

**Alto Lakes Golf and Country Club
2023-2024 Budget
Consolidated Income Statement**

FINAL APPROVED BUDGET

10% Inc
26/74 Cap/Op

	2015-2016	2016-2017	2017-2018	2018 - 2019	2019-2020	2020-2021	2021-2022	2022-2023	2023-2024
	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals/Estimate	Budget
INCOME									
DUES INCOME									
391900 ALTO GOLF DUES INCOME	3,038,607	3,213,746	3,313,634	3,187,976	3,409,951	3,499,654	3,853,739	4,027,812	4,455,140
390900 SOCIAL DUES INCOME	338,852	344,395	347,038	327,714	334,017	332,424	363,022	342,012	363,918
TOTAL DUES INCOME	3,377,459	3,558,141	3,660,672	3,515,690	3,743,968	3,832,078	4,216,761	4,369,824	4,819,058
FOOD & BEVERAGE SALES									
319100 BREAKFAST SALES	89,043	74,624	85,150	80,854	82,206	30,238	109,656	150,006	165,986
319200 DINNER SALES	603,197	564,418	595,649	697,723	757,237	584,121	1,020,402	1,175,132	1,351,402
319300 LUNCH SALES	400,866	361,241	421,999	481,773	429,816	334,436	402,069	509,498	579,922
319400 BANQUET & CATERING FOOD SALES	117,993	117,575	99,752	152,402	156,726	50,493	212,237	318,312	351,349
319700 FOOD SALES - BEV CART	9,636	10,791	9,144	7,974	8,428	3,195	1,860	2,348	2,583
319800 FOOD SALES - FOOD TRUCK	-	-	-	-	-	22,804	11,892	6,370	7,007
319800 FOOD SALES - SNACK SHACK	4,592	6,839	8,265	8,097	6,987	8,560	4,901	6,419	7,382
314300 LIQUOR SALES	163,312	154,281	189,670	218,118	235,686	172,264	378,039	446,951	513,123
314400 LIQUOR SALES - BANQUET	21,760	21,579	18,173	20,262	31,899	7,561	30,234	34,486	37,935
314600 LIQUOR SALES - BEV CART	2,004	7,257	5,530	3,069	7,287	5,806	1,462	4,466	4,913
314800 LIQUOR SALES - FOOD TRUCK	-	-	-	-	-	6,100	1,782	1,380	1,518
314700 LIQUOR SALES - SNACK SHACK	3,914	2,280	7,190	7,377	5,332	7,637	4,402	5,051	5,809
316300 BEER SALES	61,332	63,261	73,879	74,425	84,454	60,105	110,256	119,915	136,799
316400 BEER SALES - BANQUET	6,195	7,147	8,056	7,744	4,855	1,503	9,851	9,211	10,132
316600 BEER SALES - BEV CART	2,735	97	-	2,444	159	-	142	6,017	6,017
316800 BEER SALES - FOOD TRUCK	-	-	-	-	-	6,100	2,074	1,601	1,761
316700 BEER SALES - SNACK SHACK	4,753	3,065	9,528	9,995	8,465	8,656	4,629	7,464	8,584
318300 WINE SALES	206,091	187,919	210,941	215,614	231,904	158,962	315,957	365,317	419,486
318400 WINE SALES - BANQUET	18,913	13,350	13,262	8,738	6,797	2,623	10,478	12,056	13,262
318600 WINE - BEVERAGE CART	-	153	28	11	-	-	-	-	-
000000 WINE - FOOD TRUCK	-	-	-	-	-	-	-	-	-
318700 WINE SALES - SNACK SHACK	-	-	-	12	-	-	1,328	-	-
TOTAL FOOD & BEVERAGE SALES	1,716,336	1,595,877	1,756,216	1,996,632	2,058,238	1,471,164	2,633,651	3,181,999	3,624,968
COST OF GOODS SOLD									
422000 COST OF FOOD SOLD	643,795	593,268	595,206	694,830	737,260	486,986	955,776	1,130,657	1,152,044
414300 COST OF LIQUOR SOLD	43,996	40,585	46,675	55,421	75,498	48,937	101,481	136,341	129,558
415300 COST OF MIXES SOLD	8,325	6,807	7,518	7,395	11,452	4,580	18,650	18,635	20,755
416300 COST OF BEER SOLD	28,872	24,825	30,632	36,652	37,747	27,964	43,931	49,275	58,786
418300 COST OF WINE SOLD	95,661	84,851	91,838	91,638	100,655	71,589	130,156	156,804	173,099
