

Exchange City Golf
Par 3 Golf Course
2022 Proposed

| Description | 2019 Budget | 2019 Actual | 2019 Variance | 2020 Budget | 2020 Actual | 2020 Variance | 2021 Budget | 2021 Actual | 2021 Variance | 2022 Budget | 22-Aug Actual | 2022 Variance | 2023 Proposed |
|-----------------------------|----------------|----------------|------------------|----------------|----------------|------------------|----------------|----------------|------------------|----------------|------------------|------------------|------------------|
| Revenue | | | | | | | | | | | | | |
| Gree Fees | 255,000 | 225,119 | (29,881) | 255,000 | 296,099 | 41,099 | 255,000 | 328,094 | 73,094 | 275,000 | 252,318 | (22,682) | 285,000 |
| Range Revenue | 65,000 | 56,707 | (8,293) | 65,000 | 54,294 | (10,706) | 65,000 | 89,950 | 24,950 | 75,000 | 107,246 | 32,246 | 82,000 |
| Golf Cart Rental | 65,000 | 70,847 | 5,847 | 65,000 | 93,703 | 28,703 | 65,000 | 131,333 | 66,333 | 80,000 | 86,267 | 6,267 | 90,000 |
| Memberships | 46,000 | 61,664 | 15,664 | 46,000 | 56,353 | 10,353 | 46,000 | 66,677 | 20,677 | 48,000 | 48,890 | 890 | 55,000 |
| Interest & Bench Ads | | 296 | 296 | | 61 | 61 | | 15 | 15 | | 10 | 10 | |
| Miscellaneous | | 11,669 | 11,669 | | 9,104 | 9,104 | | 1,803 | 1,803 | | 28,193 | 28,193 | |
| Gain/Loss on Sale of Assets | 6,500 | 6,471 | (29) | 6,500 | 25,950 | 19,450 | 6,500 | | (6,500) | 6,500 | 5,506 | (994) | |
| | 437,500 | 432,773 | (4,727) | 437,500 | 535,564 | 98,064 | 437,500 | 617,872 | 180,372 | 484,500 | 528,430 | 43,930 | 512,000 |
| | | | 0 | | | 0 | | | 0 | | | 0 | |
| Range Expenses | 20,000 | 14,933 | (5,067) | 20,000 | 16,380 | (3,620) | 20,000 | 22,900 | 2,900 | 20,000 | 18,521 | (1,479) | 30,000 |
| | | | | | | | | | | | | | |
| GROUNDS OPERATIONS | | | | | | | | | | | | | |
| Salary, taxes - subtotal | 137,770 | 134,374 | (3,396) | 122,528 | 119,285 | (3,243) | 124,928 | 120,265 | (4,663) | 128,000 | 92,658 | (35,342) | 130,620 |
| | | | | | | | | | | | | | |
| General Cost | | | | | | | | | | | | | |
| Gas and Oil | 10,500 | 9,386 | (1,114) | 10,500 | 7,603 | (2,897) | 10,500 | 9,485 | (1,015) | 10,500 | 10,041 | (459) | 10,500 |
| Utilities | 12,610 | 14,278 | 1,668 | 12,610 | 15,117 | 2,507 | 12,610 | 17,190 | 4,580 | 12,610 | 9,357 | (3,253) | 12,610 |
| Fertilizer and Seed | 17,500 | 17,680 | 180 | 18,000 | 10,277 | (7,723) | 10,000 | 17,812 | 7,812 | 18,000 | 11,153 | (6,847) | 18,000 |
| Operating Supplies | 7,707 | 6,945 | (762) | 8,017 | 7,462 | (555) | 8,017 | 7,522 | (495) | 8,017 | 3,763 | (4,254) | 8,017 |
| Repairs and Maintenance | 9,350 | 28,882 | 19,532 | 10,500 | 18,203 | 7,703 | 10,500 | 18,750 | 8,250 | 10,500 | 9,293 | (1,207) | 10,500 |
| Contract Labor | 1,400 | 1,754 | 354 | 1,400 | 619 | (781) | 12,000 | 13,052 | 1,052 | 12,000 | 10,300 | (1,700) | 12,000 |
| Sand and Gravel | 4,250 | 1,514 | (2,736) | 4,250 | 4,198 | (52) | 4,250 | 4,520 | 270 | 5,000 | 3,855 | (1,145) | 5,000 |
| Rental Cart Repairs | | 1,942 | 1,942 | | 1,172 | | | 318 | | | 1,080 | | 2,000 |
| Irrigation | 0 | 4,330 | 4,330 | 0 | 3,142 | 3,142 | 0 | 2,092 | 2,092 | 0 | 2,092 | 2,092 | 2,100 |
| Travel and Dues | 1,000 | 873 | (127) | 1,000 | 1,400 | 400 | 1,000 | 2,944 | 1,944 | 1,500 | 760 | (740) | 1,500 |
| Insurance | 4,452 | 5,204 | 752 | 4,584 | 6,111 | 1,527 | 5,584 | 4,532 | (1,052) | 6,000 | 5,019 | (981) | 6,000 |
| Finance Fees | 0 | 4 | 4 | 0 | 4 | 4 | 0 | 73 | 73 | 0 | 0 | 0 | |
| Sub Total | 68,769 | 92,792 | 24,023 | 70,861 | 75,308 | 4,447 | 74,461 | 98,290 | 23,829 | 84,127 | 66,713 | (17,414) | 88,227 |
| Grounds Total | 206,539 | 227,166 | 20,627 | 193,389 | 194,593 | 1,204 | 199,389 | 218,555 | 19,166 | 212,127 | 159,371 | (52,756) | 218,847 |
| | | | | | | | | | | | | | |
| CLUBHOUSE OPERATIONS | | | 0 | | | 0 | | | 0 | | | 0 | |
| Salary, taxes - Sub-total | 100,363 | 101,087 | 724 | 104,966 | 106,622 | 1,656 | 101,704 | 96,041 | (5,663) | 112,600 | 70,419 | (42,181) | 128,600 |
| | | | 0 | | | 0 | | | 0 | | | 0 | |
| General Cost | | | 0 | | | 0 | | | 0 | | | 0 | |
| Credit Card Fees | 10,515 | 11,582 | 1,067 | 12,077 | 17,023 | 4,946 | 16,115 | 24,657 | 8,542 | 17,500 | 30,066 | 12,566 | 20,000 |
| Office Expenses | 1,131 | 951 | (180) | 1,344 | 1,100 | (244) | 1,422 | 2,601 | 1,179 | 1,422 | 1,740 | 318 | 1,500 |
| Legal and Accounting | 12,500 | 11,635 | (865) | 12,593 | 9,720 | (2,873) | 12,500 | 11,170 | (1,330) | 12,500 | 6,480 | (6,020) | 12,500 |
| Miscellaneous | | 0 | 0 | | 0 | 0 | | 1,403 | 1,403 | | 502 | 502 | |
| Bad Dept Expense | | 0 | 0 | | 0 | 0 | | 192 | 192 | | 0 | 0 | |

