



**MARIN**  
**TENNIS CLUB**

# **Financial Statements**

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**Sep-19**

# Marin Tennis Club

## Consolidated P&L vs Budget

### September 2019

	Sep 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Dues				
5010 · Family	20,957	19,655	1,302	1.1
5011 · Single	47,265	48,189	(924)	1.0
5015 · Member Fees	1,229	711	518	1.7
5019 · Other Dues	938	655	283	1.4
<b>Total 5000 · Dues</b>	<b>70,389</b>	<b>69,210</b>	<b>1,179</b>	<b>1.0</b>
5200 · Merchandise Sales and Services	846	600	246	1.4
5700 · Programs	2,786	3,760	(974)	0.7
<b>Total Income</b>	<b>74,021</b>	<b>73,570</b>	<b>451</b>	<b>1.0</b>
<b>Cost of Goods Sold</b>				
6000 · Direct Costs	1,190	1,000	190	1.2
6200 · Merchandise COGS	724	255	469	2.8
6700 · Programs Direct Costs	562	200	362	2.8
<b>Total COGS</b>	<b>2,476</b>	<b>1,455</b>	<b>1,021</b>	<b>1.7</b>
<b>Gross Profit</b>	<b>71,545</b>	<b>72,115</b>	<b>(570)</b>	<b>1.0</b>
<b>Expense</b>				
6800 · Maintenance Expenses	2,064	4,250	(2,186)	0.5
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	40,302	38,184	2,118	1.1
7700 · Independent Contractors Maint.	418	1,085	(667)	0.4
7800 · Independent Contractors Office	2,300	2,600	(300)	0.9
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>43,020</b>	<b>41,869</b>	<b>1,151</b>	<b>1.0</b>
8000 · Overhead Expenses	11,591	15,119	(3,528)	0.8
<b>Total Expense</b>	<b>56,675</b>	<b>61,238</b>	<b>(4,563)</b>	<b>0.9</b>
<b>Net Ordinary Income</b>	<b>14,870</b>	<b>10,877</b>	<b>3,993</b>	<b>1.4</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9100 · Initiation Fees	3,000	-	3,000	1.0
9200 · Club Improvement Fees	4,362	4,400	(38)	1.0
9210 · Capital Contributions	2,000	-	2,000	1.0
9301 · Interest Income	7			
<b>Total 9000 · Non-Operating Revenue</b>	<b>9,369</b>	<b>4,400</b>	<b>4,969</b>	<b>2.1</b>
<b>Total Other Income</b>	<b>9,369</b>	<b>4,400</b>	<b>4,969</b>	<b>2.1</b>
<b>Other Expense</b>				
9500 · Non-Operating Expenses				
9570 · Bad Debt Expense	650			
9590 · Depreciation and Amortization	8,300	8,300	-	1.0
<b>Total 9500 · Non-Operating Expenses</b>	<b>8,950</b>	<b>8,300</b>	<b>650</b>	<b>1.1</b>
<b>Total Other Expense</b>	<b>8,950</b>	<b>8,300</b>	<b>650</b>	<b>1.1</b>
<b>Net Other Income</b>	<b>419</b>	<b>(3,900)</b>	<b>4,319</b>	<b>(0.1)</b>
<b>Net Income</b>	<b>15,289</b>	<b>6,977</b>	<b>8,312</b>	<b>2.2</b>
<b>Net Café</b>	<b>(592)</b>	<b>1,455</b>	<b>(2,047)</b>	
<b>Net Events</b>	<b>300</b>	<b>-</b>	<b>300</b>	
<b>Consolidated Net Income</b>	<b>14,997</b>	<b>8,432</b>	<b>6,565</b>	