TOTAL COST OF GOODS SOLD	820,649	750,336	771,869	885,936	962,612	640,056	1,249,994	1,491,713	1,534,242
GROSS MARGIN ON FOOD & BEVERAGE	895,687	845,541	984,347	1,110,696	1,095,626	831,108	1,383,657	1,690,286	2,090,726
GOLF RELATED INCOME									
362500 GREEN FEES	387,584	382,227	380,486	373,780	376,530	294,123	376,464	348,636	422,800
364500 CART RENTAL	318,758	321,990	325,405	341,955	335,113	335,912	334,924	321,720	371,250
360500 PRIVATE CART FEES	152,536	147,107	182,270	171,356	179,610	195,194	226,867	242,291	238,000
361500 PRIVATE CART REPAIR	50,418	42,991	61,440	57,493	41,960	45,768	41,447	51,110	57,050
366500 MERCHANDISE	-	-	-	-	-	-	547,495	785,746	857,397
TOTAL GOLF RELATED INCOME	909,296	894,315	949,601	944,584	933,213	870,997	1,527,197	1,749,503	1,946,497
COST OF GOODS - MERCHANDISE									
423000 COST OF MERCHANDISE	-	-	-	-	-	-	372,986	523,952	557,308
TOTAL COST OF GOODS - MERCHANDISE	-	-	-	-	-	-	372,986	523,952	557,308
GROSS MARGIN ON GOLF INCOME	909,296	894,315	949,601	944,584	933,213	870,997	1,154,211	1,225,551	1,389,189
OTHER INCOME									
304110 ACC NON REFUNDABLE FEES	1,740	16,931	6,375	25,080	9,232	13,605	5,780	2,225	2,500
304105 ADVERTISING	-	-	-	-	-	-	-	8,263	11,500
341210 AUDIO-VISUAL	-	-	-	-	-	-	-	26,440	33,000
318800 BEVERAGE COOLER	-	-	-	-	-	10	-	80	80
369300 COLLECTION FEES	9,905	7,560	7,385	8,960	12,565	11,127	7,560	10,155	10,200
341205 CONCERTS	-	-	-	-	-	-	118,654	273,010	258,000
341215 EVENT ADVERTISING	-	-	-	-	-	-	-	1,075	2,000
301100 FINANCE CHARGES & FEES	25,561	22,741	21,996	24,498	22,755	25,150	33,405	35,924	35,950
370700 FITNESS FEES	730	1,097	950	2,679	3,118	3,165	3,950	4,205	5,325
311300 FOOD MINIMUM INCOME	117,184	123,141	105,206	92,891	98,552	(6,560)	258,238	99,993	100,000
306100 GAIN ON SALE OF ASSETS	46,200	46,767	21,044	59,500	2,416	36,672	69,144	3,370	-
305100 INTEREST & DIVIDEND ACCOUNT	13,372	15,866	25,636	65,660	93,362	32,593	14,364	28,375	4,200
305105 CREDIT CARD REBATE	-	-	-	-	796	15,109	20,786	26,063	26,500
306200 CCR VIOLATIONS	-	952	4,682	8,516	1,325	773	430	1,800	2,000
306300 LOT COMBINATION FEES	15,354	11,373	-	-	-	30,000	30,000	-	-
306500 LOT SALES INCOME	-	-	-	-	129,264	79,000	197,551	46,500	-
302100 TRANSFER FEES	545,750	587,194	671,042	727,500	797,000	1,000,500	980,750	710,500	700,000
307000 OFFICE RENT	9,600	9,600	5,600	4,800	4,300	3,600	3,600	3,600	3,600
307100 OTHER MISCELLANEOUS INCOME	33,910	83,041	51,161	10,428	11,692	18,392	44,081	4,669	4,500
307200 RENTAL HOUSE INCOME	-	-	-	11,317	95,152	96,445	105,167	147,983	156,300
341200 ROOM SETUP & RENTAL	34,789	54,747	67,085	74,981	79,531	7,318	43,255	39,097	38,630
370600 SWIM FEES	705	1,680	1,535	1,250	944	-	1,654	-	2,700
372600 TENNIS FEES	286	126	20	305	300	379	80	55	245
306400 SWAP FEES	750	500	4,448	1,250	1,000	1,000	6,650	2,000	2,000
TOTAL OTHER INCOME	855,836	983,316	994,165	1,119,615	1,363,304	1,368,278	1,945,099	1,475,382	1,399,230
TOTAL INCOME	6,038,278	6,281,313	6,588,785	6,690,585	7,136,111	6,902,461	8,699,728	8,761,042	9,698,203

