-699.28		267.85		800.00		-532.15
	325.00		-166.45		160.37		325.00		-164.63		206.63		325.00		-118.37		321.22		325.00		-3.78
	150.00		-99.86		27.78		200.00		-172.22		12.67		200.00		-187.33		33.71		200.00		-166.29
	400.00		-400.00		0.00		400.00		-400.00		0.00		400.00		-400.00		0.00		400.00		-400.00
\$	5,166.00	-\$	2,793.46	\$	2,190.77	\$	5,516.00	-\$	3,325.23	\$	1,973.02	-\$	5,516.00	\$	3,542.98	\$	3,192.53	\$	5,516.00	-\$	2,323.47
			0.00				0.00				0.00				0.00					0.00	
	250.00		-81.28		78.04		250.00		-171.96				500.00		-500.00		207.65		500.00		-292.35
			64.62		66.00				66.00		45.49				45.49						0.00
	250.00		238.30		190.64		250.00		-59.36		190.64		250.00		-59.36		321.87		250.00		71.87
	500.00		1,352.31				500.00		-500.00				500.00		-500.00		380.70		500.00		-119.30
	0.00		0.00				0.00		0.00				0.00		0.00				0.00		0.00
	75.00		-3.00		72.00		75.00		-3.00		92.00		75.00		17.00		92.00		75.00		17.00
			3.20		0.00				0.00		23.88				23.88		0.00				0.00
	50.00		-50.00		131.63		50.00		81.63		86.65		50.00		36.65		21.74		50.00		-28.26
			0.00				0.00		0.00				0.00		0.00						0.00
			0.00		18.70				18.70		245.33				245.33		75.48				75.48
	465.00		-5.00		460.00		465.00		-5.00		460.00		465.00		-5.00		474.29		465.00		9.29
	150.00		-81.12		68.88		150.00		-81.12		68.88		150.00		-81.12		40.46		150.00		-109.54
			129.96		46.00				46.00		46.00				46.00		46.00				46.00
	500.00		10.00		748.00		500.00		248.00		1,704.25		500.00		1,204.25		798.38		500.00		298.38
			0.00				0.00		0.00				0.00		0.00						0.00
	189.55		-51.09		138.46		189.55		-51.09		138.46		189.55		-51.09		163.46		189.55		-26.09
			0.00				0.00		0.00				0.00		0.00						0.00
	25.00		-3.75				25.00		-25.00				25.00		-25.00				25.00		-25.00
	500.00		78.25		637.94		500.00		137.94		664.37		500.00		164.37		766.85		500.00		266.85
	1,500.00		-967.66		999.21		1,500.00		-500.79		1,737.45		2,500.00		-762.55		2,204.05		2,500.00		-295.95
	150.00		-115.11		-2.08		150.00		-152.08		10.00		150.00		-140.00		5.00		150.00		-145.00
\$	2,175.00	-\$	1,008.27	\$	1,635.07	\$	2,175.00	-\$	539.93	\$	2,411.82	-\$	3,175.00	\$	763.18	\$	2,975.90	\$	3,175.00	-\$	199.10
			0.00				0.00				0.00				0.00						0.00
	125.00		82.67		221.52		125.00		96.52		227.06		125.00		102.06		241.02		125.00		116.02
	3,000.00		141.93				3,000.00		-3,000.00		1,954.83		2,250.00		-295.17		3,068.50		2,250.00		818.50

\$	3,125.00	\$	224.60	\$	221.52	\$	3,125.00	-\$	2,903.48	\$	2,181.89	\$	2,375.00	-\$	193.11	\$	3,309.52	\$	2,375.00	\$	934.52
			0.00						0.00						0.00						0.00
	1,290.00		-429.15		843.26		1,290.00		-446.74		1,468.41		1,290.00		178.41		899.93		1,290.00		-390.07
	2,400.00		-436.58		2,173.78		2,400.00		-226.22		2,250.92		2,400.00		-149.08		2,391.16		2,400.00		-8.84
\$	3,690.00	-\$	865.73	\$	3,017.04	\$	3,690.00	-\$	672.96	\$	3,719.33	\$	3,690.00	\$	29.33	\$	3,291.09	\$	3,690.00	-\$	398.91
			0.00						0.00						0.00						0.00
			0.00						0.00		380.00				380.00						0.00
	5,000.00		0.00		5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00
\$	5,000.00	\$	0.00	\$	5,000.00	\$	5,000.00	\$	0.00	\$	5,380.00	\$	5,000.00	\$	380.00	\$	5,000.00	\$	5,000.00	\$	0.00
			0.00						0.00						0.00						0.00
	500.00		0.00		500.00		500.00		0.00		500.00		500.00		0.00		500.00		500.00		0.00
	2,000.00		0.00		2,000.00		2,000.00		0.00		2,000.00		2,000.00		0.00		2,000.00		2,000.00		0.00
\$	2,500.00	\$	0.00	\$	2,500.00	\$	2,500.00	\$	0.00	\$	2,500.00	\$	2,500.00	\$	0.00	\$	2,500.00	\$	2,500.00	\$	0.00
			0.00						0.00						0.00						0.00
	2,400.00		-1,679.10		849.91		3,400.00		-2,550.09		2,440.84		3,400.00		-959.16		3,863.29		4,200.00		-336.71
	700.00		586.81		842.41		400.00		442.41		455.08		300.00		155.08		266.74		250.00		16.74
	700.00		-31.88		412.08		800.00		-387.92		554.80		1,000.00		-445.20		571.10		1,000.00		-428.90
	250.00		-176.40		74.60		250.00		-175.40		74.60		250.00		-175.40		74.60		250.00		-175.40
	120.00		-13.23		109.24		120.00		-10.76		112.70		120.00		-7.30		109.16		120.00		-10.84
	200.00		-147.50		52.50		200.00		-147.50		152.50		200.00		-47.50		202.50		200.00		2.50
	250.00		-59.07		93.99		250.00		-156.01		91.96		250.00		-158.04		91.96		250.00		-158.04
\$	4,620.00	-\$	1,520.37	\$	2,434.73	\$	5,420.00	-\$	2,985.27	\$	3,882.48	\$	5,520.00	-\$	1,637.52	\$	5,179.35	\$	6,270.00	-\$	1,090.65
\$	23,539.55	-\$	1,642.87	\$	16,826.71	\$	24,339.55	-\$	7,512.84	\$	23,177.10	\$	24,939.55	-\$	1,762.45	\$	24,877.89	\$	25,689.55	-\$	811.66
			0.00						0.00						0.00						0.00
	0.00		146.72				0.00		0.00				0.00		0.00		227.79		0.00		227.79
	250.00		-250.00		43.32		500.00		-456.68		247.06		500.00		-252.94				250.00		-250.00
	1,000.00		750.00				0.00		0.00				0.00		0.00				0.00		0.00
	250.00		-250.00				250.00		-250.00				0.00		0.00				0.00		0.00
	0.00		0.00		719.00		0.00		719.00				250.00		-250.00				0.00		0.00
			0.00						0.00						0.00		100.00				100.00
	250.00		-250.00				250.00		-250.00				0.00		0.00				0.00		0.00
			375.40		965.44				965.44		375.40				375.40		970.36				970.36
	325.00		-325.00		603.33		325.00		278.33		453.33		325.00		128.33		453.33		325.00		128.33
	250.00		-250.00		674.96		250.00		424.96		165.39		250.00		-84.61		325.69		250.00		75.69
	0.00		0.00				0.00		0.00				0.00		0.00				0.00		0.00

500.00	-500.00		0.00	0.00		0.00	0.00		0.00	0.00
	0.00			0.00			0.00			0.00
9,703.00	261.27	9,642.83	9,703.00	-60.17	11,142.84	9,703.00	1,439.84	10,486.58	10,703.00	-216.42
5,220.00	-753.57	7,389.25	11,268.00	-3,878.75	13,029.84	11,268.00	1,761.84	10,655.48	11,268.00	-612.52
0.00	0.00	660.00	300.00	360.00	990.00	900.00	90.00	990.00	600.00	390.00
970.30	-140.79	693.49	970.30	-276.81	747.74	970.30	-222.56	678.42	1,070.30	-391.88
522.00	39.86	920.99	1,126.80	-205.81	1,559.68	1,126.80	432.88	1,263.51	1,126.80	136.71
500.00	108.59	304.74	500.00	-195.26	609.48	500.00	109.48	635.04	500.00	135.04
\$ 16,915.30	-\$ 484.64	\$ 19,611.30	\$ 23,868.10	-\$ 4,256.80	\$ 28,079.58	\$ 24,468.10	\$ 3,611.48	\$ 24,709.03	\$ 25,268.10	-\$ 559.07
\$ 28,851.30	\$ 2,654.75	\$ 33,553.30	\$ 45,354.10	-\$ 11,800.80	\$ 48,719.66	\$ 44,154.10	\$ 4,565.56	\$ 43,398.13	\$ 43,754.10	-\$ 355.97
	0.00			0.00			0.00			0.00
500.00	-500.00		500.00	-500.00		0.00	0.00		0.00	0.00
0.00	437.46	95.73	250.00	-154.27		250.00	-250.00	243.00	250.00	-7.00
	66.50	6.20		6.20	630.20		630.20	6.20		6.20
300.00	0.00	300.00	300.00	0.00	300.00	300.00	0.00	300.00	300.00	0.00
\$ 800.00	\$ 3.96	\$ 401.93	\$ 1,050.00	-\$ 648.07	\$ 930.20	\$ 550.00	\$ 380.20	\$ 549.20	\$ 550.00	-\$ 0.80
\$ 73,747.85	-\$ 1,126.73	\$ 69,557.09	\$ 94,050.65	-\$ 24,493.56	\$ 100,172.13	\$ 101,974.65	-\$ 1,802.52	\$ 97,991.25	\$ 102,349.65	-\$ 4,358.40
-\$ 32,832.85	-\$ 6,045.32	\$ 131.47	-\$ 27,170.65	\$ 27,302.12	-\$ 21,203.77	-\$ 2,814.65	-\$ 18,389.12	-\$ 16,290.12	\$ 6,505.35	-\$ 22,795.47
	0.00			0.00			0.00	4,300.00		4,300.00
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,300.00	\$ 0.00	\$ 4,300.00
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	-\$ 4,300.00	\$ 0.00	-\$ 4,300.00
-\$ 32,832.85	-\$ 6,045.32	\$ 131.47	-\$ 27,170.65	\$ 27,302.12	-\$ 21,203.77	-\$ 2,814.65	-\$ 18,389.12	-\$ 20,590.12	\$ 6,505.35	-\$ 27,095.47

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 2022 Budget - FY22 P&L
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Jul 2022			Aug 2022			Sep 2022			Oct 2022		
Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
		0.00			0.00			0.00			0.00
54,720.58	64,570.00	-9,849.42	76,808.27	65,395.00	11,413.27	71,688.61	57,300.00	14,388.61	42,175.61	32,380.00	9,795.61
1,200.00		1,200.00	2,200.00		2,200.00	2,700.00		2,700.00	1,980.00		1,980.00
\$ 55,920.58	\$ 64,570.00	-\$ 8,649.42	\$ 79,008.27	\$ 65,395.00	\$ 13,613.27	\$ 74,388.61	\$ 57,300.00	\$ 17,088.61	\$ 44,155.61	\$ 32,380.00	\$ 11,775.61
457.14		457.14	457.14		457.14	457.14		457.14	457.14		457.14
13,067.14	15,000.00	-1,932.86	13,898.00	15,000.00	-1,102.00	19,734.64	13,500.00	6,234.64	9,434.90	10,000.00	-565.10
1,125.00	1,000.00	125.00	1,575.00	1,000.00	575.00	600.00	1,000.00	-400.00	-37.50	0.00	-37.50
-900.00	-800.00	-100.00	-1,260.00	-800.00	-460.00	-120.00	-800.00	680.00	-420.00	0.00	-420.00
2,313.00	4,000.00	-1,687.00	1,615.00	4,000.00	-2,385.00	1,151.00	2,000.00	-849.00	998.00	1,000.00	-2.00
150.00	75.00	75.00	970.00	75.00	895.00	795.00	75.00	720.00	780.00	50.00	730.00
10,379.00	12,500.00	-2,121.00	8,319.00	12,500.00	-4,181.00	6,353.00	9,000.00	-2,647.00	5,420.00	5,000.00	420.00
411.00	500.00	-89.00	261.00	500.00	-239.00	261.00	0.00	261.00	264.34	0.00	264.34
15,690.79	14,750.00	940.79	15,690.79	14,750.00	940.79	15,690.79	14,750.00	940.79	15,690.79	14,750.00	940.79
		0.00			0.00			0.00			0.00
285.00	5,000.00	-4,715.00	1,875.00	3,000.00	-1,125.00	550.00	0.00	550.00	500.00	0.00	500.00
0.00	40.00	-40.00	50.00	40.00	10.00	40.00	40.00	0.00	0.00	40.00	-40.00
		0.00			0.00	8,919.00		8,919.00	8,495.40		8,495.40
\$ 98,898.65	\$ 116,635.00	-\$ 17,736.35	\$ 122,459.20	\$ 115,460.00	\$ 6,999.20	\$ 128,820.18	\$ 96,865.00	\$ 31,955.18	\$ 85,738.68	\$ 63,220.00	\$ 22,518.68
		0.00			0.00			0.00			0.00
2,052.22	2,500.00	-447.78	2,052.22	2,500.00	-447.78	10,169.72	2,500.00	7,669.72	1,864.72	2,500.00	-635.28
\$ 2,052.22	\$ 2,500.00	-\$ 447.78	\$ 2,052.22	\$ 2,500.00	-\$ 447.78	\$ 10,169.72	\$ 2,500.00	\$ 7,669.72	\$ 1,864.72	\$ 2,500.00	-\$ 635.28
\$ 100,950.87	\$ 119,135.00	-\$ 18,184.13	\$ 124,511.42	\$ 117,960.00	\$ 6,551.42	\$ 138,989.90	\$ 99,365.00	\$ 39,624.90	\$ 87,603.40	\$ 65,720.00	\$ 21,883.40
		0.00			0.00			0.00			0.00
9,292.12	10,500.00	-1,207.88	10,123.74	10,500.00	-376.26	14,611.72	9,450.00	5,161.72	7,064.63	7,000.00	64.63
\$ 9,292.12	\$ 10,500.00	-\$ 1,207.88	\$ 10,123.74	\$ 10,500.00	-\$ 376.26	\$ 14,611.72	\$ 9,450.00	\$ 5,161.72	\$ 7,064.63	\$ 7,000.00	\$ 64.63
\$ 9,292.12	\$ 10,500.00	-\$ 1,207.88	\$ 10,123.74	\$ 10,500.00	-\$ 376.26	\$ 14,611.72	\$ 9,450.00	\$ 5,161.72	\$ 7,064.63	\$ 7,000.00	\$ 64.63

\$	91,658.75	\$	108,635.00	-\$	16,976.25	\$	114,387.68	\$	107,460.00	\$	6,927.68	\$	124,378.18	\$	89,915.00	\$	34,463.18	\$	80,538.77	\$	58,720.00	\$	21,818.77
					0.00						0.00												0.00
	2,747.09		3,791.00		-1,043.91		3,706.44		3,791.00		-84.56		4,601.75		3,791.00		810.75		3,969.00		3,791.00		178.00
	259.29		800.00		-540.71		180.00		800.00		-620.00		363.21		800.00		-436.79		270.00		500.00		-230.00
	334.68		325.00		9.68		480.15		325.00		155.15		575.50		325.00		250.50		476.28		325.00		151.28
	32.61		200.00		-167.39		22.65		200.00		-177.35		45.69		200.00		-154.31		33.98		150.00		-116.02
	56.99		400.00		-343.01		-170.96		400.00		-570.96		0.00		400.00		-400.00		0.00		400.00		-400.00
\$	3,430.66	\$	5,516.00	-\$	2,085.34	\$	4,218.28	\$	5,516.00	-\$	1,297.72	\$	5,586.15	\$	5,516.00	\$	70.15	\$	4,749.26	\$	5,166.00	-\$	416.74
					0.00						0.00												0.00
	59.88		500.00		-440.12		48.75		500.00		-451.25		395.45		500.00		-104.55		9.00		500.00		-491.00
					0.00						0.00												0.00
	283.36		250.00		33.36		283.36		250.00		33.36		354.20		250.00		104.20		219.61		250.00		-30.39
			500.00		-500.00				500.00		-500.00		1,333.62		500.00		833.62		1,050.80		500.00		550.80
			0.00		0.00				0.00		0.00				0.00		0.00				100.00		-100.00
	184.00		75.00		109.00		92.00		75.00		17.00		92.00		75.00		17.00		92.00		75.00		17.00
					0.00						0.00								100.00				100.00
	21.77		50.00		-28.23		23.12		50.00		-26.88		41.57		50.00		-8.43		33.36		50.00		-16.64
					0.00						0.00												0.00
					0.00						0.00												0.00
	474.29		465.00		9.29		700.00		465.00		235.00		230.00		465.00		-235.00		465.00		465.00		0.00
	56.10		150.00		-93.90		58.08		150.00		-91.92		49.83		150.00		-100.17		50.99		150.00		-99.01
	46.00				46.00		46.00				46.00		46.00				46.00		46.00				46.00
	585.88		500.00		85.88		523.38		500.00		23.38		523.38		500.00		23.38		523.38		500.00		23.38
					0.00						0.00		5,000.00				5,000.00						0.00
	162.69		189.55		-26.86		183.46		189.55		-6.09		163.46		189.55		-26.09		138.46		189.55		-51.09
					0.00						0.00												0.00
			25.00		-25.00				25.00		-25.00				25.00		-25.00				25.00		-25.00
	974.86		500.00		474.86		1,089.15		500.00		589.15		886.01		500.00		386.01		770.70		500.00		270.70
	1,766.86		2,500.00		-733.14		2,743.57		2,500.00		243.57		3,502.12		1,500.00		2,002.12		3,384.02		1,000.00		2,384.02
	165.00		150.00		15.00				150.00		-150.00				150.00		-150.00				150.00		-150.00
\$	2,906.72	\$	3,175.00	-\$	268.28	\$	3,832.72	\$	3,175.00	\$	657.72	\$	4,388.13	\$	2,175.00	\$	2,213.13	\$	4,154.72	\$	1,675.00	\$	2,479.72
					0.00						0.00												0.00
	240.76		125.00		115.76		328.37		125.00		203.37		271.24		125.00		146.24		120.40		125.00		-4.60
	2,578.40		2,250.00		328.40		2,716.02		2,250.00		466.02		2,578.40		2,250.00		328.40		132.40		2,250.00		-2,117.60

\$	2,819.16	\$	2,375.00	\$	444.16	\$	3,044.39	\$	2,375.00	\$	669.39	\$	2,849.64	\$	2,375.00	\$	474.64	\$	252.80	\$	2,375.00	-\$	2,122.20
					0.00						0.00												0.00
	794.31		1,290.00		-495.69		1,234.84		1,290.00		-55.16		726.61		1,290.00		-563.39		681.76		1,290.00		-608.24
	2,734.77		2,400.00		334.77		3,022.26		2,400.00		622.26		3,043.30		2,400.00		643.30		3,302.75		2,400.00		902.75
\$	3,529.08	\$	3,690.00	-\$	160.92	\$	4,257.10	\$	3,690.00	\$	567.10	\$	3,769.91	\$	3,690.00	\$	79.91	\$	3,984.51	\$	3,690.00	\$	294.51
					0.00						0.00												0.00
	190.00				190.00						0.00		152.00					152.00					0.00
	5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00
\$	5,190.00	\$	5,000.00	\$	190.00	\$	5,000.00	\$	5,000.00	\$	0.00	\$	5,152.00	\$	5,000.00	\$	152.00	\$	5,000.00	\$	5,000.00	\$	0.00
					0.00						0.00												0.00
	500.00		500.00		0.00		500.00		500.00		0.00		500.00		500.00		0.00		250.00		500.00		-250.00
	2,000.00		2,000.00		0.00		2,000.00		2,000.00		0.00		2,000.00		2,000.00		0.00		750.00		2,000.00		-1,250.00
\$	2,500.00	\$	2,500.00	\$	0.00	\$	2,500.00	\$	2,500.00	\$	0.00	\$	2,500.00	\$	2,500.00	\$	0.00	\$	1,000.00	\$	2,500.00	-\$	1,500.00
					0.00						0.00												0.00
	6,416.83		4,600.00		1,816.83		6,699.27		5,150.00		1,549.27		6,020.82		4,800.00		1,220.82		6,857.63		3,600.00		3,257.63
	346.79		250.00		96.79		270.58		250.00		20.58		341.33		350.00		-8.67		210.41		350.00		-139.59
	1,672.12		1,000.00		672.12		2,277.63		1,000.00		1,277.63		2,394.05		1,000.00		1,394.05		1,674.27		800.00		874.27
	75.60		250.00		-174.40		75.60		250.00		-174.40		75.60		250.00		-174.40		67.60		250.00		-182.40
	109.60		120.00		-10.40		108.73		120.00		-11.27		109.90		120.00		-10.10		108.07		120.00		-11.93
	309.80		200.00		109.80		156.79		200.00		-43.21		0.00		200.00		-200.00		156.79		200.00		-43.21
	91.96		250.00		-158.04		91.95		250.00		-158.05		93.21		250.00		-156.79		134.34		250.00		-115.66
\$	9,022.70	\$	6,670.00	\$	2,352.70	\$	9,680.55	\$	7,220.00	\$	2,460.55	\$	9,034.91	\$	6,970.00	\$	2,064.91	\$	9,209.11	\$	5,570.00	\$	3,639.11
\$	27,841.63	\$	26,089.55	\$	1,752.08	\$	30,272.91	\$	26,639.55	\$	3,633.36	\$	35,924.10	\$	25,389.55	\$	10,534.55	\$	26,329.74	\$	23,589.55	\$	2,740.19
					0.00						0.00												0.00
			1,000.00		-1,000.00				0.00		0.00				0.00		0.00		391.10		0.00		391.10
	106.96		0.00		106.96				0.00		0.00				0.00		0.00				0.00		0.00
			0.00		0.00				0.00		0.00		2,500.00		0.00		2,500.00				0.00		0.00
	361.78		0.00		361.78				0.00		0.00				0.00		0.00				0.00		0.00
			0.00		0.00				0.00		0.00				0.00		0.00				0.00		0.00
	80.00				80.00		40.00				40.00		60.00				60.00		1,600.00				1,600.00
			0.00		0.00				250.00		-250.00				0.00		0.00				0.00		0.00
	375.40				375.40		375.40				375.40		375.40				375.40		375.40				375.40
	453.33		675.00		-221.67		453.33		325.00		128.33		453.33		325.00		128.33		453.33		325.00		128.33
	71.85		250.00		-178.15		312.28		250.00		62.28		204.83		250.00		-45.17		291.71		250.00		41.71
			0.00		0.00				0.00		0.00				0.00		0.00				0.00		0.00

337.00		337.00	485.00		485.00		0.00		0.00		0.00
	1,250.00	-1,250.00		0.00	0.00		0.00		0.00	0.00	0.00
		0.00			0.00				1,043.25		1,043.25
8,774.88	8,774.00	0.88	8,774.88	8,774.00	0.88	8,774.88	8,774.00	0.88	8,774.88	8,774.00	0.88
0.00	500.00	-500.00		500.00	-500.00	1,700.16	0.00	1,700.16		0.00	0.00
		0.00			0.00				0.00		0.00
5,360.12	6,500.00	-1,139.88	5,846.89	6,500.00	-653.11	6,059.15	6,500.00	-440.85	6,265.99	6,500.00	-234.01
5,927.32	5,310.00	617.32	5,081.21	5,310.00	-228.79	6,043.79	5,060.00	983.79	5,058.69	3,560.00	1,498.69
1,351.46	3,250.00	-1,898.54	1,882.80	3,250.00	-1,367.20	2,434.94	3,000.00	-565.06	2,301.31	1,000.00	1,301.31
518.91	650.00	-131.09	531.92	650.00	-118.08	466.82	650.00	-183.18	494.49	650.00	-155.51
702.42	531.00	171.42	724.99	531.00	193.99	844.37	506.00	338.37	742.00	356.00	386.00
998.55	500.00	498.55	670.38	500.00	170.38	335.14	500.00	-164.86	646.74	500.00	146.74
\$ 14,858.78	\$ 16,741.00	-\$ 1,882.22	\$ 14,738.19	\$ 16,741.00	-\$ 2,002.81	\$ 16,184.21	\$ 16,216.00	-\$ 31.79	\$ 15,509.22	\$ 12,566.00	\$ 2,943.22
\$ 25,419.98	\$ 29,190.00	-\$ 3,770.02	\$ 25,179.08	\$ 26,840.00	-\$ 1,660.92	\$ 30,252.81	\$ 25,565.00	\$ 4,687.81	\$ 28,438.89	\$ 21,915.00	\$ 6,523.89
		0.00			0.00				0.00		0.00
85.60	0.00	85.60	434.99	0.00	434.99		0.00	0.00	162.65	0.00	162.65
	0.00	0.00		0.00	0.00		0.00	0.00		0.00	0.00
70.81	100.00	-29.19	157.18	100.00	57.18	80.64	100.00	-19.36		100.00	-100.00
121.95		121.95			0.00			0.00			0.00
2,357.00	2,000.00	357.00	2,293.45	3,000.00	-706.55	2,808.85	2,000.00	808.85	2,459.40	1,000.00	1,459.40
1,901.89	1,500.00	401.89	1,454.16	1,000.00	454.16	474.44	1,000.00	-525.56	561.24	1,000.00	-438.76
2,150.61	2,083.00	67.61	2,150.61	2,083.00	67.61	2,150.61	2,083.00	67.61	2,150.61	2,083.00	67.61
	170.00	-170.00		170.00	-170.00		170.00	-170.00		170.00	-170.00
	0.00	0.00		0.00	0.00		0.00	0.00		0.00	0.00
341.29	233.00	108.29	468.42	233.00	235.42	304.53	233.00	71.53	320.03	233.00	87.03
	0.00	0.00		0.00	0.00		0.00	0.00		0.00	0.00
8,162.25	8,100.00	62.25	8,306.60	8,100.00	206.60	4,685.18	8,100.00	-3,414.82	5,250.30	8,100.00	-2,849.70
	0.00	0.00		0.00	0.00		0.00	0.00	3,473.73	0.00	3,473.73
	0.00	0.00	-1,987.36	0.00	-1,987.36	3,127.86	0.00	3,127.86		0.00	0.00
707.88	500.00	207.88	707.88	500.00	207.88	707.88	500.00	207.88		500.00	-500.00
	0.00	0.00		0.00	0.00		0.00	0.00		0.00	0.00
221.69	1,000.00	-778.31	585.15	1,000.00	-414.85	107.33	1,000.00	-892.67	1,946.04	1,000.00	946.04
96.17	0.00	96.17	244.79	0.00	244.79	100.27	0.00	100.27	-0.77	0.00	-0.77
3,003.42	2,500.00	503.42	2,886.67	2,500.00	386.67	2,166.67	2,500.00	-333.33	2,166.67	2,500.00	-333.33
		0.00	481.49		481.49			0.00			0.00

