

**Exchange City Golf Corporation  
Par 3 Golf Course  
2021 Proposed Budget**

Description	2015	2015	2015	2016	2016	2016	2017	2017	2017	2018	2018	2018	2019	30-Nov	19-Aug	2020	31-Oct	31-Oct	2021
	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	PROPOSED
<b>Revenue</b>																			
<b>Gree Fees</b>	235,000	285,007	50,007	245,000	261,276	16,276	245,000	250,327	5,327	260,000	202,320	(57,680)	255,000	224,285	(30,715)	255,000	285,408	30,408	255,000
<b>Range Revenue</b>	75,000	82,804	7,804	81,000	66,156	(14,844)	81,000	59,128	(21,872)	70,000	59,050	(10,950)	65,000	56,283	(8,717)	65,000	52,648	(12,352)	65,000
<b>Golf Cart Rental</b>	60,000	63,188	3,188	62,500	67,557	5,057	62,500	69,386	6,886	65,000	67,250	2,250	65,000	70,781	5,781	65,000	90,073	25,073	65,000
<b>Memberships</b>	32,000	44,754	12,754	46,000	46,145	145	46,000	48,346	2,346	46,000	48,969	2,969	46,000	58,713	12,713	46,000	51,902	5,902	46,000
<b>Interest &amp; Bench Ads</b>		250	250			0		48	48		153	153		200	200		200	200	
<b>Miscellaneous</b>		11,086	11,086		11,994	11,994		9,510	9,510		27,985	27,985		17,869	17,869		7,205	7,205	
<b>Gain/Loss on Sale of Assets</b>		10,000	10,000			0		6,000	6,000	3,600	2,750	(850)	6,500	0	(6,500)	6,500		(6,500)	6,500
	402,000	497,090	95,090	434,500	453,127	18,627	434,500	442,745	8,245	444,600	408,477	(36,123)	437,500	428,131	(9,369)	437,500	487,436	49,936	437,500
			0			0			0			0			0				0
<b>Range Expenses</b>	18,500	15,070	(3,430)	18,500	19,999	1,499	18,500	17,716	(784)	20,285	13,907	(6,378)	20,000	13,384	(6,616)	20,000	16,208	(3,792)	20,000
			0			0			0			0							0
<b>GROUND OPERATIONS</b>			0			0			0			0							0
<b>Salary Superintendent</b>	55,300	56,020	720	60,000	61,905	1,905	61,500	63,527	2,027	63,653	65,529	1,877	65,562	62,098	(3,464)	50,000	38,169	(11,831)	52,000
<b>Salary and Wages</b>	61,700	52,463	(9,237)	52,000	49,890	(2,110)	61,438	58,948	(2,490)	62,608	58,747	(3,861)	62,608	52,514	(10,094)	62,928	54,122	(8,806)	62,928
<b>Payroll Taxes</b>	14,120	13,388	(732)	17,400	10,434	(6,966)	17,400	8,968	(8,432)	13,550	8,801	(4,749)	9,600	9,072	(528)	9,600	7,958	(1,642)	10,000
<b>Employee Benefits</b>			0			0			0			0							0
<b>Sub Total</b>	131,120	121,870	(9,250)	129,400	122,230	(7,170)	140,338	131,443	(8,895)	139,811	133,077	(6,734)	137,770	123,684	(14,086)	122,528	100,249	(22,279)	124,928
			0			0			0			0							0
<b>General Cost</b>			0			0			0			0							0
<b>Gas and Oil</b>	14,120	10,256	(3,864)	14,500	7,576	(6,924)	12,800	8,569	(4,231)	12,800	10,773	(2,027)	10,500	9,387	(1,113)	10,500	6,679	(3,821)	10,500
<b>Utilities</b>	10,755	15,827	5,072	13,400	17,499	4,099	13,400	13,977	577	13,980	15,054	1,074	12,610	14,278	1,668	12,610	12,678	68	12,610
<b>Fertilizer and Seed</b>	18,500	17,607	(893)	18,500	14,488	(4,012)	18,500	16,523	(1,977)	18,500	13,460	(5,040)	17,500	17,680	180	18,000	8,278	(9,722)	10,000
<b>Operating Supplies</b>	5,778	6,676	898	6,000	5,822	(178)	6,000	9,813	3,813	7,577	6,933	(644)	7,707	6,945	(762)	8,017	5,619	(2,398)	8,017
<b>Repairs and Maintenance</b>	8,000	8,416	416	8,000	4,833	(3,167)	8,000	15,664	7,664	9,350	14,473	5,123	9,350	19,542	10,192	10,500	8,030	(2,470)	10,500
<b>Contract Labor</b>	1,400	1,699	299	1,400	950	(450)	1,400	1,550	150	1,400	1,000	(400)	1,400	1,755	355	1,400	619	(781)	12,000
<b>Sand and Gravel</b>	4,400	5,170	770	4,250	4,380	130	4,250	3,670	(580)	4,250	5,570	1,320	4,250	1,514	(2,736)	4,250	3,787	(463)	4,250
<b>Irrigation</b>		0	0	650	0	(650)	0	0	0	0	0	0	0	4,330	4,330	0	2,741	2,741	0
<b>Travel and Dues</b>	1,800	870	(930)	1,000	867	(133)	1,000	853	(147)	1,000	722	(278)	1,000	873	(127)	1,000	1,400	400	1,000
<b>Insurance</b>	0	3,820	3,820	3,800	5,187	1,387	3,816	4,165	349	3,816	5,007	1,191	4,452	4,823	371	4,584	6,200	1,616	5,584
<b>Finance Fees</b>			0			0	0	239	239	0	0	0	0	4	4	0	3	3	0
<b>Sub Total</b>	64,753	70,341	5,588	71,500	61,602	(9,898)	69,166	75,023	5,857	72,673	72,992	319	68,769	81,131	12,362	70,861	56,034	(14,827)	74,461
<b>Grounds Total</b>	195,873	192,211	(3,662)	200,900	183,832	(17,068)	209,504	206,466	(3,038)	212,484	206,069	(6,415)	206,539	204,815	(1,724)	193,389	156,283	(37,106)	199,389
			0			0			0			0							0
<b>CLUBHOUSE OPERATIONS</b>			0			0			0			0			0				0
<b>Salary Golf Pro</b>	59,900	60,551	651	63,000	64,368	1,368	64,575	66,103	1,528	65,706	67,022	1,316	67,677	64,038	(3,639)	69,707	59,127	(10,580)	72,804
<b>Salaries and Wages</b>	39,700	21,222	(18,478)	41,500	17,485	(24,015)	22,320	19,792	(2,528)	22,320	16,521	(5,799)	19,556	17,382	(2,174)	20,604	14,090	(6,514)	16,800
<b>Payroll Taxes</b>	11,800	9,376	(2,424)	10,600	6,720	(3,880)	9,456	9,178	(278)	9,956	9,289	(667)	9,530	9,243	(287)	10,605	7,283	(3,322)	8,600
<b>Employee Benefits</b>	3,500	3,459	(41)	3,300	3,600	300	3,600	3,750	150	3,600	3,600	0	3,600	3,600	0	4,050	1,850	(2,200)	3,500
<b>Sub-Total</b>	114,900	94,609	(20,291)	118,400	92,173	(26,227)	99,951	98,823	(1,128)	101,582	96,432	(5,150)	100,363	94,263	(6,100)	104,966	82,350	(22,616)	101,704
			0			0			0			0			0				0
<b>General Cost</b>			0			0			0			0			0				0
<b>Credit Card Fees</b>	10,000	10,357	357	11,500	11,790	290	9,924	9,960	36	11,124	10,188	(936)	10,515	11,275	760	12,077	15,276	3,199	16,115
<b>Offices Expenses</b>	1,200	1,266	66	1,200	1,037	(163)	1,205	896	(309)	1,250	1,202	(48)	1,131	951	(180)	1,344	1,100	(244)	1,422
<b>Legal and Accounting</b>	9,200	11,495	2,295	9,800	11,428	1,628	12,091	10,500	(1,591)	12,500	10,530	(1,970)	12,500	10,825	(1,675)	12,593	8,100	(4,493)	12,500
<b>Miscellaneous</b>	500	0	(500)	500		(500)	0	0	0	0	446	446			0			0	
<b>Bad Dept Expense</b>	0	42	42			0			0		15	15			0			0	
<b>Cash Over/Short</b>		18	18		(12)	(12)	10	(1)	(11)	10	(0)	(10)		(1)	(1)		(1)	(1)	
<b>Dues and Subscription</b>	1,800	909	(891)	1,000	1,145	145	1,963	1,066	(897)	1,963	1,252	(711)	1,833	1,061	(772)	1,592	626	(966)	285

