

TRUMP TURNBERRY
CONSOLIDATED INCOME STATEMENT
December 2020

Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Rows include: TOTAL AVAILABLE ROOMS, TOTAL REVENUE ROOMS, ROOMS REV./ AVERAGE DAILY RATE, ROOMS REV./ RevPAR, REVENUES: ROOMS, FOOD & BEVERAGE, TELECOMMUNICATIONS, GOLF, SPA & FITNESS, MISCELLANEOUS INCOME, TOTAL REVENUES.

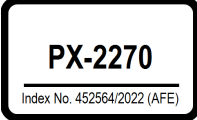
Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Rows include: OPERATED DEPARTMENTS: ROOMS, FOOD & BEVERAGE, GOLF, RETAIL, SPA & FITNESS, TOTAL OPERATED DEPARTMENTS EXP.

Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Rows include: OPERATING PROFITS: ROOMS, FOOD & BEVERAGE, OTHER OPERATING DEPARTMENTS: GOLF, SPA & FITNESS, MISCELLANEOUS INCOME, GROSS OPERATING INCOME.

Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Rows include: UNDISTRIBUTED EXPENSES: ADMINISTRATIVE & GENERAL, INFORMATION & TELECOM SYSTEMS, MARKETING & SALES, UTILITIES COSTS, PROPERTY OPERATIONS & MAINT., TOTAL UNDISTRIBUTED EXPENSES, GROSS OPERATING PROFIT.

Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Row: MANAGEMENT FEE.

Table with columns: MONTH ACTUAL, %, MONTH BUDGET, %, MONTH LAST YEAR, %, Y-T-D ACTUAL, %, Y-T-D BUDGET, %, Y-T-D LAST YEAR, %. Rows include: NON OPERATING INCOME & EXPENSE: MORTGAGE INTEREST, BANK INTEREST.



**TRUMP TURNBERRY**  
 CONSOLIDATED INCOME STATEMENT  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
1,716	2.13	74,779	6.66	72,601	8.10	TAXES	64,064	0.97	890,814	4.12	853,736	4.38
15,111	18.72	12,519	1.11	14,776	1.65	INSURANCE	181,344	2.74	146,578	0.68	146,711	0.75
22,946	28.42	19,937	1.77	58,155	6.48	LEASES/RENT	243,435	3.68	233,694	1.08	220,969	1.13
1,941	2.40	22,465	2.00	(372,673)	(41.55)	FFE RESERVE	130,252	1.97	432,165	2.00	0	0.00
2,334	2.89	1,667	0.15	35,676	3.98	OWNER'S EXPENSE	309,771	4.69	20,000	0.09	54,424	0.28
(189,322)	(234.47)	(546,457)	(48.65)	(105,850)	(11.80)	EBITDA	(3,400,994)	(51.47)	715,456	3.31	298,560	1.53
(189,322)	(234.47)	(546,457)	(48.65)	(105,850)	(11.80)	NET OPERATING INCOME	(3,400,994)	(51.47)	715,456	3.31	298,560	1.53

**TRUMP TURNBERRY**  
 ROOMS DEPARTMENT - HOTEL  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%	Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%	
<b>REVENUE:</b>												
(4,918)	244.77	309,485	78.73	155,983	78.55	TRANSIENT REVENUE	1,680,311	88.64	4,743,628	68.24	3,778,767	66.39
0	0.00	75,345	19.17	35,938	18.10	GROUP REVENUE	148,312	7.82	2,102,966	30.25	1,784,206	31.35
230	(11.45)	0	0.00	427	0.22	NO SHOW	12,226	0.64	6,000	0.09	35,291	0.62
2,679	(133.32)	8,250	2.10	6,242	3.14	OTHER REVENUE	54,837	2.89	99,000	1.42	93,327	1.64
(2,009)	100.00	393,080	100.00	198,591	100.00	TOTAL REVENUE	1,895,686	100.00	6,951,594	100.00	5,691,591	100.00
<b>PAYROLL &amp; BENEFITS</b>												
5,985	(297.89)	33,611	8.55	16,903	8.51	MANAGEMENT WAGES	206,102	10.87	395,953	5.70	287,556	5.05
14,735	(733.34)	92,417	23.51	62,359	31.40	HOURLY WAGES	553,584	29.20	1,208,711	17.39	1,074,388	18.88
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	1,040	0.02
20,720	(1,031.23)	126,028	32.06	79,263	39.91	TOTAL SALARIES & WAGES	759,686	40.07	1,604,664	23.08	1,362,985	23.95
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	2,082	1.05	CONTRACT LABOR	348	0.02	0	0.00	21,723	0.38
0	0.00	1,067	0.27	(9,338)	(4.70)	INCENTIVE/BONUS	2,327	0.12	12,804	0.18	9,119	0.16
20,720	0.00	127,095	0.00	72,006	0.00	TTL SALARIES & WAGES AND RELATED	762,361	0.00	1,617,468	0.00	1,393,827	0.00
5,301	25.58	9,087	7.21	5,892	7.43	TAXES	59,892	7.88	115,649	7.21	91,901	6.74
(27,397)	(132.22)	24,419	19.38	28,762	36.29	BENEFITS	76,965	10.13	120,655	7.52	276,368	20.28
(22,096)	(106.64)	33,506	26.59	34,654	43.72	TOTAL TAX & BENEFITS	136,857	18.02	236,304	14.73	368,270	27.02
(1,376)	68.48	160,601	40.86	106,660	53.71	TOTAL WAGES & BENEFITS	899,218	47.44	1,853,772	26.67	1,762,096	30.96
17,369	(864.47)	67,561	17.19	50,130	25.24	TOTAL OTHER EXPENSES	493,694	26.04	989,238	14.23	975,225	17.13
15,993	(795.98)	228,162	58.04	156,790	78.95	TOTAL EXPENSES	1,392,912	73.48	2,843,010	40.90	2,737,321	48.09
(18,003)	895.98	164,918	41.96	41,801	21.05	PROFIT / (LOSS)	502,774	26.52	4,108,584	59.10	2,954,270	51.91
<b>OTHER EXPENSES:</b>												
5,032	(250.44)	8,200	2.09	8,520	4.29	CABLE TELEVISION	64,830	3.42	98,400	1.42	96,598	1.70
(1,488)	74.06	871	0.22	505	0.25	CLEANING SUPPLIES	12,342	0.65	4,864	0.07	4,492	0.08
0	0.00	160	0.04	87	0.04	COMPLIMENTARY GUEST SERVICES	1,527	0.08	2,510	0.04	1,904	0.03
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
625	(31.13)	600	0.15	933	0.47	CONTRACT SERVICES	7,848	0.41	7,200	0.10	11,189	0.20
0	0.00	650	0.17	344	0.17	DECORATIONS	1,470	0.08	7,800	0.11	6,522	0.11

**TRUMP TURNBERRY**  
 ROOMS DEPARTMENT - HOTEL  
 December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR		
	%		%		%		%		%		%	
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	70	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	650	0.17	(2,261)	(1.14)	FLOWERS	(174)	(0.01)	7,800	0.11	(797)	(0.01)
0	0.00	1,500	0.38	0	0.00	GLASSWARE	0	0.00	6,000	0.09	0	0.00
4,263	(212.19)	5,455	1.39	7,592	3.82	GUEST AMENITIES	21,844	1.15	91,870	1.32	91,399	1.61
0	0.00	1,857	0.47	2,088	1.05	GUEST VIP AMENITIES	3,031	0.16	20,168	0.29	21,455	0.38
0	0.00	0	0.00	0	0.00	GUEST RELOCATION	19	0.00	0	0.00	0	0.00
2,568	(127.82)	3,782	0.96	3,323	1.67	GUEST SUPPLIES	34,601	1.83	44,024	0.63	44,511	0.78
0	0.00	0	0.00	0	0.00	GUEST TRANSPORTATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	IN HSE MEALS & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
429	(21.35)	0	0.00	(555)	(0.28)	KEY CARDS	3,076	0.16	5,200	0.07	5,578	0.10
(418)	20.82	13,133	3.34	9,304	4.68	LAUNDRY	80,581	4.25	225,205	3.24	207,892	3.65
0	0.00	0	0.00	0	0.00	LINEN	221	0.01	3,600	0.05	1,335	0.02
0	0.00	115	0.03	42	0.02	MISCELLANEOUS	2,058	0.11	1,911	0.03	1,222	0.02
421	(20.96)	1,500	0.38	8,016	4.04	MUSIC & ENTERTAINMENT	5,504	0.29	18,000	0.26	18,159	0.32
148	(7.35)	500	0.13	262	0.13	NEWSPAPERS	2,334	0.12	6,000	0.09	3,890	0.07
1,920	(95.58)	3,323	0.85	2,656	1.34	OPERATING SUPPLIES	20,443	1.08	28,239	0.41	35,244	0.62
0	0.00	0	0.00	50	0.03	UPGRADE COMMISSION	0	0.00	0	0.00	50	0.00
143	(7.12)	190	0.05	144	0.07	POSTAGE, MESSENGER & OVERNIGHT DELIVERY	1,599	0.08	2,280	0.03	2,100	0.04
0	0.00	560	0.14	300	0.15	PRINTING & STATIONERY	4,930	0.26	6,720	0.10	6,490	0.11
3,439	(171.15)	3,617	0.92	4,361	2.20	RESERVATION FEES	55,239	2.91	64,358	0.93	81,653	1.43
0	0.00	16,650	4.24	905	0.46	T/A COMMISSIONS - OTA	151,090	7.97	255,207	3.67	187,523	3.29
(64)	3.19	1,025	0.26	0	0.00	TA COMMISSION - GROUP	(7,236)	(0.38)	28,600	0.41	94,509	1.66
51	(2.52)	0	0.00	51	0.03	TRAINING	735	0.04	5,805	0.08	3,458	0.06
651	(32.40)	50	0.01	233	0.12	TRAVEL & ENTERTAINMENT	2,149	0.11	600	0.01	2,203	0.04
(351)	17.49	2,573	0.65	2,498	1.26	UNIFORM CLEANING	20,834	1.10	34,775	0.50	35,009	0.62
0	0.00	600	0.15	734	0.37	UNIFORMS	2,799	0.15	12,100	0.17	11,566	0.20
0	0.00	0	0.00	0	0.00	OWNER HSKPG CREDIT	0	0.00	0	0.00	0	0.00
17,369	(864.47)	67,561	17.19	50,130	25.24	TOTAL OTHER EXPENSES	493,694	26.04	989,238	14.23	975,225	17.13

# TRUMP TURNBERRY

## ROOMS DEPARTMENT - HOTEL STATS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>OCCUPIED ROOMS:</b>												
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0	0.00	160	2.69	60	1.01	PREMIUM RETAIL	85	0.12	1,606	2.29	193	0.28
0	0.00	217	3.65	91	1.53	STANDARD RETAIL	259	0.35	1,726	2.46	765	1.09
0	0.00	173	2.91	520	8.74	WEEKEND RETAIL / SFB	736	1.01	2,992	4.26	3,087	4.41
0	0.00	384	6.45	386	6.49	PACKAGES	5,836	7.97	3,596	5.12	3,686	5.26
0	0.00	0	0.00	22	0.37	SPECIAL CORPORATE	85	0.12	262	0.37	317	0.45
0	0.00	28	0.47	72	1.21	REWARDS REDEMPTION	436	0.60	411	0.58	838	1.20
0	0.00	28	0.47	15	0.25	WHOLESALE	100	0.14	5,127	7.30	4,079	5.82
0	0.00	190	3.19	138	2.32	OTHER DISCOUNT	2,002	2.73	3,077	4.38	4,431	6.32
0	0.00	0	0.00	0	0.00	GOVERNMENT / MILITARY	0	0.00	0	0.00	0	0.00
0	0.00	195	3.28	37	0.62	eCHANNEL RETAIL (OTA)	191	0.26	1,402	2.00	713	1.02
0	0.00	174	2.92	70	1.18	ADVANCE PURCHASE	645	0.88	3,505	4.99	3,290	4.69
0	0.00	0	0.00	0	0.00	AAA	6	0.01	72	0.10	81	0.12
0	0.00	0	0.00	0	0.00	SENIOR DISCOUNT	1	0.00	78	0.11	78	0.11
0	0.00	0	0.00	7	0.12	ASSOCIATE LEISURE	53	0.07	0	0.00	68	0.10
0	0.00	0	0.00	0	0.00	SELF CATERING	0	0.00	0	0.00	0	0.00
0	0.00	1,549	26.02	1,418	23.82	TOTAL TRANSIENT	10,435	14.25	23,854	33.95	21,626	30.86
0	0.00	275	4.62	213	3.58	CORPORATE	156	0.21	7,714	10.98	5,998	8.56
0	0.00	0	0.00	0	0.00	TOUR SERIES / WHOLESALE	459	0.63	1,572	2.24	1,942	2.77
0	0.00	0	0.00	0	0.00	ASSOCIATION	0	0.00	280	0.40	0	0.00
0	0.00	375	6.30	86	1.44	OTHER GROUP	532	0.73	3,552	5.05	4,073	5.81
0	0.00	0	0.00	0	0.00	GOVERNMENT GROUP	0	0.00	0	0.00	544	0.78
0	0.00	650	10.92	299	5.02	TOTAL GROUP	1,147	1.57	13,118	18.67	12,557	17.92
0	0.00	2,199	36.95	1,717	28.85	TOTAL REVENUE ROOMS	11,582	15.82	36,972	52.61	34,183	48.78
0	0.00	93	1.56	138	2.32	COMPLIMENTARY	886	1.21	1,250	1.78	1,337	1.91
67	1.06	0	0.00	67	1.13	HOUSE USE	659	0.90	0	0.00	392	0.56
0	0.00	0	0.00	0	0.00	OWNER USE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	THIRD PARTY RENTALS	0	0.00	0	0.00	0	0.00
67	1.06	2,292	38.51	1,922	32.29	TOTAL OCCUPIED ROOMS	13,127	17.93	38,222	54.39	35,912	51.24
6,257	98.94	0	0.00	4,192	70.43	VACANT ROOMS	61,349	83.80	0	0.00	34,347	49.01
2,852	45.10	0	0.00	1,033	17.36	OUT OF ORDER	19,665	26.86	0	0.00	8,020	11.44
6,324	100.00	5,952	100.00	5,952	100.00	TOTAL AVAILABLE ROOMS	73,212	100.00	70,272	100.00	70,080	100.00

### REVENUE / AVERAGE RATES:

# TRUMP TURNBERRY

## ROOMS DEPARTMENT - HOTEL STATS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	46,986	293.66	11,025	183.75	PREMIUM RETAIL	23,634	278.04	472,816	294.41	47,558	246.42
0	0.00	39,242	180.84	5,931	65.18	STANDARD RETAIL	30,973	119.59	344,831	199.79	110,469	144.40
0	0.00	32,128	185.71	70,027	134.67	WEEKEND RETAIL / SFB	164,853	223.99	602,893	201.50	668,474	216.54
(4,842)	0.00	93,828	244.34	28,778	74.56	PACKAGES	954,051	163.48	662,305	184.18	567,097	153.85
0	0.00	0	0.00	2,214	100.65	SPECIAL CORPORATE	10,301	121.19	58,546	223.46	67,412	212.66
0	0.00	2,464	88.00	5,484	76.17	REWARDS REDEMPTION	37,011	84.89	40,011	97.35	69,499	82.93
0	0.00	3,265	116.62	2,067	137.79	WHOLESALE	24,289	242.89	1,265,557	246.84	1,049,245	257.23
(76)	0.00	19,851	104.48	13,330	96.59	OTHER DISCOUNT	281,202	140.46	407,283	132.36	505,387	114.06
0	0.00	0	0.00	0	0.00	GOVERNMENT / MILITARY	0	0.00	0	0.00	0	0.00
0	0.00	42,567	218.29	6,918	186.99	eCHANNEL RETAIL (OTA)	44,539	233.19	283,082	201.91	150,746	211.42
0	0.00	29,154	167.55	9,455	135.07	ADVANCE PURCHASE	101,927	158.03	569,372	162.45	493,560	150.02
0	0.00	0	0.00	0	0.00	AAA	1,423	237.23	19,890	276.25	23,373	288.55
0	0.00	0	0.00	0	0.00	SENIOR DISCOUNT	113	113.46	17,039	218.45	18,252	234.00
0	0.00	0	0.00	754	107.65	ASSOCIATE LEISURE	5,993	113.08	0	0.00	7,695	113.16
0	0.00	0	0.00	0	0.00	SELF CATERING	0	0.00	0	0.00	0	0.00
(4,918)	0.00	309,485	199.80	155,983	110.00	TOTAL TRANSIENT	1,680,311	161.03	4,743,628	198.86	3,778,767	174.73
0	0.00	31,845	115.80	24,642	115.69	CORPORATE	28,558	183.06	1,200,173	155.58	726,878	121.19
0	0.00	0	0.00	0	0.00	TOUR SERIES / WHOLESALE	45,988	100.19	293,919	186.97	388,901	200.26
0	0.00	0	0.00	0	0.00	ASSOCIATION	0	0.00	26,600	95.00	0	0.00
0	0.00	43,500	116.00	11,296	131.35	OTHER GROUP	73,767	138.66	582,274	163.93	613,071	150.52
0	0.00	0	0.00	0	0.00	GOVERNMENT GROUP	0	0.00	0	0.00	55,356	101.76
0	0.00	75,345	115.91	35,938	120.19	TOTAL GROUP	148,312	129.30	2,102,966	160.31	1,784,206	142.09
(2,009)	0.00	393,080	178.75	198,591	115.66	PAID ADR	1,895,686	163.68	6,951,594	188.02	5,691,591	166.50
(2,009)	(29.99)	393,080	171.50	198,591	103.33	TOTAL ADR	1,895,686	144.41	6,951,594	181.87	5,691,591	158.49
(2,009)	(0.32)	393,080	66.04	198,591	33.37	RevPAR	1,895,686	25.89	6,951,594	98.92	5,691,591	81.22

**TRUMP TURNBERRY**  
ROOMS DEPARTMENT - HOTEL CPOR  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%	Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%	
67	0.00	2,292	0.00	1,922	0.00	TOTAL OCCUPIED ROOMS	13,127	0.00	38,222	0.00	35,912	0.00
<b>SALARIES &amp; WAGES:</b>												
(48)	(0.72)	3,499	1.53	1,615	0.84	ROOMS MANAGEMENT	21,361	1.63	40,485	1.06	20,152	0.56
3,083	46.02	19,985	8.72	13,821	7.19	FRONT OFFICE	143,759	10.95	251,778	6.59	215,122	5.99
9,800	146.27	57,008	24.87	38,600	20.08	HOUSEKEEPING	341,837	26.04	767,558	20.08	691,996	19.27
2,067	30.85	18,235	7.96	12,733	6.62	GUEST SERVICES	95,012	7.24	226,549	5.93	202,314	5.63
0	0.00	4,742	2.07	2,740	1.43	CONCIERGE	15,893	1.21	55,576	1.45	36,562	1.02
5,819	86.85	22,559	9.84	9,753	5.07	RESERVATIONS	141,823	10.80	262,718	6.87	197,075	5.49
20,720	309.26	126,028	54.99	79,263	41.24	TOTAL SALARIES & WAGES	759,686	57.87	1,604,664	41.98	1,362,985	37.95
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	2,082	1.08	CONTRACT LABOR	348	0.03	0	0.00	21,723	0.60
0	0.00	1,067	0.47	(6,147)	(3.20)	INCENTIVE/BONUS	2,328	0.18	12,804	0.34	8,855	0.25
<b>TAXES &amp; BENEFITS:</b>												
5,301	79.12	9,087	3.96	5,892	3.07	TAXES	59,892	4.56	115,649	3.03	91,901	2.56
(27,397)	(408.91)	24,419	10.65	28,762	14.96	PAYROLL TAXES & BENEFITS	76,965	5.86	120,655	3.16	276,368	7.70
(22,096)	(329.79)	33,506	14.62	34,654	18.03	TOTAL TAXES & BENEFITS	136,857	10.43	236,304	6.18	368,270	10.25
(1,376)	(20.54)	160,601	70.07	106,660	55.49	TOTAL WAGES & BENEFITS	899,218	68.50	1,853,772	48.50	1,762,096	49.07
17,369	259.24	67,561	29.48	50,130	26.08	TOTAL OTHER EXPENSES	493,694	37.61	989,238	25.88	975,225	27.16
15,993	238.71	228,162	99.55	156,790	81.58	TOTAL EXPENSES	1,392,912	106.11	2,843,010	74.38	2,737,321	76.22
<b>OTHER EXPENSES:</b>												
5,032	75.11	8,200	3.58	8,520	4.43	CABLE TELEVISION	64,830	4.94	98,400	2.57	96,598	2.69
(1,488)	(22.21)	871	0.38	505	0.26	CLEANING SUPPLIES	12,342	0.94	4,864	0.13	4,492	0.13
0	0.00	160	0.07	87	0.05	COMPLIMENTARY GUEST SERVICES	1,527	0.12	2,510	0.07	1,904	0.05
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
625	9.34	600	0.26	933	0.49	CONTRACT SERVICES	7,848	0.60	7,200	0.19	11,189	0.31
0	0.00	650	0.28	344	0.18	DECORATIONS	1,470	0.11	7,800	0.20	6,522	0.18
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	70	0.00

**TRUMP TURNBERRY**  
 ROOMS DEPARTMENT - HOTEL CPOR  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	650	0.28	(2,261)	(1.18)	FLOWERS	(174)	(0.01)	7,800	0.20	(797)	(0.02)
0	0.00	1,500	0.65	0	0.00	GLASSWARE	0	0.00	6,000	0.16	0	0.00
4,263	63.63	5,455	2.38	7,592	3.95	GUEST AMENITIES	21,844	1.66	91,870	2.40	91,399	2.55
0	0.00	0	0.00	0	0.00	GUEST RELOCATION	19	0.00	0	0.00	0	0.00
2,568	38.33	3,782	1.65	3,323	1.73	GUEST SUPPLIES	34,601	2.64	44,024	1.15	44,511	1.24
0	0.00	0	0.00	0	0.00	GUEST TRANSPORATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	IN HSE MEALS & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
429	6.40	0	0.00	(555)	(0.29)	KEY CARDS	3,076	0.23	5,200	0.14	5,578	0.16
(418)	(6.24)	13,133	5.73	9,304	4.84	LAUNDRY	80,581	6.14	225,205	5.89	207,892	5.79
0	0.00	0	0.00	0	0.00	LINEN	221	0.02	3,600	0.09	1,335	0.04
0	0.00	115	0.05	42	0.02	MISCELLANEOUS	2,058	0.16	1,911	0.05	1,222	0.03
421	6.29	1,500	0.65	8,016	4.17	MUSIC & ENTERTAINMENT	5,504	0.42	18,000	0.47	18,159	0.51
148	2.20	500	0.22	262	0.14	NEWSPAPERS	2,334	0.18	6,000	0.16	3,890	0.11
1,920	28.66	3,323	1.45	2,656	1.38	OPERATING SUPPLIES	20,443	1.56	28,239	0.74	35,244	0.98
0	0.00	0	0.00	50	0.03	PAPER SUPPLIES	0	0.00	0	0.00	50	0.00
143	2.14	190	0.08	144	0.07	POSTAGE, MESSENGER & OVERNIGHT	1,599	0.12	2,280	0.06	2,100	0.06
0	0.00	560	0.24	300	0.16	PRINTING & STATIONERY	4,930	0.38	6,720	0.18	6,490	0.18
3,439	51.33	3,617	1.58	4,361	2.27	RESERVATION EXPENSES	55,239	4.21	64,358	1.68	81,653	2.27
0	0.00	16,650	7.26	905	0.47	T/A COMMISSIONS - OTA	151,090	11.51	255,207	6.68	187,523	5.22
(64)	(0.96)	1,025	0.45	0	0.00	T/A COMMISSIONS - GROUP	(7,236)	(0.55)	28,600	0.75	94,509	2.63
651	9.72	50	0.02	233	0.12	TRAVEL & ENTERTAINMENT	2,149	0.16	600	0.02	2,203	0.06
0	0.00	600	0.26	734	0.38	UNIFORMS	2,799	0.21	12,100	0.32	11,566	0.32
(351)	(5.24)	2,573	1.12	2,498	1.30	UNIFORM CLEANING	20,834	1.59	34,775	0.91	35,009	0.97
0	0.00	0	0.00	0	0.00	OWNER HSKPG	0	0.00	0	0.00	0	0.00
17,369	259.24	67,561	29.48	50,130	26.08	TOTAL OTHER EXPENSES	493,694	37.61	989,238	25.88	975,225	27.16



