

**BELLEAIR FINANCE BOARD  
NOTICE**

**Date:** May 1, 2014

**TO:** Thomas Olson, Chairman  
Daniel H. Hartshorne, Vice Chairman  
Mary Griffith  
Ernest Whittle  
Tom Lokey  
John Prevas  
Tom Kurey

Gary H. Katica, Commission Advisor  
Richard Cristini, Advisor

There will be a meeting of the **Belleair Finance Board on Thursday, May 8, 2014 at 4:00 p.m. in the Town Hall auditorium.**

Please plan to attend. In the event you are unable to attend this meeting, please notify the Town Clerk's office at 588-3769 Ext. 214 or 312.

**Your attendance is very important!**

The following agenda items are provided for your consideration:

1. Approval of Minutes - March 13, 2014

Documents: [MINUTES-MARCH 13, 2014 .DOC](#)

2. Citizen's Comments

(Discussion of items not on the agenda. Each speaker will be allowed 3 minutes to speak.)

3. GGP 1st Qtr Report

Please see attached summary and schedules.

Documents: [BBGC\\_GGP 1ST QTR REPORT 04 30 2014.PDF](#)

4. Commission Advisor Report

5. Adjournment

\*\* To be distributed.

\* Previously distributed.

Copy to: Micah Maxwell, Town Manager  
Donna Carlen, Town Clerk  
JP Murphy, Assistant Town Manager

**MINUTES OF THE FINANCE BOARD MEETING HELD AT BELLEAIR TOWN HALL  
ON MARCH 13, 2014 AT 4:00 P.M.**

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**MEMBERS PRESENT:** Thomas Olson, Chairman  
Dan Hartshorne, Vice Chairman  
Mary Griffith  
Ernest Whittle  
Tom Lokey  
John Prevas  
Tom Kurey

**MEMBERS ABSENT:** None

**OTHERS PRESENT:** JP Murphy, Assistant Town Manager  
Mayor Katica, Commission Advisor

Quorum present on roll call with Mr. Olson presiding. Meeting was called to order at 4:00 P.M.

**APPROVAL OF MINUTES**

Mr. Olson stated that the board had for consideration the approval of minutes for the February 20, 2014 board meeting; asked if there were any corrections or changes.

Mrs. Griffith moved approval of the minutes of the February 20, 2014 board meetings as submitted. Motion was seconded by Mr. Hartshorne and was approved unanimously.

**CITIZEN'S COMMENTS**

LaVonne Johnson, 220 Belleview Blvd., spoke about the feasibility study done for the Belleview Biltmore Hotel; spoke about the tax revenues for the hotel versus condominiums; spoke in favor of renovating the hotel.

Steve Johnson, 1717 Indian Rocks Road, spoke about financial issues for the town; suggested for the town to have an oversight person to look at items where money was being spent; spoke about signs and banners placed in town; spoke about the recreation budget; inquired as to the number of employees working for the town; spoke about the past and future planning regarding the town infrastructure.

**UPDATE OF CAPITAL IMPROVEMENT PROJECTS**

Perry Lopez, Public Works Director provided an overview of the town's capital improvement projects and money spent on those projects; spoke about the pavement management plan and pavement treatment to extend the life of the roads.

**UPDATE OF CAPITAL IMPROVEMENT PROJECTS**

Discussion ensued regarding a survey of roads and gaining knowledge of the current road conditions; regarding the water pipe that was found that needed to be replaced during the repaving of Druid Road; regarding the consultant for the pavement management program.

Mr. Lopez provided a brief explanation regarding the machine that the consultant was using to survey the roads; stated that it could not have been used to identify issues with the water lines; stated that most of the water lines in town had been installed 3-6 inches below the surface of the ground and was not industry standard; that industry standards was 36 inches.

Discussion ensued regarding the current placement of the town's water lines.

Mr. Lopez provided a chart showing the original and revised lists of the upcoming projects costs and priority rankings; stated that the list provided the estimated costs of each of the projects; reviewed the lists with the board; spoke about the bid process; spoke about the various projects and the actual bids and costs of the projects; stated that in order to do the projects it was his feeling that they should be done properly; that the Druid/Coe Rd. project had no provisions for Ricker Rd. or Watkins Rd.; spoke about the flooding at the end of both roads; that he was able to get the two roads done within the budget, and had it not been for the water lines, the project would have been on budget; spoke about grants from SWFWMD; spoke about the Rosary Road project; stated that he had applied for a grant for that project as well; stated that the town was in good shape as far as the numbers for the projects.

Mr. Murphy asked Mr. Lopez to update the board on the Indian Rocks Road/Ponce de Leon round-about.

Mr. Lopez stated that there was some preliminary work west of Indian Rocks and working toward the intersection and Ponce de Leon; stated that in approximately two months, the real impact of the project would happen; that they will be closing Indian Rocks Rd. and there would be detoured; that the project should be completed within 6 months.

Discussion ensued regarding the detouring of traffic during the Indian Rocks Rd. and Ponce de Leon Blvd. project.

Mr. Lokey inquired about the budget for the round-about.

Mr. Lopez stated that the budget for the round-about was \$500,000; that the actual bid came in at \$537,000.

Mr. Murphy stated that staff had typically use the engineer's preliminary estimates; stated that as we got closer into the scope of those years when those projects would take hold, that during the budgetary process staff would look at the affordability of the project.

**UPDATE OF CAPITAL IMPROVEMENT PROJECTS, cont.**

Mr. Kurey stated that for the whole, including Pinellas/Althea, it looked as if we would be right on the number for the prior estimate; state that hopefully the SWFWMD grants would come through; that there could be approximately 2 million dollars coming in.

Discussion ensued regarding other potential grants for the projects; regarding the scope of work for the future projects and potential costs of those projects; regarding the Indian Rocks Road/Ponce de Leon project.

Mr. Lopez stated that the round-about Indian Rocks Rd./Ponce de Leon project was not part of the original projects and was not listed on the projects chart; stated that the Ponce de Leon project was a different project; spoke about the bid process and the pre-qualification of the contactors used; spoke about “piggy-backing”.

Mr. Prevas inquired about future projects time-lines and bidding for those projects.

Discussion ensued regarding costs of commodities in conjunction with estimating costs of future projects; regarding the scope of work and costs of projects.

Mr. Lopez continued to discuss future projects; stated that it would be between 6–8 years before all of the projects listed on the chart were completed; that the useful life for the roads was 10–20 years; spoke about the pavement management plan and extending the life of the roadways.

Mr. Murphy inquired about the life of the storm structures.

Mr. Lopez stated that the life of the storm structures would be approximately 20 years; stated that the stormwater maintenance was at a point where it was being done in-house.

Mr. Prevas inquired about the impact of the work that would be done regarding the Belleview Biltmore Hotel.

Mr. Lopez stated that it would impact the town; stated that there were two roads that were recently completed that provide entry to the Belleview Biltmore property; that he hoped that whatever development plan the town produces would include repairing of those roads as they became damaged from the heavy traffic.

Mr. Olson thanked Mr. Lopez for his presentation.

**DISCUSSION OF DUTIES AND RESPONSIBILITIES OF THE FINANCE BOARD**

Mr. Murphy stated that the subject was an item initiated with all the boards not just the finance board regarding the roles and responsibilities of the boards as identified through various legislation, including the Charter, resolutions which defined what the role of the board and the commission advisor; that the discussion provided an opportunity to openly discuss how the board felt about

**DISCUSSION OF DUTIES AND RESPONSIBILITIES, cont.**

those roles; stated that the board could look at those roles and decide if they want to expand, contract or look at other setups or to make some recommendations to change the way the roles are now; stated that this was his second board to discuss this issue; that the planning and zoning board had discussed this and they had some concerns and discussion regarding the role of the commission advisor; however no action was taken; stated that the roles of the commission advisor and board had not been reviewed for sometime; that the resolutions were done in 1993 and 1995 respectively; reviewed Resolution No. 95-15 regarding the board's duties and responsibilities.

Mr. Olson summarized the documents provided for the board.

Mr. Murphy stated that the Charter provided what the rules were regarding finance and budgeting for the commission; that it did not get into the guiding documentation regarding the advisory board per-say; stated that it was an audit note last year that we should be working on providing for more of a fiscal finance management policy in writing; that staff was working on that financial package; that this package would come before the board as well.

Mr. Olson stated that the focus of the review was Resolution No. 95-15 which defined the duties and responsibilities of the board.

Mr. Hartshorne inquired as to Sec. 66-42, Citizens Boards number (1) (f.) which stated that "Each board shall create whatever subcommittees it deems needed to carry out the purposes of the board"; stated that the board could not meet outside of a public meeting because of Sunshine Law.

Mr. Murphy stated that the board did not have to meet on the dais per-say; stated that the board did have to meet in a public place typically town hall or in one of our meeting rooms; that there needed to be a secretary to record minutes, a roll call and publicly noticed.

Mr. Olson asked if there were any questions, comments, or objections regarding Resolution No. 95-15 as it pertained to the board's duties and responsibilities.

Mr. Murphy stated that this would be a good time to talk about the responsiveness of the board that was discussed at the last meeting; stated that this was probably the appropriate venue to re-air those discussions regarding the role of the board.

Mr. Kurey stated that at the last meeting, he had talked about being responsive to the commission and to the staff and to be more helpful or should the roles be revised in some way.

Mr. Murphy asked if there were any specific recommendations or thoughts in mind that staff could bring to the commission; that some of those concerns might fall under (d) conduct surveys and fact finding studies; that this was the time to talk about whether the board wanted to make any changes to the duties and responsibilities.

**DISCUSSION OF DUTIES AND RESPONSIBILITIES, cont.**

Mr. Olson stated that the conversation over the past two months has been whether or not the board should involve itself in a detailed review of the lease of the golf course; stated that he as the chair, had ruled that it was not part of the board's responsibilities.

Mr. Murphy stated that upon request of the commission, the finance board may or shall review contract documentation and provide commentary, not necessarily a recommendation; that there were not many specific items in Resolution 95-15; that it was open to a very broad interpretation; that the chairman had the power to interpret what the board takes up in those matters.

Mr. Olson stated that the finance board served at the pleasure of the town commission; that when the commission asked us to do something special which if the board agrees, we do so; stated that as he read as the board's assignments, the matter of the golf course lease did not fall within the purvey or responsibilities for the town finance board; stated that the town already had a mechanism in place, a town attorney, a town manager and the town commission; that it was their responsibility to review legal documents, starting with the town attorney; that the town manager reviews the document and when it was in proper order then he would present it to the town commission; stated that the advisory boards when dealing with these matters, are precipitously close to dealing in minutiae and micro management; that it was what bother him the most about this particular issue.

Discussion ensued regarding the duties and responsibilities of the finance board; regarding the past discussions concerning the golf course lease.

Mr. Kurey stated that in the past, he was talking very generally and looking at the big picture; that he was talking about what the board could do to help the commissioners and a continuation of his constructive comments at a past commission meeting; that he used the lease and the loan only as an example and also did so in his discussions with the staff, that it was not to bring up the lease but to have a discussion as to what our responsibilities were and what the board members roles were; expressed his concerns about past conversations and discussions of the commission regarding the golf course lease.

Mayor Katica stated that he was very happy with the way things were being done by the board now; stated that this was a very valuable board and he relied on what the board recommended.

Mr. Olson stated that the question at hand was should we change in effect the assignment made by Resolution No. 95-15; stated that the board could not change the assignment, but could make recommendations to the commission for any adoptions or changes.

Mr. Murphy asked for some clarification regarding commission requests for the various boards; stated that typically the mechanism was the commission resolves together either through some kind of unanimity or majority that speaks to having the board look at a certain item; that if we need to codify that mechanism, would that be helpful to the board; that it would be for things that were outside of the scope of the 4 items listed in the Resolution 95-15.

**DISCUSSION OF DUTIES AND RESPONSIBILITIES, cont.**

Discussion ensued regarding having the Commission give formal direction or by a majority vote by the commission to the finance board on issues they would like to have them review or give further study.

Mr. Prevas stated that the Mayor had indicated that he was satisfied with the way the finance board was functioning; stated that he was satisfied with his role; inquired if it would be helpful to have a straw vote of the members of the board if they were in fact satisfied with the way we were proceeding and the majority was, then we would just move on.

Mr. Kurey stated that he agreed as well; stated that he wanted every board to be responsive to the commissioners and town staff.

Mr. Olson stated that each of the members of the finance board was responsive to the commission; stated that his concern was that when there were individual commissioners asking a member of the board for something, then it needed to come to the board by the commission as a whole.

Karla Rettstatt, 308 Roebling Rd., spoke about quantifying how the commission came before the boards; stated that there were times at different commissions meetings where different commissioners had asked the question, had the finance board reviewed the lease; that in this particular situation, there were different commissioners that had said it, but it never got to the finance board; stated that for her as a past commissioner the finance board was by far the most important to her because this board helped to drive us forward to our future.

Mr. Olson stated that what should be done was that if there were individual commissioners who wanted information from the finance board, they need to phrase it in terms of a letter of request and or by a motion made before the town commission at a public meeting.

Donna Carlen, Town Clerk, stated that it would be her suggestion, that it would be the responsibility of the commission advisors to take that information back to their boards; stated the advisory boards serve at the pleasure of the commission; stated that there were certain items that would be coming before the boards that we haven't dealt with in the past such as the sale of a golf course and the purchase of real estate.

