

**Income Statement**  
**AGYC - ALDERBROOK GOLF AND YACHT CLUB**  
 Period: 9/1/2023 - 9/30/2023

|   | Current Period    |                   |                  | Year to Date       |                    |                     |                     |
|---|-------------------|-------------------|------------------|--------------------|--------------------|---------------------|---------------------|
|   | Actual            | Budget            | Variance         | Actual             | Budget             | Variance            | Yearly Budget       |
| <b>Owner Assessment Income - Cost Center 000</b>      |                   |                   |                  |                    |                    |                     |                     |
| 05010-000 O&M Assmt - Cost Center 000                 | \$138,314.87      | \$138,314.87      | \$0.00           | \$552,085.33       | \$552,554.99       | (\$469.66)          | \$1,661,187.42      |
| 05015-000 Club House Assmt(4011+425 - Cost Center 000 | \$2,500.21        | \$2,500.21        | \$0.00           | \$8,822.50         | \$8,170.21         | \$652.29            | \$24,175.41         |
| 05030-000 G/A Assess - Cost Center 000                | <u>\$9,524.13</u> | <u>\$9,524.13</u> | <u>\$0.00</u>    | <u>\$38,022.54</u> | <u>\$38,048.01</u> | <u>(\$25.47)</u>    | <u>\$114,386.58</u> |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Owner Assessment Income</b>                        | \$150,339.21      | \$150,339.21      | \$0.00           | \$598,930.37       | \$598,773.21       | \$157.16            | \$1,799,749.41      |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income - Cost Center 000</b>                 |                   |                   |                  |                    |                    |                     |                     |
| 05055-000 B&A Application Fee - Cost Center 000       | \$0.00            | \$750.00          | (\$750.00)       | \$3,000.00         | \$2,250.00         | \$750.00            | \$6,000.00          |
| 05070-000 Facility Use Fee - Cost Center 000          | \$1,675.00        | \$0.00            | \$1,675.00       | \$5,159.12         | \$3,650.00         | \$1,509.12          | \$9,850.00          |
| 05100-000 Late Fees and Interest - Cost Center 000    | \$1,386.46        | \$1,000.00        | \$386.46         | \$5,471.81         | \$4,000.00         | \$1,471.81          | \$12,000.00         |
| 05105-000 Returned Items Fee - Cost Center 000        | \$50.00           | \$0.00            | \$50.00          | \$285.00           | \$0.00             | \$285.00            | \$0.00              |
| 05110-000 Rule Enforce Fines - Cost Center 000        | \$0.00            | \$0.00            | \$0.00           | \$1,000.00         | \$0.00             | \$1,000.00          | \$0.00              |
| 05115-000 Collections / Legal Fees - Cost Center 000  | \$0.00            | \$1,000.00        | (\$1,000.00)     | \$2,359.00         | \$4,000.00         | (\$1,641.00)        | \$12,000.00         |
| 05140-000 Bank Interest Income - Cost Center 000      | \$63.47           | \$40.00           | \$23.47          | \$331.52           | \$160.00           | \$171.52            | \$480.00            |
| 05150-000 Foremast Ad Income - Cost Center 000        | \$0.00            | \$300.00          | (\$300.00)       | \$150.00           | \$900.00           | (\$750.00)          | \$2,250.00          |
| 05160-000 Title Transfer Fee - Cost Center 000        | \$1,500.00        | \$2,000.00        | (\$500.00)       | \$6,500.00         | \$7,000.00         | (\$500.00)          | \$20,500.00         |
| 05180-000 Miscellaneous Income - Cost Center 000      | <u>\$0.00</u>     | <u>\$0.00</u>     | <u>\$0.00</u>    | <u>\$551.50</u>    | <u>\$0.00</u>      | <u>\$551.50</u>     | <u>\$0.00</u>       |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income</b>                                   | \$4,674.93        | \$5,090.00        | (\$415.07)       | \$24,807.95        | \$21,960.00        | \$2,847.95          | \$63,080.00         |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income - Cost center 100</b>                 |                   |                   |                  |                    |                    |                     |                     |
| 05180-100 Miscellaneous Income - Cost center 100      | <u>(\$81.73)</u>  | <u>\$0.00</u>     | <u>(\$81.73)</u> | <u>\$332.64</u>    | <u>\$0.00</u>      | <u>\$332.64</u>     | <u>\$0.00</u>       |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Administration Income</b>                          | (\$81.73)         | \$0.00            | (\$81.73)        | \$332.64           | \$0.00             | \$332.64            | \$0.00              |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income - Cost center 200</b>                 |                   |                   |                  |                    |                    |                     |                     |
| 05180-200 Miscellaneous Income - Cost center 200      | \$39.09           | \$50.00           | (\$10.91)        | \$99.92            | \$100.00           | (\$0.08)            | \$200.00            |
| 05310-200 Food Sales - Cost center 200                | \$45,594.56       | \$45,716.00       | (\$121.44)       | \$203,436.81       | \$206,585.00       | (\$3,148.19)        | \$497,808.00        |
| 05320-200 Beverage Sales - Cost center 200            | \$2,703.71        | \$3,594.00        | (\$890.29)       | \$11,299.56        | \$13,679.00        | (\$2,379.44)        | \$25,955.00         |
| 05340-200 Service Charges - Cost center 200           | \$2,020.05        | \$500.00          | \$1,520.05       | \$8,808.61         | \$7,770.00         | \$1,038.61          | \$14,145.00         |
| 05350-200 Liquor Sales - Cost center 200              | \$12,875.18       | \$13,697.00       | (\$821.82)       | \$63,042.08        | \$70,434.00        | (\$7,391.92)        | \$145,080.00        |
| 05360-200 Beer Sales - Cost center 200                | \$11,140.80       | \$12,524.00       | (\$1,383.20)     | \$55,446.69        | \$59,187.00        | (\$3,740.31)        | \$117,793.00        |
| 05370-200 Wine Sales - Cost center 200                | <u>\$7,677.88</u> | <u>\$7,544.00</u> | <u>\$133.88</u>  | <u>\$28,883.49</u> | <u>\$30,577.00</u> | <u>(\$1,693.51)</u> | <u>\$75,867.00</u>  |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income</b>                                   | \$82,051.27       | \$83,625.00       | (\$1,573.73)     | \$371,017.16       | \$388,332.00       | (\$17,314.84)       | \$876,848.00        |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income - Cost center 300</b>                 |                   |                   |                  |                    |                    |                     |                     |
| 05040-300 Cart Shed Rent - Cost center 300            | \$0.00            | \$0.00            | \$0.00           | \$480.00           | \$0.00             | \$480.00            | \$1,920.00          |
| 05210-300 Green Fees - Cost center 300                | \$53,625.25       | \$38,000.00       | \$15,625.25      | \$292,054.64       | \$263,000.00       | \$29,054.64         | \$390,000.00        |
| 05220-300 Trail Fees - Cost center 300                | \$0.00            | \$0.00            | \$0.00           | \$38,025.00        | \$37,125.00        | \$900.00            | \$37,125.00         |
| 05230-300 Merch Sales - Cost center 300               | \$14,407.52       | \$11,305.00       | \$3,102.52       | \$77,890.57        | \$60,530.00        | \$17,360.57         | \$115,000.00        |
| 05250-300 Cart Rev - Cost center 300                  | \$16,229.01       | \$13,500.00       | \$2,729.01       | \$88,153.01        | \$82,595.00        | \$5,558.01          | \$118,505.00        |
| 05260-300 Driving Range - Cost center 300             | \$2,462.09        | \$2,900.00        | (\$437.91)       | \$18,641.97        | \$18,970.00        | (\$328.03)          | \$35,605.00         |
| 05270-300 Club Rental - Cost center 300               | \$450.02          | \$475.00          | (\$24.98)        | \$2,454.82         | \$3,580.00         | (\$1,125.18)        | \$4,500.00          |
| 05280-300 Golf Lessons - Cost center 300              | <u>\$420.00</u>   | <u>\$0.00</u>     | <u>\$420.00</u>  | <u>\$3,045.00</u>  | <u>\$0.00</u>      | <u>\$3,045.00</u>   | <u>\$0.00</u>       |
|   |                   |                   |                  |                    |                    |                     |                     |
|   |                   |                   |                  |                    |                    |                     |                     |
| <b>Other Income</b>                                   | \$82,051.27       | \$83,625.00       | (\$1,573.73)     | \$371,017.16       | \$388,332.00       | (\$17,314.84)       | \$876,848.00        |

