

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of June 30, 2017

	<u>Jun 30, 2017</u>	<u>Dec 31, 2016</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1011 · Operating Account	22,686.51	13,051.49	9,635.02
1012 · Deposit Account	400,407.61	287,168.99	113,238.62
1013 · Payroll Account	1,409.13	2,747.24	-1,338.11
1015 · FDSB Reserve Account	112,600.71	105,067.74	7,532.97
1017 · WTNB Contingency Fund	200,851.70	200,814.58	37.12
1030 · * Petty Cash in Office			
1031 · Office Petty Cash	966.49	966.49	0.00
1032 · Resort Registers/Petty Cash	13.57	88.19	-74.62
1033 · Laundry Change Machine	100.00	100.00	0.00
Total 1030 · * Petty Cash in Office	<u>1,080.06</u>	<u>1,154.68</u>	<u>-74.62</u>
Total Checking/Savings	<u>739,035.72</u>	<u>610,004.72</u>	<u>129,031.00</u>
Accounts Receivable			
1201 · Accounts Receivable			
1220 · Withheld Federal Income Tax	6,106.89	6,106.89	0.00
1201 · Accounts Receivable - Other	-408.49	-245.92	-162.57
Total 1201 · Accounts Receivable	<u>5,698.40</u>	<u>5,860.97</u>	<u>-162.57</u>
Total Accounts Receivable	<u>5,698.40</u>	<u>5,860.97</u>	<u>-162.57</u>
Other Current Assets			
1100 · * Assessments Receivables			
1102 · Annual Assessments			
1105 · Combined Assessment Receivables	2,949,206.44	2,435,547.25	513,659.19
1105b · Adjustments to Receivables	-72,769.87	-66,987.12	-5,782.75
2700 · Prepaid Assessments	-248.03	-93,637.28	93,389.25
Total 1102 · Annual Assessments	<u>2,876,188.54</u>	<u>2,274,922.85</u>	<u>601,265.69</u>
1130 · Allowance for Doubtful Accounts	-2,222,178.58	-2,228,332.45	6,153.87
Total 1100 · * Assessments Receivables	<u>654,009.96</u>	<u>46,590.40</u>	<u>607,419.56</u>
1300 · * Inventories			
1302 · Retail Inventory	11,407.97	10,165.80	1,242.17
1303 · Fuel Inventory			
1303a · Gasoline	3,170.84	3,317.19	-146.35
1303b · Truck Diesel	2,614.26	1,997.49	616.77
1303c · Off Road Diesel	32.25	469.66	-437.41
1303d · Propane	2,189.40	2,289.50	-100.10
Total 1303 · Fuel Inventory	<u>8,006.75</u>	<u>8,073.84</u>	<u>-67.09</u>
1350 · Auction Property Tracts	73,676.44	73,676.44	0.00
Total 1300 · * Inventories	<u>93,091.16</u>	<u>91,916.08</u>	<u>1,175.08</u>

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	<u>Jun 30, 2017</u>	<u>Dec 31, 20 16</u>	<u>\$ Change</u>
1400 · * Prepaid Accounts			
1402 · Prepaid Insurance			
1402a · Workers Comp	0.00	8,078.00	-8,078.00
Total 1402 · Prepaid Insurance	<u>0.00</u>	<u>8,078.00</u>	<u>-8,078.00</u>
Total 1400 · * Prepaid Accounts	0.00	8,078.00	-8,078.00
1700 · Deferred Tax Asset	99,000.00	99,000.00	0.00
Total Other Current Assets	<u>846,101.12</u>	<u>245,584.48</u>	<u>600,516.64</u>
Total Current Assets	<u>1,590,835.24</u>	<u>861,450.17</u>	<u>729,385.07</u>
Fixed Assets			
1600 · * Fixed Assets			
1601 · Land	153,351.20	153,351.20	0.00
1602 · Orig Cost - Bldgs & Structures	231,652.00	231,652.00	0.00
1603 · Furniture & Equipment	44,959.00	44,959.00	0.00
1604 · Heavy Equipment	147,997.97	164,647.97	-16,650.00
1605 · Vehicles	73,599.78	73,599.78	0.00
1606 · Improvements	299,787.43	299,787.43	0.00
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	25,269.28	-96.57	25,365.85
1611 · Smith Well	25,062.81	25,062.81	0.00
1612 · Cabin Deck Replacement	40,807.57	40,807.57	0.00
1613 · Facility Roof Replacement	5,798.25	5,798.25	0.00
1614 · Construction in Progress	4,903.86	4,903.86	0.00
Total 1600 · * Fixed Assets	<u>1,147,993.15</u>	<u>1,139,277.30</u>	<u>8,715.85</u>
1615 · Accumulated Depreciation	<u>-518,087.85</u>	<u>-518,087.85</u>	<u>0.00</u>
Total Fixed Assets	<u>629,905.30</u>	<u>621,189.45</u>	<u>8,715.85</u>
TOTAL ASSETS	<u><u>2,220,740.54</u></u>	<u><u>1,482,639.62</u></u>	<u><u>738,100.92</u></u>

