

**Lake Geneva Yacht Club**

**July 31, 2013 - Summary**

(\$000's)

Income Statement		Month			Year-to-Date		
		Actual	Budget	Prior Year	Actual	Budget	Prior Year
<b>Income</b>							
Dues & Initiation Fees	\$ 37.2	\$ 37.6	\$ 34.6	\$ 265.7	\$ 268.6	\$ 277.2	
Boat Storage	(0.9)	0.5	(1.9)	84.6	80.4	79.5	
Resale	2.6	1.0	0.6	5.7	2.5	1.9	
Other Income	0.3	-	-	3.4	4.2	16.0	
Regatta	17.0	13.5	9.4	44.3	44.5	19.1	
Lease	3.8	3.8	3.8	26.4	26.4	26.4	
Food & Beverage	45.7	46.3	46.6	94.1	106.2	103.0	
<b>Total</b>	<b>\$ 105.7</b>	<b>\$ 102.7</b>	<b>\$ 93.1</b>	<b>\$ 524.2</b>	<b>\$ 532.8</b>	<b>\$ 523.1</b>	
<b>Expense</b>							
Food & Beverage	\$ 39.4	\$ 37.9	\$ 36.2	\$ 100.3	\$ 93.4	\$ 96.5	
Regatta	11.0	9.5	5.6	28.5	33.0	10.9	
Resale	2.1	0.7	0.3	4.4	1.6	1.1	
General	3.0	4.0	4.6	30.0	36.0	30.3	
Race Operations	5.6	6.2	2.7	18.7	23.5	25.6	
Professional Fees	-	0.5	3.9	12.3	9.0	18.9	
Maintenance	2.0	4.3	1.0	42.9	62.1	32.7	
Occupancy	8.5	8.7	9.2	51.4	53.2	50.2	
Salaries & Wages	6.4	7.0	4.7	49.9	48.9	39.1	
Interest	1.8	1.8	-	13.1	12.9	15.5	
Lease	3.6	3.6	3.6	25.4	25.4	25.5	
Other Expense	-	-	(0.1)	-	0.1	0.1	
	83.4	84.2	71.7	376.9	399.1	346.4	
<b>Net Income</b>	<b>\$ 22.3</b>	<b>\$ 18.5</b>	<b>\$ 21.4</b>	<b>\$ 147.3</b>	<b>\$ 133.7</b>	<b>\$ 176.7</b>	
<b>Balance Sheet</b>							
	<b>July 31, 2013</b>	<b>December 31, 2012</b>	<b>July 31, 2012</b>				
Cash	\$ 369.2	\$ 315.3	\$ 341.2				
Accounts Receivable, net	106.8	18.2	81.4				
Inventory	34.0	16.3	19.4				
Other Current Assets	4.1	4.1	5.1				
PP&E	1,199.9	1,215.7	1,212.3				
<b>Total</b>	<b>\$ 1,714.0</b>	<b>\$ 1,569.6</b>	<b>\$ 1,659.4</b>				
Current Liabilities	\$ 58.8	\$ 37.5	\$ 46.9				
Mortgage	514.9	538.1	554.3				
Lease	724.7	725.7	726.4				
Equity	415.6	268.3	331.8				
<b>Total</b>	<b>\$ 1,714.0</b>	<b>\$ 1,569.6</b>	<b>\$ 1,659.4</b>				

## **Overview**

For the month ended July 31, 2013, revenues were \$105.7 compared to budget of \$102.7 and prior year of \$93.1. Total expenses were \$83.4 vs. budget of \$84.2 and \$63.5 in the prior year. Net income was \$22.3 compared to budget \$18.5 and \$21.4 in 2012. Higher income for the month was due primarily due to July regattas and an adjustment to the A National regatta held in June.

For the year-to-date, revenues were \$524.2 compared to budget of \$532.8 and \$523.1 in the prior year. Expenses were \$376.9 compared to budget of \$399.1 and \$346.4 last year. Net income was \$147.3 compared to budget of \$133.7 and \$176.7 in 2012.

We have 223 members at June 31, 2013. We added two new members in July, one associate and one junior. We had two resignations, one non-resident and one associate. We are down two members as compared budget and six from December 31, 2012, excluding temporary members.

## **Revenue**

### *Dues and Initiation Fees*

For the month, dues were \$36.7 as compared to budget of \$37.6 and \$34.6 in 2012. The variance to budget reflects the lower number of members as compared to budget. Initiation fees were \$0.5 for the month as compared to budget of \$0.0 and \$0.0 in 2012.

For the year-to-date, dues were \$263.7 as compared to budget of \$266.6 and \$275.2 last year. The variance to last year reflects the lower number of members in 2013, partially offset by a 2.0% dues increase. Initiation fees for the year-to-date were \$2.0 as compared to budget of \$2.0 and \$2.0 last year.

### *Storage*

Storage revenues for the month were \$(0.9) as compared to budget of \$0.5 and \$(1.9)5.3 last year. Year-to-date storage revenue was \$84.6 as compared to budget of \$80.4 and \$79.5 last year.

### *Other Income*

Year-to-date other income was \$3.4 as compared to budget of \$4.21 and \$16.0 in 2012. The 2012 period included a one-time donation of \$13.0.

### *Regatta Income*

Revenue from the Spring E regatta was \$11.0 as compared to budget of \$10.0 and \$9.6 last year. We had 26 boats participate in the regatta, which was below last year and budget. Revenues were favorable due to favorable food and beverage revenue.

