

**GREEN MOUNTAIN NATIONAL GOLF COURSE
COMPARATIVE REPORT JAN. 2024**

Account	Budget	Actual	Budget	Actual
REVENUES	FY - 2023	FY-2023 Pd:7	FY - 2024	FY-2024 Pd:7
GREENS FEES				
18 Hole Greens Fees	593,000.00	497,477.00	627,300.00	519,621.46
Special Greens Fees	-	(786.50)	-	176.00
9 Hole Green Fees	65,400.00	21,567.30	69,700.00	18,400.40
	658,400.00	518,257.80	697,000.00	538,197.86
CART FEES				
18 Hole Cart Fees	145,000.00	123,489.86	168,723.00	12,859.03
9 Hole Cart Fees	36,000.00	24,479.16	39,577.00	137,783.58
	181,000.00	147,969.02	208,300.00	150,642.61
MEMBERSHIPS				
Season Passes	103,000.00	4,062.75	107,500.00	6,914.00
	103,000.00	4,062.75	107,500.00	6,914.00
LESSONS/CLINIC				
Lessons	20,250.00	20,031.00	20,250.00	11,821.00
	20,250.00	20,031.00	20,250.00	11,821.00
RANGE				
Range Small	8,000.00	3,341.76	8,770.00	4,567.62
Range Large	18,400.00	12,353.30	20,180.00	13,923.60
	26,400.00	15,695.06	28,950.00	18,491.22
PRO SHOP MISC REVENUE				
Misc Revenue Pro Shop	-	21.10	-	(9.94)
	-	21.10	-	(9.94)
RENTALS				
Rental/Misc/Gift Certs	6,700.00	3,450.00	9,500.00	4,196.00
	6,700.00	3,450.00	9,500.00	4,196.00
MERCHANDISE				
Shoes	5,000.00	3,536.75	4,770.00	3,378.25
Men's Wear	21,500.00	8,000.62	20,670.00	11,750.75
Ladies Wear	13,000.00	3,782.47	12,720.00	4,083.20
Pro Balls	25,400.00	19,125.55	24,645.00	18,893.70
Gloves	5,000.00	3,477.54	4,770.00	2,867.81
Golf Clubs	2,500.00	1,719.20	2,385.00	548.00
Misc. Merchandise	3,000.00	4,568.99	3,180.00	4,122.49
Headwear	6,500.00	3,348.20	6,360.00	3,435.10
	81,900.00	47,559.32	79,500.00	49,079.30
TOTAL PRO SHOP	1,077,650.00	757,046.05	1,151,000.00	779,332.05

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REVENUES	FY - 2023	FY-2023 Pd:7	FY - 2024	FY-2024 Pd:7
RESTAURANT				
Misc Restaurant Revenue	-	19.12	-	(125.20)
	-	19.12	-	(125.20)
FOOD				
Restaurant Food	52,000.00	38,315.67	68,125.00	34,353.13
Beverage Cart Food	2,500.00	2,757.12	3,275.00	2,271.83
	54,500.00	41,072.79	71,400.00	36,624.96
NON-ALCOHOLIC BEV				
Restaurant NA Beverages	14,000.00	11,720.28	17,350.00	9,409.83
Beverage Cart NA Beverage	-	449.94	500.00	-
	14,000.00	12,170.22	17,850.00	9,409.83
BEER				
Restaurant Beer	72,000.00	23,145.70	67,625.00	25,449.41
Beverage Cart Beer	30,000.00	52,600.87	36,325.00	50,157.04
	102,000.00	75,746.57	103,950.00	75,606.45
WINE				
Restaurant Wine	500.00	906.29	800.00	436.97
Beverage Cart Wine	-	18.02	50.00	-
	500.00	924.31	850.00	436.97
LIQUOR				
Restaurant Liquor	19,000.00	13,321.48	20,850.00	13,345.88
Beverage Cart Liquor	5,500.00	7,988.45	7,000.00	12,360.06
	24,500.00	21,309.93	27,850.00	25,705.94
OTHER REVENUES				
Interest	-	821.63	-	5,252.21
Miscellaneous Income	2,500.00	386.96	2,500.00	28.00
	2,500.00	1,208.59	2,500.00	5,280.21
TOTAL RESTAURANT	198,000.00	152,451.53	224,400.00	152,939.16
TOTAL REVENUES	1,275,650.00	909,497.58	1,375,400.00	932,271.21

