

**Alto Lakes Golf and Country Club
2022-2023 Budget
Consolidated Income Statement**

FINAL APPROVED BUDGET

5% Inc
26/74 Cap/Op

	2015-2016	2016-2017	2017-2018	2018 - 2019	2019-2020	2020-2021	2021-2022	2022-2023
	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	3,799,116	4,014,305
390900 SOCIAL DUES INCOME	338,852	344,395	347,038	327,714	334,017	332,424	356,952	347,105
TOTAL DUES INCOME	3,377,459	3,558,141	3,660,672	3,515,690	3,743,968	3,832,078	4,156,068	4,361,410
FOOD & BEVERAGE SALES								
319100 BREAKFAST SALES	89,043	74,624	85,150	80,854	82,206	30,238	97,519	108,775
319200 DINNER SALES	603,197	564,418	595,649	697,723	757,237	584,121	973,141	1,119,112
319300 LUNCH SALES	400,866	361,241	421,999	481,773	429,816	334,436	393,172	460,027
319400 BANQUET & CATERING FOOD SALES	117,993	117,575	99,752	152,402	156,726	50,493	196,704	216,374
319700 FOOD SALES - BEV CART/PAVILION	9,636	10,791	9,144	7,974	8,428	3,195	1,860	2,046
319800 FOOD SALES - FOOD TRUCK	-	-	-	-	-	22,804	11,892	13,081
319800 FOOD SALES - SNACK SHACK	4,592	6,839	8,265	8,097	6,987	8,560	4,901	5,636
314300 LIQUOR SALES	163,312	154,281	189,670	218,118	235,686	172,264	360,218	414,250
314400 LIQUOR SALES - BANQUET	21,760	21,579	18,173	20,262	31,899	7,561	26,983	29,681
314600 LIQUOR SALES - BEV CART/PAVILION	2,004	7,257	5,530	3,069	7,287	5,806	1,449	1,594
314800 LIQUOR SALES - FOOD TRUCK	-	-	-	-	-	6,100	1,782	1,960
314700 LIQUOR SALES - SNACK SHACK	3,914	2,280	7,190	7,377	5,332	7,637	4,402	5,062
316300 BEER SALES	61,332	63,261	73,879	74,425	84,454	60,105	106,373	122,329
316400 BEER SALES - BANQUET	6,195	7,147	8,056	7,744	4,855	1,503	8,776	9,654
316600 BEER SALES - BEV CART/PAVILION	2,735	97	-	2,444	159	-	142	142
316800 BEER SALES - FOOD TRUCK	-	-	-	-	-	6,100	1,782	2,281
316700 BEER SALES - SNACK SHACK	4,753	3,065	9,528	9,995	8,465	8,656	4,629	5,323
318300 WINE SALES	206,091	187,919	210,941	215,614	231,904	158,962	299,491	344,415
318400 WINE SALES - BANQUET	18,913	13,350	13,262	8,738	6,797	2,623	9,911	10,902
318600 WINE - BEVERAGE CART	-	153	28	11	-	-	-	-
000000 WINE - FOOD TRUCK	-	-	-	-	-	-	-	-
318700 WINE SALES - SNACK SHACK	-	-	-	12	-	-	-	-
TOTAL FOOD & BEVERAGE SALES	1,716,336	1,595,877	1,756,216	1,996,632	2,058,238	1,471,164	2,505,126	2,872,646
COST OF GOODS SOLD								
422000 COST OF FOOD SOLD	643,795	593,268	595,206	694,830	737,260	486,986	894,624	981,776
414300 COST OF LIQUOR SOLD	43,996	40,585	46,675	55,421	75,498	48,937	91,981	109,743
415300 COST OF MIXES SOLD	8,325	6,807	7,518	7,395	11,452	4,580	17,728	18,617
416300 COST OF BEER SOLD	28,872	24,825	30,632	36,652	37,747	27,964	41,628	53,097
