

**GREEN MOUNTAIN NATIONAL GOLF COURSE  
COMPARATIVE REPORT June 2024**

Account	Budget	Actual	Budget	Actual
REVENUES	FY - 2023	FY-2023 Pd:12	FY - 2024	FY-2024 Pd:12
<b>GREENS FEES</b>				
18 Hole Greens Fees	593,000.00	637,028.50	627,300.00	527,094.85
Special Greens Fees	-	(786.50)	-	150,001.88
9 Hole Green Fees	65,400.00	30,286.72	69,700.00	20,162.40
	<b>658,400.00</b>	<b>666,528.72</b>	<b>697,000.00</b>	<b>697,259.13</b>
<b>CART FEES</b>				
18 Hole Cart Fees	145,000.00	127,422.31	168,723.00	63,192.78
9 Hole Cart Fees	36,000.00	84,696.69	39,577.00	152,805.17
	<b>181,000.00</b>	<b>212,119.00</b>	<b>208,300.00</b>	<b>215,997.95</b>
<b>MEMBERSHIPS</b>				
Season Passes	103,000.00	109,822.34	107,500.00	119,533.39
	<b>103,000.00</b>	<b>109,822.34</b>	<b>107,500.00</b>	<b>119,533.39</b>
<b>LESSONS/CLINIC</b>				
Lessons	20,250.00	22,121.00	20,250.00	14,658.00
	<b>20,250.00</b>	<b>22,121.00</b>	<b>20,250.00</b>	<b>14,658.00</b>
<b>RANGE</b>				
Range Small	8,000.00	6,775.40	8,770.00	6,362.82
Range Large	18,400.00	20,732.10	20,180.00	26,762.90
	<b>26,400.00</b>	<b>27,507.50</b>	<b>28,950.00</b>	<b>33,125.72</b>
<b>PRO SHOP MISC REVENUE</b>				
Misc Revenue Pro Shop	-	22.84	-	1,125.58
	-	<b>22.84</b>	-	<b>1,125.58</b>
<b>RENTALS</b>				
Rental/Misc/Gift Certs	6,700.00	5,320.00	9,500.00	5,556.00
	<b>6,700.00</b>	<b>5,320.00</b>	<b>9,500.00</b>	<b>5,556.00</b>
<b>MERCHANDISE</b>				
Shoes	5,000.00	4,975.00	4,770.00	4,089.15
Men's Wear	21,500.00	16,084.42	20,670.00	20,373.05
Ladies Wear	13,000.00	6,667.08	12,720.00	6,821.50
Pro Balls	25,400.00	27,556.64	24,645.00	27,066.47
Gloves	5,000.00	5,305.48	4,770.00	4,483.72
Golf Clubs	2,500.00	1,719.20	2,385.00	1,358.00
Misc. Merchandise	3,000.00	7,561.09	3,180.00	6,445.08
Headwear	6,500.00	5,364.00	6,360.00	5,518.15
	<b>81,900.00</b>	<b>75,232.91</b>	<b>79,500.00</b>	<b>76,155.12</b>
<b>TOTAL PRO SHOP</b>	<b>1,077,650.00</b>	<b>1,118,674.31</b>	<b>1,151,000.00</b>	<b>1,163,410.89</b>