**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - SUMMARY**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%	Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%	
<b>REVENUES:</b>												
(693)	93.06	321,733	61.31	256,669	56.70	FOOD REVENUE	1,455,545	67.08	4,250,019	61.77	4,100,734	61.70
(52)	6.94	200,117	38.13	151,533	33.47	BEVERAGE REVENUE	685,887	31.61	2,468,141	35.87	2,265,205	34.08
0	0.00	2,918	0.56	44,488	9.83	OTHER REVENUE	28,395	1.31	162,314	2.36	280,776	4.22
(745)	100.00	524,769	100.00	452,690	100.00	TOTAL FOOD & BEVERAGE REVENUE	2,169,827	100.00	6,880,474	100.00	6,646,714	100.00
<b>COST OF SALES:</b>												
(14,668)	2,116.73	96,520	30.00	66,347	25.85	COST OF SALES- FOOD	393,978	27.07	1,181,117	27.79	1,140,563	27.81
(4,116)	7,966.82	48,028	24.00	29,157	19.24	COST OF SALES- BEVERAGE	154,195	22.48	592,354	24.00	515,718	22.77
0	0.00	1,459	50.00	5,758	12.94	COST OF SALES OTHER	10,703	37.69	81,157	50.00	84,166	29.98
(18,784)	2,522.60	146,007	27.82	101,263	22.37	TOTAL COST OF SALES	558,876	25.76	1,854,628	26.95	1,740,447	26.19
18,039	(2,422.60)	378,762	72.18	351,427	77.63	GROSS PROFIT	1,610,951	74.24	5,025,846	73.05	4,906,267	73.81
<b>PAYROLL &amp; RELATED:</b>												
<b>SALARIES &amp; WAGES:</b>												
12,554	(1,685.96)	131,094	24.98	59,546	13.15	MANAGEMENT	586,319	27.02	1,529,048	22.22	1,035,042	15.57
15,256	(2,048.88)	151,201	28.81	122,781	27.12	HOURLY	784,734	36.17	1,954,488	28.41	1,948,337	29.31
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
27,810	(3,734.84)	282,295	53.79	182,326	40.28	TTL SALARIES & WAGES	1,371,053	63.19	3,483,537	50.63	2,983,379	44.89
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	26,710	5.90	CONTRACT LABOR	28,629	1.32	(74,000)	(1.08)	78,379	1.18
0	0.00	1,538	0.29	(12,159)	(2.69)	INCENTIVE/BONUS	0	0.00	18,456	0.27	1,014	0.02
27,810	(3,734.84)	283,833	54.09	196,877	43.49	TTL SALARIES & WAGES AND RELTD	1,399,682	64.51	3,427,993	49.82	3,062,772	46.08
<b>TAXES &amp; BENEFITS</b>												
8,148	29.30	21,985	7.79	13,948	7.65	TAXES	107,530	7.84	267,474	7.68	212,236	7.11
(65,762)	(236.47)	40,597	14.38	57,621	31.60	BENEFITS	78,770	5.75	212,982	6.11	560,000	18.77
(57,614)	(207.17)	62,582	22.17	71,569	39.25	TTL TAXES & BENEFITS	186,300	13.59	480,456	13.79	772,236	25.88

**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - SUMMARY**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
(29,804)	4,002.55	346,416	66.01	268,446	59.30	TTL PAYROLL & RELATED	1,585,983	73.09	3,908,449	56.80	3,835,008	57.70
(6,277)	842.99	83,514	15.91	87,281	19.28	TOTAL OTHER EXPENSES	218,579	10.07	664,769	9.66	581,986	8.76
(54,865)	7,368.13	575,936	109.75	456,990	100.95	TOTAL EXPENSES	2,363,438	108.92	6,427,846	93.42	6,157,441	92.64
54,120	(7,268.13)	(51,168)	(9.75)	(4,300)	(0.95)	PROFIT / (LOSS)	(193,611)	(8.92)	452,628	6.58	489,273	7.36

**OTHER EXPENSES:**

0	0.00	604	0.12	380	0.08	BAR SUPPLIES	2,941	0.14	8,697	0.13	7,473	0.11
0	0.00	0	0.00	0	0.00	BROCHURES & COLLATERAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
(12,099)	1,624.84	0	0.00	8,266	1.83	CHINA	3,999	0.18	30,000	0.44	8,999	0.14
(2,306)	309.74	4,246	0.81	4,072	0.90	CLEANING SUPPLIES	20,215	0.93	54,630	0.79	52,797	0.79
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	1,080	0.02
375	(50.39)	420	0.08	474	0.10	CONTRACT SERVICES	4,502	0.21	5,040	0.07	5,530	0.08
0	0.00	600	0.11	6,072	1.34	DECORATIONS	2,248	0.10	7,200	0.10	14,632	0.22
0	0.00	0	0.00	0	0.00	DUE & SUBSCRIPTIONS	170	0.01	0	0.00	0	0.00
46	(6.18)	300	0.06	308	0.07	EQUIPMENT RENTAL	2,122	0.10	3,600	0.05	3,448	0.05
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
(75)	10.13	0	0.00	(60)	(0.01)	GLASSWARE	5,445	0.25	16,500	0.24	18,629	0.28
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	269	0.00
0	0.00	0	0.00	0	0.00	KITCHEN FUEL	0	0.00	0	0.00	0	0.00
(128)	17.22	500	0.10	536	0.12	KITCHEN SMALLWARES	1,399	0.06	5,500	0.08	3,824	0.06
(170)	22.84	7,676	1.46	4,478	0.99	LAUNDRY	32,492	1.50	104,896	1.52	98,962	1.49
0	0.00	0	0.00	3,792	0.84	LINEN	0	0.00	17,500	0.25	3,792	0.06
0	0.00	2,825	0.54	7	0.00	MENU & BEVERAGE LIST	1,956	0.09	17,700	0.26	4,984	0.08
0	0.00	200	0.04	(149)	(0.03)	MISCELLANEOUS	1,483	0.07	2,400	0.03	2,957	0.04
2,513	(337.54)	50,000	9.53	42,361	9.36	MUSIC & ENTERTAINMENT	35,887	1.65	126,500	1.84	115,372	1.74
(513)	68.94	3,430	0.65	4,187	0.92	OPERATING SUPPLIES	13,101	0.60	56,043	0.81	53,113	0.80
0	0.00	980	0.19	1,045	0.23	PAPER SUPPLIES	2,298	0.11	12,462	0.18	12,202	0.18
470	(63.12)	520	0.10	570	0.13	PERMITS & LICENSES	5,969	0.28	6,240	0.09	5,857	0.09
2	(0.27)	10	0.00	2	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	10	0.00	120	0.00	31	0.00
0	0.00	420	0.08	26	0.01	PRINTING & STATIONERY	1,196	0.06	5,040	0.07	3,061	0.05
0	0.00	0	0.00	0	0.00	RESERVATIONS SYSTEMS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	430	0.02	3,000	0.04	156	0.00
0	0.00	0	0.00	10	0.00	TRAINING	782	0.04	7,435	0.11	7,228	0.11
0	0.00	1,100	0.21	1,914	0.42	TRAVEL & ENTERTAINMENT	6,181	0.28	15,600	0.23	21,026	0.32
0	0.00	0	0.00	(400)	(0.09)	UNIFORM	3,210	0.15	35,000	0.51	18,514	0.28
5,609	(753.23)	9,432	1.80	9,414	2.08	UNIFORM CLEANING	70,281	3.24	120,667	1.75	117,241	1.76
0	0.00	250	0.05	(23)	(0.01)	UTENSILS	260	0.01	3,000	0.04	809	0.01
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
 FOOD & BEVERAGE - SUMMARY  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
(6,277)	842.99	83,514	15.91	87,281	19.28	TOTAL OTHER EXPENSES	218,579	10.07	664,769	9.66	581,986	8.76

# TRUMP TURNBERRY

F&B - OUTLETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>FOOD REVENUE:</b>												
-----												
0	0.00	53,033	16.06	33,668	13.40	1906 BREAKFAST	296,501	15.01	764,673	15.11	652,460	13.77
0	0.00	16,793	5.09	28,160	11.21	1906 LUNCH	69,563	3.52	270,542	5.35	273,348	5.77
0	0.00	36,686	11.11	36,581	14.56	1906 DINNER	476,835	24.13	716,050	14.15	670,847	14.15
0	0.00	0	0.00	0	0.00	1906 BRUNCH	0	0.00	0	0.00	0	0.00
0	0.00	2,998	0.91	2,397	0.95	HALFWAY HOUSE	19,798	1.00	76,301	1.51	78,941	1.67
0	0.00	6,204	1.88	4,896	1.95	DUEL IN THE SUN BREAKFAST	37,687	1.91	99,554	1.97	96,003	2.03
0	0.00	22,490	6.81	13,062	5.20	DUEL IN THE SUN LUNCH	139,423	7.06	327,123	6.46	309,229	6.52
(47)	6.34	24,816	7.52	14,751	5.87	DUEL IN THE SUN DINNER	65,298	3.30	455,739	9.01	420,428	8.87
0	0.00	0	0.00	4	0.00	CENTENARY CAFE LUNCH	0	0.00	0	0.00	67	0.00
0	0.00	0	0.00	0	0.00	CENTENARY CAFE DINNER	0	0.00	0	0.00	0	0.00
(298)	40.03	35,790	10.84	29,437	11.72	GRAND TEA LOUNGE & BAR LUNCH	131,091	6.63	372,100	7.35	386,531	8.15
(348)	46.68	11,130	3.37	5,741	2.29	GRAND TEA LOUNGE & BAR DINNER	85,372	4.32	151,145	2.99	149,208	3.15
0	0.00	0	0.00	0	0.00	LOUNGE 3	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY	0	0.00	0	0.00	0	0.00
0	0.00	8,407	2.55	3,206	1.28	IN RM DINING BREAKFAST	24,598	1.24	79,525	1.57	67,133	1.42
0	0.00	1,646	0.50	1,139	0.45	IN RM DINING LUNCH	8,193	0.41	20,592	0.41	15,212	0.32
0	0.00	6,734	2.04	2,911	1.16	IN RM DINING DINNER	32,729	1.66	53,206	1.05	46,078	0.97
0	0.00	0	0.00	0	0.00	IN RM DINING LATE NITE	0	0.00	0	0.00	0	0.00
(693)	93.06	226,728	68.68	175,954	70.04	TOTAL FOOD REVENUE	1,387,088	70.20	3,386,549	66.93	3,165,483	66.78
0	0.00	(23,767)	(7.20)	(8,309)	(3.31)	ALLOWANCES	(41,688)	(2.11)	(225,928)	(4.46)	(156,977)	(3.31)
(693)	93.06	202,961	61.48	167,645	66.73	NET FOOD REVENUE	1,345,400	68.09	3,160,621	62.46	3,008,506	63.47
<b>BEVERAGE REVENUE:</b>												
-----												
0	0.00	1,104	0.33	902	0.36	1906 BREAKFAST	2,035	0.10	15,919	0.31	21,375	0.45
0	0.00	4,039	1.22	7,839	3.12	1906 LUNCH	17,086	0.86	78,586	1.55	80,522	1.70
0	0.00	22,748	6.89	12,738	5.07	1906 DINNER	180,768	9.15	299,860	5.93	306,731	6.47
0	0.00	6,471	1.96	964	0.38	HALFWAY HOUSE	13,121	0.66	150,661	2.98	82,804	1.75
0	0.00	1,489	0.45	443	0.18	DUEL IN THE SUN BFST	7,471	0.38	20,439	0.40	19,868	0.42
0	0.00	14,461	4.38	5,994	2.39	DUEL IN THE SUN LUNCH	64,243	3.25	196,964	3.89	171,486	3.62
(18)	2.46	15,427	4.67	5,753	2.29	DUEL IN THE SUN DINNER	36,386	1.84	305,472	6.04	259,932	5.48
0	0.00	0	0.00	0	0.00	CENTENARY CAFE LUNCH	0	0.00	0	0.00	(5)	(0.00)
0	0.00	0	0.00	2,591	1.03	CENTENARY CAFE DINNER	(250)	(0.01)	0	0.00	2,003	0.04
(33)	4.48	20,353	6.17	18,692	7.44	GRAND TEA LOUNGE & BAR LUNCH	80,044	4.05	204,874	4.05	205,831	4.34
0	0.00	41,340	12.52	30,331	12.07	GRAND TEA LOUNGE & BAR DINNER	194,330	9.83	644,670	12.74	608,002	12.83
0	0.00	0	0.00	0	0.00	LOUNGE 3	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY	0	0.00	0	0.00	0	0.00
0	0.00	262	0.08	748	0.30	IN RM DINING BREAKFAST	2,630	0.13	2,595	0.05	12,054	0.25
0	0.00	1,676	0.51	996	0.40	IN RM DINING LUNCH	15,040	0.76	12,694	0.25	12,069	0.25

# TRUMP TURNBERRY

F&B - OUTLETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	2,377	0.72	2,052	0.82	IN RM DINING DINNER	37,715	1.91	21,704	0.43	18,664	0.39
0	0.00	0	0.00	0	0.00	IN RM DINING LATE NITE	0	0.00	0	0.00	0	0.00
(52)	6.94	131,747	39.91	90,043	35.84	TOTAL BEVERAGE REVENUE	650,620	32.93	1,954,437	38.62	1,801,336	38.00
0	0.00	(4,583)	(1.39)	(7,885)	(3.14)	ALLOWANCES	(33,243)	(1.68)	(55,000)	(1.09)	(94,153)	(1.99)
(52)	6.94	127,164	38.52	82,158	32.70	NET BEVERAGE REVENUE	617,377	31.24	1,899,437	37.54	1,707,183	36.02
<b>OTHER REVENUE:</b>												
-----												
0	0.00	0	0.00	0	0.00	1906	116	0.01	0	0.00	785	0.02
0	0.00	0	0.00	108	0.04	DUEL IN THE SUN	27	0.00	0	0.00	4,347	0.09
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE	27	0.00	0	0.00	2,034	0.04
0	0.00	0	0.00	0	0.00	CENTENARY CAFE	0	0.00	0	0.00	125	0.00
0	0.00	0	0.00	327	0.13	GRAND TEA LOUNGE & BAR	2,355	0.12	0	0.00	8,377	0.18
0	0.00	0	0.00	0	0.00	LOUNGE 3	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	992	0.39	IN RM DINING	10,647	0.54	0	0.00	8,591	0.18
0	0.00	0	0.00	1,427	0.57	TOTAL OTHER REVENUE	13,171	0.67	0	0.00	24,260	0.51
(745)	100.00	330,125	100.00	251,230	100.00	TOTAL REVENUES	1,975,948	100.00	5,060,058	100.00	4,739,949	100.00
<b>SALARIES &amp; WAGES:</b>												
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2,966	0.00	13,299	12.54	2,882	2.48	1906 MGMT	82,325	8.05	144,199	7.73	93,829	4.84
3,051	0.00	35,887	33.84	28,571	24.59	1906 HOURLY	229,609	22.45	453,349	24.31	434,067	22.38
0	0.00	0	0.00	0	0.00	1906 OVERTIME	0	0.00	0	0.00	0	0.00
646	(984.99)	9,041	10.65	3,206	7.87	DUEL IN THE SUN MGMT	18,794	5.69	106,454	7.58	72,205	6.00
2,662	(4,059.55)	14,722	17.34	6,099	14.97	DUEL IN THE SUN HOURLY	76,183	23.06	204,571	14.56	242,473	20.15
0	0.00	0	0.00	0	0.00	DUEL IN THE SUN OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	87	0.92	320	9.94	HALFWAY HOUSE HOURLY	383	1.19	34,563	15.23	8,734	5.45
0	0.00	0	0.00	0	0.00	CENTENARY CAFE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CENTENARY CAFE HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CENTENARY CAFE OVERTIME	0	0.00	0	0.00	0	0.00
524	(77.20)	7,503	6.91	3,104	3.94	GRAND TEA LOUNGE & BAR MGMT	19,047	4.05	88,562	6.45	63,789	4.93
1,370	(201.78)	22,823	21.01	16,585	21.06	GRAND TEA LOUNGE & BAR HOURLY	92,684	19.70	267,692	19.50	240,546	18.58
0	0.00	0	0.00	0	0.00	GRAND TEA LOUNGE & BAR OT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY HOURLY	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - OUTLETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	JUICE BUGGGY OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	2,059	9.76	1,262	15.06	IN RM DINING MGMT	7,953	6.96	24,523	12.89	21,547	18.04
243	0.00	8,479	40.18	5,258	62.78	IN RM DINING HOURLY	36,165	31.65	113,302	59.53	89,021	74.53
0	0.00	0	0.00	0	0.00	IN RM DINING OVERTIME	0	0.00	0	0.00	0	0.00
11,462	(1,539.25)	113,899	34.50	67,287	26.78	TOTAL SALARIES & WAGES	563,143	28.50	1,437,215	28.40	1,266,211	26.71
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	(14,000)	(0.28)	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
11,462	(1,539.25)	113,899	34.50	67,287	26.78	TTL SALARIES & WAGES AND RELTD	563,143	28.50	1,423,215	28.13	1,266,211	26.71
<b>BENEFITS:</b>												
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2,901	25.31	8,634	7.58	4,946	7.35	TAXES	38,389	6.82	107,883	7.51	83,017	6.56
(30,044)	(262.12)	7,263	6.38	16,778	24.94	BENEFITS	20,496	3.64	93,554	6.51	166,498	13.15
(27,143)	(236.82)	15,896	13.96	21,724	32.29	TOTAL TAXES & BENEFITS	58,884	10.46	201,436	14.02	249,514	19.71
(15,681)	2,105.97	129,795	39.32	89,011	35.43	TOTAL WAGES & BENEFITS	622,028	31.48	1,624,652	32.11	1,515,726	31.98
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
(15,681)	2,105.97	129,795	39.32	89,011	35.43	TOTAL EXPENSES	622,028	31.48	1,624,652	32.11	1,515,726	31.98
14,937	(2,005.97)	200,330	60.68	162,219	64.57	PROFIT / (LOSS)	1,353,920	68.52	3,435,407	67.89	3,224,223	68.02

## OTHER EXPENSES:

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0	0.00	0	0.00	0	0.00	CABLE TV	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CHINA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DECORATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GLASS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - OUTLETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MENU & BEVERAGE LIST	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UTENSILS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

## F&B - RESTAURANTS STATISTICS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
67	0.00	2,292	0.00	1,922	0.00	TOTAL OCCUPIED ROOMS	13,127	0.00	38,222	0.00	35,912	0.00
<b>1906</b>												
52	77.61	3,943	172.03	2,961	154.06	BREAKFAST COVERS/CAPTURE	19,904	151.63	56,853	148.74	51,057	142.17
0	0.00	53,033	13.45	33,668	11.37	BREAKFAST REVENUE/AVG CHECK	296,501	14.90	764,673	13.45	652,460	12.78
0	0.00	498	21.73	912	47.45	LUNCH COVERS / CAPTURE	2,385	18.17	9,690	25.35	10,256	28.56
0	0.00	16,793	33.72	28,160	30.88	LUNCH REVENUE / AVG. CHECK	69,563	29.17	270,542	27.92	273,348	26.65
24	35.82	1,034	45.11	542	28.20	DINNER COVERS / CAPTURE	9,020	68.71	13,630	35.66	11,485	31.98
0	0.00	36,686	35.48	36,581	67.49	DINNER REVENUES / AVG. CHECK	476,835	52.86	716,050	52.53	670,847	58.41
76	113.43	5,475	238.87	4,415	229.71	TOTAL COVERS / CAPTURE RATIO	31,309	238.51	80,173	209.76	72,798	202.71
0	0.00	106,512	19.45	98,409	22.29	FOOD REVENUE / AVERAGE CHECK	842,898	26.92	1,751,264	21.84	1,596,656	21.93
0	0.00	27,891	5.09	21,479	4.86	BEVERAGE REV./ REV.PER COVER	199,889	6.38	394,365	4.92	408,627	5.61
<b>DUEL IN THE SUN</b>												
14	20.90	1,034	45.11	712	37.04	BREAKFAST COVERS/CAPTURE	4,454	33.93	14,194	37.14	13,126	36.55
0	0.00	6,204	6.00	4,896	6.88	BREAKFAST REVENUE/AVG CHECK	37,687	8.46	99,554	7.01	96,003	7.31
8	11.94	2,249	98.12	1,359	70.71	LUNCH COVERS/CAPTURE	10,819	82.42	30,632	80.14	27,240	75.85
0	0.00	22,490	10.00	13,062	9.61	LUNCH REVENUE/AVG. CHECK	139,423	12.89	327,123	10.68	309,229	11.35
0	0.00	1,034	45.11	598	31.11	DINNER COVERS/CAPTURE	2,724	20.75	20,474	53.57	18,654	51.94
(47)	0.00	24,816	24.00	14,751	24.67	DINNER REVENUES/AVG. CHECK	65,298	23.97	455,739	22.26	420,428	22.54
22	32.84	4,317	188.35	2,669	138.87	TOTAL COVERS/CAPTURE RATE	17,997	137.10	65,300	170.84	59,020	164.35
(47)	(2.15)	53,510	12.40	32,710	12.26	FOOD REVENUE/AVERAGE CHECK	242,408	13.47	882,416	13.51	825,659	13.99
(18)	(0.83)	31,377	7.27	12,191	4.57	BEVERAGE REV./REV. PER COVER	108,100	6.01	522,875	8.01	451,287	7.65
<b>CENTENARY CAFE</b>												
0	0.00	0	0.00	0	0.00	LUNCH COVERS/CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	4	0.00	LUNCH REVENUES/AVG. CHECK	0	0.00	0	0.00	67	0.00
0	0.00	0	0.00	0	0.00	DINNER COVERS/CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DINNER REVENUES/AVG. CHECK	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL COVERS/CAPTURE RATE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	4	0.00	FOOD REVENUE/AVERAGE CHECK	0	0.00	0	0.00	67	0.00
0	0.00	0	0.00	2,591	0.00	BEVERAGE REV./REV. PER COVER	(250)	0.00	0	0.00	1,998	0.00
<b>GRAND TEA LOUNGE &amp; BAR</b>												
21	31.34	2,386	104.10	1,921	99.95	LUNCH COVERS / CAPTURE	7,623	58.07	24,018	62.84	24,204	67.40
(298)	(14.20)	35,790	15.00	29,437	15.32	LUNCH REVENUE / AVG. CHECK	131,091	17.20	372,100	15.49	386,531	15.97
18	26.87	530	23.12	465	24.19	DINNER COVERS/CAPTURE	5,122	39.02	8,265	21.62	8,410	23.42
(348)	(19.31)	11,130	21.00	5,741	12.35	DINNER REVENUE/AVG. CHECK	85,372	16.67	151,145	18.29	149,208	17.74



