



MONTHLY FINANCIAL REPORTING PACKAGE

For the Month Ending September 2018

Contents

Combined Income Statement

Departmental Income Statements

Golf

Carts

Merchandise

Clubhouse

Food & Beverage

Maintenance

Marketing

G&A

Lease

Balance Sheet

Statement of Cash Flows

SAN GERONIMO
Combined Income Statement
For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	DESCRIPTION	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
REVENUE											
\$ 79,289	\$ 86,938	\$ (7,649)	(8.8)%	\$ 89,737	\$ 0	Green Fees	\$ 519,652	\$ 536,776	\$ (17,124)	(3.2)%	\$ 0
8,149	12,675	(4,526)	(35.7)%	2,654	0	Tournament Sales	37,958	59,425	(21,467)	(36.1)%	0
10,601	9,865	736	7.5 %	10,966	0	Member Dues	58,875	66,980	(8,105)	(12.1)%	0
895	350	545	155.7 %	1,720	0	Other Golf Revenue	5,415	2,430	2,985	122.8 %	0
22,817	25,416	(2,599)	(10.2)%	30,700	0	Cart Sales	123,429	130,768	(7,339)	(5.6)%	0
6,271	4,913	1,358	27.7 %	7,523	0	Merchandise Sales	38,476	30,616	7,861	25.7 %	0
16,072	16,880	(808)	(4.8)%	12,192	0	Food & NAB Sales	47,879	45,706	2,173	4.8 %	0
19,561	12,793	6,768	52.9 %	15,153	0	Alcohol Sales	42,437	28,010	14,427	51.5 %	0
1,262	5,600	(4,338)	(77.5)%	860	0	Other Food & Beverage Revenue	2,621	6,700	(4,079)	(60.9)%	0
\$ 164,918	\$ 175,430	\$ (10,512)	(6.0)%	\$ 171,505	\$ 0	TOTAL REVENUE	\$ 876,742	\$ 907,409	\$ (30,667)	(3.4)%	\$ 0
COST OF SALES											
3,949	3,270	(679)	(20.8)%	4,297	0	Merchandise COS	26,417	20,981	(5,436)	(25.9)%	0
7,858	5,908	(1,950)	(33.0)%	10,803	0	Food & Beverage COS	32,873	19,355	(13,518)	(69.8)%	0
5,206	4,231	(975)	(23.0)%	3,599	0	Alcohol COS	11,567	8,859	(2,708)	(30.6)%	0
\$ 17,013	\$ 13,409	\$ (3,604)	(26.9)%	\$ 18,699	\$ 0	TOTAL COST OF SALES	\$ 70,857	\$ 49,195	\$ (21,662)	(44.0)%	\$ 0
\$ 147,905	\$ 162,021	\$ (14,116)	(8.7)%	\$ 152,806	\$ 0	GROSS PROFIT	\$ 805,885	\$ 858,214	\$ (52,329)	(6.1)%	\$ 0
PAYROLL											
4,869	7,798	2,929	37.6 %	7,094	0	Golf Payroll	38,499	46,411	7,912	17.0 %	0
7,963	4,004	(3,959)	(98.9)%	6,699	0	Cart Payroll	34,326	22,772	(11,554)	(50.7)%	0
1,799	2,608	809	31.0 %	2,115	0	Clubhouse Payroll	9,933	11,967	2,034	17.0 %	0
15,034	22,382	7,347	32.8 %	18,901	0	Food & Beverage Payroll	65,654	66,901	1,247	1.9 %	0
29,308	26,197	(3,111)	(11.9)%	28,617	0	Maintenance Payroll	161,305	152,605	(8,700)	(5.7)%	0
7,455	5,359	(2,097)	(39.1)%	4,398	0	Marketing Payroll	16,092	22,401	6,309	28.2 %	0
6,353	10,614	4,261	40.1 %	9,163	0	G&A Payroll	44,814	50,115	5,300	10.6 %	0
\$ 72,781	\$ 78,961	\$ 6,181	7.8%	\$ 76,986	\$ 0	TOTAL PAYROLL	\$ 370,623	\$ 373,173	\$ 2,550	0.7%	\$ 0

SAN GERONIMO
Combined Income Statement
For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	DESCRIPTION	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
EXPENSE											
\$ (794)	\$ 340	\$ 1,134	333.7 %	\$ 462	\$ 0	Golf Expenses	\$ 6,872	\$ 6,606	\$ (266)	(4.0)%	\$ 0
828	910	82	9.0 %	1,033	0	Cart Expenses	2,002	4,505	2,503	55.6 %	0
8,513	7,741	(772)	(10.0)%	7,942	0	Clubhouse Expenses	50,643	44,145	(6,498)	(14.7)%	0
9,891	1,960	(7,931)	(404.6)%	5,534	0	Food & Beverage Expenses	34,216	9,701	(24,515)	(252.7)%	0
68,083	74,308	6,225	8.4 %	99,750	0	Maintenance Expenses	303,232	296,631	(6,600)	(2.2)%	0
1,383	3,195	1,812	56.7 %	820	0	Marketing Expenses	12,098	17,925	5,827	32.5 %	0
12,173	14,414	2,241	15.5 %	13,479	0	G&A Expenses	82,891	85,003	2,113	2.5 %	0
5,400	5,400	0	0.0 %	5,400	0	Lease Expenses	30,420	30,420	0	0.0 %	0
\$ 105,476	\$ 108,269	\$ 2,792	2.6%	\$ 134,420	\$ 0	TOTAL EXPENSE	\$ 522,373	\$ 494,937	\$ (27,436)	(5.5)%	\$ 0
178,257	187,230	8,973	4.8 %	211,406	0	TOTAL ALL EXPENSES	892,996	868,109	(24,886)	(2.9)%	0
\$ (30,352)	\$ (25,209)	\$ (5,143)	(20.4%)	\$ (58,599)	\$ 0	EBITDAR	\$ (87,110)	\$ (9,896)	\$ (77,215)	(780.3%)	\$ 0
\$ (30,352)	\$ (25,209)	\$ (5,143)	(20.4%)	\$ (58,599)	\$ 0	EBITDA	\$ (87,110)	\$ (9,896)	\$ (77,215)	(780.3%)	\$ 0
\$ (30,352)	\$ (25,209)	\$ (5,143)	(20.4%)	\$ (58,599)	\$ -	NET INCOME (LOSS)	\$ (87,110)	\$ (9,896)	\$ (77,215)	(780.3%)	\$ -
CASHFLOW RECAP											
(30,352)						Net Income	(87,110)				
(44,143)						From Operating Activities	17,837				
(10,139)						From Investing Activities	(10,139)				
0						From Financing Activities	2,000				
(84,633)						Period Cash Flow	(77,412)				

