# DRIVE SHACK INC.



**EARNINGS PRESENTATION – FIRST QUARTER 2022** 

## Cautionary Note on Forward-Looking Statements

This disclaimer applies to this document and the verbal or written comments of any person presenting it. This document, taken together with any such verbal or written comments, is referred to herein as the "Presentation."

All statements other than statements of historical fact included in this presentation are forward-looking statements, including, but not limited to, timing of new venue openings, expected financial outlook for fiscal 2022 and 2023, expected operating performance, time of construction start dates and milestones, expected sales and trends in Drive Shack Inc.'s (the "Company's") operations including statements relating to the effects of COVID-19 and our ability to achieve our growth plans and goals. Forward-looking statements discuss the Company's current expectations and projections relating to its financial position, results of operations, plans, objectives, future performance and business. You can identify forward-looking statements by the fact that they do not relate strictly to historical or current facts. These statements may include words such as "aim," "anticipate," "believe," "estimate," "expect," "forecast," "outlook," "potential," "project," "projection," "plan," "intend," "target," "seek," "may," "could," "would," "will," "should," "can," "can have," "likely," the negatives thereof and other similar expressions.

Forward-looking statements include statements regarding: illustrative future goal for Total Revenue and Adjusted EBITDA for fiscal year 2022; cost of building new Puttery venues and our related liquidity amounts; expectation of opening seven Puttery venues in 2022; ability to access capital markets; expectation of Randall's Island to be open in 2023; demand for Puttery and Drive Shack venues in near-term and future years; availability of financing to fund our development; cost of development and construction for new Puttery venues; expectations as to normalized revenue levels, including for events, following the impact of COVID-19 and related potential shifts in consumer demand; expected event sales; the cost of generating future sales; all valuation and financial goals related statements; and funding growth through internally generated or organic capital. Our operating history as a golf and entertainment company is limited and our past performance is not a reliable indicator of future results and should not be relied upon for any reason. Forward-looking statements speak only as of May 10, 2022.

Illustrative economics (including Illustrative Venue-Level Economics) are hypothetical values based on specified assumptions that are aspirational in nature rather than management's view of projected financial results and are also forward-looking statements. Actual results could differ materially and the hypothetical assumptions on which this illustrative data is based are subject to numerous risks and uncertainties. For example, to date the Company has not achieved Illustrative Venue-Level Economics for DS Venues on an aggregate basis, including because our beta-site in Orlando did not generate positive venue EBITDA until 2021. In the case of 2022 Illustrative economics, management relied on its reasonable estimates relating to total number of owned, leased and managed traditional golf courses, new Puttery openings, ordinary course increases in revenue, prices and costs on a same-store basis, changes in variable labor costs and SG&A investments in new openings (including venue start-up costs and pre-opening costs) and annualization of venues that opened in 2021, along with other customary assumptions, projections and forward-looking statements.

Adjusted EBITDA and Venue EBITDA are not measurements of financial performance under GAAP and should not be considered in isolation or as an alternative to income/(loss) from operations, net income/(loss), cash flow from operating activities or any other measure of performance or liquidity derived in accordance with GAAP. We believe these non-GAAP measures, as we have defined them, offer a useful supplemental view of the overall operation of our business in evaluating the effectiveness of our ongoing operating performance in a manner that is consistent with metrics used for management's evaluation of the Company's overall performance. We believe that Adjusted EBITDA and Venue EBITDA are widely used by investors to measure a company's operating performance without regard to items such as interest expense, taxes, depreciation, and amortization which vary substantially from company to company depending on capital structure, the method by which assets were acquired and depreciation policies. Further, we exclude certain items from our SG&A not otherwise indicative of ongoing operating performance.

We define Adjusted EBITDA as GAAP net income (loss), adjusted for income tax expenses, other income (loss), interest expenses, interest and investment income, depreciation and amortization, gain (loss) on lease terminations, impairment and other losses, pre-opening costs and certain other non-recurring items (including corporate severance payments, transactional G&A and stock-based compensation).

We define Venue EBITDA as operating income (loss) for our entertainment golf segment, adjusted for depreciation and amortization, gain (loss) on lease terminations, pre-opening costs and total general and administrative expenses for entertainment golf segment.