**TRUMP TURNBERRY**  
F&B - RESTAURANTS STATISTICS  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
39	58.21	2,916	127.23	2,386	124.14	TOTAL COVERS/CAPTURE RATE	12,745	97.09	32,283	84.46	32,614	90.82
(646)	(16.56)	46,920	16.09	35,178	14.74	FOOD REVENUE/AVERAGE CHECK	216,464	16.98	523,245	16.21	535,739	16.43
(33)	(0.85)	61,693	21.16	49,023	20.55	BEVERAGE REV./ REV.PER COVER	274,374	21.53	849,544	26.32	813,833	24.95
<b>IN ROOM DINING</b>												
6	8.96	205	8.94	124	6.45	BREAKFAST COVERS / CAPTURE	1,159	8.83	2,027	5.30	1,946	5.42
0	0.00	8,407	41.01	3,206	25.86	BREAKFAST REVENUE / AVG. CHECK	24,598	21.22	79,525	39.23	67,133	34.50
2	2.99	113	4.93	84	4.37	LUNCH COVERS / CAPTURE	503	3.83	856	2.24	830	2.31
0	0.00	1,646	14.57	1,139	13.56	LUNCH REVENUE / AVG. CHECK	8,193	16.29	20,592	24.06	15,212	18.33
10	14.93	345	15.05	206	10.72	DINNER COVERS / CAPTURE	2,141	16.31	3,150	8.24	2,919	8.13
0	0.00	6,734	19.52	2,911	14.13	DINNER REVENUE / AVG. CHECK	32,729	15.29	53,206	16.89	46,078	15.79
18	26.87	663	28.93	414	21.54	TOTAL COVERS / CAPTURE RATIO	3,803	28.97	6,033	15.78	5,695	15.86
0	0.00	16,788	25.32	7,256	17.53	FOOD REVENUE / AVERAGE CHECK	65,520	17.23	153,323	25.41	128,422	22.55
0	0.00	4,315	6.51	3,796	9.17	BEVERAGE REV./ REV.PER COVER	55,386	14.56	36,993	6.13	42,786	7.51
<b>TOTAL RESTAURANTS</b>												
155	231.34	14,187	618.98	10,449	543.65	TOTAL COVERS / CAPTURE RATIO	71,857	547.40	202,765	530.49	189,559	527.84
(693)	(4.47)	202,961	14.31	167,645	16.04	NET FOOD REV./ AVERAGE CHECK	1,345,400	18.72	3,160,621	15.59	3,008,506	15.87
(52)	(0.33)	127,164	8.96	82,158	7.86	NET BEV. REV./ REV.PER COVER	617,377	8.59	1,899,437	9.37	1,707,183	9.01

# TRUMP TURNBERRY

F&B - RESTAURANTS CPC

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
155	0.00	14,187	0.00	10,449	0.00	TOTAL COVERS	71,857	0.00	202,765	0.00	189,559	0.00
<b>SALARIES &amp; WAGES:</b>												
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6,017	38.82	49,186	3.47	31,453	3.01	1906	311,934	4.34	597,548	2.95	527,897	2.78
3,308	21.34	23,763	1.68	9,306	0.89	DUEL IN THE SUN	94,977	1.32	311,025	1.53	314,678	1.66
0	0.00	87	0.01	320	0.03	HALFWAY HOUSE	383	0.01	34,563	0.17	8,734	0.05
0	0.00	0	0.00	0	0.00	CENTENARY CAFE	0	0.00	0	0.00	0	0.00
1,894	12.22	30,326	2.14	19,689	1.88	GRAND TEA LOUNGE & BAR	111,731	1.55	356,254	1.76	304,335	1.61
0	0.00	0	0.00	0	0.00	LOUNGE 3	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGGY HOURLY	0	0.00	0	0.00	0	0.00
243	1.57	10,537	0.74	6,520	0.62	IN ROOM DINING	44,118	0.61	137,825	0.68	110,568	0.58
11,462	73.95	113,899	8.03	67,287	6.44	TOTAL SALARIES & WAGES	563,143	7.84	1,437,215	7.09	1,266,211	6.68
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	(14,000)	(0.07)	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
27,810	179.42	283,833	20.01	196,877	18.84	TTL SALARIES & WAGES & RELTD	1,399,682	19.48	3,427,993	16.91	3,062,772	16.16
<b>TAXES &amp; BENEFITS:</b>												
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2,901	18.71	8,634	0.61	4,946	0.47	TAXES	38,389	0.53	107,883	0.53	83,017	0.44
(30,044)	(193.83)	7,263	0.51	16,778	1.61	BENEFITS	20,496	0.29	93,554	0.46	166,498	0.88
(27,143)	(175.12)	15,896	1.12	21,724	2.08	TOTAL TAXES & BENEFITS	58,884	0.82	201,436	0.99	249,514	1.32
(15,681)	(101.17)	129,795	9.15	89,011	8.52	TOTAL WAGES & BENEFITS	622,028	8.66	1,624,652	8.01	1,515,726	8.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
(15,681)	(101.17)	129,795	9.15	89,011	8.52	TOTAL EXPENSES	622,028	8.66	1,624,652	8.01	1,515,726	8.00
14,937	96.37	200,330	14.12	162,219	15.52	PROFIT / (LOSS)	1,353,920	18.84	3,435,407	16.94	3,224,223	17.01
<b>OTHER EXPENSES:</b>												
-----												
0	0.00	0	0.00	0	0.00	CABLE TV	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - RESTAURANTS CPC

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	CHINA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DECORATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GLASS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MENU & BEVERAGE LIST	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UTENSILS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - BANQUETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>FOOD REVENUE - CATERING</b>												
-----												
0	0.00	0	0.00	100	6.44	BREAKFAST	1,862	57.51	13,930	8.62	12,695	10.76
0	0.00	356	17.72	470	30.25	LUNCH	473	14.61	48,128	29.78	47,666	40.41
0	0.00	990	49.34	(16)	(1.02)	DINNER	1,663	51.37	60,498	37.44	48,030	40.72
0	0.00	0	0.00	0	0.00	COFFEE BREAK	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECEPTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	(100)	(6.44)	ALLOWANCES	(183)	(5.66)	0	0.00	(5,899)	(5.00)
0	0.00	1,346	67.05	454	29.23	TOTAL FOOD REVENUE - CATERING	3,814	117.82	122,556	75.84	102,493	86.89
<b>BEVERAGE REVENUE - CATERING</b>												
-----												
0	0.00	411	20.47	1,139	73.32	LUNCH	(780)	(24.08)	4,503	2.79	2,290	1.94
0	0.00	250	12.48	(40)	(2.55)	DINNER	203	6.26	15,799	9.78	14,743	12.50
0	0.00	0	0.00	0	0.00	RECEPTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOWANCE	0	0.00	0	0.00	(1,571)	(1.33)
0	0.00	661	32.95	1,100	70.77	TOTAL BEVERAGE REVENUE - CATERING	(577)	(17.82)	20,302	12.56	15,462	13.11
<b>OTHER REVENUE - CATERING</b>												
-----												
0	0.00	0	0.00	0	0.00	SERVICE CHARGE REVENUE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	AUDIO VISUAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MEETING ROOM RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OTHER INCOME	0	0.00	18,750	11.60	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER REVENUE - CATERING	0	0.00	18,750	11.60	0	0.00
0	0.00	2,007	1.04	1,554	0.78	TOTAL REVENUE - CATERING	3,237	1.69	161,608	9.02	117,955	6.29
<b>FOOD REVENUE - BANQUETS</b>												
-----												
0	0.00	3,480	1.82	0	0.00	BREAKFAST	1,357	0.72	10,085	0.62	7,893	0.45
0	0.00	13,866	7.26	8,068	4.07	LUNCH	36,764	19.55	174,371	10.69	176,205	10.02
0	0.00	100,080	52.41	82,818	41.80	DINNER	76,077	40.45	782,386	47.97	848,286	48.24
0	0.00	0	0.00	(240)	(0.12)	COFFEE BREAK	50	0.03	0	0.00	(267)	(0.02)
0	0.00	0	0.00	0	0.00	RECEPTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	(2,077)	(1.05)	ALLOWANCE	(7,917)	(4.21)	0	0.00	(42,382)	(2.41)
0	0.00	117,426	61.49	88,570	44.70	TOTAL FOOD REVENUE BANQUETS	106,331	56.54	966,842	59.28	989,735	56.28
<b>BEVERAGE REVENUE - BANQUETS:</b>												

# TRUMP TURNBERRY

F&B - BANQUETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	7,902	4.14	143	0.07	LUNCH	8,964	4.77	81,484	5.00	69,725	3.97
0	0.00	62,717	32.84	68,000	34.32	DINNER	59,143	31.45	439,016	26.92	467,724	26.60
0	0.00	0	0.00	0	0.00	RECEPTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	(1,642)	(0.83)	ALLOWANCE	(1,583)	(0.84)	0	0.00	(25,211)	(1.43)
0	0.00	70,619	36.98	66,502	33.56	TOTAL BEVERAGE REVENUE - BANQUETS	66,525	35.37	520,500	31.91	512,239	29.13
<b>OTHER REVENUE - BANQUETS:</b>												
0	0.00	0	0.00	0	0.00	SERVICE CHARGE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	AUDIO VISUAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	918	0.46	MEETING ROOM RENTAL	10,425	5.54	0	0.00	118,187	6.72
0	0.00	2,918	1.53	42,143	21.27	OTHER INCOME	4,798	2.55	143,564	8.80	138,329	7.87
0	0.00	2,918	1.53	43,062	21.73	TOTAL OTHER REVENUE -BANQUETS	15,223	8.09	143,564	8.80	256,516	14.59
0	0.00	190,963	98.96	198,133	99.22	TOTAL REVENUES - BANQUETS	188,079	98.31	1,630,906	90.98	1,758,489	93.71
0	0.00	192,970	100.00	199,687	100.00	TOTAL BQTS & CATERING REVENUE	191,317	100.00	1,792,514	100.00	1,876,444	100.00
0	0.00	1,459	50.00	5,758	13.37	OTHER REVENUE COST OF SALES	10,703	70.31	81,157	56.53	84,166	32.81
<b>SALARIES &amp; WAGES:</b>												
1,651	0.00	14,215	7.37	13,734	6.88	BANQUET MGMT	99,346	51.93	166,418	9.28	134,495	7.17
2,313	0.00	16,124	8.36	13,640	6.83	BANQUET HOURLY	65,193	34.08	195,171	10.89	246,924	13.16
0	0.00	0	0.00	0	0.00	BANQUET OT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CATERING MGMT	0	0.00	0	0.00	0	0.00
0	0.00	542	0.28	67	0.03	CATERING HOURLY	0	0.00	39,014	2.18	4,752	0.25
0	0.00	0	0.00	0	0.00	CATERING OT	0	0.00	0	0.00	0	0.00
3,964	0.00	30,881	16.00	27,441	13.74	TOTAL SALARIES & WAGES	164,539	86.00	400,603	22.35	386,170	20.58
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
3,807	0.00	28,822	14.94	22,300	11.17	TTL SALARIES & WAGES AND RELTD	137,464	71.85	376,072	20.98	372,413	19.85
<b>BENEFITS:</b>												

# TRUMP TURNBERRY

F&B - BANQUETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
1,086	27.39	2,811	9.10	2,184	7.96	TAXES	16,280	9.89	37,995	9.48	23,971	6.21
(6,265)	(158.04)	4,459	14.44	8,406	30.63	BENEFITS	8,200	4.98	15,654	3.91	76,886	19.91
(5,179)	(130.65)	7,270	23.54	10,590	38.59	TOTAL TAXES & BENEFITS	24,480	14.88	53,649	13.39	100,856	26.12
(1,372)	0.00	36,091	18.70	32,890	16.47	TOTAL PAYROLL & BENEFITS	161,944	84.65	429,721	23.97	473,269	25.22
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
(19,999)	0.00	184,158	95.43	139,294	69.76	TOTAL EXPENSES	747,895	390.92	2,308,880	128.81	2,227,474	118.71
19,999	0.00	8,812	4.57	60,393	30.24	PROFIT / (LOSS)	(556,579)	(290.92)	(516,366)	(28.81)	(351,030)	(18.71)

### OTHER EXPENSES:

0	0.00	0	0.00	0	0.00	BAR SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BROCHURES & COLLATERAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CHINA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DECORATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GLASS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	KITCHEN FUEL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MENU & BEVERAGE LIST	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - BANQUETS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	UTENSILS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

## F&B - BANQUETS STATISTICS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	650	0.00	299	0.00	ROOMS OCCUPIED - GROUP	1,147	0.00	13,118	0.00	12,557	0.00
<b>BANQUETS</b>												
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0	0.00	174	26.77	0	0.00	BREAKFAST COVERS / CAPTURE	2	0.17	1,160	8.84	939	7.48
0	0.00	3,480	20.00	0	0.00	BREAKFAST REVENUE / AVG. CHECK	1,357	678.34	10,085	8.69	7,893	8.41
0	0.00	213	32.77	150	50.17	LUNCH COVERS / CAPTURE	394	34.35	7,601	57.94	10,690	85.13
0	0.00	13,866	65.10	8,068	53.79	LUNCH REVENUE / AVG. CHECK	36,764	93.31	174,371	22.94	176,205	16.48
0	0.00	1,668	256.62	3,075	1,028.43	DINNER COVERS / CAPTURE	2,040	177.86	15,949	121.58	21,294	169.58
0	0.00	100,080	60.00	82,818	26.93	DINNER REVENUE / AVG. CHECK	76,077	37.29	782,386	49.06	848,286	39.84
0	0.00	0	0.00	0	0.00	COFFEE BREAK COVERS / CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	(240)	0.00	COFFEE BREAK REVENUE / AVG. CK	50	0.00	0	0.00	(267)	0.00
0	0.00	0	0.00	0	0.00	RECEPTION COVERS / CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECEPTION REVENUE / AVG. CHECK	0	0.00	0	0.00	0	0.00
0	0.00	2,055	316.15	3,225	1,078.60	TOTAL COVERS / CAPTURE RATIO	2,436	212.38	24,710	188.37	32,923	262.19
0	0.00	117,426	57.14	88,570	27.46	TTL BQT FD REVENUES/AVG. CHECK	106,331	43.65	966,842	39.13	989,735	30.06
0	0.00	70,619	34.36	66,502	20.62	TTL BQT BEVERAGE REV/AVG CHECK	66,525	27.31	520,500	21.06	512,239	15.56
<b>CATERING</b>												
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0	0.00	0	0.00	0	0.00	BREAKFAST COVERS / CAPTURE	147	12.82	2,486	18.95	1,662	13.24
0	0.00	0	0.00	100	0.00	BREAKFAST REVENUE / AVG. CHECK	1,862	12.67	13,930	5.60	12,695	7.64
0	0.00	79	12.15	115	38.46	LUNCH COVERS / CAPTURE	73	6.36	2,982	22.73	3,003	23.91
0	0.00	356	4.50	470	4.09	LUNCH REVENUE / AVG. CHECK	473	6.48	48,128	16.14	47,666	15.87
0	0.00	22	3.38	36	12.04	DINNER COVERS / CAPTURE	11	0.96	2,180	16.62	1,965	15.65
0	0.00	990	45.00	(16)	(0.44)	DINNER REVENUE / AVG. CHECK	1,663	151.17	60,498	27.75	48,030	24.44
0	0.00	0	0.00	0	0.00	COFFEE BREAK COVERS / CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COFFEE BREAK REVENUE/AVG CHECK	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECEPTION COVERS / CAPTURE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECEPTION REVENUE/AVG. CHECK	0	0.00	0	0.00	0	0.00
0	0.00	101	15.54	151	50.50	TTL CATERING CVRS/CAPTURE RATE	231	20.14	7,648	58.30	6,630	52.80
0	0.00	1,346	13.32	454	3.01	TTL CATERING FD REV/AVG CHECK	3,814	16.51	122,556	16.02	102,493	15.46
0	0.00	661	6.55	1,100	7.28	TTL CATERING BEV REV/AVG CHECK	(577)	(2.50)	20,302	2.65	15,462	2.33
0	0.00	2,156	331.69	3,376	1,129.10	TTL COVERS / CAPTURE RATE	2,667	232.52	32,358	246.67	39,553	314.99
0	0.00	118,772	55.09	89,024	26.37	TTL FOOD REVENUE / AVG. CHECK	110,145	41.30	1,089,398	33.67	1,092,227	27.61
0	0.00	71,280	34.69	67,601	20.96	TTL BEVERAGE REV / AVG CHECK	65,948	27.07	540,802	21.89	527,701	16.03



# TRUMP TURNBERRY

F&B - BANQUETS CPC

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	2,156	0.00	3,376	0.00	TOTAL COVERS	2,667	0.00	32,358	0.00	39,553	0.00
<b>SALARIES &amp; WAGES:</b>												
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3,964	0.00	30,339	14.07	27,374	8.11	BANQUETS	164,539	61.69	361,589	11.17	381,418	9.64
0	0.00	542	0.25	67	0.02	CATERING	0	0.00	39,014	1.21	4,752	0.12
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
3,964	0.00	30,881	14.32	27,441	8.13	TOTAL SALARIES & WAGES	164,539	61.69	400,603	12.38	386,170	9.76
<b>TAXES &amp; BENEFITS:</b>												
-----												
1,086	0.00	2,811	1.30	2,184	0.65	TAXES	16,280	6.10	37,995	1.17	23,971	0.61
(6,265)	0.00	4,459	2.07	8,406	2.49	BENEFITS	8,200	3.07	15,654	0.48	76,886	1.94
(5,179)	0.00	7,270	3.37	10,590	3.14	TOTAL BENEFITS	24,480	9.18	53,649	1.66	100,856	2.55
(1,372)	0.00	36,091	16.74	32,890	9.74	TOTAL WAGES & BENEFITS	161,944	60.72	429,721	13.28	473,269	11.97
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
(19,999)	0.00	184,158	85.42	139,294	41.26	TOTAL EXPENSES	747,895	280.43	2,308,880	71.35	2,227,474	56.32
19,999	0.00	8,812	4.09	60,393	17.89	PROFIT / (LOSS)	(556,579)	(208.69)	(516,366)	(15.96)	(351,030)	(8.87)

## OTHER EXPENSES:

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0	0.00	0	0.00	0	0.00	BROCHURES & COLLATERAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CHINA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DECORATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GLASS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

F&B - BANQUETS CPC

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	KITCHEN FUEL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MENU & BEVERAGE LIST	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UTENSILS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - IN ROOM BAR**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>REVENUES:</b>												
0	0.00	0	0.00	0	0.00	FOOD REVENUE	0	0.00	0	0.00	0	0.00
0	0.00	1,673	100.00	1,773	100.00	BEVERAGE REVENUE	2,562	100.00	27,902	100.00	30,320	100.00
0	0.00	0	0.00	0	0.00	OTHER REVENUE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOWANCES	0	0.00	0	0.00	0	0.00
0	0.00	1,673	100.00	1,773	100.00	TOTAL REVENUES	2,562	100.00	27,902	100.00	30,320	100.00
<b>PAYROLL &amp; RELATED:</b>												
0	0.00	0	0.00	0	0.00	MANAGEMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL SALARIES & WAGES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL SALARIES & WAGES AND RELTD	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TAXES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BENEFITS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL TAXES & BENEFITS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL WAGES & BENEFITS	0	0.00	0	0.00	0	0.00
<b>OTHER EXPENSES:</b>												
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CHINA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DECORATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTALS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GLASS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MENU & BEVERAGE LISTS	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - IN ROOM BAR**  
 December 2020

MONTH ACTUAL	MONTH %	MONTH BUDGET	MONTH %	MONTH LAST YEAR	MONTH %		Y-T-D ACTUAL	Y-T-D %	Y-T-D BUDGET	Y-T-D %	Y-T-D LAST YEAR	Y-T-D %
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UTENSILS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL EXPENSES	0	0.00	0	0.00	0	0.00
0	0.00	1,673	100.00	1,773	100.00	PROFIT / (LOSS)	2,562	100.00	27,902	100.00	30,320	100.00

**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - ADMINISTRATI**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>PAYROLL &amp; RELATED:</b>												
5,683	(763.15)	76,921	14.66	31,910	7.05	KITCHEN MGMT	287,756	13.26	904,268	13.14	577,026	8.68
1,367	(183.59)	20,955	3.99	21,464	4.74	KITCHEN HOURLY	117,532	5.42	263,719	3.83	291,625	4.39
0	0.00	0	0.00	0	0.00	KITCHEN OT	0	0.00	0	0.00	0	0.00
7,050	(946.74)	97,877	18.65	53,374	11.79	TOTAL KITCHEN SALARIES & WAGES	405,287	18.68	1,167,987	16.98	868,651	13.07
1,085	(145.69)	2,500	0.48	1,579	0.35	STEWADING MGMT	27,918	1.29	29,502	0.43	16,522	0.25
4,250	(570.82)	31,582	6.02	30,777	6.80	STEWADING HOURLY	166,986	7.70	383,106	5.57	390,197	5.87
0	0.00	0	0.00	0	0.00	STEWADING OT	0	0.00	0	0.00	0	0.00
5,335	(716.51)	34,083	6.49	32,356	7.15	TOTAL STEWARDING SALARIES & WAGES	194,904	8.98	412,609	6.00	406,718	6.12
0	0.00	5,556	1.06	1,868	0.41	F & B ADMINISTRATION MGMT	43,179	1.99	65,123	0.95	55,629	0.84
0	0.00	0	0.00	0	0.00	F&B ADMIN HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	F&B ADMIN OT	0	0.00	0	0.00	0	0.00
0	0.00	5,556	1.06	1,868	0.41	TTL F & B ADMINISTRATION	43,179	1.99	65,123	0.95	55,629	0.84
12,385	(1,663.25)	137,515	26.20	87,599	19.35	TOTAL BOH AND ADMINISTRATION SALARIES & WAGES	643,370	29.65	1,645,718	23.92	1,330,997	20.02
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	26,710	5.90	CONTRACT LABOR	28,629	1.32	(60,000)	(0.87)	78,379	1.18
0	0.00	1,538	0.29	(12,159)	(2.69)	INCENTIVE/BONUS	0	0.00	18,456	0.27	1,014	0.02
12,385	(1,663.25)	139,053	26.50	102,149	22.57	TTL SALARIES & WAGES AND RELTD	672,000	30.97	1,604,174	23.31	1,410,390	21.22
4,162	33.61	10,540	7.66	6,818	7.78	TAXES	52,861	8.22	121,596	7.39	105,249	7.91
(29,454)	(237.82)	28,876	21.00	32,436	37.03	BENEFITS	50,075	7.78	103,774	6.31	316,617	23.79
(25,292)	(204.22)	39,416	28.66	39,255	44.81	TOTAL TAXES & BENEFITS	102,936	16.00	225,371	13.69	421,866	31.70
(12,907)	1,733.41	178,469	34.01	141,404	31.24	TOTAL PAYROLL & RELATED	774,936	35.71	1,829,545	26.59	1,832,256	27.57
<b>OTHER EXPENSES:</b>												
0	0.00	604	0.12	380	0.08	BAR SUPPLIES	2,941	0.14	8,697	0.13	7,473	0.11
0	0.00	0	0.00	0	0.00	BROCHURES & COLLATERAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
(12,099)	1,624.84	0	0.00	8,266	1.83	CHINA	3,999	0.18	30,000	0.44	8,999	0.14
(2,306)	309.74	4,246	0.81	4,072	0.90	CLEANING SUPPLIES	20,215	0.93	54,630	0.79	52,797	0.79
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	1,080	0.02
375	(50.39)	420	0.08	474	0.10	CONTRACT SERVICES	4,502	0.21	5,040	0.07	5,530	0.08
0	0.00	600	0.11	6,072	1.34	DECORATIONS	2,248	0.10	7,200	0.10	14,632	0.22
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	170	0.01	0	0.00	0	0.00
46	(6.18)	300	0.06	308	0.07	EQUIPMENT RENTAL	2,122	0.10	3,600	0.05	3,448	0.05
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
(75)	10.13	0	0.00	(60)	(0.01)	GLASSWARE	5,445	0.25	16,500	0.24	18,629	0.28

