

City of Stockton
 Golf Fund Revenue and Expense Crosswalk
 FY 2016-17 Actual

	Swenson	Van Buskirk	Administration	Total
Source:	Kemper	Kemper	City	
REVENUES				
Green Fees & Cart Fees	753,250	254,362		1,007,612
Merchandise	61,458	32,791		94,249
Other Pro Shop	6,011	48		6,059
Range	47,310	12,402		59,712
Food and Beverage	123,338	52,646		175,985
Other G&A Income	(7,239)			(7,239)
Cell Tower Lease			22,615	22,615
Investment Interest			(8,036)	(8,036)
TOTAL REVENUE	984,128	352,250	14,579	1,350,957
EXPENSES				
COST OF SALES				
Merchandise	44,188	26,699		70,887
Food & Beverage	59,285	26,247		85,532
TOTAL COGS	103,473	52,947	-	156,419
PAYROLL				
Course and Grounds	372,279	149,118		521,397
Carts, Range, Starters, Etc.	84,092	66,851		150,943
Pro Shop	54,170	123,179		177,349
Food and Beverage	113,521	38,934		152,456
General and Administrative	123,130	36	15,687	138,852
Marketing	-	-		-
TOTAL PAYROLL	747,193	378,118	15,687	1,140,997
OPERATING EXPENSES				
Course and Grounds	213,377	177,733		391,110
Carts, Range, Starters, Etc.	75,540	46,008		121,548
Pro Shop	1,149	209		1,358
Food and Beverage	15,903	10,757		26,660
General and Administrative	117,061	70,307	190	187,558
Marketing	3,999	4,127		8,126
Utilities			7,505	7,505
Maintenance and Repair			22,320	22,320
TOTAL OPERATING EXPENSES	427,029	309,140	30,015	766,184
TOTAL EXPENSES	1,277,695	740,204	45,702	2,063,601
NET EARNINGS/(LOSS)	(293,567)	(387,954)	(31,123)	(712,644)
MANAGEMENT FEES	(43,635)	(43,635)	-	(87,270)
OTHER INCOME (EXPENSE)				
Depreciation & Amortization	(10,963)	(8,997)	(48,671)	(68,631)
Other Expenses / Capital Reserve	0			0
TOTAL OTHER INCOME (EXPENSE)	(10,962)	(8,997)	(48,671)	(68,631)
NET INCOME	(348,164)	(440,586)	(79,794)	(868,544)

Stockton CA Golf Courses
Combined Summary Income Statement
For the Twelve Months Ending June 30, 2017

	YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES							
Green Fees & Cart Fees	1,007,612.03	1,219,695.57	83%	1,166,844.87	86%	1,219,695.57	1,007,612.03
Merchandise	94,249.07	72,000.48	131%	68,334.17	138%	72,000.48	94,249.07
Other Pro Shop	6,059.00	10,865.60	56%	9,518.00	64%	10,865.60	6,059.00
Range	59,712.00	65,033.01	92%	69,846.05	85%	65,033.01	59,712.00
Food and Beverage	175,984.64	184,800.41	95%	177,622.77	99%	184,800.41	175,984.64
Other G&A Income	(7,239.00)	0.00	0%	0.00	0%	0.00	(7,239.00)
TOTAL REVENUE	1,336,377.74	1,552,395.07	86%	1,492,165.86	90%	1,552,395.07	1,336,377.74
COST OF SALES							
Merchandise	70,887.01	43,200.27	164%	44,667.10	159%	43,200.27	70,887.01
Food & Beverage	85,532.46	77,616.17	110%	82,776.05	103%	77,616.17	85,532.46
TOTAL COGS	156,419.47	120,816.44	129%	127,443.15	123%	120,816.44	156,419.47
COGS - Merchandise %	0.75	0.60	125.4%	0.65	115.1%	0.60	10.90
COGS - Food %	0.49	0.42	115.7%	0.47	104.3%	0.42	6.39
PAYROLL							
Course and Grounds	521,397.12	502,791.33	104%	534,052.35	98%	502,791.33	521,397.12
Carts, Range, Starters, Etc.	150,942.93	102,411.08	147%	125,524.88	120%	102,411.08	150,942.93
Pro Shop	177,349.03	191,146.38	93%	191,048.74	93%	191,146.38	177,349.03
Food and Beverage	152,455.65	115,847.96	132%	140,670.91	108%	115,847.96	152,455.65
General and Administrative	123,165.74	120,565.76	102%	123,675.72	100%	120,565.76	123,165.74
Marketing	0.00	0.00	0%	3,792.15	0%	0.00	0.00
TOTAL PAYROLL	1,125,310.47	1,032,762.51	109%	1,118,764.75	101%	1,032,762.51	1,125,310.47
OPERATING EXPENSES							
Course and Grounds	391,109.99	472,196.35	83%	477,250.64	82%	472,196.35	391,109.99
Carts, Range, Starters, Etc.	121,547.79	116,709.54	104%	82,456.94	147%	116,709.54	121,547.79
Pro Shop	1,357.83	3,634.43	37%	3,347.08	41%	3,634.43	1,357.83
Food and Beverage	26,659.90	16,757.40	159%	17,171.50	155%	16,757.40	26,659.90
General and Administrative	187,367.72	179,569.32	104%	180,037.83	104%	179,569.32	187,367.72
Marketing	8,125.75	6,930.08	117%	6,829.73	119%	6,930.08	8,125.75
TOTAL OPERATING EXPENSES	736,168.98	795,797.12	93%	767,093.72	96%	795,797.12	736,168.98
TOTAL EXPENSES	2,017,898.92	1,949,376.07	104%	2,013,301.62	100%	1,949,376.07	2,017,898.92
EBITDA	(681,521.18)	(396,981.00)	172%	(521,135.76)	131%	(396,981.00)	(681,521.18)
MANAGEMENT FEES	(87,269.69)	(87,984.00)	99%	(86,277.60)	101%	(87,984.00)	(87,269.69)
OTHER INCOME (EXPENSE)							
Depreciation & Amortization	(19,959.40)	(14,998.00)	133%	(14,994.95)	133%	(14,998.00)	(19,959.40)
Other Expenses / Capital Reserve / Impairment	0.33	0.00	0%	0.00	0%	0.00	0.33
TOTAL OTHER INCOME (EXPENSE)	(19,959.07)	(14,998.00)	133%	(14,994.95)	133%	(14,998.00)	(19,959.07)
NET INCOME	(788,749.94)	(499,963.00)	158%	(622,408.31)	127%	(499,963.00)	(788,749.94)
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Paid Rounds	46,017.00	58,859.48	78%	54,693.00	84%	58,859.48	46,017.00
Member Rounds	10,037.00	12,417.61	81%	11,862.00	85%	12,417.61	10,037.00
Other Rounds	1,772.00	2,304.36	77%	2,211.00	80%	2,304.36	1,772.00
Total Rounds	57,826.00	73,581.45	79%	68,766.00	84%	73,581.45	57,826.00
Revenue/Paid Rounds	29.04	26.37	110%	27.28	106%	26.37	344.30
Revenue/Total Rounds	23.11	21.10	110%	21.70	107%	21.10	276.92
Green Fees / Cart Fees per Paid Rounds	21.90	20.72	106%	21.33	103%	20.72	258.37
Green Fees / Cart Fees per Total Rounds	17.42	16.58	105%	16.97	103%	16.58	207.57
F&B Revenue/Total Rounds	3.04	2.51	121%	2.58	118%	2.51	36.11
Merchandise Revenue/Total Rounds	1.63	0.98	167%	0.99	164%	0.98	20.61

Stockton CA Golf Courses
Swenson Park Summary Income Statement
For the Twelve Months Ending June 30, 2017

	YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES							
Green Fees & Cart Fees	753,249.57	844,984.63	89%	843,068.19	89%	844,984.63	753,249.57
Merchandise	61,457.82	46,193.71	133%	44,974.60	137%	46,193.71	61,457.82
Other Pro Shop	6,011.00	10,765.76	56%	9,336.00	64%	10,765.76	6,011.00
Range	47,310.00	48,411.14	98%	53,645.55	88%	48,411.14	47,310.00
Food and Beverage	123,338.41	121,477.45	102%	118,001.50	105%	121,477.45	123,338.41
Other G&A Income	(7,239.00)	0.00	0%	0.00	0%	0.00	(7,239.00)
TOTAL REVENUE	984,127.80	1,071,832.69	92%	1,069,025.84	92%	1,071,832.69	984,127.80
COST OF SALES							
Merchandise	44,187.58	27,716.22	159%	27,445.37	161%	27,716.22	44,187.58
Food & Beverage	59,285.15	51,020.52	116%	52,472.97	113%	51,020.52	59,285.15
TOTAL COGS	103,472.73	78,736.74	131%	79,918.34	129%	78,736.74	103,472.73
COGS - Merchandise %	0.72	0.60	119.8%	0.61	117.8%	0.60	9.41
COGS - Food %	0.48	0.42	114.4%	0.44	108.1%	0.42	6.22
PAYROLL							
Course and Grounds	372,279.38	376,019.27	99%	385,295.67	97%	376,019.27	372,279.38
Carts, Range, Starters, Etc.	84,092.15	61,487.96	137%	94,303.40	89%	61,487.96	84,092.15
Pro Shop	54,170.03	85,595.61	63%	97,753.15	55%	85,595.61	54,170.03
Food and Beverage	113,521.30	74,248.68	153%	97,369.36	117%	74,248.68	113,521.30
General and Administrative	123,129.74	120,565.76	102%	123,675.72	100%	120,565.76	123,129.74
Marketing	0.00	0.00	0%	2,528.11	0%	0.00	0.00
TOTAL PAYROLL	747,192.60	717,917.28	104%	800,925.41	93%	717,917.28	747,192.60
OPERATING EXPENSES							
Course and Grounds	213,377.37	263,953.73	81%	270,690.09	79%	263,953.73	213,377.37
Carts, Range, Starters, Etc.	75,540.04	70,668.01	107%	50,503.94	150%	70,668.01	75,540.04
Pro Shop	1,148.95	2,122.35	54%	2,352.95	49%	2,122.35	1,148.95
Food and Beverage	15,903.15	5,966.84	267%	8,506.91	187%	5,966.84	15,903.15
General and Administrative	117,060.52	94,554.99	124%	95,441.90	123%	94,554.99	117,060.52
Marketing	3,999.18	3,817.66	105%	3,859.80	104%	3,817.66	3,999.18
TOTAL OPERATING EXPENSES	427,029.21	441,083.58	97%	431,355.59	99%	441,083.58	427,029.21
TOTAL EXPENSES	1,277,694.54	1,237,737.60	103%	1,312,199.34	97%	1,237,737.60	1,277,694.54
EBITDA	(293,566.74)	(165,904.91)	177%	(243,173.50)	121%	(165,904.91)	(293,566.74)
MANAGEMENT FEES	(43,634.85)	(43,992.00)	99%	(43,138.80)	101%	(43,992.00)	(43,634.85)
OTHER INCOME (EXPENSE)							
Depreciation & Amortization	(10,962.52)	(6,768.00)	162%	(6,766.78)	162%	(6,768.00)	(10,962.52)
Other Expenses / Capital Reserve	0.33	0.00	0%	0.00	0%	0.00	0.33
TOTAL OTHER INCOME (EXPENSE)	(10,962.19)	(6,768.00)	162%	(6,766.78)	162%	(6,768.00)	(10,962.19)
NET INCOME	(348,163.78)	(216,664.91)	161%	(293,079.08)	119%	(216,664.91)	(348,163.78)
PAID ROUNDS							
Paid Rounds	34,856.00	41,852.20	83%	40,704.00	86%	41,852.20	34,856.00
Member Rounds	7,574.00	8,804.34	86%	7,976.00	95%	8,804.34	7,574.00
Other Rounds	1,643.00	2,118.03	78%	2,003.00	82%	2,118.03	1,643.00
Total Rounds	44,073.00	52,774.57	84%	50,683.00	87%	52,774.57	44,073.00
Revenue/Paid Rounds	28.23	25.61	110%	26.26	108%	25.61	335.65
Revenue/Total Rounds	22.33	20.31	110%	21.09	106%	20.31	267.61

Stockton CA Golf Courses
Van Buskirk Summary Income Statement
For the Twelve Months Ending June 30, 2017