433.29	0.00	433.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
		0.00		0.00		0.00		0.00		0.00	
9,299.09	9,703.00	-403.91	8,999.99	9,703.00	-703.01	10,321.41	10,703.00	-381.59	9,763.37	9,703.00	60.37
10,762.89	11,268.00	-505.11	16,593.86	11,268.00	5,325.86	16,503.77	11,268.00	5,235.77	13,898.88	11,268.00	2,630.88
660.00	900.00	-240.00	660.00	600.00	60.00	660.00	600.00	60.00	660.00	600.00	60.00
670.86	970.30	-299.44	610.79	970.30	-359.51	744.14	1,070.30	-326.16	636.06	970.30	-334.24
1,353.00	1,126.80	226.20	2,063.91	1,126.80	937.11	1,904.83	1,126.80	778.03	1,413.89	1,126.80	287.09
936.31	500.00	436.31	624.20	500.00	124.20	303.84	500.00	-196.16	577.50	500.00	77.50
\$ 23,682.15	\$ 24,468.10	-\$ 785.95	\$ 29,552.75	\$ 24,168.10	\$ 5,384.65	\$ 30,437.99	\$ 25,268.10	\$ 5,169.89	\$ 26,949.70	\$ 24,168.10	\$ 2,781.60
\$ 43,336.00	\$ 42,654.10	\$ 681.90	\$ 47,736.78	\$ 42,854.10	\$ 4,882.68	\$ 47,152.25	\$ 42,954.10	\$ 4,198.15	\$ 45,439.60	\$ 40,854.10	\$ 4,585.50
		0.00		0.00		0.00		0.00		0.00	
	0.00	0.00	2,047.36	0.00	2,047.36		0.00	0.00		0.00	0.00
1,140.00	250.00	890.00		0.00	0.00		0.00	0.00	10.00	0.00	10.00
6.20		6.20	6.20		6.20	6.20		6.20	6.20		6.20
300.00	300.00	0.00	300.00	300.00	0.00	300.00	300.00	0.00	300.00	300.00	0.00
\$ 1,446.20	\$ 550.00	\$ 896.20	\$ 2,353.56	\$ 300.00	\$ 2,053.56	\$ 306.20	\$ 300.00	\$ 6.20	\$ 316.20	\$ 300.00	\$ 16.20
\$ 101,474.47	\$ 103,999.65	-\$ 2,525.18	\$ 109,760.61	\$ 102,149.65	\$ 7,610.96	\$ 119,221.51	\$ 99,724.65	\$ 19,496.86	\$ 105,273.69	\$ 91,824.65	\$ 13,449.04
-\$ 9,815.72	\$ 4,635.35	-\$ 14,451.07	\$ 4,627.07	\$ 5,310.35	-\$ 683.28	\$ 5,156.67	-\$ 9,809.65	\$ 14,966.32	-\$ 24,734.92	-\$ 33,104.65	\$ 8,369.73
		0.00		0.00		0.00		0.00		0.00	
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
-\$ 9,815.72	\$ 4,635.35	-\$ 14,451.07	\$ 4,627.07	\$ 5,310.35	-\$ 683.28	\$ 5,156.67	-\$ 9,809.65	\$ 14,966.32	-\$ 24,734.92	-\$ 33,104.65	\$ 8,369.73

accrual Basis

Nov 2022			Dec 2022			Total		
Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget
		0.00			0.00	0.00	0.00	0.00
14,881.96	9,270.00	5,611.96	3,061.63	0.00	3,061.63	410,133.82	394,765.00	15,368.82
540.00		540.00			0.00	10,120.00	0.00	10,120.00
\$ 15,421.96	\$ 9,270.00	\$ 6,151.96	\$ 3,061.63	\$ 0.00	\$ 3,061.63	\$ 420,253.82	\$ 394,765.00	\$ 25,488.82
457.16		457.16			0.00	3,200.00	0.00	3,200.00
7,714.98	4,000.00	3,714.98	5,498.93	3,500.00	1,998.93	112,689.35	110,000.00	2,689.35
75.00	0.00	75.00	0.00	0.00	0.00	5,587.50	6,000.00	-412.50
-60.00	0.00	-60.00	0.00	0.00	0.00	-4,605.00	-4,800.00	195.00
490.00	0.00	490.00	0.00	0.00	0.00	11,560.32	20,000.00	-8,439.68
260.00	0.00	260.00	0.00	0.00	0.00	3,535.00	475.00	3,060.00
2,826.00	2,000.00	826.00	148.00	0.00	148.00	55,442.00	80,000.00	-24,558.00
0.00	0.00	0.00		0.00	0.00	2,000.00	2,000.00	0.00
15,690.79	14,750.00	940.79	15,690.79	14,750.00	940.79	183,118.96	177,000.00	6,118.96
		0.00			0.00	1,047.60	0.00	1,047.60
1,500.00	3,000.00	-1,500.00	6,725.00	4,000.00	2,725.00	20,810.00	40,000.00	-19,190.00
	40.00	-40.00		40.00	-40.00	90.00	480.00	-390.00
7,969.36		7,969.36			0.00	25,383.76	0.00	25,383.76
\$ 52,345.25	\$ 33,060.00	\$ 19,285.25	\$ 31,124.35	\$ 22,290.00	\$ 8,834.35	\$ 840,113.31	\$ 825,920.00	\$ 14,193.31
		0.00			0.00	0.00	0.00	0.00
1,114.72	2,500.00	-1,385.28	1,860.27	2,500.00	-639.73	27,805.00	30,000.00	-2,195.00
\$ 1,114.72	\$ 2,500.00	-\$ 1,385.28	\$ 1,860.27	\$ 2,500.00	-\$ 639.73	\$ 27,805.00	\$ 30,000.00	-\$ 2,195.00
\$ 53,459.97	\$ 35,560.00	\$ 17,899.97	\$ 32,984.62	\$ 24,790.00	\$ 8,194.62	\$ 867,918.31	\$ 855,920.00	\$ 11,998.31
		0.00			0.00	0.00	0.00	0.00
6,242.21	2,800.00	3,442.21	5,638.53	2,450.00	3,188.53	84,400.15	77,000.00	7,400.15
\$ 6,242.21	\$ 2,800.00	\$ 3,442.21	\$ 5,638.53	\$ 2,450.00	\$ 3,188.53	\$ 84,400.15	\$ 77,000.00	\$ 7,400.15
\$ 6,242.21	\$ 2,800.00	\$ 3,442.21	\$ 5,638.53	\$ 2,450.00	\$ 3,188.53	\$ 84,400.15	\$ 77,000.00	\$ 7,400.15

\$	47,217.76	\$	32,760.00	\$	14,457.76	\$	27,346.09	\$	22,340.00	\$	5,006.09	\$	783,518.16	\$	778,920.00	\$	4,598.16
			0.00						0.00				0.00				0.00
	2,064.00		3,791.00		-1,727.00		3,144.00		3,799.00		-655.00		31,502.22		45,500.00		-13,997.78
	291.19		500.00		-208.81		215.60		500.00		-284.40		3,180.00		7,800.00		-4,620.00
	247.68		325.00		-77.32		377.28		325.00		52.28		3,759.98		3,900.00		-140.02
	36.63		150.00		-113.37		27.15		150.00		-122.85		400.12		2,100.00		-1,699.88
	0.00		400.00		-400.00		0.00		400.00		-400.00		451.75		4,800.00		-4,348.25
\$	2,639.50	\$	5,166.00	-\$	2,526.50	\$	3,764.03	\$	5,174.00	-\$	1,409.97	\$	39,294.07	\$	64,100.00	-\$	24,805.93
			0.00						0.00				0.00				0.00
	40.62		500.00		-459.38		50.24		500.00		-449.76		2,705.61		5,000.00		-2,294.39
			0.00						0.00				310.88		0.00		310.88
	283.36		250.00		33.36		354.20		250.00		104.20		3,160.18		3,000.00		160.18
	67.58		500.00		-432.42				500.00		-500.00		5,619.97		6,000.00		-380.03
	113.18		100.00		13.18		13.34		100.00		-86.66		126.52		300.00		-173.48
	184.00		100.00		84.00		92.00		100.00		-8.00		1,208.00		950.00		258.00
			0.00						0.00				133.48		0.00		133.48
	59.58		25.00		34.58		76.63		25.00		51.63		542.47		500.00		42.47
			0.00				101.17				101.17		101.17		0.00		101.17
	50.58				50.58						0.00		390.09		0.00		390.09
	465.00		465.00		0.00		465.00		465.00		0.00		5,573.58		5,580.00		-6.42
	56.31		150.00		-93.69		53.60		150.00		-96.40		985.29		1,800.00		-814.71
	46.00				46.00						0.00		543.96		0.00		543.96
	543.38		500.00		43.38		543.38		500.00		43.38		8,705.17		6,000.00		2,705.17
			0.00						0.00				5,000.00		0.00		5,000.00
	138.46		189.55		-51.09		239.61		189.95		49.66		1,812.67		2,275.00		-462.33
			0.00						0.00				0.00		0.00		0.00
	350.00		25.00		325.00				25.00		-25.00		371.25		300.00		71.25
	707.02		500.00		207.02		780.23		500.00		280.23		8,761.27		6,000.00		2,761.27
	4,961.00		1,000.00		3,961.00		3,514.20		1,000.00		2,514.20		26,555.42		20,500.00		6,055.42
	10.00		150.00		-140.00		10.00		150.00		-140.00		362.16		1,800.00		-1,437.84
\$	6,028.02	\$	1,675.00	\$	4,353.02	\$	4,304.43	\$	1,675.00	\$	2,629.43	\$	36,050.10	\$	28,600.00	\$	7,450.10
			0.00						0.00				0.00				0.00
	103.51		125.00		-21.49		99.22		125.00		-25.78		2,403.69		1,500.00		903.69
	2,578.40		2,250.00		328.40		2,578.40		2,250.00		328.40		27,611.00		30,000.00		-2,389.00

\$	2,681.91	\$	2,375.00	\$	306.91	\$	2,677.62	\$	2,375.00	\$	302.62	\$	30,014.69	\$	31,500.00	-\$	1,485.31
					0.00						0.00		0.00		0.00		0.00
	607.90		1,290.00		-682.10		-1,347.25		1,290.00		-2,637.25		8,601.57		15,480.00		-6,878.43
	2,578.64		2,400.00		178.64		1,805.40		2,400.00		-594.60		29,613.96		28,800.00		813.96
\$	3,186.54	\$	3,690.00	-\$	503.46	\$	458.15	\$	3,690.00	-\$	3,231.85	\$	38,215.53	\$	44,280.00	-\$	6,064.47
					0.00						0.00		0.00		0.00		0.00
					0.00						0.00		722.00		0.00		722.00
	5,000.00		5,000.00		0.00		5,000.00		5,000.00		0.00		60,000.00		60,000.00		0.00
\$	5,000.00	\$	5,000.00	\$	0.00	\$	5,000.00	\$	5,000.00	\$	0.00	\$	60,722.00	\$	60,000.00	\$	722.00
					0.00						0.00		0.00		0.00		0.00
			500.00		-500.00				500.00		-500.00		4,750.00		6,000.00		-1,250.00
			2,000.00		-2,000.00				2,000.00		-2,000.00		18,750.00		24,000.00		-5,250.00
\$	0.00	\$	2,500.00	-\$	2,500.00	\$	0.00	\$	2,500.00	-\$	2,500.00	\$	23,500.00	\$	30,000.00	-\$	6,500.00
					0.00						0.00		0.00		0.00		0.00
	4,109.01		2,800.00		1,309.01		4,145.95		2,500.00		1,645.95		43,452.59		40,500.00		2,952.59
	383.83		400.00		-16.17		660.83		750.00		-89.17		7,182.49		7,000.00		182.49
	626.90		800.00		-173.10		1,033.11		500.00		533.11		13,358.95		9,700.00		3,658.95
	67.60		250.00		-182.40		67.60		250.00		-182.40		874.20		3,000.00		-2,125.80
	107.38		120.00		-12.62		150.93		120.00		30.93		1,345.14		1,440.00		-94.86
	156.79		200.00		-43.21		156.79		200.00		-43.21		1,704.46		2,400.00		-695.54
	-100.02		250.00		-350.02		92.96		250.00		-157.04		1,213.11		3,000.00		-1,786.89
\$	5,351.49	\$	4,820.00	\$	531.49	\$	6,308.17	\$	4,570.00	\$	1,738.17	\$	69,130.94	\$	67,040.00	\$	2,090.94
\$	24,296.01	\$	22,839.55	\$	1,456.46	\$	20,737.54	\$	22,589.95	-\$	1,852.41	\$	294,552.30	\$	292,825.00	\$	1,727.30
					0.00						0.00		0.00		0.00		0.00
			0.00		0.00				0.00		0.00		919.78		1,000.00		-80.22
			0.00		0.00				0.00		0.00		786.30		1,500.00		-713.70
			0.00		0.00				0.00		0.00		4,250.00		1,000.00		3,250.00
			0.00		0.00				0.00		0.00		361.78		500.00		-138.22
	32.00		0.00		32.00				0.00		0.00		751.00		250.00		501.00
	700.00				700.00						0.00		2,580.00		0.00		2,580.00
			0.00		0.00				0.00		0.00		0.00		750.00		-750.00
	375.40				375.40						0.00		4,563.60		0.00		4,563.60
	453.33		325.00		128.33		258.33		325.00		-66.67		4,115.97		4,250.00		-134.03
	256.53		225.00		31.53		177.16		125.00		52.16		2,941.80		2,800.00		141.80
			0.00		0.00				0.00		0.00		1,732.51		1,500.00		232.51

		0.00		0.00	922.00	0.00	922.00										
	0.00	0.00	0.00	0.00	0.00	1,250.00	-1,250.00										
		0.00		0.00	1,043.25	0.00	1,043.25										
	0.00	0.00	0.00	0.00	52,649.28	52,644.00	5.28										
783.63	0.00	783.63	3,480.55	0.00	3,480.55	7,255.48	3,000.00	4,255.48									
		0.00		0.00	0.00	0.00	0.00	0.00									
6,454.91	6,500.00	-45.09	8,790.81	9,260.00	-469.19	78,661.34	80,760.00	-2,098.66									
4,153.64	3,560.00	593.64	6,512.73	3,310.00	3,202.73	58,999.92	51,720.00	7,279.92									
1,384.49	600.00	784.49	243.58	0.00	243.58	13,358.54	20,850.00	-7,491.46									
481.36	650.00	-168.64	829.79	926.00	-96.21	7,230.26	8,076.00	-845.74									
522.25	356.00	166.25	625.34	331.00	294.34	7,368.10	5,172.00	2,196.10									
619.77	500.00	119.77	182.87	500.00	-317.13	6,558.43	6,000.00	558.43									
\$	13,616.42	\$	12,166.00	\$	1,450.42	\$	17,185.12	\$	14,327.00	\$	2,858.12	\$	172,176.59	\$	172,578.00	-\$	401.41
\$	16,217.31	\$	12,716.00	\$	3,501.31	\$	21,101.16	\$	14,777.00	\$	6,324.16	\$	257,049.34	\$	243,022.00	\$	14,027.34
		0.00		0.00	0.00	0.00	0.00	0.00									
66.34	0.00	66.34	66.88	0.00	66.88	1,407.14	1,000.00	407.14									
	0.00	0.00		250.00	-250.00	3,410.00	1,500.00	1,910.00									
72.27	100.00	-27.73	45.62	200.00	-154.38	866.64	1,550.00	-683.36									
		0.00		0.00	0.00	121.95	0.00	121.95									
2,618.40	0.00	2,618.40	1,064.15	0.00	1,064.15	20,295.71	16,500.00	3,795.71									
914.86	1,000.00	-85.14	169.84	1,000.00	-830.16	10,569.97	16,000.00	-5,430.03									
557.36	2,083.00	-1,525.64	545.61	2,087.00	-1,541.39	19,399.07	25,000.00	-5,600.93									
	170.00	-170.00		0.00	0.00	535.50	1,530.00	-994.50									
	0.00	0.00		0.00	0.00	0.00	800.00	-800.00									
290.43	200.00	90.43	189.10	200.00	-10.90	3,486.49	2,264.00	1,222.49									
	0.00	0.00		200.00	-200.00	207.00	500.00	-293.00									
7,812.69	4,050.00	3,762.69		200.00	-200.00	59,624.89	65,000.00	-5,375.11									
	0.00	0.00		0.00	0.00	3,473.73	2,800.00	673.73									
	0.00	0.00		0.00	0.00	4,846.77	3,000.00	1,846.77									
	1,000.00	-1,000.00		0.00	0.00	5,949.45	4,500.00	1,449.45									
	0.00	0.00		0.00	0.00	2,519.10	2,500.00	19.10									
1,039.33	0.00	1,039.33		0.00	0.00	8,374.33	7,000.00	1,374.33									
312.35	0.00	312.35		500.00	-500.00	1,766.97	1,500.00	266.97									
	0.00	0.00		0.00	0.00	14,556.77	15,000.00	-443.23									
		0.00			0.00	674.08	0.00	674.08									

132.11	0.00	132.11		0.00	0.00	565.40	1,500.00	-934.60
		0.00			0.00	0.00	0.00	0.00
10,023.91	9,703.00	320.91	12,834.51	9,703.00	3,131.51	121,443.04	118,436.00	3,007.04
9,129.24	3,540.00	5,589.24	3,453.93	3,045.00	408.93	111,590.71	96,771.00	14,819.71
	0.00	0.00		0.00	0.00	5,280.00	4,500.00	780.00
669.21	970.30	-301.09	1,222.78	970.30	252.48	9,493.81	11,843.60	-2,349.79
869.08	354.00	515.08	307.67	304.50	3.17	12,936.39	9,677.10	3,259.29
577.48	500.00	77.48	36.08	500.00	-463.92	6,432.21	6,000.00	432.21
\$ 21,268.92	\$ 15,067.30	\$ 6,201.62	\$ 17,854.97	\$ 14,522.80	\$ 3,332.17	\$ 267,176.16	\$ 247,227.70	\$ 19,948.46
\$ 35,085.06	\$ 23,670.30	\$ 11,414.76	\$ 19,936.17	\$ 19,159.80	\$ 776.37	\$ 429,827.12	\$ 416,671.70	\$ 13,155.42
		0.00			0.00	0.00	0.00	0.00
	0.00	0.00		0.00	0.00	2,047.36	1,000.00	1,047.36
8.00	0.00	8.00		0.00	0.00	2,103.36	1,000.00	1,103.36
6.20		6.20	6.20		6.20	789.45	0.00	789.45
300.00	300.00	0.00	300.00	300.00	0.00	3,600.00	3,600.00	0.00
\$ 314.20	\$ 300.00	\$ 14.20	\$ 306.20	\$ 300.00	\$ 6.20	\$ 8,540.17	\$ 5,600.00	\$ 2,940.17
\$ 78,552.08	\$ 64,691.85	\$ 13,860.23	\$ 65,845.10	\$ 62,000.75	\$ 3,844.35	\$ 1,029,263.00	\$ 1,022,218.70	\$ 7,044.30
-\$ 31,334.32	-\$ 31,931.85	\$ 597.53	-\$ 38,499.01	-\$ 39,660.75	\$ 1,161.74	-\$ 245,744.84	-\$ 243,298.70	-\$ 2,446.14
		0.00			0.00	4,300.00	0.00	4,300.00
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,300.00	\$ 0.00	\$ 4,300.00
\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	-\$ 4,300.00	\$ 0.00	-\$ 4,300.00
-\$ 31,334.32	-\$ 31,931.85	\$ 597.53	-\$ 38,499.01	-\$ 39,660.75	\$ 1,161.74	-\$ 250,044.84	-\$ 243,298.70	-\$ 6,746.14

Golf Club at Eagle Pointe
Profit and Loss
January - December 2022

	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022
Income						
Golf Operations Revenue						
4201 Green Fee	0.00	100.00	15,079.00	40,609.43	44,138.59	46,870.14
4246 GroupGolfer					500.00	1,000.00
Total 4201 Green Fee	\$ 0.00	\$ 100.00	\$ 15,079.00	\$ 40,609.43	\$ 44,638.59	\$ 47,870.14
4204 League					457.14	457.14
4207 Pro Shop Merchandise	1,470.40	220.00	3,506.60	11,276.25	11,628.68	15,238.83
4210 Instructions and Lessons	225.00	0.00	0.00	375.00	570.00	1,080.00
4211 Lesson Commissions Offset	0.00	-225.00	0.00	-300.00	-456.00	-864.00
4213 Range	0.00	0.00	7.48	1,732.84	1,381.00	1,872.00
4220 Club Rental	0.00	0.00	0.00	25.00	270.00	285.00
4237 Golf Cart Fee	0.00	0.00	2,164.00	4,732.00	6,363.00	8,738.00
4239 Social Membership					391.66	411.00
4240 Golf Membership	14,338.12	14,338.12	14,380.62	14,619.12	15,649.12	15,649.12
4243 Cabins					1,047.60	
4245 Rental Income-Boat Slip	1,250.00	2,550.00	0.00	2,100.00	3,400.00	75.00
4247 Fitness	0.00	0.00	0.00	0.00	0.00	0.00
4249 Other						
Total Golf Operations Revenue	\$ 17,283.52	\$ 16,983.12	\$ 35,137.70	\$ 75,169.64	\$ 85,340.79	\$ 90,812.23
Marketing Revenue						
4301 Sponsorships	187.50	937.50	1,092.50	1,976.33	2,195.08	2,302.22
Total Marketing Revenue	\$ 187.50	\$ 937.50	\$ 1,092.50	\$ 1,976.33	\$ 2,195.08	\$ 2,302.22
Total Income	\$ 17,471.02	\$ 17,920.62	\$ 36,230.20	\$ 77,145.97	\$ 87,535.87	\$ 93,114.45
Cost of Goods Sold						
COGS - Golf Operations						
5207 COGS - Merchandise	1,361.51	140.20	2,487.25	7,457.41	8,567.51	11,413.32
Total COGS - Golf Operations	\$ 1,361.51	\$ 140.20	\$ 2,487.25	\$ 7,457.41	\$ 8,567.51	\$ 11,413.32
Total Cost of Goods Sold	\$ 1,361.51	\$ 140.20	\$ 2,487.25	\$ 7,457.41	\$ 8,567.51	\$ 11,413.32
Gross Profit	\$ 16,109.51	\$ 17,780.42	\$ 33,742.95	\$ 69,688.56	\$ 78,968.36	\$ 81,701.13
Expenses						

G&A Payroll Expenses

6380 G&A Salary Payroll	3,875.00	-375.00	1,765.28	1,781.91	1,653.00	2,569.75
6381 Hourly Payroll	441.43	171.43	398.57	220.71	100.72	267.85
6390 Salary Payroll Taxes	466.82	-45.18	158.55	160.37	206.63	321.22
6391 Hourly Payroll Taxes	55.53	21.58	50.14	27.78	12.67	33.71
6392 Payroll Benefits	565.72	0.00	0.00	0.00	0.00	0.00

Total G&A Payroll Expenses	\$ 5,404.50	-\$ 227.17	\$ 2,372.54	\$ 2,190.77	\$ 1,973.02	\$ 3,192.53
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General and Administrative Expenses

6207 Supplies	1,578.23	69.03	168.72	78.04		207.65
6213 Printing / Paper	70.50	64.27	64.62	66.00	45.49	
6216 Equipment Maintenance		190.64	488.30	190.64	190.64	321.87
6219 Building Maintenance	934.96		1,852.31			380.70
6222 Postage and Shipping						
6225 Pest Control	72.00	72.00	72.00	72.00	92.00	92.00
6228 Dues and Subscriptions	3.20	3.20	3.20	0.00	23.88	0.00
6231 Employee Meals	38.22	8.20		131.63	86.65	21.74
6234 Travel						
6240 Janitorial Expense and Supplies				18.70	245.33	75.48
6243 Auto Reimbursement	460.00	460.00	460.00	460.00	460.00	474.29
6246 Office Equipment Lease	344.40	68.88	68.88	68.88	68.88	40.46
6252 Website		46.00	129.96	46.00	46.00	46.00
6258 Software Support and Licensing	941.76	760.00	510.00	748.00	1,704.25	798.38
6264 Charitable Contributions						
6331 401 (k) Expense	69.23	138.46	138.46	138.46	138.46	163.46

G&A - Bank and Other Fees

6300 Penalties and Late Fees			21.25			
6302 Payroll Processing Fees	487.53	418.36	578.25	637.94	664.37	766.85
6306 Credit Card Processing Fees	875.72	334.88	532.34	999.21	1,737.45	2,204.05
6308 Bank Fees	5.00	124.35	34.89	-2.08	10.00	5.00

Total G&A - Bank and Other Fees	\$ 1,368.25	\$ 877.59	\$ 1,166.73	\$ 1,635.07	\$ 2,411.82	\$ 2,975.90
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G&A - Insurance

6333 Workers Comp Insurance	48.16	294.76	207.67	221.52	227.06	241.02
6336 Non Payroll Insurance	3,141.86	3,141.86	3,141.93		1,954.83	3,068.50

Total G&A - Insurance	\$ 3,190.02	\$ 3,436.62	\$ 3,349.60	\$ 221.52	\$ 2,181.89	\$ 3,309.52
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G&A - Interest

6360 Interest Expense	931.64	899.31	860.85	843.26	1,468.41	899.93
6361 Interest - Peoples Loan	2,173.78	2,173.78	1,963.42	2,173.78	2,250.92	2,391.16
Total G&A - Interest	\$ 3,105.42	\$ 3,073.09	\$ 2,824.27	\$ 3,017.04	\$ 3,719.33	\$ 3,291.09
G&A - Legal and Professional Fees						
6342 Legal Fees					380.00	
6344 Management Fees	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
Total G&A - Legal and Professional Fees	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,380.00	\$ 5,000.00
G&A - Taxes						
6350 Property Taxes	500.00	500.00	500.00	500.00	500.00	500.00
6352 Real Estate Taxes	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00
Total G&A - Taxes	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
G&A - Utilities/Phone/TV						
6312 Electric	714.31	613.83	720.90	849.91	2,440.84	3,863.29
6315 Gas	792.00	1,325.68	1,286.81	842.41	455.08	266.74
6318 Water	304.58	1,170.19	668.12	412.08	554.80	571.10
6321 Trash Removal	73.60	73.60	73.60	74.60	74.60	74.60
6324 Telephone - Landlines	105.77	106.89	106.77	109.24	112.70	109.16
6327 Telephone - Mobile	205.00	102.50	52.50	52.50	152.50	202.50
6330 Internet / TV	169.94	169.93	190.93	93.99	91.96	91.96
Total G&A - Utilities/Phone/TV	\$ 2,365.20	\$ 3,562.62	\$ 3,099.63	\$ 2,434.73	\$ 3,882.48	\$ 5,179.35
Total General and Administrative Expenses	\$ 22,041.39	\$ 20,330.60	\$ 21,896.68	\$ 16,826.71	\$ 23,177.10	\$ 24,877.89
Golf Operations Expenses						
6401 Staff Uniforms	78.00	76.17	146.72			227.79
6407 Supplies		388.96		43.32	247.06	
6410 Range Balls			1,750.00			
6413 Range Supplies						
6416 Handicap Fees				719.00		
6419 League Expenses						100.00
6425 Rental Equipment			375.40	965.44	375.40	970.36
6428 Dues and Subscriptions	81.00			603.33	453.33	453.33
6431 Employee Meals	224.18	237.22		674.96	165.39	325.69
6434 Travel	1,715.43	17.08				
6437 Licenses and Fees - Golf		100.00				
6446 Cart Rental (Temporary)						
6449 Cart Lease Expense					8,774.88	8,774.88