# Marin Tennis Club

## Consolidated P&L vs Budget

### January - September 2019

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Dues				
5010 · Family	189,046	175,335	13,711	107.8%
5011 · Single	428,447	429,768	(1,321)	99.7%
5015 · Member Fees	9,588	6,399	3,189	149.8%
5019 · Other Dues	9,430	5,840	3,590	161.5%
<b>Total 5000 · Dues</b>	<b>636,511</b>	<b>617,342</b>	<b>19,169</b>	<b>103.1%</b>
5200 · Merchandise Sales and Services	5,739	5,400	339	106.3%
5700 · Programs	32,043	40,640	(8,597)	78.8%
<b>Total Income</b>	<b>674,293</b>	<b>663,382</b>	<b>10,911</b>	<b>101.6%</b>
<b>Cost of Goods Sold</b>				
6000 · Direct Costs	9,958	9,000	958	110.6%
6200 · Merchandise COGS	3,128	2,295	833	136.3%
6700 · Programs Direct Costs	3,046	4,600	(1,554)	66.2%
<b>Total COGS</b>	<b>16,132</b>	<b>15,895</b>	<b>237</b>	<b>101.5%</b>
<b>Gross Profit</b>	<b>658,161</b>	<b>647,487</b>	<b>10,674</b>	<b>101.6%</b>
<b>Expense</b>				
6800 · Maintenance Expenses	57,921	63,250	(5,329)	91.6%
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	369,908	349,486	20,422	105.8%
7700 · Independent Contractors Maint.	9,925	9,765	160	101.6%
7800 · Independent Contractors Office	20,025	23,150	(3,125)	86.5%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>399,858</b>	<b>382,401</b>	<b>17,457</b>	<b>104.6%</b>
8000 · Overhead Expenses	132,278	141,325	(9,047)	93.6%
<b>Total Expense</b>	<b>590,057</b>	<b>586,976</b>	<b>3,081</b>	<b>100.5%</b>
<b>Net Ordinary Income</b>	<b>68,104</b>	<b>60,511</b>	<b>7,593</b>	<b>112.5%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9100 · Initiation Fees	47,808	18,000	29,808	265.6%
9200 · Club Improvement Fees	39,459	39,600	(141)	99.6%
9210 · Capital Contributions	31,000	13,000	18,000	238.5%
9301 · Interest Income	44			
<b>Total 9000 · Non-Operating Revenue</b>	<b>118,311</b>	<b>70,600</b>	<b>47,711</b>	<b>167.6%</b>
9250 · Membership Deposits	-			
<b>Total Other Income</b>	<b>118,311</b>	<b>70,600</b>	<b>47,711</b>	<b>167.6%</b>
<b>Other Expense</b>				
9500 · Non-Operating Expenses				
9570 · Bad Debt Expense	1,959			
9590 · Depreciation and Amortization	74,700	74,700	-	100.0%
9595 · Reconciliation Adjustments	3,526			
<b>Total 9500 · Non-Operating Expenses</b>	<b>80,185</b>	<b>74,700</b>	<b>5,485</b>	<b>107.3%</b>
<b>Total Other Expense</b>	<b>80,185</b>	<b>74,700</b>	<b>5,485</b>	<b>107.3%</b>
<b>Net Other Income</b>	<b>38,126</b>	<b>(4,100)</b>	<b>42,226</b>	<b>-929.9%</b>
<b>Net Income</b>	<b>106,230</b>	<b>56,411</b>	<b>49,819</b>	<b>188.3%</b>
<b>Net Café</b>	<b>(24,510)</b>	<b>(13,425)</b>	<b>(11,085)</b>	
<b>Net Events</b>	<b>(3,385)</b>	<b>15,800</b>	<b>(19,185)</b>	
<b>Consolidated Net Income</b>	<b>78,335</b>	<b>58,786</b>	<b>19,549</b>	

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# Marin Tennis Club

## Consolidated P&L vs Prior Year

### September 2019

	Sep 19	Sep 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Dues				
5010 · Family	20,957	18,335	2,622	14.3%
5011 · Single	47,265	44,713	2,552	5.7%
5015 · Member Fees	1,229	648	581	89.7%
5019 · Other Dues	938	984	(46)	-4.7%
<b>Total 5000 · Dues</b>	<b>70,388</b>	<b>64,680</b>	<b>5,709</b>	<b>8.8%</b>
5200 · Merchandise Sales and Services	846	540	306	56.6%
5700 · Programs	2,786	2,181	605	27.7%
<b>Total Income</b>	<b>74,020</b>	<b>67,401</b>	<b>6,619</b>	<b>9.8%</b>
<b>Cost of Goods Sold</b>				
6000 · Direct Costs	1,190	1,274	(84)	-6.6%
6200 · Merchandise COGS	724	255	469	183.5%
6700 · Programs Direct Costs	562	-	562	100.0%
<b>Total COGS</b>	<b>2,476</b>	<b>1,530</b>	<b>946</b>	<b>61.9%</b>
<b>Gross Profit</b>	<b>71,545</b>	<b>65,871</b>	<b>5,673</b>	<b>8.6%</b>
<b>Expense</b>				
6800 · Maintenance Expenses	2,064	734	1,329	181.1%
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	40,302	43,812	(3,510)	-8.0%
7700 · Independent Contractors Maint.	418	1,075	(657)	-61.1%
7800 · Independent Contractors Office	2,300	149	2,151	1443.6%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>43,020</b>	<b>45,036</b>	<b>(2,016)</b>	<b>-4.5%</b>
8000 · Overhead Expenses	11,591	13,009	(1,418)	-10.9%
<b>Total Expense</b>	<b>56,675</b>	<b>58,779</b>	<b>(2,105)</b>	<b>-3.6%</b>
<b>Net Ordinary Income</b>	<b>14,870</b>	<b>7,092</b>	<b>7,778</b>	<b>109.7%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9100 · Initiation Fees	3,000	854	2,146	251.2%
9200 · Club Improvement Fees	4,362	4,376	(14)	-0.3%
9210 · Capital Contributions	2,000	-	2,000	100.0%
9301 · Interest Income	7	0	6	2307.4%
<b>Total 9000 · Non-Operating Revenue</b>	<b>9,369</b>	<b>5,230</b>	<b>4,138</b>	<b>79.1%</b>
<b>Total Other Income</b>	<b>9,369</b>	<b>5,230</b>	<b>4,138</b>	<b>79.1%</b>
<b>Other Expense</b>				
9500 · Non-Operating Expenses				
9570 · Bad Debt Expense	650	-	650	100.0%
9590 · Depreciation and Amortization	8,300	8,300	-	0.0%
<b>Total 9500 · Non-Operating Expenses</b>	<b>8,950</b>	<b>8,300</b>	<b>650</b>	<b>7.8%</b>
<b>Total Other Expense</b>	<b>8,950</b>	<b>8,300</b>	<b>650</b>	<b>7.8%</b>
<b>Net Other Income</b>	<b>419</b>	<b>(3,070)</b>	<b>3,488</b>	<b>113.6%</b>
<b>Net Income</b>	<b>15,289</b>	<b>4,022</b>	<b>11,266</b>	<b>280.1%</b>
<b>Café</b>	<b>(592)</b>	<b>(11,440)</b>	<b>10,848</b>	
<b>Events</b>	<b>300</b>	<b>(158)</b>	<b>458</b>	
<b>Consolidated Net Income</b>	<b>14,996</b>	<b>(7,577)</b>	<b>22,573</b>	

