

Bob O'Link Golf Club
Golf Operations
September 30, 2025

Actual Mth This Year	Actual Mth Budget	Variance to Budget	Actual Mth Last Year		Actual YTD This Year	Actual YTD Budget	Variance to Budget	Actual YTD Last Year
Golf Operations Income								
98,416	100,000	(1,584)	108,610	Merchandise Sales	1,049,168	924,000	125,168	924,795
100,173	75,000	25,173	141,249	Cost of Merchandise	843,642	693,000	150,642	776,706
(65)	-	(65)	(167)	Purchase Discounts	(3,530)	-	(3,530)	(4,216)
100,108	75,000	25,108	141,082	Total Cost of Merchandise Sales	840,112	693,000	147,112	772,490
(1,692)	25,000	(26,692)	(32,473)	Gross Margin on Merchandise	209,056	231,000	(21,944)	152,305
Golf Events								
-	-	-	-	Golf Event Income	458,990	455,880	3,110	419,890
41,033	-	41,033	22,920	Golf Event Expense	411,052	436,000	(24,948)	433,904
(41,033)	-	(41,033)	(22,920)	Gross Margin on Golf Events	47,938	19,880	28,058	(14,014)
75,315	105,000	(29,685)	85,920	Guest Fees	696,135	650,000	46,135	614,730
48,850	75,000	(26,150)	68,975	Cart Fees	580,875	573,000	7,875	545,050
81,440	205,000	(123,560)	99,502	Total Golf Operations Income	1,534,004	1,473,880	60,124	1,298,071
Payroll & Related Expenses								
46,846	43,588	3,258	42,557	Golf Shop	595,972	606,833	(10,861)	595,578
10,450	12,904	(2,455)	13,892	Golf Carts	94,633	97,695	(3,062)	88,499
3,453	5,069	(1,616)	3,911	Driving Range	34,272	38,344	(4,071)	36,445
10,034	10,286	(252)	9,851	Caddy	133,151	136,499	(3,348)	128,220
70,782	71,847	(1,065)	70,210	Total Payroll & Related Expenses	858,029	879,370	(21,342)	848,744
Operating Expenses								
73,365	64,711	8,654	61,136	Golf Shop	228,182	233,940	(5,758)	229,906
972	3,092	(2,120)	5,748	Golf Carts	12,481	20,552	(8,071)	9,010
(1,213)	217	(1,430)	631	Driving Range	49,452	51,302	(1,850)	31,280
3,464	4,710	(1,246)	3,711	Caddy	33,134	32,210	924	27,108
76,588	72,730	3,858	71,226	Total Operating Expenses	323,248	338,004	(14,756)	297,303
147,370	144,577	2,793	141,436	Total Golf Operations Expense	1,181,277	1,217,374	(36,098)	1,146,046
(65,930)	60,423	(126,353)	(41,934)	Total Golf Operations Profit / (Loss)	352,727	256,506	96,222	152,024

Golf Operations Expense Detail								
Golf Shop Expenses								
Payroll & Related Expenses								
37,290	37,200	90	36,633	Salaried Wages	419,302	428,598	(9,296)	418,092
-	-	-	-	Gary Groh Wages	3,000	3,000	-	3,000
2,306	-	2,306	(145)	Hourly Wages	14,593	17,800	(3,207)	21,182
71	-	71	-	Overtime Wages	2,913	4,000	(1,087)	4,666
-	-	-	-	Payroll Bonus	65,000	65,000	-	65,000
2,329	2,200	129	2,158	Payroll Taxes	40,461	40,845	(384)	40,872
4,443	3,938	505	3,516	Group Insurance	46,575	44,590	1,985	39,813
407	250	157	395	401K Matching	4,129	3,000	1,129	2,953
46,846	43,588	3,258	42,557	Total Payroll & Related Expenses	595,972	606,833	(10,861)	595,578
Operating Expenses								
68,703	55,000	13,703	43,152	Sales Commissions	101,703	88,000	13,703	75,152
800	800	-	800	Vehicle Allowance	9,600	9,600	-	9,600
-	-	-	-	Travel & Transportation	-	-	-	-
420	420	-	420	Employee Board	5,176	5,040	136	5,040
2,251	4,250	(1,999)	11,050	Education & Trade Shows	50,475	51,000	(525)	60,067
-	-	-	50	Dues & Subscriptions	3,567	4,400	(833)	50
-	-	-	-	#N/A	-	-	-	-
-	1,000	(1,000)	4,790	Staff Caddy Fees	6,250	6,000	250	4,790
165	175	(10)	-	Waste Disposal Services	988	2,100	(1,112)	1,598
-	-	-	-	Printing	245	-	245	515
(1,849)	666	(2,515)	984	Postage and Shipping	2,487	8,000	(5,513)	11,474
650	700	(50)	700	IT Support & Enhancements	7,064	8,400	(1,336)	8,400
-	-	-	-	Supplies - On Course Amenities	-	-	-	-
-	-	-	-	Inventory Write Offs & Donations	7,926	-	7,926	-
-	-	-	-	Supplies - Cards, Pencils, Markers	13,255	16,000	(2,745)	16,485
101	-	101	(336)	Supplies - Club Repair	3,896	1,500	2,396	261
2,124	1,200	924	(926)	Supplies - Demo & Fitting Equipment	869	14,400	(13,531)	22,532
-	-	-	-	Supplies - Office	-	-	-	-
-	-	-	-	Supplies - General	2,812	3,000	(188)	2,645
-	-	-	-	Supplies - Course Accessories	-	-	-	-
-	-	-	-	Supplies - Merchandising	5,791	3,000	2,791	122
-	-	-	-	Supplies - Shop	-	-	-	-
-	-	-	-	Supplies - Paper	1,169	1,500	(331)	908
-	-	-	-	Supplies - Teaching	-	-	-	-
-	-	-	-	R&M - General	-	1,000	(1,000)	-
-	-	-	-	R&M - Building	-	-	-	-
-	-	-	-	Uniforms	2,500	5,000	(2,500)	4,711
-	500	(500)	451	Miscellaneous	2,409	6,000	(3,591)	5,555
73,365	64,711	8,654	61,136	Total Operating Expenses	228,182	233,940	(5,758)	229,906
120,211	108,299	11,912	103,692	Total Golf Shop Expenses	824,154	840,773	(16,619)	825,484