SAN GERONIMO

Golf

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Tournament Sales										
\$ 8,149	\$ 12,675	\$ (4,526)	(35.7%)	\$ 2,654	\$ 0	\$ 37,958	\$ 59,425	\$ (21,467)	(36.1%)	\$ 0
Green Fees										
32,720	0	32,720	0.0%	35,929	0	85,919	12,510	73,409	586.8%	0
43,164	70,688	(27,524)	(38.9%)	44,098	0	376,027	435,969	(59,941)	(13.7%)	0
3,405	8,125	(4,720)	(58.1%)	9,710	0	41,549	36,835	4,714	12.8%	0
0	8,125	(8,125)	(100.0%)	0	0	16,157	51,462	(35,305)	(68.6%)	0
\$ 79,289	\$ 86,938	\$ (7,649)	(8.8%)	\$ 89,737	\$ 0	\$ 519,652	\$ 536,776	\$ (17,124)	(3.2%)	\$ 0
Member Dues										
9,581	9,715	(134)	(1.4%)	9,706	0	56,595	64,430	(7,835)	(12.2%)	0
0	150	(150)	(100.0%)	0	0	0	2,550	(2,550)	(100.0%)	0
1,020	0	1,020	0.0%	1,260	0	2,280	0	2,280	0.0%	0
\$ 10,601	\$ 9,865	\$ 736	7.5%	\$ 10,966	\$ 0	\$ 58,875	\$ 66,980	\$ (8,105)	(12.1%)	\$ 0
Other Golf Revenue										
0	0	0	0.0%	0	0	550	300	250	83.3%	0
880	350	530	151.4%	1,720	0	4,800	2,080	2,720	130.8%	0
15	0	15	0.0%	0	0	65	50	15	30.0%	0
\$ 895	\$ 350	\$ 545	155.7%	\$ 1,720	\$ 0	\$ 5,415	\$ 2,430	\$ 2,985	122.8%	\$ 0
\$ 98,934	\$ 109,828	\$ (10,893)	(9.9%)	\$ 105,077	\$ 0	\$ 621,900	\$ 665,610	\$ (43,710)	(6.6%)	\$ 0
Golf Payroll										
4,166	6,305	2,138	33.9%	6,072	0	32,393	38,267	5,874	15.4%	0
0	0	0	0.0%	1	0	84	82	(1)	(1.8%)	0
0	150	150	100.0%	0	0	0	300	300	100.0%	0
408	663	255	38.4%	726	0	4,273	4,411	138	3.1%	0
294	315	21	6.7%	294	0	1,749	1,890	141	7.5%	0
0	365	365	100.0%	0	0	0	1,460	1,460	100.0%	0
\$ 4,869	\$ 7,798	\$ 2,929	37.6%	\$ 7,094	\$ 0	\$ 38,499	\$ 46,411	\$ 7,912	17.0%	\$ 0

SAN GERONIMO

Golf

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR		YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Golf Expenses											
0	0	0	0.0%	0	0		1,000	1,000	0	0.0%	0
(1,704)	340	2,044	601.3%	344	0		1,029	3,120	2,090	67.0%	0
0	0	0	0.0%	0	0		2,360	2,360	0	0.0%	0
0	0	0	0.0%	0	0		(29)	0	29	0.0%	0
910	0	(910)	0.0%	0	0		1,846	0	(1,846)	0.0%	0
0	0	0	0.0%	118	0		666	127	(539)	(424.4%)	0
\$ (794)	\$ 340	\$ 1,134	333.7%	\$ 462	\$ 0		\$ 6,872	\$ 6,606	\$ (266)	(4.0%)	\$ 0
Total Golf Expenses											
\$ 94,860	\$ 101,690	\$ (6,830)	(6.7%)	\$ 97,522	\$ 0		\$ 576,529	\$ 612,593	\$ (36,064)	(5.9%)	\$ 0
NET INCOME (LOSS)											