Exchange City Golf
Par 3 Golf Course
2022 Proposed

| Description | 2019 | 2019 | 2019 | 2020 | 2020 | 2020 | 2021 | 2021 | 2021 | 2022 | 22-Aug | 2022 | 2023 |
|------------------------|---------|---------|----------|---------|---------|----------|---------|---------|----------|---------|---------|-----------|----------|
| | Budget | Actual | Variance | Budget | Actual | Variance | Budget | Actual | Variance | Budget | Actual | Variance | Proposed |
| Cash Over/Short | | (2) | (2) | | 10 | 10 | | (137) | (137) | | 568 | 568 | |
| Dues and Subscription | 1,833 | 1,061 | (772) | 1,592 | 626 | (966) | 285 | 1,087 | 802 | 2,000 | 787 | (1,213) | 2,000 |
| Utilities | 8,429 | 8,940 | 511 | 9,821 | 9,603 | (218) | 10,580 | 9,399 | (1,181) | 11,000 | 6,338 | (4,662) | 12,000 |
| Telephone | 1,862 | 973 | (889) | 873 | 2,215 | 1,342 | 1,706 | 2,499 | 793 | 2,500 | 1,963 | (537) | 2,500 |
| Insurance | 8,078 | 6,007 | (2,071) | 5,573 | 7,038 | 1,465 | 7,000 | 7,759 | 759 | 7,500 | 8,631 | 1,131 | 10,000 |
| Advertising | 6,024 | 5,249 | (775) | 4,157 | 5,875 | 1,718 | 6,000 | 3,107 | (2,893) | 6,000 | 2,164 | (3,836) | 6,000 |
| Taxes and Licenses | | 0 | 0 | | 0 | 0 | | 20 | 20 | | 20 | 20 | |
| Travel | 203 | 0 | (203) | 0 | 0 | 0 | 500 | 0 | (500) | 500 | 0 | (500) | 1,000 |
| Yamaha Golf Cart Lease | | | | | 0 | 0 | 18,940 | 21,070 | 2,130 | 18,940 | 15,062 | (3,878) | |
| Security | | | 0 | | 0 | 0 | | 0 | 0 | | 0 | 0 | |
| Customer Relations | 188 | 1,022 | 834 | 200 | 492 | 292 | 738 | 165 | (573) | 738 | 693 | (45) | 750 |
| Clubhouse Oper/Main | 9,306 | 8,962 | (344) | 5,031 | 4,703 | (328) | 5,031 | 7,707 | 2,676 | 10,000 | 4,067 | (5,933) | 11,000 |
| Sub-Total | 60,069 | 56,380 | (3,689) | 53,261 | 58,405 | 5,144 | 80,817 | 92,699 | 11,882 | 90,600 | 79,081 | (11,519) | 79,250 |
| Clubhouse Total | 160,432 | 157,467 | (2,965) | 158,227 | 165,027 | 6,800 | 182,521 | 188,740 | 6,219 | 203,200 | 149,500 | (53,700) | 207,850 |
| Total Operating Cost | 386,971 | 399,566 | 12,595 | 371,616 | 376,000 | 4,384 | 401,910 | 430,195 | 28,285 | 435,327 | 327,392 | (107,935) | 456,697 |
| | | | 0 | | 0 | 0 | | 0 | 0 | | | 0 | |
| Simple Revenue | 50,529 | 33,207 | (17,322) | 65,884 | 159,564 | 93,680 | 35,590 | 187,677 | 152,087 | 49,173 | 201,038 | 151,865 | 55,303 |
| Capital Expenditures | 36,851 | 47,401 | 10,550 | 49,000 | 18,472 | (30,528) | 114,605 | 138,551 | 23,946 | 122,000 | 98,089 | (23,911) | 122,000 |

