



**Herons Glen  
Recreation District**

**2023-24**

**Mid-Year Review**

**Mid-Year Review Summary**  
**Year to Date Actuals 10/01/23 - 03/31/24**  
**6-Month Forecast 04/01/24 - 09/30/24**

DEPARTMENT	REVENUE			EXPENSES			End of Year Forecast		
	YTD Actual + 6 Mo Budget	YTD Actual + 6 Mo Forecast	Variance	YTD Actual + 6 Mo Budget	YTD Actual + 6 Mo Forecast	Variance	YTD Actual + 6 Mo Budget	YTD Actual + 6 Mo Forecast	Variance
Admin	1,280,748	1,280,748	-	1,212,820	1,210,972	(1,848)	67,928	69,776	1,848
Restaurant	1,920,362	1,904,367	(15,995)	2,031,125	1,987,587	(43,539)	(110,763)	(83,219)	27,544
Clubhouse	970,639	970,639	-	982,041	983,523	1,482	(11,401)	(12,884)	(1,482)
CLIS	545,680	545,680	-	520,169	512,615	(7,553)	25,512	33,065	7,553
Fitness	89,512	89,512	-	85,489	84,769	(720)	4,023	4,743	720
<b>Total Other Than Golf</b>	<b>\$ 4,806,942</b>	<b>\$ 4,790,947</b>	<b>\$ (15,995)</b>	<b>\$ 4,831,643</b>	<b>\$ 4,779,465</b>	<b>\$ (52,177)</b>	<b>\$ (24,701)</b>	<b>\$ 11,482</b>	<b>\$ 36,183</b>
GCM	-	-	-	1,730,330	1,734,677	4,347	(1,730,330)	(1,734,677)	(4,347)
Pro Shop	2,548,117	2,548,117	-	688,601	678,161	(10,440)	1,859,517	1,869,957	10,440
<b>Total Golf Operations</b>	<b>\$ 2,548,117</b>	<b>\$ 2,548,117</b>	<b>\$ -</b>	<b>\$ 2,418,930</b>	<b>\$ 2,412,837</b>	<b>\$ (6,093)</b>	<b>\$ 129,187</b>	<b>\$ 135,280</b>	<b>\$ 6,093</b>
<b>Total All Departments</b>	<b>\$ 7,355,059</b>	<b>\$ 7,339,064</b>	<b>\$ (15,995)</b>	<b>\$ 7,250,573</b>	<b>\$ 7,192,303</b>	<b>\$ (58,270)</b>	<b>\$ 104,486</b>	<b>\$ 146,762</b>	<b>\$ 42,276</b>

## 2023-24 Mid-Year Review Notes and Departmental Assumptions

### Dept 00 – Administration

**Expenses:** Forecasting Expenses will decrease by \$1,848 vs amount budgeted over the next six months

- **Payroll Benefits** – Increased \$3,979 - Based on first six months du to 401k match being higher than expected
- **Insurance (Allocation)** – Decreased \$9,600 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Resident Discount – Food (Calculation)** – Decreased \$162 (Resident sales 82.80% YTD)
- **Resident Discount – Beverage (Calculation)** – Decreased \$698 (Resident sales 80.64% YTD)
- **Bank Charges** – Increased \$1,633 - Based on first six months
- **Office Equipment** – Increased \$3,000 - New office setup for incoming part-time acct staff

**Forecasting** an increase of the positive variance to budget by \$1,848 over the next six months

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### Dept 10 – Food & Beverage

**Revenue:** Forecasting Revenue will decrease by \$43,539 vs amount budgeted over the next six months

- **Food Sales – Dining Room & Lounge** - Decreased \$8,783 or 3% in sales Apr through Sep - Based on first six months
- **Beverage Revenue – Dining Room & Lounge** – Decreased \$4,242 or 3% in sales Apr through Sep - Based on first six months
- **Banquet Food & Beverage – Residents** – Decreased \$1,312 or 3% in sales Apr through Sep - Based on first six months
- **Banquet Sales – Outside** – Decreased \$1,658 - Based on first six months

**Expenses:** Forecasting Expenses will decrease by \$ 55,032 vs amount budgeted over the next six months

- **Cost of Sales, Food (Calculation)** – Increased \$4,261 - Recalculated accordingly based on year-to-date percentage of 48.7%
- **Cost of Sales, Beverage (Calculation)** – Increased \$897- Recalculated accordingly based on year-to-date percentage of 30.2%
- **Payroll, Kitchen, OT** – Increased \$5,000 in April - Based on actuals month to date
- **Payroll, Service** – Decreased \$26,502 – Not rehiring a Dining Room Manager for the remainder of the fiscal year
- **Payroll Taxes & Fees (Calculation)** – Decreased \$3,144 - Due to changes in payroll and revenue for purposes of the 18% gratuity
- **Payroll Benefits** – Decreased \$10,551 – Only 8 employees taking the insurance with a budget of 11
- **H-2B Additional Expenses** – Decreased \$3,800 – Not responsible for H-2B travel up north
- **Insurance (Allocation)** – Decreased \$6,400 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Supplies** – Decreased \$3,000 – Planning on preparing for the season starting in Oct