SAN GERONIMO

Carts

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Cart Sales										
19,982	21,516	(1,534)	(7.1%)	29,770	0	116,554	114,896	1,658	1.4%	0
2,835	3,900	(1,065)	(27.3%)	930	0	6,875	15,872	(8,997)	(56.7%)	0
\$ 22,817	\$ 25,416	\$ (2,599)	(10.2%)	\$ 30,700	\$ 0	\$ 123,429	\$ 130,768	\$ (7,339)	(5.6%)	\$ 0
Cart Payroll										
6,908	3,408	(3,500)	(102.7%)	5,725	0	29,199	19,187	(10,013)	(52.2%)	0
0	0	0	0.0%	0	0	76	0	(76)	0.0%	0
893	430	(463)	(107.6%)	812	0	4,070	2,576	(1,494)	(58.0%)	0
162	166	4	2.6%	162	0	981	1,009	28	2.8%	0
\$ 7,963	\$ 4,004	\$ (3,959)	(98.9%)	\$ 6,699	\$ 0	\$ 34,326	\$ 22,772	\$ (11,554)	(50.7%)	\$ 0
Cart Expenses										
0	160	160	100.0%	0	0	63	655	591	90.3%	0
104	0	(104)	0.0%	0	0	181	400	219	54.7%	0
724	750	26	3.5%	0	0	724	3,450	2,726	79.0%	0
0	0	0	0.0%	1,033	0	1,033	0	(1,033)	0.0%	0
\$ 828	\$ 910	\$ 82	9.0%	\$ 1,033	\$ 0	\$ 2,002	\$ 4,505	\$ 2,503	55.6%	\$ 0
\$ 14,026	\$ 20,502	\$ (6,475)	(31.6%)	\$ 22,967	\$ 0	\$ 87,101	\$ 103,491	\$ (16,389)	(15.8%)	\$ 0
NET INCOME (LOSS)						\$ 87,101	\$ 103,491	\$ (16,389)	(15.8%)	\$ 0

SAN GERONIMO

Merchandise

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL	
Merchandise Sales											
780	251	529	210.5%	726	0	Men's Apparel	3,451	1,174	2,278	194.1%	0
45	72	(27)	(37.3%)	47	0	Women's Apparel	511	302	208	68.9%	0
506	538	(32)	(6.0%)	566	0	Headwear	2,812	2,848	(36)	(1.3%)	0
360	394	(35)	(8.7%)	461	0	Shoes	1,872	2,094	(222)	(10.6%)	0
3,587	2,510	1,077	42.9%	4,431	0	Equipment	25,887	18,320	7,566	41.3%	0
994	1,148	(153)	(13.4%)	1,292	0	Accessories	3,944	5,878	(1,934)	(32.9%)	0
\$ 6,271	\$ 4,913	\$ 1,358	27.7%	\$ 7,523	\$ 0	Total Merchandise Sales	\$ 38,476	\$ 30,616	\$ 7,861	25.7%	\$ 0
Merchandise COS											
471	171	(300)	(175.9%)	438	0	Men's Apparel	2,011	798	(1,213)	(152.0%)	0
(14)	54	68	126.3%	129	0	Women's Apparel	264	227	(38)	(16.6%)	0
299	323	24	7.4%	282	0	Headwear	1,688	1,775	87	4.9%	0
221	256	35	13.8%	181	0	Shoes	1,319	1,247	(72)	(5.8%)	0
2,724	1,732	(992)	(57.3%)	2,937	0	Equipment	19,533	13,048	(6,485)	(49.7%)	0
233	734	501	68.2%	331	0	Accessories	1,586	3,886	2,300	59.2%	0
14	0	(14)	0.0%	0	0	Freight	14	0	(14)	0.0%	0
\$ 3,949	\$ 3,270	\$ (679)	(20.8%)	\$ 4,297	\$ 0	Total Merchandise COS	\$ 26,417	\$ 20,981	\$ (5,436)	(25.9%)	\$ 0
Merchandise COS %											
60.4%	68.0%		7.6%	60.4%	0.0%	Men's Apparel	58.3%	68.0%		9.7%	0.0%
(31.4%)	75.0%		106.4%	273.6%	0.0%	Women's Apparel	51.8%	75.0%		23.2%	0.0%
59.1%	60.0%		0.9%	49.8%	0.0%	Headwear	60.0%	62.3%		2.3%	0.0%
61.4%	65.0%		3.6%	39.2%	0.0%	Shoes	70.5%	59.6%		(10.9%)	0.0%
76.0%	69.0%		(7.0%)	66.3%	0.0%	Equipment	75.5%	71.2%		(4.2%)	0.0%
23.5%	64.0%		40.5%	25.6%	0.0%	Accessories	40.2%	66.1%		25.9%	0.0%
63.0%	66.6%		3.6%	57.1%	0.0%	Total Merchandise COS %	68.7%	68.5%		(0.1%)	0.0%
\$ 2,322	\$ 1,643	\$ 680	41.4%	\$ 3,226	\$ 0	NET INCOME (LOSS)	\$ 12,059	\$ 9,634	\$ 2,425	25.2%	\$ 0

SAN GERONIMO

Clubhouse

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR		YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Clubhouse Payroll											
1,581	2,201	620	28.2%	1,824	0		8,413	10,254	1,841	18.0%	0
119	300	180	60.2%	191	0		1,025	1,184	159	13.5%	0
99	107	8	7.8%	99	0		495	529	34	6.4%	0
\$ 1,799	\$ 2,608	\$ 809	31.0%	\$ 2,115	\$ 0		\$ 9,933	\$ 11,967	\$ 2,034	17.0%	\$ 0
Clubhouse Expenses											
0	0	0	0.0%	0	0		1,060	638	(421)	(66.0%)	0
1,098	250	(848)	(339.3%)	473	0		3,572	1,895	(1,677)	(88.5%)	0
0	0	0	0.0%	1,510	0		3,800	1,399	(2,401)	(171.7%)	0
174	100	(74)	(74.0%)	0	0		696	574	(122)	(21.3%)	0
0	200	200	100.0%	0	0		0	1,700	1,700	100.0%	0
0	200	200	100.0%	0	0		0	800	800	100.0%	0
2,899	1,650	(1,249)	(75.7%)	0	0		5,554	5,590	35	0.6%	0
3,000	3,000	0	0.0%	0	0		14,016	14,305	290	2.0%	0
0	500	500	100.0%	0	0		0	2,000	2,000	100.0%	0
286	580	294	50.7%	286	0		2,218	2,320	102	4.4%	0
249	312	63	20.3%	507	0		1,225	1,405	179	12.8%	0
467	220	(247)	(112.2%)	336	0		9,170	7,486	(1,685)	(22.5%)	0
0	600	600	100.0%	4,695	0		7,692	2,475	(5,217)	(210.8%)	0
340	129	(211)	(163.3%)	133	0		1,640	1,559	(81)	(5.2%)	0
\$ 8,513	\$ 7,741	\$ (772)	(10.0%)	\$ 7,942	\$ 0		\$ 50,643	\$ 44,145	\$ (6,498)	(14.7%)	\$ 0
\$ (10,312)	\$ (10,349)	\$ 37	0.4%	\$ (10,057)	\$ 0		\$ (60,576)	\$ (56,113)	\$ (4,463)	(8.0%)	\$ 0
Clubhouse Payroll							\$ 9,933	\$ 11,967	\$ 2,034	17.0%	\$ 0
Total Clubhouse Payroll							\$ 9,933	\$ 11,967	\$ 2,034	17.0%	\$ 0
Clubhouse Expenses											
Total Clubhouse Expenses							\$ 50,643	\$ 44,145	\$ (6,498)	(14.7%)	\$ 0
NET INCOME (LOSS)							\$ (60,576)	\$ (56,113)	\$ (4,463)	(8.0%)	\$ 0