Exchange City Golf Corporation
Par 3 Golf Course
2022 Proposed Fee Structure

| | | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|----------------------|-----------------------|---------|---------|---------|---------|---------|---------|---------|----------|----------|----------|----------|----------|----------|----------|----------|
| | | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee | Fee |
| Carts 9 | Riders | \$8.00 | \$9.00 | \$10.00 | \$10.00 | \$12.00 | \$12.00 | \$12.00 | \$12.00 | \$12.00 | \$13.00 | \$13.00 | \$13.00 | \$15.00 | \$15.00 | \$15.00 |
| Carts 18 | Riders | \$14.00 | \$15.00 | \$15.00 | \$15.00 | \$20.00 | \$20.00 | \$20.00 | \$20.00 | \$20.00 | \$22.00 | \$22.00 | \$22.00 | \$25.00 | \$25.00 | \$25.00 |
| Green Fees | 18 | \$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 | \$23.00 | \$23.00 |
| | 9 | \$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 | \$16.00 | \$16.00 |
| | Xtra 9 | \$5.00 | \$6.00 | \$6.00 | \$7.50 | \$6.00 | \$6.00 | \$6.00 | \$6.00 | \$7.00 | \$7.00 | \$7.00 | \$7.00 | \$8.00 | \$8.00 | \$8.00 |
| Range Balls | Jumbo | \$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 | \$10.00 | \$10.00 |
| | Large | \$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 | \$8.00 | \$8.00 |
| | Med | \$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 | \$5.00 | \$5.00 |
| | Small | \$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 | \$3.00 | \$3.00 |
| Yearly Passes | | | | | | | | | | | | | | | | |
| Senior Single | 55 & Older | | | | | | | | \$425.00 | \$425.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 | \$450.00 |
| Senior Couple | 55 & Older | | | | | | | | \$525.00 | \$525.00 | \$550.00 | \$550.00 | \$550.00 | \$550.00 | \$550.00 | \$550.00 |
| Junior | 17 & Under | | | | | | | | \$199.00 | \$199.00 | \$199.00 | \$199.00 | \$199.00 | \$199.00 | \$199.00 | \$199.00 |
| Single | | | | | | | | | \$475.00 | \$475.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 |
| Couple | | | | | | | | | \$625.00 | \$625.00 | \$650.00 | \$650.00 | \$650.00 | \$650.00 | \$650.00 | \$650.00 |
| Family | | | | | | | | | \$825.00 | \$825.00 | \$850.00 | \$850.00 | \$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
2023 Proposed Capital Improvements**

| | Units | Cost | Total |
|--------------------------------------|-----------------------------------|-------------|---------------------|
| Improvements | | | |
| Concrete flooring for the cart barns | | | \$18,000.00 |
| City Tree Trimming | Included in contract labor budget | | |
| Bathroom Remodel | | \$8,000.00 | \$25,000.00 |
| Pump house controls | | \$25,000.00 | \$18,600.00 |
| Central Control system - Irrigation | | \$18,600.00 | \$14,375.00 |
| Repace clubhouse doors | | \$14,375.00 | \$20,270.00 |
| Replace both HVAC units | | \$20,270.00 | \$104,245.00 |
| Total Improvements | | | |
| Equipment | | | |
| Torrent Blower | | \$10,360 | |
| Total Equipment | | | \$10,360.00 |
| Total Course Cap Ex | | | \$114,605.00 |
| Distributions | | | |
| Distribution, City | | \$20,000.00 | |
| Distribution, Exchange Club | | \$10,000.00 | |
| | | | \$0.00 |
| Total Cap Ex | | | \$114,605.00 |