

**New London Country Club , Inc.**  
**FOOD & BEVERAGE - September, 2011**

|                               | Actual    |            | Total Yr   |           |      |
|-------------------------------|-----------|------------|------------|-----------|------|
|                               | Month     | To Date    | Budget     |           |      |
| REVENUE                       |           |            |            |           |      |
| Member Events                 | 800.00    | 2,449.35   | -          |           |      |
| O/S Tournament                | -         | -          | 6,000.00   |           |      |
| Sales - Food                  | 3,535.18  | 27,441.29  | 27,000.00  |           |      |
| -Beer                         | 5,880.01  | 41,252.75  | 39,900.00  |           |      |
| -Wine                         | 936.62    | 7,552.13   | 6,300.00   |           |      |
| -Liquor                       | 4,205.50  | 27,821.85  | 21,000.00  |           |      |
| -Non Alcoholic Bev            | 1,672.05  | 14,755.38  | 14,700.00  |           |      |
| Dining/Ballroom Rental        | 920.00    | 6,814.50   | 5,500.00   |           |      |
| Banquet Staffing Reimbursemen | -         | 261.00     | -          |           |      |
| Fuel Reimbursement            | 100.00    | 300.00     | -          |           |      |
| Other                         | -         | -          | -          |           |      |
|                               | -----     | -----      | -----      |           |      |
| Total Revenue                 | 18,049.36 | 128,648.25 | 120,400.00 |           |      |
|                               | -----     | -----      | -----      |           |      |
| COST OF GOODS                 |           |            |            |           |      |
|                               |           |            | %          | LY %      |      |
| Food                          | 2,369.00  | 16,050.69  | 0.58       | 13,500.00 | 0.54 |
| Beer                          | 761.44    | 13,420.51  | 0.33       | 12,600.00 | 0.31 |
| Wine                          | 256.42    | 3,817.89   | 0.51       | 1,400.00  | 0.24 |
| Liquor                        | 760.96    | 8,163.25   | 0.29       | 5,740.00  | 0.28 |
| Non Alcoholic                 | 495.90    | 5,939.48   | 0.40       | 4,200.00  | 0.29 |
| Member Events                 | -         | 2,401.54   |            | -         |      |
|                               | -----     | -----      |            | -----     |      |
| Total Cost of Goods           | 4,643.72  | 49,793.36  |            | 37,440.00 |      |
|                               | -----     | -----      |            | -----     |      |
| GROSS PROFIT (LOSS)           |           |            |            |           |      |
|                               | 13,405.64 | 78,854.89  |            | 82,960.00 |      |

**New London Country Club , Inc.**  
**FOOD & BEVERAGE - September, 2011**

|                                           | <u>Actual</u> |                | <u>Total Yr</u> |
|-------------------------------------------|---------------|----------------|-----------------|
|                                           | <u>Month</u>  | <u>To Date</u> | <u>Budget</u>   |
| <b>EXPENSES</b>                           |               |                |                 |
| <b>SALARIES, WAGES &amp; FRINGE</b>       |               |                |                 |
| Labor - Restaurant Manager                | 1,298.10      | 11,245.54      | 13,500.00       |
| Labor - Bartenders                        | 4,162.50      | 23,843.25      | 27,800.00       |
| Labor - Bartenders Overtime               | -             | 216.00         | -               |
| Payroll Taxes                             | 962.48        | 6,667.12       | 6,200.00        |
| Health Insurance                          | -             | -              | -               |
|                                           | -----         | -----          | -----           |
| <b>Total Salaries, Wages &amp; Fringe</b> | 6,423.08      | 41,971.91      | 47,500.00       |
|                                           | -----         | -----          | -----           |
| <b>OTHER EXPENSES</b>                     |               |                |                 |
| Advertising - Membership                  | -             | -              | 250.00          |
| Building Maint/Repairs - Other            | -             | 214.73         | 2,500.00        |
| Cash Over/Short                           | 23.96         | 43.70          | -               |
| Clubhouse Decorations                     | -             | 449.67         | 500.00          |
| Credit Card Fees                          | -             | -              | 300.00          |
| Dues                                      | -             | 55.00          | -               |
| Equipment Rental                          | 250.00        | 750.00         | 750.00          |
| Equipment Maint/Repairs                   | 159.53        | 859.55         | 1,150.00        |
| Insurance - Commercial Packag             | -             | 1,000.00       | 1,000.00        |
| Insurance - Workers Comp                  | -             | 1,100.00       | 1,100.00        |
| Licenses & Permits                        | -             | 1,470.00       | 1,700.00        |
| Prof Svcs - Other                         | -             | 700.00         | -               |
| Property Taxes - Personal Prop.           | -             | 7.80           | -               |
| Supplies - Cleaning                       | 19.42         | 19.42          | 500.00          |
| Supplies - Office                         | -             | 97.14          | 100.00          |
| Supplies - Other                          | 164.27        | 1,916.47       | 500.00          |
| Supplies - Table Settings                 | -             | 190.80         | 200.00          |
| Uniforms                                  | 31.91         | 392.31         | 400.00          |
| Utilities - Electricity                   | 1,075.82      | 8,104.90       | 9,800.00        |
| Utilities - Propane                       | 119.69        | 2,404.40       | 2,000.00        |
| Utilities - Television                    | 127.50        | 1,136.69       | 1,300.00        |
|                                           | -----         | -----          | -----           |
| <b>Total Other Expenses</b>               | 1,972.10      | 20,912.58      | 24,050.00       |
|                                           | -----         | -----          | -----           |
| <b>Total Expenses</b>                     | 8,395.18      | 62,884.49      | 71,550.00       |
|                                           | -----         | -----          | -----           |
| <b>NET PROFIT (LOSS)</b>                  | 5,010.46      | 15,970.40      | 11,410.00       |
|                                           | =====         | =====          | =====           |