6452 Cart Parts and Repair		178.90	408.71		615.25	88.28
Golf Operations- Payroll Expenses						
6480 Pro Shop Salary Payroll	6,622.73	5,981.68	6,622.58	7,225.07	6,472.68	6,958.73
6481 Pro Shop Hourly Payroll	4,122.86	2,785.71	4,250.00	5,026.74	5,658.29	4,378.94
6482 Cart Staff Payroll	0.00	291.43	771.43	248.35	595.30	1,853.45
6490 Pro Shop Salary Payroll Taxes	802.21	518.19	504.24	834.10	711.55	536.68
6491 Hourly Payroll Taxes	518.66	381.28	538.75	506.57	629.55	631.92
6492 Benefits	672.99	673.51	674.06	-262.50	673.47	673.45
Total Golf Operations- Payroll Expenses	\$ 12,739.45	\$ 10,631.80	\$ 13,361.06	\$ 13,578.33	\$ 14,740.84	\$ 15,033.17
Total Golf Operations Expenses	\$ 14,838.06	\$ 11,630.13	\$ 16,041.89	\$ 16,584.38	\$ 25,372.15	\$ 25,973.50
Maintenance Expenses						
6501 Staff Uniforms						590.68
6502 Road Maintenance & Snow Removal		2,210.00	1,200.00			
6507 Shop Supplies	264.81	147.02		28.29		
6510 Repairs and Parts						
6513 Gas and Oil			1,693.60		1,157.25	3,843.61
6522 Equipment Repairs	-172.97	686.24	2,981.63	405.94	691.13	501.57
6525 Rental Equipment	545.61	545.61	2,150.61	2,150.61	2,150.61	2,150.61
6526 Sanitation Rental	178.50	178.50	178.50			
6531 Employee Meals	75.69	131.51		520.22	406.89	438.38
6537 Education and Certifications / Licenses	207.00					
6540 Pesticides and Fertilizers			3,629.70	7,259.39	7,259.39	7,259.39
6543 Sand/Topdress						
6549 Course Accessories			150.76	765.90	1,903.56	886.05
6552 Pond Maintenance			902.17	1,507.88	707.88	707.88
6558 Mulch					2,519.10	
6561 Irrigation and Drainage			2,131.32	1,271.69	1,071.78	
6564 Course Maintenance Supplies		367.49	57.10	32.08	413.23	144.26
6565 Pool Maintenance					2,166.67	2,166.67
6578 Equipment					192.59	
6579 Other Miscellaneous Cost						
Maintenance - Payroll Expenses						
6580 Salary Payroll	9,964.26	8,999.98	9,964.27	9,642.83	11,142.84	10,486.58
6581 Hourly Payroll	2,344.29	3,362.85	4,466.43	7,389.25	13,029.84	10,655.48
6586 Contract / Temporary Labor				660.00	990.00	990.00

6590 Salary Payroll Taxes	1,123.05	867.76	829.51	693.49	747.74	678.42
6591 Hourly Payroll Taxes	294.91	423.06	561.86	920.99	1,559.68	1,263.51
6592 Benefits	609.47	609.48	608.59	304.74	609.48	635.04
Total Maintenance - Payroll Expenses	\$ 14,335.98	\$ 14,263.13	\$ 16,430.66	\$ 19,611.30	\$ 28,079.58	\$ 24,709.03
Total Maintenance Expenses	\$ 15,434.62	\$ 18,529.50	\$ 31,506.05	\$ 33,553.30	\$ 48,719.66	\$ 43,398.13
Marketing Operations Expenses						
6601 Advertising and Promotion						
6604 Business Development	22.46	146.71	437.46	95.73		243.00
6610 Member and Social Events	36.55	6.60	66.50	6.20	630.20	6.20
6616 Radio/TV Advertising	300.00	300.00	300.00	300.00	300.00	300.00
Total Marketing Operations Expenses	\$ 359.01	\$ 453.31	\$ 803.96	\$ 401.93	\$ 930.20	\$ 549.20
Total Expenses	\$ 58,077.58	\$ 50,716.37	\$ 72,621.12	\$ 69,557.09	\$ 100,172.13	\$ 97,991.25
Net Operating Income	-\$ 41,968.07	-\$ 32,935.95	-\$ 38,878.17	\$ 131.47	-\$ 21,203.77	-\$ 16,290.12
Other Expenses						
7900 Extraordinary Expenses						4,300.00
Total Other Expenses	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,300.00
Net Other Income	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	-\$ 4,300.00
Net Income	-\$ 41,968.07	-\$ 32,935.95	-\$ 38,878.17	\$ 131.47	-\$ 21,203.77	-\$ 20,590.12

Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Total
						0.00
54,720.58	76,808.27	71,688.61	42,175.61	14,881.96	3,061.63	410,133.82
1,200.00	2,200.00	2,700.00	1,980.00	540.00		10,120.00
\$ 55,920.58	\$ 79,008.27	\$ 74,388.61	\$ 44,155.61	\$ 15,421.96	\$ 3,061.63	\$ 420,253.82
457.14	457.14	457.14	457.14	457.16		3,200.00
13,067.14	13,898.00	19,734.64	9,434.90	7,714.98	5,498.93	112,689.35
1,125.00	1,575.00	600.00	-37.50	75.00	0.00	5,587.50
-900.00	-1,260.00	-120.00	-420.00	-60.00	0.00	-4,605.00
2,313.00	1,615.00	1,151.00	998.00	490.00	0.00	11,560.32
150.00	970.00	795.00	780.00	260.00	0.00	3,535.00
10,379.00	8,319.00	6,353.00	5,420.00	2,826.00	148.00	55,442.00
411.00	261.00	261.00	264.34	0.00		2,000.00
15,690.79	15,690.79	15,690.79	15,690.79	15,690.79	15,690.79	183,118.96
						1,047.60
285.00	1,875.00	550.00	500.00	1,500.00	6,725.00	20,810.00
0.00	50.00	40.00	0.00			90.00
		8,919.00	8,495.40	7,969.36		25,383.76
\$ 98,898.65	\$ 122,459.20	\$ 128,820.18	\$ 85,738.68	\$ 52,345.25	\$ 31,124.35	\$ 840,113.31
						0.00
2,052.22	2,052.22	10,169.72	1,864.72	1,114.72	1,860.27	27,805.00
\$ 2,052.22	\$ 2,052.22	\$ 10,169.72	\$ 1,864.72	\$ 1,114.72	\$ 1,860.27	\$ 27,805.00
\$ 100,950.87	\$ 124,511.42	\$ 138,989.90	\$ 87,603.40	\$ 53,459.97	\$ 32,984.62	\$ 867,918.31
						0.00
9,292.12	10,123.74	14,611.72	7,064.63	6,242.21	5,638.53	84,400.15
\$ 9,292.12	\$ 10,123.74	\$ 14,611.72	\$ 7,064.63	\$ 6,242.21	\$ 5,638.53	\$ 84,400.15
\$ 9,292.12	\$ 10,123.74	\$ 14,611.72	\$ 7,064.63	\$ 6,242.21	\$ 5,638.53	\$ 84,400.15
\$ 91,658.75	\$ 114,387.68	\$ 124,378.18	\$ 80,538.77	\$ 47,217.76	\$ 27,346.09	\$ 783,518.16

	794.31	1,234.84	726.61	681.76	607.90	-1,347.25	8,601.57
	2,734.77	3,022.26	3,043.30	3,302.75	2,578.64	1,805.40	29,613.96
\$	3,529.08	\$ 4,257.10	\$ 3,769.91	\$ 3,984.51	\$ 3,186.54	\$ 458.15	\$ 38,215.53
							0.00
	190.00		152.00				722.00
	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	60,000.00
\$	5,190.00	\$ 5,000.00	\$ 5,152.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00	\$ 60,722.00
							0.00
	500.00	500.00	500.00	250.00			4,750.00
	2,000.00	2,000.00	2,000.00	750.00			18,750.00
\$	2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 1,000.00	\$ 0.00	\$ 0.00	\$ 23,500.00
							0.00
	6,416.83	6,699.27	6,020.82	6,857.63	4,109.01	4,145.95	43,452.59
	346.79	270.58	341.33	210.41	383.83	660.83	7,182.49
	1,672.12	2,277.63	2,394.05	1,674.27	626.90	1,033.11	13,358.95
	75.60	75.60	75.60	67.60	67.60	67.60	874.20
	109.60	108.73	109.90	108.07	107.38	150.93	1,345.14
	309.80	156.79	0.00	156.79	156.79	156.79	1,704.46
	91.96	91.95	93.21	134.34	-100.02	92.96	1,213.11
\$	9,022.70	\$ 9,680.55	\$ 9,034.91	\$ 9,209.11	\$ 5,351.49	\$ 6,308.17	\$ 69,130.94
\$	27,841.63	\$ 30,272.91	\$ 35,924.10	\$ 26,329.74	\$ 24,296.01	\$ 20,737.54	\$ 294,552.30
							0.00
				391.10			919.78
	106.96						786.30
			2,500.00				4,250.00
	361.78						361.78
					32.00		751.00
	80.00	40.00	60.00	1,600.00	700.00		2,580.00
	375.40	375.40	375.40	375.40	375.40		4,563.60
	453.33	453.33	453.33	453.33	453.33	258.33	4,115.97
	71.85	312.28	204.83	291.71	256.53	177.16	2,941.80
							1,732.51
	337.00	485.00					922.00
				1,043.25			1,043.25
	8,774.88	8,774.88	8,774.88	8,774.88			52,649.28

0.00		1,700.16		783.63	3,480.55	7,255.48
						0.00
5,360.12	5,846.89	6,059.15	6,265.99	6,454.91	8,790.81	78,661.34
5,927.32	5,081.21	6,043.79	5,058.69	4,153.64	6,512.73	58,999.92
1,351.46	1,882.80	2,434.94	2,301.31	1,384.49	243.58	13,358.54
518.91	531.92	466.82	494.49	481.36	829.79	7,230.26
702.42	724.99	844.37	742.00	522.25	625.34	7,368.10
998.55	670.38	335.14	646.74	619.77	182.87	6,558.43
\$ 14,858.78	\$ 14,738.19	\$ 16,184.21	\$ 15,509.22	\$ 13,616.42	\$ 17,185.12	\$ 172,176.59
\$ 25,419.98	\$ 25,179.08	\$ 30,252.81	\$ 28,438.89	\$ 16,217.31	\$ 21,101.16	\$ 257,049.34
						0.00
85.60	434.99		162.65	66.34	66.88	1,407.14
						3,410.00
70.81	157.18	80.64		72.27	45.62	866.64
121.95						121.95
2,357.00	2,293.45	2,808.85	2,459.40	2,618.40	1,064.15	20,295.71
1,901.89	1,454.16	474.44	561.24	914.86	169.84	10,569.97
2,150.61	2,150.61	2,150.61	2,150.61	557.36	545.61	19,399.07
						535.50
341.29	468.42	304.53	320.03	290.43	189.10	3,486.49
						207.00
8,162.25	8,306.60	4,685.18	5,250.30	7,812.69		59,624.89
			3,473.73			3,473.73
	-1,987.36	3,127.86				4,846.77
707.88	707.88	707.88				5,949.45
						2,519.10
221.69	585.15	107.33	1,946.04	1,039.33		8,374.33
96.17	244.79	100.27	-0.77	312.35		1,766.97
3,003.42	2,886.67	2,166.67	2,166.67			14,556.77
	481.49					674.08
433.29				132.11		565.40
						0.00
9,299.09	8,999.99	10,321.41	9,763.37	10,023.91	12,834.51	121,443.04
10,762.89	16,593.86	16,503.77	13,898.88	9,129.24	3,453.93	111,590.71
660.00	660.00	660.00	660.00			5,280.00

	670.86	610.79	744.14	636.06	669.21	1,222.78	9,493.81
	1,353.00	2,063.91	1,904.83	1,413.89	869.08	307.67	12,936.39
	936.31	624.20	303.84	577.50	577.48	36.08	6,432.21
\$	23,682.15	\$ 29,552.75	\$ 30,437.99	\$ 26,949.70	\$ 21,268.92	\$ 17,854.97	\$ 267,176.16
\$	43,336.00	\$ 47,736.78	\$ 47,152.25	\$ 45,439.60	\$ 35,085.06	\$ 19,936.17	\$ 429,827.12
							0.00
		2,047.36					2,047.36
	1,140.00			10.00	8.00		2,103.36
	6.20	6.20	6.20	6.20	6.20	6.20	789.45
	300.00	300.00	300.00	300.00	300.00	300.00	3,600.00
\$	1,446.20	\$ 2,353.56	\$ 306.20	\$ 316.20	\$ 314.20	\$ 306.20	\$ 8,540.17
\$	101,474.47	\$ 109,760.61	\$ 119,221.51	\$ 105,273.69	\$ 78,552.08	\$ 65,845.10	\$ 1,029,263.00
-\$	9,815.72	\$ 4,627.07	\$ 5,156.67	-\$ 24,734.92	-\$ 31,334.32	-\$ 38,499.01	-\$ 245,744.84
							4,300.00
\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 4,300.00
\$	0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	-\$ 4,300.00
-\$	9,815.72	\$ 4,627.07	\$ 5,156.67	-\$ 24,734.92	-\$ 31,334.32	-\$ 38,499.01	-\$ 250,044.84

Golf Club at Eagle Pointe
Profit and Loss
January - December 2022

	Jan - Dec 2022	Total Jan - Dec 2021 (PY)	Change
Income			
Golf Operations Revenue			
4201 Green Fee	410,133.82	331,141.03	78,992.79
4246 GroupGolfer	10,120.00		10,120.00
Total 4201 Green Fee	\$ 420,253.82	\$ 331,141.03	\$ 89,112.79
4204 League	3,200.00		3,200.00
4207 Pro Shop Merchandise	112,689.35	96,853.50	15,835.85
4210 Instructions and Lessons	5,587.50	6,402.50	-815.00
4211 Lesson Commissions Offset	-4,605.00	-317.00	-4,288.00
4213 Range	11,560.32	13,987.12	-2,426.80
4220 Club Rental	3,535.00	535.00	3,000.00
4237 Golf Cart Fee	55,442.00	68,559.91	-13,117.91
4239 Social Membership	2,000.00	35,860.00	-33,860.00
4240 Golf Membership	183,118.96	164,112.34	19,006.62
4243 Cabins	1,047.60	24,822.30	-23,774.70
4245 Rental Income-Boat Slip	20,810.00	26,665.00	-5,855.00
4247 Fitness	90.00	560.00	-470.00
4249 Other	25,383.76	50.00	25,333.76
Total Golf Operations Revenue	\$ 840,113.31	\$ 769,231.70	\$ 70,881.61
Marketing Revenue			
			0.00
4301 Sponsorships	27,805.00	13,450.00	14,355.00
Total Marketing Revenue	\$ 27,805.00	\$ 13,450.00	\$ 14,355.00
Sales			
	0.00	0.00	0.00
Total Income	\$ 867,918.31	\$ 782,681.70	\$ 85,236.61
Cost of Goods Sold			
COGS - Golf Operations			
			0.00
5207 COGS - Merchandise	84,400.15	75,708.77	8,691.38
Total COGS - Golf Operations	\$ 84,400.15	\$ 75,708.77	\$ 8,691.38

Total Cost of Goods Sold	\$	84,400.15	\$	75,708.77	\$	8,691.38
Gross Profit	\$	783,518.16	\$	706,972.93	\$	76,545.23
Expenses						
Food and Beverage Expenses						0.00
6104 Laundry/Linens		0.00		1,640.66		-1,640.66
6122 Equipment Repair				3,039.26		-3,039.26
6125 Equipment Rental		0.00		0.00		0.00
6137 Licenses and Fees				805.00		-805.00
Total Food and Beverage Expenses	\$	0.00	\$	5,484.92	-\$	5,484.92
G&A Payroll Expenses						0.00
6380 G&A Salary Payroll		31,502.22		43,514.29		-12,012.07
6381 Hourly Payroll		3,180.00		7,538.52		-4,358.52
6390 Salary Payroll Taxes		3,759.98		3,763.20		-3.22
6391 Hourly Payroll Taxes		400.12		891.42		-491.30
6392 Payroll Benefits		451.75		6,169.50		-5,717.75
Total G&A Payroll Expenses	\$	39,294.07	\$	61,876.93	-\$	22,582.86
General and Administrative Expenses						0.00
6207 Supplies		2,705.61		5,453.39		-2,747.78
6208 Covid Supplies				26.38		-26.38
6210 Computer Supplies				296.11		-296.11
6213 Printing / Paper		310.88		370.34		-59.46
6216 Equipment Maintenance		3,160.18		3,397.70		-237.52
6219 Building Maintenance		5,619.97		9,741.56		-4,121.59
6222 Postage and Shipping		126.52		318.16		-191.64
6225 Pest Control		1,208.00		936.00		272.00
6228 Dues and Subscriptions		133.48		1,586.75		-1,453.27
6231 Employee Meals		542.47		511.21		31.26
6234 Travel		101.17				101.17
6237 Education and Certifications / Licenses		0.00				0.00
6240 Janitorial Expense and Supplies		390.09		1,318.85		-928.76
6243 Auto Reimbursement		5,573.58		4,202.28		1,371.30
6246 Office Equipment Lease		985.29		2,815.44		-1,830.15
6252 Website		543.96		425.94		118.02
6258 Software Support and Licensing		8,705.17		14,451.13		-5,745.96
6264 Charitable Contributions		5,000.00		2,610.00		2,390.00

6279 Other Miscellaneous Costs		-857.87	857.87
6331 401 (k) Expense	1,812.67	1,636.95	175.72
G&A - Bank and Other Fees			0.00
6300 Penalties and Late Fees	371.25	248.60	122.65
6302 Payroll Processing Fees	8,761.27	9,135.12	-373.85
6306 Credit Card Processing Fees	26,555.42	21,383.38	5,172.04
6308 Bank Fees	362.16	4,940.20	-4,578.04
Total G&A - Bank and Other Fees	\$ 36,050.10	\$ 35,707.30	\$ 342.80
G&A - Insurance			0.00
6333 Workers Comp Insurance	2,403.69	1,945.75	457.94
6336 Non Payroll Insurance	27,611.00	35,556.84	-7,945.84
Total G&A - Insurance	\$ 30,014.69	\$ 37,502.59	-\$ 7,487.90
G&A - Interest			0.00
6360 Interest Expense	8,601.57	16,942.57	-8,341.00
6361 Interest - Peoples Loan	29,613.96	27,221.33	2,392.63
Total G&A - Interest	\$ 38,215.53	\$ 44,163.90	-\$ 5,948.37
G&A - Legal and Professional Fees			0.00
6340 Accounting Fees		380.95	-380.95
6342 Legal Fees	722.00		722.00
6344 Management Fees	60,000.00	60,000.00	0.00
Total G&A - Legal and Professional Fees	\$ 60,722.00	\$ 60,380.95	\$ 341.05
G&A - Taxes			0.00
6350 Property Taxes	4,750.00	6,000.00	-1,250.00
6352 Real Estate Taxes	18,750.00	24,000.00	-5,250.00
6353 G&A-- Misc Taxes		232.62	-232.62
Total G&A - Taxes	\$ 23,500.00	\$ 30,232.62	-\$ 6,732.62
G&A - Utilities/Phone/TV			0.00
6312 Electric	43,452.59	39,858.93	3,593.66
6315 Gas	7,182.49	5,138.72	2,043.77
6318 Water	13,358.95	10,915.81	2,443.14
6321 Trash Removal	874.20	1,382.49	-508.29
6324 Telephone - Landlines	1,345.14	1,309.22	35.92
6327 Telephone - Mobile	1,704.46	2,176.14	-471.68
6330 Internet / TV	1,213.11	2,996.53	-1,783.42
Total G&A - Utilities/Phone/TV	\$ 69,130.94	\$ 63,777.84	\$ 5,353.10

Total General and Administrative Expenses	\$	294,552.30	\$	321,005.52	-\$	26,453.22
Golf Operations Expenses						0.00
6401 Staff Uniforms		919.78		3,943.23		-3,023.45
6407 Supplies		786.30		1,276.38		-490.08
6410 Range Balls		4,250.00		2,000.00		2,250.00
6413 Range Supplies		361.78		2,748.74		-2,386.96
6416 Handicap Fees		751.00		601.00		150.00
6417 Outside Services				112.00		-112.00
6419 League Expenses		2,580.00				2,580.00
6422 Equipment Repair				592.70		-592.70
6425 Rental Equipment		4,563.60				4,563.60
6428 Dues and Subscriptions		4,115.97		486.00		3,629.97
6431 Employee Meals		2,941.80		3,216.46		-274.66
6434 Travel		1,732.51				1,732.51
6437 Licenses and Fees - Golf		922.00				922.00
6440 Tees				194.53		-194.53
6443 Scorecards and Pencils				2,564.52		-2,564.52
6446 Cart Rental (Temporary)		1,043.25				1,043.25
6449 Cart Lease Expense		52,649.28		52,649.28		0.00
6452 Cart Parts and Repair		7,255.48		2,570.85		4,684.63
Golf Operations- Payroll Expenses						0.00
6480 Pro Shop Salary Payroll		78,661.34		69,632.75		9,028.59
6481 Pro Shop Hourly Payroll		58,999.92		55,542.86		3,457.06
6482 Cart Staff Payroll		13,358.54		19,581.08		-6,222.54
6490 Pro Shop Salary Payroll Taxes		7,230.26		5,896.25		1,334.01
6491 Hourly Payroll Taxes		7,368.10		8,256.60		-888.50
6492 Benefits		6,558.43		4,948.95		1,609.48
Total Golf Operations- Payroll Expenses	\$	172,176.59	\$	163,858.49	\$	8,318.10
Total Golf Operations Expenses	\$	257,049.34	\$	236,814.18	\$	20,235.16
Maintenance Expenses						0.00
6501 Staff Uniforms		1,407.14		2,148.82		-741.68
6502 Road Maintenance & Snow Removal		3,410.00		872.25		2,537.75
6504 Laundry				17.09		-17.09
6507 Shop Supplies		866.64		2,134.04		-1,267.40
6510 Repairs and Parts		121.95		8,944.79		-8,822.84

6513 Gas and Oil	20,295.71	19,329.47	966.24
6519 Building Repair and Maintenance		3,555.46	-3,555.46
6522 Equipment Repairs	10,569.97	20,255.58	-9,685.61
6525 Rental Equipment	19,399.07	10,087.04	9,312.03
6526 Sanitation Rental	535.50	1,910.00	-1,374.50
6528 Dues and Subscriptions		400.00	-400.00
6531 Employee Meals	3,486.49	2,003.42	1,483.07
6537 Education and Certifications / Licenses	207.00	374.35	-167.35
6540 Pesticides and Fertilizers	59,624.89	41,461.29	18,163.60
6543 Sand/Topdress	3,473.73	937.78	2,535.95
6549 Course Accessories	4,846.77	924.75	3,922.02
6552 Pond Maintenance	5,949.45	4,184.93	1,764.52
6558 Mulch	2,519.10	2,368.77	150.33
6561 Irrigation and Drainage	8,374.33	19,503.15	-11,128.82
6564 Course Maintenance Supplies	1,766.97	5,143.34	-3,376.37
6565 Pool Maintenance	14,556.77	13,438.30	1,118.47
6570 Tree Maintenance		0.00	0.00
6578 Equipment	674.08		674.08
6579 Other Miscellaneous Cost	565.40	2,270.55	-1,705.15
Maintenance - Payroll Expenses			0.00
6580 Salary Payroll	121,443.04	69,433.32	52,009.72
6581 Hourly Payroll	111,590.71	117,404.05	-5,813.34
6586 Contract / Temporary Labor	5,280.00	4,500.00	780.00
6590 Salary Payroll Taxes	9,493.81	5,574.27	3,919.54
6591 Hourly Payroll Taxes	12,936.39	13,483.49	-547.10
6592 Benefits	6,432.21	5,241.93	1,190.28
Total Maintenance - Payroll Expenses	\$ 267,176.16	\$ 215,637.06	\$ 51,539.10
Total Maintenance Expenses	\$ 429,827.12	\$ 377,902.23	\$ 51,924.89
Marketing Operations Expenses			0.00
6601 Advertising and Promotion	2,047.36	3,108.51	-1,061.15
6604 Business Development	2,103.36	705.07	1,398.29
6610 Member and Social Events	789.45	565.32	224.13
6616 Radio/TV Advertising	3,600.00	4,500.00	-900.00
6628 Website		335.84	-335.84
6637 Education and Training		10.00	-10.00

Total Marketing Operations Expenses	\$ 8,540.17	\$ 9,224.74	-\$ 684.57
Total Expenses	\$ 1,029,263.00	\$ 1,012,308.52	\$ 16,954.48
Net Operating Income	-\$ 245,744.84	-\$ 305,335.59	\$ 59,590.75
Other Income			
7100 Contribution Revenue		2,764.83	-2,764.83
Total Other Income	\$ 0.00	\$ 2,764.83	-\$ 2,764.83
Other Expenses			
7900 Extraordinary Expenses - Pest Control	4,300.00	19,512.00	-15,212.00
Total Other Expenses	\$ 4,300.00	\$ 19,512.00	-\$ 15,212.00
Net Other Income	-\$ 4,300.00	-\$ 16,747.17	\$ 12,447.17
Net Income	-\$ 250,044.84	-\$ 322,082.76	\$ 72,037.92

Net Operating Loss	2022	2021	Change
	-\$ 245,744.84	-\$ 305,335.59	\$ 59,590.75

25%

Incentive Fee Calc

\$ 14,897.69

Sahm's Clubhouse & Catering at the Pointe

A/R Aging Summary

As of December 31, 2022

Sahm's Clubhouse & Catering at the Pointe

A/R Aging Summary

As of December 31, 2022

Sahm's at Eagle Pointe

December 1, 2022 - December 31, 2022

	Period 12-2022				
Revenue	Actual \$	Budget \$	Budget Var \$	PY - 2021 \$	PY - Var \$
4010 Food Sales	\$ 46,743	\$ 44,000	\$ 2,743	\$ 47,406	\$ (663)
4011 Alcoholic Beverages	\$ 19,910	\$ 19,300	\$ 610	\$ 17,223	\$ 2,687
4012 Bakery - Sales	\$ 316	\$ -	\$ 316	\$ -	\$ 316
4013 Merchandise Sales	\$ -	\$ -	\$ -	\$ -	\$ -
4091 Employee Meals	\$ (722)	\$ (579)	\$ (143)	\$ (2,408)	\$ 1,686
4093 Time of Service	\$ (442)	\$ (1,240)	\$ 798	\$ 778	\$ (1,220)
4094 Marketing (New Customer)	\$ (230)	\$ -	\$ (230)	\$ (106)	\$ (124)
4095 Loyalty (Existing Customers)	\$ (1,110)	\$ -	\$ (1,110)	\$ (158)	\$ (951)
4310 Catered Food - Sales	\$ 13,095	\$ 15,000	\$ (1,905)	\$ -	\$ 13,095
4311 Catered Beverage - Sales	\$ 2,389	\$ 2,600	\$ (211)	\$ -	\$ 2,389
4312 Catering Venue/Equipment Rentals	\$ -	\$ -	\$ -	\$ -	\$ -
4313 Catering Labor Services	\$ 990	\$ 1,760	\$ (770)	\$ 573	\$ 417
4314 Catering Delivery Fee	\$ 50	\$ -	\$ 50	\$ 25	\$ 25
4822 Service/Fee Income	\$ 16	\$ -	\$ 16	\$ 94	\$ (78)
4315 Catering Fee	\$ -	\$ -	\$ -	\$ 60	\$ (60)
Total Revenue	\$ 81,005	\$ 80,841	\$ 164	\$ 63,486	\$ 17,520
Cost of Goods Sold					
5010 COGS - Food	\$ 19,085	\$ 26,451	\$ (7,366)	\$ 15,211	\$ 3,874
5011 COGS - Alcoholic Beverages	\$ 5,313	\$ -	\$ 5,313	\$ 4,796	\$ 517
Total Cost of Goods Sold	\$ 24,397	\$ 26,451	\$ (2,054)	\$ 20,006	\$ 4,391
Gross Profit	\$ 56,608	\$ 54,390	\$ 2,218	\$ 43,479	\$ 13,129
Expenses					
6100 Payroll Expenses	\$ 23,930	\$ 29,500	\$ (5,570)	\$ 30,060	\$ (6,130)
7010 Supplies	\$ 3,765	\$ 3,559	\$ 206	\$ 4,426	\$ (662)
7020 Utilities	\$ 9,905	\$ 3,400	\$ 6,505	\$ 8,411	\$ 1,494
7030 Merchant Processing Fees	\$ 1,837	\$ 2,067	\$ (230)	\$ 1,845	\$ (8)
7031 Short/Over	\$ -	\$ -	\$ -	\$ (569)	\$ 569
7032 Employee Uniforms	\$ -	\$ 150	\$ (150)	\$ -	\$ -
7050 Mileage & Auto Expense	\$ 597	\$ 400	\$ 197	\$ 1,010	\$ (413)

