

The Club at Cobble Creek

Financial Information

Year-to-date December 2021

Overview:

The year finished well with a net income of \$71,615 for 2021 with golf up approximately 9,000 rounds with 30,408 rounds played. This well surpassed the national average of 4% growth in rounds played in 2021.

The year finished strongly in other areas, as well. Expected losses in the restaurant were reduced in the fourth quarter and membership fees remained strong thanks largely to real estate sales with an overall net gain in Club memberships in 2021. Additional resident and non-residents memberships were added, as well.

Expenses were higher than in 2020. This was primarily due to increased labor costs and higher equipment repairs and maintenance costs. In addition, purchases were made that were necessitated by repair and maintenance projects, both current and future anticipated.

A major project for 2021 was the addition of the ForeUp point of sale and accounting system. Transferring from our previous system, numerous challenges were created that resulted in considerable work on the part of staff members to reconcile accounts and revenue and expense mapping. Reporting has been limited, and changes for 2022 are already in the works to further break down department operations to gain a better picture of our operations.

Our overall picture for the Club will change for 2022. With the addition of numerous new events for our Club members, ramped up marketing efforts, increased banquet and event promotion, new golf membership offerings for non-residents, improved menu selections and special events, adding spa services in late February, and an emphasis to look to the future of Cobble Creek, changes are already recognizable and are just getting started.

Attached are a brief operational summary, profit and loss for year end, and year end cash flow summary. This will also look differently throughout 2022. Once again, as we better categorize our departments, we will report on operations accordingly.

There is still much to do.

With the aging of our facilities comes expected and sometimes surprise costs. While some items are very evident, such as cart paths and pickle ball courts, others such as HVAC and plumbing repairs are not. It just takes planning to deal with these items over time.

We have an outstanding asset in our members, on boards and committees or just stepping up to lend their expertise, or their afternoon, to help. Combine that with an employee team that has been hard at work for months to ensure that the Club becomes what it is meant to be, a place we can all be proud of for our members to also call home.

We had a good year. Let's do great things in 2022.

Golf Revenue

Membership Fees	187,515
Easement	
Payment	130,000
Golf Revenues	470,709
Tournaments	34,582
Misc Income	(199)
<u>Merchandise Sales</u>	<u>157,620</u>
	980,226

Golf Expenses

Course Repairs and Maintenance	253,055
COGS	
Merchandise	121,667
<u>Event and Misc Golf Operations Expense</u>	<u>35,357</u>
	410,079
Subtotal	570,147
Golf Operations Payroll	<u>(502,666)</u>
Gross Profit	67,481

Restaurant Revenue

Food and	
Beverage	200,612
<u>Events</u>	<u>6,166</u>
	206,778

Restaurant Expenses

COGS Food and Beverage	93,124
Repair and Maintenance	4,789
Equipment and Supplies	17,207
<u>Operating</u>	
<u>Expenses</u>	<u>10,720</u>
	125,839
Subtotal	80,939
Restaurant Operations Payroll	<u>(118,065)</u>
Gross Profit	(37,126)

Clubhouse Revenue

Membership Fees	431,742
HOA Water and Other Fees	11,609
<u>Transfers and Misc Income</u>	<u>51,603</u>
	494,955

Clubhouse Expenses

Events and Credit Card Fees	20,143
Utilities, Maintenance and Supplies	109,805
Professional Fees and Taxes	10,019
<u>Clubhouse Operating Expenses</u>	<u>16,826</u>
	156,793

Subtotal	338,162
Clubhouse Operations Payroll	<u>(77,600)</u>
Gross Profit	260,562

Administration Revenue

HOA Water and Other Fees	39,214
Misc Income	10,542
	49,756

Administration Expenses

Water and Credit Card Fees	38,653
Utilities, Maintenance and Supplies	26,450
Professional Fees and Taxes	88,243
<u>Clubhouse Operating Expenses</u>	<u>28,587</u>
	181,934

Subtotal	(132,178)
Clubhouse Operations Payroll	<u>(87,122)</u>
Gross Profit	(219,300)

Summary of Operations

Gross Operating Income	1,731,715
<u>Gross Operating Expense</u>	<u>874,644</u>
	857,070

Payroll and Labor

Payroll and Labor Expense	(785,453)
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Net Operating Income	\$71,617
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