| <b>Golf Ops Income</b> | \$87,593.89           | \$66,180.00   | \$21,413.89     | \$520,745.01        | \$465,800.00   | \$54,945.01     | \$702,655.00         |
|------------------------|-----------------------|---------------|-----------------|---------------------|----------------|-----------------|----------------------|
|                        | <b>Current Period</b> |               |                 | <b>Year to Date</b> |                |                 |                      |
|                        | <b>Actual</b>         | <b>Budget</b> | <b>Variance</b> | <b>Actual</b>       | <b>Budget</b>  | <b>Variance</b> | <b>Yearly Budget</b> |
| <b>Total Income</b>    | \$324,577.57          | \$305,234.21  | \$19,343.36     | \$1,515,833.13      | \$1,474,865.21 | \$40,967.92     | \$3,442,332.41       |

|  | <b>Current Period</b> |               |                 | <b>Year to Date</b> |               |                 |                      |
|--|-----------------------|---------------|-----------------|---------------------|---------------|-----------------|----------------------|
| <b>Expenses - Cost center 100</b>                          | <b>Actual</b>         | <b>Budget</b> | <b>Variance</b> | <b>Actual</b>       | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
| 06020-100 Contracted Services - Cost center 100            | \$979.80              | \$2,355.00    | \$1,375.20      | \$13,286.77         | \$9,420.00    | (\$3,866.77)    | \$28,260.00          |
| 06030-100 Supplies - Cost center 100                       | \$116.03              | \$570.00      | \$453.97        | \$3,403.82          | \$2,280.00    | (\$1,123.82)    | \$6,840.00           |
| 06040-100 Equipment & Tools - Cost center 100              | \$0.00                | \$200.00      | \$200.00        | \$1,589.69          | \$800.00      | (\$789.69)      | \$2,400.00           |
| 06050-100 Leased Equipment - Cost center 100               | \$5,499.32            | \$5,985.00    | \$485.68        | \$21,121.86         | \$21,620.00   | \$498.14        | \$32,790.00          |
| 06060-100 Utilities - Cost center 100                      | (\$396.91)            | \$0.00        | \$396.91        | \$132.41            | \$0.00        | (\$132.41)      | \$0.00               |
| 06070-100 Telecommunications - Cost center 100             | \$1,100.41            | \$1,150.00    | \$49.59         | \$4,433.64          | \$4,600.00    | \$166.36        | \$13,800.00          |
| 06100-100 Operational Expenses - Cost center 100           | \$274.04              | \$0.00        | (\$274.04)      | \$1,021.80          | \$0.00        | (\$1,021.80)    | \$0.00               |
| 06110-100 Liability Insurance - Building - Cost center 100 | \$7,625.00            | \$4,410.00    | (\$3,215.00)    | \$30,044.80         | \$22,300.00   | (\$7,744.80)    | \$53,530.00          |
| 06130-100 B&O Tax - Cost center 100                        | \$0.00                | \$12.00       | \$12.00         | \$4.51              | \$48.00       | \$43.49         | \$144.00             |
| 06140-100 Property Tax - Cost center 100                   | \$0.00                | \$12.50       | \$12.50         | \$0.00              | \$50.00       | \$50.00         | \$150.00             |
| 06180-100 Miscellaneous - Cost center 100                  | \$0.00                | \$0.00        | \$0.00          | \$5,590.00          | \$500.00      | (\$5,090.00)    | \$500.00             |
| 06200-100 Accounting Fees - Cost center 100                | \$0.00                | \$1,500.00    | \$1,500.00      | \$16,000.00         | \$3,000.00    | (\$13,000.00)   | \$27,500.00          |
| 06210-100 Collections/Legal Fees - Cost center 100         | \$0.00                | \$1,000.00    | \$1,000.00      | \$3,051.50          | \$4,000.00    | \$948.50        | \$12,000.00          |
| 06215-100 Administrative Legal Fees - Cost center 100      | \$576.00              | \$750.00      | \$174.00        | \$1,159.33          | \$3,000.00    | \$1,840.67      | \$9,000.00           |
| 06220-100 Professional Development - Cost center 100       | \$0.00                | \$375.00      | \$375.00        | \$0.00              | \$750.00      | \$750.00        | \$1,500.00           |
| 06225-100 Employee Appreciation - Cost center 100          | \$0.00                | \$200.00      | \$200.00        | \$289.50            | \$400.00      | \$110.50        | \$800.00             |