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Account	Budget	Actual	Budget	Actual
EXPENSES	FY - 2023	FY-2023 Pd:7	FY - 2024	FY-2024 Pd:7
MAINTENANCE				
Wages - Grounds	239,528.13	102,783.01	260,636.00	119,967.06
Uniforms	2,200.00	634.45	2,200.00	670.16
Supplies	1,300.00	784.20	1,300.00	735.92
Building Maintenance	3,000.00	1,752.92	3,000.00	3,397.93
Grounds Maintenance	22,600.00	8,803.12	12,000.00	9,499.11
Equip Rep&Maint.	32,200.00	8,854.21	32,200.00	10,471.65
Irrigation Rep&Maint	10,000.00	16,523.54	20,000.00	19,423.20
Golf Cart Rep&Maint.	-	1,540.98	7,500.00	10,991.52
Drainage	-	6,456.49	-	-
Sand, Fill, Soil	15,000.00	4,883.97	7,000.00	6,073.04
Travel/Training/Dues	-	233.34	-	165.87
Soil Testing	-	87.70	-	-
Grass Seed, Sod, Flowers	2,500.00	841.93	5,400.00	3,245.77
Pesticides	56,865.07	56,339.44	73,000.00	69,356.40
Fertilizer	6,641.04	14,738.37	15,000.00	15,564.43
Electricity	16,800.00	10,616.54	17,400.00	8,224.78
Propane	4,800.00	3,799.22	7,200.00	2,155.53
Internet & TV	1,200.00	446.88	1,080.00	-
Electricity - Irrigation	7,800.00	6,422.08	8,100.00	4,296.94
Gas, Oil, Grease	14,400.00	13,575.78	19,000.00	15,246.51
Tools & Equipment	6,500.00	8,949.63	9,000.00	2,643.90
TOTAL MAINTENANCE	443,334.24	269,067.80	501,016.00	302,129.72
PRO SHOP				
Other Personnel	73,490.96	37,436.84	82,563.00	41,582.53
Golf Course Management	125,462.00	90,226.66	128,824.00	92,582.95
Uniforms	2,000.00	-	2,000.00	-
Contracted Financial Serv	-	-	36,000.00	21,000.00
Legal	500.00	-	500.00	270.00
Supplies & Bldg. Maint.	4,250.00	3,263.05	7,350.00	2,351.70
Supplies	6,000.00	364.05	2,450.00	1,782.98
Equip & Repair - Comps, Ph	2,400.00	1,174.04	2,400.00	-
Sales Tax to State of VT	-	86.52	-	172.63
Property Taxes - Mendon	4,200.00	2,103.47	4,400.00	2,298.33
Marketing & Promotion	4,000.00	1,329.72	2,850.00	4,728.12
Advertising	28,470.00	11,910.00	28,020.00	3,295.00
Website	5,100.00	3,175.00	5,700.00	3,325.00
Travel, Training & Dues	6,000.00	1,005.96	4,000.00	2,307.82
Ofc Supplies/Postage	2,000.00	651.46	2,000.00	411.08
Range & Course Supplies	10,050.00	724.44	13,300.00	1,371.93
Rental Clubs	-	2,700.00	-	-