Mr. Kurey stated that he felt that the commissioners should be made aware that if they want any board to review something that they need to make a formal request.

**COMMISSION ADVISOR REPORT**

Mayor Katica spoke about the signs used in town for different functions and the town's employees; inquired as to the number of employees the town had now and what the difference was five years ago.

**COMMISSION ADVISOR REPORT, cont.**

Mr. Murphy stated that if you go back further than 5 years ago to 2008 which was the pre-recession area, that the town actually laid off a number of people and eliminated full departments during that time.

Mayor Katica spoke about the recreation department and the number of children attending the programs; stated that there are programs for every possible age group and the summer programs were almost full; spoke about the budget and revenues lost from the Belleview Biltmore Hotel.

Discussion ensued regarding the Belleview Biltmore Hotel property; regarding the proposed buyer of the property; regarding possible meetings with the proposed hotel property.

**ADJOURNMENT**

There being no further business to come before the board the meeting was adjourned in due form at 5:25 PM.



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Bellevue Biltmore Golf Club  
1<sup>st</sup> Quarter Report – 2014  
April 30, 2014

Financials are attached including:

- P&L – Budget vs Actual for March 2014
- P&L – Budget vs Actual YTD – 1<sup>st</sup> Qtr 2014
- POS report – Fore Reservations – Sales Report for 1<sup>st</sup> Qtr 2014
- Flash Report – 1<sup>st</sup> Qtr 2014
- Comments to the financials
  - For the 1<sup>st</sup> quarter, revenues have been right on budget. January and February both significantly outperformed the budgeted numbers but due to some untimely weather March revenues were well below the forecasted numbers. We had two outings cancel totally due to inclement weather. The IMT outing on March 6<sup>th</sup> and the Palm Hill outing on March 17<sup>th</sup>. These two cancellations cost us approximately \$10,000 total. Neither outing could reschedule for this year. There were also 8 other days that were rain events that forced us to close the driving range and restrict golfers to the cart paths only. Both of these issues significantly reduce the revenues on those days.

Ongoing capital improvements

- No capital improvements have begun at this time

Action Items

- Recycling has begun in full force. We are working closely with JP Murphy and the Town of Belleair to totally implement this initiative at the golf course.
- We are happy to announce that GGP and Pat and Bill Shriver have reached an agreement to have the Shriver Golf Academy continue on as the exclusive PGA Teaching Pro's here at Bellevue Biltmore. There is now a financial arrangement in place that includes a monthly payment as well as the commitment from the Shriver's to host two golf outings at the golf course and to assist in the sales of golf clubs and related equipment in our golf shop. The combination of these financial commitments as well as their willingness to work with GGP in every way to promote the Bellevue Biltmore Golf Club should be the makings of a long and fruitful relationship.

Marketing

- Gerri Fortino has been hired to develop and institute the marketing plan at BBGC. Her report for the 1<sup>st</sup> Qtr is attached. She will be assisted by the Director of Marketing for Green Golf Partners. Her three main goals at this time:
  - Drive small businesses and neighborhood social events to the "back room" in the clubhouse
  - Develop social events specifically for the members of BBGC as well as assisting the GM in any member relations issues
  - Drive revenues to the golf course in the slower months – May through October

**Bellevue Biltmore Golf Club**  
**BUDGET TO ACTUAL**  
Month Ended March 31st, 2014

**Bellevue Biltmore Golf Club**

	Mar 31, 2014			Mar 31, 2014			YTD			YTD			YTD			
	Actual	% sales	% margin	Budget	% sales	% margin	Difference	% diff	Actual	% sales	% margin	Budget	% sales	% margin	Difference	% diff
<b>Income</b>																
Golf	\$ 230,689	83.7%		\$ 246,150	82.4%		\$ (15,461)	-6.3%	\$ 620,035	84.8%		\$ 608,350	83.1%		\$ 11,685	1.9%
Food & Beverage	\$ 46,272	16.8%		\$ 52,630	17.6%		\$ (6,358)	-12.1%	\$ 115,934	15.8%		\$ 123,940	16.9%		\$ (8,006)	-6.5%
G&A	\$ (1,306)	-0.5%		\$ -	0.0%		\$ (1,306)	5.6%	\$ (4,439)	-0.6%		\$ -	0.0%		\$ (4,439)	
Total income	\$ 275,655	100.0%		\$ 298,780	100.0%		\$ (23,125)	-7.7%	\$ 731,530	100.0%		\$ 732,290	100.0%		\$ (760)	-0.1%
<b>COGS</b>																
Golf	\$ 18,700			\$ 11,620			\$ 7,080	60.9%	\$ 30,087			\$ 26,670			\$ 3,417	12.8%
Food & Beverage	\$ 16,933			\$ 19,829			\$ (2,896)	-14.6%	\$ 42,990			\$ 46,626			\$ (3,636)	-7.8%
G&A	\$ -			\$ -			\$ -		\$ -			\$ -			\$ -	
Total COGS	\$ 35,633			\$ 31,449			\$ 4,184	13.3%	\$ 73,077			\$ 73,296			\$ (219)	-0.3%
<b>Gross profit</b>																
Golf	\$ 211,989		91.9%	\$ 234,530		95.3%	\$ (22,541)	-9.6%	\$ 589,948		95.1%	\$ 581,680		95.6%	\$ 8,268	1.4%
Food & Beverage	\$ 29,338		63.4%	\$ 32,801		62.3%	\$ (3,463)	-10.6%	\$ 72,944		62.9%	\$ 77,314		62.4%	\$ (4,370)	-5.7%
G&A	\$ (1,306)			\$ -			\$ (1,306)		\$ (4,439)			\$ -			\$ (4,439)	
Total gross profit	\$ 240,022			\$ 267,331			\$ (27,309)	-10.2%	\$ 658,453			\$ 658,994			\$ (541)	-0.1%
<b>Other expenses</b>																
Golf	\$ 80,966	35.1% of golf		\$ 76,360	31.0% of golf		\$ 4,606	6.0%	\$ 245,655	39.6% of golf		\$ 230,839	37.9% of golf		\$ 14,816	6.4%
Food & Beverage	\$ 20,930	45.2% of F&B		\$ 18,794	35.7% of F&B		\$ 2,136	11.4%	\$ 56,230	48.5% of F&B		\$ 51,589	41.6% of F&B		\$ 4,641	9.0%
G&A	\$ 68,934	25.0% of total		\$ 58,145	19.5% of total		\$ 10,789	18.6%	\$ 94,940	13.0% of total		\$ 94,940	13.0% of total		\$ -	0.0%
Total other expenses	\$ 170,830	62.0%		\$ 153,299	51.3%		\$ 17,531	11.4%	\$ 396,826	54.2%		\$ 377,368	51.5%		\$ 19,458	5.2%
<b>Net Income</b>																
Golf	\$ 131,024		56.8%	\$ 158,170		64.3%	\$ (27,146)	-17.2%	\$ 344,292		55.5%	\$ 350,841		57.7%	\$ (6,549)	-1.9%
Food & Beverage	\$ 8,408		18.2%	\$ 14,007		26.6%	\$ (5,599)	-40.0%	\$ 16,714		14.4%	\$ 25,725		20.8%	\$ (9,011)	-35.0%
G&A	\$ (70,240)			\$ (58,145)			\$ (12,095)	20.8%	\$ (109,166)			\$ (94,940)			\$ (14,226)	15.0%
Total net income	\$ 69,191		25.1%	\$ 114,032		38.2%	\$ (44,841)	-39.3%	\$ 251,840		34.4%	\$ 281,626		38.5%	\$ (29,786)	-10.6%

## GGP Belleview Biltmore Golf Club Profit & Loss Budget Performance Consolidated

March 2014

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
41000 · Greens Fees	62,624.25	70,150.00	-7,525.75	89.3%	175,155.83	172,150.00	3,005.83	101.7%	430,780.00
41200 · Membership Dues	55,420.00	20,020.00	35,400.00	156.6%	165,170.00	115,400.00	49,770.00	143.1%	370,300.00
41300 · Golf Car Rental	77,938.74	109,000.00	-31,061.26	71.5%	211,670.30	249,000.00	-37,329.70	85.0%	708,700.00
41900 · Driving Range	6,865.84	9,000.00	-2,134.16	76.3%	17,897.80	21,700.00	-3,802.20	82.5%	48,500.00
42350 · Handicap	25.00	100.00	-75.00	25.0%	200.00	300.00	-100.00	66.7%	700.00
42400 · Rental Clubs	4,990.00	5,900.00	-910.00	84.6%	9,366.00	11,700.00	-2,334.00	80.1%	33,700.00
42700 · Golf Shop Merchandise	23,135.13	16,600.00	6,535.13	139.4%	40,884.75	38,100.00	2,784.75	107.3%	114,300.00
42900 · Cash Short/Over	-100.75	0.00	-100.75	100.0%	-41.31	0.00	-41.31	100.0%	0.00
43000 · Rain Checks	-1,206.72	0.00	-1,206.72	100.0%	-4,399.06	0.00	-4,399.06	100.0%	0.00
43100 · Promotions	-310.00				-310.00				
45000 · Food	16,630.53	19,000.00	-2,369.47	87.5%	39,397.19	44,000.00	-4,602.81	89.5%	155,300.00
45100 · NA Beverage	4,251.32	4,800.00	-548.68	88.6%	11,177.54	11,900.00	-722.46	93.9%	43,600.00
45200 · Wine	1,656.99	2,400.00	-743.01	69.0%	6,298.69	6,500.00	-201.31	96.9%	19,500.00
45300 · Beer	16,454.52	17,400.00	-945.48	94.6%	39,510.13	39,900.00	-389.87	99.0%	136,200.00
45400 · Liquor	7,278.24	8,800.00	-1,521.76	82.7%	19,514.69	21,200.00	-1,685.31	92.1%	66,500.00
45600 · Room Rental	0.00	200.00	-200.00	0.0%	0.00	350.00	-350.00	0.0%	950.00
45800 · Service Charges	0.00	30.00	-30.00	0.0%	36.00	90.00	-54.00	40.0%	360.00
45900 · Misc Income	1.48				1.48				
<b>Total Income</b>	<b>275,654.57</b>	<b>298,780.00</b>	<b>-23,125.43</b>	<b>92.3%</b>	<b>731,530.03</b>	<b>732,290.00</b>	<b>-759.97</b>	<b>99.9%</b>	<b>2,129,390.00</b>
<b>Cost of Goods Sold</b>									
52000 · COGS Pro Shop Merchandise	18,699.56	11,620.00	7,079.56	160.9%	30,086.85	26,670.00	3,416.85	112.8%	80,010.00
55000 · COGS - Food	7,831.72	8,740.00	-908.28	89.6%	16,512.25	20,240.00	-3,727.75	81.6%	71,438.00
55100 · COGS - NA Beverage	1,916.29	1,680.00	236.29	114.1%	5,312.95	4,165.00	1,147.95	127.6%	15,260.00
55200 · COGS - Wine	649.33	840.00	-190.67	77.3%	2,205.50	2,275.00	-69.50	96.9%	6,825.00
55300 · COGS - Beer	5,345.06	6,090.00	-744.94	87.8%	13,426.89	13,965.00	-538.11	96.1%	47,670.00
55400 · COGS - Liquor	1,191.09	2,464.00	-1,272.91	48.3%	5,532.77	5,936.00	-403.23	93.2%	18,620.00
55500 · COGS - Tobacco	0.00	15.00	-15.00	0.0%	0.00	45.00	-45.00	0.0%	180.00
<b>Total COGS</b>	<b>35,633.05</b>	<b>31,449.00</b>	<b>4,184.05</b>	<b>113.3%</b>	<b>73,077.21</b>	<b>73,296.00</b>	<b>-218.79</b>	<b>99.7%</b>	<b>240,003.00</b>
<b>Gross Profit</b>	<b>240,021.52</b>	<b>267,331.00</b>	<b>-27,309.48</b>	<b>89.8%</b>	<b>658,452.82</b>	<b>658,994.00</b>	<b>-541.18</b>	<b>99.9%</b>	<b>1,889,387.00</b>
<b>Expense</b>									
<b>Labor</b>									
12100 · Labor - Supervisor	15,384.30	17,042.00	-1,657.70	90.3%	48,999.06	51,126.00	-2,126.94	95.8%	205,893.00
12150 · Labor - General	40,299.12	35,354.00	4,945.12	114.0%	113,821.43	104,754.00	9,067.43	108.7%	448,676.00
12200 · Payroll Taxes and Expenses	7,664.63	6,845.00	819.63	112.0%	22,829.17	20,342.00	2,487.17	112.2%	85,310.95
12250 · Benefits	4,584.33	4,192.00	392.33	109.4%	13,087.85	12,456.00	631.85	105.1%	52,294.00
<b>Total Labor</b>	<b>67,932.38</b>	<b>63,433.00</b>	<b>4,499.38</b>	<b>107.1%</b>	<b>198,737.51</b>	<b>188,678.00</b>	<b>10,059.51</b>	<b>105.3%</b>	<b>792,173.95</b>
<b>Utilities</b>									
14100 · Electric	4,833.76	2,450.00	2,383.76	197.3%	13,230.39	7,150.00	6,080.39	185.0%	40,565.00
14200 · Natural Gas/LP	1,152.94	400.00	752.94	288.2%	1,865.43	1,800.00	65.43	103.6%	7,500.00
14250 · Water & Sewer	1,238.88	620.00	618.88	199.8%	2,146.00	1,860.00	286.00	115.4%	7,440.00
14300 · Trash	607.25	590.00	17.25	102.9%	2,182.99	2,580.00	-397.01	84.6%	10,320.00
14350 · Telephone	165.67	180.00	-14.33	92.0%	659.31	540.00	119.31	122.1%	2,160.00
14400 · Internet	291.04	180.00	111.04	161.7%	784.69	540.00	244.69	145.3%	2,160.00
14450 · Cable	249.12	180.00	69.12	138.4%	544.85	540.00	4.85	100.9%	2,160.00
<b>Total Utilities</b>	<b>8,538.66</b>	<b>4,600.00</b>	<b>3,938.66</b>	<b>185.6%</b>	<b>21,413.66</b>	<b>15,010.00</b>	<b>6,403.66</b>	<b>142.7%</b>	<b>72,305.00</b>
10100 · Bank Charges	243.09	200.00	43.09	121.5%	525.54	600.00	-74.46	87.6%	2,400.00
10150 · CC Fees	4,340.44	1,816.00	2,524.44	239.0%	10,704.99	5,448.00	5,256.99	196.5%	21,792.00
10250 · Postage & Delivery	63.86	70.00	-6.14	91.2%	93.49	210.00	-116.51	44.5%	840.00
10300 · Professional Services	17.55	0.00	17.55	100.0%	54.11	0.00	54.11	100.0%	1,500.00
10400 · Promo Food	226.00	535.00	-309.00	42.2%	886.18	1,535.00	-648.82	57.7%	5,977.00
10500 · Meals, Travel, & Education	2,807.60	350.00	2,457.60	802.2%	2,837.60	950.00	1,887.60	298.7%	2,500.00
10600 · Office Supplies	247.60	200.00	47.60	123.8%	1,191.95	600.00	591.95	198.7%	2,400.00
10750 · Permits & Licensing	0.00	869.00	-869.00	0.0%	464.50	1,192.00	-727.50	39.0%	4,242.00
10800 · Dues & Subscriptions	250.00	90.00	160.00	277.8%	475.00	90.00	385.00	527.8%	1,090.00
10900 · Property Taxes	0.00	1,000.00	-1,000.00	0.0%	0.00	3,000.00	-3,000.00	0.0%	12,000.00
13100 · Building Maintenance	2,341.48	1,117.00	1,224.48	209.6%	8,414.08	3,711.00	4,703.08	226.7%	14,114.00
13150 · Equipment Maintenance	2,584.03	4,262.00	-1,677.97	60.6%	8,655.06	11,969.00	-3,313.94	72.3%	46,146.00
13200 · Irrigation Maintenance	0.00	0.00	0.00	0.0%	241.89	1,000.00	-758.11	24.2%	4,600.00
13250 · Grounds Maintenance	1,956.48	1,000.00	956.48	195.6%	4,177.55	3,000.00	1,177.55	139.3%	14,500.00
13300 · Cleaning & Chemicals	65.51	298.00	-232.49	22.0%	65.51	698.00	-632.49	9.4%	1,908.00
13400 · Laundry & Linen	1,352.02	800.00	552.02	169.0%	4,028.17	2,400.00	1,628.17	167.8%	7,200.00
13450 · Uniforms	62.35	3,000.00	-2,937.65	2.1%	62.35	3,000.00	-2,937.65	2.1%	3,000.00
13500 · Supplies	6,088.07	1,800.00	4,288.07	338.2%	15,876.38	9,400.00	6,476.38	168.9%	22,830.00
13550 · Equipment Rental	4,558.15	1,770.00	2,788.15	257.5%	6,637.48	3,610.00	3,027.48	183.9%	5,240.00
13600 · Lease Expense	12,039.20	12,039.00	0.20	100.0%	35,989.60	38,117.00	-2,127.40	94.4%	131,573.00
13650 · Fuel & Oil	2,098.38	2,600.00	-501.62	80.7%	6,851.98	7,800.00	-948.02	87.8%	32,800.00
13700 · Landscaping	863.21	0.00	863.21	100.0%	2,156.20	1,000.00	1,156.20	215.6%	5,400.00
13750 · Seed & Sod	0.00	0.00	0.00	0.0%	760.83	0.00	760.83	100.0%	13,000.00
13800 · Fertilizer & Chemical	3,765.21	5,500.00	-1,734.79	68.5%	16,953.85	14,000.00	2,953.85	121.1%	69,000.00
15050 · Tournament Expense	333.87	300.00	33.87	111.3%	1,947.87	900.00	1,047.87	216.4%	2,100.00