7058 Delivery Expense	\$ -	\$ -	\$ -	\$ -	\$ -
7110 Marketing	\$ 96	\$ 700	\$ (604)	\$ -	\$ 96
7210 Facility Maintenance	\$ 2,415	\$ 500	\$ 1,915	\$ 39	\$ 2,376
7214 Equipment Rental	\$ 218	\$ -	\$ 218	\$ 430	\$ (212)
7215 Equipment Maintenance	\$ -	\$ 200	\$ (200)	\$ -	\$ -
7310 Insurance	\$ 790	\$ 400	\$ 390	\$ 24	\$ 765
7311 Bank Charges	\$ -	\$ 25	\$ (25)	\$ 25	\$ (25)
7312 Software Subscriptions	\$ 1,353	\$ 1,100	\$ 253	\$ 1,625	\$ (272)
7313 Entertainment Expense	\$ 265	\$ 500	\$ (235)	\$ 1,180	\$ (915)
7314 Licenses/Dues/Permits	\$ -	\$ 100	\$ (100)	\$ -	\$ -
7315 Postage/Shipping	\$ -	\$ 80	\$ (80)	\$ 120	\$ (120)
7316 Professional Fees	\$ -	\$ -	\$ -	\$ -	\$ -
7323 Printers & Hardware	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses	\$ 45,171	\$ 42,681	\$ 2,490	\$ 48,628	\$ (3,457)
Net Operating Income	\$ 11,437	\$ 11,709	\$ (272)	\$ (5,148)	\$ 16,585
Other Income					
8410 Misc Income	\$ -	\$ -	\$ -	\$ -	\$ -
Total Other Income	\$ -	\$ -	\$ -	\$ -	\$ -
Other Expenses					
7320 Management Fees	\$ 6,000	\$ 6,000	\$ -	\$ 6,000	\$ -
7321 Administrative Fee	\$ 5,427	\$ 5,373	\$ 54	\$ 4,244	\$ 1,183
Total Other Expenses	\$ 11,427	\$ 11,373	\$ 54	\$ 10,244	\$ 1,183
Net Other Income	\$ (11,427)	\$ (10,973)	\$ (454)	\$ (9,234)	\$ (2,193)
Net Income	\$ 10	\$ 336	\$ (326)	\$ (15,392)	\$ 15,402
8950 Clubhouse Expense	\$ -	\$ -	\$ -	\$ -	\$ -

YTD 2022				
Actual \$	Budget \$	Budget Var \$	PY - 2021 \$	PY - Var \$
\$ 864,862	\$ 815,045	\$ 49,817	\$ 717,146	\$ 147,716
\$ 395,203	\$ 404,140	\$ (8,937)	\$ 331,887	\$ 63,315
\$ 2,018	\$ -	\$ 2,018	\$ -	\$ 2,018
\$ 4,688	\$ -	\$ 4,688	\$ -	\$ 4,688
\$ (21,694)	\$ (9,937)	\$ (11,757)	\$ (12,114)	\$ (9,580)
\$ (1,103)	\$ (21,294)	\$ 20,191	\$ (6,410)	\$ 5,308
\$ (508)	\$ -	\$ (508)	\$ -	\$ (508)
\$ (10,151)	\$ -	\$ (10,151)	\$ (1,905)	\$ (8,246)
\$ 98,374	\$ 162,000	\$ (63,626)	\$ -	\$ 98,374
\$ 9,821	\$ 24,860	\$ (15,039)	\$ -	\$ 9,821
\$ 164	\$ -	\$ 164	\$ 880	\$ (716)
\$ 11,398	\$ -	\$ 11,398	\$ 6,953	\$ 4,445
\$ 490	\$ 13,536	\$ (13,046)	\$ 175	\$ 315
\$ 72	\$ -	\$ 72	\$ -	\$ 72
\$ 855	\$ -	\$ 855	\$ 570	\$ 285
\$ 1,354,487	\$ 1,388,350	\$ (33,863)	\$ 1,037,182	\$ 317,305
\$ 350,320	\$ 453,779	\$ (103,459)	\$ 240,710	\$ 109,610
\$ 128,837	\$ -	\$ 128,837	\$ 101,588	\$ 27,249
\$ 479,157	\$ 453,779	\$ 25,378	\$ 342,298	\$ 136,859
\$ 875,330	\$ 934,571	\$ (59,241)	\$ 694,884	\$ 180,446
\$ 479,196	\$ 477,387	\$ 1,809	\$ 423,887	\$ 55,310
\$ 56,989	\$ 55,271	\$ 1,718	\$ 51,954	\$ 5,035
\$ 63,050	\$ 56,600	\$ 6,450	\$ 54,643	\$ 8,406
\$ 31,214	\$ 35,490	\$ (4,276)	\$ 33,806	\$ (2,592)
\$ 95	\$ -	\$ 95	\$ (256)	\$ 351
\$ 3,591	\$ 2,300	\$ 1,291	\$ 308	\$ 3,283
\$ 8,461	\$ 6,000	\$ 2,461	\$ 2,955	\$ 5,506

\$ -	\$ -	\$ -	\$ 31	\$ (31)
\$ 4,656	\$ 10,300	\$ (5,644)	\$ 1,724	\$ 2,933
\$ 11,667	\$ 11,100	\$ 567	\$ 16,102	\$ (4,435)
\$ 2,764	\$ -	\$ 2,764	\$ 2,244	\$ 520
\$ 6,851	\$ 6,200	\$ 651	\$ 1,791	\$ 5,060
\$ 4,939	\$ 5,200	\$ (261)	\$ 1,982	\$ 2,957
\$ 285	\$ 330	\$ (45)	\$ 443	\$ (157)
\$ 1,317	\$ 14,300	\$ (12,983)	\$ 17,831	\$ (16,515)
\$ 16,672	\$ 15,000	\$ 1,672	\$ 13,831	\$ 2,841
\$ 6,797	\$ 1,300	\$ 5,497	\$ 495	\$ 6,302
\$ 119	\$ 1,040	\$ (921)	\$ 815	\$ (696)
\$ 1,500	\$ -	\$ 1,500	\$ -	\$ 1,500
\$ 165	\$ -	\$ 165	\$ -	\$ 165
\$ 700,329	\$ 697,818	\$ 2,511	\$ 624,587	\$ 75,742
\$ 175,001	\$ 236,753	\$ (61,752)	\$ 70,297	\$ 104,703
			\$ -	
\$ 61,897	\$ -	\$ 61,897	\$ -	\$ 61,897
\$ 61,897	\$ -	\$ 61,897	\$ -	\$ 61,897
			\$ -	
\$ 72,000	\$ 78,000	\$ (6,000)	\$ 78,000	\$ (6,000)
\$ 90,151	\$ 92,273	\$ (2,122)	\$ 68,745	\$ 21,406
\$ 162,151	\$ 170,273	\$ (8,122)	\$ 146,745	\$ 15,406
\$ (100,255)	\$ (170,273)	\$ 70,018	\$ (143,790)	\$ 43,535
\$ 74,746	\$ 66,480	\$ 8,266	\$ (76,448)	\$ 151,194
\$ 1,894	\$ -	\$ 1,894	\$ -	\$ 1,894



PSA Annual Meeting 2023

Agenda

- 1. Welcome – EC Leadership Team** **9:00 am**
- 1. 2022 Overview – Milan Milivojevic**
- 2. Financial Reports –**
- 1. PSA – Milan/Melissa Emily** **9:15**
- 2. Golf Operations – Milan/Jeff Schroder** **9:35**
- 3. Food Operations – Milan/Ed Sahm** **9:55**
- 3. Eagle Vision Status & Pool Renovation – Ken Surface** **10:15**
- 4. Security – Mike Cox/Jim Bottorff** **10:35**
- 5. Miscellaneous** **10:50**
- 1. Foundation – Bill Jonas**
- 2. For the good of the community / Q&A**
- 6. Adjourn** **11:00**

President's Remarks

- 1. The year found improvements in all operations vs. 2021.**
 - a. Golf operations losses reduced by \$48,993.**
 - b. Food and Beverage improved by \$151,000.**
 - c. PSA improved \$41,776**

- 2. Revolving line of credit decreased from \$505,000 to \$255,000.**
 - a. Special assessment paid \$100,000 in October 2022 as planned.**
 - b. Surplus permitted another \$150,000 payment also in October.**
 - c. Interest rates increased from 4% to 10%. Savings of \$25,000.**

- 3. Phase 1 of Eagle Vision improvements were below budget by \$52,690 despite inflationary headwinds.**

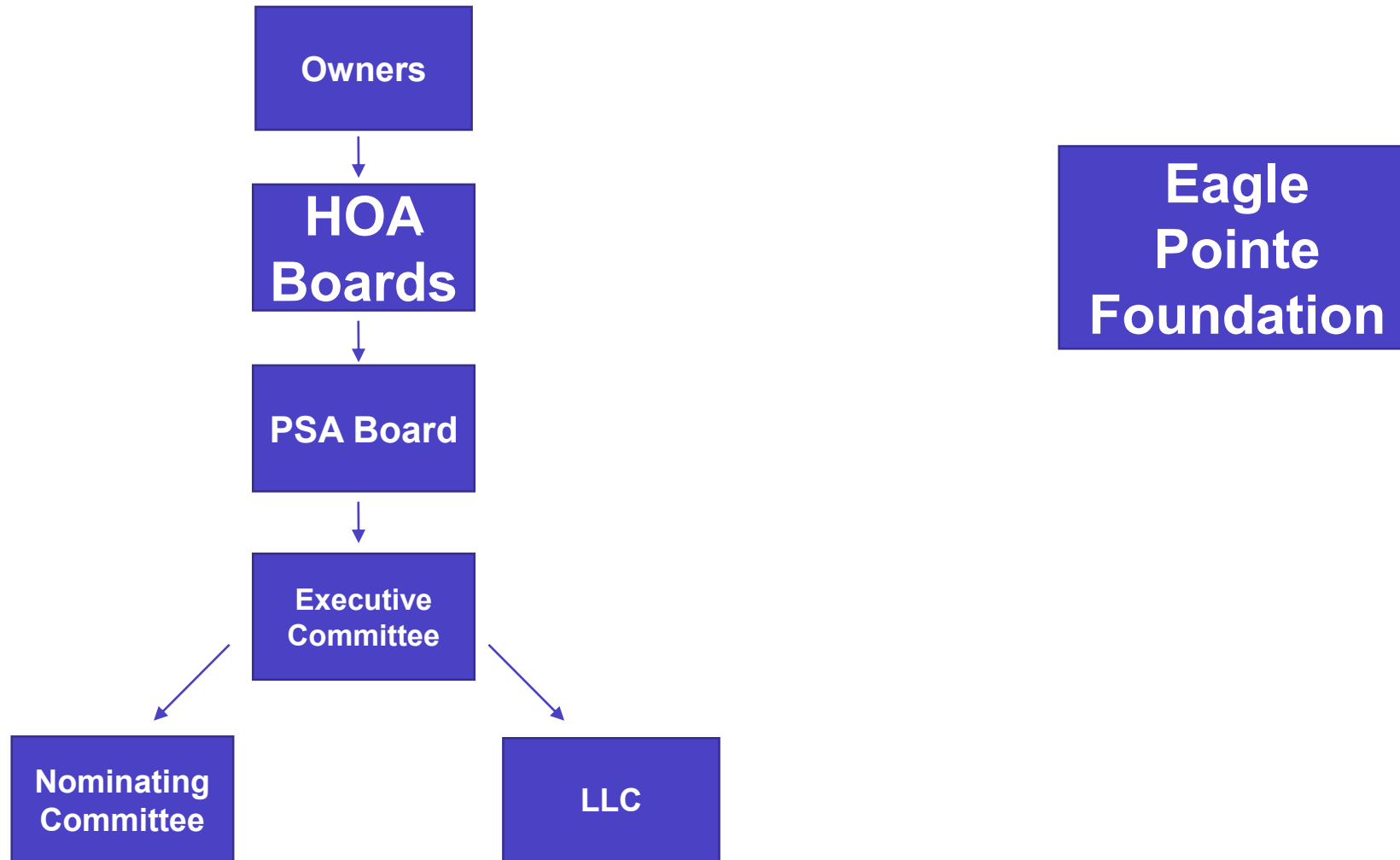
President's Remarks

- 4. Kemper Sports began five-year agreement (three years plus two-year option).**
 - a. Focus on increased sales. Commission incentive of 5%.**
 - b. Key employees retained.**
 - c. Expected earnings improvement of \$65,000 forecasted in 2023.**
- 5. Security system implementation finally underway.**
 - a. Manned systems -staffing unpredictable, especially for 2nd & 3rd shifts.**
 - b. Manned security cost increase of \$60K in 2023. Future wage increases certain.**
 - c. Annual savings of \$150K realized in 2023. Costs now largely fixed.**
 - d. Some residents not prepared (e.g., install RFID tags). Gate 1 most challenging.**

President's Remarks

- 6. Grand reopening celebration a success. Leadership team did great work.**
- 7. Despite incredible inflation, the community is enjoying the second year of no increases in PSA dues.**
- 8. Surprise transition of Property Manager in late November 2022. Still working out details.**
- 9. Phase II of the Special Assessment is underway. Final cost estimates are due within two weeks.**

Entity Organization Chart



PSA Board of Directors

- **Bay Pointe – Dave LeBrash**
- **Bay View – Glenn Adams**
- **Courtyard – Jim Bottorff**
- **Eagle Bay I – Alan Hogan**
- **Eagle Bay II – Scott Quaas**
- **Eagle Cove – Dan Santangelo**
- **East Bay – Paul Browne**
- **Fairway Knoll – Jeff Blodgett**
- **Front Nine – Rich Samuelson**
- **Greenridge – Jennifer Kopke**
- **Harbour Pointe – John Menne**
- **LaSalle Woods – Erin Davey**
- **Pointe Cove – Joe Karp**
- **Pointe Retreats – Susan Slaven**
- **Water's Edge I – David Gray**
- **Water's Edge II – Dan Dodge**
- **Woodridge – Sandra Hulse**
- **At Large – Melissa Emily**

Executive Committee & Key Chairs

Executive Committee

- Milan Milivojevic – President
- Peter Samuelson – VP
- Melissa Emily – Treasurer
- Susan Slaven – Secretary
- Ken Surface – At Large
- Tony Piano – At Large
- Jack Krajnak – At Large

Key Committee Chairs

1. Tony Piano – Food & Beverage and Strategic Planning
2. Tony Piano – Construction Project Management
3. Jack Krajnak – Golf Operations & Contract Renewal
4. Mike Cox – Security Systems
5. Sandra Hulse – Security Software Implementation
6. Ken Surface – Phase II Special Assessment
7. Mike McCann – Snow Operations
8. John Teising – Road Repairs
9. Peter Samuelson – Legal Matters
10. Milan – Insurance, Risk Management and Finance
11. Phyllis Davidson – Volunteers

Strategic Planning Committee & Key Chairs

Team:

- **Tony Piano - Chair**
- **Peter Samuelson**
- **Ken Surface**
- **Glenn Adams**
- **Jack Krajnak**
- **Milan Milivojevic**

Key Committee Chairs

1. **Tony Piano – Master planning**
2. **Tony Piano – Construction Project Management**
3. **Ken Surface – Pool, Pickle Ball, Bocce Ball, Birdies**
4. **Jack Krajnak – Golf Operations**

The Golf Club at Eagle Pointe, LLC

Board of Directors

- **Bill Jonas – President**
- **Phyllis Davidson – Sec.**
- **Bill Williams – At Large**
- **Mike McCann – At Large**

Key Committee Chairs

Eagle Pointe Foundation

Board of Directors

- **Betsy Larson – Pres.**
- **Paula Raybould –
Treas.**
- **Bill Jonas**
- **Peter Samuelson**
- **Don Arbogast**
- **Jerry Pagac**

Key Committee Chairs

1. **Bingo – Melissa Emily**
2. **Golf Outings for 2023 – Gary Raybould, Mike McCann**

Financial Results

- 1. PSA**
 - a. Final look at 2022**
 - b. 2023 Budget**
- 2. Food & Beverage**
- 3. Golf Operations**

PSA Income Statement-Revenues

	Budget	Actual	
	12/31/2023	12/31/2022	12/31/2021
<u>Income</u>			
Quarterly Assessments	\$ 691,866	\$ 689,723	\$ 693,268
Delinquent Accounts	(13,803)	-	-
Resale Transfer Fees	55,200	59,986	60,016
Late Fees	3,996	5,724	4,940
Legal Fees	750	428	1,140
Special Assements-rental units	13,800	13,822	16,079
Putnam Properties-bad debt collection	12,498	-	-
All Other	4,812	1,696	4,698
Total Revenue	\$ 769,119	\$ 771,378	\$ 780,141

PSA Income Statement-Admin. Expenses

	Budget		Actual	
	12/31/2023	12/31/2022	12/31/2021	
<u>Administrative Expenses</u>				
Management Fees	\$ 24,600	\$ 24,600	\$ 24,600	
Administrative Fees	19,992	19,235	23,112	
Meeting Expenses	655	-	587	
Office Supplies	1,600	2,539	3,160	
Postage	1,400	2,023	1,692	
Insurance Premiums	3,466	2,814	2,851	
Accounting & Tax Services	4,400	4,150	3,610	
Legal Fees	6,000	4,968	4,506	
Other	3,000	3,476	163	
Total Administrative Expenses	\$ 65,113	\$ 63,805	\$ 64,281	

PSA Income Statement -Grounds Costs

	Budget		Actual	
	12/31/2023	12/31/2022	12/31/2021	
<u>Grounds Maintenance</u>				
Utilities & Snow Removal	\$ 16,240	\$ 12,289	\$	15,696
Landscaping	4,000	301		2,775
Security Services & Systems	55,570	123,785		158,591
Grounds Maintenance	12,000	3,823		850
Road Repairs	-	-		12,350
Total Security & Grounds	\$ 87,810	\$ 140,198	\$	190,262
Income before Debt Service/Operations Funding	\$ 616,196	\$ 567,375	\$	525,599

PSA Cash Flow

	Budget	Actual
	12/31/2023	12/31/2022
<u>Leases, CapEx, LOC, and Deficit Funding</u>		
Capital Leases	\$ 195,161	\$ 195,161
Security System Loan - People's Bank	34,870	8,718
Operating Deficit-Golf Operations	208,143	264,942
Operating (Surplus)-Food & Beverage	(120,673)	(76,448)
Miscellaneous	-	(10,748)
Emergency capital expenditures - placeholder	50,000	-
Payoff Line of Credit	50,000	150,000
Road Repair placeholder	74,000	-
Total Leases, CapEx, LOC, and Deficit Funding	\$ 491,502	\$ 531,625
Total Surplus	\$ 124,694	\$ 35,750

Delinquent Accounts

As of March 15, 2023		
0-30 days	\$ 8,600.00	
31-60 days	9,125.00	
61-90 days	31,990.00	
91+ days	27,440.00	
Total Amount Past Due	<u>\$ 77,155.00</u>	
Number of properties in collections - 10		

Golf Operations-Income Statement

	Budget	Actual	
	12/31/2023	12/31/2022	12/31/2021
Total Golf Operations Revenue	\$ 1,020,939	\$ 867,918	\$ 782,682
Total Cost of Goods Sold	86,893	84,400	75,709
Gross Profit	\$ 934,046	\$ 783,518	\$ 706,973
Total Expenses	\$ 1,142,189	\$ 1,039,861	\$ 1,012,309
Net Operating Income	\$ (208,143)	\$ (256,343)	\$ (305,336)

Golf Operations- Comparative

Proposed Budget / FY22 Projections

Proposed Budget							
	<i>I/(D) = Increase / (Decrease)</i>				<i>I/(D) = Increase / (Decrease)</i>		
	2023 Budget	2022 Projection	2023 Budget v 2022 Proj	% Var	2021 Actual	2022 Proj v 2021 Act	% Var
Green Fee	508,200	426,435	81,765	19%	331,141	95,294	29%
Carts	72,600	55,294	17,306	31%	68,560	(13,266)	-19%
Golf Shop	156,550	170,066	(13,516)	-8%	117,291	52,775	45%
Range	15,589	11,560	4,029	35%	13,987	(2,427)	-17%
Membership	243,000	200,814	42,186	21%	254,784	(53,971)	-21%
Golf Total	995,939	864,170	131,769	15%	785,764	78,406	10%
F&B	25,000	(0)	25,000		-	(0)	
Hotel	-	-	-		-	-	
Tennis	-	-	-		-	-	
Other	-	-	-		-	-	
Total	1,020,939	864,170	156,769	18%	785,764	78,406	10%
ROUNDS	24,200	20,527	3,673	18%	-	20,527	
COGS	86,893	80,441	6,451	8%	75,709	4,733	6%
Payroll	532,792	472,807	59,985	13%	440,772	32,035	7%
OPEX	503,897	466,035	37,861	8%	490,083	(24,048)	-5%
EBITDA	(102,642)	(155,114)	52,472	-34%	(220,800)	65,686	-30%

Golf Operations-Revenue Strategies

KEY ASSUMPTIONS/ REVENUE DRIVERS

Key Assumptions

- Jeff Schroeder, GM
- Chad Moritz, Superintendent
- An emphasis on dynamic pricing
- Improved course conditions
- Additional revenue opportunities
 - Driving Range
 - Golf Shop
 - Player Development
 - Beverage Cart

Revenue Drivers

- Dynamic Pricing
- Golf Rounds
- Local Community Outreach
- Marketing & Communications
- Range / Fitting Days
- Boat & RV Storage
- Best in Class Customer Service

Golf Operations-Revenue Strategies

RANGE, EVENTS & PROGRAMMING

Objective:

Engage the customer base and local community in various programming opportunities and events

KEY STRATEGIES AND TACTICS

1. Engage KemperSports preferred vendors in clinics, fitting days and other range programming
 - a) Callaway and Cleveland wedge and putter fittings for example
 - b) Communicate via email, website and social media
2. Offer programming to grow the game and partner with the local community
 - a) Participate in KemperSports' Player Development Month in June
 - b) Communicate programming via email, website and social media on a monthly basis
3. Drive additional range revenue through bucket price increases (Reference [Pricing Strategy](#))
4. Investigate partnering with the Indiana PGA to offer PGA Hope clinics on the range
5. Offer schedule of internal creative golf events to drive engagement throughout the community, especially during under-utilized times
 - a) Examples: Holiday scrambles, 9 & Dine, CTP contests, etc.
 - b) Work in partnership with Sahm's on food & beverage offerings
 - c) Communicate jointly with Sahm's on master calendar
6. Implement campaign to highlight the Club's 50th anniversary in 2023 (Reference [Community Engagement & Public Relations](#) for more information)
7. Explore opportunities to bring more competitive events to the property, such as a County Amateur or other events where amateurs and college players could participate

Golf Operations-Marketing Tactics

- **Implement dynamic pricing strategies to drive growth in GF/CF with a focus on marketing to golfers within a 20-mile radius.**
- **Focus on revenue growth by customer segment, with the local community and Indiana University students being key segments.**
- **Find additional revenue opportunities in the golf shop, beverage cart and range. For range specifically: Make Eagle Pointe an active facility via player development programming and lesson programs.**
- **Market the boat and RV storage to increase awareness.**
- **Consistently communicate with the database and the local community on news, events, etc. via eblasts, social media, on site collateral and website updates.**
- **Maintain best in class customer service and high customer satisfaction – offering a friendly and welcoming environment**

Golf Operations – Discussion Points

Course Opened March 1—Driving Range opened March 15.

Kemper Sports Management—Customer Surveys, Social Media programs and email blasts.

Outings and Tournaments—Platinum Golf Events-50 Year Celebration Weekend

Leagues--- Ladies League, Twilight Golf Association League, and Thursday Night Mens League

Junior Program/Lessons-

Course Projects-

Social Media – 3,977 followers on Facebook and 340 followers on Instagram.

Email – Emails sent YTD include January and February monthly newsletters, course opening and closing announcements, and fitness class schedule. 55.7% is the average email open rate YTD.

Website – The website was audited and several pages were enhanced and updated with current content.