SAN GERONIMO
Food & Beverage
For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR		YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Food Sales											
6,612	4,924	1,688	34.3%	6,388	0	Restaurant	23,963	23,420	543	2.3%	0
6,035	10,000	(3,965)	(39.6%)	3,563	0	Banquet	9,598	11,500	(1,902)	(16.5%)	0
1,503	163	1,341	825.2%	0	0	Tournament	2,047	563	1,484	263.5%	0
0	652	(652)	(100.0%)	0	0	Bev Cart	2,739	3,634	(896)	(24.6%)	0
\$ 14,151	\$ 15,739	\$ (1,588)	(10.1%)	\$ 9,951	\$ 0	Total Food Sales	\$ 38,347	\$ 39,117	\$ (771)	(2.0%)	\$ 0
Non-Alcoholic Beverage Sales											
1,615	489	1,126	230.2%	2,241	0	Restaurant	9,226	3,790	5,436	143.4%	0
306	0	306	0.0%	0	0	Banquet	306	0	306	0.0%	0
0	652	(652)	(100.0%)	0	0	Bev Cart	0	2,799	(2,799)	(100.0%)	0
\$ 1,921	\$ 1,141	\$ 780	68.3%	\$ 2,241	\$ 0	Total Non-Alcoholic Beverage Sales	\$ 9,532	\$ 6,588	\$ 2,943	44.7%	\$ 0
Beer Sales											
6,860	2,935	3,925	133.7%	10,817	0	Restaurant	24,609	11,162	13,448	120.5%	0
3,831	4,000	(169)	(4.2%)	18	0	Banquet	3,848	4,750	(902)	(19.0%)	0
840	65	775	1,192.3%	0	0	Tournament	870	225	645	286.3%	0
0	652	(652)	(100.0%)	0	0	Bev Cart	0	2,799	(2,799)	(100.0%)	0
\$ 11,531	\$ 7,652	\$ 3,879	50.7%	\$ 10,835	\$ 0	Total Beer Sales	\$ 29,328	\$ 18,935	\$ 10,393	54.9%	\$ 0
Wine Sales											
485	130	355	271.8%	1,022	0	Restaurant	1,754	560	1,194	213.3%	0
1,885	4,000	(2,115)	(52.9%)	39	0	Banquet	1,924	4,750	(2,826)	(59.5%)	0
\$ 2,370	\$ 4,130	\$ (1,760)	(42.6%)	\$ 1,061	\$ 0	Total Wine Sales	\$ 3,678	\$ 5,310	\$ (1,632)	(30.7%)	\$ 0
Liquor Sales											
3,190	1,011	2,179	215.6%	3,258	0	Restaurant	6,962	3,765	3,197	84.9%	0
2,469	0	2,469	0.0%	0	0	Banquet	2,469	0	2,469	0.0%	0
\$ 5,660	\$ 1,011	\$ 4,649	459.9%	\$ 3,258	\$ 0	Total Liquor Sales	\$ 9,431	\$ 3,765	\$ 5,666	150.5%	\$ 0
Other Food & Beverage Revenue											
1,262	2,000	(738)	(36.9%)	800	0	Banquet Room Rental	2,562	2,500	62	2.5%	0
0	3,600	(3,600)	(100.0%)	34	0	Banquet Mandatory Serv Chg	34	4,200	(4,166)	(99.2%)	0
0	0	0	0.0%	26	0	Tournament Mandatory Serv Chg	26	0	26	0.0%	0
\$ 1,262	\$ 5,600	\$ (4,338)	(77.5%)	\$ 860	\$ 0	Total Other Food & Beverage Revenue	\$ 2,621	\$ 6,700	\$ (4,079)	(60.9%)	\$ 0
\$ 36,895	\$ 35,274	\$ 1,622	4.6%	\$ 28,205	\$ 0	TOTAL FOOD & BEVERAGE REVENUE	\$ 92,937	\$ 80,416	\$ 12,521	15.6%	\$ 0

