

**Lake Geneva Yacht Club**

**May 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   | \$ 37.4             | \$ 38.1                  | \$ 35.7             | \$ 187.5        | \$ 192.9        | \$ 201.3        |            |
| Boat Storage             | 52.9                | 75.4                     | 75.7                | 54.0            | 75.4            | 76.1            |            |
| Resale                   | 1.0                 | 0.8                      | 0.5                 | 1.2             | 0.7             | 0.6             |            |
| Other Income             | 2.9                 | 0.2                      | (0.1)               | 3.1             | 3.8             | 15.8            |            |
| Regatta                  | 11.0                | 10.0                     | 9.6                 | 11.0            | 10.0            | 9.6             |            |
| Lease                    | 3.8                 | 3.8                      | 3.8                 | 18.8            | 19.0            | 18.9            |            |
| Food & Beverage          | 17.2                | 19.9                     | 17.5                | 17.2            | 19.9            | 17.4            |            |
| <b>Total</b>             | <b>\$ 126.2</b>     | <b>\$ 148.2</b>          | <b>\$ 142.7</b>     | <b>\$ 292.8</b> | <b>\$ 321.7</b> | <b>\$ 339.7</b> |            |
| <b>Expense</b>           |                     |                          |                     |                 |                 |                 |            |
| Food & Beverage          | \$ 19.8             | \$ 19.6                  | \$ 17.6             | \$ 27.0         | \$ 22.1         | \$ 28.0         |            |
| Regatta                  | 5.7                 | 7.5                      | 5.3                 | 5.7             | 7.5             | 5.3             |            |
| Resale                   | 0.9                 | 0.5                      | 0.3                 | 1.0             | 0.5             | 0.3             |            |
| General                  | 9.8                 | 10.4                     | 6.8                 | 21.3            | 25.8            | 22.3            |            |
| Race Operations          | 7.7                 | 3.8                      | 6.4                 | 9.0             | 12.9            | 18.3            |            |
| Professional Fees        | 0.1                 | 1.5                      | 3.7                 | 9.9             | 6.5             | 12.7            |            |
| Maintenance              | 18.0                | 3.8                      | 4.7                 | 37.7            | 53.6            | 30.3            |            |
| Occupancy                | 7.0                 | 7.3                      | 7.1                 | 34.5            | 35.7            | 33.4            |            |
| Salaries & Wages         | 7.3                 | 7.3                      | 5.3                 | 34.4            | 34.9            | 28.6            |            |
| Interest                 | 1.8                 | 1.8                      | 2.0                 | 9.4             | 9.3             | 11.5            |            |
| Lease                    | 3.6                 | 3.6                      | 3.6                 | 18.2            | 18.1            | 18.2            |            |
| Other Expense            | 0.2                 | -                        | (0.1)               | -               | -               | 0.1             |            |
|                          | 81.9                | 67.1                     | 62.7                | 208.1           | 226.9           | 209.0           |            |
| <b>Net Income</b>        | <b>\$ 44.3</b>      | <b>\$ 81.1</b>           | <b>\$ 80.0</b>      | <b>\$ 84.7</b>  | <b>\$ 94.8</b>  | <b>\$ 130.7</b> |            |
| <b>Balance Sheet</b>     |                     |                          |                     |                 |                 |                 |            |
|                          | <b>May 31, 2013</b> | <b>December 31, 2012</b> | <b>May 31, 2012</b> |                 |                 |                 |            |
| Cash                     | \$ 378.2            | \$ 315.3                 | \$ 321.3            |                 |                 |                 |            |
| Accounts Receivable, net | 47.3                | 18.2                     | 75.6                |                 |                 |                 |            |
| Inventory                | 27.8                | 16.3                     | 20.6                |                 |                 |                 |            |
| Other Current Assets     | 4.8                 | 4.1                      | 7.6                 |                 |                 |                 |            |
| PP&E                     | 1,202.1             | 1,215.7                  | 1,218.8             |                 |                 |                 |            |
| <b>Total</b>             | <b>\$ 1,660.2</b>   | <b>\$ 1,569.6</b>        | <b>\$ 1,643.9</b>   |                 |                 |                 |            |
| Current Liabilities      | \$ 60.7             | \$ 37.5                  | \$ 66.0             |                 |                 |                 |            |
| Mortgage                 | 521.6               | 538.1                    | 564.0               |                 |                 |                 |            |
| Lease                    | 725.0               | 725.7                    | 726.7               |                 |                 |                 |            |
| Equity                   | 352.9               | 268.3                    | 287.2               |                 |                 |                 |            |
| <b>Total</b>             | <b>\$ 1,660.2</b>   | <b>\$ 1,569.6</b>        | <b>\$ 1,643.9</b>   |                 |                 |                 |            |

## **Overview**

For the month ended May 31, 2013, revenues were \$126.2 compared to budget of \$148.2 and prior year of \$142.7. Total expenses were \$44.3 vs. budget of \$67.1 and \$62.7 in the prior year. Net income was \$44.3 compared to budget \$81.1 and \$80.0 in 2012.

For the year-to-date, revenues were \$292.8 compared to budget of \$321.7 and \$339.7 in the prior year. Expenses were \$208.1 compared to budget of \$226.9 and \$209.0 last year. Net income was \$84.7 compared to budget of \$94.8 and \$130.7.