The principal limitation of these non-GAAP measures is that they exclude significant expenses and income that are required by GAAP to be recorded in our financial statements. Investors are encouraged to review the related GAAP financial measures and the reconciliation of the non-GAAP financial measure, and not to rely on any single financial measure to evaluate our business. Adjusted EBITDA and Venue EBITDA do not have a standardized meaning, and different companies may use different definitions. Therefore, Adjusted EBITDA and Venue EBITDA may not be necessarily comparable to similarly titled measures reported by other companies.

#### About Drive Shack Inc.

Drive Shack Inc. is a leading owner and operator of golf-related leisure and entertainment businesses focused on bringing people together through competitive socializing. Today, our portfolio consists of American Golf, Drive Shack and Puttery.

#### Our Mission

To become the largest venuebased competitive socializing and entertainment platform in the country.

- 1. Executive Summary
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# Our Core Business is Solid; Puttery Expected to Significantly Contribute to Earnings Growth Trajectory

We are gaining clear proof of concept with Puttery; Our first two Puttery venues are exceeding sales and margin expectations

Q1 2022 Total Revenue of \$69M - up \$8M vs Q1 2021 and in line with expectations

Q1 2022 Adj. EBITDA<sup>1</sup> of \$1.0M – in line with expectations; on track for 2022 Illustrative Adj. EBITDA goal of \$18M

More growth expected with 7
Puttery venues opening in 2022

	2019	2020	2021	Q1-2022	Illustrative 2022
Total Revenue	\$272.1	\$220.0	\$281.9	\$69.0	\$322.0
Total Course/Venue EBITDA1	\$27.5	\$22.4	\$46.8	\$10.5	\$55.5
(-) G&A Expense <sup>2</sup>	(\$39.5)	(\$25.5)	(\$30.5)	(\$9.5)	(\$37.5)
Adj. EBITDA <sup>1</sup>	(\$12.0)	(\$3.1)	\$16.2	\$1.0	\$18.0

<sup>2)</sup> G&A expense as shown excludes corporate severance, transactional G&A and stock-based compensation, See "Other Items" on Adi, EBITDA Non-GAAP Reconciliation on page 22 for additional details.





<sup>1)</sup> Venue EBITDA and Adjusted EBITDA are Non-GAAP financial metrics. See Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations on pages 22 and 23.

#### Our Transformation... How We Got Here

We've transformed from a traditional golf business into an entertainment operating company

#### Traditional Golf Roots: American Golf

As a traditional golf company, we **own**, **lease** and manage 55 courses<sup>1</sup>

Sold majority of owned course portfolio to fund development of our 4-entertainment golf Drive Shack venues

Continue to lease and manage courses

Mature and stable business provides reliable earnings and cash flow

Transformed
Traditional
Golf Business
into an
Entertainment
Operating
Company

#### Entertainment Golf: Drive Shack

Opened first Drive Shack in Orlando – April 2018

 Used as beta site to test enhancements for next generation of venues

Opened 3 Gen 2.0 venues across 2H 2019

- Raleigh, Richmond and West Palm Beach

Plan to open Manhattan/Randall's Island in 2023

#### Entertainment Golf: Puttery

Developed new entertainment golf experience – indoor, tech-forward putting within an immersive experience

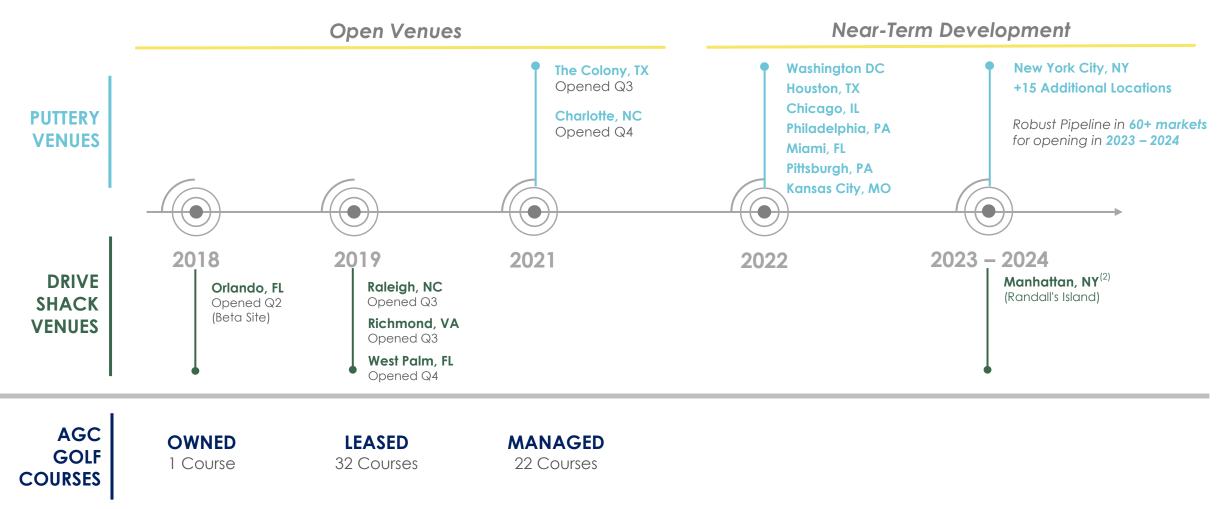
Compelling economics with lower capital spend and greater returns and operating cash flows