418300 COST OF WINE SOLD	95,661	84,851	91,838	91,638	100,655	71,589	125,317	149,233
TOTAL COST OF GOODS SOLD	820,649	750,336	771,869	885,936	962,612	640,056	1,171,278	1,312,467
GROSS MARGIN ON FOOD & BEVERAGE	895,687	845,541	984,347	1,110,696	1,095,626	831,108	1,333,848	1,560,179
GOLF RELATED INCOME								
362500 GREEN FEES	387,584	382,227	380,486	373,780	376,530	294,123	376,780	412,589
364500 CART RENTAL	318,758	321,990	325,405	341,955	335,113	335,912	336,807	343,590
360500 PRIVATE CART FEES	152,536	147,107	182,270	171,356	179,610	195,194	223,867	224,300
361500 PRIVATE CART REPAIR	50,418	42,991	61,440	57,493	41,960	45,768	35,545	40,800
366500 MERCHANDISE	-	-	-	-	-	-	531,960	585,156
TOTAL GOLF RELATED INCOME	909,296	894,315	949,601	944,584	933,213	870,997	1,504,959	1,606,435
COST OF GOODS - MERCHANDISE								
423000 COST OF MERCHANDISE	-	-	-	-	-	-	349,462	380,351
TOTAL COST OF GOODS - MERCHANDISE	-	-	-	-	-	-	349,462	380,351
GROSS MARGIN ON GOLF INCOME	909,296	894,315	949,601	944,584	933,213	870,997	1,155,497	1,226,084
OTHER INCOME								
304110 ACC NON REFUNDABLE FEES	1,740	16,931	6,375	25,080	9,232	13,605	6,980	8,000
369300 COLLECTION FEES	9,905	7,560	7,385	8,960	12,565	11,162	7,820	7,900
341205 CONCERTS	-	-	-	-	-	-	118,654	459,750
301100 FINANCE CHARGES & FEES	25,561	22,741	21,996	24,498	22,755	25,162	30,168	30,300

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370700 FITNESS FEES	730	1,097	950	2,679	3,118	3,165	3,600	3,600
311300 FOOD MINIMUM INCOME	117,184	123,141	105,206	92,891	98,552	(6,560)	123,484	100,000
306100 GAIN ON SALE OF ASSETS	46,200	46,767	21,044	59,500	2,416	36,672	73,400	-
305100 INTEREST & DIVIDEND ACCOUNT	13,372	15,866	25,636	65,660	93,362	32,593	13,137	13,800
305105 CREDIT CARD REBATE	-	-	-	-	796	15,109	19,769	20,000
306200 CCR VIOLATIONS	-	952	4,682	8,516	1,325	773	430	600
306300 LOT COMBINATION FEES	15,354	11,373	-	-	-	30,000	30,000	-
306500 LOT SALES INCOME	-	-	-	-	129,264	79,000	197,551	60,000
302100 TRANSFER FEES	545,750	587,194	671,042	727,500	797,000	1,000,500	998,750	750,000
307000 OFFICE RENT	9,600	9,600	5,600	4,800	4,300	3,600	3,600	3,600
307100 OTHER MISCELLANEOUS INCOME	33,910	83,041	51,161	10,428	11,692	18,392	44,046	6,000
307200 RENTAL HOUSE INCOME	-	-	-	11,317	95,152	96,445	103,796	113,000
341200 ROOM SETUP & RENTAL	34,789	54,747	67,085	74,981	79,531	7,318	35,850	36,750
370600 SWIM FEES	705	1,680	1,535	1,250	944	-	1,654	-
372600 TENNIS FEES	286	126	20	305	300	379	80	245
306400 SWAP FEES	750	500	4,448	1,250	1,000	953	5,000	1,000
TOTAL OTHER INCOME	855,836	983,316	994,165	1,119,615	1,363,304	1,368,268	1,817,769	1,614,545
TOTAL INCOME	6,038,278	6,281,313	6,588,785	6,690,585	7,136,111	6,902,451	8,463,182	8,762,217