Description	2015	2015	2015	2016	2016	2016	2017	2017	2017	2018	2018	2018	2019	30-Nov	19-Aug	2020	31-Oct	31-Oct	2021
	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	Budget	Actual	Variance	PROPOSED
Utilities	10,000	8,338	(1,662)	9,400	8,055	(1,345)	8,322	8,670	348	8,722	8,548	(174)	8,429	8,532	103	9,821	8,352	(1,469)	10,580
Telephone	2,000	2,601	601	2,000	1,784	(216)	2,408	1,801	(607)	2,408	1,620	(788)	1,862	973	(889)	873	1,678	805	1,706
Insurance	7,000	5,838	(1,162)	7,000	7,972	972	7,692	9,295	1,603	8,192	7,015	(1,177)	8,078	5,436	(2,642)	5,573	6,155	582	7,000
Advertising	5,500	6,023	523	5,500	6,091	591	5,824	7,092	1,268	5,824	4,016	(1,808)	6,024	5,105	(919)	4,157	5,728	1,571	6,000
Taxes and Licenses			0		0	0			0		0	0			0			0	
Travel	500	0	(500)	500	0	(500)	0		0	0	135	135	203	0	(203)	0	0	0	500
Yamaha Golf Cart Lease																			18,940
Security			0		0	0			0	0	0	0			0			0	
Customer Relations			0		120	120	103	60	(43)	103	206	103	188	1,022	834	200	492	292	738
Clubhouse Oper/Main	5,500	7,524	2,024	6,250	4,646	(1,604)	6,911	5,530	(1,381)	6,911	7,666	755	9,306	8,678	(628)	5,031	3,674	(1,357)	5,031
Sub-Total	53,200	54,412	1,212	54,650	54,055	(595)	56,453	54,869	(1,584)	59,007	52,838	(6,169)	60,069	53,857	(6,212)	53,261	51,180	(2,081)	80,817
Clubhouse Total	168,100	149,021	(19,079)	173,050	146,228	(26,822)	156,404	153,692	(2,712)	160,589	149,270	(11,318)	160,432	148,120	(12,312)	158,227	133,530	(24,697)	182,521
Total Operating Cost	382,473	356,301	(26,172)	392,450	350,059	(42,391)	384,408	377,874	(6,534)	393,357	369,246	(24,111)	386,971	366,319	(20,652)	371,616	306,021	(65,595)	401,910
			0												0			0	
Simple Revenue	19,527	140,789	121,262	42,050	103,067	61,017	50,092	64,871	14,779	51,243	39,231	(12,012)	50,529	61,812	11,283	65,884	181,415	115,531	35,590
Capital Expenditures					47,231		48,115	49,288	(1,173)	46,859	39,792	7,067	36,851	52,265	15,414	49,000	29,000	(20,000)	84,500