**TRUMP TURNBERRY**  
**FOOD & BEVERAGE - ADMINISTRATI**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	269	0.00
(128)	17.22	500	0.10	536	0.12	KITCHEN SMALLWARES	1,399	0.06	5,500	0.08	3,824	0.06
0	0.00	0	0.00	0	0.00	KITCHEN FUEL	0	0.00	0	0.00	0	0.00
(170)	22.84	7,676	1.46	4,478	0.99	LAUNDRY	32,492	1.50	104,896	1.52	98,962	1.49
0	0.00	0	0.00	3,792	0.84	LINEN	0	0.00	17,500	0.25	3,792	0.06
0	0.00	2,825	0.54	7	0.00	MENU & BEV LIST	1,956	0.09	17,700	0.26	4,984	0.08
0	0.00	200	0.04	(149)	(0.03)	MISCELLANEOUS	1,483	0.07	2,400	0.03	2,957	0.04
2,513	(337.54)	50,000	9.53	42,361	9.36	MUSIC & ENTERTAINMENT	35,887	1.65	126,500	1.84	115,372	1.74
0	0.00	0	0.00	0	0.00	NEWSPAPER	0	0.00	0	0.00	0	0.00
(513)	68.94	3,430	0.65	4,187	0.92	OPERATING SUPPLIES	13,101	0.60	56,043	0.81	53,113	0.80
0	0.00	980	0.19	1,045	0.23	PAPER SUPPLIES	2,298	0.11	12,462	0.18	12,202	0.18
470	(63.12)	520	0.10	570	0.13	PERMITS & LICENSES	5,969	0.28	6,240	0.09	5,857	0.09
2	(0.27)	10	0.00	2	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	10	0.00	120	0.00	31	0.00
0	0.00	420	0.08	26	0.01	PRINTING & STATIONERY	1,196	0.06	5,040	0.07	3,061	0.05
0	0.00	0	0.00	0	0.00	RESERVATIONS SYSTEMS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SILVER	430	0.02	3,000	0.04	156	0.00
0	0.00	0	0.00	10	0.00	TRAINING	782	0.04	7,435	0.11	7,228	0.11
0	0.00	1,100	0.21	1,914	0.42	TRAVEL & ENTERTAINMENT	6,181	0.28	15,600	0.23	21,026	0.32
0	0.00	0	0.00	(400)	(0.09)	UNIFORM	3,210	0.15	35,000	0.51	18,514	0.28
5,609	(753.23)	9,432	1.80	9,414	2.08	UNIFORM CLEANING	70,281	3.24	120,667	1.75	117,241	1.76
0	0.00	250	0.05	(23)	(0.01)	UTENSILS	260	0.01	3,000	0.04	809	0.01
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
(6,277)	842.99	83,514	15.91	87,281	19.28	TOTAL OTHER EXPENSES	218,579	10.07	664,769	9.66	581,986	8.76
(19,184)	2,576.40	261,983	49.92	228,685	50.52	TOTAL F & B ADMIN. EXPENSES	993,515	45.79	2,494,315	36.25	2,414,241	36.32

**TRUMP TURNBERRY**  
 MINOR OPERATED DEPARTMENTS  
 December 2020

MONTH ACTUAL	MONTH %	MONTH BUDGET	MONTH %	MONTH LAST YEAR	MONTH %	Y-T-D ACTUAL	Y-T-D %	Y-T-D BUDGET	Y-T-D %	Y-T-D LAST YEAR	Y-T-D %						
67	1.06	2,292	38.51	1,922	32.29	TOTAL OCCUPIED ROOMS						13,127	17.93	38,222	54.39	35,912	51.24
0	0.00	0	0.00	37	0.02	TL. REV. / REV. PER OCC. ROOM						406	0.03	0	0.00	469	0.01
<b>REVENUE:</b>																	
-----																	
0	0.00	0	0.00	0	0.00	LOCAL CALLS						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	37	100.00	LONG DISTANCE						406	100.00	0	0.00	469	100.00
0	0.00	0	0.00	0	0.00	INTERNET ACCESS						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RENTAL OF EQUIPMENT						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OTHER INCOME						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TELEPHONE ALLOWANCE						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	37	100.00	TOTAL REVENUE						406	100.00	0	0.00	469	100.00
<b>COST OF SALES:</b>																	
-----																	
0	0.00	0	0.00	0	0.00	COST OF LOCAL						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COST OF LONG DISTANCE						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COST OF INTERNET						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COST OF FAX						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COST OF RENTAL OF EQUIPMENT						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL COST OF SALES						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	37	100.00	GROSS PROFIT ON CALLS						406	100.00	0	0.00	469	100.00
<b>SALARIES &amp; WAGES:</b>																	
-----																	
0	0.00	0	0.00	0	0.00	PBX MANAGEMENT						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OVERTIME						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVES						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL SALARIES & WAGES						0	0.00	0	0.00	0	0.00
<b>BENEFITS:</b>																	
-----																	
0	0.00	0	0.00	0	0.00	TAXES						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BENEFITS						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL BENEFITS						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL PAYROLL & BENEFITS						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES						0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL EXPENSES						0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
 MINOR OPERATED DEPARTMENTS  
 December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR		
	%		%		%		%		%		%	
0	0.00	0	0.00	37	100.00	406	100.00	0	0.00	469	100.00	
PROFIT / (LOSS)												
<b>OTHER EXPENSES:</b>												
-----												
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00



# TRUMP TURNBERRY

RETAIL

December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR			
	%		%		%		%		%		%		
67	1.06	2,292	38.51	1,922	32.29	TOTAL OCCUPIED ROOMS		13,127	17.93	38,222	54.39	35,912	51.24
0	0.00	0	0.00	0	0.00	TL. REV. / REV. PER OCC. ROOM		0	0.00	0	0.00	0	0.00
<b>REVENUE:</b>													
-----													
0	0.00	0	0.00	0	0.00	GIFT SHOP REVENUE		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOWANCE		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL REVENUE		0	0.00	0	0.00	0	0.00
<b>COST OF SALES:</b>													
-----													
0	0.00	0	0.00	0	0.00	COST OF RETAIL SALES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL COST OF SALES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GROSS PROFIT		0	0.00	0	0.00	0	0.00
<b>SALARIES &amp; WAGES:</b>													
-----													
0	0.00	0	0.00	0	0.00	MANAGEMENT		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OVERTIME		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL SALARIES & WAGES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL SALARIES & WAGES AND RELTD		0	0.00	0	0.00	0	0.00
<b>BENEFITS:</b>													
-----													
0	0.00	0	0.00	0	0.00	TAXES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BENEFITS		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL BENEFITS		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL WAGES & BENEFITS		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL EXPENSES		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PROFIT / (LOSS)		0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

RETAIL

December 2020

MONTH ACTUAL	MONTH %	MONTH BUDGET	MONTH %	MONTH LAST YEAR	MONTH %	Y-T-D ACTUAL	Y-T-D %	Y-T-D BUDGET	Y-T-D %	Y-T-D LAST YEAR	Y-T-D %	
<b>OTHER EXPENSES:</b>												
0	0.00	0	0.00	0	0.00							
						EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOSPITALITY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MARKETING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAINING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

SPA & FITNESS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>SPA/POOL</b>												
0	0.00	8,000	72.09	7,583	45.66	MEMBERSHIPS	7,950	36.21	75,500	66.51	76,827	54.95
0	0.00	500	4.51	590	3.55	FACILITIES FEE	499	2.27	5,150	4.54	8,176	5.85
0	0.00	0	0.00	(159)	(0.96)	PACKAGES	(846)	(3.85)	0	0.00	6,197	4.43
239	6.89	2,097	18.90	2,725	16.41	SPA RETAIL	7,464	33.99	26,864	23.67	34,434	24.63
3,236	93.11	500	4.51	5,871	35.35	OTHER INCOME	6,889	31.38	6,000	5.29	14,188	10.15
3,475	100.00	11,097	20.78	16,609	31.32	TOTAL SPA/POOL REVENUE	21,957	16.20	113,514	16.30	139,822	21.16
<b>SALON SERVICES REVENUE:</b>												
0	0.00	10,260	84.74	3,348	81.67	SKINCARE	5,864	86.17	130,642	85.73	35,680	77.62
0	0.00	1,847	15.26	538	13.12	MANICURE	510	7.50	21,749	14.27	5,640	12.27
0	0.00	0	0.00	214	5.21	PEDICURE	431	6.33	0	0.00	4,647	10.11
0	0.00	0	0.00	0	0.00	HAIR	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	WAXING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OTHER INCOME - SALON	0	0.00	0	0.00	0	0.00
0	0.00	12,107	22.67	4,100	7.73	TOTAL SALON REVENUE	6,805	5.02	152,390	21.89	45,967	6.96
<b>SPA SERVICES:</b>												
0	0.00	22,480	74.45	11,288	34.92	MASSAGE THERAPY	75,337	70.55	326,352	75.84	154,036	32.43
0	0.00	7,515	24.89	24,218	74.92	BODY TREATMENT	33,031	30.93	101,984	23.70	361,457	76.10
0	0.00	200	0.66	0	0.00	OTHER REVENUE - SPA	44	0.04	2,000	0.46	815	0.17
0	0.00	0	0.00	(3,179)	(9.84)	ALLOWANCE	(1,628)	(1.52)	0	0.00	(41,341)	(8.70)
0	0.00	30,194	56.55	32,326	60.95	TOTAL SPA SERVICES	106,783	78.78	430,335	61.81	474,967	71.88
3,475	100.00	53,398	100.00	53,035	100.00	TOTAL SPA/POOL REVENUES	135,546	100.00	696,240	100.00	660,756	100.00
<b>COST OF SALES</b>												
195	81.42	1,363	65.00	1,470	53.95	COST OF SPA RETAIL SALES	4,320	57.88	17,462	65.00	26,852	77.98
195	81.42	1,363	65.00	1,470	53.95	TOTAL COST OF SALES	4,320	57.88	17,462	65.00	26,852	77.98
3,281	0.00	52,035	0.00	51,565	0.00	GROSS PROFIT	131,225	0.00	678,778	0.00	633,904	0.00

# TRUMP TURNBERRY

SPA & FITNESS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>SALARIES &amp; WAGES:</b>												
1,463	42.09	5,081	9.52	1,186	2.24	SPA MANAGEMENT	34,794	25.67	60,526	8.69	49,520	7.49
2,000	57.55	35,358	66.22	25,103	47.33	HOURLY	109,427	80.73	399,599	57.39	289,127	43.76
0	0.00	(1,000)	(1.87)	0	0.00	OVERTIME	0	0.00	(24,000)	(3.45)	0	0.00
3,463	99.64	39,439	73.86	26,289	49.57	TOTAL SALARIES & WAGES	144,222	106.40	436,125	62.64	338,648	51.25
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	326	0.61	(2,826)	(5.33)	INCENTIVE/BONUS	0	0.00	3,912	0.56	234	0.04
3,463	99.64	39,765	74.47	23,463	44.24	TTL SALARIES & WAGES AND RELTD	144,222	106.40	440,037	63.20	338,882	51.29
<b>BENEFITS:</b>												
737	21.27	2,903	7.36	1,296	4.93	TAXES	11,976	8.30	32,123	7.37	21,893	6.46
(7,804)	(225.36)	(7,100)	(18.00)	9,704	36.91	BENEFITS	11,079	7.68	26,582	6.10	68,009	20.08
(7,067)	(204.09)	(4,198)	(10.64)	11,001	41.85	TOTAL TAXES & BENEFITS	23,055	15.99	58,705	13.46	89,902	26.55
(3,604)	(103.71)	35,567	66.61	34,463	64.98	TOTAL WAGES & BENEFITS	167,277	123.41	498,742	71.63	428,784	64.89
1,364	39.25	10,531	19.72	9,955	18.77	TOTAL OTHER EXPENSES	27,547	20.32	147,395	21.17	134,259	20.32
(2,045)	(58.85)	47,462	88.88	45,888	86.52	TOTAL EXPENSES	199,144	146.92	663,599	95.31	589,895	89.28
5,521	158.85	5,937	11.12	7,147	13.48	PROFIT / (LOSS)	(63,599)	(46.92)	32,641	4.69	70,862	10.72
<b>OTHER EXPENSES:</b>												
0	0.00	0	0.00	0	0.00	BROCHURES & COLLATERAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE TV	0	0.00	0	0.00	0	0.00
0	0.00	200	0.00	0	0.00	CLEANING SUPPLIES	45	0.00	2,400	0.00	62	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
33	0.01	260	0.00	147	0.00	CONTRACT SERVICES	385	0.00	3,120	0.00	594	0.00
0	0.00	75	0.00	0	0.00	DECORATIONS	0	0.00	1,550	0.00	1,936	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	600	0.01	269	0.01	GUEST SUPPLIES	1,336	0.01	6,600	0.01	5,901	0.01

# TRUMP TURNBERRY

SPA & FITNESS

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
(70)	(0.02)	2,593	0.05	2,784	0.05	LAUNDRY	8,452	0.06	34,918	0.05	35,074	0.05
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	50	0.00	0	0.00	MISCELLANEOUS	247	0.00	600	0.00	427	0.00
35	0.01	45	0.00	35	0.00	MUSIC & ENTERTAINMENT	54	0.00	540	0.00	466	0.00
151	0.04	1,297	0.02	1,019	0.02	OPERATING SUPPLIES	6,666	0.05	18,402	0.03	23,159	0.04
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PERMITS & LICENSES	0	0.00	0	0.00	0	0.00
1	0.00	5	0.00	1	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	136	0.00	60	0.00	12	0.00
0	0.00	11	0.00	0	0.00	PRINTING & STATIONERY	28	0.00	132	0.00	28	0.00
0	0.00	1,858	0.03	342	0.01	SPA SPECIAL PROMOTION	0	0.00	24,229	0.03	17,283	0.03
0	0.00	0	0.00	0	0.00	SPA LOCKER RM AMENITIES	0	0.00	0	0.00	0	0.00
0	0.00	100	0.19	(695)	(1.31)	TRAINING	2,016	1.49	7,300	1.05	4,465	0.68
0	0.00	100	0.19	56	0.11	TRAVEL & ENTERTAINMENT	727	0.54	5,750	0.83	39	0.01
1,131	0.00	2,188	0.00	4,821	0.00	TREATMENT SUPPLIES	3,762	0.00	28,032	0.00	34,909	0.00
158	0.05	350	0.01	422	0.01	UNIFORM	675	0.01	4,200	0.01	2,149	0.00
(76)	(0.02)	799	0.02	753	0.01	UNIFORM CLEANING	3,019	0.02	9,562	0.01	7,755	0.01
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
1,364	39.25	10,531	19.72	9,955	18.77	TOTAL OTHER EXPENSES	27,547	20.32	147,395	21.17	134,259	20.32

# TRUMP TURNBERRY

GOLF

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>GOLF CLUB REVENUE:</b>												
-----												
3,387	18.64	3,225	8.89	3,878	8.12	GREENS FEES-AILSA RESIDENT	387,741	30.05	2,040,864	36.83	1,870,879	37.79
167	0.92	3,325	9.16	2,726	5.71	GREENS FEES-AILSA NON RESIDENT	191,034	14.80	1,310,928	23.66	1,243,900	25.13
(361)	(1.99)	900	2.48	810	1.70	GREENS FEES - KRTB RESIDENT	127,169	9.85	262,339	4.73	140,520	2.84
957	5.27	4,550	12.54	4,968	10.40	GREENS FEES-KRTB NON RESI	141,359	10.95	252,545	4.56	211,042	4.26
49	0.27	600	1.65	336	0.70	GREENS FEES-ARRAN RESIDENT	7,640	0.59	18,415	0.33	9,413	0.19
151	0.83	250	0.69	141	0.30	GREENS FEES-ARRAN NON-RES	3,126	0.24	10,208	0.18	4,792	0.10
1,723	9.48	1,500	4.13	2,738	5.73	LESSON FEES	22,973	1.78	90,500	1.63	82,633	1.67
8,745	48.11	21,142	58.27	30,373	63.59	GOLF RETAIL	365,718	28.34	1,375,447	24.82	1,226,790	24.78
3,359	18.48	789	2.18	1,791	3.75	OTHER INCOME - GOLF	43,755	3.39	180,533	3.26	160,505	3.24
18,176	17.75	36,281	31.20	47,762	41.16	TOTAL GOLF CLUB REVENUE	1,290,515	59.72	5,541,778	85.63	4,950,475	84.96
<b>GOLF MEMBERSHIP REVENUE</b>												
-----												
84,238	100.00	80,000	100.00	68,277	100.00	MEMBERSHIP DUES	870,318	100.00	930,000	100.00	876,557	100.00
0	0.00	0	0.00	0	0.00	INITIATION FEES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OTHER MEMBERSHIP REVENUE	0	0.00	0	0.00	0	0.00
84,238	82.25	80,000	68.80	68,277	58.84	TOTAL GOLF MEMBERSHIP REVENUE	870,318	40.28	930,000	14.37	876,557	15.04
102,415	100.00	116,281	100.00	116,039	100.00	TOTAL GOLF REVENUE	2,160,832	100.00	6,471,778	100.00	5,827,032	100.00
<b>COST OF SALES</b>												
-----												
4,387	50.16	11,628	55.00	22,331	73.52	COST OF RETAIL SALES	177,080	48.42	683,928	49.72	615,181	50.15
4,387	50.16	11,628	55.00	22,331	73.52	TOTAL COST OF SALES	177,080	48.42	683,928	49.72	615,181	50.15
98,028	95.72	104,653	90.00	93,708	80.76	GROSS PROFIT	1,983,753	91.81	5,787,850	89.43	5,211,851	89.44
<b>SALARIES &amp; WAGES:</b>												
<b>GOLF CLUB</b>												
-----												
10,351	0.10	13,839	0.12	6,299	0.05	MANAGEMENT	135,914	0.06	164,329	0.03	139,528	0.02
7,611	0.07	19,116	0.16	9,421	0.08	HOURLY	122,804	0.06	401,951	0.06	313,164	0.05
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
17,962	17.54	32,955	28.34	15,721	13.55	TTL GOLF CLUB SALARIES & WAGES	258,719	11.97	566,280	8.75	452,692	7.77

# TRUMP TURNBERRY

GOLF

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>GOLF GROUNDS</b>												
14,161	13.83	19,234	16.54	9,333	8.04	MANAGEMENT	186,157	8.62	228,271	3.53	194,007	3.33
29,126	28.44	39,758	34.19	15,061	12.98	HOURLY	349,397	16.17	599,037	9.26	501,879	8.61
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
43,287	42.27	58,991	50.73	24,393	21.02	TTL GOLF GROUNDS S & W	535,554	24.78	827,308	12.78	695,886	11.94
<b>GOLF MEMBERSHIP</b>												
0	0.00	0	0.00	0	0.00	MANAGEMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL GOLF MEMBERSHIP S & W	0	0.00	0	0.00	0	0.00
61,249	0.60	91,946	0.79	40,114	0.35	TTL GOLF CLUB S & W	794,272	0.37	1,393,588	0.22	1,148,578	0.20
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	(2,000)	(0.03)	0	0.00
0	0.00	2,103	1.81	(16,717)	(14.41)	INCENTIVE/BONUS	0	0.00	25,236	0.39	3,014	0.05
61,249	59.81	94,049	80.88	23,397	20.16	TTL SALARIES & WAGES AND RELTD	794,272	36.76	1,416,824	21.89	1,151,592	19.76
<b>BENEFITS:</b>												
6,347	0.10	7,806	0.08	5,356	0.13	TAXES	75,619	0.10	117,596	0.08	98,520	0.09
(16,964)	(0.28)	20,927	0.23	38,089	0.95	BENEFITS	81,711	0.10	90,324	0.06	250,588	0.22
(10,618)	(0.17)	28,733	0.31	43,445	1.08	TOTAL TAXES & BENEFITS	157,330	0.20	207,921	0.15	349,108	0.30
50,631	49.44	122,783	105.59	66,842	57.60	TOTAL WAGES & BENEFITS	951,603	44.04	1,624,744	25.11	1,500,700	25.75
13,848	0.14	25,180	0.22	30,703	0.26	TOTAL OTHER EXPENSES	272,707	0.13	515,785	0.08	463,057	0.08
68,866	67.24	159,591	137.25	119,876	103.31	TOTAL EXPENSES	1,401,389	64.85	2,824,457	43.64	2,578,938	44.26
33,548	32.76	(43,310)	(37.25)	(3,837)	(3.31)	PROFIT / (LOSS)	759,443	35.15	3,647,321	56.36	3,248,094	55.74
<b>OTHER EXPENSES-GOLF CLUB:</b>												
0	0.00	0	0.00	0	0.00	ASSCCIATE RELATIONS	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

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0	0.00	0	0.00	0	0.00	CADDIE EXPENSE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CLEANING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACTED SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	859	0.74	DUES & SUBSCRIPTIONS	3,151	0.15	3,775	0.06	3,921	0.07
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTALS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GROUND RENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GUEST SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOSPITALITY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JIM MCLEAN CONTRACT	0	0.00	0	0.00	0	0.00
268	0.26	850	0.73	1,765	1.52	GUEST AMENITIES	2,992	0.14	12,500	0.19	6,486	0.11
0	0.00	0	0.00	0	0.00	MAINTENANCE AGREEMENT	0	0.00	0	0.00	0	0.00
0	0.00	300	0.26	198	0.17	MISCELLANEOUS	547	0.03	4,100	0.06	4,806	0.08
152	0.15	200	0.17	142	0.12	OFFICE SUPPLIES	760	0.04	2,900	0.04	2,671	0.05
2,351	2.30	7,290	6.27	10,658	9.18	OPERATING SUPPLIES	44,999	2.08	113,040	1.75	135,292	2.32
0	0.00	0	0.00	0	0.00	PRACTICE RANGE/GREENS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECRUITING & HIRING SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RENTAL EXPENSE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	REPAIRS & MAINTENANCE	0	0.00	0	0.00	0	0.00
1,802	1.76	3,300	2.84	1,456	1.25	RETAILING	23,343	1.08	34,600	0.53	20,150	0.35
0	0.00	0	0.00	0	0.00	SECURITY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOURNAMENT EXPENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAINING	1,237	0.06	9,245	0.14	101	0.00
0	0.00	0	0.00	96	0.08	TRAVEL	405	0.02	5,500	0.09	4,819	0.08
0	0.00	0	0.00	0	0.00	UNIFORMS	3,087	0.14	20,195	0.31	6,489	0.11
0	0.00	0	0.00	0	0.00	UNIFORMS CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	VEHICLE REPAIRS & MAINTENANCE	0	0.00	0	0.00	0	0.00
4,574	0.04	11,940	0.10	15,174	0.13	TTL OTHER EXPENSES-GOLF CLUB	80,519	0.04	205,855	0.03	184,735	0.03
<b>OTHER EXPENSES-GOLF GROUNDS:</b>												
2,278	0.02	3,000	0.03	1,921	0.02	AUTOMOBILE EXPENSE	26,313	0.01	36,500	0.01	31,744	0.01
0	0.00	0	0.00	0	0.00	BUILDING & GROUNDS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CART PATH REPAIRS	0	0.00	0	0.00	0	0.00
2,313	0.02	2,750	0.02	590	0.01	CHEMICALS	36,194	0.02	46,750	0.01	44,977	0.01
104	0.00	0	0.00	305	0.00	CONTRACT CULTURAL SERVICE	3,269	0.00	9,100	0.00	5,095	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
215	0.00	180	0.00	141	0.00	DUES & SUBSCRIPTIONS	2,005	0.00	2,160	0.00	941	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT LEASES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	500	0.00	EQUIPMENT MAINTENANCE	0	0.00	0	0.00	400	0.00
612	0.01	250	0.00	300	0.00	EQUIPMENT RENTALS	2,646	0.00	4,400	0.00	6,595	0.00
0	0.00	0	0.00	0	0.00	FENCES & BRIDGES	330	0.02	1,000	0.02	149	0.00
0	0.00	0	0.00	0	0.00	FERTILIZERS	20,771	0.01	32,000	0.00	32,821	0.01
1,388	0.01	0	0.00	1,487	0.01	FIELD SUPPLIES	6,090	0.00	16,000	0.00	15,690	0.00