ADR increases YOY for March -

Food & Beverage Operations

	Budget		Actuals			
	12/31/2023	%	12/31/2022	%	12/31/2021	%
Total Revenue	\$ 1,598,520		\$ 1,354,487		\$ 1,037,182	
Total Cost of Goods Sold	499,577		479,157		342,298	
Gross Profit	\$ 1,098,943	68.7%	\$ 875,330	64.6%	\$ 694,884	67.0%
Total Expenses	796,367	49.8%	700,329	51.7%	624,587	60.2%
Net Operating Income	\$ 302,576	18.9%	\$ 175,001	12.9%	\$ 70,297	6.8%
Miscellaneous Income	\$ -		\$ 61,897		\$ -	
<u>Other Expenses</u>						
7320 Management Fees	\$ 78,000		\$ 72,000		\$ 78,000	
7321 Administrative Fee	103,903		90,151		68,745	
Total Management Fees	\$ 181,903	11.4%	\$ 162,151	12.0%	\$ 146,745	14.1%
Net Income	\$ 120,673	7.5%	\$ 74,746	5.5%	\$ (76,448)	-7.4%

Security System Update

- **The Board approved an autonomous system due to increasing security costs & staffing difficulties.**
- **The initial rollout of the system has been mostly successful.**
- **Residents must install their stickers or Hang Tags to easily open gates.**
- **Landlords must give tenants stickers or hang tags. Several tenants lack access as a result.**
- **Residents/HOA's MUST notify vendors & visitors to call from Kiosks so gates can be opened.**
- **Calls from Kiosks can be made to telephone land lines or cell phones. Set-up is done in CellGate.**
- **The CellGate app can also be used to allow entry and offers other tools (e.g., QR Code passes)**
- **The temporary access code (1,2,3,4) will only be available for a limited time. All must learn and use the CellGate access control system.**
- **Emergency responders, Amazon, UPS, FedEx, USPS, and utilities all have access.**

Pool Renovation

- **Liner replacement scheduled for completion end of March.**
- **Limestone coping completed**
- **Refurbishing the pool deck area – prior to pool opening.**
- **Scheduled pool opening date – Memorial Day Weekend**

Eagle Vision Phase I Recap

- **Completed exterior clubhouse renovations.**
- **Completed interior restaurant renovations.**
- **New outdoor terrace furniture purchased.**
- **Cabana bar seating area**
- **Cabana bar furniture and firepits**
- **\$100K debt repayment completed as scheduled in October 2022**

Eagle Vision Phase II - Completed

- **Pool pergola and upper bar outdoor seating area**
- **Additional firepits and pool area furniture**
- **Cabana bar golf cart parking**
- **Razing of Birdies**
- **Eagles Nest exterior siding**

Eagle Vision Phase II-Starting Soon

- **Refurbish north end of tennis court area into pickle ball courts. Start date 4/1/23**
- **Bocce ball courts – anticipated construction to begin mid-May**
- **Refurbish basketball area – TBD**
- **Plans to downsize, remove retaining walls.**
 - **Pickleball practice walls.**
 - **Basketball area.**
- **Painting of Eagles Nest entry canopy and decking – TBD**

Eagle Pointe Foundation

❖ Purpose:

- ❖ To strengthen our community
- ❖ Environmental preservation and enhancement

❖ Key projects

- ❖ Front Gate Landscaping
- ❖ Hole 10 Wildflowers
- ❖ Hole 10 Pond Project



Over \$80,000 contributed so far from more than 60 donors.
Please join us in making a tax-deductible donation to strengthen our community.

www.eaglepointefoundation.com

Eagle Pointe Foundation

3rd Annual Golf Outing
Eagle Pointe 50th Anniversary Celebration ~ June 23-25, 2023



The charity beneficiary of this year's celebration, golf outing, and auction will be Acts of Kindness Food Banks organized by Gabrielle Wonder.



www.eaglepointefoundation.com

View the Eagle Pointe Foundation Annual Report here ... <https://eaglepointe.com/eagle-pointe-foundation/>

Q&A – Adjourn

Thank you to everyone who makes Eagle Pointe a great place to live!

Thank you to everyone who volunteers their time to strengthen our community!

Questions?

Stay connected – at www.pointeservices.org, and www.eaglepointe.com, and www.sahmsclubhouse.com, and on Facebook – The Golf Club at Eagle Pointe.

**Pointe Service Association
Board of Directors
March 18th, 2023 11:00 AM**

Meeting called to order at 11:00AM by President Milan Milivojevic

Executive Board Members Present: President Milan Milivojevic. Vice President Peter Samuelson. Secretary Susan Slaven. Treasurer Melissa Emily. At-Large Ken Surface. At-Large Jack Krajnak by zoom.

Board of Directors Present- Waters Edge Ctyd. James Bottorff. Greenridge Jennifer Kopke by zoom. Waters Edge 1 David Gray by zoom. At-Large Melissa Emily. Bay View Glenn Adams by zoom. Pointe Retreat Susan Slaven. Waters' Edge 2 Dan Dodge.

Members not present-At-Large Tony Piano. Bay Pointe Dave LaBrash. Eagle Bay 1 Alan Hogan. Eagle Bay 2 Scott Quaas. Eagle Cove Dan Santangelo. East Bay David Cochran. Fairway Knoll Jeff Blodgett. Front Nine Rich Samuelson. Harbour Pointe John Menne. LaSalle Woods Erin Davey. Pointe Cove Joseph Karp. Woodridge Sandra Hulse.

1.The Golf Club at Eagle Pointe, LLC has two new board positions to re-staff. There are two candidates. One is Gail Miller and the second is Lisa Sorensen. Their responses to questions are in the attachments. The Nominating Committee has confirmed the candidates and asks the Board to approve or reject the candidates.

- Motion to approve** the filled positions on the LLC by Melissa Emily and seconded by Jim Bottorff. Motion approved by majority vote.

2.As you all know, the projects for Phase II of the Special Assessment are well underway. I am happy to report that so far, all projects are being managed within budget guidelines. Further, based upon the \$54K surplus from Phase I, Eagle Vision also completed both the pool liner and coping projects. There is a little more work on the liner, but that should be done very soon. This overall pool work was Board approved a few months ago to support Eagle Vision. Unfortunately, a new issue has since arisen.

The pool concrete decking needs replacement. Tony and Ken have been working diligently to finalize contractor discussions with the summer season in sight. The scope and quotes are dynamic. However, we need board approval for this project (latest estimate \$65K). There may be more surprises discovered, but we hope that is not the case. Please note that the work must be done or the pool cannot open. More than 26 years of neglect is evident and must be addressed. We have the funds. We can re-appropriate some money set aside for road repair (\$27K) and the final line of credit payoff (\$50K), which was optional (no formal commitments were made). We seek the Board's approval for the pool repair project not to exceed \$77K. The project team needs your support so that the path forward is clear. There is also the matter of integrity. We cannot negotiate in good faith with vendors until the project is approved by the Board.

We wish this could have been shared with you earlier. Literally, the process is dynamic and information surfacing daily.

- **Motion to approve** repairs of the Clubhouse swimming pool by Melissa Emily and seconded by Dan Dodge. Motion passed by majority vote.

3. We request the Board's approval for the appointment of new Public Accountants.

Melissa received a most surprising announcement on February 10th from Olsen & Co. (legacy CPA firm) after Melissa delivered financial information for year-end work. They simply no longer desired to do business with PSA. No prior conversation ever occurred on the subject. I only spoke to Olsen once in early April when exploring tax exempt status. There was no further explanation regarding despite Melissa's repeated nudging. We thanked them for their service, received all files, they filed tax return extensions, and we moved on. This became an opportunity to upgrade from a small single office firm to a larger regional firm that can provide far greater resources. We interviewed two CPA firms (Blue & Co. and Kemper CPA Group (no relation to Kemper Sports)). Both were encouraged to complete all due diligence including interviews with the legacy CPA firm. The Executive Committee unanimously recommends the Board approve Kemper CPA Group. They have offices in Indiana, Illinois, Ohio, and California. Their closest offices are in Avon and Vincennes. A partner at Kemper CPA group has been an Eagle Pointe resident for two decades. The annual fees of \$3,500 are identical to the legacy firm. There is a \$2,000 additional fee for start-up and the initial accounting and internal control reviews. This is an overall upgrade for the community. The engagement letter from Kemper CPA Group is attached.

- **Motion to approve** moving forward with Kemper CPA Group by Melissa Emily and seconded by Jim Bottorff. Motion passed by majority vote.

Motion to adjourn at 11:37 AM by Melissa Emily and seconded by Jim Bottorff.

Minutes by Secretary Susan Slaven

Pointe Service Association

Board of Directors

April 27th 6:00 PM

Eagles Nest

Meeting called to order at 6:00 PM by President Milan Milivojevic

Executive Board of Directors Present-

President Milan Milivojevic, Vice President Peter Samuelson, Treasurer Melissa Emily, Secretary Susan Slaven, At-Large Ken Surface, At-Large Tony Piano, At-Large Jack Krajanak

Board of Directors Present-

Bay Pointe- Dave LaBrash, Waters Edge Ctyd. James Bottorff, Eagle Bay Alan Hogan, Fairway Knoll Jeff Blodgett, Front Nine Rich Samuelson, Harbour Pointe John Menne, LaSalle Woods Erin Davey, Pointe Cove Joseph Karp, Pointe Retreat Susan Slaven, Waters Edge 2 Dan Dodge, Woodridge Sandra Hulse

At-Large Zoom Melissa Emily until 6:45 PM.

Board of Directors Present by Zoom and unable to hear the majority of meeting.

Eagle Bay 2 Scott Quaas, Eagle Cove Dan Santangelo, Greenridge Jennifer Kopke, Waters Edge 1 David Gray. East Bay Dave Cochran

Executive Board of Directors Staffing Announcement- Milan Milivojevic

Milan announced resignation of Secretary Susan Slaven submitted on 4/26/23 and was accepted by President on 4/27/23.

Motion from the floor made by Alan Hogan to reject the Resignation of Susan Slaven, seconded by Joe Karp.

Discussion

- A suggestion was made from the floor that Susan Slaven meet with executive board to work out differences.
- Meeting continued without a conclusive vote.

Property Management Selection

Each company was asked for their quote to include the following:

- Accounting Services
- On-site maintenance on a routine basis.
- Gates
- Functioning administration without volunteers.
- Milan explained the pros/cons of the various options from his discussions with each provider.

Motion to approve Milan's suggested approach. Motion to approved by Alan Hogan and seconded by David LaBrash to utilize Mackie services for property management at \$1500 per month and to continue using PMI for accounting/billing purposes at \$2200 per month. Motion passed

Financial Golf Operations- Jack Krajnak

- Revenue is similar to last year.
- Expenses are down by \$10k
- Less rounds due to December, January and February closed.
- General Manager Vince is pleased with the Kemper transition.
- Five gold tournaments booked for this year.
- Final Toro grounds keeping machinery is scheduled for delivery in May.
- Six pickle ball courts will be complete in May and Kemper Sports will assist with the management and reservations. Average rental fee per court is \$28.

Financials for Food and Beverage- Tony Piano

- Revenue versus budget is down
- Comparison data has not been provided.

- Banquets/catering is down by \$20,000.
- Staffing not adequate.
- As of 1/1/2024 if relationship is terminated with Sahms, there will be no penalties.
- Recent Sahms employee without proper US documentation.
- Still in need of a General Manager to run food and beverage.

Special Assessment Recap- Tony Piano

- Phase 1 surplus of \$47k funded pool liner project. This was originally set aside for Phase 2 refurbishing contingency.
- PSA supported \$58K for pool deck replacement not in the original Phase 2 funding.
- Phase 2 Eagle's Nest material increases used remaining contingency.
- Collapsing basketball walls require \$65k in structural repairs (Kevin Potter reviewed. Full replacement of walls; retain aesthetic character.
- Option to stabilize one wall (\$20k). Potential impact on foundation fund raising for landscaping. Ugly spot in middle of project is reality.
- Plan to pause some work (bocce ball, painting of Eagle's Nest canopy and deck), in case more surprises occur thru 8/2023.
- Recommend using \$50k optional LOC paydown at end of quarter 3, 2023 and carry debt into 2024 to deliver full project scope outlined to the community.
- Alternative: defer Bocce Ball, painting and other scope adjustments to 2024.

Motion to defer \$50k allotted for Bocce Ball, and painting to move forward with retaining wall at existing basketball area.

Motion approved by Jeff Blodgett and seconded by James Bottorff. Motion approved by unanimous vote.

Joe Karp asked for Board approval to remove Pegasus old cable boxes from Pointe Cove. Motion approved by Susan Slaven and seconded by Alan Hogan. Motion approved by unanimous vote.

Motion to adjourn at 8:30PM by John Menne and seconded by James Bottorff

**Minutes by Susan Slaven.
Modified by James Bottorff**

Balance Sheet

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: 03/31/2023

Accounting Basis: Accrual

Level of Detail: Detail View

Include Zero Balance GL Accounts: No

Account Name	Balance
ASSETS	
Cash	
Operating Cash	149,981.21
Reserve Cash	6,323.11
Eagle Vision and Strategic Plan - Checking	26,828.79
Security Checking	14,465.86
Total Cash	197,598.97
Investment in Eagle Point Golf Course	
Investment in Eagle Point Golf Course - Money Sent/(Received)	3,030,466.47
Investment in Eagle Point Golf Course - Profit/(Loss)	-1,379,481.59
Total Investment in Eagle Point Golf Course	1,650,984.88
Accounts Receivable	83,337.67
A/R - Other	1,400.00
Land & Buildings	318,662.39
Accumulated Depreciation	-147,105.04
TOTAL ASSETS	2,104,878.87
LIABILITIES & CAPITAL	
Liabilities	
Accounts Receivable	
Accounts Receivable Assessments	112,985.45
Accounts Payable	1,272.35
Total Accounts Receivable	114,257.80
Eagle Vision and Strategic Plan	
Eagle Vision and Strategic Plan - Special Assessments	865,197.00
Eagle Vision and Strategic Plan - Construction in Process	-818,983.46
Total Eagle Vision and Strategic Plan	46,213.54
Security Loan	136,870.51
Total Liabilities	297,341.85
Capital	
Retained Earnings	202,552.05
Calculated Retained Earnings	191,696.63
Calculated Prior Years Retained Earnings	1,413,288.34
Total Capital	1,807,537.02
TOTAL LIABILITIES & CAPITAL	2,104,878.87

Profit & Loss Statement

Pointe Services Association

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Mar 2023

Accounting Basis: Accrual

Level of Detail: Detail View

Include Zero Balance GL Accounts: No

Account Name	Selected Month
Operating Income & Expense	
Income	
Rental Units - Special Assessment	18,200.00
Fees	
Sales - Gate Cards/Remotes	525.00
Administrative Fee	4,000.00
Late Fees	1,600.00
Legal Fee Reimbursement	0.00
Total Fees	6,125.00
PSA Quarterly Assessments	357.00
Interest Income - Savings Acct	0.00
Total Operating Income	24,682.00
Expense	
Administrative & Insurance	
Bank Fees	0.00
Management Fees	2,050.00
Office Supplies	206.30
Miscellaneous - Admin Expense	0.00
Interest Expense	640.40
Copies/Envelopes/Supplies	0.00
Postage	39.60
Insurance Premiums	0.00
Audit & Tax Preparation	245.00
Legal Fees	0.00
Total Administrative & Insurance	3,181.30
Utilities	
Electricity	909.89
Water	15.78
Sewer	0.00
Telephone/Internet Guard Building	188.70
Snow Removal	0.00
Total Utilities	1,114.37
Amenities - Security	
Security Service	0.00
Security System Maintenance	0.00
Security Gate/Computer System	4,656.75
Security Supplies	0.00
Total Amenities - Security	4,656.75
Repairs/Common Area Maintenance	
Grounds Maintenance	0.00
Total Repairs/Common Area Maintenance	0.00

Profit & Loss Statement

Account Name	Selected Month
Total Operating Expense	8,952.42
NOI - Net Operating Income	15,729.58
Total Income	24,682.00
Total Expense	8,952.42
Net Income	<u>15,729.58</u>

Budget v. Actual

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Mar 2023

Additional Account Types: None

Accounting Basis: Accrual

Level of Detail: Detail View

Account Name	MTD Actual	MTD Budget	MTD \$ Var.	Annual Budget
Income				
Rental Units - Special Assessment	18,200.00	1,150.00	17,050.00	13,800.00
Delinquency	0.00	-12.97	12.97	-13,802.72
Fees				
Sales - Gate Cards/Remotes	525.00	400.00	125.00	4,800.00
Administrative Fee	4,000.00	4,600.00	-600.00	55,200.00
Late Fees	1,600.00	333.00	1,267.00	3,996.00
Legal Fee Reimbursement	0.00	0.00	0.00	750.00
Total Fees	6,125.00	5,333.00	792.00	64,746.00
PSA Quarterly Assessments	357.00	11,314.33	-10,957.33	704,364.04
Interest Income - Savings Acct	0.00	1.00	-1.00	12.00
Total Operating Income	24,682.00	17,785.36	6,896.64	769,119.32
Expense				
Administrative & Insurance				
Bank Fees	0.00	10.00	10.00	120.00
Management Fees	2,050.00	2,050.00	0.00	24,600.00
Meeting Expense	0.00	0.00	0.00	655.00
Office Supplies	206.30	50.00	-156.30	600.00
Website Admin	0.00	40.00	40.00	480.00
Miscellaneous - Admin Expense	0.00	1,666.00	1,666.00	19,992.00
Interest Expense	640.40	0.00	-640.40	0.00
Copies/Envelopes/Supplies	0.00	50.00	50.00	1,000.00
Postage	39.60	550.00	510.40	1,400.00
Insurance Premiums	0.00	0.00	0.00	3,466.00
Audit & Tax Preparation	245.00	0.00	-245.00	4,400.00
Legal Fees	0.00	500.00	500.00	6,000.00
Other Miscellaneous Fees	0.00	100.00	100.00	1,200.00
Total Administrative & Insurance	3,181.30	5,016.00	1,834.70	63,913.00
Misc	0.00	100.00	100.00	2,200.00

Budget v. Actual

Account Name	MTD Actual	MTD Budget	MTD \$ Var.	Annual Budget
Utilities				
Electricity	909.89	760.00	-149.89	9,120.00
Water	15.78	20.00	4.22	240.00
Sewer	0.00	40.00	40.00	480.00
Telephone/Internet Guard Building	188.70	200.00	11.30	2,400.00
Snow Removal	0.00	1,000.00	1,000.00	4,000.00
Total Utilities	1,114.37	2,020.00	905.63	16,240.00
Landscaping				
Landscape Service	0.00	375.00	375.00	3,000.00
Total Landscaping	0.00	375.00	375.00	3,000.00
Amenities - Security				
Security Service	0.00	1,090.00	1,090.00	13,080.00
Security System Maintenance	0.00	0.00	0.00	420.00
Security Gate/Computer System	4,656.75	0.00	-4,656.75	0.00
Security Supplies	0.00	600.00	600.00	7,200.00
Total Amenities - Security	4,656.75	1,690.00	-2,966.75	20,700.00
Repairs/Common Area Maintenance				
Grounds Maintenance	0.00	1,000.00	1,000.00	12,000.00
Total Repairs/Common Area Maintenance	0.00	1,000.00	1,000.00	12,000.00
Total Operating Expense	8,952.42	10,201.00	1,248.58	118,053.00
Total Operating Income	24,682.00	17,785.36	6,896.64	769,119.32
Total Operating Expense	8,952.42	10,201.00	1,248.58	118,053.00
NOI - Net Operating Income	15,729.58	7,584.36	8,145.22	651,066.32
Total Income	24,682.00	17,785.36	6,896.64	769,119.32
Total Expense	8,952.42	10,201.00	1,248.58	118,053.00
Net Income	15,729.58	7,584.36	8,145.22	651,066.32

Budget v. Actual YTD

Properties: Pointe Services Association - PO Box 1878 Bloomington, IN 47402

As of: Mar 2023

Additional Account Types: None

Accounting Basis: Accrual

Level of Detail: Detail View

Account Name	YTD Actual	YTD Budget	YTD \$ Var.
Income			
Rental Units - Special Assessment	18,600.00	3,450.00	15,150.00
Delinquency	100.00	-3,450.68	3,550.68
Fees			
Sales - Gate Cards/Remotes	9,600.00	1,200.00	8,400.00
Administrative Fee	14,000.00	13,800.00	200.00
Late Fees	1,625.00	999.00	626.00
Legal Fee Reimbursement	0.00	0.00	0.00
Total Fees	25,225.00	15,999.00	9,226.00
PSA Quarterly Assessments	172,431.00	180,964.51	-8,533.51
Interest Income - Savings Acct	1.05	3.00	-1.95
Total Operating Income	216,357.05	196,965.83	19,391.22
Expense			
Administrative & Insurance			
Bank Fees	20.00	30.00	10.00
Management Fees	6,150.00	6,150.00	0.00
Meeting Expense	0.00	50.00	50.00
Office Supplies	502.07	150.00	-352.07
Website Admin	0.00	120.00	120.00
Miscellaneous - Admin Expense	149.90	4,998.00	4,848.10
Interest Expense	2,093.17	0.00	-2,093.17
Copies/Envelopes/Supplies	0.00	300.00	300.00
Postage	64.31	600.00	535.69
Insurance Premiums	0.00	0.00	0.00
Audit & Tax Preparation	245.00	0.00	-245.00
Legal Fees	629.97	1,500.00	870.03
Other Miscellaneous Fees	0.00	300.00	300.00
Total Administrative & Insurance	9,854.42	14,198.00	4,343.58
Misc	0.00	550.00	550.00

Budget v. Actual YTD

Account Name	YTD Actual	YTD Budget	YTD \$ Var.
Utilities			
Electricity	2,772.68	2,280.00	-492.68
Water	249.74	60.00	-189.74
Sewer	251.60	120.00	-131.60
Telephone/Internet Guard Building	555.08	600.00	44.92
Snow Removal	3,980.00	3,000.00	-980.00
Total Utilities	7,809.10	6,060.00	-1,749.10
Landscaping			
Landscape Service	0.00	375.00	375.00
Total Landscaping	0.00	375.00	375.00
Amenities - Security			
Security Service	1,993.39	3,270.00	1,276.61
Security System Maintenance	0.00	0.00	0.00
Security Gate/Computer System	4,656.75	0.00	-4,656.75
Security Supplies	0.00	1,800.00	1,800.00
Total Amenities - Security	6,650.14	5,070.00	-1,580.14
Repairs/Common Area Maintenance			
Grounds Maintenance	346.76	3,000.00	2,653.24
Total Repairs/Common Area Maintenance	346.76	3,000.00	2,653.24
Total Operating Expense	24,660.42	29,253.00	4,592.58
Total Operating Income	216,357.05	196,965.83	19,391.22
Total Operating Expense	24,660.42	29,253.00	4,592.58
NOI - Net Operating Income	191,696.63	167,712.83	23,983.80
Total Income	216,357.05	196,965.83	19,391.22
Total Expense	24,660.42	29,253.00	4,592.58
Net Income	191,696.63	167,712.83	23,983.80



Date: April 16, 2023

To: Milan Milivojevic, Melissa Emily, Jack Krajnak

From: Jeff Schroeder & Vince Juarez

Re: Client Report (March 2023)

Financial Overview:

We finished March with revenues of \$40,049 vs. a budget goal of \$46,350 and 2022 same period revenues of \$36,231. The course opened on March 1. The weather was good then turned on us, but overall March was a solid month.

Eagle Pointe March										
	Monthly Data					Year to Date				
	Current	Budget	Variance to Budget	Prior Year	Variance to Prior Year	Actual	Budget	Variance to Budget	Prior Year	Variance to Prior Year
Revenues										
Green Fees	15,427	15,750	(323)	15,079	348	15,427	15,750	(323)	15,179	248
Green Fees - Dues	2,816	2,250	566	2,164	652	2,816	2,250	566	2,164	652
Cart Fees	13,263	18,500	(5,237)	14,381	(1,118)	39,516	55,500	(15,984)	43,057	(3,541)
Merchandises	5,194	4,000	1,194	3,507	1,687	7,425	4,000	3,425	5,197	2,228
Lessons	240	-	240	-	240	240	-	240	225	15
Other Pro Shop Revenue	-	-	-	-	-	-	-	-	-	-
Lessons - Private	315	-	315	-	315	315	-	315	-	315
Lesson- Clinics	304	1,750	(1,446)	7	297	304	1,750	(1,446)	7	297
Pro Shop Other	2,450	4,100	(1,650)	1,093	1,357	4,550	12,300	(7,750)	6,018	(1,468)
Range	40	-	40	-	40	140	-	140	-	140
Cabin Rental	-	-	-	-	-	-	-	-	-	-
Total Facility Revenues	40,049	46,350	(6,301)	36,231	3,818	70,733	91,550	(20,817)	71,847	(1,114)

Summary Review & Revenue Generation:

The opening of the course on March 1 brought good activity as the weather was very mild. With more traffic, more sales in the golf shop were generated. Middle to end of month the weather was a little rough. Overall, a good March.

	Monthly Data					Year to Date				
	Current	Budget	Variance to Budget	Prior Year	Variance to Prior Year	Actual	Budget	Variance to Budget	Prior Year	Variance to Prior Year
Cost of Sales										
Merchandise	4,077	2,760	1,317	2,487	1,590	6,161	2,760	2	3,989	2,172
Obsolete Merchandise	-	-	-	-	-	-	-	-	-	-
Food & Beverage	-	-	-	-	-	-	-	-	-	-
Total Cost of Sales	4,077	2,760	1,317	2,487	1,590	6,161	2,760	3,401	3,989	2,172
Merchandise %	78%	69%		71%		83%	69%		77%	

COGS:

- Cost of goods- We are working on reducing the inventory levels. As we get into the season pricing will increase and COGS% will fall in line with expectations.
- With KSM vendor discounts and some early buying opportunities COGS should start to drop in the coming months.

Expenses & Payroll

	Monthly Data					Year to Date				
	Current	Budget	Variance to Budget	Prior Year	Variance to Prior Year	Actual	Budget	Variance to Budget	Prior Year	Variance to Prior Year
By Department										
Green Fee Expense	11,833	16,510	(4,677)	15,075	(3,242)	24,685	26,210	(1,525)	20,440	4,245
Green Fee Payroll	20,263	24,870	(4,607)	16,431	3,832	50,816	60,894	(10,078)	45,030	5,786
Total C&G Expense	32,096	41,380	(9,284)	31,506	590	75,501	87,104	(11,603)	65,470	10,031
Cart Fee Expense	-	750	(750)	409	(409)	-	1,500	(1,500)	588	(588)
Cart Fee Payroll	-	-	-	771	(771)	-	-	-	1,063	(1,063)
Total Carts Expense	-	750	(750)	1,180	(1,180)	-	1,500	(1,500)	1,651	(1,651)
Range Expense	-	-	-	1,750	(1,750)	-	-	-	1,750	(1,750)
Range Payroll	-	-	-	-	-	-	-	-	-	-
Total Range Expense	-	-	-	1,750	(1,750)	-	-	-	1,750	(1,750)
F&B Expense	-	-	-	-	-	-	-	-	-	-
F&B Payroll	-	-	-	-	-	-	-	-	-	-
Total F&B Expense	-	-	-	-	-	-	-	-	-	-
Golf Shop Expense	363	450	(87)	522	(159)	916	1,350	(434)	3,665	(2,749)
Golf Shop Payroll	3,727	5,540	(1,813)	12,590	(8,863)	10,574	13,628	(3,054)	35,669	(25,095)
Total Golf Expense	4,090	5,990	(1,900)	13,112	(9,022)	11,490	14,978	(3,488)	39,334	(27,844)
G&A Expense	12,472	16,406	(3,934)	14,026	(1,554)	33,093	46,381	(13,288)	40,269	(7,176)
G&A Payroll	8,302	8,188	114	2,719	5,583	23,648	25,205	(1,557)	8,447	15,201
Total G&A Expense	20,774	24,594	(3,820)	16,745	4,029	56,741	71,586	(14,845)	48,716	8,025
Marketing Expense	607	750	(143)	504	103	1,821	3,750	(1,929)	716	1,105
Marketing Payroll	-	-	-	-	-	-	-	-	-	-
Total Marketing Expense	607	750	(143)	504	103	1,821	3,750	(1,929)	716	1,105
Total Expenses	57,567	73,464	(15,897)	64,797	(7,230)	145,553	178,918	(33,365)	157,637	(12,084)
Expense Growth			-22%		-11%			-19%		-8%

Eagle Pointe Golf Club Operating Expenses were \$25,275 for March 2023 vs \$32,286 for March 2022. March 2023 operating expenses were \$15,987 favorable to budget.

Green Fee Expense +\$4,677 favorable to budget for the month

We did not have any unexpected expenses in March 2023. Large costs in March were \$5,511 for Fert/Chem, \$3,509 in Equipment Repair and \$845 for course accessories. YTD we are favorable to budget spending \$24,685 vs. a budget of \$26,210.

Golf Shop +\$87 favorable

We spent \$363 vs. a budget goal of \$450 and the prior year same period spend of \$522.