| 06250-100 Advertising & Promotion - Cost center 100        | \$608.05              | \$50.00       | (\$558.05)      | \$1,923.22          | \$100.00      | (\$1,823.22)    | \$200.00             |
| 06260-100 Bank/Merch Svc Fees - Cost center 100            | \$4,622.43            | \$3,000.00    | (\$1,622.43)    | \$19,766.16         | \$12,000.00   | (\$7,766.16)    | \$36,000.00          |
| 06280-100 Entertainment & Activities - Cost center 100     | \$0.00                | \$250.00      | \$250.00        | \$0.00              | \$1,000.00    | \$1,000.00      | \$3,000.00           |
| 06380-100 Dues & Travel - Cost center 100                  | \$139.00              | \$250.00      | \$111.00        | \$1,339.98          | \$1,000.00    | (\$339.98)      | \$3,000.00           |
| 06400-100 Training & Safety - Cost center 100              | \$0.00                | \$10.00       | \$10.00         | \$0.00              | \$40.00       | \$40.00         | \$120.00             |
| 06410-100 Permits & Licenses - Cost center 100             | \$0.00                | \$0.00        | \$0.00          | \$1,415.00          | \$900.00      | (\$515.00)      | \$2,700.00           |
| 06420-100 Postage & Shipping - Cost center 100             | \$666.00              | \$500.00      | (\$166.00)      | \$1,200.29          | \$1,100.00    | (\$100.29)      | \$2,400.00           |
| 06430-100 Printing - Cost center 100                       | \$0.00                | \$50.00       | \$50.00         | \$3,626.69          | \$4,700.00    | \$1,073.31      | \$5,100.00           |
| 06450-100 Lease & Loan Interest - Cost center 100          | \$0.00                | \$3,000.00    | \$3,000.00      | \$7,180.64          | \$12,000.00   | \$4,819.36      | \$36,000.00          |
| 06600-100 Gross Wages - Cost center 100                    | \$20,731.64           | \$21,997.00   | \$1,265.36      | \$88,788.59         | \$87,988.00   | (\$800.59)      | \$264,964.00         |
| 06601-100 Vehicle Allowance - Cost center 100              | \$100.00              | \$0.00        | (\$100.00)      | \$400.00            | \$0.00        | (\$400.00)      | \$0.00               |
| 06610-100 FICA - Cost center 100                           | \$809.64              | \$1,759.76    | \$950.12        | \$6,015.99          | \$7,039.04    | \$1,023.05      | \$21,197.12          |
| 06620-100 FUTA - Cost center 100                           | \$0.66                | \$0.00        | (\$0.66)        | \$44.64             | \$0.00        | (\$44.64)       | \$0.00               |
| 06630-100 SUTA - Cost center 100                           | \$401.43              | \$0.00        | (\$401.43)      | \$1,960.53          | \$0.00        | (\$1,960.53)    | \$0.00               |
| 06640-100 L&I - Cost center 100                            | \$49.93               | \$0.00        | (\$49.93)       | \$250.71            | \$0.00        | (\$250.71)      | \$0.00               |
| 06650-100 Employer Med Ins - Cost center 100               | \$1,942.59            | \$2,445.32    | \$502.73        | \$11,307.37         | \$9,781.28    | (\$1,526.09)    | \$29,343.84          |
| 06660-100 Employer IRA - Cost center 100                   | \$1,709.87            | \$250.00      | (\$1,459.87)    | \$6,677.86          | \$1,000.00    | (\$5,677.86)    | \$3,000.00           |
| 06900-100 Bad Debts - Cost center 100                      | \$0.00                | \$2,500.00    | \$2,500.00      | \$0.00              | \$10,000.00   | \$10,000.00     | \$30,000.00          |

|  | <b>Current Period</b> |               |                 | <b>Year to Date</b> |               |                 |                      |
|--|-----------------------|---------------|-----------------|---------------------|---------------|-----------------|----------------------|
|  | <b>Actual</b>         | <b>Budget</b> | <b>Variance</b> | <b>Actual</b>       | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |

|                               |             |             |            |              |              |               |              |
|-------------------------------|-------------|-------------|------------|--------------|--------------|---------------|--------------|
| <b>Administration Expense</b> | \$47,554.93 | \$54,581.58 | \$7,026.65 | \$253,027.30 | \$221,416.32 | (\$31,610.98) | \$626,238.96 |
|-------------------------------|-------------|-------------|------------|--------------|--------------|---------------|--------------|