SAN GERONIMO
Food & Beverage
For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR		YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Food & Beverage COS											
6,793	5,509	(1,285)	(23.3%)	10,178	0	Food	28,289	16,933	(11,356)	(67.1%)	0
1,065	399	(665)	(166.6%)	625	0	NonAlc Beverages	4,584	2,422	(2,162)	(89.2%)	0
3,713	2,296	(1,417)	(61.7%)	2,232	0	Beer	8,316	5,681	(2,636)	(46.4%)	0
691	1,652	961	58.2%	1,321	0	Wine	2,117	2,124	6	0.3%	0
802	283	(519)	(183.4%)	47	0	Liquor	1,133	1,054	(79)	(7.5%)	0
\$ 13,064	\$ 10,139	\$ (2,925)	(28.8%)	\$ 14,402	\$ 0	Total Food & Beverage COS	\$ 44,440	\$ 28,214	\$ (16,226)	(57.5%)	\$ 0
Food & Beverage COS %											
48.0%	35.0%		(13.0%)	102.3%	0.0%	Food	73.8%	43.3%		(30.5%)	0.0%
55.4%	35.0%		(20.4%)	27.9%	0.0%	NonAlc Beverages	48.1%	36.8%		(11.3%)	0.0%
32.2%	30.0%		(2.2%)	20.6%	0.0%	Beer	28.4%	30.0%		1.6%	0.0%
29.1%	40.0%		10.9%	124.5%	0.0%	Wine	57.6%	40.0%		(17.6%)	0.0%
14.2%	28.0%		13.8%	1.4%	0.0%	Liquor	12.0%	28.0%		16.0%	0.0%
35.4%	28.7%		(6.7%)	51.1%	0.0%	Total Food & Beverage COS %	47.8%	35.1%		(12.7%)	0.0%

SAN GERONIMO
Food & Beverage
For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR		YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
						Food & Beverage Payroll					
0	4,000	4,000	100.0%	3,688	0	Salaries	16,776	16,000	(776)	(4.9%)	0
12,184	10,342	(1,842)	(17.8%)	10,697	0	Wages	34,842	32,752	(2,089)	(6.4%)	0
492	0	(492)	0.0%	1,455	0	Overtime	2,292	0	(2,292)	0.0%	0
0	1,200	1,200	100.0%	0	0	Bonus	0	2,400	2,400	100.0%	0
0	3,240	3,240	100.0%	0	0	Mandatory Service Chg Exp	0	3,780	3,780	100.0%	0
60	0	(60)	0.0%	(100)	0	Charged Tips	1	0	(1)	0.0%	0
(181)	0	181	0.0%	442	0	Vacation	442	0	(442)	0.0%	0
1,872	2,476	604	24.4%	2,109	0	Taxes	7,683	6,826	(856)	(12.5%)	0
608	758	150	19.8%	608	0	Wcomp	3,618	3,682	64	1.7%	0
0	365	365	100.0%	0	0	Group Ins	0	1,460	1,460	100.0%	0
\$ 15,034	\$ 22,382	\$ 7,347	32.8%	\$ 18,901	\$ 0	Total Food & Beverage Payroll	\$ 65,654	\$ 66,901	\$ 1,247	1.9%	\$ 0
						Food & Beverage Expenses					
970	477	(494)	(103.6%)	683	0	Linen Service	2,006	560	(1,446)	(258.3%)	0
3,813	1,484	(2,329)	(157.0%)	1,674	0	Supplies	11,186	3,743	(7,443)	(198.8%)	0
0	0	0	0.0%	0	0	Kitchen Utensils & Equip	1,647	1,647	0	0.0%	0
5,000	0	(5,000)	0.0%	1,750	0	Entertainment	7,050	0	(7,050)	0.0%	0
0	0	0	0.0%	229	0	Auto/Travel	250	0	(250)	0.0%	0
0	0	0	0.0%	0	0	Maint Equip	1,963	1,806	(156)	(8.7%)	0
0	0	0	0.0%	0	0	Janitorial/Sanitation	1,000	0	(1,000)	0.0%	0
0	0	0	0.0%	240	0	Telephone/Internet	240	0	(240)	0.0%	0
0	0	0	0.0%	0	0	Licenses/Permits	265	265	0	0.0%	0
0	0	0	0.0%	526	0	Service Contracts	4,901	0	(4,901)	0.0%	0
108	0	(108)	0.0%	433	0	Equip Rental	2,029	0	(2,029)	0.0%	0
0	0	0	0.0%	0	0	Professional Fees	1,680	1,680	0	0.0%	0
\$ 9,891	\$ 1,960	\$ (7,931)	(404.6%)	\$ 5,534	\$ 0	Total Food & Beverage Expenses	\$ 34,216	\$ 9,701	\$ (24,515)	(252.7%)	\$ 0
\$ (1,094)	\$ 793	\$ (1,887)	(237.9%)	\$ (10,631)	\$ 0	NET INCOME (LOSS)	\$ (51,373)	\$ (24,400)	\$ (26,972)	(110.5%)	\$ 0