PAYROLL & RELATED								
501000 SALARIES - HOURLY	941,428	993,759	1,032,981	1,134,508	1,103,437	1,082,519	1,288,969	1,513,644
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	512,925	474,489
501051 SALARIES - HOURLY STARTERS	11,323	7,686	8,524	22,113	16,108	34,592	41,132	52,742
501053 SALARIES - HOURLY CART BARN	105,189	69,647	81,283	108,937	130,072	147,829	177,761	179,773
503000 OVERTIME HOURLY	54,581	28,060	39,748	45,935	35,219	20,455	81,459	34,800
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	80,657	16,000
503053 OVERTIME HOURLY - CART BARN	-	1,292	1,931	7,303	6,089	13,718	26,207	13,100
502000 SALARIES - SUPERVISOR	990,874	1,021,798	1,051,923	1,028,377	1,191,862	1,285,887	1,326,715	1,431,990
502011 SALARIES - SUPERVISOR ACC	26,534	27,878	28,636	30,285	47,294	80,836	83,369	83,886
502033 SALARIES - SUPERVISOR KITCHEN	122,449	136,382	183,467	180,635	171,395	225,585	192,776	298,263
502053 SUPERVISOR SALARIES - CART BARN	15,868	49,419	51,742	53,763	51,385	54,127	36,618	59,619
530100 TAXES - PAYROLL	284,568	232,469	215,307	223,357	246,508	313,056	375,011	391,641
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	(1)	-	-
526100 EMPLOYEE INCENTIVE PLAN	(23,650)	109,964	81,612	81,612	91,306	98,179	155,421	108,000
528000 EMPLOYEE GROUP INSURANCE	204,645	214,538	313,208	282,843	262,951	328,086	315,419	323,755
557200 INSURANCE WORKERS COMP	40,572	40,680	44,424	26,589	32,476	37,282	31,736	40,316
532000 RETIREMENT - 401K	6,518	8,085	12,554	13,910	20,019	38,837	40,809	51,531
529100 EMPLOYEE MEALS	68,620	68,650	85,249	91,142	91,438	99,148	108,260	113,681
TOTAL PAYROLL & RELATED	3,289,307	3,512,343	3,768,213	3,865,347	4,067,761	4,313,555	4,875,244	5,187,231
OPERATING EXPENSES								
534100 BAD DEBTS	8,000	30,000	30,000	30,000	27,564	(8,421)	(20,888)	6,000
534150 AUDIT EXPENSE	29,562	29,834	38,835	25,850	26,030	20,500	20,778	21,000
534200 BANK FEE EXPENSE	1,814	2,439	2,513	3,335	4,991	4,388	6,748	6,900
539400 BUILDING & GROUNDS MAINTENANCE	45,261	83,547	44,526	61,186	49,462	55,769	64,928	66,907
540000 CART MAINTENANCE PARTS	1,262	3,496	744	-	-	-	841	150
540200 CHEMICALS	2,768	2,430	1,681	2,836	2,828	1,769	2,602	-
540300 CHINA, GLASS & SILVER	15,690	10,371	12,069	17,459	10,627	6,788	13,579	13,800
540400 COMPUTER & NON CAPITAL EQUIPMENT	5,741	2,350	2,195	4,437	9,112	12,066	4,952	7,500
541100 CREDIT CARD EXPENSE	1,690	454	321	3,842	2,683	(494)	3,740	4,500
54115 CONCERT EXPENSES	-	-	-	-	-	-	85,806	317,000
542300 DECORATIONS	4,381	5,783	4,415	4,891	6,962	2,025	3,658	4,160
545500 DRIVING RANGE EXPENSE	10,615	10,218	10,807	11,508	1,915	11,755	16,645	16,425