| <b>Expenses - Cost center 200</b>                   | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|---|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
| 06010-200 Repair - Cost center 200                  | \$1,684.46    | \$375.00      | (\$1,309.46)    | \$2,615.43    | \$1,500.00    | (\$1,115.43)    | \$4,500.00           |
| 06020-200 Contracted Services - Cost center 200     | \$2,293.54    | \$2,800.00    | \$506.46        | \$10,848.82   | \$11,635.00   | \$786.18        | \$31,835.00          |
| 06030-200 Supplies - Cost center 200                | \$3,317.88    | \$2,300.00    | (\$1,017.88)    | \$17,355.60   | \$9,200.00    | (\$8,155.60)    | \$27,600.00          |
| 06040-200 Equipment & Tools - Cost center 200       | \$113.89      | \$650.00      | \$536.11        | \$13,920.85   | \$2,600.00    | (\$11,320.85)   | \$7,800.00           |
| 06050-200 Leased Equipment - Cost center 200        | \$189.33      | \$190.00      | \$0.67          | \$757.32      | \$760.00      | \$2.68          | \$2,280.00           |
| 06090-200 Freight - Cost center 200                 | \$0.00        | \$0.00        | \$0.00          | \$14.69       | \$0.00        | (\$14.69)       | \$0.00               |
| 06130-200 B&O Tax - Cost center 200                 | \$421.00      | \$300.00      | (\$121.00)      | \$1,816.38    | \$1,200.00    | (\$616.38)      | \$3,600.00           |
| 06225-200 Employee Appreciation - Cost center 200   | \$0.00        | \$200.00      | \$200.00        | \$0.00        | \$400.00      | \$400.00        | \$800.00             |
| 06250-200 Advertising & Promotion - Cost center 200 | \$10.64       | \$150.00      | \$139.36        | \$872.13      | \$600.00      | (\$272.13)      | \$1,800.00           |

|  |                   |                   |                  |                   |                   |                 |                    |
|--|-------------------|-------------------|------------------|-------------------|-------------------|-----------------|--------------------|
| 06270-200 Cash Over/Under - Cost center 200                  | (\$210.50)        | \$0.00            | \$210.50         | (\$301.49)        | \$0.00            | \$301.49        | \$0.00             |
| 06280-200 Entertainment & Activities - Cost center 200       | \$300.00          | \$300.00          | \$0.00           | \$1,500.00        | \$1,200.00        | (\$300.00)      | \$3,600.00         |
| 06315-200 COGS Food  | \$20,731.55       | \$18,286.40       | (\$2,445.15)     | \$81,227.69       | \$82,634.00       | \$1,406.31      | \$199,123.20       |
| 06325-200 COGS Beverage                                      | \$1,636.32        | \$2,580.13        | \$943.81         | \$6,602.62        | \$9,820.16        | \$3,217.54      | \$18,633.09        |
| 06345-200 COGS Liquor  | \$4,052.10        | \$3,835.16        | (\$216.94)       | \$15,411.54       | \$19,721.52       | \$4,309.98      | \$40,622.40        |
| 06355-200 COGS Beer  | \$4,073.72        | \$3,757.20        | (\$316.52)       | \$17,314.65       | \$17,756.10       | \$441.45        | \$35,337.90        |
| 06365-200 COGS Wine  | \$4,738.40        | \$3,017.60        | (\$1,720.80)     | \$14,109.39       | \$12,230.80       | (\$1,878.59)    | \$30,346.80        |
| 06370-200 COGS Restaurant Bar Supplies - Cost Center 200     | \$626.01          | \$700.00          | \$73.99          | \$2,395.99        | \$1,700.00        | (\$695.99)      | \$5,390.00         |
| 06380-200 Dues & Travel - Cost center 200                    | \$0.00            | \$0.00            | \$0.00           | \$188.46          | \$100.00          | (\$88.46)       | \$200.00           |
| 06400-200 Training & Safety - Cost center 200                | \$0.00            | \$75.00           | \$75.00          | \$0.00            | \$150.00          | \$150.00        | \$300.00           |
| 06410-200 Permits & Licenses - Cost center 200               | \$0.00            | \$0.00            | \$0.00           | \$1,071.45        | \$2,500.00        | \$1,428.55      | \$3,100.00         |
| 06520-200 Propane - Cost center 200                          | \$3,050.62        | \$2,000.00        | (\$1,050.62)     | \$8,372.08        | \$8,000.00        | (\$372.08)      | \$24,000.00        |
| 06530-200 Building & Operational Maintenan - Cost center 200 | \$0.00            | \$100.00          | \$100.00         | \$777.16          | \$400.00          | (\$377.16)      | \$1,200.00         |
| 06540-200 Equipment Repair & Maintenance - Cost center 200   | \$14.75           | \$0.00            | (\$14.75)        | \$14.75           | \$0.00            | (\$14.75)       | \$0.00             |
| 06600-200 Gross Wages - Cost center 200                      | \$39,189.42       | \$32,412.00       | (\$6,777.42)     | \$137,852.38      | \$139,045.00      | \$1,192.62      | \$450,523.00       |
| 06610-200 FICA - Cost center 200                             | \$3,941.92        | \$2,592.96        | (\$1,348.96)     | \$15,533.21       | \$11,123.60       | (\$4,409.61)    | \$36,041.84        |
| 06620-200 FUTA - Cost center 200                             | \$37.46           | \$0.00            | (\$37.46)        | \$122.69          | \$0.00            | (\$122.69)      | \$0.00             |
| 06630-200 SUTA - Cost center 200                             | \$1,144.82        | \$0.00            | (\$1,144.82)     | \$4,599.68        | \$0.00            | (\$4,599.68)    | \$0.00             |
| 06640-200 L&I - Cost center 200                              | \$222.71          | \$0.00            | (\$222.71)       | \$830.75          | \$0.00            | (\$830.75)      | \$0.00             |
| 06650-200 Employer Med Ins - Cost center 200                 | <u>\$2,127.40</u> | <u>\$2,100.00</u> | <u>(\$27.40)</u> | <u>\$7,905.54</u> | <u>\$8,400.00</u> | <u>\$494.46</u> | <u>\$25,950.00</u> |