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EXPENSES	FY - 2023	FY-2023 Pd:7	FY - 2024	FY-2024 Pd:7
Telephone	-	2,461.26	4,320.00	2,132.70
Propane	6,000.00	5,019.53	7,200.00	4,863.63
Solid Waste	6,600.00	6,928.01	6,600.00	6,401.25
Internet & TV	7,800.00	4,321.11	2,400.00	1,712.06
Merchandise				
Cost of Goods/Pro Shop	-	-	-	-
Shoes	3,500.00	2,287.25	3,339.00	2,045.67
Men's Wear	15,050.00	4,128.41	14,469.00	5,619.61
Ladies Wear	9,100.00	2,495.87	8,904.00	1,868.79
Pro Balls	17,780.00	13,245.88	17,250.00	12,343.09
Gloves	3,500.00	1,907.31	3,339.00	1,224.62
Clubs	1,750.00	1,339.15	1,671.00	254.40
Misc. Merchandise	2,100.00	2,646.74	2,226.00	1,940.72
Headwear	4,550.00	1,853.54	4,452.00	1,487.60
	351,652.96	204,785.27	398,527.00	219,374.21
OTHER EXPENSES				
Credit Card Fees	19,925.00	18,547.11	22,550.00	21,388.20
Bank Charges	396.00	267.17	-	-
	20,321.00	18,814.28	22,550.00	21,388.20
TOTAL PRO SHOP	371,973.96	223,599.55	421,077.00	240,762.41
RESTAURANT				
Other Personnel	63,685.73	44,946.23	72,809.00	44,796.67
Uniforms	1,200.00	-	1,200.00	-
Laundry	2,650.00	2,142.09	2,650.00	2,162.26
Cleaning Bldg	840.00	480.00	1,200.00	483.00
Equip Repair & Maint.	2,900.00	2,351.00	4,900.00	2,608.64
Operating Supplies	2,200.00	86.62	2,200.00	-
SGSC Lisence-Fees	1,700.00	300.00	1,700.00	-
Contr. Financial Services	-	991.00	-	1,112.00
Liquor	6,860.00	5,127.20	7,798.00	6,972.04
Food	19,620.00	24,915.43	25,704.00	21,591.98
Beer	28,560.00	14,911.21	29,106.00	15,909.41
Wine	140.00	1,249.40	239.00	117.68
Vending	3,920.00	7,396.09	4,997.00	5,511.21
	134,275.73	104,896.27	154,503.00	101,264.89
OTHER EXPENSES				
SGSC Credit Card Fees	3,825.00	5,192.22	5,860.00	5,651.75
Bank Charges	384.00	-	-	-
	4,209.00	5,192.22	5,860.00	5,651.75
TOTAL RESTAURANT	138,484.73	110,088.49	160,363.00	106,916.64

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EXPENSES	FY - 2023	FY-2023 Pd:7	FY - 2024	FY-2024 Pd:7
EMPLOYEE BENEFITS				
Health Insurance	4,358.11	5,868.78	9,946.00	4,895.76
Brown Golf-Payroll Taxes	41,814.23	20,420.73	46,177.00	21,977.24
Worker's Compensation	7,609.44	7,606.30	8,403.00	6,996.67
	53,781.78	33,895.81	64,526.00	33,869.67
CAPITAL EXPENSES				
Golf Cart Lease	73,975.62	61,646.35	61,645.00	61,646.35
Equipment	-	-	-	1,742.72
Copier Lease	-	1,136.22	2,712.00	1,775.84
Capital XFER Fund 203	25,513.00	-	55,016.00	-
	99,488.62	62,782.57	119,373.00	65,164.91
LONG TERM DEBT				
\$5M Interest (Liability)	4,165.00	-	2,975.00	-
\$545K Interest (Liability)	2,451.75	329.00	821.00	168.00
\$1.183M Ref Interest	36,303.51	36,303.51	23,808.00	23,798.56
	42,920.26	36,632.51	27,604.00	23,966.56
TOTAL EXPENSES	1,149,983.59	736,066.73	1,293,959.00	772,809.91
NET	125,666.41	173,430.85	81,441.00	159,461.30