SAN GERONIMO

Maintenance

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
Maintenance Payroll										
3,957	4,000	43	1.1%	4,088	0	Salaries	23,449	23,359	(90)	(0.4%)
19,382	18,017	(1,365)	(7.6%)	20,416	0	Wages	104,471	100,051	(4,420)	(4.4%)
615	0	(615)	0.0%	568	0	Overtime	6,495	3,073	(3,423)	(111.4%)
0	0	0	0.0%	0	0	Bonus	0	609	609	100.0%
1,810	0	(1,810)	0.0%	0	0	Vacation	3,079	0	(3,079)	0.0%
200	0	(200)	0.0%	0	0	Holiday	1,732	0	(1,732)	0.0%
1,882	1,645	(237)	(14.4%)	2,087	0	Taxes	14,068	13,174	(893)	(6.8%)
1,059	1,074	15	1.4%	1,059	0	Wcomp	6,460	6,551	91	1.4%
404	1,460	1,057	72.4%	399	0	Group Ins	1,550	5,787	4,237	73.2%
\$ 29,308	\$ 26,197	\$ (3,111)	(11.9%)	\$ 28,617	\$ 0	Total Maintenance Payroll	\$ 161,305	\$ 152,605	\$ (8,700)	(5.7%)
Maintenance Expenses										
0	0	0	0.0%	100	0	Uniforms	892	1,541	650	42.1%
0	32	32	100.0%	0	0	Linen/Laundry	0	128	128	100.0%
0	0	0	0.0%	364	0	Employee Relations	364	300	(64)	(21.4%)
0	300	300	100.0%	0	0	Employee Train	0	1,100	1,100	100.0%
275	400	125	31.4%	1,372	0	Supplies	10,188	3,606	(6,582)	(182.5%)
0	750	750	100.0%	0	0	Drainage Supplies	0	750	750	100.0%
0	1,300	1,300	100.0%	2,699	0	Chemicals	6,749	7,621	872	11.4%
644	3,500	2,856	81.6%	1,168	0	Fertilizer	4,689	10,155	5,466	53.8%
1,841	2,200	359	16.3%	0	0	Sand & Soil	3,084	9,543	6,459	67.7%
0	0	0	0.0%	1,226	0	Seed & Sod	1,383	3,660	2,277	62.2%
0	0	0	0.0%	0	0	Printing	15	0	(15)	0.0%
0	0	0	0.0%	314	0	Dues/Subscripts	314	500	186	37.2%
0	0	0	0.0%	33	0	Auto/Travel	123	0	(123)	0.0%
814	1,800	986	54.8%	2,829	0	Gas/Oil	9,008	9,439	432	4.6%
1,690	1,000	(690)	(69.0%)	3,248	0	Maint Equip	7,430	4,913	(2,517)	(51.2%)
0	800	800	100.0%	400	0	Maint Equip Irrigation	1,012	4,000	2,988	74.7%
0	0	0	0.0%	0	0	Maint Bldg	0	500	500	100.0%
0	0	0	0.0%	0	0	Landscaping/Plants	0	700	700	100.0%
57,469	57,226	(243)	(0.4%)	73,342	0	Utils Water Irrigation	239,112	212,787	(26,325)	(12.4%)
5,350	4,000	(1,350)	(33.8%)	11,906	0	Utils Elect	17,256	16,000	(1,256)	(7.8%)
0	200	200	100.0%	190	0	Telephone/Internet	380	800	420	52.5%
0	50	50	100.0%	0	0	Security	0	200	200	100.0%
0	0	0	0.0%	0	0	Licenses/Permits	0	5,000	5,000	100.0%
0	750	750	100.0%	560	0	Service Contracts	695	1,950	1,255	64.4%
0	0	0	0.0%	0	0	Professional Fees	538	1,438	900	62.6%
\$ 68,083	\$ 74,308	\$ 6,225	8.4%	\$ 99,750	\$ 0	Total Maintenance Expenses	\$ 303,232	\$ 296,631	\$ (6,600)	(2.2%)

<u>\$</u>	<u>(97,391)</u>	<u>\$</u>	<u>(100,505)</u>	<u>\$</u>	<u>3,114</u>	<u>3.1%</u>	<u>\$</u>	<u>(128,367)</u>	<u>\$</u>	<u>0</u>
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NET INCOME (LOSS)

<u>\$</u>	<u>(464,537)</u>	<u>\$</u>	<u>(449,237)</u>	<u>\$</u>	<u>(15,300)</u>	<u>(3.4%)</u>	<u>\$</u>	<u>0</u>
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SAN GERONIMO

Marketing

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL		
Marketing Payroll												
3,771	3,813	42	1.1%	3,897	0							
900	995	95	9.5%	0	0	10,736	16,083	5,347	33.2%	0		
1,500	0	(1,500)	0.0%	0	0	900	3,596	2,696	75.0%	0		
583	0	(583)	0.0%	0	0	1,500	0	(1,500)	0.0%	0		
504	0	(504)	0.0%	304	0	583	0	(583)	0.0%	0		
197	235	38	16.0%	197	0	1,165	117	(1,048)	(895.8%)	0		
0	316	316	100.0%	0	0	1,208	1,340	132	9.8%	0		
						0	1,265	1,265	100.0%	0		
\$ 7,455	\$ 5,359	\$ (2,097)	(39.1%)	\$ 4,398	\$ 0	Total Marketing Payroll		\$ 16,092	\$ 22,401	\$ 6,309	28.2%	\$ 0
Marketing Expenses												
0	0	0	0.0%	0	0	2,242	45	(2,197)	(4900.7%)	0		
0	500	500	100.0%	0	0	0	1,000	1,000	100.0%	0		
0	500	500	100.0%	0	0	478	500	22	4.4%	0		
0	355	355	100.0%	525	0	3,150	855	(2,295)	(268.4%)	0		
644	1,000	356	35.6%	0	0	2,936	10,118	7,182	71.0%	0		
0	340	340	100.0%	295	0	1,180	1,655	475	28.7%	0		
0	0	0	0.0%	0	0	0	600	600	100.0%	0		
0	150	150	100.0%	0	0	0	600	600	100.0%	0		
0	250	250	100.0%	0	0	726	1,726	1,000	58.0%	0		
130	0	(130)	0.0%	0	0	351	0	(351)	0.0%	0		
0	100	100	100.0%	0	0	0	400	400	100.0%	0		
609	0	(609)	0.0%	0	0	1,036	427	(609)	(142.5%)	0		
\$ 1,383	\$ 3,195	\$ 1,812	56.7%	\$ 820	\$ 0	Total Marketing Expenses		\$ 12,098	\$ 17,925	\$ 5,827	32.5%	\$ 0
\$ (8,838)	\$ (8,554)	\$ (284)	(3.3%)	\$ (5,218)	\$ 0	NET INCOME (LOSS)		\$ (28,190)	\$ (40,326)	\$ 12,136	30.1%	\$ 0