Opened **first Puttery** in The Colony, TX in September 2021; opened **second venue** in Charlotte, NC in mid-December 2021

Plan to open a total of 50 venues by the end of 2024

## Our Growing Portfolio of Venues and Courses

Large addressable market for venue-based entertainment business; aggressively pursuing leases for new Puttery venues in 2023 and beyond



<sup>11</sup> As of 3/31/2022

Based on management's current views and estimates. See "Disclaimers" at the beginning of this Presentation for more information on forward-looking statements.

<sup>2)</sup> Drive Shack Manhattan, NY (Randall's Island) is expected to open by the end of 2023.

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# Puttery Venues Deliver EBITDA Margins of 38% in Q1-22

Gaining clear proof of concept with strong revenue and EBITDA results performing slightly ahead of expectations

#### THE COLONY, TX

Q1-22 Total Revenue of \$2.2M; slight decrease vs. Q4-21 due to event seasonality and honeymoon impact

Q1-22 Venue EBITDA of \$0.9M; increase vs. Q4-21 as operating expenses stabilize

#### CHARLOTTE, NC

Q1-22 Total Revenue of \$2.2M; reported full quarter vs. 2-weeks in Q4-21; trending on par with The Colony led by higher F&B revenue per visitor

Q1-22 Venue EBITDA of \$0.8M; increase vs. Q4-21 as operating expenses stabilize

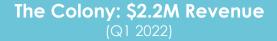
#### **Puttery Venue Revenue and EBITDA**<sup>1</sup> (\$M)

	Year	Qtr	Walk-In Rev	Event Rev	Total Rev	Venue EBITDA <sup>1</sup>	Venue EBITDA %
_	2021	Q3	\$0.7	\$0.1	\$0.8	\$0.1	18%
colon	2021	Q4	\$1.9	\$0.5	\$2.4	\$0.3	12%
The Colony	2022	Q1	\$1.9	\$0.3	\$2.2	\$0.9	38%
	LTD		\$4.6	\$0.9	\$5.5	\$1.3	23%
te	2021	Q4	\$0.4	\$0.0	\$0.4	\$0.1	16%
Charlotte	2022	Q1	\$1.9	\$0.3	\$2.2	\$0.8	38%
Ö	LTD		\$2.3	\$0.3	\$2.5	\$0.9	34%

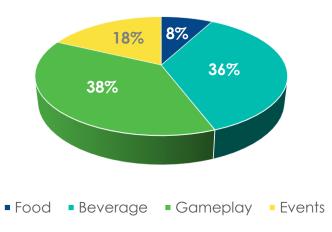
<sup>1)</sup> Venue EBITDA is a Non-GAAP financial metric. See Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf on page 23.