546000 DRUG TEST EXPENSE	-	-	3,988	3,100	1,230	635	686	900
547100 DUES, SUBSCRIPTIONS & REGISTRATIONS	9,919	10,016	9,773	9,492	12,524	8,573	9,014	12,285
531100 EDUCATION - TRAINING	12,786	10,828	5,943	14,945	12,901	8,755	1,652	9,912
548000 EMPLOYEE RELATIONS	10,113	10,952	10,624	10,223	18,554	19,693	21,121	21,900
548100 EMPLOYMENT ADS	2,240	1,433	3,033	2,932	2,532	2,532	2,538	2,532
548300 ENTERTAINMENT	1,835	14,381	39,475	40,837	47,002	26,037	49,187	22,500
548400 EQUIPMENT FUEL	31,933	31,084	34,307	36,241	32,433	23,294	29,500	32,750
549100 EQUIPMENT RENTAL	26,554	23,055	10,806	13,464	21,676	37,011	10,912	17,941
549133 EQUIPMENT RENTAL - KITCHEN	3,175	2,899	1,140	1,458	2,160	1,440	2,561	4,860
551100 EQUIPMENT REPAIR & MAINTENANCE	64,004	66,725	65,814	60,890	57,359	62,653	78,323	82,328
551133 EQUIPMENT REPAIR & MAINT - KITCHEN	15,777	19,692	20,951	17,291	29,718	27,377	28,778	29,000
553400 FERTILIZER & CHEMICALS	74,320	71,201	71,429	79,942	79,513	65,848	68,783	81,650

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554000 FOREST THINNING/REFORESTATION	17,996	16,976	16,671	8,989	11,867	12,943	3,338	10,000
555000 HOUSEKEEPING - RENTALS						438	1,782	3,000
526200 H2B VISA	-	-	(3,000)	50,348	71,100	116,881	102,576	152,925
557100 INSURANCE - GENERAL	81,150	65,994	113,995	74,507	82,931	106,176	111,022	115,257
557500 INTEREST EXPENSE	12,549	-	-	6,049	5,826	3,963	16,294	11,600
558000 IRRIGATION REPAIR	23,388	16,360	17,228	16,208	19,607	57,465	21,091	26,000
559400 IRRIGATION WATER	349,601	445,359	469,165	444,357	468,345	563,449	410,099	472,000
559450 IT EXPENSE	42,232	40,809	37,692	43,873	39,149	69,475	90,142	91,906
559455 JONAS EXPENSE	21,675	11,229	20,214	20,784	19,712	27,916	27,561	28,225
561300 LAUNDRY & LINEN	75,509	68,815	67,302	69,733	69,569	60,850	91,948	96,672
561333 LAUNDRY & LINEN - KITCHEN	7,513	9,407	9,877	11,697	12,504	10,182	16,647	16,600
563100 LEGAL FEES	18,295	39,373	26,941	12,029	12,367	32,060	8,981	15,300
563200 LIGHT BULBS	2,013	2,962	1,222	843	1,091	880	1,468	1,520
564150 LOT SALES EXPENSE	-	-	-	-	47,391	56,694	135,577	45,000
564300 MEMBER RELATIONS	103,689	130,432	139,530	150,578	157,568	56,178	188,315	190,900
565100 OFFICE SUPPLIES	11,596	11,071	9,006	11,121	15,035	10,349	15,241	15,200
525200 OUTLAW PARTNER POA CONTRIBUTION	4,800	4,800	19,689	12,500	12,500	12,504	12,504	12,504
566000 PAPER GOODS	44,722	45,800	52,104	46,053	46,992	41,344	57,594	62,805
567000 PEST CONTROL	3,383	3,610	3,344	3,331	3,510	3,377	4,990	5,418
567100 POSTAGE	9,514	8,519	8,428	10,625	8,860	10,158	8,825	10,170
567300 POTS, PANS & UTENSILS	2,694	5,921	4,061	4,046	4,433	5,377	7,732	9,400