SAN GERONIMO

G&A

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
G&A Payroll										
6,069	6,083	14	0.2%	4,760	0	Salaries	33,692	34,962	1,270	3.6%
(730)	2,501	3,231	129.2%	1,460	0	Bonus	1,460	5,002	3,542	70.8%
(224)	0	224	0.0%	1,256	0	Vacation	1,572	0	(1,572)	0.0%
425	872	447	51.3%	612	0	Taxes	3,261	3,666	406	11.1%
359	419	60	14.4%	359	0	Wcomp	2,155	2,151	(4)	(0.2%)
0	365	365	100.0%	0	0	Group Ins	0	1,460	1,460	100.0%
454	374	(80)	(21.5%)	716	0	Payroll Data Proc Fee	2,674	2,622	(52)	(2.0%)
0	0	0	0.0%	0	0	Payroll 401(k) Fee	0	250	250	100.0%
\$ 6,353	\$ 10,614	\$ 4,261	40.1%	\$ 9,163	\$ 0	Total G&A Payroll	\$ 44,814	\$ 50,115	\$ 5,300	10.6%
G&A Expenses										
0	25	25	100.0%	0	0	Employee Relations	197	170	(27)	(15.7%)
0	0	0	0.0%	60	0	Employee Screening	1,350	672	(678)	(100.9%)
403	300	(103)	(34.4%)	1,120	0	Supplies	5,665	3,976	(1,689)	(42.5%)
273	0	(273)	0.0%	0	0	Postage	402	145	(257)	(177.0%)
253	250	(3)	(1.4%)	794	0	Auto/Travel	1,922	1,272	(650)	(51.1%)
78	0	(78)	0.0%	85	0	Meals/Entertain	413	250	(163)	(65.2%)
73	0	(73)	0.0%	0	0	Telephone/Internet	225	38	(187)	(492.1%)
0	0	0	0.0%	113	0	Licenses/Permits	3,097	1,643	(1,454)	(88.5%)
0	0	0	0.0%	0	0	Recruiting Fees	168	168	0	0.0%
720	0	(720)	0.0%	290	0	Contract Labor	4,446	180	(4,266)	(2374.5%)
3,660	1,809	(1,851)	(102.3%)	0	0	Service Contracts	9,280	10,682	1,402	13.1%
0	0	0	0.0%	624	0	Bad Debt Exp	624	0	(624)	0.0%
0	100	100	100.0%	0	0	Bank Charge	0	400	400	100.0%
0	2,982	2,982	100.0%	2,843	0	Credit Card Fees	12,878	16,014	3,136	19.6%
(147)	0	147	0.0%	315	0	Cash Over/Under (Exp)	140	(23)	(163)	718.6%
860	2,948	2,088	70.8%	860	0	Insurance	4,985	13,335	8,350	62.6%
0	0	0	0.0%	374	0	Late Fee	374	0	(374)	0.0%
6,000	6,000	0	0.0%	6,000	0	Management Fee	36,000	36,000	0	0.0%
0	0	0	0.0%	0	0	Legal/Professional	687	0	(687)	0.0%
0	0	0	0.0%	0	0	Taxes Misc	39	81	42	52.2%
\$ 12,173	\$ 14,414	\$ 2,241	15.5%	\$ 13,479	\$ 0	Total G&A Expenses	\$ 82,891	\$ 85,003	\$ 2,113	2.5%
\$ (18,526)	\$ (25,028)	\$ 6,503	26.0%	\$ (22,642)	\$ 0	NET INCOME (LOSS)	\$ (127,705)	\$ (135,118)	\$ 7,413	5.5%

SAN GERONIMO

Lease

For the 6 Months Ended Sep 30,2018

CUR MONTH ACTUAL	CUR MONTH BUDGET	\$ B(W)	% B(W)	PRV MONTH ACTUAL	CUR MONTH PRV YEAR	YTD CUR YEAR ACTUAL	YTD CUR YEAR BUDGET	\$ B(W)	% B(W)	YTD PRV YEAR ACTUAL
5,400	5,400	0	0.0%	5,400	0	Lease Expenses				
						Cart				
						30,420	30,420	0	0.0%	0
<u>\$ (5,400)</u>	<u>\$ (5,400)</u>	<u>\$ 0</u>	<u>0.0%</u>	<u>\$ (5,400)</u>	<u>\$ 0</u>	<u>\$ (30,420)</u>	<u>\$ (30,420)</u>	<u>\$ 0</u>	<u>0.0%</u>	<u>\$ 0</u>
						NET INCOME (LOSS)				

