

# UNAUDITED

## City of Pembroke Pines, Florida Analysis of Revenues/Expenses of the Golf Course

|                                 | Fiscal              |                    |                    |                    |                    |                    |                    |                    |                    |                    |
|---------------------------------|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|                                 | <u>9/30/2017</u>    | <u>2016</u>        | <u>2015</u>        | <u>2014</u>        | <u>2013</u>        | <u>2012</u>        | <u>2011</u>        | <u>2010</u>        | <u>2009</u>        | <u>2008</u>        |
| <b>Revenues:</b>                |                     |                    |                    |                    |                    |                    |                    |                    |                    |                    |
| Driving Range Fees              | \$ 65,721           | \$ 61,496          | \$ 67,050          | \$ 62,610          | \$ 71,316          | \$ 69,934          | \$ 73,761          | \$ 70,960          | \$ 72,429          | \$ 55,399          |
| Golf Bag Storage                | 4,881               | 2,996              | 3,215              | 5,730              | 4,350              | 4,600              | 4,175              | 5,287              | 5,586              | 5,773              |
| Golf Cart Rental                | 1,402,733           | 1,350,127          | 1,455,312          | 1,361,982          | 1,373,493          | 1,267,690          | 1,270,278          | 1,167,531          | 1,170,557          | 1,102,681          |
| Golf Club Rental                | 7,874               | 9,567              | 6,545              | 7,720              | 6,855              | 6,240              | 6,356              | 3,990              | 4,790              | 4,999              |
| Golf Green Fees                 | 428,873             | 443,733            | 443,734            | 434,894            | 428,563            | 533,364            | 629,704            | 618,785            | 593,706            | 505,365            |
| Golf Handicaps Fees             | 2,013               | 1,700              | 700                | 800                | 650                | 350                | 550                | 250                | 350                | 250                |
| Golf Locker Rental              | 1,375               | 1,525              | 2,027              | 2,395              | 2,700              | 2,700              | 3,875              | 3,425              | 3,504              | 4,140              |
| Golf Memberships                | 60,233              | 77,539             | 88,445             | 100,722            | 88,692             | 107,858            | 154,268            | 168,177            | 172,350            | 146,767            |
| Commission - Advertising        | -                   | -                  | -                  | -                  | 900                | 500                | -                  | 1,802              | 6,161              | 2,000              |
| Commission - Pro Shop           | 9,485               | 6,125              | 7,510              | 7,268              | 7,217              | 6,856              | 7,341              | 7,014              | 6,128              | 4,715              |
| Rental - Restaurant facility    | -                   | 11,138             | 16,509             | 33,687             | 31,418             | 31,609             | 34,969             | 37,427             | 43,560             | 27,645             |
| Other Miscellaneous             | 1,000               | 750                | 2,800              | 4,250              | -                  | -                  | -                  | -                  | -                  | -                  |
| <b>Total Revenues</b>           | <b>1,984,188</b>    | <b>1,966,696</b>   | <b>2,093,846</b>   | <b>2,022,057</b>   | <b>2,016,154</b>   | <b>2,031,701</b>   | <b>2,185,277</b>   | <b>2,084,648</b>   | <b>2,079,121</b>   | <b>1,859,734</b>   |
| <b>Less: Total Expenditures</b> | <b>(2,152,018)</b>  | <b>(2,057,912)</b> | <b>(1,884,256)</b> | <b>(2,099,735)</b> | <b>(1,900,271)</b> | <b>(1,820,603)</b> | <b>(1,843,478)</b> | <b>(1,817,657)</b> | <b>(1,943,844)</b> | <b>(1,817,829)</b> |
| <b>Revenue Excess (Deficit)</b> | <b>\$ (167,830)</b> | <b>\$ (91,216)</b> | <b>\$ 209,591</b>  | <b>\$ (77,678)</b> | <b>\$ 115,883</b>  | <b>\$ 211,098</b>  | <b>\$ 341,799</b>  | <b>\$ 266,991</b>  | <b>\$ 135,277</b>  | <b>\$ 41,905</b>   |
| <br>                            |                     |                    |                    |                    |                    |                    |                    |                    |                    |                    |
| <b>Total Encumbrances</b>       | <b>\$ -</b>         | <b>\$ 22,903</b>   | <b>\$ -</b>        | <b>\$ 8,150</b>    | <b>\$ 188,819</b>  | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ -</b>        | <b>\$ -</b>        |