	YTD Actual	YTD Budget	% of Budget	YTD Prior Year	% of PY	Annual Budget	Rolling 12 Months
REVENUES							
Green Fees & Cart Fees	254,362.46	374,710.94	68%	323,776.68	79%	374,710.94	254,362.46
Merchandise	32,791.25	25,806.77	127%	23,359.57	140%	25,806.77	32,791.25
Other Pro Shop	48.00	99.84	48%	182.00	26%	99.84	48.00
Range	12,402.00	16,621.87	75%	16,200.50	77%	16,621.87	12,402.00
Food and Beverage	52,646.23	63,322.96	83%	59,621.27	88%	63,322.96	52,646.23
TOTAL REVENUE	352,249.94	480,562.38	73%	423,140.02	83%	480,562.38	352,249.94
COST OF SALES							
Merchandise	26,699.43	15,484.05	172%	17,221.73	155%	15,484.05	26,699.43
Food & Beverage	26,247.31	26,595.65	99%	30,303.08	87%	26,595.65	26,247.31
TOTAL COGS	52,946.74	42,079.70	126%	47,524.81	111%	42,079.70	52,946.74
COGS - Merchandise %	0.81	0.60	135.7%	0.74	110.4%	0.60	19.59
COGS - Food %	0.50	0.42	118.7%	0.51	98.1%	0.42	6.53
PAYROLL							
Course and Grounds	149,117.74	126,772.06	118%	148,756.68	100%	126,772.06	149,117.74
Carts, Range, Starters, Etc.	66,850.78	40,923.12	163%	31,221.48	214%	40,923.12	66,850.78
Pro Shop	123,179.00	105,550.77	117%	93,295.59	132%	105,550.77	123,179.00
Food and Beverage	38,934.35	41,599.28	94%	43,301.55	90%	41,599.28	38,934.35
General and Administrative	36.00	0.00	0%	0.00	0%	0.00	36.00
Marketing	0.00	0.00	0%	1,264.04	0%	0.00	0.00
TOTAL PAYROLL	378,117.87	314,845.23	120%	317,839.34	119%	314,845.23	378,117.87
OPERATING EXPENSES							
Course and Grounds	177,732.62	208,242.62	85%	206,560.55	86%	208,242.62	177,732.62
Carts, Range, Starters, Etc.	46,007.75	46,041.53	100%	31,953.00	144%	46,041.53	46,007.75
Pro Shop	208.88	1,512.08	14%	994.13	21%	1,512.08	208.88
Food and Beverage	10,756.75	10,790.56	100%	8,664.59	124%	10,790.56	10,756.75
General and Administrative	70,307.20	85,014.33	83%	84,595.93	83%	85,014.33	70,307.20
Marketing	4,126.57	3,112.42	133%	2,969.93	139%	3,112.42	4,126.57
TOTAL OPERATING EXPENSES	309,139.77	354,713.54	87%	335,738.13	92%	354,713.54	309,139.77
TOTAL EXPENSES	740,204.38	711,638.47	104%	701,102.28	106%	711,638.47	740,204.38
EBITDA	(387,954.44)	(231,076.09)	168%	(277,962.26)	140%	(231,076.09)	(387,954.44)
MANAGEMENT FEES	(43,634.84)	(43,992.00)	99%	(43,138.80)	101%	(43,992.00)	(43,634.84)
OTHER INCOME (EXPENSE)							
Depreciation & Amortization	(8,996.88)	(8,230.00)	109%	(8,228.17)	109%	(8,230.00)	(8,996.88)
TOTAL OTHER INCOME (EXPENSE)	(8,996.88)	(8,230.00)	109%	(8,228.17)	109%	(8,230.00)	(8,996.88)
NET INCOME	(440,586.16)	(283,298.09)	156%	(329,329.23)	134%	(283,298.09)	(440,586.16)
PAID ROUNDS							
Paid Rounds	11,161.00	17,007.28	66%	13,989.00	80%	17,007.28	11,161.00
Member Rounds	2,463.00	3,613.27	68%	3,886.00	63%	3,613.27	2,463.00
Other Rounds	129.00	186.33	69%	208.00	62%	186.33	129.00
Total Rounds	13,753.00	20,806.88	66%	18,083.00	76%	20,806.88	13,753.00
Revenue/Paid Rounds	31.56	28.26	112%	30.25	104%	28.26	372.99
Revenue/Total Rounds	25.61	23.10	111%	23.40	109%	23.10	309.32