Revenue from the A National regatta held June 21-23 was \$17.4 as compared to budget of \$21.0. Fifteen boats attended the event as compared to budget of 22.

The GLSS Dinghyfest regatta was held July 8-10<sup>th</sup>. LGYC's participation in the event was minimal at the request of GLSS. LGYC provided our Flagship and drivers and some minimal food service and a tent.

The 420 National Championship regatta was held July 11-13 with 61 boats in attendance, nine short of the event budget. Revenue from the event was \$13.2 as compared to budget of \$13.5.

### *Food & Beverage*

Food & beverage revenue was \$45.7 as compared to budget of \$46.3 and \$46.6 last year. For the month, regattas and weather negatively impacted F&B revenue. For the year-to-date, revenue was \$94.1 as compared to budget of \$106.2 and \$103.0 last year. We continue the ongoing slide in our revenue numbers.

### **Expenses**

#### *Food & Beverage Operations*

Food and beverage expenses for the month of July were \$39.4 as compared to budget of \$37.9 and \$36.2 last year. We had higher labor costs due to staff turnover and food waste, although it was somewhat improved from June.

For the year-to-date, expenses were \$100.3 as compared to budget of \$93.4 and \$96.5 last year. The variance to budget and last year was due primarily to labor costs which reflect the impact of the high staff turnover which continued into July.

#### *Regatta*

Regatta expenses for the E Spring regatta were \$5.7 as compared to budget of \$7.5 and \$5.3 last year. Gross profit from the event was \$5.3 as compared to budget of \$2.5.

The A National regatta expenses were \$13.3 as compared to budget of \$16.0. Gross profit from the event was \$4.3 as compared to budget of \$5.0 reflecting the lower than planned turnout for the event. Gross profit was \$4.3 as compared to budget of \$5.0.

GLSS Dinghyfest expenses were \$2.6. Gross profit was \$0.2.

The 420 regatta expenses were \$9.4 as compared to budget of \$9.5. Gross profit was \$1.7.

### *General Expenses*

General expenses were \$3.0 for the month as compared to budget of \$4.0 and \$4.6 last year. The variance to budget was due to favorable entertainment expenses. Variance to last year is primarily due to the timing of insurance expense.

For the year-to-date, general expenses were \$30.0 as compared to budget of \$36.0 and \$30.3 last year. General expenses were favorable to budget due to lower entertainment, membership development and bad debt expenses.

### *Race Operations*

Race operations expenses were \$5.6 for the month as compared to budget of \$6.2 and \$2.7 last year. The variance to last year was flagship, fuel and boat driver wages.

For the year-to-date, expenses were \$18.7 as compared to budget of \$23.5 and \$25.6 last year. Expenses related to the Flagship and Boat 2 were favorable to budget and last year.

### *Professional Fees*

Professional fees for the month were \$0.0 as compared to budget of \$0.5 and \$3.9 in 2012.

Year-to-date expenses were \$12.3 compared to budget of \$9.0 and \$18.9 last year. \$10.5 of the 2013 is legal fees related to the clubhouse project. Last year included \$13.2 of legal fees related for the clubhouse project and \$3.9 of website development expenses.

### *Maintenance*

Expenses for May were \$2.0, as compared to budget of \$4.3 and \$1.0 last year. The variance to budget and last year is primarily related to lower clubhouse and grounds expenses. The prior year had minimal grounds and clubhouse maintenance expense.

For the year-to-date, expenses were \$42.9 as compared to budget of \$62.1 and \$32.7 in 2012. The variance to budget is primarily due to not moving forward with the painting of building 4. In addition, clubhouse, grounds, and pier expenses were favorable to budget.

### *Occupancy*

Occupancy expenses were \$8.5 as compared to budget of \$8.7 and \$8.2 last year. For the year-to-date, occupancy expenses were \$51.4 as compared to budget of \$53.2 and \$50.2 last year.

### *Salary, Wages & Benefits*

Total expenses were \$6.4 as compared to budget of \$7.0 and \$4.7 in 2012. For the year-to-date, expenses were \$49.9 as compared to budget of \$48.9 and \$39.1 last year. Adjustments were made to salaried personnel in July to better align against the budget. 2012 expenses reflect the impact of the club manager leaving in early June.

### *Interest Expense*

Interest expense was \$1.8 as compared to budget of \$1.8 for the month and \$0.0 in 2012. For the year-to-date, interest expense was \$13.1 compared to budget of \$12.9 and \$15.5 last year. The variance to last year reflects the lower interest rate on the mortgage and the reduced amount outstanding.

### **Balance Sheet**

Our cash position was \$369.2, an increase of \$54.0 as compared to December 31, 2012, and up \$8.9 from last month. Accounts receivable were \$106.8, up \$88.6 from December 31, 2012, and \$25.4 from last month. Net inventories were \$34.0, up \$17.7 as compared to December 31, 2012, and up \$2.0 from last month.

Construction in progress is unchanged at \$17.6 at July 31, 2013. The account includes \$7.6 for design work on the new clubhouse and \$10.0 of advances to GLSS for preliminary services provided by the general contractor for the new clubhouse facility.

Current liabilities were \$58.8 at July 31, 2013, compared to \$37.5 at December 31, 2012. Our mortgage balance was \$514.9 at July 31, 2013.