General & Administrative Expense +\$3,934 favorable

We spent \$12,472 vs. a budget of \$16,406 and same period prior year spent of \$14,026. Large spends in March included Electric, Insurance and Taxes.

Payroll Breakdown	Current	Budget	Variance to Budget	Prior Year	Variance To Prior Year	Actual	Budget	Variance to Budget	Prior Year	Variance to Prior Year
Green Fees	20,263	24,870	(4,607)	16,431	3,832	50,816	60,894	(10,078)	45,030	5,786
Cart	-	-	-	771	(771)	-	-	-	1,063	(1,063)
Range	-	-	-	-	-	-	-	-	-	-
F&B	-	-	-	-	-	-	-	-	-	-
Golf Shop	3,727	5,540	(1,813)	12,590	(8,863)	10,574	13,628	(3,054)	35,669	(25,095)
G&A	8,302	8,188	114	2,719	5,583	23,648	25,205	(1,557)	8,447	15,201
Marketing	-	-	-	-	-	-	-	-	-	-
Total Payroll	32,292	38,598	(6,306)	32,511	(219)	85,038	99,727	(14,689)	90,209	(5,171)

Total payroll March 2023 was \$32,292 compared to a budget of \$38,598 and 2022 March payroll of \$32,511.

Golf Shop +\$1,813 favorable to budget

March payroll was \$3,727 vs. a budget goal of \$5,540. Prior year actual \$12,590. Prior year was higher due to the hiring of the new professional and the previous professional still on payroll for a short time.

Course & Grounds +\$4,607 favorable to budget

We spent \$20,263 vs. a budget goal of \$24,870 and 2022 spend of \$16,43.

General & Administrative +\$114 unfavorable to budget

EBITDA:

	Monthly Data					Year to Date				
	Current	Budget	Variance to Budget	Prior Year	Variance to Prior Year	Actual	Budget	Variance to Budget	Prior Year	Variance to Prior Year
EBITDA	(21,560)	(29,874)	8,314	(31,053)	9,493	(80,946)	(90,128)	9,182	(89,779)	8,833
as of % of Gross Revenues	-54%	-64%	-132%	-86%	249%	-114%	-98%	-44%	-125%	-793%

For the month of March our EBITDA is - \$21,560 vs. a budget goal of -\$29,874. YTD we are favorable to budget.

Rounds Data	Current	Budget	% of Budget	Prior Year	% of Prior	Actual	Budget	% of Budget	Prior Year	% of Prior
Total Rounds	819	750	109%	895	92%	819	750	109%	895	92%

Rounds:

We are off to a great start with 819 rounds in March vs. a budget of 750 rounds.

Departmental Reports

Pro Shop

- New merchandise has arrived.
- New Platinum Golf events were announced along with the Tuesday Night Twilight league.

Grounds.

- Chad and his crew did an amazing job getting the course ready for the March 1st opening, despite not having a full crew. More crew members will come onboard in April.
- Tim, the mechanic continues to work on equipment to keep up with all the mowing.
- Good news: We are being told that the new Toro Fairway unit will be arriving in late May.

Marketing

- Mary Kate, with Kemper continues to upgrade our website, the website calendar is updated with new events.
- Plans for the 50th Anniversary celebration are being worked on such as logos, event information etc.

The Golf Club at Eagle Pointe
Summary Income Statement
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES												
18,243	18,000	101%	17,243	106%	Green Fees & Cart Fees	18,243	18,000	101%	17,343	105%	580,800	479,796
5,194	4,000	130%	3,507	148%	Merchandise	7,425	4,000	186%	5,197	143%	113,250	114,918
590	2,350	25%	1,093	54%	Other Pro Shop	590	7,050	8%	2,443	24%	43,300	60,459
304	1,750	17%	7	4064%	Range	304	1,750	17%	7	4064%	15,589	11,857
0	0	0%	0	0%	Food and Beverage	0	0	0%	0	0%	25,000	0
13,263	18,500	72%	14,381	92%	Membership Dues	39,516	55,500	71%	43,057	92%	222,000	181,578
40	0	0%	0	0%	Other Operating Revenues	140	0	0%	0	0%	0	230
2,450	1,750	140%	0	0%	Other G&A Income	4,550	5,250	87%	3,800	120%	21,000	22,608
40,084	46,350	86%	36,230	111%	TOTAL REVENUE	70,768	91,550	77%	71,847	98%	1,020,939	871,445
COST OF SALES												
4,077	2,760	148%	2,487	164%	Merchandise	6,161	2,760	223%	3,989	154%	78,143	86,572
0	0	0%	0	0%	Food & Beverage	0	0	0%	0	0%	8,750	0
4,077	2,760	148%	2,487	164%	TOTAL COGS	6,161	2,760	223%	3,989	154%	86,893	86,572
78.5%	69.0%	113.8%	70.9%	110.7%	COGS - Merchandise %	83.0%	69.0%	120.2%	76.8%	108.1%	69.0%	950.3%
0.0%	0.0%	0.0%	0.0%	0.0%	COGS - Food & Beverage %	0.0%	0.0%	0.0%	0.0%	0.0%	35.0%	0.0%
PAYROLL												
20,263	24,870	81%	16,431	123%	Course and Grounds	50,816	60,894	83%	45,030	113%	325,031	267,682
0	0	0%	771	0%	Carts, Range, Starters, Etc.	0	0	0%	1,063	0%	14,859	12,296
3,727	5,540	67%	12,590	30%	Pro Shop	10,574	13,628	78%	35,669	30%	77,210	133,722
0	0	0%	0	0%	Food and Beverage	0	0	0%	0	0%	4,505	0
8,302	8,188	101%	2,719	305%	General and Administrative	23,648	25,205	94%	8,447	280%	111,187	58,712
32,292	38,598	84%	32,510	99%	TOTAL PAYROLL	85,038	99,727	85%	90,209	94%	532,792	472,412
OPERATING EXPENSES												
11,833	16,510	72%	15,075	78%	Course and Grounds	24,685	26,210	94%	20,440	121%	154,940	156,211
0	750	0%	2,159	0%	Carts, Range, Starters, Etc.	0	1,500	0%	2,338	0%	64,650	66,702
363	450	81%	522	70%	Pro Shop	916	1,350	68%	3,665	25%	18,925	22,576
12,472	16,406	76%	14,026	89%	General and Administrative	33,093	46,381	71%	40,269	82%	254,882	202,601
607	750	81%	504	120%	Marketing	1,821	3,750	49%	716	254%	10,500	6,045
25,275	34,866	72%	32,286	78%	TOTAL OPERATING EXPENSES	60,514	79,191	76%	67,429	90%	503,897	454,135
61,643	76,224	81%	67,284	92%	TOTAL EXPENSES	151,713	181,678	84%	161,626	94%	1,123,581	1,013,119
(21,559)	(29,874)	72%	(31,054)	69%	EBITDA	(80,945)	(90,128)	90%	(89,779)	90%	(102,642)	(141,674)
(6,000)	(9,500)	63%	(5,000)	120%	MANAGEMENT FEES	(18,000)	(21,500)	84%	(15,000)	120%	(75,500)	(77,898)
FINANCING ACTIVITY												
(2,842)	(2,500)	114%	(2,824)	101%	Interest Expense - Debt	(8,968)	(7,500)	120%	(9,003)	100%	(30,000)	(38,181)
(2,842)	(2,500)	114%	(2,824)	101%	TOTAL FINANCING ACTIVITY	(8,968)	(7,500)	120%	(9,003)	100%	(30,000)	(38,181)
OTHER INCOME (EXPENSE)												
0	0	0%	0	0%	Depreciation & Amortization	0	0	0%	0	0%	0	(6,001)
0	0	0%	0	0%	Other Expenses / Capital Reserve / Impairment	0	0	0%	0	0%	0	(4,300)
0	0	0%	0	0%	TOTAL OTHER INCOME (EXPENSE)	0	0	0%	0	0%	0	(10,301)
(30,401)	(41,874)	73%	(38,878)	78%	NET INCOME	(107,912)	(119,128)	91%	(113,782)	95%	(208,142)	(268,053)
502	750	67%	534	94%	Paid Rounds	502	750	67%	534	94%	24,200	11,481
304	0	0%	351	87%	Member Rounds	304	0	0%	351	87%	0	8,585
13	0	0%	10	130%	Other Rounds	13	0	0%	10	130%	0	378
819	750	109%	895	92%	Total Rounds	819	750	109%	895	92%	24,200	20,444
80	62	129%	68	118%	Revenue/Paid Rounds	141	122	115%	135	105%	42	1,413
49	62	79%	40	121%	Revenue/Total Rounds	86	122	71%	80	108%	42	750
36	24	151%	32	113%	Green Fees / Cart Fees per Paid Rounds	36	24	151%	32	112%	24	441
22	24	93%	19	116%	Green Fees / Cart Fees per Total Rounds	22	24	93%	19	115%	24	244
0	0	0%	0	0%	F&B Revenue/Total Rounds	0	0	0%	0	0%	1	0
6	5	119%	4	162%	Merchandise Revenue/Total Rounds	9	5	170%	6	156%	5	113

The Golf Club at Eagle Pointe
Balance Sheet
As of March 31, 2023

	03/31/23	12/31/22	03/31/22
ASSETS			
CURRENT ASSETS:			
Cash			
Cash - Operating	18,115	12,156	(1,438)
Cash - Payroll	31,729	0	0
Cash - Manual Checks	0	55	55
Cash - Housebank & Other	380	1,130	1,506
Total Cash	50,224	13,341	123
Accounts Receivable			
A/R Trade	3,945	5,204	17,733
Total Accounts Receivable	3,945	5,204	17,733
Other Current Assets			
Inventory - Merchandise	69,113	47,538	62,046
Prepaid Insurance	2,584	2,981	0
Prepaid Exp - Other	66,627	8,527	4,122
Other Current Assets - Taxes	0	0	765
Total Other Current Assets	138,325	59,046	66,933
TOTAL CURRENT ASSETS	192,495	77,592	84,789
PROPERTY, PLANT AND EQUIPMENT:			
Land	484,343	484,343	482,894
Buildings	267,123	267,123	267,123
Furniture and Fixtures	815,696	813,455	588,497
Land Improvements	286,926	286,926	282,478
Property Plant and Equipment	1,854,088	1,851,847	1,620,992
Accumulated Depreciation	(145,836)	(145,836)	(145,836)
TOTAL PROPERTY, PLANT AND EQUIPMENT	1,708,253	1,706,011	1,475,157
OTHER ASSETS:			
Deposits (in ST section of chart)	2,265	2,265	2,265
Goodwill and Other Intangibles	45,005	45,005	45,005
Accumulated Amortization	(9,001)	(9,001)	(3,000)
Net Goodwill and Other Intangibles	36,004	36,004	42,005
TOTAL OTHER ASSETS	38,269	38,269	44,270
TOTAL ASSETS	1,939,016	1,821,872	1,604,215

The Golf Club at Eagle Pointe
Balance Sheet
As of March 31, 2023

	03/31/23	12/31/22	03/31/22
LIABILITIES AND STOCKHOLDERS' EQUITY			
CURRENT LIABILITIES:			
Accts Pay - Trade	151,055	20,504	33,447
Accts Pay - Other	1,798	14,898	3,233
Accrued Expenses	2,895	0	9,168
Accrued Payroll	6,888	0	0
Accrued Taxes	27,115	21,582	25,702
Deferred Revenue	168,533	204,021	151,244
Current Portion of Debt	254,880	254,880	504,880
Current Portion of Capital Leases	248,632	272,481	128,138
Other Current Liabilities	0	0	1,000
TOTAL CURRENT LIABILITIES	861,795	788,367	856,813
LONG-TERM LIABILITIES:			
Long-term debt	149,738	149,738	149,738
TOTAL LONG-TERM LIABILITIES	149,738	149,738	149,738
TOTAL LIABILITIES	1,011,533	938,104	1,006,551
STOCKHOLDER'S EQUITY			
Common Stock	2,117,588	1,965,960	1,519,716
Retained Earnings	(1,190,105)	(1,082,192)	(922,051)
Net Retained Earnings	(1,190,105)	(1,082,192)	(922,051)
Stockholders Equity	927,483	883,768	597,665
TOTAL STOCKHOLDER'S EQUITY	927,483	883,768	597,665
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	1,939,016	1,821,872	1,604,215

The Golf Club at Eagle Pointe
Summary of All Units
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES												
15,427	15,750	98%	15,079	102%	Green Fees	15,427	15,750	98%	15,179	102%	508,200	423,702
2,816	2,250	125%	2,164	130%	Cart Fee	2,816	2,250	125%	2,164	130%	72,600	56,094
13,263	18,500	72%	14,381	92%	Dues	39,516	55,500	71%	43,057	92%	222,000	181,578
5,194	4,000	130%	3,507	148%	Merchandise	7,425	4,000	186%	5,197	143%	113,250	114,918
35	0	0%	0	0%	Handicap Fee	35	0	0%	0	0%	0	35
240	0	0%	0	0%	Lessons	240	0	0%	225	107%	10,000	5,603
0	0	0%	0	0%	Other Pro Shop Revenue	0	0	0%	0	0%	0	25,384
315	0	0%	0	0%	Rental Clubs	315	0	0%	0	0%	5,100	3,850
0	2,350	0%	1,093	0%	Hole Sponsorship Program	0	7,050	0%	2,218	0%	28,200	25,588
304	1,750	17%	7	4064%	Range Beverage	304	1,750	17%	7	4064%	15,589	11,857
0	0	0%	0	0%	Beer	0	0	0%	0	0%	5,000	0
0	0	0%	0	0%	Fitness Revenue	140	0	0%	0	0%	20,000	0
40	0	0%	0	0%	Boat Slip Rental	4,550	5,250	87%	3,800	120%	21,000	21,560
2,450	1,750	140%	0	0%	Cabin Rental	0	0	0%	0	0%	0	1,048
0	0	0%	0	0%								
40,084	46,350	86%	36,230	111%	Total Revenues	70,768	91,550	77%	71,847	98%	1,020,939	871,445
COST OF GOODS SOLD												
4,077	2,760	148%	2,487	164%	COGS - Merchandise	6,161	2,760	223%	3,989	154%	78,143	86,572
0	0	0%	0	0%	COGS - Beverage	0	0	0%	0	0%	1,750	0
0	0	0%	0	0%	COGS - Beer	0	0	0%	0	0%	7,000	0
4,077	2,760	148%	2,487	164%	Total COGS	6,161	2,760	223%	3,989	154%	86,893	86,572
36,007	43,590	83%	33,743	107%	GROSS MARGIN	64,608	88,790	73%	67,858	95%	934,046	784,873
78.49%	69.00%	113.75%	70.93%	110.66%	COGS - Merchandise %	82.97%	69.00%	120.24%	76.76%	108.10%	69.00%	950.29%
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - Beverage %	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - Beer %	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - All Food & Bev	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
PAYROLL												
20,695	21,250	97%	18,561	111%	Gross Payroll - Salaried	60,750	61,750	98%	54,128	112%	247,000	242,389
6,080	10,009	61%	9,886	62%	Gross Payroll - Hourly	13,185	17,257	76%	23,406	56%	189,283	176,908
26,775	31,259	86%	28,447	94%	S/T Wages	73,935	79,007	94%	77,535	95%	436,284	419,297
1,865	2,391	78%	2,434	77%	Payroll Tax - FICA	5,244	6,044	87%	7,363	71%	33,376	34,909
72	1,013	7%	0	0%	Payroll Tax - UC	449	3,608	12%	0	0%	11,699	449
310	1,563	20%	208	149%	Payroll Tax - WC	610	3,950	15%	551	111%	22,509	2,463
3,270	2,372	138%	1,421	230%	Benefits	4,799	7,117	67%	4,760	101%	28,926	15,294
5,516	7,340	75%	4,063	136%	S/T Adders	11,102	20,720	54%	12,674	88%	96,509	53,116
32,292	38,598	84%	32,510	99%	TOTAL PAYROLL	85,038	99,727	85%	90,209	94%	532,792	472,412
OPERATING EXPENSES												
86	0	0%	0	0%	Cleaning Supplies	86	0	0%	0	0%	0	476
1,101	0	0%	0	0%	Computer Supplies	1,154	0	0%	0	0%	0	1,154
845	750	113%	151	561%	Course Accessories	845	1,750	48%	151	561%	6,000	5,541
5,511	5,000	110%	3,630	152%	Fertilizer	5,511	5,000	110%	3,630	152%	50,000	61,507
0	1,500	0%	1,694	0%	Gas/Oil	1,680	2,750	61%	1,694	99%	20,750	20,282
0	0	0%	67	0%	Hospitality	0	0	0%	110	0%	0	680
0	200	0%	0	0%	Laundry/Uniforms	0	600	0%	0	0%	2,900	1,407
0	0	0%	0	0%	Mulch	0	0	0%	0	0%	2,250	2,519
0	0	0%	65	0%	Paper/Stationery	0	0	0%	199	0%	0	111
0	0	0%	0	0%	Pool Supplies	0	0	0%	0	0%	15,000	14,557
0	0	0%	1,750	0%	Range Balls	0	0	0%	1,750	0%	5,000	5,980
0	1,000	0%	0	0%	Sand/Topdress	0	1,000	0%	0	0%	6,000	3,474
0	0	0%	0	0%	Shop Supplies	0	0	0%	412	0%	0	455
169	0	0%	0	0%	Small Tools	169	0	0%	0	0%	0	843
0	0	0%	147	0%	Staff/Volunteer Uniforms	0	0	0%	301	0%	0	619
181	750	24%	226	80%	Supplies	181	1,650	11%	2,630	7%	7,550	3,172
779	750	104%	902	86%	Aquatic Weed Management	779	750	104%	902	86%	5,250	5,826
0	100	0%	191	0%	Cable Tv Expense	0	300	0%	531	0%	1,200	682
0	750	0%	409	0%	Cart Repairs	0	1,500	0%	588	0%	5,500	6,668
0	660	0%	0	0%	Contract Labor	0	660	0%	0	0%	5,940	5,280
(221)	100	-221%	74	-300%	Garbage Removal	221	300	74%	221	100%	1,200	874
0	0	0%	0	0%	Handicap Expense	0	0	0%	0	0%	800	751
0	1,500	0%	2,131	0%	Irrigation	0	1,500	0%	2,131	0%	12,000	6,243
0	0	0%	0	0%	Lesson Expense	0	0	0%	225	0%	0	4,380
0	75	0%	72	0%	Pest Control	92	225	41%	216	43%	900	1,084
3,509	2,250	156%	3,470	101%	Repair & Maint - Equipment	7,234	6,750	107%	4,174	173%	27,000	16,912
1,184	1,000	118%	1,852	64%	Repair & Maint - Building	1,852	1,240	149%	2,787	44%	12,000	4,073
0	1,500	0%	1,200	0%	Repair & Maint - Roads	4,220	1,500	281%	3,410	124%	1,500	4,220
0	0	0%	0	0%	Cart Lease	0	0	0%	0	0%	52,650	52,649
0	0	0%	0	0%	Cart Rental - Short Term	0	0	0%	0	0%	0	1,043
200	850	24%	579	35%	Equipment Lease	644	2,550	25%	2,694	24%	10,200	7,641
626	1,000	63%	2,705	23%	Equipment Rental	1,717	3,000	57%	4,153	41%	12,000	22,063
2,357	1,393	169%	721	327%	Utilities - Electric	5,404	3,106	174%	2,049	264%	42,282	46,807

The Golf Club at Eagle Pointe
Summary of All Units
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
14	750	2%	1,287	1%	Utilities - Gas	1,663	2,250	74%	3,404	49%	9,000	5,441
163	206	79%	107	153%	Utilities - Telephone/Fax	380	481	79%	319	119%	1,606	1,406
(265)	668	-40%	668	-40%	Utilities - Water	421	2,143	20%	2,143	20%	15,901	11,637
607	1,250	49%	737	82%	Advertising & Promotion	1,821	3,750	49%	1,507	121%	15,000	8,065
370	485	80%	480	80%	Auto Expense	1,765	1,395	127%	1,380	128%	5,580	5,959
188	300	63%	56	335%	Bank Charges	536	900	60%	185	289%	3,600	1,084
(2)	0	0%	0	0%	Cash Short/(Over)	(2)	0	0%	0	0%	0	(2)
150	100	150%	53	286%	Cell Phone	400	300	133%	360	111%	1,200	1,744
0	0	0%	0	0%	Contributions - Charitable	0	0	0%	0	0%	0	5,000
436	1,136	38%	532	82%	Credit Card Discounts	2,919	2,243	130%	1,743	167%	25,013	27,731
272	0	0%	3	8491%	Dues & Subscriptions	1,641	0	0%	91	1812%	4,125	5,800
0	0	0%	0	0%	Education & Training	0	1,500	0%	207	0%	1,500	0
2,598	3,000	87%	3,142	83%	Insurance Expense	7,620	9,000	85%	9,426	81%	36,000	25,806
0	750	0%	0	0%	Miscellaneous	0	2,250	0%	0	0%	17,500	3,145
1,000	1,000	100%	0	0%	O/S - Accounting	3,000	3,000	100%	0	0%	12,000	3,000
0	0	0%	0	0%	O/S - Legal	0	0	0%	0	0%	0	722
510	750	68%	578	85%	Payroll Processing Fee	510	2,000	26%	1,484	34%	8,750	7,787
0	0	0%	0	0%	Postage/Shipping	0	0	0%	0	0%	0	127
(47)	0	0%	0	0%	Purchase Discounts	(47)	0	0%	0	0%	0	(47)
12	0	0%	0	0%	Tax/Licenses/Fees	9	0	0%	100	9%	900	831
1,821	2,588	70%	2,500	73%	Taxes - Real Estate	5,464	7,763	70%	7,500	73%	31,050	20,964
0	0	0%	0	0%	Travel - Auto	0	0	0%	1,733	0%	0	0
752	0	0%	0	0%	Travel - Other	752	0	0%	0	0%	0	853
0	575	0%	130	0%	Website Expenses	0	1,725	0%	176	0%	6,900	368
366	200	183%	0	0%	Employee Meals	484	600	81%	715	68%	2,400	6,740
25,275	34,866	72%	32,286	78%	TOTAL OPERATING EXPEN	60,514	79,191	76%	67,429	90%	503,897	454,135
(21,559)	(29,874)	72%	(31,054)	69%	EBITDA	(80,945)	(90,128)	90%	(89,779)	90%	(102,642)	(141,674)
6,000	9,500	63%	5,000	120%	Management Fee	18,000	21,500	84%	15,000	120%	75,500	63,000
0	0	0%	0	0%	Incentive Management Fee	0	0	0%	0	0%	0	14,898
6,000	9,500	63%	5,000	120%	Management Fees	18,000	21,500	84%	15,000	120%	75,500	77,898
2,842	2,500	114%	2,824	101%	Interest Expense - Other	8,968	7,500	120%	9,003	100%	30,000	38,181
2,842	2,500	114%	2,824	101%	S/T Interest Expense	8,968	7,500	120%	9,003	100%	30,000	38,181
0	0	0%	0	0%	Amort - Def. Finance	0	0	0%	0	0%	0	6,001
0	0	0%	0	0%	S/T DEPR. & AMORT	0	0	0%	0	0%	0	6,001
0	0	0%	0	0%	Non-Operating Expenses	0	0	0%	0	0%	0	4,300
0	0	0%	0	0%	S/T OTHER EXPENSES	0	0	0%	0	0%	0	4,300
(30,401)	(41,874)	73%	(38,878)	78%	NET INCOME	(107,912)	(119,128)	91%	(113,782)	95%	(208,142)	(268,053)

The Golf Club at Eagle Pointe
Greens Fees
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
15,427	15,750	98%	15,079	102%	REVENUES							
					Green Fees	15,427	15,750	98%	15,179	102%	508,200	423,702
15,427	15,750	98%	15,079	102%	Total Revenues	15,427	15,750	98%	15,179	102%	508,200	423,702
15,427	15,750	98%	15,079	102%	GROSS MARGIN	15,427	15,750	98%	15,179	102%	508,200	423,702
					PAYROLL							
10,646	10,417	102%	9,964	107%	Gross Payroll - Salaried	31,250	31,250	100%	28,929	108%	125,000	123,765
5,615	9,477	59%	4,466	126%	Gross Payroll - Hourly	12,180	16,220	75%	10,174	120%	138,067	113,598
16,261	19,894	82%	14,431	113%	S/T Wages	43,430	47,470	91%	39,102	111%	263,067	237,362
1,078	1,522	71%	1,391	78%	Payroll Tax - FICA	2,971	3,631	82%	4,100	72%	20,125	21,301
45	732	6%	0	0%	Payroll Tax - UC	263	2,235	12%	0	0%	7,185	263
180	995	18%	0	0%	Payroll Tax - WC	354	2,374	15%	0	0%	13,573	354
2,699	1,728	156%	609	443%	Benefits	3,798	5,184	73%	1,828	208%	21,082	8,402
4,002	4,976	80%	2,000	200%	S/T Adders	7,386	13,424	55%	5,928	125%	61,965	30,320
20,263	24,870	81%	16,431	123%	TOTAL PAYROLL	50,816	60,894	83%	45,030	113%	325,031	267,682
					OPERATING EXPENSES							
845	750	113%	151	561%	Course Accessories	845	1,750	48%	151	561%	6,000	5,541
5,511	5,000	110%	3,630	152%	Fertilizer	5,511	5,000	110%	3,630	152%	50,000	61,507
0	1,500	0%	1,694	0%	Gas/Oil	1,680	2,750	61%	1,694	99%	20,750	20,282
0	0	0%	0	0%	Laundry/Uniforms	0	0	0%	0	0%	500	0
0	0	0%	0	0%	Mulch	0	0	0%	0	0%	2,250	2,519
0	1,000	0%	0	0%	Sand/Topdress	0	1,000	0%	0	0%	6,000	3,474
0	0	0%	0	0%	Shop Supplies	0	0	0%	412	0%	0	455
169	0	0%	0	0%	Small Tools	169	0	0%	0	0%	0	843
181	250	72%	57	317%	Supplies	181	500	36%	425	43%	750	1,524
779	750	104%	902	86%	Aquatic Weed Management	779	750	104%	902	86%	5,250	5,826
0	660	0%	0	0%	Contract Labor	0	660	0%	0	0%	5,940	5,280
0	1,500	0%	2,131	0%	Irrigation	0	1,500	0%	2,131	0%	12,000	6,243
3,509	2,000	175%	2,982	118%	Repair & Maint - Equipment	7,234	6,000	121%	3,495	207%	24,000	14,431
0	500	0%	0	0%	Repair & Maint - Building	55	1,500	4%	0	0%	6,000	55
0	1,500	0%	1,200	0%	Repair & Maint - Roads	4,220	1,500	281%	3,410	124%	1,500	4,220
626	1,000	63%	2,329	27%	Equipment Rental	1,717	3,000	57%	3,777	45%	12,000	17,874
0	0	0%	0	0%	Auto Expense	1,395	0	0%	0	0%	0	1,395
0	0	0%	0	0%	Dues & Subscriptions	603	0	0%	0	0%	800	603
0	0	0%	0	0%	Education & Training	0	0	0%	207	0%	0	0
0	0	0%	0	0%	Miscellaneous	0	0	0%	0	0%	0	565
213	100	213%	0	0%	Employee Meals	295	300	98%	207	142%	1,200	3,574
11,833	16,510	72%	15,075	78%	TOTAL OPERATING EXPEN	24,685	26,210	94%	20,440	121%	154,940	156,211
(16,669)	(25,630)	65%	(16,427)	101%	EBITDA	(60,074)	(71,354)	84%	(50,291)	119%	28,229	(192)
(16,669)	(25,630)	65%	(16,427)	101%	NET INCOME	(60,074)	(71,354)	84%	(50,291)	119%	28,229	(192)