SAN GERONIMO

Balance Sheet As of Sep 30,2018

	Sep 30,2018	Aug 31,2018	\$ Change	% Change
Current Assets				
Checking/Savings				
00.1010 · Petty Cash	\$ 2,000	\$ 2,000	\$ 0	0.0%
00.1040 · Operating Account	27,512	6,050	21,462	354.7%
00.1060 · Revenue Account	(106,924)	(829)	(106,095)	12793.5%
Total Checking/Savings	\$ (77,412)	\$ 7,221	\$ (84,633)	(1172.1%)
Other Current Assets				
Accounts Receivable				
00.1100 · Accounts Rec Members	969	5,100	(4,131)	(81.0%)
00.1190 · Accounts Rec Other	3,104	1,918	1,186	61.8%
Total Accounts Receivable	\$ 4,073	\$ 7,018	\$ (2,945)	(42.0%)
Merchandise Inventory				
00.1210 · Inventory - Men's Apparel	1,857	2,328	(471)	(20.2%)
00.1211 · Inventory - Women's Apparel	468	453	14	3.1%
00.1213 · Inventory - Headwear	1,186	1,484	(299)	(20.1%)
00.1215 · Inventory - Shoes	1,837	2,058	(221)	(10.7%)
00.1217 · Inventory - Equipment	15,443	16,724	(1,281)	(7.7%)
00.1219 · Inventory - Accessories	2,562	2,601	(38)	(1.5%)
Total Merchandise Inventory	\$ 23,353	\$ 25,649	\$ (2,296)	(9.0%)
Food & Beverage Inventory				
00.1220 · Inventory - Food	6,536	6,246	290	4.6%
00.1230 · Inventory - NAB	884	1,177	(294)	(24.9%)
Total Food & Beverage Inventory	\$ 7,420	\$ 7,424	\$ (4)	0.0%
Alcohol Inventory				
00.1240 · Inventory - Beer	2,893	2,860	33	1.2%
00.1250 · Inventory - Wine	2,765	1,609	1,156	71.9%
00.1260 · Inventory - Liquor	3,535	1,712	1,823	106.5%
Total Alcohol Inventory	\$ 9,193	\$ 6,180	\$ 3,013	48.7%
00.1320 · Prepaid Insurance	6,083	8,205	(2,121)	(25.9%)
Total Other Current Assets	\$ 50,122	\$ 54,476	\$ (4,354)	(8.0%)
Total Current Assets	\$ (27,290)	\$ 61,697	\$ (88,987)	(144.2%)
Fixed Assets				
00.2010 · Computer Equipment & Software	10,139	0	10,139	0.0%
Total Fixed Assets	\$ 10,139	\$ 0	\$ 10,139	0.0%
Other Assets				
Total Other Assets	\$ 0	\$ 0	\$ 0	0.0%
TOTAL ASSETS	\$ (17,151)	\$ 61,697	\$ (78,848)	(127.8%)

SAN GERONIMO

Balance Sheet As of Sep 30,2018

	<u>Sep 30,2018</u>	<u>Aug 31,2018</u>	<u>\$ Change</u>	<u>% Change</u>
Liabilities				
Current Liabilities				
00.3010 · Accounts Payable	13,484	74,842	(61,358)	(82.0%)
Other Current Liabilities				
00.3110 · Accrued Payroll	16,447	12,008	4,439	37.0%
00.3125 · Accrued Vacation	4,261	2,274	1,988	87.4%
00.3215 · Sales Tax Payable	3,616	2,707	909	33.6%
00.3263 · Charitable Contributions Liab	45	25	20	80.0%
00.3330 · Gift Certificate Liability	4,006	3,057	949	31.0%
00.3345 · Event Deposits	7,574	0	7,574	0.0%
00.3350 · Unearned Revenue	18,525	21,541	(3,016)	(14.0%)
Total Other Current Liabilities	<u>\$ 54,475</u>	<u>\$ 41,613</u>	<u>\$ 12,862</u>	<u>31%</u>
Total Current Liabilities	<u>\$ 67,959</u>	<u>\$ 116,455</u>	<u>\$ (48,497)</u>	<u>(41.6%)</u>
Total Liabilities	<u>\$ 67,959</u>	<u>\$ 116,455</u>	<u>\$ (48,497)</u>	<u>(41.6%)</u>
Equity				
Net Income	(87,110)	(56,758)	(30,352)	53.5%
00.5020 · Paid in Capital	2,000	2,000	0	0.0%
Total Equity	<u>\$ (85,110)</u>	<u>\$ (54,758)</u>	<u>\$ (30,352)</u>	<u>55.4%</u>
TOTAL LIABILITIES & EQUITY	<u>\$ (17,151)</u>	<u>\$ 61,697</u>	<u>\$ (78,848)</u>	<u>(127.8%)</u>

SAN GERONIMO
Statement of Cash Flows
For the 6 Months Ended Sep 30,2018

	September 2018	YTD
Net Income	(30,352)	(87,110)
OPERATING ACTIVITIES		
Adjustments to reconcile Net Income to net cash provided by operations:		
Accounts Receivable		
00.1100 Accounts Rec Members	4,131	(969)
00.1190 Accounts Rec Other	(1,186)	(3,104)
Accounts Receivable Total	2,945	(4,073)
Inventory		
00.1210 Inventory - Men's Apparel	471	(1,857)
00.1211 Inventory - Women's Apparel	(14)	(468)
00.1213 Inventory - Headwear	299	(1,186)
00.1215 Inventory - Shoes	221	(1,837)
00.1217 Inventory - Equipment	1,281	(15,443)
00.1219 Inventory - Accessories	38	(2,562)
00.1220 Inventory - Food	(290)	(6,536)
00.1230 Inventory - NAB	294	(884)
00.1240 Inventory - Beer	(33)	(2,893)
00.1250 Inventory - Wine	(1,156)	(2,765)
00.1260 Inventory - Liquor	(1,823)	(3,535)
Inventory Total	(713)	(39,966)
Prepaid		
00.1320 Prepaid Insurance	2,121	(6,083)
Prepaid Total	2,121	(6,083)
00.3010 Accounts Payable	(61,358)	13,484
00.3110 Accrued Payroll	4,439	16,447
00.3125 Accrued Vacation	1,988	4,261
00.3215 Sales Tax Payable	909	3,616
00.3263 Charitable Contributions Liab	20	45
00.3330 Gift Certificate Liability	949	4,006
00.3345 Event Deposits	7,574	7,574
00.3350 Unearned Revenue	(3,016)	18,525
Net cash provided by Operating Activities	(44,143)	17,837
INVESTING ACTIVITIES		
00.2010 Computer Equipment & Software	(10,139)	(10,139)
Net cash provided by Investing Activities	(10,139)	(10,139)
FINANCING ACTIVITIES		
00.5020 Paid in Capital	0	2,000
Net cash provided by Financing Activities	0	2,000
Net cash increase for period	(84,633)	(77,412)
Cash at Beginning of Period	7,221	0
Cash at End of Period	(77,412)	0