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PAYROLL & RELATED									
501000 SALARIES - HOURLY	941,428	993,759	1,032,981	1,134,508	1,103,437	1,130,598	1,307,319	1,506,443	1,805,571
501011 SALARIES - HOURLY ACC	37,370	40,104	41,367	41,805	30,249	-	-	-	-
501033 SALARIES - HOURLY KITCHEN	334,627	364,674	416,582	416,375	459,071	442,313	503,695	490,811	485,120
501051 SALARIES - HOURLY STARTERS	11,323	7,686	8,524	22,113	16,108	34,592	44,386	46,900	47,903
501053 SALARIES - HOURLY CART BARN	105,189	69,647	81,283	108,937	130,072	147,829	183,534	208,640	182,673
503000 OVERTIME HOURLY	54,581	28,060	39,748	45,935	35,219	20,683	81,335	53,518	42,650
503011 OVERTIME HOURLY - ACC	3,423	229	274	328	1,270	-	-	-	-
503033 OVERTIME HOURLY - KITCHEN	29,023	41,096	22,384	20,860	25,867	11,107	78,361	63,303	25,300
503053 OVERTIME HOURLY - CART BARN		1,292	1,931	7,303	6,089	13,718	26,250	19,957	16,050
502000 SALARIES - SUPERVISOR	990,874	1,021,798	1,051,923	1,028,377	1,192,064	1,285,887	1,318,506	1,447,653	1,581,181
502011 SALARIES - SUPERVISOR ACC	26,534	27,878	28,636	30,285	47,277	80,836	82,994	73,078	88,753
502033 SALARIES - SUPERVISOR KITCHEN	122,449	136,382	183,467	180,635	171,395	225,585	197,388	281,472	309,274
502053 SUPERVISOR SALARIES - CART BARN	15,868	49,419	51,742	53,763	51,385	54,127	36,268	28,229	65,795
530100 TAXES - PAYROLL	284,568	232,469	215,307	223,357	246,508	316,986	385,147	443,394	459,826
530111 TAXES - PAYROLL ACC	3,826	3,452	3,235	3,356	3,403	-	-	-	-
530133 TAXES - PAYROLL KITCHEN	31,519	52,481	51,782	51,314	50,342	-	-	-	-
526100 EMPLOYEE INCENTIVE PLAN	(23,650)	109,964	81,612	81,612	91,306	98,179	183,439	108,003	108,000
528000 EMPLOYEE GROUP INSURANCE	204,645	214,538	313,208	282,843	262,951	328,361	330,880	298,903	373,733
557200 INSURANCE WORKERS COMP	40,572	40,680	44,424	26,589	32,476	37,294	25,818	44,831	50,832
532000 RETIREMENT - 401K	6,518	8,085	12,554	13,910	20,019	38,787	39,354	42,963	55,890
529100 EMPLOYEE MEALS	68,620	68,650	85,249	91,142	91,438	99,229	108,781	148,967	157,514
TOTAL PAYROLL & RELATED	3,289,307	3,512,343	3,768,213	3,865,347	4,067,946	4,366,111	4,933,455	5,307,066	5,856,064
OPERATING EXPENSES									
534100 BAD DEBTS	8,000	30,000	30,000	30,000	27,564	(8,421)	(25,380)	1,022	3,000
534155 ADVERTISING/PROMOTIONS								1,083	8,800
534150 AUDIT EXPENSE	29,562	29,834	38,835	25,850	26,030	20,500	20,778	19,729	23,000
534200 BANK FEE EXPENSE	1,814	2,439	2,513	3,335	4,991	4,388	6,551	6,085	6,975
539400 BUILDING & GROUNDS MAINTENANCE	45,261	83,547	44,526	61,186	49,462	55,769	114,311	92,907	78,279
540000 CART MAINTENANCE PARTS	1,262	3,496	744	-	-	-	841	295	150
540200 CHEMICALS	2,768	2,430	1,681	2,836	2,828	1,768	2,602	-	6,000
540300 CHINA, GLASS & SILVER	15,690	10,371	12,069	17,459	10,627	6,788	16,747	14,051	18,300
540400 COMPUTER & NON CAPITAL EQUIPMENT	5,741	2,350	2,195	4,437	9,112	12,066	3,946	10,340	12,550
541100 CREDIT CARD EXPENSE	1,690	454	321	3,842	2,683	(494)	3,369	12,603	12,750
541150 TALENT EXPENSE	-	-	-	-	-	-	95,122	331,169	145,300