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<b>Account</b>	<b>Budget</b>	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>
<b>EXPENSES</b>	<b>FY - 2023</b>	<b>FY-2023 Pd:12</b>	<b>FY - 2024</b>	<b>FY-2024 Pd:12</b>
<b>MAINTENANCE</b>				
Wages - Grounds	239,528.13	191,190.91	260,636.00	204,304.47
Uniforms	2,200.00	1,249.24	2,200.00	1,099.86
Supplies	1,300.00	2,324.96	1,300.00	1,834.70
Building Maintenance	3,000.00	2,035.95	3,000.00	3,568.06
Grounds Maintenance	22,600.00	12,981.71	12,000.00	12,580.46
Equip Rep&Maint.	32,200.00	20,828.51	32,200.00	13,439.22
Irrigation Rep&Maint	10,000.00	29,053.97	20,000.00	35,117.88
Golf Cart Rep&Maint.	-	1,833.85	7,500.00	21,031.28
Drainage	-	13,491.78	-	-
Sand, Fill, Soil	15,000.00	4,883.97	7,000.00	7,862.24
Travel/Training/Dues	-	1,152.79	-	165.87
Soil Testing	-	87.70	-	-
Grass Seed, Sod, Flowers	2,500.00	2,808.13	5,400.00	5,762.69
Pesticides	56,865.07	80,690.73	73,000.00	73,829.53
Fertilizer	6,641.04	14,738.37	15,000.00	15,564.43
Electricity	16,800.00	14,303.97	17,400.00	12,446.91
Propane	4,800.00	5,568.12	7,200.00	5,134.08
Internet & TV	1,200.00	446.88	1,080.00	
Electricity - Irrigation	7,800.00	9,100.43	8,100.00	6,949.34
Gas, Oil, Grease	14,400.00	20,838.42	19,000.00	19,605.88
Tools & Equipment	6,500.00	10,987.12	9,000.00	8,220.14
<b>TOTAL MAINTENANCE</b>	<b>443,334.24</b>	<b>440,597.51</b>	<b>501,016.00</b>	<b>448,517.04</b>
<b>PRO SHOP</b>				
Other Personnel	73,490.96	58,375.26	82,563.00	54,693.50
Golf Course Management	125,462.00	130,329.08	128,824.00	134,258.18
Uniforms	2,000.00	-	2,000.00	-
Contracted Financial Serv	-	-	36,000.00	36,000.00
Legal	500.00	-	500.00	570.00
Supplies & Bldg. Maint.	4,250.00	10,068.92	7,350.00	12,413.29
Supplies	6,000.00	1,410.20	2,450.00	1,940.93
Equip & Repair - Comps, Ph	2,400.00	1,289.54	2,400.00	157.47
Sales Tax to State of VT	-	107.14	-	341.24
Property Taxes - Mendon	4,200.00	4,206.94	4,400.00	4,803.51
Marketing & Promotion	4,000.00	3,704.24	2,850.00	7,823.12
Advertising	28,470.00	18,071.00	28,020.00	3,815.00
Website	5,100.00	5,550.00	5,700.00	5,225.00
Travel, Training & Dues	6,000.00	1,705.96	4,000.00	3,597.82
Ofc Supplies/Postage	2,000.00	848.74	2,000.00	645.54
Range & Course Supplies	10,050.00	18,588.21	13,300.00	15,409.85
Rental Clubs	-	2,700.00	-	-