# Marin Tennis Club

## Consolidated P&L vs Prior Year

### January - September 2019

	Jan - Sep 19	Jan - Sep 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Dues				
5010 · Family	189,046	170,029	19,017	11.2%
5011 · Single	428,447	399,801	28,646	7.2%
5015 · Member Fees	9,588	6,440	3,148	48.9%
5019 · Other Dues	9,430	9,805	(375)	-3.8%
<b>Total 5000 · Dues</b>	<b>636,511</b>	<b>586,075</b>	<b>50,436</b>	<b>8.6%</b>
5200 · Merchandise Sales and Services	5,739	7,365	(1,625)	-22.1%
5700 · Programs	32,043	18,275	13,768	75.3%
<b>Total Income</b>	<b>674,293</b>	<b>611,714</b>	<b>62,579</b>	<b>10.2%</b>
<b>Cost of Goods Sold</b>				
6000 · Direct Costs	9,958	10,339	(380)	-3.7%
6200 · Merchandise COGS	3,128	4,719	(1,591)	-33.7%
6700 · Programs Direct Costs	3,046	2,755	292	10.6%
<b>Total COGS</b>	<b>16,133</b>	<b>17,812</b>	<b>(1,680)</b>	<b>-9.4%</b>
<b>Gross Profit</b>	<b>658,160</b>	<b>593,902</b>	<b>64,259</b>	<b>10.8%</b>
<b>Expense</b>				
6800 · Maintenance Expenses	57,921	42,290	15,631	37.0%
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	369,908	400,127	(30,219)	-7.6%
7700 · Independent Contractors Maint.	9,925	11,075	(1,150)	-10.4%
7800 · Independent Contractors Office	20,025	12,566	7,458	59.4%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>399,857</b>	<b>423,768</b>	<b>(23,911)</b>	<b>-5.6%</b>
8000 · Overhead Expenses	132,278	135,242	(2,963)	-2.2%
<b>Total Expense</b>	<b>590,057</b>	<b>601,300</b>	<b>(11,243)</b>	<b>-1.9%</b>
<b>Net Ordinary Income</b>	<b>68,103</b>	<b>(7,399)</b>	<b>75,502</b>	<b>1020.5%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9100 · Initiation Fees	47,808	61,021	(13,213)	-21.7%
9200 · Club Improvement Fees	39,459	31,563	7,896	25.0%
9210 · Capital Contributions	31,000	-	31,000	100.0%
9301 · Interest Income	44	6	38	600.2%
9305 · Bequests	-	3,450	(3,450)	-100.0%
<b>Total 9000 · Non-Operating Revenue</b>	<b>118,311</b>	<b>96,040</b>	<b>22,271</b>	<b>23.2%</b>
9250 · Membership Deposits	-	-	-	0.0%
<b>Total Other Income</b>	<b>118,311</b>	<b>96,040</b>	<b>22,271</b>	<b>23.2%</b>
<b>Other Expense</b>				
9500 · Non-Operating Expenses				
9510 · Credit for Member Referral	-	550	(550)	-100.0%
9570 · Bad Debt Expense	1,959	-	1,959	100.0%
9580 · Labor Board Settlement	-	10,748	(10,748)	-100.0%
9590 · Depreciation and Amortization	74,700	74,700	-	0.0%
9595 · Reconciliation Adjustments	3,526	(32)	3,558	11025.8%
9500 · Non-Operating Expenses - Other	-	765	(765)	-100.0%
<b>Total 9500 · Non-Operating Expenses</b>	<b>80,185</b>	<b>86,731</b>	<b>(6,546)</b>	<b>-7.5%</b>
<b>Total Other Expense</b>	<b>80,185</b>	<b>86,731</b>	<b>(6,546)</b>	<b>-7.5%</b>
<b>Net Other Income</b>	<b>38,126</b>	<b>9,309</b>	<b>28,817</b>	<b>309.6%</b>
<b>Net Income</b>	<b>106,229</b>	<b>1,910</b>	<b>104,319</b>	<b>5460.8%</b>
<b>Café</b>	<b>(24,510)</b>	<b>(40,648)</b>	<b>16,138</b>	
<b>Events</b>	<b>(3,385)</b>	<b>5,586</b>	<b>(8,970)</b>	
<b>Consolidated Net Income</b>	<b>78,334</b>	<b>(33,152)</b>	<b>111,486</b>	