542300 DECORATIONS	4,381	5,783	4,415	4,891	6,962	2,037	4,653	2,083	3,100
545500 DRIVING RANGE EXPENSE	10,615	10,218	10,807	11,508	1,915	11,755	12,830	326	15,875
546000 DRUG TEST EXPENSE	-	-	3,988	3,100	1,230	635	684	530	550
547100 DUES, SUBSCRIPTIONS & REGISTRATIONS	9,919	10,016	9,773	9,492	12,525	8,626	10,623	8,134	14,353
531100 EDUCATION - TRAINING	12,786	10,828	5,943	14,945	12,911	5,421	8,340	12,948	18,106
548000 EMPLOYEE RELATIONS	10,113	10,952	10,624	10,223	18,554	19,824	17,964	27,215	27,700
548100 EMPLOYMENT ADS	2,240	1,433	3,033	2,932	2,532	2,532	2,562	2,642	2,688
548300 ENTERTAINMENT	1,835	14,381	39,475	40,837	47,002	26,037	51,977	31,164	34,100
548400 EQUIPMENT FUEL	31,933	31,084	34,307	36,241	32,433	23,294	31,898	52,733	51,300
549100 EQUIPMENT RENTAL	26,554	23,055	10,806	13,464	21,676	37,011	11,101	17,162	40,892
549133 EQUIPMENT RENTAL - KITCHEN	3,175	2,899	1,140	1,458	2,160	1,440	3,010	5,120	6,067
551100 EQUIPMENT REPAIR & MAINTENANCE	64,004	66,725	65,814	60,890	57,359	62,653	85,041	63,626	80,233
551133 EQUIPMENT REPAIR & MAINT - KITCHEN	15,777	19,692	20,951	17,291	29,718	27,377	29,819	20,185	29,000
553400 FERTILIZER & CHEMICALS	74,320	71,201	71,429	79,942	79,513	65,848	57,481	96,837	105,250
554000 FOREST THINNING/REFORESTATION	17,996	16,976	16,671	8,989	11,867	12,943	10,407	10,370	16,300
555000 HOUSEKEEPING - RENTALS						438	1,848	-	3,500
526200 H2B VISA	-	-	(3,000)	50,348	71,100	116,881	102,576	178,803	120,000
557100 INSURANCE - GENERAL	81,150	65,994	113,995	74,507	82,931	106,176	111,364	130,678	145,151
557500 INTEREST EXPENSE	12,549	-	-	6,049	5,826	3,963	36,725	55,634	42,000
558000 IRRIGATION REPAIR	23,388	16,360	17,228	16,208	19,607	57,465	21,091	26,613	-
559400 IRRIGATION WATER	349,601	445,359	469,165	444,357	468,345	563,449	406,565	385,051	419,000
559450 IT EXPENSE	42,232	40,809	37,692	43,873	39,149	69,475	88,577	85,613	90,740
559455 JONAS EXPENSE	21,675	11,229	20,214	20,784	19,712	27,916	26,511	26,164	28,225
561300 LAUNDRY & LINEN	75,509	68,815	67,302	69,733	69,569	61,415	98,273	107,723	110,101
561333 LAUNDRY & LINEN - KITCHEN	7,513	9,407	9,877	11,697	12,504	10,008	21,830	22,937	24,524
563100 LEGAL FEES	18,295	39,373	26,941	12,029	12,367	32,060	19,966	16,527	24,000
563200 LIGHT BULBS	2,013	2,962	1,222	843	1,091	880	1,009	1,035	1,520
559475 LOSS ON DISPOSAL OF FIXED ASSET								72,294	-
564150 LOT SALES EXPENSE	-	-	-	-	48,641	56,694	134,239	15,193	-
564300 MEMBER RELATIONS	103,689	130,432	139,530	150,578	157,568	56,400	186,368	345,962	305,500
565100 OFFICE SUPPLIES	11,596	11,071	9,006	11,121	14,746	9,859	15,599	17,703	19,725
525200 OUTLAW PARTNER POA CONTRIBUTION	4,800	4,800	19,689	12,500	12,500	12,504	12,504	12,504	12,504
566000 PAPER GOODS	44,722	45,800	52,104	46,053	46,992	41,798	55,334	81,304	92,760
567000 PEST CONTROL	3,383	3,610	3,344	3,331	3,510	3,377	4,541	4,993	6,318
567100 POSTAGE	9,514	8,519	8,428	10,625	8,860	10,158	9,377	12,358	11,220
567300 POTS, PANS & UTENSILS	2,694	5,921	4,061	4,046	4,433	5,377	7,698	2,353	9,400
569100 PRINTING	11,086	7,046	14,162	8,723	9,282	15,109	13,661	10,512	14,395