**Forecasting** a decrease of the negative variance to budget by \$27,544 over the next six months

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### Dept 70 – Clubhouse Maintenance

**Expenses:** Forecasting Expenses will increase by \$1,482 vs amount budgeted over the next six months

- **Payroll** – Increased \$11,517 – 10% increase due to retention requirements

## 2023-24 Mid-Year Review Notes and Departmental Assumptions

- **Payroll, O.T.** – Increased \$2,400 – Doubled due to new bocce courts
- **Payroll Taxes & Fees (*Calculation*)** – Increased \$1,668 - based on increase in payroll
- **Payroll Benefits** – Decreased \$3,957 – Only 4 employees taking insurance, budgeted for 5
- **Cleaning Supplies** – Decreased \$1,218 – finding savings opportunities with other vendors
- **Equipment Rental** – Decreased \$2,250 – most rentals covered by the bond
- **Small Equipment Sound** - Decreased \$1,815 – ballroom bond
- **Insurance (Allocation)** – Decreased \$14,400 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Lease** - Decreased \$1,300 – Reclass of fitness center ice machine lease Nov23-Mar24
- **Maintenance & Repairs** – Increased \$5,716 – 15% increase based on first 6 months' actuals
- **Service Contracts** – Increased \$5,120 – 21.74% increase in outside cleaning company

**Forecasting** an increase of the negative variance to budget by \$1,482 over the next six months

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### Dept 76 – CLIS

**Expenses:** Forecasting Expenses will decrease by \$7,553 vs amount budgeted over the next six months

- **Insurance (Allocation)** – Decreased \$6,720 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Effluent Water** – Decreased \$833 – Not using effluent for CLIS at all

**Forecasting** an increase of the positive variance to budget by \$7,553 over the next six months

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### Dept 77 – Fitness Center

**Expenses:** Forecasting Expenses will decrease by \$720 vs amount budgeted over the next six months

- **Insurance (Allocation)** – Decreased \$3,200 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Lease** - Increased \$1,300 - Reclass of fitness center ice machine lease Nov23-Mar24
- **Service Contracts** – Increased \$1,180 - 21.74% increase in outside cleaning company

**Forecasting** an increase of the positive variance to budget by \$720 over the next six months

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### Dept 30 – Golf Course Maintenance

**Expenses:** Forecasting Expenses will increase by \$4,347 vs amount budgeted over the next six months

- **Chemicals** – Moved \$7,620 from first six months' budget – Scheduled to utilize unused funds budgeted in the beginning of the fiscal year
- **Fertilizer** – Moved \$19,800 from first six months' budget – Scheduled to utilize unused funds budgeted in the beginning of the fiscal year
- **Insurance (Allocation)** – Decreased \$10,240 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Lease** – Decreased \$24,833 - FY23 GCM Leased Equipment still has not arrived
- **Maintenance, Equipment** – Increased \$12,000 – Due to the lifecycle of machines, prices on parts and not being able to get replacement equipment

## 2023-24 Mid-Year Review Notes and Departmental Assumptions

**Forecasting** a decrease of the positive variance to budget by \$4,347 over the next six months

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### Dept 60 – Pro Shop

**Expenses:** Forecasting Expenses will decrease by \$10,440 vs amount budgeted over the next six months

- **Insurance (Allocation)** – Decreased \$13,440 - Property Insurance less than originally budgeted. Reversed insurance savings allocation from non-operating.
- **Maintenance & Repairs** – Moved \$3,000 from first six months' budget – Mandatory oil changes & tune-up kits need to be done before fiscal year end

**Forecasting** an increase of the positive variance to budget by \$10,440 over the next six months

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### All Departments

**Revenue:** Forecasting Revenue will decrease by \$15,995 vs amount budgeted over the next six months

**Expenses:** Forecasting Expenses will decrease by \$58,270 vs amount budgeted over the next six months

**Forecasting** an increase of the positive variance to budget by \$42,276 over the next six months

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### Dept 93

Reversed property insurance savings allocation due to not having wind coverage Oct23-Jan24 from non-operating contingency back to operating insurance \$46,770.96

### Capital

- Items expecting to be completed this summer \$20,300
- Items to be carried over into next fiscal year \$206,898
- Calculated carryforward into 2024-2025 Budget Yr \$2,381,385

### Deferred

- Projects expected to be completed this summer \$377,141
- Items to be carried over into next fiscal year \$351,257
- Calculated carryforward into 2024-2025 Budget Yr \$704,123