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Accrual Basis

## GGP Belleview Biltmore Golf Club Profit & Loss Budget Performance Consolidated

March 2014

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
15100 · Handicap Fees	0.00	0.00	0.00	0.0%	3,624.00	4,500.00	-876.00	80.5%	4,500.00
15150 · Non Cap Equipment	0.00	1,000.00	-1,000.00	0.0%	0.00	1,000.00	-1,000.00	0.0%	3,000.00
40350 · Marketing	8,010.00	4,500.00	3,510.00	178.0%	12,349.87	13,500.00	-1,150.13	91.5%	54,000.00
64300 · Entertainment	75.25	150.00	-74.75	50.2%	525.33	450.00	75.33	116.7%	1,800.00
<b>Total Expense</b>	<b>130,860.39</b>	<b>113,299.00</b>	<b>17,561.39</b>	<b>115.5%</b>	<b>366,702.53</b>	<b>337,368.00</b>	<b>29,334.53</b>	<b>108.7%</b>	<b>1,355,930.95</b>
<b>Net Ordinary Income</b>	<b>109,161.13</b>	<b>154,032.00</b>	<b>-44,870.87</b>	<b>70.9%</b>	<b>291,750.29</b>	<b>321,626.00</b>	<b>-29,875.71</b>	<b>90.7%</b>	<b>533,456.05</b>
<b>Other Income/Expense</b>									
Other Income									
Discounts Earned	30.00				90.00				
<b>Total Other Income</b>	<b>30.00</b>				<b>90.00</b>				
<b>Other Expense</b>									
Town of Belleair - Qtrly Rent	40,000.00	40,000.00	0.00	100.0%	40,000.00	40,000.00	0.00	100.0%	160,000.00
<b>Total Other Expense</b>	<b>40,000.00</b>	<b>40,000.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>40,000.00</b>	<b>40,000.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>160,000.00</b>
<b>Net Other Income</b>	<b>-39,970.00</b>	<b>-40,000.00</b>	<b>30.00</b>	<b>99.9%</b>	<b>-39,910.00</b>	<b>-40,000.00</b>	<b>90.00</b>	<b>99.8%</b>	<b>-160,000.00</b>
<b>Net Income</b>	<b>69,191.13</b>	<b>114,032.00</b>	<b>-44,840.87</b>	<b>60.7%</b>	<b>251,840.29</b>	<b>281,626.00</b>	<b>-29,785.71</b>	<b>89.4%</b>	<b>373,456.05</b>

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Accrual Basis

### GGP Belleview Biltmore Golf Club Profit & Loss Budget Performance Carts

March 2014

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
41300 · Golf Car Rental	77,938.74	109,000.00	-31,061.26	71.5%	211,670.30	249,000.00	-37,329.70	85.0%	708,700.00
<b>Total Income</b>	<u>77,938.74</u>	<u>109,000.00</u>	<u>-31,061.26</u>	<u>71.5%</u>	<u>211,670.30</u>	<u>249,000.00</u>	<u>-37,329.70</u>	<u>85.0%</u>	<u>708,700.00</u>
<b>Gross Profit</b>	77,938.74	109,000.00	-31,061.26	71.5%	211,670.30	249,000.00	-37,329.70	85.0%	708,700.00
<b>Expense</b>									
<b>Labor</b>									
12150 · Labor - General	8,122.27	6,800.00	1,322.27	119.4%	20,284.97	20,400.00	-115.03	99.4%	82,982.00
12200 · Payroll Taxes and Expenses	1,127.44	918.00	209.44	122.8%	2,828.80	2,754.00	74.80	102.7%	11,122.95
12250 · Benefits	394.52	544.00	-149.48	72.5%	1,115.64	1,632.00	-516.36	68.4%	6,641.00
<b>Total Labor</b>	<u>9,644.23</u>	<u>8,262.00</u>	<u>1,382.23</u>	<u>116.7%</u>	<u>24,229.41</u>	<u>24,786.00</u>	<u>-556.59</u>	<u>97.8%</u>	<u>100,745.95</u>
13150 · Equipment Maintenance	0.00	107.00	-107.00	0.0%	0.00	570.00	-570.00	0.0%	1,673.00
13500 · Supplies	453.42	100.00	353.42	453.4%	453.42	300.00	153.42	151.1%	1,200.00
13550 · Equipment Rental	4,494.00	1,700.00	2,794.00	264.4%	6,291.60	3,400.00	2,891.60	185.0%	4,400.00
13600 · Lease Expense	6,049.79	6,050.00	-0.21	100.0%	18,149.37	18,150.00	-0.63	100.0%	70,350.00
<b>Total Expense</b>	<u>20,641.44</u>	<u>16,219.00</u>	<u>4,422.44</u>	<u>127.3%</u>	<u>49,123.80</u>	<u>47,206.00</u>	<u>1,917.80</u>	<u>104.1%</u>	<u>178,368.95</u>
<b>Net Ordinary Income</b>	<u>57,297.30</u>	<u>92,781.00</u>	<u>-35,483.70</u>	<u>61.8%</u>	<u>162,546.50</u>	<u>201,794.00</u>	<u>-39,247.50</u>	<u>80.6%</u>	<u>530,331.05</u>
<b>Net Income</b>	<u><u>57,297.30</u></u>	<u><u>92,781.00</u></u>	<u><u>-35,483.70</u></u>	<u><u>61.8%</u></u>	<u><u>162,546.50</u></u>	<u><u>201,794.00</u></u>	<u><u>-39,247.50</u></u>	<u><u>80.6%</u></u>	<u><u>530,331.05</u></u>

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Accrual Basis

**GGP Belleview Biltmore Golf Club  
Profit & Loss Budget Performance F&B  
March 2014**

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
45000 - Food	16,630.53	19,000.00	-2,369.47	87.5%	39,397.19	44,000.00	-4,602.81	89.5%	155,300.00
45100 - NA Beverage	4,251.32	4,800.00	-548.68	88.6%	11,177.54	11,900.00	-722.46	93.9%	43,600.00
45200 - Wine	1,656.99	2,400.00	-743.01	69.0%	6,298.69	6,500.00	-201.31	96.9%	19,500.00
45300 - Beer	16,454.52	17,400.00	-945.48	94.6%	39,510.13	39,900.00	-389.87	99.0%	136,200.00
45400 - Liquor	7,278.24	8,800.00	-1,521.76	82.7%	19,514.69	21,200.00	-1,685.31	92.1%	66,500.00
45600 - Room Rental	0.00	200.00	-200.00	0.0%	0.00	350.00	-350.00	0.0%	950.00
45800 - Service Charges	0.00	30.00	-30.00	0.0%	36.00	90.00	-54.00	40.0%	360.00
<b>Total Income</b>	<b>46,271.60</b>	<b>52,630.00</b>	<b>-6,358.40</b>	<b>87.9%</b>	<b>115,934.24</b>	<b>123,940.00</b>	<b>-8,005.76</b>	<b>93.5%</b>	<b>422,410.00</b>
<b>Cost of Goods Sold</b>									
55000 - COGS - Food	7,831.72	8,740.00	-908.28	89.6%	16,512.25	20,240.00	-3,727.75	81.6%	71,438.00
55100 - COGS - NA Beverage	1,916.29	1,680.00	236.29	114.1%	5,312.95	4,165.00	1,147.95	127.6%	15,260.00
55200 - COGS - Wine	649.33	840.00	-190.67	77.3%	2,205.50	2,275.00	-69.50	96.9%	6,825.00
55300 - COGS - Beer	5,345.06	6,090.00	-744.94	87.8%	13,426.89	13,965.00	-538.11	96.1%	47,670.00
55400 - COGS - Liquor	1,191.09	2,464.00	-1,272.91	48.3%	5,532.77	5,936.00	-403.23	93.2%	18,620.00
55500 - COGS - Tobacco	0.00	15.00	-15.00	0.0%	0.00	45.00	-45.00	0.0%	180.00
<b>Total COGS</b>	<b>16,933.49</b>	<b>19,829.00</b>	<b>-2,895.51</b>	<b>85.4%</b>	<b>42,990.36</b>	<b>46,626.00</b>	<b>-3,635.64</b>	<b>92.2%</b>	<b>159,993.00</b>
<b>Gross Profit</b>	<b>29,338.11</b>	<b>32,801.00</b>	<b>-3,462.89</b>	<b>89.4%</b>	<b>72,943.88</b>	<b>77,314.00</b>	<b>-4,370.12</b>	<b>94.3%</b>	<b>262,417.00</b>
<b>Expense</b>									
<b>Labor</b>									
12100 - Labor - Supervisor	2,153.84	2,154.00	-0.16	100.0%	6,461.52	6,462.00	-0.48	100.0%	28,002.00
12150 - Labor - General	10,264.22	9,754.00	510.22	105.2%	27,345.94	27,954.00	-608.06	97.8%	121,294.00
12200 - Payroll Taxes and Expenses	2,056.21	1,548.00	508.21	132.8%	5,348.40	4,451.00	897.40	120.2%	19,295.00
12250 - Benefits	1,578.09	953.00	625.09	165.6%	4,462.57	2,739.00	1,723.57	162.9%	11,871.00
<b>Total Labor</b>	<b>16,052.36</b>	<b>14,409.00</b>	<b>1,643.36</b>	<b>111.4%</b>	<b>43,618.43</b>	<b>41,606.00</b>	<b>2,012.43</b>	<b>104.8%</b>	<b>180,462.00</b>
10400 - Promo Food	226.00	535.00	-309.00	42.2%	886.18	1,535.00	-648.82	57.7%	5,977.00
13100 - Building Maintenance	0.00	117.00	-117.00	0.0%	0.00	711.00	-711.00	0.0%	2,114.00
13150 - Equipment Maintenance	232.19	655.00	-422.81	35.4%	322.07	899.00	-576.93	35.8%	2,673.00
13300 - Cleaning & Chemicals	65.51	298.00	-232.49	22.0%	65.51	698.00	-632.49	9.4%	1,908.00
13400 - Laundry & Linen	1,352.02	800.00	552.02	169.0%	4,028.17	2,400.00	1,628.17	167.8%	7,200.00
13450 - Uniforms	62.35	1,000.00	-937.65	6.2%	62.35	1,000.00	-937.65	6.2%	1,000.00
13500 - Supplies	2,665.10	700.00	1,965.10	380.7%	6,269.15	1,900.00	4,369.15	330.0%	6,400.00
13550 - Equipment Rental	64.15	70.00	-5.85	91.6%	345.88	210.00	135.88	164.7%	840.00
13600 - Lease Expense	210.79	210.00	0.79	100.4%	632.37	630.00	2.37	100.4%	2,520.00
<b>Total Expense</b>	<b>20,930.47</b>	<b>18,794.00</b>	<b>2,136.47</b>	<b>111.4%</b>	<b>56,230.11</b>	<b>51,589.00</b>	<b>4,641.11</b>	<b>109.0%</b>	<b>211,094.00</b>
<b>Net Ordinary Income</b>	<b>8,407.64</b>	<b>14,007.00</b>	<b>-5,599.36</b>	<b>60.0%</b>	<b>16,713.77</b>	<b>25,725.00</b>	<b>-9,011.23</b>	<b>65.0%</b>	<b>51,323.00</b>
<b>Net Income</b>	<b>8,407.64</b>	<b>14,007.00</b>	<b>-5,599.36</b>	<b>60.0%</b>	<b>16,713.77</b>	<b>25,725.00</b>	<b>-9,011.23</b>	<b>65.0%</b>	<b>51,323.00</b>