569100 PRINTING	11,086	7,046	14,162	8,723	9,282	15,109	14,686	17,815
570500 PRIVATE CART REPAIR	40,099	38,135	53,050	47,153	34,495	38,063	31,203	36,720
570600 PROFESSIONAL & CONSULTING FEES	89,427	32,208	47,332	36,377	36,405	-	-	-
568330 RENTAL PROPERTY EXPENSE	-	-	-	8,751	36,013	29,402	7,782	8,000
571000 SAND, SOIL, SOD & SEED	53,090	39,810	68,313	28,028	35,244	20,733	45,945	51,200
571200 SECURITY	3,664	4,146	3,984	3,875	5,863	3,695	3,719	3,900
573100 SERVICES PURCHASED	78,765	34,349	42,077	31,721	23,966	27,398	52,378	39,924
573800 SMALL TOOLS/EQUIP <\$2K	7,102	10,851	13,096	8,109	4,280	3,957	6,848	7,000
575100 SUPPLIES - GENERAL	41,942	33,576	28,586	37,047	45,004	80,584	79,414	114,450
574200 SUPPLIES - CLEANING	15,823	28,725	23,306	24,338	29,505	38,598	41,638	49,010
574500 SUPPLIES - MEMBERS	5,129	5,099	6,844	4,452	4,212	6,627	5,173	6,500
575400 SUPPLIES - COURSE	22,728	20,515	13,748	11,846	15,288	18,904	29,926	34,550
575500 SUPPLIES - CARTS	1,190	700	2,039	977	750	1,321	3,028	3,336
575600 SUPPLIES - BAR	1,241	1,763	9,454	10,304	11,589	10,040	12,832	13,800
577100 TAXES - LICENSE	17,224	5,724	4,878	6,107	6,228	3,078	2,947	6,599
581100 TAXES - PROPERTY	105,924	133,013	114,542	163,497	125,340	151,606	171,513	169,125
583100 TELEPHONE	33,503	33,099	35,072	36,692	36,195	39,191	47,186	43,411
585000 TRAP PUMPING	7,834	7,324	5,622	5,156	9,828	6,884	5,127	5,201
587100 TRAVEL - VEHICLE & LODGING	21,796	13,024	16,767	14,605	27,636	3,788	9,987	48,620
588300 UNIFORMS	15,479	14,944	10,321	15,614	15,338	13,171	18,009	24,170
588333 UNIFORMS - KITCHEN	4,763	2,693	2,995	3,448	3,656	3,078	2,293	3,100
588400 USGA - VISITS	-	-	-	-	3,200	-	-	-
589100 UTILITIES - CABLE	6,958	5,877	5,055	6,171	7,435	16,661	12,224	14,011
589200 UTILITIES - ELECTRICITY	228,831	253,023	270,708	239,273	271,310	266,533	275,192	287,550
591200 UTILITIES - GAS	29,899	29,654	34,168	32,971	29,266	28,155	56,101	59,020
593200 UTILITIES - WATER & SANITATION	104,109	93,468	105,115	105,294	109,068	122,780	124,079	130,650
593400 WATER SOFTNER EXPENSES	11,250	12,913	20,618	11,261	18,785	12,449	15,225	17,150
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	2,576,098	2,667,303	2,921,615	3,370,114
TOTAL PAYROLL & OPERATING EXPENSES	5,459,922	5,756,377	6,158,923	6,229,122	6,643,859	6,980,858	7,796,859	8,557,344
NET INCOME/LOSS BEFORE DEPRECIATION	578,356	524,936	429,862	461,463	492,252	(78,407)	666,323	204,873
601100 DEPRECIATION	880,243	1,205,732	1,029,787	958,803	1,036,749	1,105,458	1,112,140	1,113,000
601200 AMORTIZATION	3,888	-	3,888	3,888	1,294	-	-	-
NET INCOME/LOSS AFTER DEPRECIATION	(305,775)	(680,796)	(603,813)	(501,228)	(545,791)	(1,183,865)	(445,817)	(908,127)