

# Ventura Country Club

**FINAL**

	2013 BUDGET	2013 PROJECTED	2014 Budget
<b>Revenue</b>			
Dues Fees	245,698	237,486	237,986
Green Fees	447,120	432,850	448,740
Cart Fees	356,711	359,871	365,053
Merchandise Sales	113,882	113,995	110,960
Other Pro Shop	17,990	17,172	17,254
F & B Sales	942,913	948,521	973,398
Other F & B	55,115	64,263	68,250
HOA Assessment Revenues	2,566,728	2,566,728	2,566,728
Contribution to Reserves	(645,468)	(645,468)	(593,055)
<b>HOA Other</b>	76,600	92,512	77,496
<b>Total Revenue</b>	<b>4,177,289</b>	<b>4,187,930</b>	<b>4,272,810</b>
<b>Cost of Merch. Sold</b>			
Pro Shop-Cost of Merch. Sold	74,024	79,228	72,124
% COGS	65.0%	69.5%	65.0%
F & B COGS	328,771	369,053	335,413
% COGS	34.9%	38.9%	34.5%
<b>Total Cost of Goods Sold</b>	<b>402,795</b>	<b>448,281</b>	<b>407,537</b>
<b>Labor Expenses</b>			
GOLF PRO SHOP	284,730	258,733	279,804
F&B	461,276	500,042	535,154
GOLF MAINTENANCE	355,776	345,234	363,086
HOA - ADMINISTRATIVE	392,547	371,317	397,207
HOA - GRNDS MAINTENANCE	254,291	252,882	272,238
<b>Total Labor Expenses</b>	<b>1,748,620</b>	<b>1,728,208</b>	<b>1,847,488</b>
<b>Labor %</b>	41.9%	41.3%	43.2%
<b>Yr over yr growth</b>			
<b>Other Expenses</b>			
GOLF PRO SHOP	176,635	159,844	177,269
F&B	202,750	205,816	205,042
GOLF MAINTENANCE	291,535	273,327	287,710
HOA - ADMINISTRATIVE	947,982	926,790	939,154
HOA - GRNDS MAINTENANCE	325,975	284,617	289,828
<b>Total Other Expenses</b>	<b>1,944,877</b>	<b>1,850,394</b>	<b>1,899,003</b>
<b>Other Expenses %</b>	46.6%	44.2%	44.4%
<b>Yr over yr growth</b>			
<b>Total Expenses</b>	<b>4,096,292</b>	<b>4,026,883</b>	<b>4,154,028</b>
<b>Total Expenses %</b>	98.1%	96.2%	97.2%
<b>Yr over yr growth</b>			
<b>Gross Operating Profit (Loss)</b>	<b>80,997</b>	<b>161,047</b>	<b>118,782</b>
<b>Operating Margin</b>	1.9%	3.8%	2.8%
<b>Other Income &amp; Expenses</b>	<b>(80,997)</b>	<b>(116,310)</b>	<b>(118,782)</b>
<b>Net Operating Profit (Loss)</b>	<b>0</b>	<b>44,737</b>	<b>(0)</b>