**Current Period**

**Year to Date**

|  | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|                           |             |             |               |              |              |               |              |
|---------------------------|-------------|-------------|---------------|--------------|--------------|---------------|--------------|
| <b>Restaurant Expense</b> | \$93,707.44 | \$78,721.45 | (\$14,985.99) | \$363,729.76 | \$342,676.18 | (\$21,053.58) | \$954,583.23 |
|---------------------------|-------------|-------------|---------------|--------------|--------------|---------------|--------------|

**Current Period**

**Year to Date**

| <b>Expenses - Cost center 300</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|  |                   |                   |                  |                   |                   |                   |                    |
|--|-------------------|-------------------|------------------|-------------------|-------------------|-------------------|--------------------|
| 06030-300 Supplies - Cost center 300                       | \$474.42          | \$330.00          | (\$144.42)       | \$5,690.72        | \$8,360.00        | \$2,669.28        | \$11,000.00        |
| 06040-300 Equipment & Tools - Cost center 300              | \$542.51          | \$250.00          | (\$292.51)       | \$2,634.78        | \$5,000.00        | \$2,365.22        | \$7,000.00         |
| 06050-300 Leased Equipment - Cost center 300               | \$6,677.05        | \$4,027.05        | (\$2,650.00)     | \$18,758.20       | \$16,108.20       | (\$2,650.00)      | \$38,611.40        |
| 06070-300 Telecommunications - Cost center 300             | \$120.00          | \$120.00          | \$0.00           | \$480.00          | \$480.00          | \$0.00            | \$1,440.00         |
| 06080-300 Cart Rental - Cost center 300                    | \$0.00            | \$0.00            | \$0.00           | \$3,435.00        | \$3,800.00        | \$365.00          | \$3,800.00         |
| 06090-300 Freight - Cost center 300                        | \$552.47          | \$700.00          | \$147.53         | \$2,318.71        | \$2,475.00        | \$156.29          | \$5,025.00         |
| 06130-300 B&O Tax - Cost center 300                        | \$988.84          | \$1,000.00        | \$11.16          | \$3,836.95        | \$3,600.00        | (\$236.95)        | \$6,850.00         |
| 06140-300 Property Tax - Cost center 300                   | \$0.00            | \$0.00            | \$0.00           | \$230.78          | \$0.00            | (\$230.78)        | \$1,500.00         |
| 06220-300 Professional Development - Cost center 300       | \$0.00            | \$335.00          | \$335.00         | \$630.00          | \$1,340.00        | \$710.00          | \$4,020.00         |
| 06225-300 Employee Appreciation - Cost center 300          | \$0.00            | \$200.00          | \$200.00         | \$0.00            | \$400.00          | \$400.00          | \$800.00           |
| 06250-300 Advertising & Promotion - Cost center 300        | \$55.05           | \$50.00           | (\$5.05)         | \$880.05          | \$200.00          | (\$680.05)        | \$600.00           |
| 06270-300 Cash Over/Under - Cost center 300                | (\$63.99)         | \$0.00            | \$63.99          | (\$692.92)        | \$0.00            | \$692.92          | \$0.00             |
| 06283-300 Golf Committee - Cost center 300                 | \$0.00            | \$0.00            | \$0.00           | \$0.00            | \$100.00          | \$100.00          | \$500.00           |
| 06290-300 AGYC Tournament Expense - Cost center 300        | \$5,186.02        | \$0.00            | (\$5,186.02)     | \$8,250.80        | \$0.00            | (\$8,250.80)      | \$0.00             |
| 06370-300 COGS Golf Shop Merchandise - Cost center 300     | \$14,940.36       | \$7,913.50        | (\$7,026.86)     | \$66,451.31       | \$42,371.00       | (\$24,080.31)     | \$80,500.00        |
| 06400-300 Training & Safety - Cost center 300              | \$0.00            | \$0.00            | \$0.00           | \$514.50          | \$0.00            | (\$514.50)        | \$0.00             |
| 06420-300 Shipping - Cost center 300                       | \$0.00            | \$85.00           | \$85.00          | \$0.00            | \$340.00          | \$340.00          | \$1,020.00         |
| 06540-300 Equipment Repair & Maintenance - Cost center 300 | \$0.00            | \$0.00            | \$0.00           | \$4,113.39        | \$0.00            | (\$4,113.39)      | \$0.00             |
| 06600-300 Gross Wages - Cost center 300                    | \$17,498.77       | \$15,614.00       | (\$1,884.77)     | \$83,007.39       | \$89,497.00       | \$6,489.61        | \$222,149.00       |
| 06610-300 FICA - Cost center 300                           | \$1,548.02        | \$1,249.12        | (\$298.90)       | \$6,942.59        | \$7,159.76        | \$217.17          | \$17,771.92        |
| 06620-300 FUTA - Cost center 300                           | \$12.41           | \$0.00            | (\$12.41)        | \$130.58          | \$0.00            | (\$130.58)        | \$0.00             |
| 06630-300 SUTA - Cost center 300                           | \$461.37          | \$0.00            | (\$461.37)       | \$2,069.16        | \$0.00            | (\$2,069.16)      | \$0.00             |
| 06640-300 L&I - Cost center 300                            | \$110.62          | \$0.00            | (\$110.62)       | \$708.08          | \$0.00            | (\$708.08)        | \$0.00             |
| 06650-300 Employer Med Ins - Cost center 300               | <u>\$1,364.44</u> | <u>\$1,333.00</u> | <u>(\$31.44)</u> | <u>\$6,061.82</u> | <u>\$5,332.00</u> | <u>(\$729.82)</u> | <u>\$15,996.00</u> |