## Puttery Momentum Remains Strong

Guest response continues to be incredibly positive with both The Colony and Charlotte



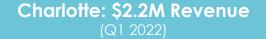
The Colony Revenue Mix



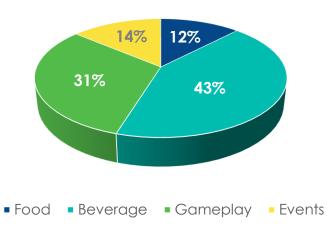
**61%** Walk-in guests who plan their visit in advance (via online reservations)

82% Alcohol/liquor % to total F&B revenue

32 Average minutes to play a 9-hole course



Charlotte Revenue Mix



**60%** Walk-in guests who plan their visit in advance (via online reservations)

78% Alcohol/liquor% to total F&B revenue

34 Average minutes to play a 9-hole course

## Drive Shack Venues Deliver Q1-22 EBITDA Margins of 27%

Raleigh outperformed in Q1-22 in both revenue and venue EBITDA<sup>1</sup>

Q1-22 Total Revenue of \$9.8M; higher event sales led to a 19.5% increase vs. Q1-21

Q1-22 Walk-in Revenue of \$7.6M; guest traffic has returned to normalized levels, Raleigh outperformed

Q1-22 Event Revenue of \$2.2M; up 161% to Q1-21 with strong demand across all venues, led by Raleigh

**Q1-22 Venue EBITDA<sup>T</sup> of \$2.6M**; up 32% vs. Q1-21, led by Raleigh and Orlando

DS Venue Revenue and EBITDA (\$M)											
	2020							2021			2022
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue	\$10.1	\$1.8	\$6.2	\$7.2	\$25.2	\$8.2	\$11.6	\$10.5	\$11.2	\$41.5	\$9.8
WI Rev	\$7.6	\$1.8	\$6.0	\$6.3	\$21.6	\$7.4	\$10.1	\$8.5	\$7.5	\$33.5	\$7.6
Event Rev	\$2.5	\$0.0	\$0.2	\$0.9	\$3.6	\$0.8	\$1.5	\$2.0	\$3.7	\$8.0	\$2.2
Venue EBITDA \$	\$0.3	(\$1.1)	\$1.1	\$1.7	\$2.0	\$2.0	\$4.6	\$3.0	\$3.8	\$13.5	\$2.6
EBITDA Margin %	3%	-63%	18%	24%	8%	24%	40%	28%	34%	32%	27%

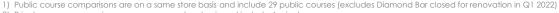
<sup>1)</sup> Venue EBITDA is a Non-GAAP financial metric. See Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf on page 24.

# Traditional Golf Business Remains Solid; Strong Event Demand Drove Q1-22 Revenue Increase

Event business is returning, with revenue of \$3.6M in Q1-22, an increase of \$3.3M vs. Q1-21







<sup>2)</sup> Private course comparisons are on a same store basis and include 4 private courses



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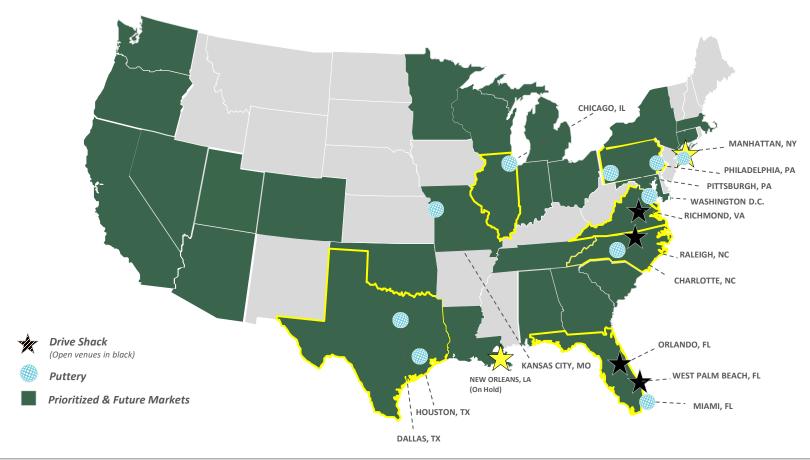




### Large Addressable Market for Venue-Based Entertainment Business

Experimenting to determine the best mix of venue size and number of courses to optimize margin and profitability returns

Coverage includes **over 60 markets** under our current strategy; hundreds of potential new sites across the U.S.