## GGP Belleview Biltmore Golf Club Profit & Loss Budget Performance G&A March 2014

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>									
Income									
42900 - Cash Short/Over	-100.75	0.00	-100.75	100.0%	-41.31	0.00	-41.31	100.0%	0.00
43000 - Rain Checks	-1,206.72	0.00	-1,206.72	100.0%	-4,399.06	0.00	-4,399.06	100.0%	0.00
45900 - Misc Income	1.48				1.48				
<b>Total Income</b>	<b>-1,305.99</b>	<b>0.00</b>	<b>-1,305.99</b>	<b>100.0%</b>	<b>-4,438.89</b>	<b>0.00</b>	<b>-4,438.89</b>	<b>100.0%</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>-1,305.99</b>	<b>0.00</b>	<b>-1,305.99</b>	<b>100.0%</b>	<b>-4,438.89</b>	<b>0.00</b>	<b>-4,438.89</b>	<b>100.0%</b>	<b>0.00</b>
<b>Expense</b>									
Labor									
12100 - Labor - Supervisor	4,000.00	4,000.00	0.00	100.0%	12,000.00	12,000.00	0.00	100.0%	52,000.00
12200 - Payroll Taxes and Expenses	680.67	520.00	160.67	130.9%	1,939.29	1,560.00	379.29	124.3%	6,760.00
12250 - Benefits	639.12	320.00	319.12	199.7%	1,390.60	960.00	430.60	144.9%	4,160.00
<b>Total Labor</b>	<b>5,319.79</b>	<b>4,840.00</b>	<b>479.79</b>	<b>109.9%</b>	<b>15,329.89</b>	<b>14,520.00</b>	<b>809.89</b>	<b>105.6%</b>	<b>62,920.00</b>
Utilities									
14100 - Electric	3,884.13	2,050.00	1,834.13	189.5%	12,131.44	5,750.00	6,381.44	211.0%	34,850.00
14200 - Natural Gas/LP	1,152.94	400.00	752.94	288.2%	1,865.43	1,800.00	65.43	103.6%	7,500.00
14250 - Water & Sewer	1,238.88	620.00	618.88	199.8%	2,146.00	1,860.00	286.00	115.4%	7,440.00
14300 - Trash	607.25	500.00	107.25	121.5%	2,182.99	1,500.00	682.99	145.5%	6,000.00
14350 - Telephone	165.67	180.00	-14.33	92.0%	659.31	540.00	119.31	122.1%	2,160.00
14400 - Internet	291.04	180.00	111.04	161.7%	784.69	540.00	244.69	145.3%	2,160.00
14450 - Cable	249.12	180.00	69.12	138.4%	544.85	540.00	4.85	100.9%	2,160.00
<b>Total Utilities</b>	<b>7,589.03</b>	<b>4,110.00</b>	<b>3,479.03</b>	<b>184.6%</b>	<b>20,314.71</b>	<b>12,530.00</b>	<b>7,784.71</b>	<b>162.1%</b>	<b>62,270.00</b>
10100 - Bank Charges	243.09	200.00	43.09	121.5%	525.54	600.00	-74.46	87.6%	2,400.00
10150 - CC Fees	4,340.44	1,816.00	2,524.44	239.0%	10,704.99	5,448.00	5,256.99	196.5%	21,792.00
10250 - Postage & Delivery	63.86	70.00	-6.14	91.2%	93.49	210.00	-116.51	44.5%	840.00
10300 - Professional Services	17.55	0.00	17.55	100.0%	54.11	0.00	54.11	100.0%	1,500.00
10500 - Meals, Travel, & Education	2,807.60	300.00	2,507.60	935.9%	2,837.60	800.00	2,037.60	354.7%	1,700.00
10600 - Office Supplies	247.60	200.00	47.60	123.8%	1,191.95	600.00	591.95	198.7%	2,400.00
10750 - Permits & Licensing	0.00	869.00	-869.00	0.0%	464.50	1,192.00	-727.50	39.0%	4,242.00
10800 - Dues & Subscriptions	250.00	90.00	160.00	277.8%	425.00	90.00	335.00	472.2%	590.00
10900 - Property Taxes	0.00	1,000.00	-1,000.00	0.0%	0.00	3,000.00	-3,000.00	0.0%	12,000.00
13600 - Lease Expense	0.00	0.00	0.00	0.0%	0.00	2,000.00	-2,000.00	0.0%	2,000.00
15150 - Non Cap Equipment	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	1,000.00
40350 - Marketing	8,010.00	4,500.00	3,510.00	178.0%	12,349.87	13,500.00	-1,150.13	91.5%	54,000.00
64300 - Entertainment	75.25	150.00	-74.75	50.2%	525.33	450.00	75.33	116.7%	1,800.00
<b>Total Expense</b>	<b>28,964.21</b>	<b>18,145.00</b>	<b>10,819.21</b>	<b>159.6%</b>	<b>64,816.98</b>	<b>54,940.00</b>	<b>9,876.98</b>	<b>118.0%</b>	<b>231,454.00</b>
<b>Net Ordinary Income</b>	<b>-30,270.20</b>	<b>-18,145.00</b>	<b>-12,125.20</b>	<b>166.8%</b>	<b>-69,255.87</b>	<b>-54,940.00</b>	<b>-14,315.87</b>	<b>126.1%</b>	<b>-231,454.00</b>
<b>Other Income/Expense</b>									
Other Income									
Discounts Earned	30.00				90.00				
<b>Total Other Income</b>	<b>30.00</b>				<b>90.00</b>				
Other Expense									
Town of Belleair - Qrtrly Rent	40,000.00	40,000.00	0.00	100.0%	40,000.00	40,000.00	0.00	100.0%	160,000.00
<b>Total Other Expense</b>	<b>40,000.00</b>	<b>40,000.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>40,000.00</b>	<b>40,000.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>160,000.00</b>
<b>Net Other Income</b>	<b>-39,970.00</b>	<b>-40,000.00</b>	<b>30.00</b>	<b>99.9%</b>	<b>-39,910.00</b>	<b>-40,000.00</b>	<b>90.00</b>	<b>99.8%</b>	<b>-160,000.00</b>
<b>Net Income</b>	<b>-70,240.20</b>	<b>-58,145.00</b>	<b>-12,095.20</b>	<b>120.8%</b>	<b>-109,165.87</b>	<b>-94,940.00</b>	<b>-14,225.87</b>	<b>115.0%</b>	<b>-391,454.00</b>

**GGP Belleview Biltmore Golf Club**  
**Profit & Loss Budget Performance Golf Ops**  
**March 2014**

	Mar 14	Budget	\$ Over Budget	% of Budget	Jan - Mar 14	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
41000 · Greens Fees	62,624.25	70,150.00	-7,525.75	89.3%	175,155.83	172,150.00	3,005.83	101.7%	430,780.00
41200 · Membership Dues	55,420.00	35,400.00	20,020.00	156.6%	165,170.00	115,400.00	49,770.00	143.1%	370,300.00
41900 · Driving Range	6,865.84	9,000.00	-2,134.16	76.3%	17,897.80	21,700.00	-3,802.20	82.5%	48,500.00
42350 · Handicap	25.00	100.00	-75.00	25.0%	200.00	300.00	-100.00	66.7%	700.00
42400 · Rental Clubs	4,990.00	5,900.00	-910.00	84.6%	9,366.00	11,700.00	-2,334.00	80.1%	33,700.00
42700 · Golf Shop Merchandise	23,135.13	16,600.00	6,535.13	139.4%	40,884.75	38,100.00	2,784.75	107.3%	114,300.00
43100 · Promotions	-310.00				-310.00				
<b>Total Income</b>	<b>152,750.22</b>	<b>137,150.00</b>	<b>15,600.22</b>	<b>111.4%</b>	<b>408,364.38</b>	<b>359,350.00</b>	<b>49,014.38</b>	<b>113.6%</b>	<b>998,280.00</b>
<b>Cost of Goods Sold</b>									
52000 · COGS Pro Shop Merchandise	18,699.56	11,620.00	7,079.56	160.9%	30,086.85	26,670.00	3,416.85	112.8%	80,010.00
<b>Total COGS</b>	<b>18,699.56</b>	<b>11,620.00</b>	<b>7,079.56</b>	<b>160.9%</b>	<b>30,086.85</b>	<b>26,670.00</b>	<b>3,416.85</b>	<b>112.8%</b>	<b>80,010.00</b>
<b>Gross Profit</b>	<b>134,050.66</b>	<b>125,530.00</b>	<b>8,520.66</b>	<b>106.8%</b>	<b>378,277.53</b>	<b>332,680.00</b>	<b>45,597.53</b>	<b>113.7%</b>	<b>918,270.00</b>
<b>Expense</b>									
<b>Labor</b>									
12100 · Labor - Supervisor	1,423.08	2,846.00	-1,422.92	50.0%	7,115.40	8,538.00	-1,422.60	83.3%	21,345.00
12150 · Labor - General	5,389.27	3,800.00	1,589.27	141.8%	16,720.31	11,400.00	5,320.31	146.7%	49,400.00
12200 · Payroll Taxes and Expenses	860.63	864.00	-3.37	99.6%	3,292.10	2,592.00	700.10	127.0%	9,197.00
12250 · Benefits	0.00	532.00	-532.00	0.0%	540.84	1,596.00	-1,055.16	33.9%	5,662.00
<b>Total Labor</b>	<b>7,672.98</b>	<b>8,042.00</b>	<b>-369.02</b>	<b>95.4%</b>	<b>27,668.65</b>	<b>24,126.00</b>	<b>3,542.65</b>	<b>114.7%</b>	<b>85,604.00</b>
13100 · Building Maintenance	1,858.58	600.00	1,258.58	309.8%	6,060.92	1,800.00	4,260.92	336.7%	7,200.00
13150 · Equipment Maintenance	125.00	300.00	-175.00	41.7%	327.23	900.00	-572.77	36.4%	3,600.00
13450 · Uniforms	0.00	1,000.00	-1,000.00	0.0%	0.00	1,000.00	-1,000.00	0.0%	1,000.00
13500 · Supplies	2,801.19	900.00	1,901.19	311.2%	8,450.56	6,000.00	2,450.56	140.8%	11,230.00
13600 · Lease Expense	128.00	128.00	0.00	100.0%	256.00	384.00	-128.00	66.7%	1,536.00
15050 · Tournament Expense	333.87	300.00	33.87	111.3%	1,947.87	900.00	1,047.87	216.4%	2,100.00
15100 · Handicap Fees	0.00	0.00	0.00	0.0%	3,624.00	4,500.00	-876.00	80.5%	4,500.00
<b>Total Expense</b>	<b>12,919.62</b>	<b>11,270.00</b>	<b>1,649.62</b>	<b>114.6%</b>	<b>48,335.23</b>	<b>39,610.00</b>	<b>8,725.23</b>	<b>122.0%</b>	<b>116,770.00</b>
<b>Net Ordinary Income</b>	<b>121,131.04</b>	<b>114,260.00</b>	<b>6,871.04</b>	<b>106.0%</b>	<b>329,942.30</b>	<b>293,070.00</b>	<b>36,872.30</b>	<b>112.6%</b>	<b>801,500.00</b>
<b>Net Income</b>	<b>121,131.04</b>	<b>114,260.00</b>	<b>6,871.04</b>	<b>106.0%</b>	<b>329,942.30</b>	<b>293,070.00</b>	<b>36,872.30</b>	<b>112.6%</b>	<b>801,500.00</b>