The Golf Club at Eagle Pointe
Carts
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
2,816	2,250	125%	2,164	130%	REVENUES							
					Cart Fee	2,816	2,250	125%	2,164	130%	72,600	56,094
2,816	2,250	125%	2,164	130%	Total Revenues	2,816	2,250	125%	2,164	130%	72,600	56,094
2,816	2,250	125%	2,164	130%	GROSS MARGIN	2,816	2,250	125%	2,164	130%	72,600	56,094
					PAYROLL							
0	0	0%	771	0%	Gross Payroll - Hourly	0	0	0%	1,063	0%	12,574	12,296
0	0	0%	771	0%	S/T Wages	0	0	0%	1,063	0%	12,574	12,296
0	0	0%	0	0%	Payroll Tax - FICA	0	0	0%	0	0%	962	0
0	0	0%	0	0%	Payroll Tax - UC	0	0	0%	0	0%	671	0
0	0	0%	0	0%	Payroll Tax - WC	0	0	0%	0	0%	652	0
0	0	0%	0	0%	S/T Adders	0	0	0%	0	0%	2,285	0
0	0	0%	771	0%	TOTAL PAYROLL	0	0	0%	1,063	0%	14,859	12,296
					OPERATING EXPENSES							
0	750	0%	409	0%	Cart Repairs	0	1,500	0%	588	0%	5,500	6,668
0	0	0%	0	0%	Cart Lease	0	0	0%	0	0%	52,650	52,649
0	0	0%	0	0%	Cart Rental - Short Term	0	0	0%	0	0%	0	1,043
0	750	0%	409	0%	TOTAL OPERATING EXPENSES	0	1,500	0%	588	0%	58,150	60,360
2,816	1,500	188%	984	286%	EBITDA	2,816	750	375%	514	548%	(409)	(16,562)
2,816	1,500	188%	984	286%	NET INCOME	2,816	750	375%	514	548%	(409)	(16,562)

The Golf Club at Eagle Pointe
Range
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
304	1,750	17%	7	4064%	REVENUES	304	1,750	17%	7	4064%	15,589	11,857
304	1,750	17%	7	4064%	Range	304	1,750	17%	7	4064%	15,589	11,857
304	1,750	17%	7	4064%	Total Revenues	304	1,750	17%	7	4064%	15,589	11,857
304	1,750	17%	7	4064%	GROSS MARGIN	304	1,750	17%	7	4064%	15,589	11,857
					OPERATING EXPENSES							
0	0	0%	1,750	0%	Range Balls	0	0	0%	1,750	0%	5,000	5,980
0	0	0%	0	0%	Supplies	0	0	0%	0	0%	1,500	362
0	0	0%	1,750	0%	TOTAL OPERATING EXPENSES	0	0	0%	1,750	0%	6,500	6,342
304	1,750	17%	(1,743)	-17%	EBITDA	304	1,750	17%	(1,743)	-17%	9,089	5,515
304	1,750	17%	(1,743)	-17%	NET INCOME	304	1,750	17%	(1,743)	-17%	9,089	5,515

The Golf Club at Eagle Pointe
Food and Beverage
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
0	0	0%	0	0%	REVENUES	0	0	0%	0	0%	5,000	0
0	0	0%	0	0%	Beverage	0	0	0%	0	0%	20,000	0
0	0	0%	0	0%	Beer	0	0	0%	0	0%	25,000	0
0	0	0%	0	0%	Total Revenues	0	0	0%	0	0%		
0	0	0%	0	0%	COST OF GOODS SOLD	0	0	0%	0	0%	1,750	0
0	0	0%	0	0%	COGS - Beverage	0	0	0%	0	0%	7,000	0
0	0	0%	0	0%	COGS - Beer	0	0	0%	0	0%	8,750	0
0	0	0%	0	0%	Total COGS	0	0	0%	0	0%		
0	0	0%	0	0%	GROSS MARGIN	0	0	0%	0	0%	16,250	0
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - Beverage %	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - Beer %	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
0.00%	0.00%	0.00%	0.00%	0.00%	COGS - All Food & Bev	0.00%	0.00%	0.00%	0.00%	0.00%	35.00%	0.00%
0	0	0%	0	0%	PAYROLL	0	0	0%	0	0%	3,803	0
0	0	0%	0	0%	Gross Payroll - Hourly	0	0	0%	0	0%	3,803	0
0	0	0%	0	0%	S/T Wages	0	0	0%	0	0%	291	0
0	0	0%	0	0%	Payroll Tax - FICA	0	0	0%	0	0%	213	0
0	0	0%	0	0%	Payroll Tax - UC	0	0	0%	0	0%	198	0
0	0	0%	0	0%	Payroll Tax - WC	0	0	0%	0	0%	702	0
0	0	0%	0	0%	S/T Adders	0	0	0%	0	0%		
0	0	0%	0	0%	TOTAL PAYROLL	0	0	0%	0	0%	4,505	0
0	0	0%	0	0%	EBITDA	0	0	0%	0	0%	11,745	0
0	0	0%	0	0%	NET INCOME	0	0	0%	0	0%	11,745	0

**The Golf Club at Eagle Pointe
Golf Shop
For the Three Months Ending March 31, 2023**

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
5,194	4,000	130%	3,507	148%	REVENUES	7,425	4,000	186%	5,197	143%	113,250	114,918
35	0	0%	0	0%	Merchandise	35	0	0%	0	0%	0	35
240	0	0%	0	0%	Handicap Fee	240	0	0%	225	107%	10,000	5,603
0	0	0%	0	0%	Lessons	0	0	0%	0	0%	0	25,384
315	0	0%	0	0%	Other Pro Shop Revenue	315	0	0%	0	0%	5,100	3,850
0	2,350	0%	1,093	0%	Rental Clubs	0	7,050	0%	2,218	0%	28,200	25,588
0					Hole Sponsorship Program							
5,784	6,350	91%	4,599	126%	Total Revenues	8,015	11,050	73%	7,640	105%	156,550	175,377
					COST OF GOODS SOLD							
4,077	2,760	148%	2,487	164%	COGS - Merchandise	6,161	2,760	223%	3,989	154%	78,143	86,572
4,077	2,760	148%	2,487	164%	Total COGS	6,161	2,760	223%	3,989	154%	78,143	86,572
1,707	3,590	48%	2,112	81%	GROSS MARGIN	1,855	8,290	22%	3,651	51%	78,408	88,805
78.49%	69.00%	113.75%	70.93%	110.66%	COGS - Merchandise %	82.97%	69.00%	120.24%	76.76%	108.10%	69.00%	950.29%
					PAYROLL							
3,236	4,167	78%	6,623	49%	Gross Payroll - Salaried	9,500	10,500	90%	19,227	49%	42,000	68,934
165	531	31%	4,250	4%	Gross Payroll - Hourly	165	1,037	16%	11,159	1%	24,382	48,006
3,401	4,698	72%	10,873	31%	S/T Wages	9,665	11,537	84%	30,386	32%	66,382	116,941
260	359	72%	1,043	25%	Payroll Tax - FICA	739	863	84%	3,263	23%	5,078	12,074
23	248	9%	0	0%	Payroll Tax - UC	88	631	14%	0	0%	2,323	88
42	235	18%	0	0%	Payroll Tax - WC	82	577	14%	0	0%	3,426	82
0	0	0%	674	0%	Benefits	0	0	0%	2,021	0%	0	4,538
325	842	39%	1,717	19%	S/T Adders	909	2,091	43%	5,284	17%	10,827	16,782
3,727	5,540	67%	12,590	30%	TOTAL PAYROLL	10,574	13,628	78%	35,669	30%	77,210	133,722
					OPERATING EXPENSES							
0	200	0%	0	0%	Laundry/Uniforms	0	600	0%	0	0%	2,400	1,407
0	0	0%	147	0%	Staff/Volunteer Uniforms	0	0	0%	301	0%	0	619
0	150	0%	0	0%	Supplies	0	450	0%	389	0%	1,800	397
0	0	0%	0	0%	Handicap Expense	0	0	0%	0	0%	800	751
0	0	0%	0	0%	Lesson Expense	0	0	0%	225	0%	0	4,380
0	0	0%	375	0%	Equipment Rental	0	0	0%	375	0%	0	4,188
(2)	0	0%	0	0%	Cash Short/(Over)	(2)	0	0%	0	0%	0	(2)
258	0	0%	0	0%	Dues & Subscriptions	775	0	0%	81	957%	3,325	4,810
0	0	0%	0	0%	Miscellaneous	0	0	0%	0	0%	8,500	2,580
(47)	0	0%	0	0%	Purchase Discounts	(47)	0	0%	0	0%	0	(47)
0	0	0%	0	0%	Tax/Licenses/Fees	0	0	0%	100	0%	900	822
0	0	0%	0	0%	Travel - Auto	0	0	0%	1,733	0%	0	0
154	100	154%	0	0%	Employee Meals	190	300	63%	461	41%	1,200	2,670
363	450	81%	522	70%	TOTAL OPERATING EXPEN	916	1,350	68%	3,665	25%	18,925	22,576
(2,383)	(2,400)	99%	(11,000)	22%	EBITDA	(9,635)	(6,688)	144%	(35,684)	27%	(17,727)	(67,494)
(2,383)	(2,400)	99%	(11,000)	22%	NET INCOME	(9,635)	(6,688)	144%	(35,684)	27%	(17,727)	(67,494)

**The Golf Club at Eagle Pointe
G & A
For the Three Months Ending March 31, 2023**

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES												
13,263	18,500	72%	14,381	92%	Dues	39,516	55,500	71%	43,057	92%	222,000	181,578
40	0	0%	0	0%	Fitness Revenue	140	0	0%	0	0%	0	230
2,450	1,750	140%	0	0%	Boat Slip Rental	4,550	5,250	87%	3,800	120%	21,000	21,560
0	0	0%	0	0%	Cabin Rental	0	0	0%	0	0%	0	1,048
15,753	20,250	78%	14,381	110%	Total Revenues	44,206	60,750	73%	46,857	94%	243,000	204,416
15,753	20,250	78%	14,381	110%	GROSS MARGIN	44,206	60,750	73%	46,857	94%	243,000	204,416
PAYROLL												
6,813	6,667	102%	1,974	345%	Gross Payroll - Salaried	20,000	20,000	100%	5,973	335%	80,000	49,690
300	0	0%	399	75%	Gross Payroll - Hourly	840	0	0%	1,011	83%	10,457	3,009
7,113	6,667	107%	2,373	300%	S/T Wages	20,840	20,000	104%	6,984	298%	90,457	52,698
527	510	103%	0	0%	Payroll Tax - FICA	1,533	1,530	100%	0	0%	6,920	1,533
3	33	10%	0	0%	Payroll Tax - UC	99	742	13%	0	0%	1,307	99
88	333	26%	208	42%	Payroll Tax - WC	174	1,000	17%	551	32%	4,659	2,028
571	644	89%	138	412%	Benefits	1,002	1,933	52%	912	110%	7,844	2,354
1,189	1,521	78%	346	343%	S/T Adders	2,808	5,205	54%	1,462	192%	20,730	6,014
8,302	8,188	101%	2,719	305%	TOTAL PAYROLL	23,648	25,205	94%	8,447	280%	111,187	58,712
OPERATING EXPENSES												
86	0	0%	0	0%	Cleaning Supplies	86	0	0%	0	0%	0	476
1,101	0	0%	0	0%	Computer Supplies	1,154	0	0%	0	0%	0	1,154
0	0	0%	65	0%	Paper/Stationery	0	0	0%	199	0%	0	111
0	0	0%	0	0%	Pool Supplies	0	0	0%	0	0%	15,000	14,557
0	350	0%	169	0%	Supplies	0	700	0%	1,816	0%	3,500	890
0	100	0%	191	0%	Cable Tv Expense	0	300	0%	531	0%	1,200	682
(221)	100	-221%	74	-300%	Garbage Removal	221	300	74%	221	100%	1,200	874
0	75	0%	72	0%	Pest Control	92	225	41%	216	43%	900	1,084
0	250	0%	488	0%	Repair & Maint - Equipment	0	750	0%	679	0%	3,000	2,481
1,184	500	237%	1,852	64%	Repair & Maint - Building	1,184	1,500	79%	2,787	42%	6,000	4,017
200	850	24%	579	35%	Equipment Lease	644	2,550	25%	2,694	24%	10,200	7,641
2,357	1,393	169%	721	327%	Utilities - Electric	5,404	3,106	174%	2,049	264%	42,282	46,807
14	750	2%	1,287	1%	Utilities - Gas	1,663	2,250	74%	3,404	49%	9,000	5,441
163	206	79%	107	153%	Utilities - Telephone/Fax	380	481	79%	319	119%	1,606	1,406
(265)	668	-40%	668	-40%	Utilities - Water	421	2,143	20%	2,143	20%	15,901	11,637
0	500	0%	300	0%	Advertising & Promotion	0	0	0%	0	0%	6,000	2,700
370	465	80%	460	80%	Auto Expense	370	1,395	27%	1,380	27%	5,580	4,564
188	300	63%	56	335%	Bank Charges	536	900	60%	185	289%	3,600	1,084
150	100	150%	53	286%	Cell Phone	400	300	133%	360	111%	1,200	1,744
0	0	0%	0	0%	Contributions - Charitable	0	0	0%	0	0%	0	5,000
436	1,136	38%	532	82%	Credit Card Discounts	2,919	2,243	130%	1,743	167%	25,013	27,731
13	0	0%	3	418%	Dues & Subscriptions	263	0	0%	10	2744%	0	387
2,598	3,000	87%	3,142	83%	Insurance Expense	7,620	9,000	85%	9,426	81%	36,000	25,806
0	750	0%	0	0%	Miscellaneous	0	2,250	0%	0	0%	9,000	0
1,000	1,000	100%	0	0%	O/S - Accounting	3,000	3,000	100%	0	0%	12,000	3,000
0	0	0%	0	0%	O/S - Legal	0	0	0%	0	0%	0	722
510	750	68%	578	85%	Payroll Processing Fee	510	2,000	26%	1,484	34%	8,750	7,787
0	0	0%	0	0%	Postage/Shipping	0	0	0%	0	0%	0	127
12	0	0%	0	0%	Tax/Licenses/Fees	9	0	0%	0	0%	0	9
1,821	2,588	70%	2,500	73%	Taxes - Real Estate	5,464	7,763	70%	7,500	73%	31,050	20,964
752	0	0%	0	0%	Travel - Other	752	0	0%	0	0%	0	853
0	575	0%	130	0%	Website Expenses	0	1,725	0%	176	0%	6,900	368
0	0	0%	0	0%	Employee Meals	0	0	0%	46	0%	0	496
12,472	16,406	76%	14,026	89%	TOTAL OPERATING EXPEN	33,093	46,381	71%	40,269	82%	254,882	202,601
(5,020)	(4,343)	116%	(2,364)	212%	EBITDA	(12,535)	(10,836)	116%	(1,859)	674%	(123,069)	(56,897)
6,000	9,500	63%	5,000	120%	Management Fee	18,000	21,500	84%	15,000	120%	75,500	63,000
0	0	0%	0	0%	Incentive Management Fee	0	0	0%	0	0%	0	14,898
6,000	9,500	63%	5,000	120%	Management Fees	18,000	21,500	84%	15,000	120%	75,500	77,898
2,842	2,500	114%	2,824	101%	Interest Expense - Other	8,968	7,500	120%	9,003	100%	30,000	38,181
2,842	2,500	114%	2,824	101%	S/T Interest Expense	8,968	7,500	120%	9,003	100%	30,000	38,181
0	0	0%	0	0%	Amort - Def. Finance	0	0	0%	0	0%	0	6,001
0	0	0%	0	0%	S/T DEPR. & AMORT	0	0	0%	0	0%	0	6,001
0	0	0%	0	0%	Non-Operating Expenses	0	0	0%	0	0%	0	4,300
0	0	0%	0	0%	S/T OTHER EXPENSES	0	0	0%	0	0%	0	4,300

The Golf Club at Eagle Pointe
G & A
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
(13,862)	(16,343)	85%	(10,189)	136%	NET INCOME	(39,503)	(39,836)	99%	(25,862)	153%	(228,569)	(183,276)

The Golf Club at Eagle Pointe
Marketing
For the Three Months Ending March 31, 2023

Actual	MTD Budget	% of Budget	MTD Prior Year	% of PY		Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
					OPERATING EXPENSES							
0	0	0%	67	0%	Hospitality	0	0	0%	110	0%	0	680
607	750	81%	437	139%	Advertising & Promotion	1,821	2,250	81%	607	300%	9,000	5,365
0	0	0%	0	0%	Education & Training	0	1,500	0%	0	0%	1,500	0
607	750	81%	504	120%	TOTAL OPERATING EXPEN	1,821	3,750	49%	716	254%	10,500	6,045
(607)	(750)	81%	(504)	120%	EBITDA	(1,821)	(3,750)	49%	(716)	254%	(10,500)	(6,045)
(607)	(750)	81%	(504)	120%	NET INCOME	(1,821)	(3,750)	49%	(716)	254%	(10,500)	(6,045)

Sahm's at Eagle Pointe

Profit and Loss

March 2023

	Mar 2023	% of Income	Feb 2023 (PP)	Mar 2022 (PY)	Jan - Mar, 2023 (YTD)
Income					
4000 Income- Restaurants					
4010 Food Sales	57,810.33	70.79%	44,208.41	55,838.99	145,289.88
4011 Alcoholic Beverages	23,926.35	29.30%	17,885.33	19,390.48	59,512.12
4012 Bakery - Sales	79.00	0.10%	59.25	0.00	217.25
4013 Merchandise - Sales		0.00%		24.00	
Total 4000 Income- Restaurants	\$ 81,815.68	100.19%	\$ 62,152.99	\$ 75,253.47	\$ 205,019.25
4090 Discounts/Comps					
4091 Employee Meals	-824.15	-1.01%	-640.03	-1,136.98	-1,883.40
4092 Manager Meals	-68.93	-0.08%	-49.95		-164.84
4093 Time of Service	-232.69	-0.28%	-252.68	0.00	-1,070.42
4094 Marketing (New Customer)	-80.00	-0.10%	-65.00	0.00	-408.44
4095 Loyalty (Existing Customers)	-1,330.21	-1.63%	-1,029.45	-346.67	-3,552.73
Total 4090 Discounts/Comps	-\$ 2,535.98	-3.11%	-\$ 2,037.11	-\$ 1,483.65	-\$ 7,079.83
4300 Income - Catering					
4310 Catered Food - Sales	2,348.89	2.88%	2,849.15	0.00	7,253.68
4311 Catered Beverage - Sales		0.00%		0.00	
4312 Catering Venue/Equipment Rentals		0.00%		0.00	
4313 Catering Labor Services		0.00%	307.50	0.00	307.50
4314 Catering Delivery Fee		0.00%		0.00	
4315 Catering Fee		0.00%		0.00	
Total 4300 Income - Catering	\$ 2,348.89	2.88%	\$ 3,156.65	\$ 0.00	\$ 7,561.18
4800 Other Revenue					
4822 Service/Fee Income	35.89	0.04%	12.61	0.00	68.88
4841 Labor Service (deleted)		0.00%		0.00	
Total 4800 Other Revenue	\$ 35.89	0.04%	\$ 12.61	\$ 0.00	\$ 68.88
Total Income	\$ 81,664.48	100.00%	\$ 63,285.14	\$ 73,769.82	\$ 205,569.48
Cost of Goods Sold					
5000 COGS- Restaurants					
5010 COGS - Food	16,704.36	28.86%	16,572.72	24,588.35	44,496.95
5011 COGS - Alcoholic Beverages	5,911.20	24.71%	4,636.01	9,984.58	18,055.03
Total 5000 COGS- Restaurants	\$ 22,615.56	27.69%	\$ 21,208.73	\$ 34,572.93	\$ 62,551.98
Total Cost of Goods Sold	\$ 22,615.56	27.69%	\$ 21,208.73	\$ 34,572.93	\$ 62,551.98
Gross Profit	\$ 59,048.92	72.31%	\$ 42,076.41	\$ 39,196.89	\$ 143,017.50
Expenses					
6100 Human Resources					
6110x Wages & Salaries				19,704.60	
6111 Kitchen	16,701.76	20.45%	14,521.99		47,116.60
6112 Service	2,544.01	3.12%	2,128.24		7,143.05
6113 Support	2,343.18	2.87%	2,348.95		6,882.80
6118 Management	6,697.37	8.20%	6,773.18		23,636.67
6119 Cleaning	-2,074.00	-2.54%	-2,516.00		-7,135.75

6120 Casual/Contract Labor		0.00%	1,550.00		1,550.00
Total 6100 Human Resources	\$ 26,212.32	32.10%	\$ 24,806.36	\$ 19,704.60	\$ 79,193.37
6200 Employee Benefits					
6211 Ancillary Premiums	22.27	0.03%	31.44	46.63	85.53
Total 6200 Employee Benefits	\$ 22.27	0.03%	\$ 31.44	\$ 46.63	\$ 85.53
6300 Payroll Taxes					
6310 Federal FICA/Med	3,378.55	4.14%	3,035.28	2,927.52	9,797.25
6311 SUTA	1,219.17	1.49%			4,692.43
6312 FUTA	64.51	0.08%	152.67		508.17
6313 Cleaning Taxes	-248.88	-0.30%	-301.92		-856.29
Total 6300 Payroll Taxes	\$ 4,413.35	5.40%	\$ 2,886.03	\$ 2,927.52	\$ 14,141.56
6400 Employee Servicing					
6411 Payroll Processing	204.74	0.25%	381.10	668.91	585.84
6412 Benefits Admin Fee		0.00%			95.65
Total 6400 Employee Servicing	\$ 204.74	0.25%	\$ 381.10	\$ 668.91	\$ 681.49
7000 Operations Expenses					
7010 Supplies	4,810.55	5.89%	4,306.82	4,553.57	12,369.61
7020 Utilities	5,028.94	6.16%	5,174.85	3,660.62	16,501.35
7030 Merchant Processing Fees	1,824.18	2.23%	1,619.07	1,535.57	5,251.72
7031 Short/Over	5.40	0.01%		-124.80	5.40
7040 Restaurant Décor		0.00%			831.30
7050 Mileage & Auto Expense	498.95	0.61%	469.94	1,392.42	1,759.81
Total 7000 Operations Expenses	\$ 12,168.02	14.90%	\$ 11,570.68	\$ 11,017.38	\$ 36,719.19
7100 Marketing Expenses					
7110 Social Media/Digital	383.04	0.47%		88.89	60.00
Total 7100 Marketing Expenses	\$ 383.04	0.47%	\$ 0.00	\$ 88.89	\$ 60.00
7200 Facility Expenses					
7210 Facility Maintenance	808.45	0.99%	1,601.94	0.00	2,464.55
7214 Equipment Rental	322.17	0.39%	229.32	90.95	780.81
7215 Equipment Maintenance		0.00%		0.00	
Total 7200 Facility Expenses	\$ 1,130.62	1.38%	\$ 1,831.26	\$ 90.95	\$ 3,245.36
7300 Admin Expenses					
7310 Insurance	789.57	0.97%	789.57	293.33	2,368.71
7311 Bank Charges	20.20	0.02%		25.85	20.30
7312 Software Subscriptions	1,728.39	2.12%	1,372.70	765.02	4,414.84
7313 Entertainment Expense		0.00%		-1,378.90	
7314 Licenses/Dues/Permits		0.00%		697.69	495.00
7315 Postage/Shipping		0.00%	216.75	0.00	277.17
7320 Management Fees	6,500.00	7.96%	6,500.00	6,000.00	19,500.00
7321 Administrative Fee	5,471.00	6.70%	4,245.00	4,542.00	13,818.00
7322 Donations	50.00	0.06%			50.00
7323 Printers & Hardware	149.52	0.18%			149.52
Total 7300 Admin Expenses	\$ 14,708.68	18.01%	\$ 13,124.02	\$ 10,944.99	\$ 41,093.54
Total Expenses	\$ 59,243.04	72.54%	\$ 54,630.89	\$ 45,489.87	\$ 175,220.04
Net Operating Income	-\$ 194.12	-0.24%	-\$ 12,554.48	-\$ 6,292.98	-\$ 32,202.54

Sahm's at Eagle Pointe Balance Sheet

As of March 31, 2023

	Total				
	As of Mar 31, 2023	As of Feb 28, 2023 (PP)	Change	As of Mar 31, 2022 (PY)	Change
ASSETS					
Current Assets					
Bank Accounts					
1111 Operating	6,012.93	22,564.08	-16,551.15	32,913.49	-26,900.56
1112 Peoples State Bank	20,000.00	20,000.00	0.00		20,000.00
1121 Petty Cash	2,842.33	4,600.00	-1,757.67	4,600.00	-1,757.67
1125 Master Sweep (deleted)	0.00	0.00	0.00	-39,999.72	39,999.72
Total Bank Accounts	\$ 28,855.26	\$ 47,164.08	-\$ 18,308.82	-\$ 2,486.23	\$ 31,341.49
Accounts Receivable					
Accounts Receivable	16,012.74	15,053.28	959.46	3,509.27	12,503.47
Total Accounts Receivable	\$ 16,012.74	\$ 15,053.28	\$ 959.46	\$ 3,509.27	\$ 12,503.47
Other Current Assets					
1212 Catering Receivable	204.92	0.00	204.92		204.92
Inventory			0.00		0.00
1310 Inventory - Food	14,393.43	14,185.48	207.95	14,882.18	-488.75
1311 Inventory - Alcoholic Beverages	9,531.54	7,297.73	2,233.81		9,531.54
1320 Inventory - Draft Beer (deleted)	0.00	0.00	0.00	925.90	-925.90
1321 Inventory - Package Beer (deleted)	0.00	0.00	0.00	2,025.70	-2,025.70
1322 Inventory - Wine (deleted)	0.00	0.00	0.00	821.41	-821.41
1323 Inventory - Liquor (deleted)	0.00	0.00	0.00	3,979.75	-3,979.75
Total Inventory	\$ 23,924.97	\$ 21,483.21	\$ 2,441.76	\$ 22,634.94	\$ 1,290.03
Total Other Current Assets	\$ 24,129.89	\$ 21,483.21	\$ 2,646.68	\$ 22,634.94	\$ 1,494.95
Total Current Assets	\$ 68,997.89	\$ 83,700.57	-\$ 14,702.68	\$ 23,657.98	\$ 45,339.91
Fixed Assets					
1530 Building & Improvements	7,474.01	7,474.01	0.00	7,474.01	0.00
1540 Furniture, Fixtures & Equip	15,760.87	15,760.87	0.00	13,479.47	2,281.40
Total Fixed Assets	\$ 23,234.88	\$ 23,234.88	\$ 0.00	\$ 20,953.48	\$ 2,281.40
TOTAL ASSETS	\$ 92,232.77	\$ 106,935.45	-\$ 14,702.68	\$ 44,611.46	\$ 47,621.31
LIABILITIES AND EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2100 Accounts Payable	60,955.66	76,927.71	-15,972.05	87,918.83	-26,963.17
Total Accounts Payable	\$ 60,955.66	\$ 76,927.71	-\$ 15,972.05	\$ 87,918.83	-\$ 26,963.17
Other Current Liabilities					
2140 Catering Tips Payable	0.00	0.00	0.00		0.00
2200 Accrued Expenses	0.00	0.00	0.00	5,000.00	-5,000.00
2210 Gift Cards	-1,069.87	-760.63	-309.24	-833.46	-236.41
2211 Deposit Sales Collected	0.00	0.00	0.00		0.00
2213 Catering Deposits	4,775.00	4,200.00	575.00	1,900.00	2,875.00