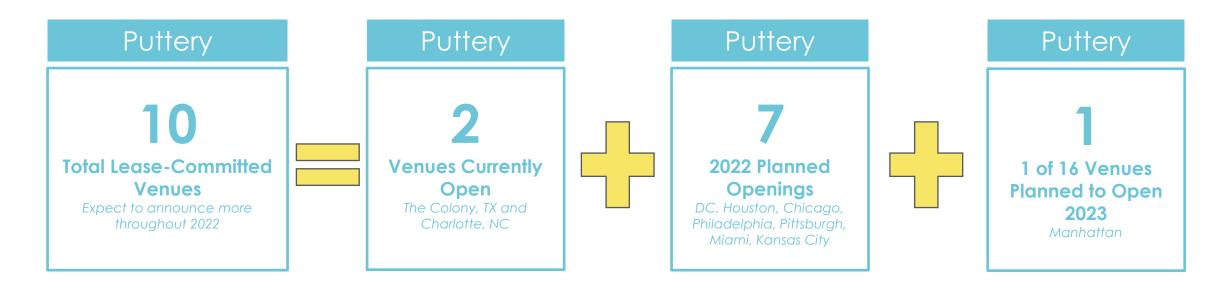


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## Puttery Opening Timeline; On Track to Open 7 Venues in 2022

Aggressively pursuing new leases for openings in 2023 and beyond; Currently in active discussion with landlords on multiple sites

- 10 Puttery operating leases executed to date
- Plan to continue executing operating leases throughout 2022
- Working multiple LOI's with landlords today
- Behind these, we have an active and expanding pipeline with a significant number of identified sites under review



#### **Attractive Unit Economics**

**Puttery** presents the best path forward for **near-term growth**; it's an adjacency to our current business and gives us the **ability to grow quickly with less capital and risk** 

- Plan to build 50 **Puttery** venues by the end of 2024
- Puttery expected to generate \$2 to \$3 million of EBITDA<sup>1</sup> per venue
- Plan to build Drive Shack Manhattan (Randall's Island) by the end of 2023
- Drive Shack expected to generate \$4 to \$6 million of EBITDA<sup>1</sup> per typical venue (Manhattan expected to deliver above this range)

	Illustrative Venue	Illustrative Venue-Level Economics(1)						
\$M	<b>DS Venues</b> 72 to 90+ Bays	Puttery Venues Indoor Putting						
Size (sq. ft.)	50K - 60K+	15K - 20K						
Development Time	18 - 24 mo.	6 - 9 mo.						
Development Cost <sup>(2)</sup>	\$25 - \$40	\$7 - \$11						
Total Revenue	\$15 - \$25	\$7 - \$11						
Venue EBITDA <sup>1</sup>	\$4 - \$6	\$2 - \$3						
Development Yields	10 – 20%	25 – 40%						

<sup>1)</sup> Venue EBITDA is a Non-GAAP financial metric. Represents illustrative economics of Puttery and Drive Shack venues, including Total Revenue and Venue EBITDA, without restrictions or impact due to COVID-19.
2) Development cost target is inclusive of all construction costs, soft costs, and pre-opening expenses..

### Our Financial Strategy

We expect to fund our current pipeline through a combination of financing and asset sales

Our goals are aligned to strengthen our balance sheet and self-fund the future development of Puttery

Financing and Asset Sales

Ability to source external capital to fund development of future venues

- Secured \$55M in February 2021 via follow-on equity offering
- Expect to secure ~\$75M of new capital by Q3-21

We have a relatively unlevered balance sheet

Potential for asset sales as a source of future funding

Enhanced Liquidity Profile Earnings and operating cash flow expected to significantly increase as future Puttery venues open

- Enhances liquidity profile and our ability to self-fund a portion of our growth plans

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#### **Financial Results**

New Puttery venues and higher event sales driving increased sales and venue EBITDA<sup>1</sup>; Puttery growth investments continue

Total Company Results	Q1 2021	Q1 2022	B (W) vs. Prior Year
Total Revenue Puttery Drive Shack American Golf Other	<b>\$61.1</b> - 8.2 52.9	\$69.0 4.4 9.8 54.6 0.2	<b>\$7.9</b> 4.4 1.6 1.8 0.2
Total Venue/Course EBITDA <sup>1</sup> Puttery Drive Shack American Golf	<b>\$10.1</b> - 2.0 8.1	<b>\$10.5</b> 1.7 2.6 6.2	<b>\$0.4</b> 1.7 0.6 (1.9)
(-) G&A Expense <sup>2</sup>	(\$7.4)	(\$9.5)	(\$2.1)
Adj. EBITDA <sup>1</sup>	\$2.7	\$1.0	(\$1.7)
Operating Loss	(\$7.9)	(\$18.4)	(\$10.5)
Consolidated Net Loss	(\$10.9)	(\$18.9)	(\$8.0)
Net Loss Applicable to Common Stock, per share <sup>3</sup>	(\$0.15)	(\$0.22)	(\$0.07)
Unrestricted Cash on Hand	\$89.6	\$44.1	(\$45.5)