**Current Period**

**Year to Date**

|  | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|                        |             |             |               |              |              |               |              |
|------------------------|-------------|-------------|---------------|--------------|--------------|---------------|--------------|
| <b>Golf Operations</b> | \$50,468.36 | \$33,206.67 | (\$17,261.69) | \$216,451.89 | \$186,562.96 | (\$29,888.93) | \$418,583.32 |
|------------------------|-------------|-------------|---------------|--------------|--------------|---------------|--------------|

**Current Period**

**Year to Date**

| <b>Expenses - Cost center 400</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|   |            |            |              |             |             |              |             |
|---|------------|------------|--------------|-------------|-------------|--------------|-------------|
| 06010-400 Repair - Cost center 400              | \$0.00     | \$400.00   | \$400.00     | \$0.00      | \$800.00    | \$800.00     | \$1,600.00  |
| 06020-400 Contracted Services - Cost center 400 | \$0.00     | \$2,500.00 | \$2,500.00   | \$130.20    | \$5,000.00  | \$4,869.80   | \$14,000.00 |
| 06030-400 Supplies - Cost center 400            | \$126.38   | \$675.00   | \$548.62     | \$3,221.15  | \$2,700.00  | (\$521.15)   | \$8,100.00  |
| 06031-400 Seed/Sod - Cost center 400            | \$7,845.69 | \$0.00     | (\$7,845.69) | \$7,845.69  | \$5,800.00  | (\$2,045.69) | \$19,500.00 |
| 06032-400 Fertilizer - Cost center 400          | \$0.00     | \$4,140.00 | \$4,140.00   | \$10,045.62 | \$20,710.00 | \$10,664.38  | \$46,495.00 |

|  |                   |                   |                  |                    |                    |                   |                    |
|--|-------------------|-------------------|------------------|--------------------|--------------------|-------------------|--------------------|
| 06033-400 Insecticide - Cost center 400                    | \$0.00            | \$0.00            | \$0.00           | \$368.68           | \$0.00             | (\$368.68)        | \$0.00             |
| 06034-400 Herbicide - Cost center 400                      | \$0.00            | \$1,500.00        | \$1,500.00       | \$0.00             | \$3,000.00         | \$3,000.00        | \$6,000.00         |
| 06035-400 Fungicide - Cost center 400                      | \$0.00            | \$10,185.00       | \$10,185.00      | \$10,188.16        | \$20,370.00        | \$10,181.84       | \$40,740.00        |
| 06036-400 Top Soil - Cost center 400                       | \$0.00            | \$470.00          | \$470.00         | \$0.00             | \$940.00           | \$940.00          | \$1,880.00         |
| 06037-400 Sand/Gravel - Cost center 400                    | \$15,913.12       | \$8,425.00        | (\$7,488.12)     | \$21,874.55        | \$16,850.00        | (\$5,024.55)      | \$33,700.00        |
| 06040-400 Equipment & Tools - Cost center 400              | \$0.00            | \$621.00          | \$621.00         | \$774.74           | \$2,484.00         | \$1,709.26        | \$7,452.00         |
| 06050-400 Leased Equipment - Cost center 400               | \$8,115.30        | \$10,700.00       | \$2,584.70       | \$33,472.73        | \$42,800.00        | \$9,327.27        | \$128,400.00       |
| 06060-400 Utilities - Cost center 400                      | \$715.36          | \$867.00          | \$151.64         | \$2,879.08         | \$3,468.00         | \$588.92          | \$10,404.00        |
| 06070-400 Telecommunications - Cost center 400             | \$313.63          | \$321.00          | \$7.37           | \$1,265.40         | \$1,284.00         | \$18.60           | \$3,852.00         |
| 06090-400 Freight - Cost center 400                        | \$0.00            | \$0.00            | \$0.00           | \$116.43           | \$0.00             | (\$116.43)        | \$0.00             |
| 06120-400 Vehicle Insurance - Cost center 400              | \$785.16          | \$0.00            | (\$785.16)       | \$1,966.17         | \$2,675.00         | \$708.83          | \$2,675.00         |
| 06150-400 Vehicle Fees and Taxes - Cost center 400         | \$0.00            | \$0.00            | \$0.00           | \$4,615.25         | \$0.00             | (\$4,615.25)      | \$325.00           |
| 06160-400 Water Expense - Cost center 400                  | \$15,312.92       | \$19,519.00       | \$4,206.08       | \$56,059.66        | \$53,038.00        | (\$3,021.66)      | \$122,215.00       |
| 06170-400 Drain/Irrigation - Cost center 400               | \$27.41           | \$70.00           | \$42.59          | \$2,908.64         | \$5,255.00         | \$2,346.36        | \$8,705.00         |
| 06190-400 Deep Aerification - Cost center 400              | \$4,014.50        | \$4,000.00        | (\$14.50)        | \$4,014.50         | \$4,000.00         | (\$14.50)         | \$4,000.00         |
| 06225-400 Employee Appreciation - Cost center 400          | \$0.00            | \$300.00          | \$300.00         | \$0.00             | \$600.00           | \$600.00          | \$1,200.00         |
| 06380-400 Dues & Travel - Cost center 400                  | \$0.00            | \$125.00          | \$125.00         | \$39.99            | \$250.00           | \$210.01          | \$500.00           |
| 06410-400 Permits & Licenses - Cost center 400             | \$0.00            | \$0.00            | \$0.00           | \$0.00             | \$0.00             | \$0.00            | \$175.00           |
| 06440-400 Employee Clothing - Cost center 400              | \$0.00            | \$0.00            | \$0.00           | \$597.44           | \$0.00             | (\$597.44)        | \$0.00             |
| 06510-400 Fuel, Oil - Cost center 400                      | \$1,566.29        | \$4,540.00        | \$2,973.71       | \$12,699.61        | \$16,370.00        | \$3,670.39        | \$37,720.00        |
| 06540-400 Equipment Repair & Maintenance - Cost center 400 | \$923.87          | \$2,972.00        | \$2,048.13       | \$7,462.69         | \$16,607.00        | \$9,144.31        | \$30,837.00        |
| 06600-400 Gross Wages - Cost center 400                    | \$34,140.32       | \$39,335.00       | \$5,194.68       | \$150,444.92       | \$156,928.00       | \$6,483.08        | \$425,075.00       |
| 06610-400 FICA - Cost center 400                           | \$2,606.74        | \$3,146.80        | \$540.06         | \$11,487.09        | \$12,554.24        | \$1,067.15        | \$34,006.00        |
| 06620-400 FUTA - Cost center 400                           | \$3.18            | \$0.00            | (\$3.18)         | \$100.03           | \$0.00             | (\$100.03)        | \$0.00             |
| 06630-400 SUTA - Cost center 400                           | \$778.98          | \$0.00            | (\$778.98)       | \$3,429.34         | \$0.00             | (\$3,429.34)      | \$0.00             |
| 06640-400 L&I - Cost center 400                            | \$152.28          | \$0.00            | (\$152.28)       | \$986.08           | \$0.00             | (\$986.08)        | \$0.00             |
| 06650-400 Employer Med Ins - Cost center 400               | <u>\$4,099.10</u> | <u>\$4,002.00</u> | <u>(\$97.10)</u> | <u>\$16,396.40</u> | <u>\$16,008.00</u> | <u>(\$388.40)</u> | <u>\$49,812.00</u> |