**GGP Belleview Biltmore Golf Club  
Profit & Loss Budget Performance Grounds  
March 2014**

	<u>Mar 14</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Jan - Mar 14</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>									
<b>Expense</b>									
<b>Labor</b>									
12100 · Labor - Supervisor	7,807.38	8,042.00	-234.62	97.1%	23,422.14	24,126.00	-703.86	97.1%	104,546.00
12150 · Labor - General	16,523.36	15,000.00	1,523.36	110.2%	49,470.21	45,000.00	4,470.21	109.9%	195,000.00
12200 · Payroll Taxes and Expenses	2,939.68	2,995.00	-55.32	98.2%	9,420.58	8,985.00	435.58	104.8%	38,936.00
12250 · Benefits	1,972.60	1,843.00	129.60	107.0%	5,578.20	5,529.00	49.20	100.9%	23,960.00
<b>Total Labor</b>	<b>29,243.02</b>	<b>27,880.00</b>	<b>1,363.02</b>	<b>104.9%</b>	<b>87,891.13</b>	<b>83,640.00</b>	<b>4,251.13</b>	<b>105.1%</b>	<b>362,442.00</b>
<b>Utilities</b>									
14100 · Electric	949.63	400.00	549.63	237.4%	1,098.95	1,400.00	-301.05	78.5%	5,715.00
14300 · Trash	0.00	90.00	-90.00	0.0%	0.00	1,080.00	-1,080.00	0.0%	4,320.00
<b>Total Utilities</b>	<b>949.63</b>	<b>490.00</b>	<b>459.63</b>	<b>193.8%</b>	<b>1,098.95</b>	<b>2,480.00</b>	<b>-1,381.05</b>	<b>44.3%</b>	<b>10,035.00</b>
10500 · Meals, Travel, & Education	0.00	50.00	-50.00	0.0%	0.00	150.00	-150.00	0.0%	800.00
10800 · Dues & Subscriptions	0.00	0.00	0.00	0.0%	50.00	0.00	50.00	100.0%	500.00
13100 · Building Maintenance	482.90	400.00	82.90	120.7%	2,353.16	1,200.00	1,153.16	196.1%	4,800.00
13150 · Equipment Maintenance	2,226.84	3,200.00	-973.16	69.6%	8,005.76	9,600.00	-1,594.24	83.4%	38,200.00
13200 · Irrigation Maintenance	0.00	0.00	0.00	0.0%	241.89	1,000.00	-758.11	24.2%	4,600.00
13250 · Grounds Maintenance	1,956.48	1,000.00	956.48	195.6%	4,177.55	3,000.00	1,177.55	139.3%	14,500.00
13450 · Uniforms	0.00	1,000.00	-1,000.00	0.0%	0.00	1,000.00	-1,000.00	0.0%	1,000.00
13500 · Supplies	168.36	100.00	68.36	168.4%	703.25	1,200.00	-496.75	58.6%	4,000.00
13600 · Lease Expense	5,650.62	5,651.00	-0.38	100.0%	16,951.86	16,953.00	-1.14	100.0%	55,167.00
13650 · Fuel & Oil	2,098.38	2,600.00	-501.62	80.7%	6,851.98	7,800.00	-948.02	87.8%	32,800.00
13700 · Landscaping	863.21	0.00	863.21	100.0%	2,156.20	1,000.00	1,156.20	215.6%	5,400.00
13750 · Seed & Sod	0.00	0.00	0.00	0.0%	760.83	0.00	760.83	100.0%	13,000.00
13800 · Fertilizer & Chemical	3,765.21	5,500.00	-1,734.79	68.5%	16,953.85	14,000.00	2,953.85	121.1%	69,000.00
15150 · Non Cap Equipment	0.00	1,000.00	-1,000.00	0.0%	0.00	1,000.00	-1,000.00	0.0%	2,000.00
<b>Total Expense</b>	<b>47,404.65</b>	<b>48,871.00</b>	<b>-1,466.35</b>	<b>97.0%</b>	<b>148,196.41</b>	<b>144,023.00</b>	<b>4,173.41</b>	<b>102.9%</b>	<b>618,244.00</b>
<b>Net Ordinary Income</b>	<b>-47,404.65</b>	<b>-48,871.00</b>	<b>1,466.35</b>	<b>97.0%</b>	<b>-148,196.41</b>	<b>-144,023.00</b>	<b>-4,173.41</b>	<b>102.9%</b>	<b>-618,244.00</b>
<b>Net Income</b>	<b>-47,404.65</b>	<b>-48,871.00</b>	<b>1,466.35</b>	<b>97.0%</b>	<b>-148,196.41</b>	<b>-144,023.00</b>	<b>-4,173.41</b>	<b>102.9%</b>	<b>-618,244.00</b>

# Belleview Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %
<b>Department: Golf Operations</b>					
<b>Item Category: Outing Greens Fee</b>					
1518	Couples Golf Outing	46	\$0.00	\$0.00	0.00
1528	Superbowl Member Entry	53	\$0.00	\$0.00	0.00
1529	Superbowl Non- Member Entry	45	\$0.00	\$0.00	0.00
<b>Outing Greens Fee Total:</b>		<b>144</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Sub-Department: Green Fees</b>					
<b>Item Category: Member Rounds</b>					
1177	Member 18 Hole Green Fee	2,864	\$0.00	\$0.00	0.00
1181	Member 9 Hole Green Fee	550	\$0.00	\$0.00	0.00
1183	Member 18 Walking Fee	1,651	\$15,436.85	\$0.00	100.00
1184	Member 9 Walking Fee	97	\$452.99	\$0.00	100.00
1185	Member 9 Hole Cart/ 9 Hole Walking Fee	45	\$210.15	\$0.00	100.00
1366	Member 18 Walking After 2	202	\$0.00	\$0.00	0.00
<b>Member Rounds Total:</b>		<b>5,409</b>	<b>\$16,099.99</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Comp Rounds</b>					
1304	Birthday Promo Round	10	\$0.00	\$0.00	0.00
<b>Item Sub-Category: Employee</b>					
1335	Employee Golf	165	\$0.00	\$0.00	0.00
<b>Employee Total:</b>		<b>165</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Sub-Category: Town Employees</b>					
1383	Town Of Belleair Emp Gf	6	\$210.00	\$0.00	100.00
<b>Town Employees Total:</b>		<b>6</b>	<b>\$210.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Comp Rounds Total:</b>		<b>181</b>	<b>\$210.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Public Rounds</b>					
1172	Public 18 Hole Before Noon	864	\$34,560.00	\$0.00	100.00
1173	Public 18 Hole After Noon	1,817	\$45,425.00	\$0.00	100.00
1174	Public Twilight Rate	1,070	\$16,050.00	\$0.00	100.00
1175	Public 9 Hole League Rate	328	\$4,382.08	\$0.00	100.00
1176	Member Guest Rate - 18 Hole	2,644	\$45,952.72	\$0.00	100.00
1348	Paradise After 11	7	\$0.00	\$0.00	0.00
1349	Paradise	107	\$2,580.00	\$0.00	100.00
1363	Barter Round	314	\$0.00	\$0.00	0.00
1387	Member Guest Rate - 9 Hole	179	\$1,671.86	\$0.00	100.00
1459	Military Rate	21	\$0.00	\$0.00	0.00
1462	Tee Times Usa Before 12	136	\$0.00	\$0.00	0.00
1463	Tee Times Usa After 12	49	\$0.00	\$0.00	0.00
1464	Tee Times Usa After 2 Pm	13	\$0.00	\$0.00	0.00
1498	Online Special \$30	6	\$84.60	\$0.00	100.00
1511	Online Special \$40	22	\$411.18	\$0.00	100.00
1546	Us Kids 9 Holes	57	\$456.00	\$0.00	100.00
1547	Us Kids 18 Holes	32	\$384.00	\$0.00	100.00
<b>Public Rounds Total:</b>		<b>7,666</b>	<b>\$151,957.44</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Green Fee Revenue</b>					
1170	Green Fee	286	\$5,886.20	\$0.00	100.00
1405	Club Championship	25	\$0.00	\$0.00	0.00
<b>Green Fee Revenue Total:</b>		<b>311</b>	<b>\$5,886.20</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Outing Greens Fee</b>					
1389	Outing Golf	101	\$1,002.20	\$0.00	100.00
1516	Couples Golf-Non Member	26	\$0.00	\$0.00	0.00
<b>Outing Greens Fee Total:</b>		<b>127</b>	<b>\$1,002.20</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Green Fees Total:</b>		<b>13,694</b>	<b>\$175,155.83</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Cart Revenue</b>					
1171	Public Cart	6,988	\$139,581.20	\$0.00	100.00
1178	Member 18 Hole Cart	3,036	\$56,742.84	\$0.00	100.00
1182	Member 9 Hole Cart Fee	846	\$7,910.10	\$0.00	100.00
1416	Active Military Rate	3	\$0.00	\$0.00	0.00
1449	Pga Courtesy	37	\$740.00	\$0.00	100.00
1477	Public Cart 9 Holes	507	\$4,934.00	\$0.00	100.00
1499	Online Cart	6	\$83.64	\$0.00	100.00
1512	Online Cart \$20	22	\$411.18	\$0.00	100.00
1517	Replay Rate	15	\$300.00	\$0.00	100.00
1531	Superbowl Member 18 Hole Cart	53	\$743.06	\$0.00	100.00
1534	Member Guest Outing	1	\$0.00	\$0.00	0.00
1538	Member Guest Outing-Member	38	\$0.00	\$0.00	0.00
1539	Member Guest Outing-Guest	11	\$0.00	\$0.00	0.00
1542	Member Guest Outing-Employee	3	\$0.00	\$0.00	0.00

# Bellevue Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %
<b>Item Category: Outing Cart Fee</b>					
1472	Outing Cart	12	\$224.28	\$0.00	100.00
<b>Outing Cart Fee Total:</b>		<b>12</b>	<b>\$224.28</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Cart Revenue Total:</b>		<b>11,578</b>	<b>\$211,670.30</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Driving Range Revenue</b>					
1236	Range - Small	920	\$4,296.40	\$0.00	100.00
1237	Range - Large	1,444	\$13,501.40	\$0.00	100.00
1413	Member Comp Range Balls	7	\$0.00	\$0.00	0.00
1515	Range-High School	1	\$100.00	\$0.00	100.00
<b>Driving Range Revenue Total:</b>		<b>2,372</b>	<b>\$17,897.80</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Rentals-Services-Other Golf</b>					
<b>Item Category: Rentals</b>					
1238	Rental Clubs - Ping	254	\$9,366.00	\$0.00	100.00
<b>Rentals Total:</b>		<b>254</b>	<b>\$9,366.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Handicap</b>					
1399	Ghin Handicap	8	\$200.00	\$0.00	100.00
<b>Handicap Total:</b>		<b>8</b>	<b>\$200.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Rentals-Services-Other Golf Total:</b>		<b>262</b>	<b>\$9,566.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Merchandise</b>					
<b>Item Sub-Category: Headwear</b>					
1568	Titleist Ball Marker Hat	2	\$39.90	\$25.90	35.09
<b>Headwear Total:</b>		<b>2</b>	<b>\$39.90</b>	<b>\$25.90</b>	<b>35.09</b>
<b>Item Category: Soft Goods</b>					
1418	Pukka Headwear Mens	237	\$2,637.27	\$2,409.17	8.65
1424	Adidas Mens Polos	52	\$2,693.00	\$1,774.05	34.12
1425	Adidas Mens Shorts	5	\$245.25	\$156.13	36.34
1439	Aloe Up Spray	4	\$48.00	\$26.00	45.83
1467	Adidas Men's Hats	4	\$30.00	\$29.56	1.47
1490	Adidas Mens Jackets	8	\$456.00	\$296.69	34.94
1564	Pukka Headwear-Bucket Hat	1	\$24.65	\$23.00	6.69
<b>Item Sub-Category: Outerwear</b>					
1056	Zero Restriction Packable Pants	1	\$67.50	\$60.00	11.11
1097	Zero Restriction Tour Lite Paints	1	\$90.00	\$137.50	-52.78
1392	Ahead Beantown Jackets	116	\$3,770.00	\$3,819.74	-1.32
<b>Outerwear Total:</b>		<b>118</b>	<b>\$3,927.50</b>	<b>\$4,017.24</b>	<b>-2.28</b>
<b>Item Sub-Category: Footwear</b>					
1091	Footjoy Contour Shoe	1	\$67.50	\$45.00	33.33
1092	Footjoy Greenjoy Shoe	1	\$35.96	\$20.00	44.38
1099	Footjoy Prodry Socks Wmns	1	\$7.20	\$4.50	37.50
1110	Footjoy Wn Sandal	1	\$50.00	\$48.00	4.00
1437	Adidas Socks (2pk)	3	\$43.50	\$22.50	48.28
1438	Adidas Socks (3pk)	13	\$186.00	\$97.50	47.58
<b>Footwear Total:</b>		<b>20</b>	<b>\$390.16</b>	<b>\$237.50</b>	<b>39.13</b>
<b>Item Sub-Category: Men's Apparel</b>					
1053	Carnoustie Shorts	1	\$32.50	\$33.75	-3.85
1054	Polo Mns Fairway Links Shorts	1	\$30.00	\$27.50	8.33
1081	Swing Control Pants	1	\$50.00	\$45.00	10.00
1096	Glen Echo Argyle Vest-Mns	1	\$25.00	\$23.85	4.60
1134	Nike Plaid Golf Shorts Men	2	\$87.48	\$74.00	15.41
1140	C & B Usa Shirt-Mns	2	\$40.00	\$44.00	-10.00
1155	Nike Flat Front Tech Shorts Men	8	\$366.42	\$282.06	23.02
1489	Ashworth Mens Polos	41	\$1,272.20	\$1,528.74	-20.16
1520	Ashworth Mens Shorts	4	\$187.50	\$140.68	24.97
<b>Men's Apparel Total:</b>		<b>61</b>	<b>\$2,091.10</b>	<b>\$2,199.58</b>	<b>-5.19</b>
<b>Item Sub-Category: Women's Apparel</b>					
1057	Kate Lord Full Zip Fleece	1	\$35.00	\$31.50	10.00
1059	C & B Womens Shorts	1	\$24.99	\$21.25	14.97
1098	Kate Lord Wmns Logo Tee Shirts	2	\$50.00	\$35.00	30.00
1141	Nike Plaid Shorts Womens	1	\$25.00	\$39.00	-56.00
1152	Nike Victory Polo Womens	3	\$107.48	\$79.50	26.03
1156	Footjoy Comfortsof Socks Wmns	6	\$40.60	\$18.00	55.67
1450	Bermuda Sands Women's Polo	7	\$105.00	\$112.07	-6.73
1465	Adidas Womens Polos	22	\$1,047.00	\$736.12	29.69
1466	Adidas Womens Skorts	6	\$291.50	\$204.63	29.80
1471	Adidas Womens Capri	5	\$244.75	\$172.94	29.34
<b>Women's Apparel Total:</b>		<b>54</b>	<b>\$1,971.32</b>	<b>\$1,450.02</b>	<b>26.44</b>
<b>Item Sub-Category: Headwear</b>					