**Total revenue increased \$7.9M** vs. prior year; increase from new Puttery venues and higher event sales

Venue/Course EBITDA' of \$10.5M; Puttery and Drive Shack offset AGC's decline due to 5 less AGC courses and planned increased golf course maintenance

G&A expense increase from investments to support Puttery growth; pursuing other cost savings initiatives to lower G&A expenses

Adj. EBITDA of \$1.0M; in line with expectations and on track to deliver Adj. EBITDA of \$18M for fiscal 2022

Change in operating and consolidated net loss mainly due to impairment of Drive Shack venue in New Orleans

\$44M in unrestricted cash at end of Q1 2022, decrease to prior year primarily due to Puttery capex

<sup>3)</sup> Amounts shown are for both Basic and Diluted per share results for all periods presented.





<sup>1)</sup> Adj. EBITDA and Venue EBITDA are Non-GAAP financial metrics. See Adjusted EBITDA and Venue EBITDA and Venue EBITDA for Departing Income for Entertainment Golf on page 23.

<sup>2)</sup> G&A expense as shown excludes corporate severance, transactional G&A and stock-based compensation. See "Other Items" on Adj. EBITDA Non-GAAP Reconciliation on page 22 for additional details

# Consolidated Balance Sheets

(unaudited)

DRIVE SHACK INC. AND SUBSIDIARIES				
CONSOLIDATED BALANCE SHEETS		(unaudited)		
(Dollars in thousands, except share data)		March 31, 2022	Decer	nber 31, 2021
Assets				
Current assets				
Cash and cash equivalents	\$	44,068	\$	58,286
Restricted cash		3,985		3,480
Accounts receivable, net		5,405		5,563
Real estate securities, available-for-sale		3,655		3,486
Other current assets		31,577		30,034
Total current assets		88,690		100,849
Restricted cash, noncurrent		216		798
Property and equipment, net of accumulated depreciation		172,002		179,260
Operating lease right-of-use assets		198,926		181,915
Intangibles, net of accumulated amortization		13,509		13,430
Other assets		6,374		6,538
Total assets	\$	479,717	\$	482,790
Liabilities and Equity				
Current liabilities				
Obligations under finance leases	\$	5,186	\$	5,400
Membership deposit liabilities		18,039		18,039
Accounts payable and accrued expenses		33,310		34,469
Deferred revenue		23,323		26,301
Other current liabilities		29,375		26,524
Total current liabilities		109,233		110,733
Credit facilities and obligations under finance leases - noncurrent		8,867		9,075
Operating lease liabilities - noncurrent		183,302		166,031
Junior subordinated notes payable		51,172		51,174
Membership deposit liabilities, noncurrent		105,749		104,430
Deferred revenue, noncurrent		10,864		10,005
Other liabilities		1,716		1,487
Total liabilities	\$	470,903	\$	452,935
Commitments and contingencies				
Equity				
Preferred stock	\$	61,583	\$	61,583
Common stock	Ψ	921	Ψ	921
Additional paid-in capital  Accumulated deficit		3,232,912		3,233,608
		(3,289,237)		(3,268,876)
Accumulated other comprehensive income	\$	1,163	•	1,163
Total equity of the company	\$	7,342	Ф	28,399
Noncontrolling interest	4	1,472	¢	1,456
Total liabilities and assists	<u>\$</u> \$	8,814 479,717	\$	29,855
Total liabilities and equity	\$	4/9,/17	<b>D</b>	482,790