We have 218 members at May 31, 2013. We added two new members in May, one regular and one junior. We had one regular member resign and expelled one regular member for non-payment of dues. We are down seven members as compared budget and 11 from December 31, 2012, excluding temporary members.

## **Revenue**

### *Dues and Initiation Fees*

For the month, dues were \$36.9 as compared to budget of \$37.6 and \$35.7 in 2012. The variance to 2012 reflects the lower number of members in 2013. Initiation fees were \$0.5 for the month as compared to budget of \$0.5 and \$0.0 in 2012.

For the year-to-date, dues were \$186.5 as compared to budget of \$191.4 and \$201.3 last year. The variance to last year reflects the lower number of members in 2013 and a reduced number of members prepaying dues, partially offset by a 2.0% dues increase. Initiation fees for the year-to-date were \$1.0 as compared to budget of \$1.5 and \$0.5 last year.

### *Storage*

Storage revenues for the month were \$52.9 as compared to budget of \$75.4 and \$75.7 last year. Year-to-date storage revenue was \$54.0 as compared to budget of \$75.4 and \$76.1 last year. May storage billing was incomplete due to a late inventory of boats on the property. We expect to recoup most of the shortfall in June.

### *Other Income*

Other income for the month was \$2.9 as compared to budget of \$0.2, which consisted primarily of yearbook advertising and (\$0.1) in 2012. Due to the late completion of the yearbook, the advertising was not billed until May.

Year-to-date other income was \$3.1 as compared to budget of \$3.8 and \$15.8 in 2012. The 2012 period included a one-time donation of \$13.0.

### *Regatta*

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.

### **Expenses**

#### *Food & Beverage Operations*

Food and beverage expenses for the month of May were \$19.8 as compared to budget of \$19.6 and \$17.6 last year. We had higher labor costs in the kitchen due to high staff turnover.

For the year-to-date, expenses were \$27.0 as compared to budget of \$22.1 and \$28.0 last year. The variance to last year includes \$4.0 for payroll and related taxes for the new chef who was hired in April 2013, higher kitchen labor costs and \$2.3 related for repairs to the walk-in cooler.

### *Regatta*

Regatta expenses were \$5.7 as compared to budget of \$7.5 and \$5.3 last year.

#### *General Expenses*

General expenses were \$9.8 for the month as compared to budget of \$10.4 and \$6.8 last year. The variance to last year was due to printing and computer expenses.

For the year-to-date, general expenses were \$21.3 as compared to budget of \$25.8 and \$22.3 last year. General expenses were favorable to budget due to lower licenses, printing, insurance and postage expense. As compared to 2012, office supplies, printing and computer expenses were lower.

#### *Race Operations*

Race operations expenses were \$7.7 for the month as compared to budget of \$3.8 and \$6.4 last year. Expenses were higher than budget due to timing of billings for the Flagship and Boat 2

For the year-to-date, expenses were \$9.0 as compared to budget of \$12.9 and \$18.3 last year.

### *Professional Fees*

Professional fees for the month were \$0.1 as compared to budget of \$1.5 and \$3.7 in 2012. Last year included \$1.6 of legal fees related to the new facility.

Year-to-date expenses were \$9.9 compared to budget of \$6.5 and \$12.7 last year. \$9.5 of the 2013 is legal fees related to the clubhouse project. Last year included \$8.5 of legal fees related for the clubhouse project and \$3.9 of website development expenses.

### *Maintenance*

Expenses for May were \$18.0, as compared to budget of \$3.8 and \$4.7 last year. The variance to budget and last year is primarily related to lower clubhouse and grounds expenses offset by the later installation of the piers (\$10.9) due to weather.

For the year-to-date, expenses were \$37.7 as compared to budget of \$53.6 and \$30.3 in 2012. The variance to budget is primarily due to lower clubhouse, grounds, piers and hoist expenses. These expenses are lower as a result of the slow start to the seasonal preparatory work due to the colder spring weather.

### *Occupancy*

Occupancy expenses were \$7.0 as compared to budget of \$7.3 and \$7.1 last year. For the year-to-date, occupancy expenses were \$34.5 as compared to budget of \$35.7 and \$33.4 last year.

### *Salary, Wages & Benefits*

Total expenses were \$7.3 as compared to budget of \$7.3 and \$5.3 in 2012. For the year-to-date, expenses were \$34.4 as compared to budget of \$34.9 and \$28.6 last year.

### *Interest Expense*

Interest expense was \$1.8 as compared to budget of \$1.8 for the month and \$2.0 in 2012. For the year-to-date, interest expense was \$9.4 compared to budget of \$9.3 and \$11.5 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 \$378.2, an increase of \$62.9 as compared to December 31, 2012 and up \$20.0 from last month. Accounts receivable were \$47.3, up \$30.0 from December 31, 2012, and \$29.1 from last month. Net inventories were \$27.8, up \$11.5 as compared to December 31, 2012, and up \$8.1 from last month, reflecting purchases required to start operations May 1.

Construction in progress is unchanged at \$17.6 at May 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 \$60.7 at May 31, 2013, compared to \$37.5 at December 31, 2012. Our mortgage balance was \$521.6 at May 31, 2013.