**Exchange City Golf Corporation  
Par 3 Golf Course  
2019 Proposed Fee Structure**

		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2020
		Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee	Fee
<b>Carts 9</b>	<b>Riders</b>	\$8.00	\$9.00	\$10.00	\$10.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$13.00	\$13.00	\$13.00	\$14.00
<b>Carts 18</b>	<b>Riders</b>	\$14.00	\$15.00	\$15.00	\$15.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$22.00	\$22.00	\$22.00	\$24.00
<b>Green Fees</b>	<b>18</b>	\$15.00	\$17.00	\$18.00	\$20.00	\$20.00	\$20.00	\$21.00	\$21.00	\$22.00	\$22.00	\$23.00	\$23.00	\$23.00
	<b>9</b>	\$10.00	\$11.00	\$12.00	\$12.50	\$14.00	\$14.00	\$15.00	\$15.00	\$15.00	\$15.00	\$16.00	\$16.00	\$16.00
	<b>Xtra 9</b>	\$5.00	\$6.00	\$6.00	\$7.50	\$6.00	\$6.00	\$6.00	\$6.00	\$7.00	\$7.00	\$7.00	\$7.00	\$7.00
<b>Range Balls</b>	<b>Jumbo</b>	\$6.50	\$7.00	\$7.50	\$8.00	\$9.00	\$9.00	\$9.50	\$9.50	\$9.50	\$10.00	\$10.00	\$10.00	\$10.00
	<b>Large</b>	\$4.50	\$4.75	\$5.00	\$6.00	\$7.50	\$7.50	\$7.50	\$7.50	\$7.50	\$8.00	\$8.00	\$8.00	\$8.00
	<b>Med</b>	\$3.50	\$3.75	\$4.00	\$4.50	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
	<b>Small</b>	\$2.50	\$2.75	\$3.00	\$3.50	\$4.00	\$4.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
<b>Yearly Passes</b>														
<b>Senior Single</b>	<b>55 &amp; Older</b>								\$425.00	\$425.00	\$450.00	\$450.00	\$450.00	\$450.00
<b>Senior Couple</b>	<b>55 &amp; Older</b>								\$525.00	\$525.00	\$550.00	\$550.00	\$550.00	\$550.00
<b>Junior</b>	<b>17 &amp; Under</b>								\$199.00	\$199.00	\$199.00	\$199.00	\$199.00	\$199.00
<b>Single</b>									\$475.00	\$475.00	\$500.00	\$500.00	\$500.00	\$500.00
<b>Couple</b>									\$625.00	\$625.00	\$650.00	\$650.00	\$650.00	\$650.00
<b>Family</b>									\$825.00	\$825.00	\$850.00	\$850.00	\$850.00	\$850.00

2021 Promotional:

1. Corporate memberships
2. \$5 off twilight rate after 5pm

**Exchange City Golf Corporation  
Par 3 Golf Course  
2021 Proposed Captial Improvements**

<b>Improvements</b>	<b>Units</b>	<b>Cost</b>	<b>Total</b>
Parking Lot Rehab			\$75,000.00
City Tree Trimming	Included in contract labor budget		
Ball Washer			\$4,500.00
Club House POS			\$5,000.00
<b>Total Improvements</b>			<b>\$84,500.00</b>
 <b>Equipment</b>			
<b>Total Equipment</b>			<b>\$0.00</b>
<b>Total Course Cap Ex</b>			<b>\$84,500.00</b>
 <b>Distributions</b>			
Distribution, City			\$0.00
Distribution, Exchange Club			\$0.00
			<b>\$0.00</b>
 <b>Total Cap Ex</b>			 <b><u>\$84,500.00</u></b>