DRIVE SHACK INC. AND SUBSIDIARIES

# Consolidated Statements of Operations (unaudited)

CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)			Ended March 31,		
(Dollars in thousands, except share data)		2022	202	21	
Revenues					
Golf operations	\$	55,284	\$	53,161	
Sales of food and beverages		13,698		7,930	
Total revenues	_	68,982		61,091	
Operating costs					
Operating expenses		55,139		48,870	
Cost of sales - food and beverages		3,361		2,104	
General and administrative expense		9,063		7,982	
Depreciation and amortization		6,193		6,245	
Pre-opening costs		747		556	
Loss on lease terminations and impairment	_	12,871		3,209	
Total operating costs		87,374		68,966	
Operating loss		(18,392)		(7,875	
Other income (expenses)					
Interest and investment income		201		153	
Interest expense, net		(2,646)		(2,626	
Other income (loss), net		2,645		(61	
Total other income (expenses)		200		(2,534	
Loss before income tax		(18,192)	(	(10,409	
Income tax expense		721		495	
Consolidated net loss		(18,913)	(	(10,904	
Less: net income attributable to noncontrolling interest		53			
Net loss attributable to the Company		(18,966)	(	(10,904	
Preferred dividends		(1,395)		(1,395	
Loss applicable to common stockholders	\$	(20,361)	\$ (	(12,299	
Loss applicable to common stock, per share					
Basic	\$	(0.22)	\$	(0.15	
Diluted	\$	(0.22)	\$	(0.15	
Weighted average number of shares of common stock outstanding					
Basic		92,254,084	82,5	558,881	
Diluted		92,254,084	82.5	558,881	

# Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations

#### Adjusted EBITDA and Venue EBITDA Non-GAAP Reconciliations

(dollars in thousands)		<u>Adjustmen</u>	ts to Operati	ng Income		Adjust	tments to	Adjusted El	BITDA		Add Back	
			Other	Net	Operating		(Gain)	Pre-				
	Net Income	Income Tax	(Income)	Interest	Income	Deprec.	Loss on	opening	Other	Adjusted	Core	Venue
	(Loss)	Expense	Loss, net	Expense	(Loss)	& Amort.	Lease	Costs	Items	EBITDA	SG&A	EBITDA
Q1 2022												
Total Company	(18,913)	721	(2,645)	2,445	(18,392)	6,193	12,871	747	(400)	1,019	9,463	10,482
<b>Entertainment Golf</b>	(16,733)	31	16	58	(16,628)	3,441	12,889	747	257	706	3,469	4,175
<b>Traditional Golf</b>	1,073	-	(2,628)	2,223	668	2,644	(18)	-	51	3,345	2,843	6,188
Corp	(3,253)	690	(33)	164	(2,432)	108	-	-	(708)	(3,032)	3,151	119
Q1 2021												
<b>Total Company</b>	(10,904)	495	61	2,473	(7,875)	6,245	3,209	556	596	2,731	7,386	10,117
<b>Entertainment Golf</b>	(3,997)	-	-	82	(3,915)	2,952	22	556	341	(44)	2,049	2,005
<b>Traditional Golf</b>	177	-	114	2,222	2,513	3,221	-	-	12	5,746	2,366	8,112
Corp	(7,084)	495	(53)	169	(6,473)	72	3,187	-	242	(2,972)	2,972	-



<sup>(1)</sup> For the three months ended March 31, 2022 and 2021, other items include (i) corporate severance of \$86k and (\$4k), respectively; (ii) transactional G&A of \$472k and \$161k, respectively; and (iii) stock-based compensation of \$451k and \$381k, respectively. Core SG&A represents Total G&A less transactional G&A, employee stock-based compensation, and severance

# Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf

#### Non-GAAP Reconciliation to Venue EBITDA from Operating Income for Entertainment Golf ("EG")

(dollars in thousands)

	Qtr1-22	Qtr4-21	Qtr3-21	Qtr2-21	Qtr1-21	Qtr4-20	Qtr3-20	Qtr2-20	Qtr1-20
Non-GAAP Reconciliation to Venue EBITDA for EG									
Operating Income (Loss) for EG	(\$16,628)	(\$3,327)	(\$6,083)	(\$1,592)	(\$3,915)	(\$2,182)	(\$4,886)	(\$6,595)	(\$6,440)
Depreciation and amortization for EG	3,441	2,996	3,039	2,952	2,952	2,948	2,991	3,001	3,020
(Gain) Loss on lease termination & impairment for EG	12,889	15	0	0	22	(1,977)	16	0	0
Pre-opening costs for EG	747	1,177	2,030	788	556	280	227	270	552
Total general & administration expenses for EG	3,726	3,294	4,153	2,451	2,390	2,615	2,745	2,191	3,203
Venue EBITDA for Entertainment Golf	\$4,175	\$4,155	\$3,139	\$4,599	\$2,004	\$1,685	\$1,094	(\$1,133)	\$335