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# Marin Tennis Club

## Café P&L vs Budget

### September 2019

	Sep 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5100 · Cafe Revenue				
5110 · Food Sales	8,333	9,300	(967)	89.6%
5114 · Market Place Sales	620	800	(180)	77.5%
5151 · Non-Alcohol Beverages	755	800	(45)	94.3%
5152 · Alcoholic Beverage Sales	5,145	6,500	(1,355)	79.2%
<b>Total 5100 · Cafe Revenue</b>	<b>14,853</b>	<b>17,400</b>	<b>(2,547)</b>	<b>85.4%</b>
<b>Total Income</b>	<b>14,853</b>	<b>17,400</b>	<b>(2,547)</b>	<b>85.4%</b>
<b>Cost of Goods Sold</b>				
6100 · Cafe COGS				
6110 · Food COGS	4,077	4,700	(623)	86.7%
6114 · Market Place COGS	408	500	(92)	81.7%
6151 · Non-Alcoholic Beverages COGS	461	400	61	115.2%
6152 · Alcoholic Beverages COGS	2,630	2,420	210	108.7%
<b>Total 6100 · Cafe COGS</b>	<b>7,576</b>	<b>8,020</b>	<b>(444)</b>	<b>94.5%</b>
6150 · Other Direct Costs	201	800	(599)	25.1%
<b>Total COGS</b>	<b>7,776</b>	<b>8,820</b>	<b>(1,044)</b>	<b>88.2%</b>
<b>Gross Profit</b>	<b>7,076</b>	<b>8,580</b>	<b>(1,504)</b>	<b>82.5%</b>
<b>Expense</b>				
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	10,251	10,725	(474)	95.6%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>10,251</b>	<b>10,725</b>	<b>(474)</b>	<b>95.6%</b>
<b>Total Expense</b>	<b>10,251</b>	<b>10,725</b>	<b>(474)</b>	<b>95.6%</b>
<b>Net Ordinary Income</b>	<b>(3,175)</b>	<b>(2,145)</b>	<b>(1,030)</b>	<b>148.0%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9400 · Unused Cafe Reward Points	2,583	3,600	(1,017)	71.7%
<b>Total 9000 · Non-Operating Revenue</b>	<b>2,583</b>	<b>3,600</b>	<b>(1,017)</b>	<b>71.7%</b>
<b>Total Other Income</b>	<b>2,583</b>	<b>3,600</b>	<b>(1,017)</b>	<b>71.7%</b>
<b>Net Other Income</b>	<b>2,583</b>	<b>3,600</b>	<b>(1,017)</b>	<b>71.7%</b>
<b>Net Income</b>	<b>(592)</b>	<b>1,455</b>	<b>(2,047)</b>	<b>-40.7%</b>

# Marin Tennis Club

## Café P&L vs Budget

### January - September 2019

	Jan - Sep 19	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>5100 · Cafe Revenue</b>				
5110 · Food Sales	74,168	77,100	(2,932)	96.2%
5114 · Market Place Sales	6,560	7,400	(840)	88.6%
5151 · Non-Alcohol Beverages	7,094	7,300	(206)	97.2%
5152 · Alcoholic Beverage Sales	60,819	57,800	3,019	105.2%
<b>Total 5100 · Cafe Revenue</b>	<b>148,641</b>	<b>149,600</b>	<b>(959)</b>	<b>99.4%</b>
<b>Total Income</b>	<b>148,641</b>	<b>149,600</b>	<b>(959)</b>	<b>99.4%</b>
<b>Cost of Goods Sold</b>				
<b>6100 · Cafe COGS</b>				
6110 · Food COGS	36,336	40,400	(4,064)	89.9%
6114 · Market Place COGS	3,452	4,500	(1,048)	76.7%
6151 · Non-Alcoholic Beverages COGS	4,158	3,900	258	106.6%
6152 · Alcoholic Beverages COGS	29,922	21,300	8,622	140.5%
<b>Total 6100 · Cafe COGS</b>	<b>73,869</b>	<b>70,100</b>	<b>3,769</b>	<b>105.4%</b>
6150 · Other Direct Costs	5,952	7,200	(1,248)	82.7%
<b>Total COGS</b>	<b>79,821</b>	<b>77,300</b>	<b>2,521</b>	<b>103.3%</b>
<b>Gross Profit</b>	<b>68,820</b>	<b>72,300</b>	<b>(3,480)</b>	<b>95.2%</b>
<b>Expense</b>				
6800 · Maintenance Expenses	141			
7000 · Payroll Expenses, Benefits & IC	101,322	96,525	4,797	105.0%
<b>Total Expense</b>	<b>101,463</b>	<b>96,525</b>	<b>4,938</b>	<b>105.1%</b>
<b>Net Ordinary Income</b>	<b>(32,643)</b>	<b>(24,225)</b>	<b>(8,418)</b>	<b>134.7%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>9000 · Non-Operating Revenue</b>				
9400 · Unused Cafe Reward Points	8,133	10,800	(2,667)	75.3%
<b>Total 9000 · Non-Operating Revenue</b>	<b>8,133</b>	<b>10,800</b>	<b>(2,667)</b>	<b>75.3%</b>
<b>Total Other Income</b>	<b>8,133</b>	<b>10,800</b>	<b>(2,667)</b>	<b>75.3%</b>
<b>Net Other Income</b>	<b>8,133</b>	<b>10,800</b>	<b>(2,667)</b>	<b>75.3%</b>
<b>Net Income</b>	<b>(24,510)</b>	<b>(13,425)</b>	<b>(11,085)</b>	<b>182.6%</b>