# Belleview Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %
1132	Titleist Logo Hat	5	\$67.98	\$66.64	1.97
1422	Pukka Headwear Womens	29	\$227.12	\$278.18	-22.48
<b>Headwear Total:</b>		<b>34</b>	<b>\$295.10</b>	<b>\$344.82</b>	<b>-16.85</b>
<b>Item Sub-Category: Gloves</b>					
1120	Nike Glove Elite Feel-Old Stock	1	\$10.00	\$5.00	50.00
1137	Bridgestone Tour Glove-Mns	3	\$30.00	\$27.00	10.00
1144	Zero Restriction Rain Gloves	5	\$90.00	\$47.50	47.22
1148	Nike Glove Elite Feel-Mns	3	\$30.00	\$28.50	5.00
1149	Precept Glove-Wmns	3	\$34.00	\$22.50	33.82
1160	Titleist Glove Perma Soft-Mns	51	\$782.11	\$446.64	42.89
1161	Footjoy Weather Soft Glove	141	\$1,759.40	\$865.60	50.80
1402	Titleist Permasoft Womens	7	\$94.50	\$62.44	33.93
<b>Gloves Total:</b>		<b>214</b>	<b>\$2,830.01</b>	<b>\$1,505.18</b>	<b>46.81</b>
<b>Soft Goods Total:</b>		<b>812</b>	<b>\$17,639.36</b>	<b>\$14,468.93</b>	<b>17.97</b>
<b>Item Category: Hard Goods</b>					
1168	Logo Golf Chips	62	\$182.80	\$54.36	70.26
1493	Devant Bbgc Towel	45	\$727.60	\$468.04	35.67
<b>Item Sub-Category: Misc</b>					
1072	Belleview Biltmore Beach Towel	3	\$55.00	\$64.35	-17.00
1087	Q-Ray Wide Woven Mesh	1	\$50.00	\$102.90	-105.80
1111	Aloe Up Spf Spray	2	\$18.00	\$12.00	33.33
1114	Headcover-Bbgc Logo	2	\$19.00	\$10.00	47.37
1118	Ping Divot Repair Tool	1	\$12.00	\$10.00	16.67
1133	Belleview Biltmore Golf Towel	1	\$10.40	\$8.73	16.06
1157	Ahead Ball Mark 25mm	12	\$23.80	\$10.20	57.13
<b>Misc Total:</b>		<b>22</b>	<b>\$188.20</b>	<b>\$218.18</b>	<b>-15.93</b>
<b>Item Sub-Category: Clubs</b>					
1038	Ping Putter-50th Aniv-Zing	1	\$25.00	\$78.00	-212.00
1066	Ping Serene Woods	2	\$398.00	\$281.45	29.28
1067	Ping Serene Hybrid	4	\$607.00	\$328.67	45.85
1083	Bridgestone Driver-J38	1	\$85.00	\$234.00	-175.29
1094	Ping G-20 Hybrid	1	\$129.00	\$93.95	27.17
1112	Ping Anser Driver	1	\$175.00	\$264.00	-50.86
1129	Cleveland Classic Collection Mb Putter	1	\$70.09	\$68.00	2.98
1350	Ping G-25 Driver	4	\$1,396.00	\$911.59	34.70
1369	Ping G-25 Hybrid	8	\$1,532.30	\$1,138.09	25.73
1395	Ping G-25 Irons (graphite)	10	\$1,125.00	\$782.45	30.45
1400	Ping Serene Irons	7	\$743.75	\$530.59	28.66
1403	Ping G-25 Frwy Woods	4	\$870.20	\$623.68	28.33
1412	Ping G-25 Irons (steel)	7	\$612.50	\$541.23	11.64
1433	Taylormade Rbz Hybrid	2	\$155.00	\$279.30	-80.19
1540	Ping Karsten Irons (graphite)	28	\$3,150.00	\$2,144.47	31.92
1541	Ping Karsten Hybrid (graphite)	2	\$225.00	\$151.98	32.45
1552	Ping I-25 Irons Steel	5	\$500.00	\$343.56	31.29
1553	Ping I-25 Driver	1	\$399.00	\$266.71	33.15
1554	Ping Putter Karsten Tr Zing	2	\$298.00	\$206.94	30.56
1556	Ping S-55 Irons	7	\$875.00	\$595.72	31.92
<b>Clubs Total:</b>		<b>98</b>	<b>\$13,370.84</b>	<b>\$9,864.35</b>	<b>26.22</b>
<b>Item Sub-Category: Balls</b>					
1158	Titleist Dt Solo	70	\$502.13	\$304.87	39.29
1163	Titleist Nxt/nxt Tour	88	\$815.23	\$575.41	29.42
1164	Titleist Velocity	93	\$692.81	\$521.27	24.76
1165	Srixon Z Star	2	\$20.00	\$17.00	15.00
1166	Pinnacle Gold Ribon	568	\$2,235.75	\$1,332.33	40.41
1167	Titleist Pro V1/pro V1x	168	\$2,194.56	\$1,478.12	32.65
1169	Pinnacle Logo Ball	95	\$284.07	\$127.50	55.12
1468	Pinnacle Bling	16	\$104.00	\$55.96	46.19
<b>Balls Total:</b>		<b>1,100</b>	<b>\$6,848.55</b>	<b>\$4,412.45</b>	<b>35.57</b>
<b>Item Sub-Category: Footwear</b>					
1126	Footjoy Superlites	1	\$68.00	\$59.00	13.24
1139	Footjoy Contour Spikeless	1	\$68.00	\$67.98	0.03
1444	Adidas Tour 360 Lite	3	\$300.00	\$180.00	40.00
1445	Ashworth Shoes	1	\$90.00	\$60.00	33.33
1488	Adidas Sport II	10	\$979.00	\$732.96	25.13
1494	Adidas Adizero Women Shoe	3	\$247.50	\$202.65	18.12
<b>Footwear Total:</b>		<b>19</b>	<b>\$1,752.50</b>	<b>\$1,302.58</b>	<b>25.67</b>
<b>Item Sub-Category: Bags</b>					
1068	Ping 4-Series Bag	1	\$135.00	\$90.00	33.33

# Bellevue Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %	
		<b>Bags Total:</b>	<b>1</b>	<b>\$135.00</b>	<b>\$90.00</b>	<b>33.33</b>
		<b>Hard Goods Total:</b>	<b>1,347</b>	<b>\$23,205.49</b>	<b>\$16,409.98</b>	<b>29.28</b>
		<b>Merchandise Total:</b>	<b>2,161</b>	<b>\$40,884.75</b>	<b>\$30,904.81</b>	<b>24.41</b>
<b>Sub-Department: Membership</b>						
<b>Item Category: Membership</b>						
1376	Dues 12 Month Single	181	\$36,200.00	\$0.00	100.00	
1378	Dues 12 Month Family	67	\$16,750.00	\$0.00	100.00	
1379	Dues 6 Month Single	161	\$40,250.00	\$0.00	100.00	
1380	Dues 6 Month Family	111	\$33,300.00	\$0.00	100.00	
1381	Dues 3 Month Family	34	\$13,600.00	\$0.00	100.00	
1382	Dues 3 Month Single	32	\$11,200.00	\$0.00	100.00	
1401	Dues Corporate	2	\$1,000.00	\$0.00	100.00	
1513	Dues Bag Storage	2	\$20.00	\$0.00	100.00	
		<b>Membership Total:</b>	<b>590</b>	<b>\$152,320.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Club Storage</b>						
1481	Club Storage	76	\$760.00	\$0.00	100.00	
1577	Cart And Bag Storage	58	\$870.00	\$0.00	100.00	
		<b>Club Storage Total:</b>	<b>134</b>	<b>\$1,630.00</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Membership Total:</b>	<b>724</b>	<b>\$153,950.00</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Accounting</b>						
1386	Town Of Belleair Emp Discount	6	(\$210.00)	\$0.00	0.00	
1565	10 Dollar Off Coupon-Slow Play	10	(\$100.00)	\$0.00	0.00	
<b>Item Category: Golf Shop Credits</b>						
<b>Item Sub-Category: Credits</b>						
1002	Credits - Issued	63	\$1,627.99	\$0.00	100.00	
1003	Credits - Redeemed	42	(\$1,535.23)	\$0.00	0.00	
		<b>Credits Total:</b>	<b>105</b>	<b>\$92.76</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Golf Shop Credits Total:</b>	<b>105</b>	<b>\$92.76</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Gift Cards</b>						
1396	Gift Card Issued	82	\$5,393.66	\$0.00	100.00	
		<b>Gift Cards Total:</b>	<b>82</b>	<b>\$5,393.66</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Gift Certificates</b>						
1009	Gift Certificate - Redeemed	2	(\$125.00)	\$0.00	0.00	
		<b>Gift Certificates Total:</b>	<b>2</b>	<b>(\$125.00)</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Category: Rainchecks</b>						
1011	Raincheck Redeemed	193	(\$4,399.06)	\$0.00	0.00	
		<b>Rainchecks Total:</b>	<b>193</b>	<b>(\$4,399.06)</b>	<b>\$0.00</b>	<b>0.00</b>
<b>Item Category: Prize Fund</b>						
1367	Prize Fund - Collected	407	\$5,360.01	\$0.00	100.00	
1368	Prize Fund - Paid Out	76	(\$5,623.01)	\$0.00	0.00	
		<b>Prize Fund Total:</b>	<b>483</b>	<b>(\$263.00)</b>	<b>\$0.00</b>	<b>0.00</b>
		<b>Accounting Total:</b>	<b>881</b>	<b>\$389.36</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Golf Operations Total:</b>	<b>31,816</b>	<b>\$609,514.04</b>	<b>\$30,904.81</b>	<b>94.93</b>
<b>Department: Food &amp; Beverage</b>						
<b>Sub-Department: Food</b>						
1186	Cup of Chili	75	\$247.80	\$0.00	100.00	
1187	Bowl of Chili	57	\$272.50	\$0.00	100.00	
1188	Cup of Soup	76	\$214.50	\$0.00	100.00	
1189	Chicken Quesadilla	58	\$420.75	\$0.00	100.00	
1190	Chicken Tenders	37	\$234.00	\$0.00	100.00	
1191	Blackened Fish Tacos	26	\$184.50	\$0.00	100.00	
1192	Wings	61	\$464.72	\$0.00	100.00	
1193	Chili Nachos	9	\$65.25	\$0.00	100.00	
1194	Chicken Nachos	8	\$72.00	\$0.00	100.00	
1195	Black Angus Beef Sliders (3)	44	\$277.20	\$0.00	100.00	
1196	Black Angus Beef Sliders (5)	9	\$78.30	\$0.00	100.00	
1198	Cesar Salad	25	\$119.00	\$0.00	100.00	
1199	Pelican Salad	90	\$724.21	\$0.00	100.00	
1202	Breakfast Sandwich	431	\$1,681.65	\$0.00	100.00	
1203	Biltmore Breakfast	80	\$540.00	\$0.00	100.00	
1205	Corned Beef Hash	11	\$77.25	\$0.00	100.00	
1209	French Toast	20	\$87.48	\$0.00	100.00	
1210	French Toast w/ eggs	8	\$53.25	\$0.00	100.00	
1211	Bagel and Cream Cheese	48	\$111.25	\$0.00	100.00	
1213	One Egg	116	\$101.60	\$0.00	100.00	
1214	Toast/English Muffin	61	\$54.10	\$0.00	100.00	