570500 PRIVATE CART REPAIR	40,099	38,135	53,050	47,153	34,495	38,063	32,921	39,199	42,460
570600 PROFESSIONAL & CONSULTING FEES	89,427	32,208	47,332	36,377	36,405	-	-	-	-
568330 RENTAL PROPERTY MGMT FEES	-	-	-	8,751	34,416	27,805	8,925	12,083	7,000
571000 SAND, SOIL, SOD & SEED	53,090	39,810	68,313	28,028	35,244	20,733	44,445	52,691	60,200
571200 SECURITY	3,664	4,146	3,984	3,875	5,863	3,458	3,517	3,984	5,948
573100 SERVICES PURCHASED	78,765	34,349	42,077	31,721	23,966	27,398	53,839	53,614	92,924
573800 SMALL TOOLS/EQUIP <\$2K	7,102	10,851	13,096	8,109	4,280	3,957	8,315	10,094	12,400
575100 SUPPLIES - GENERAL	41,942	33,576	28,586	37,047	44,596	84,189	91,148	116,340	128,250
574200 SUPPLIES - CLEANING	15,823	28,725	23,306	24,338	29,505	39,293	51,787	97,201	86,650
574500 SUPPLIES - MEMBERS	5,129	5,099	6,844	4,452	3,997	6,412	7,362	17,129	6,500
575400 SUPPLIES - COURSE	22,728	20,515	13,748	11,846	15,288	18,961	33,167	41,651	43,600
575500 SUPPLIES - CARTS	1,190	700	2,039	977	750	1,321	3,196	14,654	9,750
575600 SUPPLIES - BAR	1,241	1,763	9,454	10,304	11,589	10,040	14,782	18,788	15,800
577100 TAXES - LICENSE	17,224	5,724	4,878	6,107	6,227	3,078	2,038	9,054	10,234
581100 TAXES - PROPERTY	105,924	133,013	114,542	163,497	125,340	151,687	167,598	168,155	173,221
583100 TELEPHONE	33,503	33,099	35,072	36,692	36,195	39,299	48,711	54,390	54,153
534000 TOURNAMENT EXPENSES									30,000
585000 TRAP PUMPING	7,834	7,324	5,622	5,156	9,828	6,884	5,555	3,914	4,500
587100 TRAVEL - VEHICLE & LODGING	21,796	13,024	16,767	14,605	27,636	3,862	24,299	59,215	48,020
588300 UNIFORMS	15,479	14,944	10,321	15,614	14,711	13,686	16,623	31,679	40,100
588333 UNIFORMS - KITCHEN	4,763	2,693	2,995	3,448	4,551	3,078	3,053	7,549	7,400
588400 USGA - VISITS	-	-	-	-	3,200	-	-	-	-
589100 UTILITIES - CABLE	6,958	5,877	5,055	6,171	7,436	16,700	12,326	24,181	23,434

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589200 UTILITIES - ELECTRICITY	228,831	253,023	270,708	239,273	271,310	268,049	265,139	273,450	304,500
591200 UTILITIES - GAS	29,899	29,654	34,168	32,971	29,266	28,155	56,895	73,568	83,990
593200 UTILITIES - WATER & SANITATION	104,109	93,468	105,115	105,294	109,102	122,862	128,841	143,454	168,350
593400 WATER SOFTNER EXPENSES	11,250	12,913	20,618	11,261	18,785	12,449	17,357	19,783	18,730
593500 WATER WELL REPAIRS	-	11,730	-	8,155	50,784	56,846	6,989	-	-
TOTAL OPERATING EXPENSES	2,170,615	2,244,034	2,390,710	2,363,775	2,575,152	2,669,464	3,061,761	3,798,133	3,719,313
TOTAL PAYROLL & OPERATING EXPENSES	5,459,922	5,756,377	6,158,923	6,229,122	6,643,098	7,035,575	7,995,216	9,105,199	9,575,378
NET INCOME/LOSS BEFORE DEPRECIATION	578,356	524,936	429,862	461,463	493,013	(133,114)	704,512	(344,156)	122,826
601100 DEPRECIATION	880,243	1,205,732	1,029,787	958,803	1,038,043	1,105,458	1,152,505	1,302,347	1,410,000
601200 AMORTIZATION	3,888	-	3,888	3,888	1,296	-	-	-	-
NET INCOME/LOSS AFTER DEPRECIATION	(305,775)	(680,796)	(603,813)	(501,228)	(546,326)	(1,238,572)	(447,993)	(1,646,503)	(1,287,174)