

P&L 2007-20 (\$'000s) continued

Expenses														
Club Staff	39.7	62.3	51.0	52.2	53.6	70.0	59.7	61.9	57.2	64.7	63.0	77.2	79.6	64.0
as % of Rec. Dues & Fees	34.5%	53.1%	39.4%	41.7%	45.8%	68.7%	56.7%	55.8%	49.6%	60.6%	59.9%	65.0%	63.3%	53.9%
Grounds & Court Mtnce	21.3	26.6	19.2	18.3	15.2	15.3	14.8	19.0	15.5	20.0	14.8	23.3	25.1	20.0
Supplies & Equipment	8.3	14.5	6.1	5.3	3.5	3.8	3.5	3.3	2.7	3.7	5.6	7.0	7.2	4.7
Water	9.5	17.1	13.7	13.7	11.2	11.3	8.8	9.0	10.8	15.4	12.1	17.3	12.3	13.8
Major Court Repairs	66.7		73.8						15.3					20.6
Total Grounds & Courts	105.8	58.2	112.8	37.3	29.9	30.5	27.2	31.2	44.3	39.2	32.5	47.6	44.6	59.1
as % of Rec. Dues & Fees	92.1%	49.6%	87.2%	29.8%	25.6%	29.9%	25.8%	28.1%	38.5%	36.7%	30.9%	40.1%	35.5%	49.7%
Tournaments				0.7	5.1	0.9	0.8	(0.2)	0.6	0.3	0.7	(0.6)	0.2	(0.5)
Office			2.9	3.0	1.7	0.9	1.1	1.5	0.6	0.4	0.3	1.1	0.8	1.5
Bank fees	6.7	6.6	7.8	3.4	3.1	2.5	2.0	2.1	3.6	3.3	2.9	6.8	8.6	7.4
Utilities (ex-water)	6.2	5.7	6.7	7.0	6.6	5.6	4.9	4.7	6.3	6.5	5.7	7.4	6.5	6.0
Municipal taxes	4.9	5.1	5.4	5.6	5.8	6.0	6.2	6.4	6.5	6.7	8.1	9.4	10.8	12.1
OTA fees	2.5	2.2	2.1	2.1	1.9	2.3	2.6	2.6	0.0	0.0		2.9	2.8	2.0
Advertising & Website	0.8	4.7	2.3	2.5	2.5	1.8	3.5	0.3	0.6	0.3	0.3	0.3	0.4	0.5
Insurance	2.2	2.1	2.6	3.0	3.1	3.3	3.4	3.6	3.8	4.1	4.3	4.5	4.7	3.0
Bookkeeping	2.8	3.3	3.4	3.8	4.0	4.2	4.2	4.0	4.5	4.3	4.3	6.2	5.2	5.0
Audit Fees											1.7	1.7	1.7	1.5
Legal fees & licenses	2.6		0.5		1.8	0.5	0.2	0.0	0.5	0.0	0.1	0.7	0.0	0.0
Membership incentives							0.9	0.9	0.7	0.6	1.0	1.1	0.0	0.0
Misc. & "Other"		6.8	1.3		8.4		0.3	0.0	0.5	0.2	0.1	0.4	0.3	0.7
Furn/Equip + Cost Of Goods				4.3		3.3			7.5	4.1				
Total Overhead	28.7	36.5	35.0	35.4	44.0	31.2	30.0	25.8	35.7	30.9	29.4	41.6	41.9	39.2
as % of Rec. Dues & Fees	24.9%	31.1%	27.0%	28.3%	37.6%	30.6%	28.6%	23.3%	31.0%	28.9%	27.9%	35.1%	33.3%	33.0%
Contingency														
Total Expenses	174.1	157.0	198.7	125.0	127.5	131.7	116.9	119.0	137.2	134.7	124.9	166.3	166.0	162.3
Profit	(11.4)	12.0	(1.8)	38.7	15.2	(11.4)	0.1	8.4	31.3	15.4	23.0	2.7	21.1	5.8
Memo Item:														
Profit ex-MajorCrtRep	55.4	12.0	72.0	38.7	15.2	(11.4)	0.1	8.4	38.8	15.4	23.0	2.7	21.1	26.4