# TRUMP TURNBERRY

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631	0.01	1,900	0.02	1,971	0.02	FUELS & LUBRICANTS	19,813	0.01	28,350	0.00	28,476	0.00
367	0.00	600	0.01	67	0.00	IRRIGATION REPAIRS	6,783	0.00	7,200	0.00	6,218	0.00
0	0.00	0	0.00	0	0.00	LAKE MAINTENANCE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LANDSCAPE MATERIALS	10,238	0.00	15,600	0.00	11,318	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
126	0.00	150	0.00	147	0.00	LICENSES & PERMITS	1,878	0.00	1,800	0.00	2,098	0.00
(179)	(0.18)	200	0.17	292	0.25	MISCELLANEOUS	3,822	0.18	2,400	0.04	3,146	0.05
0	0.00	0	0.00	0	0.00	SEED & SOD	11,204	0.52	32,500	0.50	26,795	0.46
222	0.22	600	0.52	694	0.60	SHOP SUPPLIES	5,664	0.26	7,200	0.11	6,931	0.12
0	0.00	200	0.17	289	0.25	SMALL TOOLS	1,847	0.09	3,600	0.06	2,743	0.05
1,634	1.60	3,000	2.58	3,137	2.70	SOIL/SAND/ROCK	20,122	0.93	33,000	0.51	24,054	0.41
0	0.00	0	0.00	2,435	2.10	TRAINING	1,234	0.06	8,400	0.13	7,406	0.13
20	0.02	0	0.00	20	0.02	TRAVEL & ENTERTAINMENT	1,985	0.09	1,550	0.02	2,184	0.04
0	0.00	0	0.00	1,100	0.95	TREE PRUNING	1,650	0.08	2,000	0.03	3,300	0.06
(457)	(0.00)	250	0.00	(70)	(0.00)	UNIFORMS	8,106	0.00	16,500	0.00	13,441	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	160	0.14	203	0.17	WATER	222	0.01	1,920	0.03	1,801	0.03
9,274	9.06	13,240	11.39	15,529	13.38	TTL OTHER EXPENSE-GOLF GROUNDS	192,187	8.89	309,930	4.79	278,323	4.78
<b>OTHER EXPENSES-MEMBERSHIP:</b>												
-----												
0	0.00	0	0.00	0	0.00	ASSOCIATE RELATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABLE/TV	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COMPLIMENTARY AMENITIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOCKER ROOM SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MARKETING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MEMBER RELATIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING EQUIPMENT & SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PRINTING & STATIONARY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORMS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL OTHER EXPENSES-MEMBERSHIP:	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
 INFORMATION AND TELECOMMUNICATIONS SYSTEMS  
 December 2020

MONTH ACTUAL	MONTH %	MONTH BUDGET	MONTH %	MONTH LAST YEAR	MONTH %	Y-T-D ACTUAL	Y-T-D %	Y-T-D BUDGET	Y-T-D %	Y-T-D LAST YEAR	Y-T-D %	
<b>SALARIES &amp; WAGES</b>												
1,889	(1.98)	2,947	(0.26)	2,234	(0.25)							
320	(0.34)	3,897	(0.35)	2,993	(0.33)	MANAGEMENT	34,808	(0.52)	34,222	(0.16)	30,772	(0.16)
0	0.00	1,685	(0.15)	1,424	(0.16)	HOURLY - TELECOMMNICATONS	19,810	(0.30)	45,405	(0.21)	42,059	(0.21)
0	0.00	0	0.00	0	0.00	HOURLY - IT	5,119	(0.08)	20,079	(0.09)	19,131	(0.10)
0	0.00	0	0.00	0	0.00	HOURLY - TELECOMMUNICATIONS OT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY - IT OT	0	0.00	0	0.00	0	0.00
2,208	(2.32)	8,529	(0.76)	6,651	(0.74)	TOTAL SALARIES & WAGES	59,738	(0.90)	99,706	(0.46)	91,961	(0.47)
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	340	(0.03)	(2,951)	0.33	INCENTIVE	0	0.00	4,080	(0.02)	244	(0.00)
2,208	(2.32)	8,869	(0.79)	3,701	(0.41)	TTL SALARIES & WAGES AND RELATED	59,738	(0.90)	103,786	(0.48)	92,205	(0.47)
<b>BENEFITS:</b>												
300	13.57	577	6.76	460	6.92	TAXES	6,135	10.27	6,746	6.77	8,420	9.16
(839)	(38.01)	1,617	18.96	3,117	46.87	BENEFITS	7,660	12.82	7,236	7.26	21,960	23.88
(540)	(24.44)	2,194	25.72	3,578	53.79	TOTAL BENEFITS	13,796	23.09	13,982	14.02	30,380	33.04
1,669	(1.75)	11,063	(0.98)	7,278	(0.81)	TOTAL PAYROLL & BENEFITS	73,533	(1.10)	117,769	(0.54)	122,585	(0.62)
<b>COST OF SERVICES</b>												
(120)	0.13	1,562	(0.14)	1,119	(0.12)	COST OF CELL PHONES	7,527	(0.11)	18,744	(0.09)	12,409	(0.06)
1,161	(1.22)	691	(0.06)	1,161	(0.13)	COST OF INTERNET SERVICES	14,379	(0.22)	8,292	(0.04)	13,933	(0.07)
(120)	0.13	1,767	(0.16)	1,160	(0.13)	COST OF LOCAL CALLS	5,651	(0.08)	21,204	(0.10)	13,392	(0.07)
0	0.00	0	0.00	0	0.00	COST OF LONG DISTANCE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OTHER COSTS OF SERVICES	0	0.00	0	0.00	0	0.00
922	(0.97)	4,020	(0.36)	3,440	(0.38)	TOTAL COST OF SERVICES	27,557	(0.41)	48,240	(0.22)	39,735	(0.20)
<b>SYSTEMS EXPENSES</b>												
3,329	(3.49)	5,367	(0.48)	3,735	(0.41)	ADMINISTRATIVE & GENERAL	42,306	(0.63)	64,404	(0.30)	49,415	(0.25)
2,649	(2.78)	3,000	(0.27)	2,514	(0.28)	CENTRALIZED INFORMATION SYSTEM CHARGES	32,365	(0.49)	36,000	(0.17)	29,675	(0.15)
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ENERGY MANAGEMENT	0	0.00	0	0.00	0	0.00
3,354	(3.52)	3,122	(0.28)	3,539	(0.39)	FOOD & BEVERAGE	39,613	(0.59)	37,464	(0.17)	42,826	(0.22)
1,759	(1.85)	1,401	(0.12)	1,785	(0.20)	GOLF	26,689	(0.40)	16,812	(0.08)	19,977	(0.10)
0	0.00	0	0.00	0	0.00	HARDWARE	0	0.00	542	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HEALTH CLUB/SPA	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HUMAN RESOURCES	0	0.00	0	0.00	54	(0.00)
1,879	(1.97)	1,298	(0.12)	1,304	(0.14)	INFORMATION SECURITY	22,187	(0.33)	15,576	(0.07)	13,795	(0.07)
0	0.00	467	(0.04)	0	0.00	INFORMATION SYSTEMS	0	0.00	5,604	(0.03)	0	0.00

**TRUMP TURNBERRY**  
 INFORMATION AND TELECOMMUNICATIONS SYSTEMS  
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MONTH ACTUAL	MONTH %	MONTH BUDGET	MONTH %	MONTH LAST YEAR	MONTH %		Y-T-D ACTUAL	Y-T-D %	Y-T-D BUDGET	Y-T-D %	Y-T-D LAST YEAR	Y-T-D %
1,251	(1.31)	847	(0.08)	1,307	(0.15)	OTHER	20,657	(0.31)	10,164	(0.05)	14,741	(0.08)
0	0.00	0	0.00	0	0.00	PARKING	0	0.00	0	0.00	0	0.00
2,028	(2.13)	2,344	(0.21)	3,019	(0.34)	PROPERTY OPERATIONS	27,152	(0.41)	28,128	(0.13)	28,605	(0.15)
3,336	(3.50)	3,916	(0.35)	7,171	(0.80)	ROOMS	43,191	(0.65)	46,992	(0.22)	41,517	(0.21)
1,575	(1.65)	2,496	(0.22)	2,694	(0.30)	SALES & MARKETING	18,244	(0.27)	29,952	(0.14)	23,937	(0.12)
1,026	0.00	1,869	0.00	1,947	0.00	TELECOMMUNICATIONS	23,383	0.00	22,428	0.00	22,680	0.00
22,186	(23.26)	26,127	(2.32)	29,015	(3.22)	TOTAL SYSTEM EXPENSES	295,787	(4.44)	314,066	(1.45)	287,221	(1.46)
<b>OTHER EXPENSES</b>												
0	0.00	0	0.00	0	0.00	CLUSTER SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CORPORATE OFFICE REIMBURSABLES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	IN HOUSE ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
85	(0.09)	500	(0.04)	(2)	0.00	OPERATING SUPPLIES	4,065	(0.06)	6,000	(0.03)	1,514	(0.01)
0	0.00	0	0.00	0	0.00	OTHER EQUIPMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SYSTEM STORAGE & OPTIMIZATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TRAINING	0	0.00	2,000	(0.01)	0	0.00
0	0.00	0	0.00	0	0.00	TRAVEL & ENTERTAINMENT	0	0.00	200	(0.00)	156	(0.00)
0	0.00	0	0.00	0	0.00	TRAVEL OTHER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM PURCHASE	0	0.00	262	(0.00)	0	0.00
26	(0.03)	152	(0.01)	132	(0.01)	UNIFORM CLEANING	1,228	(0.02)	1,880	(0.01)	1,852	(0.01)
111	(0.12)	652	(0.06)	131	(0.01)	TOTAL OTHER EXPENSES	5,293	(0.08)	10,342	(0.05)	3,522	(0.02)
24,888	(26.10)	41,862	(3.72)	39,864	(4.42)	TOTAL EXPENSES	402,171	(6.03)	490,417	(2.26)	453,063	(2.30)

# TRUMP TURNBERRY

RECREATION  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>REVENUES:</b>												
0	0.00	0	0.00	0	0.00	CAMP FEES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CABANA RENTALS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL - OTHER	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOWANCE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL RECREATION REVENUE	0	0.00	0	0.00	0	0.00
<b>PAYROLL &amp; RELATED:</b>												
0	0.00	0	0.00	0	0.00	MANAGEMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL SALARIES & WAGES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INCENTIVE/BONUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL SALARIES & WAGES AND RELTD	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TAXES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BENEFITS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL TAXES & BENEFITS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL PAYROLL & RELATED	0	0.00	0	0.00	0	0.00
<b>OTHER EXPENSES:</b>												
0	0.00	0	0.00	0	0.00	CONTRACT CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LAUNDRY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LINEN	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MISCELLANEOUS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MUSIC & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	OPERATING SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

RECREATION  
December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR			Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR	
	%		%		%			%		%		%
0	0.00	0	0.00	0	0.00	PRINTING & STATIONERY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	UNIFORM CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL OTHER EXPENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL EXPENSES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL DEPARTMENTAL PROFIT	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

## MISCELLANEOUS INCOME

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>MISCELLANEOUS INCOME</b>												
147	(0.66)	688	1.92	516	0.67	COMMISSION	3,718	1.52	11,467	1.89	16,932	2.56
0	0.00	711	1.99	108	0.14	LAUNDRY COMMISSION	1,449	0.59	11,849	1.95	14,679	2.22
(3,646)	16.28	69	0.19	16,336	21.37	LIMO COMMISSION	(4,127)	(1.68)	1,147	0.19	6,435	0.97
0	0.00	344	0.96	203	0.27	MOVIE COMMISSION	2,991	1.22	5,733	0.94	4,633	0.70
0	0.00	0	0.00	0	0.00	TOBACCO	0	0.00	0	0.00	0	0.00
0	0.00	5	0.01	14	0.02	NEWSPAPER	(4)	(0.00)	76	0.01	882	0.13
0	0.00	0	0.00	0	0.00	FLOWERS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	730	0.96	CRECHE	32	0.01	0	0.00	3,517	0.53
(10,973)	49.00	0	0.00	(2,594)	(3.39)	OUTDOOR ACTIVITIES	(19,046)	(7.77)	0	0.00	(46,626)	(7.05)
333	(1.49)	333	0.93	333	0.44	SPACE RENTALS & CONCESSIONS	4,667	1.90	3,996	0.66	4,000	0.60
(14,139)	63.14	2,148	6.01	15,646	20.47	TOTAL LEASES, RENTALS & COMMISSIONS	(10,322)	(4.21)	34,268	5.63	4,453	0.67
<b>OTHER INCOME:</b>												
0	0.00	0	0.00	0	0.00	ATTRITION FEE - ROOMS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTRITION FEE - F&B	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CANCELLATION FEE - ROOMS	1,270	0.52	0	0.00	40,230	6.08
0	0.00	0	0.00	0	0.00	CANCELLATION FEE - F&B	0	0.00	0	0.00	0	0.00
0	0.00	30,021	84.02	25,600	33.49	RESORT FEE	257,455	105.02	527,356	86.72	531,420	80.36
0	0.00	0	0.00	0	0.00	PACKAGE PROFIT/LOSS	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	BANK INTEREST	0	0.00	0	0.00	0	0.00
(226)	1.01	0	0.00	0	0.00	GAIN ON EXCHANGE OF CURRENCY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PET FEE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SMOKING FEE	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TAX DISCOUNT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOCATION FEE	0	0.00	0	0.00	0	0.00
(8,028)	35.85	3,561	9.97	35,192	46.04	OTHER INCOME	(3,255)	(1.33)	46,520	7.65	85,174	12.88
(8,254)	36.86	33,582	93.99	60,792	79.53	TOTAL OTHER INCOME	255,470	104.21	573,876	94.37	656,824	99.33
(22,393)	100.00	35,731	100.00	76,437	100.00	TOTAL MISCELLANEOUS INCOME	245,149	100.00	608,144	100.00	661,277	100.00

# TRUMP TURNBERRY

A & G - SUMMARY

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>A &amp; G PAYROLL &amp; RELATED</b>												
<b>EXEC OFFICE SALARIES &amp; WAGES</b>												
14,457	15.16	17,285	1.53	6,715	0.75		198,324	2.98	205,903	0.95	175,353	0.89
789	0.83	2,173	0.19	97	0.01	MANAGEMENT	16,153	0.24	21,669	0.10	12,396	0.06
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
						OVERTIME						
15,245	15.99	19,459	1.73	6,813	0.76	TTL EXEC OFFICE S & W	214,477	3.22	227,572	1.05	187,749	0.95
<b>FINANCE SALARIES &amp; WAGES</b>												
8,236	8.64	13,221	1.17	8,490	0.94		123,631	1.85	157,494	0.73	139,242	0.71
2,971	3.12	13,228	1.17	8,661	0.96	MANAGEMENT	65,123	0.98	154,702	0.71	117,532	0.60
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
						OVERTIME						
11,207	0.00	26,449	0.00	17,152	0.00	TTL FINANCE S & W	188,753	0.00	312,196	0.00	256,774	0.00
<b>OWNER SERVICES SALARIES &amp; WAGES</b>												
0	0.00	0	0.00	0	0.00		0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MANAGEMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
						OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL OWNERS SERVICES S & W	0	0.00	0	0.00	0	0.00
<b>HUMAN RESOURCES SALARIES &amp; WAGES</b>												
7,915	8.30	13,163	1.17	6,616	0.73		131,826	1.98	155,932	0.72	132,546	0.67
0	0.00	3,011	0.27	1,141	0.13	MANAGEMENT	10,559	0.16	35,757	0.17	25,731	0.13
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
						OVERTIME						
7,915	8.30	16,174	1.44	7,757	0.86	TTL HUMAN RESOURCES S & W	142,385	2.14	191,689	0.88	158,277	0.80
<b>SECURITY SALARIES &amp; WAGES</b>												
0	0.00	0	0.00	0	0.00		0	0.00	0	0.00	0	0.00
4,114	4.31	6,564	0.58	4,388	0.49	MANAGEMENT	56,573	0.85	76,198	0.35	69,309	0.35
0	0.00	0	0.00	0	0.00	HOURLY	0	0.00	0	0.00	0	0.00
						OVERTIME						
4,114	4.31	6,564	0.58	4,388	0.49	TTL SECURITY S & W	56,573	0.85	76,198	0.35	69,309	0.35
38,481	40.35	68,646	6.09	36,109	4.01	TOTAL SALARIES & WAGES	602,187	9.03	807,654	3.73	672,110	3.42
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONTRACT LABOR	(2,424)	(0.04)	0	0.00	0	0.00
0	0.00	7,500	0.67	(62,006)	(6.88)	INCENTIVE/BONUS	0	0.00	90,000	0.42	8,380	0.04

# TRUMP TURNBERRY

A & G - SUMMARY  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
38,481	40.35	76,146	6.76	(25,897)	(2.87)	TTL SALARIES & WAGE AND RELTD	599,764	9.00	897,654	4.14	680,490	3.46
<b>TAXES &amp; BENEFITS</b>												
5,732	6.01	7,995	0.71	(2,047)	(0.23)	TAXES	70,815	1.06	94,262	0.44	79,481	0.40
(11,193)	(11.74)	16,976	1.51	19,532	2.17	BENEFITS	83,256	1.25	102,532	0.47	179,320	0.91
(5,462)	(5.73)	24,971	2.22	17,485	1.94	TOTAL TAXES & BENEFITS	154,072	2.31	196,794	0.91	258,801	1.32
33,019	34.62	101,117	8.97	(8,412)	(0.93)	TTL A & G WAGES & BENEFITS	753,836	11.31	1,094,448	5.05	939,291	4.78
<b>OTHER EXPENSES:</b>												
2,028	2.13	2,300	0.20	2,028	0.23	ACCOUNTING/AUDIT FEES	24,336	0.37	27,600	0.13	24,539	0.12
0	0.00	350	0.03	486	0.05	ARMORED CAR	2,801	0.04	5,200	0.02	4,571	0.02
0	0.00	6,400	0.57	20,132	2.23	ASSOCIATE RECOGNITION	4,914	0.07	37,600	0.17	31,160	0.16
0	0.00	0	0.00	1,988	0.22	BAD DEBT	(6,064)	(0.09)	0	0.00	1,988	0.01
(297)	(0.31)	1,123	0.10	2,921	0.32	BANK FEES	6,761	0.10	21,608	0.10	30,039	0.15
0	0.00	0	0.00	0	0.00	CABLE	0	0.00	0	0.00	0	0.00
297	0.31	0	0.00	740	0.08	CASH OVER/SHORT	201	0.00	0	0.00	395	0.00
34	0.04	35	0.00	34	0.00	COLLECTION EXPENSES	457	0.01	420	0.00	407	0.00
0	0.00	0	0.00	0	0.00	COMPLIMENTARY ROOM	0	0.00	0	0.00	0	0.00
0	0.00	500	0.04	0	0.00	CONSULTING FEES	24,647	0.37	6,000	0.03	1,263	0.01
2,011	2.11	1,491	0.13	613	0.07	CONTRACTED SERVICES	18,143	0.27	19,392	0.09	18,243	0.09
0	0.00	0	0.00	0	0.00	COPY COST	0	0.00	0	0.00	0	0.00
1,745	1.83	12,356	1.10	7,780	0.86	CREDIT CARD COMMISSION	59,718	0.90	237,691	1.10	188,186	0.96
0	0.00	393	0.00	1,218	0.00	DONATIONS	1,625	0.00	4,712	0.00	5,100	0.00
1,104	1.16	640	0.06	1,177	0.13	DUES & SUBSCRIPTIONS	10,199	0.15	10,080	0.05	12,196	0.06
0	0.00	0	0.00	0	0.00	EMPLOYEE HOUSING	0	0.00	0	0.00	0	0.00
145	0.15	0	0.00	0	0.00	EMPLOYEE RELATIONS	1,790	0.03	200	0.00	240	0.00
(6,627)	(6.95)	85	0.01	168	0.02	EQUIPMENT RENTAL	4,184	0.06	1,020	0.00	966	0.00
0	0.00	70	0.01	104	0.01	FIRST AID SAFETY SUPPLIES	281	0.00	840	0.00	992	0.01
0	0.00	35	0.00	0	0.00	FLOWERS	0	0.00	420	0.00	58	0.00
(633)	(0.66)	2,200	0.20	(1,019)	(0.11)	GAIN/LOSS ON CURRENCY EXCHANGE	3,926	0.06	26,400	0.12	19,145	0.10
0	0.00	0	0.00	0	0.00	IN HSE MEALS & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	INSPECTION	0	0.00	0	0.00	0	0.00
0	0.00	388	0.03	0	0.00	IT FEE - BRAND	0	0.00	4,650	0.02	0	0.00
418	0.44	200	0.02	418	0.05	LEGAL FEES	5,620	0.08	11,700	0.05	11,919	0.06
0	0.00	0	0.00	0	0.00	LOSSES & DAMAGES	465	0.01	0	0.00	518	0.00
0	0.00	80	0.01	0	0.00	MEDICAL EXPENSES	595	0.01	2,970	0.01	709	0.00
225	0.24	50	0.00	49	0.01	MISCELLANEOUS	1,026	0.02	600	0.00	3,226	0.02
0	0.00	90	0.01	100	0.01	OPERATING SUPPLIES	1,268	0.02	1,080	0.01	922	0.00
0	0.00	0	0.00	0	0.00	PAPER SUPPLIES	0	0.00	0	0.00	0	0.00
1,504	1.58	1,000	0.09	1,156	0.13	PAYROLL SERVICES	18,570	0.28	12,000	0.06	12,826	0.07
175	0.18	225	0.02	175	0.02	PERMITS & LICENSES	3,706	0.06	5,960	0.03	1,950	0.01
256	0.27	280	0.02	263	0.03	POSTAGE, MSGR & OVERNIGHT MAIL	2,052	0.03	3,360	0.02	3,291	0.02
624	0.65	1,250	0.11	1,805	0.20	PRINTING & STATIONERY	10,782	0.16	16,400	0.08	19,529	0.10
0	0.00	0	0.00	0	0.00	PROVISION FOR DOUBTFUL ACCTS	0	0.00	0	0.00	0	0.00

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# TRUMP TURNBERRY

A & G - SUMMARY

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
2,020	2.12	1,862	0.17	1,519	0.17							
0	0.00	0	0.00	0	0.00	RECRUITMENT	30,913	0.46	39,100	0.18	53,866	0.27
0	0.00	0	0.00	0	0.00	RELOCATION/MOVING EXPENSE	70	0.00	2,000	0.01	451	0.00
0	0.00	0	0.00	0	0.00	SECURITY EQUIPMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SURVEYS & INVESTIGATIONS	0	0.00	0	0.00	0	0.00
341	0.36	800	0.07	310	0.03	TRAINING	7,632	0.11	16,550	0.08	15,705	0.08
0	0.00	0	0.00	0	0.00	TRANSPORTATION	0	0.00	0	0.00	70	0.00
131	0.14	1,700	0.15	1,433	0.16	TRAVEL & ENTERTAINMENT	7,523	0.11	22,620	0.10	19,566	0.10
1,085	1.14	3,063	0.27	2,302	0.26	TUITION/PERSONAL DEVELOPMENT	22,343	0.34	38,164	0.18	32,008	0.16
0	0.00	500	0.04	0	0.00	UNIFORMS	1,093	0.02	5,450	0.03	2,592	0.01
(287)	(0.30)	812	0.07	410	0.05	UNIFORM CLEANING	4,722	0.07	9,976	0.05	6,070	0.03
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
6,301	6.61	40,276	3.57	48,310	5.36	TOTAL OTHER EXPENSES	276,302	4.15	591,763	2.73	524,701	2.67
39,320	41.23	141,394	12.55	39,899	4.43	TOTAL A & G EXPENSES	1,030,137	15.46	1,686,211	7.78	1,463,992	7.44

