

**Wild Wings
Summary Profit & Loss Statement
For the Twelve Months Ending June 30, 2020**

Description	July	August	September	October	November	December	January	February	March	April	May	June	Total	% Rev	Proj 2019	% I/(D)	2019		Actual 2018	Actual 2017
																	Rolling 12	Budget		
Revenues																				
C&G	18,472	19,908	22,076	18,425	13,778	12,883	11,693	8,992	12,763	24,254	26,496	24,917	214,656	51%	189,498	13%	186,941	214,293	194,616	172,167
Carts	15,800	13,250	13,233	9,264	8,800	7,700	5,500	8,250	10,500	13,224	13,500	12,250	131,271	31%	117,076	12%	122,348	145,885	137,078	119,313
F&B	4,001	3,575	4,596	3,434	2,528	2,226	1,819	1,304	2,070	5,354	5,515	5,689	42,111	10%	39,204	7%	38,707	47,708	43,982	44,681
Pro Shop	3,455	3,060	3,488	2,582	2,234	2,231	1,568	1,248	2,099	2,615	3,919	4,127	32,626	8%	31,710	3%	37,518	40,008	39,524	37,499
Admin	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	2,025	-	15,315	-
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
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-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
Total Revenues	41,728	39,793	43,393	33,705	27,340	25,040	20,580	19,793	27,432	45,447	49,430	46,983	420,664	100%	377,488	11%	387,539	447,893	430,515	373,660
Cost of Sales																				
Merchandise COGS	2,222	1,958	2,246	1,648	1,391	1,416	979	792	1,327	1,676	2,517	2,647	20,818	5%	18,063	15%	22,930	22,186	24,513	19,496
Food and Beverage	1,600	1,430	1,838	1,374	931	810	648	522	828	2,082	2,146	2,216	16,424	4%	14,400	14%	14,862	20,514	18,470	18,524
Total Cost of Sales	3,822	3,388	4,084	3,021	2,322	2,226	1,627	1,313	2,155	3,757	4,663	4,862	37,242	9%	32,463	15%	37,792	42,701	42,983	38,020
Merchandise COGS %	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%	65%		63%		64%	65%	72%	65%
Food and Beverage %	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%		39%		41%	43%	43%	42%
Payroll																				
C&G	12,290	12,290	12,240	11,819	11,602	11,819	11,819	11,167	12,193	12,326	12,568	12,326	144,462	34%	146,090	-1%	148,462	145,415	149,020	145,703
Carts	850	850	823	850	823	850	921	832	921	891	921	891	10,425	2%	15,680	-34%	14,442	15,248	14,091	12,268
F&B	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
Pro Shop	6,693	6,693	6,477	6,693	5,448	5,417	5,417	5,237	6,028	6,948	7,180	6,996	75,227	18%	61,873	22%	59,365	63,915	62,035	56,983
Admin	4,817	4,817	4,817	4,817	4,817	4,917	4,917	4,917	4,917	4,917	4,917	4,917	58,500	14%	58,237	0%	57,973	58,150	57,683	55,411
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
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Total Gross Payroll	24,650	24,650	24,357	24,179	22,690	23,003	23,074	22,153	24,060	25,083	25,585	25,131	288,614	69%	281,880	2%	280,242	282,728	282,829	270,366
Payroll Taxes and Benefits	4,569	4,569	4,497	4,460	4,195	4,315	5,415	4,968	5,130	5,021	5,048	4,812	56,999	14%	56,965	0%	57,150	64,587	60,583	62,837
Total Payroll Expense	29,220	29,220	28,853	28,639	26,885	27,318	28,489	27,121	29,189	30,103	30,633	29,943	345,613	82%	338,845	2%	337,392	347,315	343,412	333,202

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																		Budget	Actual 2018	Actual 2017
Other Expenses																				
C&G	7,825	6,875	5,750	9,355	7,225	5,025	5,225	9,125	6,575	7,100	6,875	8,325	85,280	20%	74,843	14%	71,958	89,824	73,595	86,294
Carts	1,785	1,835	1,835	1,785	2,135	1,785	1,985	1,835	1,785	1,835	1,785	1,835	22,220	5%	19,964	11%	19,090	19,755	19,769	19,263
F&B	1,350	315	150	515	290	135	90	290	442	490	360	115	4,542	1%	4,579	-1%	2,174	4,310	3,164	3,776
Pro Shop	253	203	573	153	253	153	103	153	280	153	153	153	2,583	1%	3,820	-32%	2,802	4,807	2,326	2,269
Admin	10,560	7,910	10,082	9,465	7,941	7,902	7,790	8,755	8,434	7,740	8,840	7,895	103,319	25%	107,049	-3%	110,398	94,713	97,224	88,787
Marketing	833	833	833	833	833	833	833	833	833	833	833	837	10,000	2%	6,813	47%	2,265	6,950	4,543	1,643
-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%	-	0%	-	-	-	-
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Total Other Expenses	22,606	17,971	19,223	22,106	18,677	15,833	16,026	20,991	18,349	18,151	18,846	19,160	227,944	54%	217,068	5%	208,687	220,359	200,621	202,032
Total Expenses	55,648	50,579	52,161	53,767	47,885	45,378	46,142	49,426	49,694	52,012	54,142	53,966	610,799	145%	588,377	4%	583,871	610,375	587,016	573,254
EBITDA	(13,920)	(10,786)	(8,768)	(20,062)	(20,545)	(20,337)	(25,562)	(29,632)	(22,262)	(6,565)	(4,712)	(6,983)	(190,135)	-45%	(210,889)	-10%	(196,332)	(162,482)	(156,501)	(199,594)
Management Fee	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000	18%	75,000	0%	75,000	75,000		
Transfers from County	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(16,000)	(192,000)	-46%	(497,635)	-61%	(399,389)	(250,000)		
Interest Expense													-	0%	1,288	-100%	8,821	11,980		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
													-	0%	-	0%	-	-		
NET INCOME/(LOSS)	(4,170)	(1,036)	982	(10,312)	(10,795)	(10,587)	(15,812)	(19,882)	(12,512)	3,185	5,038	2,767	(73,135)	-17%	210,458	-135%	119,236	538	(156,501)	(199,594)
Average Daily Rate (ADR)	\$ 10.18	\$ 10.29	\$ 10.73	\$ 10.44	\$ 11.08	\$ 10.69	\$ 10.58	\$ 12.58	\$ 11.22	\$ 10.25	\$ 11.17	\$ 11.19	\$ 10.76	\$	10.34	\$	9.73	\$ 10.21	\$ 9.31	\$ 9.63
2020 Budgeted Rounds	1,814	1,935	2,057	1,764	1,243	1,205	1,105	715	1,137	2,367	2,372	2,228	19,942							
2019 Projected Rounds	1,676	1,778	1,883	1,619	1,148	1,117	1,021	662	1,052	2,164	2,170	2,041	18,331							
Rounds - Rolling 12	1,676	1,778	1,883	1,619	1,148	1,117	1,021	1,461	1,632	1,988	2,057	1,840	19,220							
2019 Budgeted Rounds	1,799	2,096	1,899	1,689	1,430	1,464	1,215	1,407	1,632	2,016	2,101	2,241	20,989							
2018 Actual Rounds	1,951	2,126	1,823	1,675	1,500	1,569	1,281	1,461	1,632	1,988	2,057	1,840	20,903							
2017 Actual Rounds	2,047	2,064	1,875	1,259	1,412	924	558	448	1,643	1,736	2,111	1,795	17,872							