# Marin Tennis Club

## Café P&L vs Prior Year

### September 2019

	Sep 19	Sep 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5100 · Cafe Revenue				
5110 · Food Sales	8,333	8,689	(356)	-4.1%
5114 · Market Place Sales	620	789	(169)	-21.4%
5151 · Non-Alcohol Beverages	755	787	(32)	-4.1%
5152 · Alcoholic Beverage Sales	5,145	4,262	883	20.7%
<b>Total 5100 · Cafe Revenue</b>	<b>14,853</b>	<b>14,527</b>	<b>326</b>	<b>2.2%</b>
<b>Total Income</b>	<b>14,853</b>	<b>14,527</b>	<b>326</b>	<b>2.2%</b>
<b>Cost of Goods Sold</b>				
6100 · Cafe COGS				
6108 · Team Platters COGS	-	158	(158)	-100.0%
6110 · Food COGS	4,077	6,201	(2,124)	-34.3%
6114 · Market Place COGS	408	304	104	34.4%
6151 · Non-Alcoholic Beverages COGS	461	1,159	(698)	-60.2%
6152 · Alcoholic Beverages COGS	2,630	4,377	(1,747)	-39.9%
<b>Total 6100 · Cafe COGS</b>	<b>7,576</b>	<b>12,198</b>	<b>(4,623)</b>	<b>-37.9%</b>
6150 · Other Direct Costs	201	2,181	(1,980)	-90.8%
<b>Total COGS</b>	<b>7,776</b>	<b>14,379</b>	<b>(6,603)</b>	<b>-45.9%</b>
<b>Gross Profit</b>	<b>7,076</b>	<b>148</b>	<b>6,928</b>	<b>4675.8%</b>
<b>Expense</b>				
7000 · Payroll Expenses, Benefits & IC				
7010 · Salaries, Wages and Benefits	10,251	13,785	(3,534)	-25.6%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>10,251</b>	<b>13,785</b>	<b>(3,534)</b>	<b>-25.6%</b>
<b>Total Expense</b>	<b>10,251</b>	<b>13,785</b>	<b>(3,534)</b>	<b>-25.6%</b>
<b>Net Ordinary Income</b>	<b>(3,175)</b>	<b>(13,637)</b>	<b>10,462</b>	<b>76.7%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Non-Operating Revenue				
9400 · Unused Cafe Reward Points	2,583	2,197	386	17.6%
<b>Total 9000 · Non-Operating Revenue</b>	<b>2,583</b>	<b>2,197</b>	<b>386</b>	<b>17.6%</b>
<b>Total Other Income</b>	<b>2,583</b>	<b>2,197</b>	<b>386</b>	<b>17.6%</b>
<b>Net Other Income</b>	<b>2,583</b>	<b>2,197</b>	<b>386</b>	<b>17.6%</b>
<b>Net Income</b>	<b>(592)</b>	<b>(11,440)</b>	<b>10,848</b>	<b>94.8%</b>