Golf Cart Expenses								
Payroll & Related Expenses								
5,714	5,900	(186)	6,914	Salaried Wages	38,699	43,971	(5,272)	38,377
3,502	5,500	(1,998)	5,224	Hourly Wages	40,596	39,600	996	37,131
-	-	-	177	Overtime Wages	2,164	-	2,164	526
-	-	-	-	Payroll Bonus	2,500	2,500	-	2,500
1,294	1,504	(210)	1,625	Payroll Taxes	11,271	11,624	(352)	10,429
69	-	69	69	401K Matching	446	-	446	183
(130)	-	(130)	(117)	Group Insurance	(1,044)	-	(1,044)	(647)
10,450	12,904	(2,455)	13,892	Total Payroll & Related Expenses	94,633	97,695	(3,062)	88,499
Operating Expenses								
434	434	-	434	Employee Board	5,208	2,604	2,604	2,604
950	2,658	(1,708)	5,314	Special Services & Rental	3,607	15,948	(12,341)	5,314
-	-	-	-	Supplies - General	595	-	595	850
-	-	-	-	Supplies - Tools	-	-	-	-
-	-	-	-	Supplies - Cleaning	-	-	-	-
-	-	-	-	Uniforms	-	-	-	-
-	-	-	-	Miscellaneous	-	-	-	-
-	-	-	-	R&M - General	-	-	-	-
(412)	-	(412)	-	R&M - Equipment	3,071	2,000	1,071	241
-	-	-	-	R&M - Building	-	-	-	-
972	3,092	(2,120)	5,748	Total Operating Expenses	12,481	20,552	(8,071)	9,010
11,422	15,996	(4,575)	19,640	Total Golf Cart Related Expenses	107,114	118,247	(11,133)	97,509

Driving Range Expenses								
Payroll & Related Expenses								
2,791	4,000	(1,209)	2,677	Hourly Wages	22,388	25,900	(3,512)	22,919
363	600	(237)	872	Overtime Wages	3,176	3,389	(213)	4,662
-	-	-	-	Payroll Bonus	5,000	5,000	-	5,000
299	469	(170)	362	Payroll Taxes	3,708	4,055	(347)	3,864
-	-	-	-	401K Matching	-	-	-	-
-	-	-	-	Group Insurance	-	-	-	-
3,453	5,069	(1,616)	3,911	Total Payroll & Related Expenses	34,272	38,344	(4,071)	36,445
Operating Expenses								
217	217	-	217	Employee Board	2,604	1,302	1,302	1,302
-	-	-	-	Miscellaneous	-	-	-	-
-	-	-	-	Gratis Snacks & Drink	287	-	287	296
(1,430)	-	(1,430)	414	Supplies - General	26,637	35,000	(8,363)	29,682
-	-	-	-	Supplies - Cleaning	-	-	-	-
-	-	-	-	R&M - Equipment	7,985	15,000	(7,015)	-
-	-	-	-	R&M - General	11,939	-	11,939	-
-	-	-	-	Miscellaneous	-	-	-	-
(1,213)	217	(1,430)	631	Total Operating Expenses	49,452	51,302	(1,850)	31,280
2,240	5,286	(3,046)	4,542	Total Driving Range Expenses	83,724	89,646	(5,922)	67,725

Caddy Expenses								
Payroll & Related Expenses								
8,333	8,583	(250)	8,333	Salaried Wages	100,000	102,246	(2,246)	96,964
-	-	-	-	Hourly Wages	-	-	-	-
-	-	-	-	Overtime Wages	-	-	-	-
-	-	-	-	Payroll Bonus	12,500	12,500	-	12,500
704	726	(22)	705	Payroll Taxes	9,908	10,294	(386)	9,504
903	805	98	719	Group Insurance	9,581	9,164	417	8,182
93	172	(78)	93	401K Matching	1,163	2,295	(1,132)	1,070
10,034	10,286	(252)	9,851	Total Payroll & Related Expenses	133,151	136,499	(3,348)	128,220
Operating Expenses								
210	210	-	210	Employee Board	2,520	3,310	(790)	3,336
-	-	-	-	Waste Disposal Services	-	-	-	-
3,254	4,500	(1,246)	3,501	Gratis Snacks & Drink	26,503	25,300	1,203	20,156
-	-	-	-	Supplies - General	-	-	-	-
-	-	-	-	Supplies - Course Accessories	-	-	-	-
-	-	-	-	Supplies - On Course Amenities	-	-	-	-
-	-	-	-	R&M - General	-	-	-	-
-	-	-	-	R&M - Building	-	-	-	-
-	-	-	-	R&M - Equipment	1,683	-	1,683	-
-	-	-	-	Uniforms	2,428	3,600	(1,172)	3,615
-	-	-	-	Miscellaneous	-	-	-	-
3,464	4,710	(1,246)	3,711	Total Operating Expenses	33,134	32,210	924	27,108
13,498	14,996	(1,498)	13,562	Total Caddy Expenses	166,285	168,709	(2,424)	155,328