# TRUMP TURNBERRY

## MARKETING & SALES

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
95,363	0.00	1,126,822	0.00	900,995	0.00	TOTAL REVENUES	6,665,138	0.00	21,667,649	0.00	19,666,814	0.00
<b>PAYROLL &amp; RELATED:</b>												
16,311	17.10	32,238	2.86	21,379	2.37	MANAGEMENT	251,733	3.78	390,356	1.80	356,440	1.81
0	0.00	5,622	0.50	3,542	0.39	HOURLY	19,651	0.29	66,320	0.31	43,973	0.22
0	0.00	0	0.00	0	0.00	OVERTIME	0	0.00	0	0.00	0	0.00
16,311	17.10	37,861	3.36	24,920	2.77	TTL SALARIES & WAGES	271,384	4.07	456,676	2.11	400,413	2.04
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	(653)	(0.07)	CONTRACT LABOR	0	0.00	0	0.00	2,650	0.01
0	0.00	2,770	0.25	340	0.04	INCENTIVE/BONUS	(6,264)	(0.09)	33,240	0.15	17,450	0.09
16,311	17.10	40,631	3.61	24,607	2.73	TTL SALARIES & WAGES AND RELTD	265,120	3.98	489,916	2.26	420,513	2.14
<b>TAXES &amp; BENEFITS</b>												
2,608	15.99	4,673	12.34	4,090	16.41	TAXES	34,527	12.72	56,340	12.34	55,980	13.98
(7,333)	(44.96)	9,319	24.61	11,935	47.89	BENEFITS	38,905	14.34	59,095	12.94	107,939	26.96
(4,725)	(28.97)	13,991	36.95	16,025	64.31	TTL TAXES & BENEFITS	73,431	27.06	115,436	25.28	163,918	40.94
11,586	12.15	54,622	4.85	40,633	4.51	TTL WAGES & BENEFITS	338,552	5.08	605,352	2.79	584,431	2.97
<b>ADVERTISING AND MERCHANDISING:</b>												
0	0.00	2,500	0.22	1,549	0.17	ADV AGENCY FEE	17,229	0.26	30,000	0.14	28,959	0.15
0	0.00	0	0.00	0	0.00	BRAND MARKETING FEE	0	0.00	0	0.00	0	0.00
(68)	(0.07)	0	0.00	1,449	0.16	BROCHURES & COLLATERAL	4,095	0.06	15,000	0.07	14,379	0.07
14,492	15.20	7,862	0.70	564	0.06	COOP ADVERTISING	41,585	0.62	139,032	0.64	109,080	0.55
0	0.00	0	0.00	0	0.00	DIRECT MAIL	0	0.00	0	0.00	0	0.00
1,719	1.80	1,800	0.16	1,719	0.19	DIRECT MARKETING	20,623	0.31	21,600	0.10	27,532	0.14
0	0.00	0	0.00	0	0.00	DIRECTORY FEES	0	0.00	0	0.00	0	0.00
4,271	4.48	13,000	1.15	10,304	1.14	eMARKETING & WEB-BASED ADV	79,753	1.20	156,000	0.72	118,672	0.60
0	0.00	0	0.00	0	0.00	GDS ADVERTISING	0	0.00	0	0.00	0	0.00
(500)	(0.52)	250	0.02	0	0.00	LOCAL ADVERTISING	0	0.00	3,000	0.01	1,002	0.01
4,938	5.18	7,500	0.67	3,020	0.34	NAT'L/INT'L IMAGE ADVERTISING	73,731	1.11	90,000	0.42	89,113	0.45
0	0.00	0	0.00	0	0.00	OTHER ADVERTISING	0	0.00	0	0.00	(350)	(0.00)
0	0.00	500	0.04	594	0.07	PHOTOGRAPHY/VIDEO	6,200	0.09	6,000	0.03	4,137	0.02
0	0.00	0	0.00	0	0.00	PRODUCTION COSTS	0	0.00	0	0.00	0	0.00
885	0.93	1,200	0.11	1,012	0.11	WEBSITE	11,652	0.17	14,400	0.07	8,949	0.05
25,737	26.99	34,612	3.07	20,211	2.24	TTL ADVERTISING & MERCHANDISING	254,868	3.82	475,032	2.19	401,473	2.04

## TRUMP TURNBERRY

MARKETING &amp; SALES

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%	Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%	
<b>BUSINESS PROMOTION</b>												
0	0.00	500	0.04	608	0.07	CLIENT RELATION GIFTS	3,213	0.05	7,500	0.03	8,674	0.04
0	0.00	0	0.00	0	0.00	COMPLIMENTARY ROOM	0	0.00	0	0.00	0	0.00
2,260	2.37	4,000	0.36	2,467	0.27	DUES & SUBSCRIPTIONS	24,653	0.37	48,000	0.22	36,924	0.19
1,357	1.42	4,914	0.44	1,489	0.17	FREQUENT GUEST PROGRAM	29,697	0.45	86,895	0.40	81,520	0.41
0	0.00	0	0.00	0	0.00	IN HSE MEALS & ENTERTAINMENT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MARKETING FEES	0	0.00	0	0.00	0	0.00
54	0.06	100	0.01	55	0.01	MARKETING OTHER	663	0.01	1,200	0.01	613	0.00
227	0.24	2,000	0.18	2,283	0.25	PROMOTIONS	9,498	0.14	24,000	0.11	44,239	0.22
0	0.00	2,000	0.18	979	0.11	TRADE SHOWS	36,153	0.54	62,500	0.29	65,076	0.33
(469)	(0.49)	3,000	0.27	9,580	1.06	TRAVEL & ENTERTAINMENT	26,590	0.40	81,200	0.37	102,000	0.52
3,429	3.60	16,514	1.47	17,461	1.94	TTL BUSINESS PROMOTION	130,468	1.96	311,295	1.44	339,046	1.72
<b>PUBLIC RELATIONS:</b>												
0	0.00	250	0.02	0	0.00	PRESS TRIPS/LAUNCH RELATED EXPENSES	0	0.00	3,000	0.01	0	0.00
688	0.72	2,750	0.24	2,912	0.32	PUBLIC RELATIONS FEES	31,976	0.48	33,000	0.15	42,014	0.21
688	0.72	3,000	0.27	2,912	0.32	TTL PUBLIC RELATIONS	31,976	0.48	36,000	0.17	42,014	0.21
<b>HOTEL REPRESENTATION:</b>												
0	0.00	0	0.00	0	0.00	GDS FEES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	QUALITY ASSURANCE	0	0.00	0	0.00	0	0.00
760	0.80	1,700	0.15	1,190	0.13	SALES REPRESENTATION	5,114	0.08	20,400	0.09	5,951	0.03
760	0.80	1,700	0.15	1,190	0.13	TTL HOTEL REPRESENTATION	5,114	0.08	20,400	0.09	5,951	0.03
<b>OTHER EXPENSES:</b>												
0	0.00	350	0.03	0	0.00	CONTRACTED SERVICES	0	0.00	4,200	0.02	(2,085)	(0.01)
0	0.00	0	0.00	0	0.00	CONSTRUCTION RELATED COST	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	EQUIPMENT RENTAL	0	0.00	0	0.00	765	0.00
0	0.00	0	0.00	0	0.00	LOYALTY PROGRAM	0	0.00	0	0.00	0	0.00
6,482	6.80	4,000	0.36	13,434	1.49	MISCELLANEOUS	37,714	0.57	48,000	0.22	63,445	0.32
0	0.00	400	0.04	1,023	0.11	OPERATING SUPPLIES	1,471	0.02	4,800	0.02	6,816	0.03
0	0.00	0	0.00	0	0.00	OUTSIDE SERVICES MARKET RESEARCH	0	0.00	0	0.00	0	0.00
73	0.08	150	0.01	1,042	0.12	POSTAGE, MSGR & OVERNIGHT MAIL	(1,044)	(0.02)	1,800	0.01	2,206	0.01
13	0.01	400	0.04	688	0.08	PRINTING & STATIONERY	283	0.00	4,800	0.02	6,519	0.03
0	0.00	0	0.00	0	0.00	TRAINING	0	0.00	6,150	0.03	394	0.00

# TRUMP TURNBERRY

## MARKETING & SALES

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
(126)	(0.13)	397	0.04	318	0.04	UNIFORM CLEANING	2,596	0.04	5,077	0.02	4,231	0.02
0	0.00	0	0.00	270	0.03	UNIFORM PURCHASE	0	0.00	1,000	0.00	707	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
6,443	6.76	5,697	0.51	16,775	1.86	TTL OTHER EXPENSES	41,021	0.62	75,827	0.35	82,998	0.42
48,643	51.01	116,144	10.31	99,183	11.01	TTL SALES & MARKETING EXPENSES	801,998	12.03	1,523,906	7.03	1,455,913	7.40

# TRUMP TURNBERRY

## UTILITIES COST

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>UTILITIES COST:</b>												
13,829	14.50	44,000	3.90	66,642	7.40	ELECTRICITY	326,777	4.90	569,000	2.63	552,928	2.81
10,615	11.13	26,000	2.31	22,311	2.48	GAS	168,345	2.53	288,000	1.33	246,307	1.25
4,075	4.27	6,440	0.57	9,265	1.03	WATER/SEWAGE	103,766	1.56	112,390	0.52	123,848	0.63
0	0.00	0	0.00	0	0.00	CONTRACT SERVICES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
28,518	29.90	76,440	6.78	98,217	10.90	TOTAL UTILITIES COST	598,888	8.99	969,390	4.47	923,084	4.69

**TRUMP TURNBERRY**  
 PROPERTY OPERATIONS & MAINT.  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>PAYROLL &amp; RELATED</b>												
0	0.00	6,373	0.57	3,945	0.44	MANAGEMENT	(7,486)	(0.11)	75,911	0.35	40,655	0.21
13,424	14.08	40,562	3.60	21,663	2.40	HOURLY	214,739	3.22	464,339	2.14	357,892	1.82
2,331	2.44	3,534	0.31	1,849	0.21	OVERTIME	30,443	0.46	42,102	0.19	36,508	0.19
15,756	16.52	50,469	4.48	27,457	3.05	TTL SALARIES & WAGES	237,696	3.57	582,352	2.69	435,055	2.21
0	0.00	0	0.00	0	0.00	SERVICE CHARGE DISTRIBUTION	0	0.00	0	0.00	0	0.00
591	0.62	0	0.00	0	0.00	CONTRACT LABOR	(1,576)	(0.02)	0	0.00	11,925	0.06
0	0.00	259	0.02	(2,061)	(0.23)	INCENTIVE/BONUS	0	0.00	3,108	0.01	371	0.00
16,347	17.14	50,728	4.50	25,396	2.82	TTL SALARIES & WAGES AND RELTD	236,120	3.54	585,460	2.70	447,351	2.27
<b>TAXES &amp; BENEFITS:</b>												
2,980	18.91	5,073	10.05	3,796	13.83	TAXES	34,234	14.40	58,546	10.05	50,260	11.55
(4,850)	(30.79)	8,007	15.87	16,721	60.90	BENEFITS	53,177	22.37	42,542	7.31	118,775	27.30
(1,871)	(11.87)	13,080	25.92	20,517	74.72	TTL TAXES & BENEFITS	87,410	36.77	101,088	17.36	169,035	38.85
14,476	15.18	63,808	5.66	45,913	5.10	TTL WAGES & BENEFITS	323,530	4.85	686,547	3.17	616,386	3.13
<b>OTHER EXPENSES:</b>												
(59)	(0.06)	2,500	0.22	8,107	0.90	BUILDING	59,393	0.89	52,500	0.24	70,025	0.36
491	0.52	300	0.03	0	0.00	BULBS	1,129	0.02	3,600	0.02	3,491	0.02
0	0.00	0	0.00	0	0.00	CARPET REPLACEMENT	2,763	0.04	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	COMPUTER HARDWARE R&M	0	0.00	0	0.00	0	0.00
3,062	3.21	1,500	0.13	960	0.11	CONTRACTED SERVICES	20,195	0.30	18,000	0.08	11,631	0.06
0	0.00	360	0.03	380	0.04	CURTAINS & DRAPES	730	0.01	4,320	0.02	3,591	0.02
0	0.00	0	0.00	0	0.00	DUES & SUBSCRIPTIONS	0	0.00	0	0.00	0	0.00
1,459	1.53	3,500	0.31	2,297	0.26	ELECTRICAL & MECHANICAL	21,025	0.32	42,000	0.19	29,786	0.15
1,246	1.31	1,350	0.12	1,205	0.13	ELEVATOR	15,017	0.23	16,200	0.07	14,079	0.07
0	0.00	0	0.00	0	0.00	EMERGENCY GENERATOR	0	0.00	0	0.00	0	0.00
74	0.08	400	0.04	69	0.01	ENGINEER SUPPLIES, HARDWARE & TOOLS	1,095	0.02	4,800	0.02	814	0.00
(1,011)	(1.06)	1,500	0.13	1,759	0.20	EQUIPMENT RENTAL	24,896	0.37	18,000	0.08	18,074	0.09
0	0.00	0	0.00	0	0.00	FIRST AID SAFETY SUPPLIES	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	FITNESS EQUIPMENT REPAIRS	0	0.00	0	0.00	0	0.00
0	0.00	500	0.04	0	0.00	FLOOR COVERING	521	0.01	6,000	0.03	31,797	0.16
0	0.00	675	0.06	3,415	0.38	FURNITURE REPAIR	2,848	0.04	8,100	0.04	5,011	0.03
0	0.00	500	0.04	142	0.02	GLAZING	1,402	0.02	6,000	0.03	4,148	0.02

**TRUMP TURNBERRY**  
**PROPERTY OPERATIONS & MAINT.**  
 December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
4,137	4.34	6,300	0.56	5,413	0.60	HVAC	53,197	0.80	75,600	0.35	74,795	0.38
2,659	2.79	4,500	0.40	6,550	0.73	KITCHEN EQUIPMENT	52,670	0.79	54,000	0.25	56,271	0.29
33	0.03	600	0.05	453	0.05	LAUNDRY EQUIPMENT	1,360	0.02	7,200	0.03	4,945	0.03
4,456	4.67	3,000	0.27	8,523	0.95	LIFE SAFETY	63,783	0.96	36,000	0.17	57,485	0.29
0	0.00	150	0.01	8,615	0.96	LOCKS & KEYS	114	0.00	1,800	0.01	8,622	0.04
0	0.00	202	0.02	0	0.00	MAINTENANCE CONTRACT	0	0.00	2,424	0.01	0	0.00
0	0.00	0	0.00	0	0.00	MARBLE & METAL MAINTENANCE	860	0.01	0	0.00	0	0.00
0	0.00	50	0.00	0	0.00	MISCELLANEOUS	587	0.01	1,350	0.01	(837)	(0.00)
554	0.58	1,000	0.09	423	0.05	OPERATING SUPPLIES	3,919	0.06	12,000	0.06	8,391	0.04
0	0.00	0	0.00	0	0.00	OUTSIDE CONTRACTORS	0	0.00	0	0.00	0	0.00
520	0.55	2,000	0.18	373	0.04	PAINTING	10,225	0.15	40,500	0.19	13,359	0.07
32	0.03	0	0.00	0	0.00	PERMITS & LICENSES	318	0.00	0	0.00	220	0.00
520	0.54	530	0.05	712	0.08	PEST CONTROL	5,636	0.08	6,360	0.03	6,591	0.03
15,431	0.00	14,705	0.00	14,625	0.00	PLANTS, GROUNDS & LANDSCAPING	18,444	0.00	16,960	0.00	16,838	0.00
621	0.65	2,150	0.19	1,470	0.16	PLUMBING & SEWAGE	10,462	0.16	25,800	0.12	26,624	0.14
0	0.00	205	0.02	3,267	0.36	POOL MAINTENANCE	1,036	0.02	2,460	0.01	13,235	0.07
3	0.00	5	0.00	4	0.00	POSTAGE, MSGR & OVERNIGHT MAIL	17	0.00	60	0.00	49	0.00
0	0.00	20	0.00	0	0.00	PRINTING & STATIONERY	96	0.00	240	0.00	95	0.00
0	0.00	100	0.01	(8)	(0.00)	SIGN MAINTENANCE	1,327	0.02	1,200	0.01	845	0.00
0	0.00	1,500	0.13	537	0.06	SPA	609	0.01	16,500	0.08	8,012	0.04
0	0.00	500	0.04	110	0.01	TELEVISION EQUIPMENT	639	0.01	6,000	0.03	6,002	0.03
200	0.21	0	0.00	0	0.00	TRAINING	5,450	0.08	11,150	0.05	6,013	0.03
18	0.02	0	0.00	18	0.00	TRAVEL & ENTERTAINMENT	252	0.00	2,900	0.01	1,557	0.01
36	0.04	250	0.02	358	0.04	UNIFORM	311	0.00	3,000	0.01	2,337	0.01
0	0.00	847	0.08	0	0.00	UNIFORM CLEANING	0	0.00	10,244	0.05	0	0.00
106	0.11	750	0.07	310	0.03	VEHICLE MAINTENANCE	1,694	0.03	9,000	0.04	8,242	0.04
1,534	1.61	3,000	0.27	(720)	(0.08)	WASTE REMOVAL	24,114	0.36	36,000	0.17	36,568	0.19
1,535	1.61	1,500	0.13	1,548	0.17	WATER CHEMICAL TREATMENT	18,206	0.27	18,000	0.08	17,603	0.09
0	0.00	0	0.00	0	0.00	WINDOW/GLASS CLEANING	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ALLOCATION	0	0.00	0	0.00	0	0.00
37,657	39.49	56,949	5.05	70,913	7.87	TOTAL OTHER EXPENSES	426,340	6.40	576,268	2.66	566,310	2.88
52,133	54.67	120,756	10.72	116,825	12.97	TOTAL DEPARTMENTAL EXPENSES	749,870	11.25	1,262,816	5.83	1,182,696	6.01

**TRUMP TURNBERRY**  
**P/R TAXES & RELATED (HOTEL)**  
 December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR		
	%		%		%		%		%		%	
20,720	0.00	126,028	0.00	79,263	0.00	Rooms Payroll	759,686	0.00	1,604,664	0.00	1,363,221	0.00
27,810	0.00	275,636	0.00	187,445	0.00	Food & Beverage Payroll	1,385,605	0.00	3,403,965	0.00	3,014,096	0.00
0	0.00	0	0.00	0	0.00	Retail Payroll	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Recreation Payroll	0	0.00	0	0.00	0	0.00
3,463	0.00	39,439	0.00	26,289	0.00	Spa Payroll	144,222	0.00	436,125	0.00	338,648	0.00
61,249	0.00	91,946	0.00	40,114	0.00	Golf Payroll	794,272	0.00	1,393,588	0.00	1,148,578	0.00
38,481	0.00	68,646	0.00	36,109	0.00	A&G Payroll	602,187	0.00	807,654	0.00	672,110	0.00
2,208	0.00	8,529	0.00	6,651	0.00	Info Systems	59,738	0.00	99,706	0.00	91,961	0.00
16,311	0.00	37,861	0.00	24,920	0.00	S&M Payroll	271,384	0.00	456,676	0.00	394,234	0.00
15,756	0.00	50,469	0.00	27,457	0.00	R&M Payroll	237,696	0.00	582,352	0.00	435,055	0.00
185,998	0.00	698,554	0.00	428,247	0.00	Total Payroll	4,254,790	0.00	8,784,731	0.00	7,457,903	0.00

**ROOMS**

5,301	25.58	9,087	7.21	5,892	7.43	Payroll Taxes	59,892	7.88	115,649	7.21	91,901	6.74
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	72	0.06	0	0.00	Medical Insurance	0	0.00	864	0.05	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disb Ins - Rooms	0	0.00	0	0.00	0	0.00
210	1.01	0	0.00	137	0.17	Other Insurance	2,141	0.28	0	0.00	1,673	0.12
2,139	10.32	3,151	2.50	2,187	2.76	401K - Rooms	23,529	3.10	40,117	2.50	26,865	1.97
96	0.46	3,779	3.00	4,550	5.74	Employee Meals	13,252	1.74	53,730	3.35	57,235	4.20
1,466	7.07	15,886	12.60	21,501	27.13	PTO	129,812	17.09	196,698	12.26	188,694	13.84
(31,802)	(153.48)	500	0.40	0	0.00	Holiday Pay	(90,974)	(11.98)	(181,327)	(11.30)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay - Rooms	0	0.00	0	0.00	0	0.00
495	2.39	1,032	0.82	386	0.49	Miscellaneous Benefit - Rooms	(795)	(0.10)	10,573	0.66	1,902	0.14
(22,096)	(106.64)	33,506	26.59	34,654	43.72	TTL ROOMS PTEB	136,857	18.02	236,304	14.73	368,270	27.01

**FOOD & BEVERAGE**

8,148	29.30	21,985	7.98	13,948	7.44	Payroll Taxes	107,530	7.76	267,474	7.86	212,236	7.04
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	144	0.05	0	0.00	Medical Insurance	0	0.00	1,729	0.05	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disb Ins	0	0.00	0	0.00	0	0.00



**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	Other Disb Ins	0	0.00	0	0.00	0	0.00
292	1.05	0	0.00	192	0.10	Other Insurance	2,983	0.22	0	0.00	2,332	0.08
2,564	9.22	6,439	2.34	4,191	2.24	401K	34,640	2.50	78,552	2.31	53,851	1.79
57	0.20	6,641	2.41	8,921	4.76	Employee Meals	23,601	1.70	93,132	2.74	117,496	3.90
2,373	8.53	35,608	12.92	43,564	23.24	PTO	181,846	13.12	428,832	12.60	382,740	12.70
(71,342)	(256.53)	(10,526)	(3.82)	0	0.00	Holiday Pay	(162,036)	(11.69)	(419,931)	(12.34)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
293	1.05	967	0.35	757	0.40	Miscellaneous Benefit	(2,265)	(0.16)	9,396	0.28	3,582	0.12
(57,614)	(207.17)	61,258	22.22	71,572	38.18	TTL F&B PTEB	186,300	13.45	459,184	13.49	772,236	25.62

**TELEPHONE**

0	0.00	0	0.00	0	0.00	Payroll Taxes	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Workers Comp	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Medical Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	401K	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Employee Meals	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PTO	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Holiday Pay - Telephone	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Misc Benefit - Telephone	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL TELEPHONE PTEB	0	0.00	0	0.00	0	0.00

**RETAIL**

0	0.00	0	0.00	0	0.00	Payroll Taxes	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Medical Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insuranc	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	401K	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Employee Meals	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PTO	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Holiday Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Miscellaneous Benefit	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL RETAIL PTEB	0	0.00	0	0.00	0	0.00
<b>RECREATION</b>												
0	0.00	0	0.00	0	0.00	Payroll Taxes	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Medical Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	401K	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Employee Meals	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	PTO	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Holiday Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Miscellaneous Benefit	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TTL RECREATION PTEB	0	0.00	0	0.00	0	0.00
<b>SPA</b>												
737	21.27	2,903	7.36	1,296	4.93	Payroll Taxes	11,976	8.30	32,123	7.37	21,893	6.46
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Medical Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR		
	%		%		%		%		%		%	
0	0.00	0	0.00	0	0.00	Short Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
46	1.34	0	0.00	30	0.12	Other Insurance	474	0.33	0	0.00	371	0.11
461	13.32	986	2.50	615	2.34	401K	5,406	3.75	10,903	2.50	7,287	2.15
21	0.59	1,000	2.53	1,372	5.22	Employee Meals	2,671	1.85	12,726	2.92	12,624	3.73
(1,255)	(36.26)	4,890	12.40	7,570	28.79	PTO	18,967	13.15	54,080	12.40	47,245	13.95
(7,183)	(207.44)	(14,297)	(36.25)	0	0.00	Holiday Pay	(16,169)	(11.21)	(54,080)	(12.40)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
106	3.07	320	0.81	116	0.44	Miscellaneous Benefit	(270)	(0.19)	2,953	0.68	483	0.14
(7,067)	(204.09)	(4,198)	(10.64)	11,001	41.85	TTL SPA PTEB	23,055	15.99	58,705	13.46	89,902	26.55