**Marin Tennis Club**  
**Café P&L vs Prior Year**  
**January - September 2019**

	Jan - Sep 19	Jan - Sep 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>5100 · Cafe Revenue</b>				
5110 · Food Sales	74,168	95,819	(21,651)	-22.6%
5114 · Market Place Sales	6,560	2,145	4,415	205.9%
5151 · Non-Alcohol Beverages	7,094	787	6,307	801.2%
5152 · Alcoholic Beverage Sales	60,819	46,100	14,719	31.9%
<b>Total 5100 · Cafe Revenue</b>	<b>148,641</b>	<b>144,850</b>	<b>3,791</b>	<b>2.6%</b>
<b>Total Income</b>	<b>148,641</b>	<b>144,850</b>	<b>3,791</b>	<b>2.6%</b>
<b>Cost of Goods Sold</b>				
<b>6100 · Cafe COGS</b>				
6108 · Team Platters COGS	-	158	(158)	-100.0%
6110 · Food COGS	36,336	48,226	(11,890)	-24.7%
6114 · Market Place COGS	3,452	1,973	1,479	75.0%
6151 · Non-Alcoholic Beverages COGS	4,158	1,159	3,000	258.9%
6152 · Alcoholic Beverages COGS	29,922	25,350	4,572	18.0%
<b>Total 6100 · Cafe COGS</b>	<b>73,869</b>	<b>76,866</b>	<b>(2,997)</b>	<b>-3.9%</b>
6150 · Other Direct Costs	5,952	8,258	(2,306)	-27.9%
<b>Total COGS</b>	<b>79,821</b>	<b>85,124</b>	<b>(5,303)</b>	<b>-6.2%</b>
<b>Gross Profit</b>	<b>68,820</b>	<b>59,726</b>	<b>9,094</b>	<b>15.2%</b>
<b>Expense</b>				
6800 · Maintenance Expenses	141	71	69	97.3%
<b>7000 · Payroll Expenses, Benefits &amp; IC</b>				
7010 · Salaries, Wages and Benefits	101,322	107,673	(6,351)	-5.9%
7700 · Independent Contractors Maint.	-	375	(375)	-100.0%
<b>Total 7000 · Payroll Expenses, Benefits &amp; IC</b>	<b>101,322</b>	<b>108,048</b>	<b>(6,726)</b>	<b>-6.2%</b>
8000 · Overhead Expenses	-	565	(565)	-100.0%
<b>Total Expense</b>	<b>101,463</b>	<b>108,684</b>	<b>(7,222)</b>	<b>-6.6%</b>
<b>Net Ordinary Income</b>	<b>(32,643)</b>	<b>(48,959)</b>	<b>16,316</b>	<b>33.3%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>9000 · Non-Operating Revenue</b>				
9400 · Unused Cafe Reward Points	8,133	10,605	(2,473)	-23.3%
<b>Total 9000 · Non-Operating Revenue</b>	<b>8,133</b>	<b>10,605</b>	<b>(2,473)</b>	<b>-23.3%</b>
<b>Total Other Income</b>	<b>8,133</b>	<b>10,605</b>	<b>(2,473)</b>	<b>-23.3%</b>
<b>Other Expense</b>				
<b>9500 · Non-Operating Expenses</b>				
9560 · Inventory Variance	-	2,294	(2,294)	-100.0%
<b>Total 9500 · Non-Operating Expenses</b>	<b>-</b>	<b>2,294</b>	<b>(2,294)</b>	<b>-100.0%</b>
<b>Total Other Expense</b>	<b>-</b>	<b>2,294</b>	<b>(2,294)</b>	<b>-100.0%</b>
<b>Net Other Income</b>	<b>8,133</b>	<b>8,311</b>	<b>(178)</b>	<b>-2.1%</b>
<b>Net Income</b>	<b>(24,510)</b>	<b>(40,648)</b>	<b>16,138</b>	<b>39.7%</b>

# Marin Tennis Club

## Cash Flow Statement

### September 2019

	Sep 19
<b>OPERATING ACTIVITIES</b>	
Net Income	14,996
Adjustments to reconcile Net Income	
to net cash provided by operations:	
Net cash provided by Operating Activities	(3,601)
<b>INVESTING ACTIVITIES</b>	
1500 · Fixed Assets:1590 · Accumulated Depreciation	8,300
1600 · Current Year Purchases:1630 · Grounds	(948)
1900 · Other Assets:1945 · Mortgage Loan Fees	29
Net cash provided by Investing Activities	7,381
<b>FINANCING ACTIVITIES</b>	
2900 · Long Term Liabilities:2920 · BOM Mortgage (662001999)	(1,995)
Net cash provided by Financing Activities	(1,995)
Net cash increase for period	1,784
Cash at beginning of period	131,787
Cash at end of period	133,571

# Marin Tennis Club

## Cash Flow Statement

### January - September 2019

			Jan - Sep 19
		OPERATING ACTIVITIES	
		Net Income	78,334
		Adjustments to reconcile Net Income	
		to net cash provided by operations:	
		Net cash provided by Operating Activities	62,542
		INVESTING ACTIVITIES	
		1500 · Fixed Assets:1590 · Accumulated Depreciation	74,700
		1600 · Current Year Purchases:1630 · Grounds	(948)
		1600 · Current Year Purchases:1630 · Grounds:1630.2 · Beer Garden	(20,358)
		1600 · Current Year Purchases:1650 · Courts	(1,137)
		1600 · Current Year Purchases:1660 · IT Assets	(1,340)
		1600 · Current Year Purchases:1670 · Cafe	(219)
		1900 · Other Assets:1945 · Mortgage Loan Fees	(3,226)
		Net cash provided by Investing Activities	47,472
		FINANCING ACTIVITIES	
		2900 · Long Term Liabilities:2910 · Bank of Marin Note Payable	(275,918)
		2900 · Long Term Liabilities:2915 · Bank of Marin Note Payable (Caf	(36,016)
		2900 · Long Term Liabilities:2920 · BOM Mortgage (662001999)	295,965
		3000 · Equity:3010 · Member's Equity	(29,140)
		3200 · Unrestricted Net Assets	29,140
		Net cash provided by Financing Activities	(15,969)
		Net cash increase for period	94,045
		Cash at beginning of period	39,526
		Cash at end of period	133,571

