

Lake Geneva Yacht Club							
March 31, 2012 - Summary							
(\$000's)							
		Month			Year-to-Date		
		Actual	Budget	Prior Year	Actual	Budget	Prior Year
<b>Income</b>							
Dues & Initiation		\$ 36.4	\$ 41.6	\$ 39.0	\$ 130.6	\$ 128.0	\$ 140.3
Boat Storage		0.4	-	0.7	0.4	-	0.7
Other Income		-	(0.2)	-	13.1	(0.4)	0.5
Regatta		-	-	-	-	-	-
Resale		-	-	0.1	-	-	0.1
Lease		3.8	3.8	3.8	11.3	11.3	11.3
Food & Beverage		-	-	-	-	-	0.1
Total		\$ 40.6	\$ 45.2	\$ 43.6	\$ 155.4	\$ 138.9	\$ 153.0
<b>Expense</b>							
Food & Beverage		\$ 2.3	\$ 2.7	\$ 0.9	\$ 6.9	\$ 7.6	\$ 1.0
Regatta		-	-	-	-	-	-
Resale		-	-	-	-	-	0.1
Lease		3.6	3.6	3.6	10.9	10.9	10.9
General		4.0	4.3	3.2	11.4	11.6	8.1
Race Operations		8.1	10.5	0.4	10.4	10.5	(3.8)
Professional Fees		0.9	0.8	0.2	1.9	3.3	0.4
Maintenance		2.4	2.1	6.1	10.0	17.1	9.3
Occupancy		6.7	7.3	6.6	20.0	20.9	19.8
Salaries & Wages		6.2	7.5	3.5	18.0	22.6	6.8
Interest		1.9	2.7	2.7	7.6	8.1	8.5
Other Expense (Income)		(0.2)	-	-	0.2	-	-
		35.9	41.5	27.2	97.3	112.6	61.1
Net Income		\$ 4.7	\$ 3.7	\$ 16.4	\$ 58.1	\$ 26.3	\$ 91.9
<b>Balance Sheet</b>							
		<b>March 31, 2012</b>	<b>December 31, 2011</b>	<b>March 31, 2011</b>			
Cash		\$ 280.3	\$ 279.0	\$ 216.8			
Accounts Receivable, net		17.3	11.5	21.0			
Inventory		14.7	14.7	16.1			
Other Current Assets		7.1	8.7	9.2			
Property & Equipment		1,214.2	1,185.3	1,195.2			
Total		\$ 1,533.6	\$ 1,499.2	\$ 1,458.3			
Current Liabilities		\$ 25.0	\$ 42.6	\$ 25.1			
Mortgage		567.1	572.8	594.0			
Lease		727.0	727.4	728.6			
Equity		214.5	156.4	110.6			
Total		\$ 1,533.6	\$ 1,499.2	\$ 1,458.3			

## **Overview**

For the month ended March 31, 2012, revenues were \$40.6, compared to budget of \$45.2 and prior year of \$43.6. Total expenses were \$35.9 vs. budget of \$41.5 and \$27.2 in the prior year. Net income was \$4.7, compared to budget of \$3.7, and \$16.4 in 2011. Most of the variance to budget and last year relate to the lower number of members and the timing of expenses related to the flagship.

Year-to-date revenues were \$155.4, compared to budget of \$138.9 and \$153.0 in the prior year. January 2012 included a donation of \$13.0 received from GLSS and the prepayment of 2012 dues from a number of members. Expenses were \$97.3 compared to budget of \$112.6 and \$61.1 last year. The variance to budget is primarily due to lower maintenance, flagship and salary and wage expenses. Net income was \$58.1 compared to budget of \$26.3 and \$91.9 last year for the above noted reasons. Our cash position was \$280.3, essentially unchanged from December 31, 2011.

We have 231 members at March 31, 2011, down one from last month and down 19 as compared to both budget and December 31, 2011.

## **Revenue**

### *Dues and Initiation Fees*

Dues for the month of March were \$36.4, compared to budget of \$41.6 and \$39.0 last year. The decrease compared to budget reflects the lower number of members. The variance to 2011 reflects the billing of dues over eight months in 2012, as compared to seven months in 2011 and the lower number of members. For the year-to-date, dues were \$130.6, compared to budget of \$128.0 and \$140.3 last year. The variance resulted primarily from the number of members prepaying dues in each of the periods, the lower number of members in 2012 and the change in the 2012 billing period. The expected shortfall in dues for the year is approximately \$25.0 based on current membership level. Year-to-date initiation fees were \$0.5 compared to budget of \$1.0.

### *Other Income*

In January, we received \$13.0, which is included in *Donations*, from GLSS related to a boat that was contributed to LGYC and GLSS. The boat was subsequently sold in prior years by GLSS and the funds remitted to LGYC in 2012.

## **Expenses**

### *General Expenses*

General expenses were \$4.0 for the month of March, as compared to budget of \$4.3 and \$3.2 last year. The variance to budget is timing differences. For the year-

to-date, general expenses were \$11.4, as compared to budget of \$11.6 and \$8.1 last year.

#### *Race Operations*

For the year-to-date, race operations expenses were \$8.1 as compared to budget of \$10.5. For the year-to-date, expenses were \$10.4 as compared to budget of \$10.5. In 2011 year-to-date, expenses for the flagship were not billed until mid-year, so the comparison is not meaningful.

#### *Professional Fees*

Professional fees for the month were \$0.9 as compared to budget of \$0.8, and \$0.2 in 2011. Year-to-date expenses were \$1.9 compared to budget of \$3.3 and \$0.4 last year. The increase in expenses is due to costs related to the development of the new website, which remains in process.

#### *Maintenance*

Expenses for March were \$2.4, as compared to budget of \$2.1 and \$6.1 last year. For the year-to-date, maintenance expenses were \$10.0 as compared to budget of \$17.1 and \$9.3 last year. The variance to budget is primarily the lower pier and clubhouse maintenance expenses. Pier expenses are substantially completed for the spring season. Clubhouse expenses are timing related.

#### *Occupancy*

Occupancy expenses were \$6.7 as compared to budget of \$7.3 and \$6.6 last year. For the year-to-date, occupancy expenses were \$20.0, as compared to budget of \$20.9 and \$19.8 last year.

#### *Salary, Wages & Benefits*

Total expenses were \$6.2 as compared to budget of \$7.5 and \$3.5 in 2011. The variance is due to lower expense for the office manager and accountant and the timing of 2012 wage increases as compared to budget. Year-to-date expenses were \$18.0 as compared to budget of \$22.6 and \$6.8 last year. The 2011 expense for the month and year-to-date did not include payroll expense for the club manager.

### **Balance Sheet**

Our cash position was \$280.3, an increase of \$1.3 as compared to December 31, 2011. Accounts receivable were \$17.3, up \$5.8 from December 31, 2011, but unchanged from February 29, 2012. Net inventories were \$14.7, unchanged from December 31, 2011.

Construction in progress is \$40.4 at March 31, 2012, and includes payments of \$32.8 for the roof on building one and \$7.6 for design work on the new clubhouse.

Current liabilities were \$25.0 at March 31, 2012, compared to \$42.6 at December 31, 2011. The decrease reflects the payment of the manager bonus and real estate taxes.

Our mortgage with M&I Bank was \$567.1 at March 31, 2012. The mortgage was due February 5, 2012 and the refinancing completed in March. The renewal was for 18 months, and is due August 2, 2013. The interest rate was reduced from 5.7% to 4.2%. The note amortization is approximately 12 years.