**GOLF**

6,347	10.36	7,806	8.49	5,356	13.35	Payroll Taxes	75,619	9.52	117,596	8.44	98,520	8.58
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
691	1.13	522	0.57	691	1.72	Medical Insurance	8,287	1.04	6,261	0.45	6,194	0.54
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disabil. Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
323	0.53	0	0.00	212	0.53	Other Insurance	3,296	0.42	0	0.00	2,577	0.22
2,527	4.13	2,187	2.38	3,081	7.68	401K	30,894	3.89	33,148	2.38	34,721	3.02
278	0.45	1,982	2.16	2,036	5.08	Employee Meals	8,277	1.04	37,410	2.68	38,826	3.38
2,926	4.78	11,126	12.10	31,896	79.51	PTO	111,419	14.03	168,624	12.10	167,156	14.55
(25,146)	(41.06)	4,475	4.87	0	0.00	Holiday Pay	(81,613)	(10.28)	(163,050)	(11.70)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
1,437	2.35	635	0.69	173	0.43	Miscellaneous Benefit	1,151	0.14	7,931	0.57	1,114	0.10
(10,618)	(17.34)	28,733	31.25	43,445	108.30	TTL GOLF PTEB	157,330	19.81	207,921	14.92	349,108	30.39

**ADMINISTRATIVE & GENERAL**

5,732	14.89	7,995	11.65	(2,047)	(5.67)	Payroll Taxes	70,815	11.76	94,262	11.67	79,481	11.83
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
1,120	2.91	1,118	1.63	1,120	3.10	Medical Insurance	13,445	2.23	13,412	1.66	10,814	1.61
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	643	0.94	0	0.00	Life Insurance	0	0.00	7,711	0.95	0	0.00

**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insuranc	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
399	1.04	899	1.31	262	0.72	Other Insurance	4,074	0.68	10,787	1.34	3,185	0.47
3,582	9.31	3,501	5.10	3,596	9.96	401K	40,660	6.75	41,190	5.10	42,092	6.26
78	0.20	1,015	1.48	827	2.29	Employee Meals	3,272	0.54	13,275	1.64	11,053	1.64
5,940	15.44	7,551	11.00	12,288	34.03	PTO	73,750	12.25	88,842	11.00	94,478	14.06
(24,048)	(62.49)	835	1.22	0	0.00	Holiday Pay	(65,818)	(10.93)	(88,842)	(11.00)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
1,735	4.51	1,414	2.06	1,439	3.99	Miscellaneous Benefit	13,872	2.30	16,157	2.00	17,699	2.63
(5,462)	(14.19)	24,971	36.38	17,485	48.42	TTL A&G PTEB	154,072	25.59	196,794	24.37	258,801	38.51

**INFORMATION AND TELECOM SYSTEMS**

300	0.00	577	0.00	460	0.00	Payroll Taxes	6,135	0.00	6,746	0.00	8,420	0.00
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Medical Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insuranc	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance	0	0.00	0	0.00	0	0.00
47	0.29	0	0.00	31	0.12	Other Insurance	482	0.18	0	0.00	377	0.10
290	1.78	355	0.94	414	1.66	401K	4,380	1.61	4,151	0.91	4,765	1.21
(7)	(0.04)	190	0.50	241	0.97	Employee Meals	903	0.33	2,501	0.55	3,001	0.76
469	2.88	887	2.34	2,411	9.67	PTO	7,018	2.59	10,379	2.27	13,715	3.48
(1,602)	(9.82)	125	0.33	0	0.00	Holiday Pay	(5,035)	(1.86)	(10,379)	(2.27)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
(37)	(0.23)	61	0.16	20	0.08	Miscellaneous Benefit	(88)	(0.03)	584	0.13	102	0.03
(540)	0.00	2,194	0.00	3,578	0.00	TTL INFORMATION AND TELECOM SYSTEMS	13,796	0.00	13,982	0.00	30,380	0.00

**SALES & MARKETING**

2,608	0.00	4,673	0.00	4,090	0.00	Payroll Taxes	34,527	0.00	56,340	0.00	55,980	0.00
0	0.00	0	0.00	0	0.00	Workers Compensation	0	0.00	0	0.00	0	0.00
224	1.37	417	1.10	118	0.47	Medical Insurance	2,244	0.83	5,009	1.10	5,278	1.34
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00

**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR	
	%		%		%		%		%		%
0	0.00	0	0.00	0	0.00			0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insuranc		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance		0	0.00	0	0.00
248	1.52	0	0.00	163	0.65	Other Insurance		2,532	0.93	0	0.00
820	5.03	1,704	4.50	858	3.44	401K		17,965	6.62	20,550	4.50
34	0.21	497	1.31	580	2.33	Employee Meals		1,980	0.73	6,767	1.48
2,247	13.78	3,407	9.00	8,167	32.77	PTO		20,931	7.71	41,101	9.00
(11,604)	(71.14)	1,033	2.73	0	0.00	Holiday Pay		(25,299)	(9.32)	(41,101)	(9.00)
0	0.00	0	0.00	0	0.00	Bereavement Pay		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay		0	0.00	0	0.00
697	4.28	2,259	5.97	2,049	8.22	Miscellaneous Benefit		18,552	6.84	26,770	5.86
(4,725)	(28.97)	13,991	36.95	16,025	64.31	TTL S&M PTEB		73,431	27.06	115,436	25.28

**PROPERTY OPERATIONS**

2,980	18.91	5,073	10.05	3,796	13.83	Payroll Taxes		34,234	14.40	58,546	10.05
0	0.00	0	0.00	0	0.00	Workers Compensation		0	0.00	0	0.00
0	0.00	261	0.52	0	0.00	Medical Insurance		0	0.00	3,131	0.54
0	0.00	0	0.00	0	0.00	Dental Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disability Insuranc		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disability Insurance		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disability Insurance		0	0.00	0	0.00
319	2.03	0	0.00	209	0.76	Other Insurance		3,260	1.37	0	0.00
2,080	13.20	1,522	3.02	2,358	8.59	401K		24,409	10.27	17,564	3.02
111	0.70	1,059	2.10	1,002	3.65	Employee Meals		3,543	1.49	13,625	2.34
3,917	24.86	4,058	8.04	12,667	46.13	PTO		49,230	20.71	46,837	8.04
(12,251)	(77.76)	348	0.69	0	0.00	Holiday Pay		(32,243)	(13.57)	(46,837)	(8.04)
0	0.00	0	0.00	0	0.00	Bereavement Pay		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty		0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay		0	0.00	0	0.00
974	6.18	759	1.50	485	1.77	Miscellaneous Benefit		4,979	2.09	8,222	1.41
(1,871)	(11.87)	13,080	25.92	20,517	74.72	TTL PROPERTY OPERATIONS		87,410	36.77	101,088	17.36

**LAUNDRY, EMPLOYEE LODGING & CAFETERIA**

(2,472)	0.00	(2,209)	0.00	770	0.00	Payroll Taxes		(3,202)	0.00	(6,454)	0.00
121	0.00	40	0.00	165	0.00	401K		1,289	0.00	485	0.00
529	0.00	2,403	0.00	2,819	0.00	PTO		12,035	0.00	27,918	0.00
(2,883)	(18.30)	(5,099)	(10.10)	0	0.00	Holiday Pay		(8,873)	(3.73)	(27,918)	(4.79)
1,034	0.00	(5,001)	0.00	610	0.00	Miscellaneous		11,225	0.00	(51,147)	0.00

**TRUMP TURNBERRY**  
P/R TAXES & RELATED (HOTEL)  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
(3,672)	0.00	(9,866)	0.00	4,365	0.00	TTL LAUNDRY, EMPLOYEE LODGING & CAFETERIA	12,475	0.00	(57,116)	0.00	47,051	0.00
(113,664)	(61.11)	163,669	23.43	222,642	51.99	TOTAL PTEB	844,727	19.85	1,332,296	15.17	2,248,701	30.15

# TRUMP TURNBERRY

## P/R TAXES & RELATED SUMMARY

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
185,998	0.00	698,554	0.00	428,247	0.00	Total Payroll	4,254,790	0.00	8,784,731	0.00	7,457,903	0.00
<b>Summary PTEB</b>												
29,679	15.96	57,889	8.29	33,563	7.84	Payroll Taxes	397,527	9.34	742,281	8.45	631,283	8.46
0	0.00	643	0.09	0	0.00	Workers Compensation	0	0.00	7,711	0.09	0	0.00
2,035	1.09	2,534	0.36	1,929	0.45	Medical Insurance	23,976	0.56	30,406	0.35	22,286	0.30
0	0.00	0	0.00	0	0.00	Dental Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Vision Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Life Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Legal Insurance	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Short Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Long Term Disb Ins	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Other Disb Ins	0	0.00	0	0.00	0	0.00
1,886	1.01	899	0.13	1,236	0.29	Other Insurance	19,243	0.45	10,787	0.12	15,041	0.20
14,585	7.84	19,884	2.85	17,466	4.08	401K	183,173	4.31	246,661	2.81	220,772	2.96
667	0.36	16,163	2.31	19,530	4.56	Employee Meals	57,499	1.35	233,165	2.65	259,764	3.48
18,612	10.01	85,816	12.28	142,884	33.36	PTO	605,009	14.22	1,063,310	12.10	1,030,230	13.81
(187,862)	(101.00)	(20,629)	(2.95)	0	0.00	Holiday Pay	(488,060)	(11.47)	(1,022,584)	(11.64)	0	0.00
0	0.00	0	0.00	0	0.00	Bereavement Pay	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Jury Duty	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	Severance Pay	0	0.00	0	0.00	0	0.00
6,734	3.62	2,447	0.35	6,036	1.41	Miscellaneous Benefit	46,361	1.09	31,438	0.36	69,325	0.93
(113,664)	(61.11)	165,646	23.71	222,642	51.99	TTL PTEB	844,727	19.85	1,343,175	15.29	2,248,701	30.15

# TRUMP TURNBERRY

Full Time Equivalents  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
172	0.00	172	0.00	172	0.00	FTE MONTHLY EQUIVALENT	2,034	0.00	2,034	0.00	2,028	0.00
<b>SALARIES &amp; WAGES</b>												
<b>ROOMS</b>												
-----												
27	0.15	169	0.98	65	0.38	ROOMS MANAGEMENT	1,127	0.55	2,027	1.00	2,432	1.20
527	3.06	1,021	5.93	819	4.76	FRONT OFFICE MANAGEMENT	8,214	4.04	12,092	5.95	14,312	7.06
10	0.06	787	4.57	681	3.95	FRONT OFFICE HOURLY	2,893	1.42	11,274	5.54	13,412	6.61
0	0.00	0	0.00	0	0.00	FRONT OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
130	0.75	683	3.97	390	2.26	HOUSEKEEPING MGMT	3,513	1.73	8,133	4.00	5,468	2.70
1,247	7.24	5,346	31.04	4,929	28.62	HOUSEKEEPING HOURLY	30,432	14.97	74,805	36.79	75,353	37.16
0	0.00	0	0.00	0	0.00	HOUSEKEEPING OVERTIME	0	0.00	0	0.00	44	0.02
0	0.00	173	1.00	0	0.00	GUEST SERVICES MGMT	0	0.00	2,039	1.00	437	0.22
812	4.72	1,791	10.40	1,850	10.74	GUEST SERVICES HOURLY	9,438	4.64	22,630	11.13	23,053	11.37
0	0.00	0	0.00	0	0.00	GUEST SERVICES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONCIERGE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	496	2.88	417	2.42	CONCIERGE HOURLY	1,202	0.59	5,856	2.88	3,920	1.93
0	0.00	0	0.00	0	0.00	CONCIERGE OVERTIME	0	0.00	0	0.00	0	0.00
42	0.25	169	0.98	0	0.00	RESERVATIONS MGMT	880	0.43	2,027	1.00	2,242	1.11
905	5.26	2,038	11.83	1,211	7.03	RESERVATIONS HOURLY	11,214	5.51	23,818	11.71	17,032	8.40
0	0.00	0	0.00	0	0.00	RESERVATIONS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE OVERTIME	0	0.00	0	0.00	0	0.00
3,700	21.48	12,674	73.58	10,362	60.16	TOTAL ROOMS	68,913	33.89	164,702	80.99	157,705	77.77
<b>FOOD &amp; BEVERAGE</b>												
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56	0.32	687	3.99	315	1.83	DUEL IN THE SUN MGMT	1,215	0.60	8,145	4.01	4,578	2.26
477	2.77	1,492	8.66	1,167	6.78	DUEL IN THE SUN HOURLY	7,583	3.73	21,395	10.52	29,518	14.56
0	0.00	0	0.00	0	0.00	DUEL IN THE SUN OVERTIME	0	0.00	0	0.00	0	0.00
202	1.17	852	4.95	280	1.62	1906 MGMT	4,546	2.24	9,315	4.58	6,458	3.18
545	3.16	3,862	22.42	3,848	22.34	1906 HOURLY	21,888	10.76	49,508	24.35	52,310	25.79
0	0.00	0	0.00	0	0.00	1906 OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	10	0.06	39	0.23	HALFWAY HOUSE HOURLY	46	0.02	3,989	1.96	1,068	0.53
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE OVERTIME	0	0.00	0	0.00	0	0.00
108	0.03	514	0.02	268	0.01	GRAND TEA LOUNGE & BAR MGMT	1,094	0.01	6,106	0.02	4,877	0.02
87	0.02	2,563	0.10	2,334	0.11	GRAND TEA LOUNGE & BAR HOURLY	9,301	0.09	30,356	0.10	28,246	0.09
0	0.00	0	0.00	0	0.00	GRAND TEA LOUNGE & BAR OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 OVERTIME	0	0.00	0	0.00	0	0.00



# TRUMP TURNBERRY

Full Time Equivalents  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	JUICE BUGGY HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	169	0.01	169	0.01	IN ROOM DINING MGMT	365	0.00	2,027	0.01	1,856	0.01
159	0.92	970	5.63	703	4.08	IN ROOM DINING HOURLY	3,330	1.64	13,125	6.45	10,287	5.07
0	0.00	0	0.00	0	0.00	IN ROOM DINING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR OVERTIME	0	0.00	0	0.00	0	0.00
175	1.02	867	5.04	688	3.99	BANQUETS & CATERING MGMT	5,568	2.74	10,229	5.03	9,463	4.67
19	0.11	1,893	10.99	2,176	12.63	BANQUETS & CATERING HOURLY	5,430	2.67	26,886	13.22	30,813	15.19
0	0.00	0	0.00	0	0.00	BANQUETS & CATERING OVERTIME	0	0.00	0	0.00	0	0.00
960	5.57	4,571	26.54	2,879	16.71	CULINARY MGMT	17,134	8.43	54,049	26.58	41,123	20.28
471	2.74	2,417	14.03	2,886	16.75	CULINARY HOURLY	10,236	5.03	30,797	15.14	32,959	16.25
0	0.00	0	0.00	0	0.00	CULINARY OVERTIME	0	0.00	0	0.00	0	0.00
59	0.34	169	0.98	153	0.89	STEWADING MGMT	1,782	0.88	2,027	1.00	1,253	0.62
777	4.51	3,596	20.88	4,014	23.31	STEWADING HOURLY	16,359	8.04	44,189	21.73	46,519	22.94
0	0.00	0	0.00	0	0.00	STEWADING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	173	1.00	99	0.57	F&B ADMINISTRATION MGMT	1,211	0.60	2,039	1.00	1,772	0.87
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION OVERTIME	0	0.00	0	0.00	0	0.00
4,094	23.77	24,805	144.01	22,017	127.83	TOTAL FOOD & BEVERAGE	107,090	52.66	314,182	154.50	303,101	149.46
<b>RETAIL</b>												
0	0.00	0	0.00	0	0.00	RETAIL MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL RETAIL	0	0.00	0	0.00	0	0.00
<b>RECREATION</b>												
0	0.00	0	0.00	0	0.00	RECREATION MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION DEPT.	0	0.00	0	0.00	0	0.00
<b>SPA/FITNESS CENTER</b>												
64	0.37	511	2.96	343	1.99	SPA/FITNESS CENTER MGMT	2,417	1.19	6,094	3.00	5,012	2.47
263	1.53	3,432	19.92	2,764	16.05	SPA/FITNESS CENTER HOURLY	8,486	4.17	39,139	19.25	30,194	14.89

# TRUMP TURNBERRY

Full Time Equivalents  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	SPA/FITNESS CENTER OVERTIME	0	0.00	0	0.00	0	0.00
327	1.90	3,942	22.89	3,107	18.04	TOTAL SPA/FITNESS CENTER	10,903	5.36	45,233	22.24	35,206	17.36
<b>GOLF</b>												
315	1.83	507	2.94	281	1.63	GOLF PRO SHOP MGMT	4,710	2.32	6,082	2.99	5,386	2.66
839	4.87	1,145	6.65	1,553	9.02	GOLF PRO SHOP HOURLY	11,559	5.68	42,976	21.13	37,716	18.60
0	0.00	0	0.00	0	0.00	GOLF PRO SHOP OVERTIME	0	0.00	0	0.00	0	0.00
427	2.48	1,021	5.93	624	3.62	GOLF GROUNDS MGMT	8,627	4.24	12,188	5.99	18,898	9.32
1,880	10.92	4,247	24.66	2,705	15.70	GOLF GROUNDS HOURLY	29,725	14.62	65,600	32.26	54,334	26.79
0	0.00	0	0.00	0	0.00	GOLF GROUNDS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP OVERTIME	0	0.00	0	0.00	0	0.00
3,462	20.10	6,921	40.18	5,163	29.97	TOTAL GOLF	54,621	26.86	126,845	62.38	116,335	57.37
<b>ADMINISTRATIVE &amp; GENERAL</b>												
177	1.03	338	1.96	190	1.10	EXECUTIVE OFFICE MGMT	3,395	1.67	4,055	1.99	3,611	1.78
46	0.27	169	0.98	0	0.00	EXECUTIVE OFFICE HOURLY	1,017	0.50	1,689	0.83	908	0.45
0	0.00	0	0.00	0	0.00	EXECUTIVE OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
200	1.16	507	2.94	382	2.22	FINANCE MGMT	4,072	2.00	6,082	2.99	5,416	2.67
249	1.44	1,340	7.78	1,045	6.07	FINANCE HOURLY	5,188	2.55	15,792	7.77	13,151	6.48
0	0.00	0	0.00	0	0.00	FINANCE OVERTIME	0	0.00	0	0.00	0	0.00
261	1.52	640	3.71	442	2.56	HUMAN RESOURCES MGMT	5,535	2.72	7,651	3.76	6,653	3.28
0	0.00	338	1.96	136	0.79	HUMAN RESOURCES HOURLY	744	0.37	4,055	1.99	2,656	1.31
0	0.00	0	0.00	0	0.00	HUMAN RESOURCES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SECURITY MANAGEMENT	0	0.00	0	0.00	0	0.00
377	2.19	672	3.90	588	3.41	SECURITY HOURLY	5,375	2.64	7,861	3.87	7,186	3.54
0	0.00	0	0.00	0	0.00	SECURITY OVERTIME	0	0.00	0	0.00	0	0.00
1,311	7.61	4,004	23.25	2,782	16.15	TOTAL ADMIN & GENERAL DEPT.	25,326	12.45	47,184	23.20	39,580	19.52
<b>INFORMATION SYSTEMS DEPT</b>												
84	0.49	299	1.74	260	1.51	INFO SYSTEMS MGMT	2,285	1.12	3,586	1.76	3,560	1.76
0	0.00	450	2.61	404	2.34	INFO SYSTEMS HOURLY	1,936	0.95	5,307	2.61	5,050	2.49
0	0.00	0	0.00	0	0.00	INFO SYSTEMS OT	0	0.00	0	0.00	0	0.00
84	0.49	748	4.34	664	3.85	TOTAL INFO SYSTEMS DEPARTMENT	4,222	2.08	8,893	4.37	8,610	4.25

# TRUMP TURNBERRY

Full Time Equivalents

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>SALES &amp; MARKETING DEPARTMENT</b>												
534	3.10	1,447	8.40	1,041	6.04	SALES & MARKETING MGMT	8,471	4.17	17,972	8.84	16,733	8.25
0	0.00	514	2.99	410	2.38	SALES & MARKETING HOURLY	1,334	0.66	6,106	3.00	4,013	1.98
0	0.00	0	0.00	0	0.00	SALES & MARKETING OVERTIME	0	0.00	0	0.00	0	0.00
534	3.10	1,961	11.38	1,451	8.42	TOTAL SALES & MARKETING DEPT.	9,805	4.82	24,078	11.84	20,745	10.23
<b>REPAIRS &amp; MAINTENANCE DEPT.</b>												
0	0.00	169	0.98	107	0.62	REPAIRS & MAINTENANCE MGMT	0	0.00	2,027	1.00	1,804	0.89
1,495	8.68	4,008	23.27	2,686	15.60	REPAIRS & MAINTENANCE HOURLY	17,545	8.63	46,418	22.83	36,939	18.21
0	0.00	0	0.00	0	0.00	REPAIRS & MAINTENANCE OVERTIME	0	0.00	0	0.00	0	0.00
1,495	8.68	4,177	24.25	2,793	16.21	REPAIRS & MAINTENANCE DEPT.	17,545	8.63	48,445	23.82	38,743	19.10
15,007	87.13	59,231	343.89	48,338	280.64	TOTAL SALARIES & WAGES	298,424	146.75	779,562	383.35	720,026	355.05

# TRUMP TURNBERRY

## PAYROLL

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
95,363	0.00	1,126,822	0.00	900,995	0.00	TOTAL REVENUE	6,665,023	0.00	21,667,649	0.00	19,666,854	0.00
<b>SALARIES &amp; WAGES</b>												
<b>ROOMS</b>												
(48)	(0.23)	3,499	2.78	1,615	2.04	ROOMS MANAGEMENT	21,361	2.81	40,485	2.52	20,152	1.48
2,011	9.70	13,119	10.41	11,775	14.86	FRONT OFFICE MANAGEMENT	108,046	14.22	154,283	9.61	143,186	10.50
1,072	5.18	6,866	5.45	2,046	2.58	FRONT OFFICE HOURLY	35,713	4.70	97,495	6.08	71,937	5.28
0	0.00	0	0.00	0	0.00	FRONT OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
2,813	13.58	9,313	7.39	3,513	4.43	HOUSEKEEPING MGMT	61,528	8.10	110,157	6.86	70,193	5.15
6,987	33.72	47,696	37.85	35,087	44.27	HOUSEKEEPING HOURLY	280,309	36.90	657,401	40.97	620,763	45.54
0	0.00	0	0.00	0	0.00	HOUSEKEEPING OVERTIME	0	0.00	0	0.00	1,040	0.08
0	0.00	2,387	1.89	0	0.00	GUEST SERVICES MGMT	0	0.00	27,978	1.74	6,803	0.50
2,067	9.97	15,848	12.57	12,733	16.06	GUEST SERVICES HOURLY	95,012	12.51	198,571	12.37	195,511	14.34
0	0.00	0	0.00	0	0.00	GUEST SERVICES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONCIERGE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	4,742	3.76	2,740	3.46	CONCIERGE HOURLY	15,893	2.09	55,576	3.46	36,562	2.68
0	0.00	0	0.00	0	0.00	CONCIERGE OVERTIME	0	0.00	0	0.00	0	0.00
1,210	5.84	3,234	2.57	0	0.00	RESERVATIONS MGMT	15,166	2.00	38,519	2.40	37,714	2.77
4,609	22.24	19,326	15.33	9,753	12.30	RESERVATIONS HOURLY	126,657	16.67	224,199	13.97	159,361	11.69
0	0.00	0	0.00	0	0.00	RESERVATIONS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE OVERTIME	0	0.00	0	0.00	0	0.00
20,720	11.14	126,028	18.20	79,263	18.61	TOTAL ROOMS	759,686	17.91	1,604,664	18.41	1,363,221	18.41
<b>FOOD &amp; BEVERAGE</b>												
646	2.32	9,041	3.35	3,206	1.73	DUEL IN THE SUN MGMT	18,794	1.37	106,454	3.19	72,205	2.44
2,662	9.57	12,931	4.80	6,099	3.29	DUEL IN THE SUN HOURLY	77,210	5.63	183,395	5.50	232,280	7.84
0	0.00	0	0.00	0	0.00	DUEL IN THE SUN OVERTIME	0	0.00	0	0.00	0	0.00
2,966	10.66	13,299	4.93	2,882	1.56	1906 MGMT	82,325	6.00	144,199	4.33	93,829	3.17
3,051	10.97	35,887	13.31	28,571	15.43	1906 HOURLY	229,609	16.74	453,349	13.60	434,067	14.66
0	0.00	0	0.00	0	0.00	1906 OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	87	0.03	320	0.17	HALFWAY HOUSE HOURLY	383	0.03	34,563	1.04	8,734	0.30
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	3,234	1.20	0	0.00	GRAND TEA LOUNGE & BAR MGMT	0	0.00	38,519	1.16	23,681	0.80
1,894	6.81	27,092	10.05	19,689	10.63	GRAND TEA LOUNGE & BAR HOURLY	111,731	8.14	317,735	9.53	280,654	9.48
0	0.00	0	0.00	0	0.00	GRAND TEA LOUNGE & BAR OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	LOUNGE 3 HOURLY	0	0.00	0	0.00	0	0.00