**Confidential**  
**Not for External Distribution**

**Marin Tennis Club**  
**Balance Sheet**  
**As at: September 30, 2019**

	Sep 30, 19
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1000 · Operating Funds	5,801
1050 · Reserve Funds	
1050.1 · Bank of Marin Savings (5673)	55,132
1050.2 · Bank of Marin CIF (0277)	72,639
<b>Total 1050 · Reserve Funds</b>	<b>127,770</b>
<b>Total Checking/Savings</b>	<b>133,571</b>
<b>Accounts Receivable</b>	
1100 · Accounts Receivable	6,307
<b>Total Accounts Receivable</b>	<b>6,307</b>
<b>Other Current Assets</b>	
1120 · Member Accounts Receivable CA	97,737
1200 · Inventory	
1210 · Cafe Inventory	12,507
1220 · Merchandise	6,383
1290 · Other Inventory	6,272
<b>Total 1200 · Inventory</b>	<b>25,162</b>
1230 · Keg Deposits	680
1400 · Prepaid Expense	41,944
<b>Total Other Current Assets</b>	<b>165,524</b>
<b>Total Current Assets</b>	<b>305,403</b>
<b>Fixed Assets</b>	
1500 · Fixed Assets	1,661,512
1600 · Current Year Purchases	
1630 · Grounds	
1630.2 · Beer Garden	20,358
1630 · Grounds - Other	948
<b>Total 1630 · Grounds</b>	<b>21,307</b>
1650 · Courts	1,137
1660 · IT Assets	1,340
1670 · Cafe	219
<b>Total 1600 · Current Year Purchases</b>	<b>24,002</b>
<b>Total Fixed Assets</b>	<b>1,685,514</b>
<b>Other Assets</b>	
1900 · Other Assets	
1945 · Mortgage Loan Fees	3,226
<b>Total 1900 · Other Assets</b>	<b>3,226</b>
<b>Total Other Assets</b>	<b>3,226</b>
<b>TOTAL ASSETS</b>	<b>1,994,143</b>

**Marin Tennis Club**  
**Balance Sheet**  
**As at: September 30, 2019**

	Sep 30, 19
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	25,894
Credit Cards	2,771
<b>Other Current Liabilities</b>	
2100 · Payroll Liabilities	28
2400 · Other Current Liabilities	
2410 · Deferred Revenue Marin Academy	13,293
2415 · Sales Tax Liability	5,250
<b>Total 2400 · Other Current Liabilities</b>	<b>18,543</b>
<b>Total Other Current Liabilities</b>	<b>18,571</b>
<b>Total Current Liabilities</b>	<b>47,236</b>
<b>Long Term Liabilities</b>	
<b>2900 · Long Term Liabilities</b>	
2920 · BOM Mortgage (662001999)	295,965
2990 · Refundable Memberships	82,076
<b>Total 2900 · Long Term Liabilities</b>	<b>378,041</b>
<b>Total Long Term Liabilities</b>	<b>378,041</b>
<b>Total Liabilities</b>	<b>425,277</b>
<b>Equity</b>	
<b>3000 · Equity</b>	
3010 · Member's Equity	1,484,237
3990 · Opening Balance Equity	6,294
<b>Total 3000 · Equity</b>	<b>1,490,532</b>
<b>Net Income</b>	<b>78,334</b>
<b>Total Equity</b>	<b>1,568,866</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,994,143</b>

**Marin Tennis Club**  
**Initiation Fee Installments Aging**  
**As at: September 30, 2019**

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Installment - Edward Dale	2,566.00	(234.00)	(234.00)	(234.00)	(1,872.00)	(8.00)
Installment - Jason Seale	-	-	-	-	550.00	550.00
Installment - Jules Lennon	2,050.00	(85.00)	(85.00)	(85.00)	(765.00)	1,030.00
Installment - Mi Qi	5,000.00	(208.00)	(208.00)	-	-	4,584.00
Installment - Norma Brewer	-	-	-	-	171.00	171.00
Installment - Susan Swezy	2,808.00	(234.00)	(234.00)	(234.00)	(1,872.00)	234.00
<b>TOTAL</b>	<b>9,858.00</b>	<b>(527.00)</b>	<b>(527.00)</b>	<b>(319.00)</b>	<b>(1,916.00)</b>	<b>6,561.00</b>