**Current Period**

**Year to Date**

|  | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|                       |             |              |             |              |              |             |                |
|-----------------------|-------------|--------------|-------------|--------------|--------------|-------------|----------------|
| <b>Greens Expense</b> | \$97,440.23 | \$118,813.80 | \$21,373.57 | \$365,390.24 | \$410,491.24 | \$45,101.00 | \$1,039,368.00 |
|-----------------------|-------------|--------------|-------------|--------------|--------------|-------------|----------------|

**Current Period**

**Year to Date**

| <b>Expenses - Cost center 500</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|  |               |                 |                 |                 |                 |                 |                   |
|--|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|
| 06010-500 Repair - Cost center 500                         | \$0.00        | \$100.00        | \$100.00        | \$0.00          | \$200.00        | \$200.00        | \$400.00          |
| 06030-500 Supplies - Cost center 500                       | \$1,562.40    | \$0.00          | (\$1,562.40)    | \$6,038.67      | \$0.00          | (\$6,038.67)    | \$0.00            |
| 06040-500 Equipment & Tools - Cost center 500              | \$0.00        | \$200.00        | \$200.00        | \$113.84        | \$800.00        | \$686.16        | \$2,400.00        |
| 06540-500 Equipment Repair & Maintenance - Cost center 500 | <u>\$0.00</u> | <u>\$150.00</u> | <u>\$150.00</u> | <u>\$322.46</u> | <u>\$600.00</u> | <u>\$277.54</u> | <u>\$1,800.00</u> |

**Current Period**

**Year to Date**

|  | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|--|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|                             |            |          |              |            |            |              |            |
|-----------------------------|------------|----------|--------------|------------|------------|--------------|------------|
| <b>Roads &amp; Drainage</b> | \$1,562.40 | \$450.00 | (\$1,112.40) | \$6,474.97 | \$1,600.00 | (\$4,874.97) | \$4,600.00 |
|-----------------------------|------------|----------|--------------|------------|------------|--------------|------------|

**Current Period**

**Year to Date**

| <b>Expenses - Cost center 600</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> | <b>Yearly Budget</b> |
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|
|-----------------------------------|---------------|---------------|-----------------|---------------|---------------|-----------------|----------------------|

|  |            |            |            |             |             |              |             |
|--|------------|------------|------------|-------------|-------------|--------------|-------------|
| 06010-600 Repair - Cost center 600                       | \$881.24   | \$355.00   | (\$526.24) | \$5,544.33  | \$710.00    | (\$4,834.33) | \$1,420.00  |
| 06020-600 Contracted Services - Cost center 600          | \$6,938.63 | \$9,030.00 | \$2,091.37 | \$22,085.52 | \$25,600.00 | \$3,514.48   | \$78,620.00 |
| 06030-600 Supplies - Cost center 600                     | \$828.77   | \$1,470.00 | \$641.23   | \$8,034.70  | \$10,235.00 | \$2,200.30   | \$20,295.00 |
| 06040-600 Equipment & Tools - Cost center 600            | \$0.00     | \$0.00     | \$0.00     | \$9,808.89  | \$985.00    | (\$8,823.89) | \$4,800.00  |
| 06050-600 Leased Equipment - Cost center 600             | \$0.00     | \$100.00   | \$100.00   | \$0.00      | \$400.00    | \$400.00     | \$1,200.00  |
| 06060-600 Utilities - Cost center 600                    | \$2,871.47 | \$3,429.00 | \$557.53   | \$12,178.30 | \$13,690.25 | \$1,511.95   | \$46,840.91 |
| 06070-600 Telecommunications - Cost center 600           | \$101.22   | \$110.00   | \$8.78     | \$404.86    | \$440.00    | \$35.14      | \$1,320.00  |
| 06100-600 Operational Expenses - Cost center 600         | \$0.00     | \$0.00     | \$0.00     | \$11.00     | \$0.00      | (\$11.00)    | \$0.00      |
| 06140-600 Property Tax - Cost center 600                 | \$0.00     | \$0.00     | \$0.00     | \$0.00      | \$0.00      | \$0.00       | \$45,800.00 |
| 06160-600 Water Expense - Cost center 600                | \$1,118.88 | \$1,106.00 | (\$12.88)  | \$4,323.31  | \$2,946.00  | (\$1,377.31) | \$6,400.00  |
| 06225-600 Employee Appreciation - Cost center 600        | \$0.00     | \$50.00    | \$50.00    | \$0.00      | \$100.00    | \$100.00     | \$200.00    |
| 06250-600 Advertising & Promotion - Cost center 600      | \$0.00     | \$0.00     | \$0.00     | \$75.00     | \$0.00      | (\$75.00)    | \$0.00      |
| 06281-600 Activities Committee - Cost center 600         | \$0.00     | \$166.00   | \$166.00   | \$0.00      | \$666.00    | \$666.00     | \$2,000.00  |
| 06282-600 Environmental Committee - Cost center 600      | \$0.00     | \$1,200.00 | \$1,200.00 | \$491.62    | \$2,935.00  | \$2,443.38   | \$6,425.00  |
| 06284-600 Welcome Committee - Cost center 600            | \$237.50   | \$250.00   | \$12.50    | \$237.50    | \$500.00    | \$262.50     | \$1,000.00  |
| 06285-600 Strategic Planning Committee - Cost center 600 | \$0.00     | \$125.00   | \$125.00   | \$0.00      | \$250.00    | \$250.00     | \$500.00    |
| 06287-600 EPAC Committee - Cost center 600               | \$0.00     | \$166.00   | \$166.00   | \$0.00      | \$666.00    | \$666.00     | \$2,000.00  |
| 06288-600 Communications Committee - Cost center 600     | \$0.00     | \$0.00     | \$0.00     | \$0.00      | \$200.00    | \$200.00     | \$200.00    |