# TRUMP TURNBERRY

## PAYROLL

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
0	0.00	0	0.00	0	0.00	LOUNGE 3 OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	JUICE BUGGY OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	2,059	0.76	1,262	0.68	IN ROOM DINING MGMT	7,953	0.58	24,523	0.74	21,547	0.73
243	0.87	8,479	3.14	5,258	2.84	IN ROOM DINING HOURLY	36,165	2.64	113,302	3.40	89,021	3.01
0	0.00	0	0.00	0	0.00	IN ROOM DINING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR OVERTIME	0	0.00	0	0.00	0	0.00
1,651	5.94	9,490	3.52	11,524	6.22	BANQUETS & CATERING MGMT	79,625	5.80	111,038	3.33	96,342	3.25
2,313	8.32	21,998	8.16	15,917	8.60	BANQUETS & CATERING HOURLY	84,914	6.19	296,008	8.88	289,829	9.79
0	0.00	0	0.00	0	0.00	BANQUETS & CATERING OVERTIME	0	0.00	0	0.00	0	0.00
5,683	20.43	65,459	24.28	34,749	18.77	CULINARY MGMT	287,466	20.96	769,242	23.07	564,858	19.08
1,367	4.92	20,955	7.77	21,464	11.59	CULINARY HOURLY	117,532	8.57	263,719	7.91	291,625	9.85
0	0.00	0	0.00	0	0.00	CULINARY OVERTIME	0	0.00	0	0.00	0	0.00
1,085	3.90	2,500	0.93	1,579	0.85	STEWADING MGMT	27,918	2.04	29,502	0.89	16,522	0.56
4,250	15.28	31,582	11.71	30,777	16.62	STEWADING HOURLY	166,986	12.17	383,106	11.49	390,197	13.18
0	0.00	0	0.00	0	0.00	STEWADING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	5,556	2.06	1,868	1.01	F&B ADMINISTRATION MGMT	43,179	3.15	65,123	1.95	55,629	1.88
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION OVERTIME	0	0.00	0	0.00	0	0.00
27,810	14.95	269,649	38.93	185,165	43.47	<b>TOTAL FOOD &amp; BEVERAGE</b>	<b>1,371,789</b>	<b>32.35</b>	<b>3,333,778</b>	<b>38.26</b>	<b>2,961,019</b>	<b>39.99</b>
<b>RETAIL</b>												
0	0.00	0	0.00	0	0.00	RETAIL MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	<b>TOTAL RETAIL</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>RECREATION</b>												
0	0.00	0	0.00	0	0.00	RECREATION MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	<b>RECREATION DEPT.</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>
<b>SPA/FITNESS CENTER</b>												
1,125	32.48	4,969	12.60	3,113	11.84	<b>SPA/FITNESS CENTER MGMT</b>	<b>25,871</b>	<b>17.94</b>	<b>58,787</b>	<b>13.48</b>	<b>47,074</b>	<b>13.90</b>

# TRUMP TURNBERRY

## PAYROLL

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
2,338	67.52	35,470	89.94	23,176	88.16	SPA/FITNESS CENTER HOURLY	118,351	82.06	401,338	92.02	291,573	86.10
0	0.00	(1,000)	(2.54)	0	0.00	SPA/FITNESS CENTER OVERTIME	0	0.00	(24,000)	(5.50)	0	0.00
3,463	1.86	39,439	5.69	26,289	6.17	TOTAL SPA/FITNESS CENTER	144,222	3.40	436,125	5.00	338,648	4.57
<b>GOLF</b>												
9,873	35.50	11,861	4.40	4,732	2.56	GOLF PRO SHOP MGMT	125,421	9.14	140,760	4.22	118,979	4.02
8,089	29.09	21,095	7.82	10,988	5.93	GOLF PRO SHOP HOURLY	133,298	9.72	425,520	12.76	333,713	11.27
0	0.00	0	0.00	0	0.00	GOLF PRO SHOP OVERTIME	0	0.00	0	0.00	0	0.00
14,161	50.92	19,234	7.13	9,333	5.04	GOLF GROUNDS MGMT	186,157	13.57	228,271	6.85	194,007	6.55
29,126	104.73	39,758	14.74	15,061	8.13	GOLF GROUNDS HOURLY	349,397	25.47	599,037	17.97	501,879	16.95
0	0.00	0	0.00	0	0.00	GOLF GROUNDS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP OVERTIME	0	0.00	0	0.00	0	0.00
61,249	32.93	91,946	13.28	40,114	9.42	TOTAL GOLF	794,272	18.73	1,393,588	15.99	1,148,578	15.51
<b>ADMINISTRATIVE &amp; GENERAL</b>												
14,457	37.57	17,285	25.18	6,715	18.60	EXECUTIVE OFFICE MGMT	198,324	32.93	205,903	25.49	175,353	26.09
789	2.05	2,173	3.17	97	0.27	EXECUTIVE OFFICE HOURLY	16,153	2.68	21,669	2.68	12,396	1.84
0	0.00	0	0.00	0	0.00	EXECUTIVE OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
7,189	18.68	13,787	20.08	8,971	24.84	FINANCE MGMT	117,008	19.43	163,825	20.28	134,887	20.07
4,018	10.44	12,662	18.45	8,181	22.66	FINANCE HOURLY	71,745	11.91	148,371	18.37	121,887	18.14
0	0.00	0	0.00	0	0.00	FINANCE OVERTIME	0	0.00	0	0.00	0	0.00
7,915	20.57	13,163	19.18	6,616	18.32	HUMAN RESOURCES MGMT	131,826	21.89	155,932	19.31	132,546	19.72
0	0.00	3,011	4.39	1,141	3.16	HUMAN RESOURCES HOURLY	10,559	1.75	35,757	4.43	25,731	3.83
0	0.00	0	0.00	0	0.00	HUMAN RESOURCES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SECURITY MANAGEMENT	0	0.00	0	0.00	0	0.00
4,114	10.69	6,564	9.56	4,388	12.15	SECURITY HOURLY	56,573	9.39	76,198	9.43	69,309	10.31
0	0.00	0	0.00	0	0.00	SECURITY OVERTIME	0	0.00	0	0.00	0	0.00
38,481	20.69	68,646	9.91	36,109	8.48	TOTAL ADMIN & GENERAL DEPT.	602,187	14.20	807,654	9.27	672,110	9.08
<b>INFORMATION SYSTEMS DEPT</b>												
1,889	85.53	4,632	54.31	3,658	54.99	INFO SYSTEMS MGMT	39,927	66.84	54,301	54.46	49,903	54.27
320	14.47	3,897	45.69	2,993	45.01	INFO SYSTEMS HOURLY	19,810	33.16	45,405	45.54	42,059	45.74
0	0.00	0	0.00	0	0.00	INFO SYSTEMS OT	0	0.00	0	0.00	0	0.00
2,208	1.19	8,529	1.23	6,651	1.56	TOTAL INFO SYSTEMS DEPARTMENT	59,738	1.41	99,706	1.14	91,961	1.24

# TRUMP TURNBERRY

## PAYROLL

December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
<b>SALES &amp; MARKETING DEPARTMENT</b>												
15,937	97.71	30,294	80.01	18,790	75.40	SALES & MARKETING MGMT	229,743	84.66	367,571	80.49	319,462	81.03
374	2.29	7,567	19.99	6,130	24.60	SALES & MARKETING HOURLY	41,641	15.34	89,105	19.51	74,772	18.97
0	0.00	0	0.00	0	0.00	SALES & MARKETING OVERTIME	0	0.00	0	0.00	0	0.00
16,311	8.77	37,861	5.47	24,920	5.85	TOTAL SALES & MARKETING DEPT.	271,384	6.40	456,676	5.24	394,234	5.32
<b>REPAIRS &amp; MAINTENANCE DEPT.</b>												
0	0.00	4,552	9.02	2,585	9.41	REPAIRS & MAINTENANCE MGMT	0	0.00	54,228	9.31	21,630	4.97
15,756	100.00	45,916	90.98	24,872	90.59	REPAIRS & MAINTENANCE HOURLY	237,696	100.00	528,124	90.69	413,426	95.03
0	0.00	0	0.00	0	0.00	REPAIRS & MAINTENANCE OVERTIME	0	0.00	0	0.00	0	0.00
15,756	8.47	50,469	7.29	27,457	6.45	REPAIRS & MAINTENANCE DEPT.	237,696	5.60	582,352	6.68	435,055	5.88
185,998	195.04	692,567	61.46	425,967	47.28	TOTAL SALARIES & WAGES	4,240,974	63.63	8,714,543	40.22	7,404,826	37.65

# TRUMP TURNBERRY

Productivity  
December 2020

MONTH ACTUAL	%	MONTH BUDGET	%	MONTH LAST YEAR	%		Y-T-D ACTUAL	%	Y-T-D BUDGET	%	Y-T-D LAST YEAR	%
67	0.00	2,292	0.00	1,922	0.00	Total Occupied Rooms	13,127	0.00	38,222	0.00	35,912	0.00
76	0.00	5,475	0.00	4,415	0.00	1906 Covers	31,309	0.00	80,173	0.00	72,798	0.00
22	0.00	4,317	0.00	2,669	0.00	Duel in the Sun Covers	17,997	0.00	65,300	0.00	59,020	0.00
0	0.00	0	0.00	0	0.00	Centenary Cafe	0	0.00	0	0.00	0	0.00
39	0.00	2,916	0.00	2,386	0.00	Grand Tea Lounge & Bar	12,745	0.00	32,283	0.00	32,614	0.00
18	0.00	663	0.00	414	0.00	In Room Dining Covers	3,803	0.00	6,033	0.00	5,695	0.00
155	0.00	14,187	0.00	10,449	0.00	Total Outlet Covers	71,857	0.00	202,765	0.00	189,559	0.00
0	0.00	2,156	0.00	3,376	0.00	Total Banquet Covers	2,667	0.00	32,358	0.00	39,553	0.00
155	0.00	16,343	0.00	13,825	0.00	Total Covers	74,524	0.00	235,123	0.00	229,112	0.00
0	0.00	1,013	0.00	848	0.00	Spa Treatments/Services	1,577	0.00	12,978	0.00	11,885	0.00
1,251	0.00	2,402	0.00	1,759	0.00	Total Golf Rounds	28,059	0.00	55,828	0.00	51,514	0.00

## SALARIES & WAGES

### ROOMS

27	0.40	169	0.07	65	0.03	ROOMS MANAGEMENT	1,127	0.09	2,027	0.05	2,432	0.07
527	7.87	1,021	0.45	819	0.43	FRONT OFFICE MANAGEMENT	8,214	0.63	12,092	0.32	14,312	0.40
10	0.15	787	0.34	681	0.35	FRONT OFFICE HOURLY	2,893	0.22	11,274	0.30	13,412	0.37
0	0.00	0	0.00	0	0.00	FRONT OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
130	1.94	683	0.30	390	0.20	HOUSEKEEPING MGMT	3,513	0.27	8,133	0.21	5,468	0.15
1,247	18.62	5,346	2.33	4,929	2.56	HOUSEKEEPING HOURLY	30,432	2.32	74,805	1.96	75,353	2.10
0	0.00	0	0.00	0	0.00	HOUSEKEEPING OVERTIME	0	0.00	0	0.00	44	0.00
0	0.00	345	0.15	0	0.00	GUEST SERVICES MGMT	0	0.00	4,078	0.11	874	0.02
812	12.12	1,791	0.78	1,850	0.96	GUEST SERVICES HOURLY	9,438	0.72	22,630	0.59	23,053	0.64
0	0.00	0	0.00	0	0.00	GUEST SERVICES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	CONCIERGE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	496	0.22	417	0.22	CONCIERGE HOURLY	1,202	0.09	5,856	0.15	3,920	0.11
0	0.00	0	0.00	0	0.00	CONCIERGE OVERTIME	0	0.00	0	0.00	0	0.00
42	0.63	169	0.07	0	0.00	RESERVATIONS MGMT	880	0.07	2,027	0.05	2,242	0.06
905	13.51	2,038	0.89	1,211	0.63	RESERVATIONS HOURLY	11,214	0.85	23,818	0.62	17,032	0.47
0	0.00	0	0.00	0	0.00	RESERVATIONS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	ATTACHE OVERTIME	0	0.00	0	0.00	0	0.00
3,700	55.23	12,846	5.60	10,362	5.39	TOTAL ROOMS	68,913	5.25	166,741	4.36	158,142	4.40

### FOOD & BEVERAGE

56	2.54	687	0.16	315	0.12	DUEL IN THE SUN MGMT	1,215	0.07	8,145	0.12	4,578	0.08
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# TRUMP TURNBERRY

Productivity  
December 2020

MONTH ACTUAL		MONTH BUDGET		MONTH LAST YEAR		Y-T-D ACTUAL		Y-T-D BUDGET		Y-T-D LAST YEAR		
	%		%		%		%		%		%	
477	21.69	1,492	0.35	1,167	0.44	DUEL IN THE SUN HOURLY	7,583	0.42	21,395	0.33	29,518	0.50
0	0.00	0	0.00	0	0.00	DUEL IN THE SUN OVERTIME	0	0.00	0	0.00	0	0.00
202	2.66	852	0.16	280	0.06	1906 MGMT	4,546	0.15	9,315	0.12	6,458	0.09
545	7.17	3,862	0.71	3,848	0.87	1906 HOURLY	21,888	0.70	49,508	0.62	52,310	0.72
0	0.00	0	0.00	0	0.00	1906 OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE MGMT	0	0.00	0	0.00	0	0.00
0	0.00	10	0.00	39	0.02	HALFWAY HOUSE HOURLY	46	0.00	3,989	0.07	1,068	0.02
0	0.00	0	0.00	0	0.00	HALFWAY HOUSE OVERTIME	0	0.00	0	0.00	0	0.00
108	2.76	514	0.18	268	0.11	GRAND TEA LOUNGE & BAR MGMT	1,094	0.09	6,106	0.19	4,877	0.15
87	2.23	2,563	0.88	2,334	0.98	GRAND TEA LOUNGE & BAR HOURLY	9,301	0.73	30,356	0.94	28,246	0.87
0	0.00	0	0.00	0	0.00	GRAND TEA LOUNGE & BAR OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	169	0.25	169	0.41	IN ROOM DINING MGMT	365	0.10	2,027	0.34	1,856	0.33
159	8.82	970	1.46	703	1.70	IN ROOM DINING HOURLY	3,330	0.88	13,125	2.18	10,287	1.81
0	0.00	0	0.00	0	0.00	IN ROOM DINING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	MINI BAR OVERTIME	0	0.00	0	0.00	0	0.00
175	0.00	867	0.40	688	0.20	BANQUETS & CATERING MGMT	5,568	2.09	10,229	0.32	9,463	0.24
19	0.00	1,893	0.88	2,176	0.64	BANQUETS & CATERING HOURLY	5,430	2.04	26,886	0.83	30,813	0.78
0	0.00	0	0.00	0	0.00	BANQUETS & CATERING OVERTIME	0	0.00	0	0.00	0	0.00
960	6.19	4,571	0.28	2,879	0.21	CULINARY MGMT	17,134	0.23	54,049	0.23	41,123	0.18
471	3.04	2,417	0.15	2,886	0.21	CULINARY HOURLY	10,236	0.14	30,797	0.13	32,959	0.14
0	0.00	0	0.00	0	0.00	CULINARY OVERTIME	0	0.00	0	0.00	0	0.00
59	0.38	169	0.01	153	0.01	STEWARDING MGMT	1,782	0.02	2,027	0.01	1,253	0.01
777	5.01	3,596	0.22	4,014	0.29	STEWARDING HOURLY	16,359	0.22	44,189	0.19	46,519	0.20
0	0.00	0	0.00	0	0.00	STEWARDING OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	173	0.01	99	0.01	F&B ADMINISTRATION MGMT	1,211	0.02	2,039	0.01	1,772	0.01
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	F&B ADMINISTRATION OVERTIME	0	0.00	0	0.00	0	0.00

4,094 26.41 24,805 1.52 22,017 1.59 TOTAL FOOD & BEVERAGE 107,090 1.44 314,182 1.34 303,101 1.32

## RETAIL

0	0.00	0	0.00	0	0.00	RETAIL MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RETAIL OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	TOTAL RETAIL	0	0.00	0	0.00	0	0.00

## RECREATION

# TRUMP TURNBERRY

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0	0.00	0	0.00	0	0.00	RECREATION MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	RECREATION DEPT.	0	0.00	0	0.00	0	0.00
<b>SPA/FITNESS CENTER</b>												
64	0.00	511	0.50	343	0.40	SPA/FITNESS CENTER MGMT	2,417	1.53	6,094	0.47	5,012	0.42
263	0.00	3,432	3.39	2,764	3.26	SPA/FITNESS CENTER HOURLY	8,486	5.38	39,139	3.02	30,194	2.54
0	0.00	0	0.00	0	0.00	SPA/FITNESS CENTER OVERTIME	0	0.00	0	0.00	0	0.00
327	0.00	3,942	3.89	3,107	3.66	TOTAL SPA/FITNESS CENTER	10,903	6.91	45,233	3.49	35,206	2.96
<b>GOLF</b>												
315	0.25	507	0.21	281	0.16	GOLF PRO SHOP MGMT	4,710	0.17	6,082	0.11	5,386	0.10
839	0.67	1,145	0.48	1,553	0.88	GOLF PRO SHOP HOURLY	11,559	0.41	42,976	0.77	37,716	0.73
0	0.00	0	0.00	0	0.00	GOLF PRO SHOP OVERTIME	0	0.00	0	0.00	0	0.00
427	0.34	1,021	0.43	624	0.35	GOLF GROUNDS MGMT	8,627	0.31	12,188	0.22	18,898	0.37
1,880	1.50	4,247	1.77	2,705	1.54	GOLF GROUNDS HOURLY	29,725	1.06	65,600	1.18	54,334	1.05
0	0.00	0	0.00	0	0.00	GOLF GROUNDS OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP MGMT	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP HOURLY	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	GOLF MEMBERSHIP OVERTIME	0	0.00	0	0.00	0	0.00
3,462	2.77	6,921	2.88	5,163	2.94	TOTAL GOLF	54,621	1.95	126,845	2.27	116,335	2.26
<b>ADMINISTRATIVE &amp; GENERAL</b>												
177	2.65	338	0.15	190	0.10	EXECUTIVE OFFICE MGMT	3,395	0.26	4,055	0.11	3,611	0.10
46	0.69	169	0.07	0	0.00	EXECUTIVE OFFICE HOURLY	1,017	0.08	1,689	0.04	908	0.03
0	0.00	0	0.00	0	0.00	EXECUTIVE OFFICE OVERTIME	0	0.00	0	0.00	0	0.00
200	2.98	507	0.22	382	0.20	FINANCE MGMT	4,072	0.31	6,082	0.16	5,416	0.15
249	3.71	1,340	0.58	1,045	0.54	FINANCE HOURLY	5,188	0.40	15,792	0.41	13,151	0.37
0	0.00	0	0.00	0	0.00	FINANCE OVERTIME	0	0.00	0	0.00	0	0.00
261	3.89	640	0.28	442	0.23	HUMAN RESOURCES MGMT	5,535	0.42	7,651	0.20	6,653	0.19
0	0.00	338	0.15	136	0.07	HUMAN RESOURCES HOURLY	744	0.06	4,055	0.11	2,656	0.07
0	0.00	0	0.00	0	0.00	HUMAN RESOURCES OVERTIME	0	0.00	0	0.00	0	0.00
0	0.00	0	0.00	0	0.00	SECURITY MANAGEMENT	0	0.00	0	0.00	0	0.00

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377	5.63	672	0.29	588	0.31	SECURITY HOURLY	5,375	0.41	7,861	0.21	7,186	0.20
0	0.00	0	0.00	0	0.00	SECURITY OVERTIME	0	0.00	0	0.00	0	0.00
1,311	8.73	4,004	6.74	2,782	5.76	TOTAL ADMIN & GENERAL DEPT.	25,326	8.49	47,184	6.04	39,580	5.49
<b>INFORMATION SYSTEM DEPT.</b>												
84	1.26	299	0.13	260	0.14	INFO SYSTEMS MGMT	2,285	0.17	3,586	0.09	3,560	0.10
0	0.00	450	0.20	404	0.21	INFO SYSTEMS HOURLY	1,936	0.15	5,307	0.14	5,050	0.14
0	0.00	0	0.00	0	0.00	INFO SYSTEMS OT	0	0.00	0	0.00	0	0.00
84	1.26	748	0.33	664	0.35	TOTAL INFORMATION SYSTEMS DEPT.	4,222	0.32	8,893	0.23	8,610	0.24
<b>SALES &amp; MARKETING DEPARTMENT</b>												
534	7.96	1,447	0.63	1,041	0.54	SALES & MARKETING MGMT	8,471	0.65	17,972	0.47	16,733	0.47
0	0.00	514	0.22	410	0.21	SALES & MARKETING HOURLY	1,334	0.10	6,106	0.16	4,013	0.11
0	0.00	0	0.00	0	0.00	SALES & MARKETING OVERTIME	0	0.00	0	0.00	0	0.00
534	7.96	1,961	0.86	1,451	0.75	TOTAL SALES & MARKETING DEPT.	9,805	0.75	24,078	0.63	20,745	0.58
<b>REPAIRS &amp; MAINTENANCE DEPT.</b>												
0	0.00	169	0.07	107	0.06	REPAIRS & MAINTENANCE MGMT	0	0.00	2,027	0.05	1,804	0.05
1,495	22.32	4,008	1.75	2,686	1.40	REPAIRS & MAINTENANCE HOURLY	17,545	1.34	46,418	1.21	36,939	1.03
0	0.00	0	0.00	0	0.00	REPAIRS & MAINTENANCE OVERTIME	0	0.00	0	0.00	0	0.00
1,495	22.32	4,177	1.82	2,793	1.45	REPAIRS & MAINTENANCE DEPT.	17,545	1.34	48,445	1.27	38,743	1.08
15,007	223.99	59,404	25.92	48,338	25.15	TOTAL SALARIES & WAGES	298,424	22.73	781,601	20.45	720,463	20.06