# Marin Tennis Club

## Reserve Account Transactions

### January - September 2019

Type	Date	Memo	Debit	Credit	Balance
1050 · Reserve Funds					4,287.90
1050.1 · Bank of Marin Savings (5673)					4,287.90
Transfer	01/14/2019	Veera initiation fe	3,000.00		7,287.90
Deposit	01/29/2019	Interest	0.33		7,288.23
Transfer	02/26/2019	Funds Transfer C	4,000.00		11,288.23
Transfer	02/27/2019	Funds Transfer C	4,000.00		15,288.23
Transfer	02/27/2019	Funds Transfer J	4,000.00		19,288.23
Transfer	02/28/2019	Funds Transfer E	4,000.00		23,288.23
Deposit	02/28/2019	Interest	0.42		23,288.65
Transfer	03/01/2019	Funds Transfer F	4,173.00		27,461.65
Transfer	03/18/2019	Funds Transfer Ii	3,000.00		30,461.65
Deposit	03/31/2019	Interest	1.48		30,463.13
Transfer	04/10/2019	Funds Transfer Ii	3,706.00		34,169.13
Transfer	04/24/2019	Funds Transfer Ii	3,000.00		37,169.13
Transfer	04/29/2019	Funds Transfer Ii	3,000.00		40,169.13
Deposit	04/30/2019	Interest	1.92		40,171.05
Transfer	05/07/2019	Funds Transfer Ii	3,664.00		43,835.05
Deposit	05/31/2019	Interest	2.38		43,837.43
Transfer	06/04/2019	Funds Transfer C	4,000.00		47,837.43
Transfer	06/06/2019	Funds Transfer Ii	3,364.00		51,201.43
Deposit	06/30/2019	Interest	2.51		51,203.94
Transfer	07/16/2019	Funds Transfer Ii	2,617.00		53,820.94
Deposit	07/31/2019	Interest	3.08		53,824.02
Transfer	08/09/2019	Funds Transfer Ii	2,047.00		55,871.02
Transfer	08/29/2019	Funds Transfer Ii	2,000.00		57,871.02
Transfer	08/31/2019	Funds Transfer Visa Payment		8,000.00	49,871.02
Deposit	08/31/2019	Interest	2.96		49,873.98
Transfer	09/16/2019	Funds Transfer A	2,255.00		52,128.98
Transfer	09/16/2019	New member Ca	3,000.00		55,128.98
Deposit	09/30/2019	Interest	2.94		55,131.92
Total 1050.1 · Bank of Marin Savings (5673)			58,844.02	8,000.00	55,131.92
Total 1050 · Reserve Funds			58,844.02	8,000.00	55,131.92
TOTAL			58,844.02	8,000.00	55,131.92

# Marin Tennis Club

## CIF Account Transactions

### January - September 2019

			Type	Date	Memo	Debit	Credit	Balance
		1050 · Reserve Funds						25,436.22
		1050.2 · Bank of Marin CIF (0277)						25,436.22
			Transfer	01/08/2019	Move money bac	5,000.00		30,436.22
			Transfer	01/14/2019	CIF transfer	4,428.00		34,864.22
			Transfer	01/14/2019	Veera Capital co	2,000.00		36,864.22
			Deposit	01/31/2019	Interest	1.82		36,866.04
			Transfer	02/08/2019	Funds Transfer fr	4,403.00		41,269.04
			Transfer	02/21/2019	Graves Capital C	3,000.00		44,269.04
			Transfer	02/25/2019	Capital Contributi	3,000.00		47,269.04
			Transfer	02/26/2019	Funds Transfer J	6,000.00		53,269.04
			Transfer	02/26/2019	Funds Transfer		3,000.00	50,269.04
			Transfer	02/27/2019	Funds Transfer E	3,000.00		53,269.04
			Deposit	02/28/2019	Interest	2.09		53,271.13
			Transfer	03/07/2019	Funds Transfer F	4,512.00		57,783.13
			Transfer	03/18/2019	Funds Transfer Initiation Fee Zeisle		3,000.00	54,783.13
			Transfer	03/18/2019	Funds Transfer C	2,000.00		56,783.13
			Transfer	03/18/2019	Funds Transfer	3,000.00		59,783.13
			Deposit	03/31/2019	Interest	2.98		59,786.11
			Transfer	04/10/2019	Funds Transfer C	4,368.00		64,154.11
			Transfer	04/24/2019	Funds Transfer C	2,000.00		66,154.11
			Transfer	04/29/2019	Funds Transfer M	2,000.00		68,154.11
			Deposit	04/30/2019	Interest	3.60		68,157.71
			Transfer	05/07/2019	Funds Transfer C	4,350.00		72,507.71
			Transfer	05/07/2019	Funds Transfer Court resurfacing		15,000.00	57,507.71
			Transfer	05/30/2019	Funds Transfer Invoices for Court 5		19,483.40	38,024.31
			Deposit	05/31/2019	Interest	3.22		38,027.53
			Transfer	06/04/2019	Funds Transfer C	3,000.00		41,027.53
			Transfer	06/04/2019	Funds Transfer Court 5 deck projec		875.00	40,152.53
			Transfer	06/06/2019	Funds Transfer C	9,374.00		49,526.53
			Deposit	06/30/2019	Interest	2.38		49,528.91
			Transfer	07/16/2019	Funds Transfer C	4,356.00		53,884.91
			Deposit	07/31/2019	Interest	3.03		53,887.94
			Transfer	08/09/2019	Funds Transfer C	4,344.00		58,231.94
			Transfer	08/29/2019	Funds Transfer Ir	3,000.00		61,231.94
			Deposit	08/31/2019	Interest	3.06		61,235.00
			Transfer	09/16/2019	Funds Transfer C	4,400.00		65,635.00
			Transfer	09/16/2019	New member Ca	2,000.00		67,635.00
			Transfer	09/30/2019	Funds Transfer \$	5,000.00		72,635.00
			Deposit	09/30/2019	Interest	3.56		72,638.56
		Total 1050.2 · Bank of Marin CIF (0277)				88,560.74	41,358.40	72,638.56
		Total 1050 · Reserve Funds				88,560.74	41,358.40	72,638.56
TOTAL						88,560.74	41,358.40	72,638.56