2214 Employee Tips	0.00	-227.04	227.04	78.31	-78.31
2215 Accrued Payroll Taxes	383.82	78.36	305.46		383.82
2221 Sales Taxes Payable	6,363.96	5,038.09	1,325.87	1,186.14	5,177.82
2231 Accrued Payroll	51.68	712.32	-660.64	0.00	51.68
Total Other Current Liabilities	\$ 10,504.59	\$ 9,041.10	\$ 1,463.49	\$ 7,330.99	\$ 3,173.60
Total Current Liabilities	\$ 71,460.25	\$ 85,968.81	-\$ 14,508.56	\$ 95,249.82	-\$ 23,789.57
Total Liabilities	\$ 71,460.25	\$ 85,968.81	-\$ 14,508.56	\$ 95,249.82	-\$ 23,789.57
Equity					
3015 HOA Distribution	-8,216.63	-8,216.63	0.00		-8,216.63
Owner's Investment	107,357.00	107,357.00	0.00	117,357.00	-10,000.00
Retained Earnings	-52,636.83	-52,636.83	0.00	-122,705.88	70,069.05
Net Income	-25,731.02	-25,536.90	-194.12	-45,289.48	19,558.46
Total Equity	\$ 20,772.52	\$ 20,966.64	-\$ 194.12	-\$ 50,638.36	\$ 71,410.88
TOTAL LIABILITIES AND EQUITY	\$ 92,232.77	\$ 106,935.45	-\$ 14,702.68	\$ 44,611.46	\$ 47,621.31

Friday, Apr 14, 2023 07:37:32 AM GMT-7 - Accrual Basis

Budget vs. Actual

	Jan 2023				
	Actual	Budget	over Budget	% of Budget	Actual
Income					
4000 Income- Restaurants			0.00		
4010 Food Sales	43,271.14	48,000.00	-4,728.86	90.15%	44,208.41
4011 Alcoholic Beverages	17,700.44	15,900.00	1,800.44	111.32%	17,885.33
4012 Bakery - Sales	79.00	120.00	-41.00	65.83%	59.25
Total 4000 Income- Restaurants	\$ 61,050.58	\$ 64,020.00	-\$ 2,969.42	95.36%	\$ 62,152.99
4090 Discounts/Comps			0.00		
4091 Employee Meals	-419.22	-700.00	280.78	59.89%	-640.03
4092 Manager Meals	-45.96		-45.96		-49.95
4093 Time of Service	-585.05	-400.00	-185.05	146.26%	-252.68
4094 Marketing (New Customer)	-263.44	-100.00	-163.44	263.44%	-65.00
4095 Loyalty (Existing Customers)	-1,193.07	-800.00	-393.07	149.13%	-1,029.45
Total 4090 Discounts/Comps	-\$ 2,506.74	-\$ 2,000.00	-\$ 506.74	125.34%	-\$ 2,037.11
4300 Income - Catering			0.00		
4310 Catered Food - Sales	2,055.64	7,500.00	-5,444.36	27.41%	2,849.15
4311 Catered Beverage - Sales		600.00	-600.00	0.00%	
4312 Catering Venue/Equipment Rentals		300.00	-300.00	0.00%	
4313 Catering Labor Services		800.00	-800.00	0.00%	307.50
4314 Catering Delivery Fee		160.00	-160.00	0.00%	
Total 4300 Income - Catering	\$ 2,055.64	\$ 9,360.00	-\$ 7,304.36	21.96%	\$ 3,156.65
4800 Other Revenue			0.00		
4822 Service/Fee Income	20.38	160.00	-139.62	12.74%	12.61
4841 Labor Service (deleted)		1,200.00	-1,200.00	0.00%	
Total 4800 Other Revenue	\$ 20.38	\$ 1,360.00	-\$ 1,339.62	1.50%	\$ 12.61
Total Income	\$ 60,619.86	\$ 72,740.00	-\$ 12,120.14	83.34%	\$ 63,285.14
Cost of Goods Sold					
5000 COGS- Restaurants			0.00		
5010 COGS - Food	11,219.87	20,023.20	-8,803.33	56.03%	16,572.72
5011 COGS - Alcoholic Beverages	4,507.82	3,960.00	547.82	113.83%	4,636.01
Total 5000 COGS- Restaurants	\$ 15,727.69	\$ 23,983.20	-\$ 8,255.51	65.58%	\$ 21,208.73
Total Cost of Goods Sold	\$ 15,727.69	\$ 23,983.20	-\$ 8,255.51	65.58%	\$ 21,208.73
Gross Profit	\$ 44,892.17	\$ 48,756.80	-\$ 3,864.63	92.07%	\$ 42,076.41
Expenses					
6100 Human Resources			0.00		
6110x Wages & Salaries		30,700.00	-30,700.00	0.00%	
6111 Kitchen	15,276.85		15,276.85		14,521.99
6112 Service	2,470.80		2,470.80		2,128.24
6113 Support	2,190.67		2,190.67		2,348.95
6118 Management	10,166.12		10,166.12		6,773.18
6119 Cleaning	-2,545.75		-2,545.75		-2,516.00
6120 Casual/Contract Labor			0.00		1,550.00
6200x Benefits (deleted)		180.00	-180.00	0.00%	

6210x Payroll Tax Expense (deleted)		3,745.40	-3,745.40	0.00%	
6220x Insurance (deleted)		350.00	-350.00	0.00%	
6230x Payroll Preparation (deleted)		620.00	-620.00	0.00%	
Total 6100 Human Resources	\$ 27,558.69	\$ 35,595.40	-\$ 8,036.71	77.42%	\$ 24,806.36
6200 Employee Benefits			0.00		
6211 Ancillary Premiums	31.82		31.82		31.44
Total 6200 Employee Benefits	\$ 31.82	\$ 0.00	\$ 31.82		\$ 31.44
6300 Payroll Taxes			0.00		
6310 Federal FICA/Med	3,315.66		3,315.66		3,035.28
6311 SUTA	35.71		35.71		
6312 FUTA	290.99		290.99		152.67
6313 Cleaning Taxes	-305.49		-305.49		-301.92
Total 6300 Payroll Taxes	\$ 3,336.87	\$ 0.00	\$ 3,336.87		\$ 2,886.03
6400 Employee Servicing			0.00		
6411 Payroll Processing			0.00		381.10
6412 Benefits Admin Fee	95.65		95.65		
Total 6400 Employee Servicing	\$ 95.65	\$ 0.00	\$ 95.65		\$ 381.10
7000 Operations Expenses			0.00		
7010 Supplies	4,083.54	3,055.00	1,028.54	133.67%	4,306.82
7020 Utilities	6,297.56	4,300.00	1,997.56	146.45%	5,174.85
7030 Merchant Processing Fees	1,808.47	1,819.00	-10.53	99.42%	1,619.07
7031 Short/Over		20.00	-20.00	0.00%	
7040 Restaurant Décor			0.00		
7050 Mileage & Auto Expense	790.92	650.00	140.92	121.68%	469.94
Total 7000 Operations Expenses	\$ 12,980.49	\$ 9,844.00	\$ 3,136.49	131.86%	\$ 11,570.68
7100 Marketing Expenses			0.00		
7110 Social Media/Digital		1,000.00	-1,000.00	0.00%	
Total 7100 Marketing Expenses	\$ 0.00	\$ 1,000.00	-\$ 1,000.00	0.00%	\$ 0.00
7200 Facility Expenses			0.00		
7210 Facility Maintenance	54.16	700.00	-645.84	7.74%	1,601.94
7214 Equipment Rental	229.32	290.00	-60.68	79.08%	229.32
7215 Equipment Maintenance		600.00	-600.00	0.00%	
Total 7200 Facility Expenses	\$ 283.48	\$ 1,590.00	-\$ 1,306.52	17.83%	\$ 1,831.26
7300 Admin Expenses			0.00		
7310 Insurance	789.57	400.00	389.57	197.39%	789.57
7311 Bank Charges	0.10	25.00	-24.90	0.40%	
7312 Software Subscriptions	1,640.50	860.00	780.50	190.76%	1,372.70
7313 Entertainment Expense		400.00	-400.00	0.00%	
7314 Licenses/Dues/Permits	495.00	260.00	235.00	190.38%	
7315 Postage/Shipping	60.42	40.00	20.42	151.05%	216.75
7320 Management Fees	6,500.00	6,500.00	0.00	100.00%	6,500.00
7321 Administrative Fee	4,102.00	4,728.00	-626.00	86.76%	4,245.00
7322 Donations			0.00		
7323 Printers & Hardware		260.00	-260.00	0.00%	
Total 7300 Admin Expenses	\$ 13,587.59	\$ 13,473.00	\$ 114.59	100.85%	\$ 13,124.02
Total Expenses	\$ 57,874.59	\$ 61,502.40	-\$ 3,627.81	94.10%	\$ 54,630.89
Net Operating Income	-\$ 12,982.42	-\$ 12,745.60	-\$ 236.82	101.86%	-\$ 12,554.48
Net Income	-\$ 12,982.42	-\$ 12,745.60	-\$ 236.82	101.86%	-\$ 12,554.48

Sahm's at Eagle Pointe
Actuals: 2023 Operating Budget (Copy) - FY23 P&L
January - March, 2023

Feb 2023			Mar 2023			
Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget
	0.00				0.00	
47,000.00	-2,791.59	94.06%	57,810.33	59,000.00	-1,189.67	97.98%
16,900.00	985.33	105.83%	23,926.35	24,500.00	-573.65	97.66%
160.00	-100.75	37.03%	79.00	140.00	-61.00	56.43%
\$ 64,060.00	-\$ 1,907.01	97.02%	\$ 81,815.68	\$ 83,640.00	-\$ 1,824.32	97.82%
	0.00				0.00	
-650.00	9.97	98.47%	-824.15	-700.00	-124.15	117.74%
	-49.95		-68.93		-68.93	
-700.00	447.32	36.10%	-232.69	-750.00	517.31	31.03%
-120.00	55.00	54.17%	-80.00	-140.00	60.00	57.14%
-1,000.00	-29.45	102.95%	-1,330.21	-1,100.00	-230.21	120.93%
-\$ 2,470.00	\$ 432.89	82.47%	-\$ 2,535.98	-\$ 2,690.00	\$ 154.02	94.27%
	0.00				0.00	
6,500.00	-3,650.85	43.83%	2,348.89	8,700.00	-6,351.11	27.00%
400.00	-400.00	0.00%		500.00	-500.00	0.00%
300.00	-300.00	0.00%		300.00	-300.00	0.00%
700.00	-392.50	43.93%		900.00	-900.00	0.00%
140.00	-140.00	0.00%		180.00	-180.00	0.00%
\$ 8,040.00	-\$ 4,883.35	39.26%	\$ 2,348.89	\$ 10,580.00	-\$ 8,231.11	22.20%
	0.00				0.00	
160.00	-147.39	7.88%	35.89	160.00	-124.11	22.43%
1,100.00	-1,100.00	0.00%		1,300.00	-1,300.00	0.00%
\$ 1,260.00	-\$ 1,247.39	1.00%	\$ 35.89	\$ 1,460.00	-\$ 1,424.11	2.46%
\$ 70,890.00	-\$ 7,604.86	89.27%	\$ 81,664.48	\$ 92,990.00	-\$ 11,325.52	87.82%
	0.00				0.00	
19,317.60	-2,744.88	85.79%	16,704.36	24,218.88	-7,514.52	68.97%
4,152.00	484.01	111.66%	5,911.20	6,000.00	-88.80	98.52%
\$ 23,469.60	-\$ 2,260.87	90.37%	\$ 22,615.56	\$ 30,218.88	-\$ 7,603.32	74.84%
\$ 23,469.60	-\$ 2,260.87	90.37%	\$ 22,615.56	\$ 30,218.88	-\$ 7,603.32	74.84%
\$ 47,420.40	-\$ 5,343.99	88.73%	\$ 59,048.92	\$ 62,771.12	-\$ 3,722.20	94.07%
	0.00				0.00	
30,100.00	-30,100.00	0.00%		31,100.00	-31,100.00	0.00%
	14,521.99		16,701.76		16,701.76	
	2,128.24		2,544.01		2,544.01	
	2,348.95		2,343.18		2,343.18	
	6,773.18		6,697.37		6,697.37	
	-2,516.00		-2,074.00		-2,074.00	
	1,550.00				0.00	
180.00	-180.00	0.00%		200.00	-200.00	0.00%

	3,672.20	-3,672.20	0.00%		3,794.20	-3,794.20	0.00%
	350.00	-350.00	0.00%		350.00	-350.00	0.00%
	620.00	-620.00	0.00%		630.00	-630.00	0.00%
\$	34,922.20	-\$ 10,115.84	71.03%	\$ 26,212.32	\$ 36,074.20	-\$ 9,861.88	72.66%
		0.00				0.00	
		31.44			22.27	22.27	
\$	0.00	\$ 31.44		\$ 22.27	\$ 0.00	\$ 22.27	
		0.00				0.00	
		3,035.28		3,378.55		3,378.55	
		0.00		1,219.17		1,219.17	
		152.67		64.51		64.51	
		-301.92		-248.88		-248.88	
\$	0.00	\$ 2,886.03		\$ 4,413.35	\$ 0.00	\$ 4,413.35	
		0.00				0.00	
		381.10		204.74		204.74	
		0.00				0.00	
\$	0.00	\$ 381.10		\$ 204.74	\$ 0.00	\$ 204.74	
		0.00				0.00	
	2,977.00	1,329.82	144.67%	3,979.25	3,906.00	73.25	101.88%
	4,200.00	974.85	123.21%	5,028.94	4,200.00	828.94	119.74%
	1,772.00	-152.93	91.37%	1,824.18	2,325.00	-500.82	78.46%
	20.00	-20.00	0.00%	5.40	20.00	-14.60	27.00%
		0.00		831.30		831.30	
	610.00	-140.06	77.04%	498.95	670.00	-171.05	74.47%
\$	9,579.00	\$ 1,991.68	120.79%	\$ 12,168.02	\$ 11,121.00	\$ 1,047.02	109.41%
		0.00				0.00	
	1,000.00	-1,000.00	0.00%	383.04	1,000.00	-616.96	38.30%
\$	1,000.00	-\$ 1,000.00	0.00%	\$ 383.04	\$ 1,000.00	-\$ 616.96	38.30%
		0.00				0.00	
	700.00	901.94	228.85%	808.45	700.00	108.45	115.49%
	290.00	-60.68	79.08%	322.17	290.00	32.17	111.09%
	600.00	-600.00	0.00%		700.00	-700.00	0.00%
\$	1,590.00	\$ 241.26	115.17%	\$ 1,130.62	\$ 1,690.00	-\$ 559.38	66.90%
		0.00				0.00	
	400.00	389.57	197.39%	789.57	400.00	389.57	197.39%
	25.00	-25.00	0.00%	20.20	25.00	-4.80	80.80%
	860.00	512.70	159.62%	1,728.39	860.00	868.39	200.98%
	400.00	-400.00	0.00%		400.00	-400.00	0.00%
	260.00	-260.00	0.00%		260.00	-260.00	0.00%
	40.00	176.75	541.88%		40.00	-40.00	0.00%
	6,500.00	0.00	100.00%	6,500.00	6,500.00	0.00	100.00%
	4,608.00	-363.00	92.12%	5,471.00	6,044.00	-573.00	90.52%
		0.00		50.00		50.00	
	260.00	-260.00	0.00%	149.52	260.00	-110.48	57.51%
\$	13,353.00	-\$ 228.98	98.29%	\$ 14,708.68	\$ 14,789.00	-\$ 80.32	99.46%
\$	60,444.20	-\$ 5,813.31	90.38%	\$ 59,243.04	\$ 64,674.20	-\$ 5,431.16	91.60%
-\$	13,023.80	\$ 469.32	96.40%	-\$ 194.12	-\$ 1,903.08	\$ 1,708.96	10.20%
-\$	13,023.80	\$ 469.32	96.40%	-\$ 194.12	-\$ 1,903.08	\$ 1,708.96	10.20%

Total

Actual	Budget	over Budget	% of Budget
0.00	0.00	0.00	
145,289.88	154,000.00	-8,710.12	94.34%
59,512.12	57,300.00	2,212.12	103.86%
217.25	420.00	-202.75	51.73%
\$ 205,019.25	\$ 211,720.00	-\$ 6,700.75	96.84%
0.00	0.00	0.00	
-1,883.40	-2,050.00	166.60	91.87%
-164.84	0.00	-164.84	
-1,070.42	-1,850.00	779.58	57.86%
-408.44	-360.00	-48.44	113.46%
-3,552.73	-2,900.00	-652.73	122.51%
-\$ 7,079.83	-\$ 7,160.00	\$ 80.17	98.88%
0.00	0.00	0.00	
7,253.68	22,700.00	-15,446.32	31.95%
0.00	1,500.00	-1,500.00	0.00%
0.00	900.00	-900.00	0.00%
307.50	2,400.00	-2,092.50	12.81%
0.00	480.00	-480.00	0.00%
\$ 7,561.18	\$ 27,980.00	-\$ 20,418.82	27.02%
0.00	0.00	0.00	
68.88	480.00	-411.12	14.35%
0.00	3,600.00	-3,600.00	0.00%
\$ 68.88	\$ 4,080.00	-\$ 4,011.12	1.69%
\$ 205,569.48	\$ 236,620.00	-\$ 31,050.52	86.88%
0.00	0.00	0.00	
44,496.95	63,559.68	-19,062.73	70.01%
15,055.03	14,112.00	943.03	106.68%
\$ 59,551.98	\$ 77,671.68	-\$ 18,119.70	76.67%
\$ 59,551.98	\$ 77,671.68	-\$ 18,119.70	76.67%
\$ 146,017.50	\$ 158,948.32	-\$ 12,930.82	91.86%
0.00	0.00	0.00	
0.00	91,900.00	-91,900.00	0.00%
46,500.60	0.00	46,500.60	
7,143.05	0.00	7,143.05	
6,882.80	0.00	6,882.80	
23,636.67	0.00	23,636.67	
-7,135.75	0.00	-7,135.75	
1,550.00	0.00	1,550.00	
0.00	560.00	-560.00	0.00%

0.00	11,211.80	-11,211.80	0.00%
0.00	1,050.00	-1,050.00	0.00%
0.00	1,870.00	-1,870.00	0.00%
\$ 78,577.37	\$ 106,591.80	-\$ 28,014.43	73.72%
0.00	0.00	0.00	
85.53	0.00	85.53	
\$ 85.53	\$ 0.00	\$ 85.53	
0.00	0.00	0.00	
9,729.49	0.00	9,729.49	
1,254.88	0.00	1,254.88	
508.17	0.00	508.17	
-856.29	0.00	-856.29	
\$ 10,636.25	\$ 0.00	\$ 10,636.25	
0.00	0.00	0.00	
585.84	0.00	585.84	
95.65	0.00	95.65	
\$ 681.49	\$ 0.00	\$ 681.49	
0.00	0.00	0.00	
12,369.61	9,938.00	2,431.61	124.47%
16,501.35	12,700.00	3,801.35	129.93%
5,251.72	5,916.00	-664.28	88.77%
5.40	60.00	-54.60	9.00%
831.30	0.00	831.30	
1,759.81	1,930.00	-170.19	91.18%
\$ 36,719.19	\$ 30,544.00	\$ 6,175.19	120.22%
0.00	0.00	0.00	
383.04	3,000.00	-2,616.96	12.77%
\$ 383.04	\$ 3,000.00	-\$ 2,616.96	12.77%
0.00	0.00	0.00	
2,464.55	2,100.00	364.55	117.36%
780.81	870.00	-89.19	89.75%
0.00	1,900.00	-1,900.00	0.00%
\$ 3,245.36	\$ 4,870.00	-\$ 1,624.64	66.64%
0.00	0.00	0.00	
2,368.71	1,200.00	1,168.71	197.39%
20.30	75.00	-54.70	27.07%
4,741.59	2,580.00	2,161.59	183.78%
0.00	1,200.00	-1,200.00	0.00%
495.00	780.00	-285.00	63.46%
277.17	120.00	157.17	230.98%
19,500.00	19,500.00	0.00	100.00%
13,818.00	15,380.00	-1,562.00	89.84%
50.00	0.00	50.00	
149.52	780.00	-630.48	19.17%
\$ 41,420.29	\$ 41,615.00	-\$ 194.71	99.53%
\$ 171,748.52	\$ 186,620.80	-\$ 14,872.28	92.03%
-\$ 25,731.02	-\$ 27,672.48	\$ 1,941.46	92.98%
-\$ 25,731.02	-\$ 27,672.48	\$ 1,941.46	92.98%

Sahm's Clubhouse & Catering a
Schedule of 2023 Net Income

	<u>1/1 - 1/31</u> Period 1	<u>2/1 - 2/28</u> Period 2	<u>3/1 - 3/31</u> Period 3	<u>4/1 - 4/30</u> Period 4	<u>5/1 - 5/31</u> Period 5
Net Income					
Sahm's Clubhouse & Catering	\$ (12,982)	\$ (12,554)	\$ (194)		
Total	<u>\$ (12,982)</u>	<u>\$ (12,554)</u>	<u>\$ (194)</u>	<u>\$ -</u>	<u>\$ -</u>

**Included Income Statements for each period

Sales	\$ 63,122	\$ 65,310	\$ 84,165		
6% of sales	\$ 3,787	\$ 3,919	\$ 5,050	\$ -	\$ -
Mgmt Fee 2023	<u>\$ 6,500</u>	<u>\$ 6,500</u>	<u>\$ 6,500</u>	<u>\$ 6,500</u>	<u>\$ 6,500</u>
Admin Fee Billed 6.5%	\$ 4,103	\$ 4,245	\$ 5,471	\$ -	\$ -

Sahm's Clubhouse & Catering a
Schedule of 2023 Net Income

	<u>1/1 - 1/31</u> Period 1	<u>2/1 - 2/28</u> Period 2	<u>3/1 - 3/31</u> Period 3	<u>4/1 - 4/30</u> Period 4	<u>5/1 - 5/31</u> Period 5
Net Income					
Sahm's Clubhouse & Catering	\$ (18,630)	\$ (19,392)	\$ (8,649)	\$ 63,286	\$ 19,378
Total	<u>\$ (18,630)</u>	<u>\$ (19,392)</u>	<u>\$ (8,649)</u>	<u>\$ 63,286</u>	<u>\$ 19,378</u>

**Included Income Statements for each period

**at the Pointe
by Period**

<u>6/1 - 6/30</u>	<u>7/1 - 7/31</u>	<u>8/1 - 8/31</u>	<u>9/1-9/30</u>	<u>10/1-10/31</u>	<u>11/1-11/30</u>	<u>12/1-12/31</u>	<u>TOTAL</u>
Period 6	Period 7	Period 8	Period 9	Period 10	Period 11	Period 12	
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (25,731)
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (25,731)

\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 212,597
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 12,756
\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 78,000
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,819

**at the Pointe
by Period**

<u>6/1 - 6/30</u>	<u>7/1 - 7/31</u>	<u>8/1 - 8/31</u>	<u>9/1-9/30</u>	<u>10/1-10/31</u>	<u>11/1-11/30</u>	<u>12/1-12/31</u>	<u>TOTAL</u>
Period 6	Period 7	Period 8	Period 9	Period 10	Period 11	Period 12	
\$ 17,213	\$ 10,675	\$ 7,287	\$ 9,628	\$ 131	\$ (8,084)	\$ (1,181)	\$ 71,661
\$ 17,213	\$ 10,675	\$ 7,287	\$ 9,628	\$ 131	\$ (8,084)	\$ (1,181)	\$ 71,661

Pointe Services Association
Quarterly Board Meeting
July 27th 6pm- Eagles Nest

Start Time: 6:05

Board of Directors Present- Bay Pointe- Dave Labrash, Bay View- Tony Piano, Courtyard- Jim Bottorff, Eagle Bay- Alan Hogan, Fairway Knoll- Jeff Blodgett, Front Nine- Rich Samuelson, Pointe Cove- Joe Karp, Waters Edge 2- Dan Dodge, Woodridge- Sandra Hulse, Eagle View- Dan Santangelo, Greenridge- Jennifer Kopke, Harbour Pointe- John Menne, Waters Edge 1- David Gray At-Large Melissa Emily

Zoom Board of Directors Present- Erin Davey- Lasalle Woods

Executive Committee Members Present- President- Milan Milivojevic, At- Large- Ken Surface, At- Large, Tony Piano, At-Large- Jack Krajanak

Executive members not present: Peter Samuelson

Board of Directors not present : Susan Slaven Pointe Retreats

Kempor Sports Update-

- golf remains strong
- ytd rounds favorable 5.5 percent increase overall
- June performance in Indiana depended on location Rain
- gf/cf revenue up over 50k form prior year
- range revenue double to \$8300
- cogs-73%
- operating expenses in line with proper year of 33k favorable to budget payroll
- unfavorable to prior year by 10k hourly unfavorable 10k

Customer Feedback-

Net promoter score ask for customer feedback data

1 82 out off 100

- course in great shape

- good price, nice tack

Marketing Update-

- central Indiana golf cards promoted by fox 59 and WISHTV 8.
- partner course in the 20203 wish tv card program
- featured on Indiana Sports Beat radio host by Jim Coyle
- additional exposure on You Tube and ESPN
- customized logo for the 50th anniversary
- heavily promoted the 50th celebration
- monthly newsletter
- website regularly updated
- Pickleball launched an via website, email and social media

Approval of Special Meeting Minutes May 8th-

Motion made David Leblanc

2nd by Melissa Emily

VOTE PASS BY MAJORITY

Nomination Committee recommendations for Secretary and Treasurer-

Treasurer Position open January 2024

Secretary Position open January 2025

Kim Cochran was recommended for Treasurer to the Board of Directors

Rex Crigger was recommended for Secretary to the Board of Directors

David Labrash made the motion to approve Kim Cochran for Treasurer and Rex Crigger as Secretary in the remaining amount of the terms.

Jim Bottoroff seconded the motion

VOTE PASS BY MAJORITY

Eagle Vision Update-

Proposal by the Eagle Vision Team to put 25k to go towards Bocce Ball of the original Debit Reduction of the 150k, this will put the debit reductions down to 120k.

Motion made by Melissa Emily to accept Proposal by the Eagle Vision Team.
Seconded by Dan Dodge

VOTE PASS BY MAJORITY

Financial Statement Review (Documents Attached)

PSA
GOLF
SAHMS
CASH FLOW FORECAST THROUGH 12-31

Consolidating Income Statement-

(ANNUAL REPORT)- ATTACHED

Bank LOC Renewal-

2 YR RENEWAL HAS BEEN AUTHORIZED

Website Domain-

PSA Website not in PSA name, Proposal to purchase the current domain name \$1000.

Motion made by David Labrash
Seconded by Melissa Emily

VOTE PASS BY MAJOIRTY

Rental fees for damage of Gates to be updated from \$150-\$200-

Motion to accept the implement of the increase by Dan Dodge
Seconded by Melissa Emily.

Adjourned at 8:17pm