# Bellevue Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %	
1215	Breakfast Meat	44	\$81.20	\$0.00	100.00	
1216	Breakfast Potatoes	44	\$58.65	\$0.00	100.00	
1217	Fruit Bowl	3	\$11.20	\$0.00	100.00	
1220	Juice	44	\$78.67	\$0.00	100.00	
1221	Cold Deli Sandwich	246	\$1,894.80	\$0.00	100.00	
1222	Club Sandwich	170	\$1,357.38	\$0.00	100.00	
1223	Chicken Ceasar Wrap	88	\$675.20	\$0.00	100.00	
1224	Classic BLT	136	\$971.25	\$0.00	100.00	
1225	Grilled Cheese	172	\$793.50	\$0.00	100.00	
1226	Turkey Cuban	2	\$16.50	\$0.00	100.00	
1227	Turkey Reuben Sandwich	45	\$352.37	\$0.00	100.00	
1228	Hot Dog	529	\$2,330.33	\$0.00	100.00	
1232	Biltmore Burger	163	\$1,370.55	\$0.00	100.00	
1233	Fish Sandwich	65	\$537.20	\$0.00	100.00	
1234	French Dip	49	\$401.20	\$0.00	100.00	
1235	Bowl of Soup	64	\$296.00	\$0.00	100.00	
1292	Plate of French Fries	47	\$130.80	\$0.00	100.00	
1293	Onion Straws	5	\$16.45	\$0.00	100.00	
1294	Zucchini Fries	23	\$109.50	\$0.00	100.00	
1295	Chopped Garden Salad	29	\$119.25	\$0.00	100.00	
1297	House Salad Grilled Chicken	5	\$36.00	\$0.00	100.00	
1300	Add Chili	16	\$15.40	\$0.00	100.00	
1302	Half Sandwich and Salad/Soup	55	\$397.50	\$0.00	100.00	
1303	The Salad Sandwich	10	\$78.40	\$0.00	100.00	
1305	Grilled Chicken Sandwich	55	\$416.80	\$0.00	100.00	
1308	Candy	234	\$215.37	\$0.00	100.00	
1309	Protein Bars	18	\$50.10	\$0.00	100.00	
1310	Chips	311	\$283.88	\$0.00	100.00	
1311	Crackers	115	\$104.04	\$0.00	100.00	
1312	Peanuts	22	\$19.92	\$0.00	100.00	
1313	Trail Mix	4	\$3.72	\$0.00	100.00	
1314	Open Food	98	\$2,713.67	\$0.00	100.00	
1330	Corned Beef Reuben Sandwich	74	\$584.26	\$0.00	100.00	
1346	Manager Lunch	3	\$0.00	\$0.00	0.00	
<b>Item Category: Food</b>						
1354	Omelet	45	\$324.00	\$0.00	100.00	
1355	Muffin	20	\$60.00	\$0.00	100.00	
1356	Bagel	2	\$2.00	\$0.00	100.00	
1357	Zucchini Fries Upgrade	68	\$68.00	\$0.00	100.00	
1358	Fruit Side	40	\$40.00	\$0.00	100.00	
1359	Sunrise Skillet Wrap	37	\$201.60	\$0.00	100.00	
1373	side of tuna Salad	10	\$32.00	\$0.00	100.00	
1374	side of chicken salad	1	\$3.60	\$0.00	100.00	
1375	Side of Chicken	15	\$55.80	\$0.00	100.00	
1474	Add Bacon	42	\$42.00	\$0.00	100.00	
1475	Add Tomato	47	\$23.50	\$0.00	100.00	
1476	Add Ham	24	\$24.00	\$0.00	100.00	
		<b>Food Total:</b>	<b>351</b>	<b>\$876.50</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Employee Meals</b>						
1337	Employee Cheeseburger	61	\$170.80	\$0.00	100.00	
1338	Employee Sand/Wrap/BLT/Fish/FrDip	82	\$306.68	\$0.00	100.00	
1339	Employee Hot Dog	13	\$24.31	\$0.00	100.00	
1340	Employee Chicken Tenders	6	\$22.44	\$0.00	100.00	
1341	Employee Salad	4	\$11.20	\$0.00	100.00	
1342	Employee Soup	17	\$31.79	\$0.00	100.00	
1343	Employee Candy/Chips	2	\$1.86	\$0.00	100.00	
		<b>Employee Meals Total:</b>	<b>185</b>	<b>\$569.08</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Food Total:</b>	<b>4,874</b>	<b>\$24,047.95</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Beverage</b>						
1535	Free Drink Coupon	24	\$0.00	\$0.00	0.00	
<b>Item Category: Beverage</b>						
1218	Coffee	732	\$1,325.35	\$0.00	100.00	
1243	Monster	9	\$24.36	\$0.00	100.00	
1244	Bottled Water	279	\$771.96	\$0.00	100.00	
1249	Iced Tea	366	\$651.55	\$0.00	100.00	
1253	Bottled Soda	530	\$1,440.29	\$0.00	100.00	
1254	Powerade	429	\$1,151.92	\$0.00	100.00	
1255	Fountain Drink	1,032	\$1,840.31	\$0.00	100.00	
1333	Open Beverage	59	\$431.32	\$0.00	100.00	

# Bellevue Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %	
		<b>Beverage Total:</b>	<b>3,436</b>	<b>\$7,637.06</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Beer</b>						
1245	Budweiser Bottle	576	\$1,510.88	\$0.00	100.00	
1246	Heineken Lite	120	\$415.87	\$0.00	100.00	
1247	Bud Lite Lime	24	\$66.92	\$0.00	100.00	
1248	Coors Lite Bottle	861	\$2,239.41	\$0.00	100.00	
1250	Corona	75	\$274.21	\$0.00	100.00	
1251	Stella Draft	711	\$2,552.95	\$0.00	100.00	
1256	Corona Lite	2	\$7.48	\$0.00	100.00	
1257	O'Douls	43	\$113.68	\$0.00	100.00	
1258	Yuengling	187	\$506.24	\$0.00	100.00	
1259	Amstel Light	38	\$135.46	\$0.00	100.00	
1260	Heineken	195	\$691.52	\$0.00	100.00	
1261	Miller Lite Bottle	1,581	\$4,118.18	\$0.00	100.00	
1262	Amberbock Draft	709	\$1,876.00	\$0.00	100.00	
1263	Shock Top Draft	314	\$834.68	\$0.00	100.00	
1317	Bud Light Bottle	676	\$1,795.36	\$0.00	100.00	
1318	Bud Light Can	545	\$1,510.60	\$0.00	100.00	
1319	Budweiser Can	207	\$565.01	\$0.00	100.00	
1320	Coors Light Can	520	\$1,395.24	\$0.00	100.00	
1321	Mich Ultra Can	645	\$1,717.24	\$0.00	100.00	
1322	Miller Lite Can	720	\$1,907.08	\$0.00	100.00	
1323	MGD 64	51	\$131.04	\$0.00	100.00	
1324	Smirnoff Ice	19	\$67.73	\$0.00	100.00	
1331	Pitcher - \$10.00	225	\$1,947.51	\$0.00	100.00	
1332	Pitcher - \$14.00	22	\$275.97	\$0.00	100.00	
1455	Michelob Light Draft	982	\$2,572.36	\$0.00	100.00	
		<b>Beer Total:</b>	<b>10,048</b>	<b>\$29,228.62</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Liquor</b>						
1239	Well - Liquor	1,110	\$4,854.65	\$0.00	100.00	
1240	Call - Liquor	1,409	\$8,067.68	\$0.00	100.00	
1241	Premium - Liquor	363	\$2,413.03	\$0.00	100.00	
1325	Double Up Charge	103	\$294.90	\$0.00	100.00	
		<b>Liquor Total:</b>	<b>2,985</b>	<b>\$15,630.26</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Wine</b>						
1242	House Wine	1,190	\$6,237.98	\$0.00	100.00	
1453	House Wine -Banquet	13	\$60.71	\$0.00	100.00	
		<b>Wine Total:</b>	<b>1,203</b>	<b>\$6,298.69</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Beverage Total:</b>	<b>17,696</b>	<b>\$58,794.63</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Banquets</b>						
1266	Banquet - Beer	1	\$859.58	\$0.00	100.00	
1267	Banquet - Beverage	12	\$90.70	\$0.00	100.00	
1491	Banquet - Food	979	\$14,410.79	\$0.00	100.00	
1559	Biscuits and Gravy	6	\$30.00	\$0.00	100.00	
<b>Item Category: Beverage</b>						
1406	Corkage Fee	3	\$36.00	\$0.00	100.00	
		<b>Beverage Total:</b>	<b>3</b>	<b>\$36.00</b>	<b>\$0.00</b>	<b>100.00</b>
		<b>Banquets Total:</b>	<b>1,001</b>	<b>\$15,427.07</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Sub-Department: Beverage Cart</b>						
<b>Item Category: Food</b>						
1281	Bev Cart - \$1.00 Snacks	899	\$831.12	\$0.00	100.00	
1282	Bev Cart - \$2.00 Snacks	16	\$29.73	\$0.00	100.00	
1326	Bev Cart - Protein Bars	17	\$47.60	\$0.00	100.00	
		<b>Food Total:</b>	<b>932</b>	<b>\$908.45</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Beverage</b>						
1272	Bev Cart - Can Soft Drinks	583	\$1,617.00	\$0.00	100.00	
1274	Bev Cart - Powerade	461	\$1,257.20	\$0.00	100.00	
1284	Bev Cart - Coffee	21	\$38.89	\$0.00	100.00	
1285	Bev Cart - Hot Chocolate	7	\$13.09	\$0.00	100.00	
1327	Bev Cart - Bottled Water	187	\$523.60	\$0.00	100.00	
		<b>Beverage Total:</b>	<b>1,259</b>	<b>\$3,449.78</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Beer</b>						
1275	Bev Cart - Domestic Beer	3,040	\$8,257.48	\$0.00	100.00	
1276	Bev Cart - Import Beer	316	\$1,164.45	\$0.00	100.00	
		<b>Beer Total:</b>	<b>3,356</b>	<b>\$9,421.93</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Item Category: Liquor</b>						
1277	Bev Cart - \$6.50 Liquor	579	\$3,384.60	\$0.00	100.00	

# Bellevue Biltmore Golf Club

## Sales Detail By Department

From: Wednesday, January 1, 2014

To: Monday, March 31, 2014

Item #	Description	Qty	Sales	Cost	Margin %
1278	Bev Cart - \$7.50 Liquor	73	\$499.83	\$0.00	100.00
	<b>Liquor Total:</b>	<b>652</b>	<b>\$3,884.43</b>	<b>\$0.00</b>	<b>100.00</b>
	<b>Beverage Cart Total:</b>	<b>6,199</b>	<b>\$17,664.59</b>	<b>\$0.00</b>	<b>100.00</b>
	<b>Food &amp; Beverage Total:</b>	<b>29,770</b>	<b>\$115,934.24</b>	<b>\$0.00</b>	<b>100.00</b>
<b>Department:</b> Accounting	Accounting	-1	(\$165.00)	\$0.00	0.00
1570		<b>Accounting Total:</b>	<b>-1</b>	<b>(\$165.00)</b>	<b>0.00</b>
	<b>Grand Total:</b>	<b>61,585</b>	<b>\$725,283.28</b>	<b>\$30,904.81</b>	<b>95.74</b>