|  |                       |                     |                    |                       |                       |                      |                       |
|--|-----------------------|---------------------|--------------------|-----------------------|-----------------------|----------------------|-----------------------|
| center 600   |                       |                     |                    |                       |                       |                      |                       |
| 06289-600 House & Facilities Committee - Cost center 600   | \$0.00                | \$250.00            | \$250.00           | \$0.00                | \$500.00              | \$500.00             | \$1,000.00            |
| 06520-600 Propane - Cost center 600                        | \$29.45               | \$0.00              | (\$29.45)          | \$29.45               | \$0.00                | (\$29.45)            | \$0.00                |
| 06530-600 Building & Operational Mainten - Cost center 600 | \$0.00                | \$500.00            | \$500.00           | \$1,147.65            | \$1,000.00            | (\$147.65)           | \$2,000.00            |
| 06600-600 Gross Wages - Cost center 600                    | \$5,697.11            | \$5,350.00          | (\$347.11)         | \$22,128.44           | \$21,400.00           | (\$728.44)           | \$64,200.00           |
| 06610-600 FICA - Cost center 600                           | \$437.74              | \$428.00            | (\$9.74)           | \$1,694.74            | \$1,712.00            | \$17.26              | \$5,136.00            |
| 06630-600 SUTA - Cost center 600                           | \$130.47              | \$0.00              | (\$130.47)         | \$505.10              | \$0.00                | (\$505.10)           | \$0.00                |
| 06640-600 L&I - Cost center 600                            | \$18.45               | \$0.00              | (\$18.45)          | \$74.17               | \$0.00                | (\$74.17)            | \$0.00                |
| 06650-600 Employer Med Ins - Cost center 600               | <u>\$394.50</u>       | <u>\$320.00</u>     | <u>(\$74.50)</u>   | <u>\$1,578.00</u>     | <u>\$1,280.00</u>     | <u>(\$298.00)</u>    | <u>\$3,840.00</u>     |
|  | <b>Current Period</b> |                     |                    | <b>Year to Date</b>   |                       |                      |                       |
|  | <b>Actual</b>         | <b>Budget</b>       | <b>Variance</b>    | <b>Actual</b>         | <b>Budget</b>         | <b>Variance</b>      | <b>Yearly Budget</b>  |
| <b>Common Area</b>   | \$19,685.43           | \$24,405.00         | \$4,719.57         | \$90,352.58           | \$86,215.25           | (\$4,137.33)         | \$295,196.91          |
|  | <b>Current Period</b> |                     |                    | <b>Year to Date</b>   |                       |                      |                       |
| <b>Expenses - Cost center 700</b>                          | <b>Actual</b>         | <b>Budget</b>       | <b>Variance</b>    | <b>Actual</b>         | <b>Budget</b>         | <b>Variance</b>      | <b>Yearly Budget</b>  |
|  | <b>Current Period</b> |                     |                    | <b>Year to Date</b>   |                       |                      |                       |
|  | <b>Actual</b>         | <b>Budget</b>       | <b>Variance</b>    | <b>Actual</b>         | <b>Budget</b>         | <b>Variance</b>      | <b>Yearly Budget</b>  |
| <b>Board of Directors</b>                                  |                       |                     |                    |                       |                       |                      |                       |
|  | <b>Current Period</b> |                     |                    | <b>Year to Date</b>   |                       |                      |                       |
|  | <b>Actual</b>         | <b>Budget</b>       | <b>Variance</b>    | <b>Actual</b>         | <b>Budget</b>         | <b>Variance</b>      | <b>Yearly Budget</b>  |
| <b>Total Expense</b>                                       | <u>\$310,418.79</u>   | <u>\$310,178.50</u> | <u>(\$240.29)</u>  | <u>\$1,295,426.74</u> | <u>\$1,248,961.95</u> | <u>(\$46,464.79)</u> | <u>\$3,338,570.42</u> |
|  | <b>Current Period</b> |                     |                    | <b>Year to Date</b>   |                       |                      |                       |
|  | <b>Actual</b>         | <b>Budget</b>       | <b>Variance</b>    | <b>Actual</b>         | <b>Budget</b>         | <b>Variance</b>      | <b>Yearly Budget</b>  |
| <b>Net Income</b>  | <u>\$14,158.78</u>    | <u>(\$4,944.29)</u> | <u>\$19,103.07</u> | <u>\$220,406.39</u>   | <u>\$225,903.26</u>   | <u>(\$5,496.87)</u>  | <u>\$103,761.99</u>   |