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<b>EXPENSES</b>	<b>FY - 2023</b>	<b>FY-2023 Pd:12</b>	<b>FY - 2024</b>	<b>FY-2024 Pd:12</b>
Telephone	-	4,218.99	4,320.00	4,217.85
Propane	6,000.00	6,708.67	7,200.00	6,784.51
Solid Waste	6,600.00	8,519.79	6,600.00	8,138.55
Internet & TV	7,800.00	5,729.82	2,400.00	3,693.31
Merchandise				
Cost of Goods/Pro Shop	-	-	-	-
Shoes	3,500.00	3,366.06	3,339.00	2,907.22
Men's Wear	15,050.00	8,367.60	14,469.00	15,454.38
Ladies Wear	9,100.00	4,285.79	8,904.00	4,881.00
Pro Balls	17,780.00	19,088.37	17,250.00	19,774.64
Gloves	3,500.00	2,889.57	3,339.00	2,557.35
Clubs	1,750.00	988.30	1,671.00	976.35
Misc. Merchandise	2,100.00	4,323.02	2,226.00	3,860.48
Headwear	4,550.00	2,898.14	4,452.00	2,513.00
	<b>351,652.96</b>	<b>328,339.35</b>	<b>398,527.00</b>	<b>357,453.09</b>
<b>OTHER EXPENSES</b>				
Credit Card Fees	19,925.00	22,867.42	22,550.00	25,998.74
Bank Charges	396.00	267.17	-	-
	<b>20,321.00</b>	<b>23,134.59</b>	<b>22,550.00</b>	<b>25,998.74</b>
<b>TOTAL PRO SHOP</b>	<b>371,973.96</b>	<b>351,473.94</b>	<b>421,077.00</b>	<b>383,451.83</b>
<b>RESTAURANT</b>				
Other Personnel	63,685.73	73,926.31	72,809.00	64,578.70
Uniforms	1,200.00	-	1,200.00	-
Laundry	2,650.00	3,330.64	2,650.00	2,756.53
Cleaning Bldg	840.00	880.00	1,200.00	564.00
Equip Repair & Maint.	2,900.00	3,884.48	4,900.00	4,804.57
Operating Supplies	2,200.00	909.27	2,200.00	1,270.94
SGSC Lisence-Fees	1,700.00	1,945.00	1,700.00	1,345.00
Contr. Financial Services	-	991.00	-	1,112.00
Liquor	6,860.00	8,899.75	7,798.00	10,973.24
Food	19,620.00	38,187.24	25,704.00	42,943.35
Beer	28,560.00	21,764.55	29,106.00	26,777.05
Wine	140.00	1,319.17	239.00	421.61
Vending	3,920.00	12,089.67	4,997.00	12,480.11
	<b>134,275.73</b>	<b>168,127.08</b>	<b>154,503.00</b>	<b>170,027.10</b>
<b>OTHER EXPENSES</b>				
SGSC Credit Card Fees	3,825.00	6,402.15	5,860.00	6,919.03
Bank Charges	384.00	-	-	-
	<b>4,209.00</b>	<b>6,402.15</b>	<b>5,860.00</b>	<b>6,919.03</b>
<b>TOTAL RESTAURANT</b>	<b>138,484.73</b>	<b>174,529.23</b>	<b>160,363.00</b>	<b>176,946.13</b>

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<b>EXPENSES</b>	<b>FY - 2023</b>	<b>FY-2023 Pd:12</b>	<b>FY - 2024</b>	<b>FY-2024 Pd:12</b>
<b>EMPLOYEE BENEFITS</b>				
Health Insurance	4,358.11	9,319.19	9,946.00	7,924.70
Brown Golf-Payroll Taxes	41,814.23	36,120.09	46,177.00	35,984.50
Worker's Compensation	7,609.44	10,334.83	8,403.00	7,965.09
	<b>53,781.78</b>	<b>55,774.11</b>	<b>64,526.00</b>	<b>51,874.29</b>
<b>CAPITAL EXPENSES</b>				
Golf Cart Lease	73,975.62	71,125.27	61,645.00	61,646.35
Equipment	-	-	-	14,181.76
Copier Lease	-	2,648.42	2,712.00	3,162.96
Capital XFER Fund 203	25,513.00	26,846.00	55,016.00	-
	<b>99,488.62</b>	<b>100,619.69</b>	<b>119,373.00</b>	<b>78,991.07</b>
<b>LONG TERM DEBT</b>				
\$5M Interest (Liability)	4,165.00	-	2,975.00	-
\$545K Interest (Liability)	2,451.75	497.00	821.00	168.00
\$1.183M Ref Interest	36,303.51	36,303.51	23,808.00	23,798.56
	<b>42,920.26</b>	<b>36,800.51</b>	<b>27,604.00</b>	<b>23,966.56</b>
<b>TOTAL EXPENSES</b>	<b>1,149,983.59</b>	<b>1,159,794.99</b>	<b>1,293,959.00</b>	<b>1,163,746.92</b>
<b>NET</b>	<b>125,666.41</b>	<b>182,425.58</b>	<b>81,441.00</b>	<b>218,305.44</b>