**BBGC**

DATE	TEMP & CONDITIONS	COMP ROUNDS	PAID ROUNDS	MEMBER ROUNDS	TOTAL ROUNDS	CARTS ROUNDS	GREEN FEES	CART FEES	F&B	OTHER F&B	MERCH	OTHER PRO SHOP - RENTALS	ANNUAL DUES	RANGE REV	TOTAL REVENUE	AVERAGE PER PLAYER GF/CF
Saturday, March 01, 2014	mid 70s sunny	5	117	72	194	165	\$ 2,731.48	\$ 3,186.49	\$ 1,831.16	\$ -	\$ 255.20	\$ 320.00	\$ -	\$ 289.81	\$8,614	\$ 30.50
Sunday, March 02, 2014	mid 70s sunny	1	138	54	193	180	\$ 3,168.03	\$ 3,379.27	\$ 2,012.48	\$ -	\$ 294.95	\$ 20.00	\$ -	\$ 322.49	9,197	\$ 33.92
Monday, March 03, 2014	high 70s sunny	2	124	105	231	183	\$ 2,642.70	\$ 3,475.20	\$ 1,202.83	\$ -	\$1,173.73	\$ 140.00	\$ -	\$ 233.69	8,868	\$ 26.48
Tuesday, March 04, 2014	mid 70s sunny		149	57	206	175	\$ 3,036.68	\$ 3,332.49	\$ 1,478.51	\$ -	\$ 376.19	\$ 200.00	\$ -	\$ 285.08	8,709	\$ 30.92
Wednesday, March 05, 2014	mid 70s partly sunny	1	118	84	203	165	\$ 2,591.91	\$ 3,140.05	\$ 1,682.31	\$ -	\$ 278.06	\$ -	\$ -	\$ 172.93	7,865	\$ 28.24
Thursday, March 06, 2014	Rain Thunder				0		\$ -	\$ -	\$ 101.40	\$ -	\$ 133.74	\$ -	\$ -	\$ -	235	-
Friday, March 07, 2014	mostly sunny low 60	2	99	76	177	133	\$ 2,442.60	\$ 2,525.81	\$ 2,014.59	\$ -	\$ 321.62	\$ 400.00	\$ -	\$ 9.35	7,714	\$ 28.07
Saturday, March 08, 2014	Partly Sunny low 70	4	117	89	210	176	\$ 2,645.81	\$ 3,362.05	\$ 2,448.75	\$ -	\$ 622.76	\$ 160.00	\$ -	\$ 285.08	9,524	\$ 28.61
Sunday, March 09, 2014	Mostly Sunny lmid 7	3	164	48	215	197	\$ 4,151.18	\$ 3,697.89	\$ 1,384.15	\$ -	\$ 595.80	\$ 800.00	\$ -	\$ 313.18	10,942	\$ 36.51
Monday, March 10, 2014	Partly Sunny mid 70	3	117	104	224	171	\$ 2,199.93	\$ 3,149.54	\$ 1,307.12	\$ -	\$ 229.85	\$ 30.00	\$ -	\$ 317.80	7,234	\$ 23.88
Tuesday, March 11, 2014	partly cloudy mid 70s		7	33	40	136	\$ 257.22	\$ 1,476.91	\$ 2,663.12	\$ -	\$ 218.40	\$ 20.00	\$ -	\$ 271.11	4,907	\$ 43.35
Wednesday, March 12, 2014	AM rain pm Partly sunny		89	50	139	114	\$ 1,603.93	\$ 2,152.33	\$ 1,990.64	\$ -	\$ 921.95	\$ 40.00	\$ -	\$ 191.62	6,900	\$ 27.02
Thursday, March 13, 2014	partly sunny low 60s	3	106	63	172	150	\$ 1,960.94	\$ 2,606.24	\$ 1,422.98	\$ -	\$3,278.76	\$ 60.00	\$ -	\$ 163.60	9,493	\$ 26.55
Friday, March 14, 2014	low 70s sunny		156	88	244	232	\$ 2,465.61	\$ 4,061.77	\$ 2,174.50	\$ -	\$1,249.34	\$ -	\$ -	\$ 266.44	10,218	\$ 26.75
Saturday, March 15, 2014	mid 70s sunny		47	16	63	56	\$ 645.26	\$ 727.56	\$ 3,522.04	\$ -	\$1,415.88	\$ 40.00	\$ -	\$ 285.12	6,636	\$ 21.79
Sunday, March 16, 2014	mid 70s Windy		156	40	196	122	\$ 1,920.65	\$ 2,377.92	\$ 1,203.24	\$ -	\$ 543.60	\$ 40.00	\$ -	\$ 640.09	6,726	\$ 21.93
Monday, March 17, 2014	Rain Thunder All Day		8	12	20	13	\$ 194.17	\$ 174.79	\$ 76.17	\$ -	\$ 664.50	\$ -	\$ -	\$ -	1,110	\$ 18.45
Tuesday, March 18, 2014	Mostly sunny mid 60s		102	77	179	129	\$ 1,963.50	\$ 2,465.80	\$ 929.52	\$ -	\$ -	\$ 121.90	\$ -	\$ -	5,481	\$ 24.74
Wednesday, March 19, 2014	mostly sunny mid 70		124	111	235	179	\$ 2,397.04	\$ 3,312.73	\$ 1,640.67	\$ -	\$ 295.60	\$ -	\$ -	\$ 411.31	8,057	\$ 24.30
Thursday, March 20, 2014	mostly sunny high 7	8	137	60	205	164	\$ 2,459.91	\$ 2,856.71	\$ 1,315.84	\$ -	\$ 596.24	\$ 680.00	\$ -	\$ 289.81	8,199	\$ 25.93
Friday, March 21, 2014	mostly sunny high 7	3	65	96	164	130	\$ 1,596.44	\$ 2,314.78	\$ 1,581.64	\$ -	\$ 337.05	\$ 360.00	\$ -	\$ 313.17	6,503	\$ 23.85
Saturday, March 22, 2014	mostly sunny high 7	9	119	65	193	151	\$ 2,173.70	\$ 2,835.35	\$ 1,736.94	\$ -	\$1,810.69	\$ 160.00	\$ -	\$ 336.50	9,053	\$ 25.95
Sunday, March 23, 2014	partly sunny high 70s		126	57	183	165	\$ 2,604.19	\$ 3,034.37	\$ 1,149.64	\$ -	\$ 349.80	\$ 120.00	\$ -	\$ 411.29	7,669	\$ 30.81
Monday, March 24, 2014	Rain PM Mid 60s	3	71	25	99	84	\$ 1,736.93	\$ 1,595.93	\$ 753.23	\$ -	\$ 321.29	\$ 210.00	\$ -	\$ -	4,617	\$ 33.67
Tuesday, March 25, 2014	Rain AM high 60s		57	59	116	96	\$ 1,365.44	\$ 1,739.62	\$ 412.82	\$ -	\$ 135.85	\$ 20.00	\$ -	\$ 116.86	3,791	\$ 26.77
Wednesday, March 26, 2014	mostly sunny low 60	4	117	68	189	155	\$ 2,585.44	\$ 3,016.79	\$ 946.11	\$ -	\$ 332.65	\$ 60.00	\$ -	\$ 144.90	7,086	\$ 29.64
Thursday, March 27, 2014	mostly cloudy wind	5	169	61	235	201	\$ 3,122.95	\$ 3,520.47	\$ 2,117.89	\$ -	\$ 458.30	\$ 170.00	\$ -	\$ 224.36	9,614	\$ 28.27
Friday, March 28, 2014	Mostly Cloudy Mid 7	1	72	84	157	116	\$ 1,402.98	\$ 2,137.96	\$ 788.92	\$ -	\$ 763.86	\$ 360.00	\$ -	\$ 285.12	5,739	\$ 22.55
Saturday, March 29, 2014	rain pm mid 60s		39	13	52	71	\$ 3,149.34	\$ 1,373.35	\$ 847.79	\$ -	\$ 759.36	\$ -	\$ -	\$ -	6,130	\$ 86.97
Sunday, March 30, 2014	Mostly sunny cooler	-	108	28	136	109	\$ 1,797.24	\$ 1,971.07	\$ 1,144.28	\$ -	\$ 107.90	\$ 160.00	\$ -	\$ 4.67	5,185	\$ 27.71
Monday, March 31, 2014	partly sunny mid 70s	-	107	92	199	158	\$ 2,441.04	\$ 2,937.50	\$ 2,415.56	\$ -	\$4,170.31	\$ 420.00	\$ 43,030.00	\$ 280.46	55,695	\$ 27.03
M-T-D		57	3,125	1,887	5,069	4,276	\$ 65,454	\$ 77,939	\$ 46,297	\$ -	\$ 23,013	\$ 5,112	\$ 43,030	\$ 6,866	\$267,711	\$ 28.29
2013			3,379	1,813	5,192	4,749	\$ 68,115	\$ 105,988	\$ 52,554	\$ -	\$ 14,020	\$ 5,856	\$ 31,550	\$ 8,950	\$287,034	

MONTH	TOTAL ROUNDS	TOTAL CARTS	GREEN FEE REVENUE	CART FEES	F&B REVENUE	OTHER F&B REVENUE	MERCH	OTHER PRO SHOP REVENUE	TOTAL REVENUE	AVERAGE PER PLAYER
January	3,560	\$ 2,892	\$ 45,910	\$ 53,193	\$ 27,043	\$ 894	\$ 7,028	\$ 1,755	\$ 208,301	\$27.84
February	5,148	4,410	66,624	80,537	41,931	-	10,721	2,631	266,894	28.59
March	5,069	4,276	65,454	77,939	46,297	-	23,013	5,112	267,711	28.29
April	4,277	3,838	53,961	70,892	36,776	-	15,453	2,588	185,577	29.19
May	0	-	-	-	-	-	-	-	-	0.00
June	0	-	-	-	-	-	-	-	-	0.00
July	0	-	-	-	-	-	-	-	-	0.00
August	0	-	-	-	-	-	-	-	-	0.00
September	0	-	-	-	-	-	-	-	-	0.00
October	0	-	-	-	-	-	-	-	-	0.00
November	0	-	-	-	-	-	-	-	-	0.00
December	0	-	-	-	-	-	-	-	-	0.00
TOTAL	18,055	\$ 15,416	\$ 231,949	\$ 282,562	\$ 152,047	\$ 894	\$ 56,216	\$ 12,086	\$ 928,482	\$ 51

	# of Days	31	Days in Month	31	
	Budget	Forecast	MTD Actual	Month Trend	Budget avg per day
Green Fees	\$ 70,150	\$ 65,454.24	\$ 65,454	77,939	\$2,263
Cart Fees	\$ 109,000	\$ 77,938.74	77,939	77,939	\$3,516
Merchandise	\$ 16,600	\$ 23,013.23	23,013	23,013	\$535
Other Pro Shop	\$ 5,900	\$ 5,111.90	5,112	5,112	\$190
F&B	\$ 52,450	\$ 46,296.84	46,297	46,297	\$1,692
Other F&B	\$ -	\$ -	-	-	\$0
Annual Dues	\$ 35,400	\$ 43,030.00	43,030	43,030	\$1,142
Range Rev	\$ 9,000	\$ 6,865.84	6,866	6,866	\$290
Totals	\$ 298,500	\$ 267,711	5,069	6,866	\$9,629
Ttl Rounds	-	-	-	-	0





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Belleview Biltmore Golf Club  
1<sup>st</sup> Qtr Marketing Report for Green Golf Partners  
Submitted by Gerri Fortino  
March 31, 2014

#### Accomplishments to Date

##### Redecorating

- Selected and met with three decorators, requesting estimates for GGP review
- Scheduled presentations with GM and GGP management

##### Contacts

- Made contact with Phillies management – working towards getting them to schedule a tournament with BBGC (currently using Clearwater CC)
- Made contact with Morton Plant Hospital Medical Affairs Dept – working towards potential doctor “packages”
- Made contact with Meeting Planners Int’l (MPI)
- Made contact and arranged for BBGC site inspection/mtg...with Women in Tourism, CLW Beaches Chamber President and Delectables Catering
- Met with CLW Chamber of Commerce – scheduled a Trustees Cocktail for Summer; scheduled ribbon cutting; working towards networking events
- Attended Tourism Partners meeting
- Made contact for a Brewer’s tasting
- Met with BBGC women’s golf group as intro and suggestions for future member events
- Met with brides that have May bookings
- Attended Belleair Bluffs Business Association as guest
- Met with major CLW beach hotels
  - Marriott Sand Key – Arranged for Marriott GM to visit BBGC and working on partnership; was invited and attended lunch with their certified wedding planner
  - Sand Key Sheraton – Sales VP has invited us to make a presentation to his sales staff after Easter
  - Pier House 60 – GM and Sales Mgr to visit BBGC after Easter; interested in partnership
  - Holiday Inn CLW Beach – Good visit...in progress
  - Chart House – GM to visit after Easter (rescheduled)
  - Sand Pearl – in progress
  - Hyatt CLW Beach – Sales VP to schedule a “field trip” to BBGC
- Met with smaller CLW Beach hotels and left rate sheets
  - Wyndham Gardens
  - Gulfview Hotel
  - Quality Beach Resort



#### May 3<sup>rd</sup> Celebration

- Originated and organized "Taste of the Bluffs" to be held at BBGC
- Organized with charities to receive all proceeds
- Nine vendors participating so far
- Recommended and contacted printer – developed promotional pieces and banners
- Print advertising for the event; email invitations; organize employee help list

#### Recommendations/To Do

- Work through a long list of networking groups for potential events at BBGC
- Establish a PowerPoint presentation for hotels
- Pursue additional corporate memberships
- Establish rapport with Marriott at Roosevelt and Hilton Grand at Carillion
- Establish rapport with Hampton Inn and Holiday Inn (at Missouri and East Bay)
- Pursue Morton Plant doctor recruitment packages for future memberships and team building golf outings
- Join Belleair Bluffs Business Association (Business after hours networking)
- Join Clearwater Beaches Chamber of Commerce
- Pursue realtor groups for their off-premise meetings (breakfast/lunch)
- Pursue Marketing Directors of law firms for team building golf outings
- Establish an up-to-date membership directory
- Establish and implement a Membership Drive
- Establish a September-to-May social event calendar(working with our women golfers)
- Encourage members to book private parties with BBGC to increase revenues
- Do a membership contest to name our small and large dining rooms
- Create and deliver goodie bags for sales calls
- Pursue and organize out-of-town golf trips for members (combine with other GGP locations?)
- Pursue and oversee that we have links on hotel websites and with the CVB
- Follow up with the Phillies
- Do a veterans day promotion on Memorial Day, July 4<sup>th</sup>, and Veterans Day
- Work with printer to get a map on the back of our rate sheets
- Advertise in Sunseeker4t magazine (Clearwater based Allegiant Airlines on-board destination magazine)
- Purchase popcorn maker
- Pursue "Achievers" group (from CLW Regional Chamber) for networking