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Balance Sheet
As of June 30, 2017

	<u>Jun 30, 2017</u>	<u>Dec 31, 2016</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 · Accounts Payable	16,002.88	26,442.53	-10,439.65
Total Accounts Payable	<u>16,002.88</u>	<u>26,442.53</u>	<u>-10,439.65</u>
Credit Cards			
1095 · Mastercard 0158	1,563.76	2,246.48	-682.72
Total Credit Cards	<u>1,563.76</u>	<u>2,246.48</u>	<u>-682.72</u>
Other Current Liabilities			
2100 · * Payroll Liabilities			
2110 · Payroll Taxes Payable	5,791.90	804.66	4,987.24
2115 · Employee Insurance-Voluntary	692.37	38.74	653.63
2120 · Benefits Payable	11,130.86	11,130.86	0.00
2135 · Wage Garnishments	277.38	0.00	277.38
Total 2100 · * Payroll Liabilities	<u>17,892.51</u>	<u>11,974.26</u>	<u>5,918.25</u>
2111 · Direct Deposit Liabilities	8,138.52	8,138.52	0.00
2240 · Employee Reimbursements Payable	37.73	60.34	-22.61
2500 · * Taxes Payable			
2510 · Sales Tax Payable	18,360.77	11,613.07	6,747.70
2515 · State Occupancy Tax - (T2)	-46.82	331.72	-378.54
2520 · County Hotel Tax - (T3)	2,325.65	3,093.83	-768.18
2535 · Alcohol Sales Tax	18.86	18.86	0.00
Total 2500 · * Taxes Payable	<u>20,658.46</u>	<u>15,057.48</u>	<u>5,600.98</u>
2800 · * Deferred Income			
2801 · Deferred Assessment Income	755,815.96	358,612.81	397,203.15
2802 · Deferred Other Income	151.20	0.00	151.20
Total 2800 · * Deferred Income	<u>755,967.16</u>	<u>358,612.81</u>	<u>397,354.35</u>
Total Other Current Liabilities	<u>802,694.38</u>	<u>393,843.41</u>	<u>408,850.97</u>
Total Current Liabilities	<u>820,261.02</u>	<u>422,532.42</u>	<u>397,728.60</u>
Total Liabilities	820,261.02	422,532.42	397,728.60
Equity			
3001 · Members Equity-Undesignated	317,141.13	317,141.13	0.00
3002 · Members Equity-Designated	356,797.92	356,797.92	0.00
3003 · Contributed Capital	87,296.00	87,296.00	0.00
3004 · Adj - Prior Year Collections	-347,443.60	-463,899.64	116,456.04
3900 · Retained Earnings	762,771.79	681,494.16	81,277.63
Net Income	223,916.28	81,277.63	142,638.65
Total Equity	<u>1,400,479.52</u>	<u>1,060,107.20</u>	<u>340,372.32</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,220,740.54</u></u>	<u><u>1,482,639.62</u></u>	<u><u>738,100.92</u></u>

**P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
Six-Month Period Ended 6-30-17**

	<u>Jan - Jun 2017</u>	<u>Jan - Jun 2016</u>
Ordinary Income/Expense		
Income		
4001 · Assessment Related Revenue		
4005 · *Association Assessments		
4009 · Special Assessments	1,598.73	0.00
4012 · BVC Income	0.00	100.00
4013 · SIA/SAC Supplemental Income	453.01	1,658.00
4015 · Volunteer Assessments	11,226.72	10,042.10
4018 · Assessment Rev-Prior to 2011	31,568.36	22,861.54
4030 · Assessment Interest, Late Fee	5,383.81	6,099.71
4031 · 2011 Assessment Revenue	8,333.80	6,206.12
4032 · 2012 Assessment Revenue	8,608.14	8,895.57
4033 · 2013 Assessment Revenue	10,743.02	11,222.71
4034 · 2014 Assessment Revenue	11,750.33	12,112.19
4035 · 2015 Assessment Revenue	13,051.62	26,805.26
4036 · 2016 Assessment Revenue	33,094.93	357,420.43
4037 · 2017 Assessment Revenue	<u>347,294.01</u>	<u>0.00</u>
Total 4005 · *Association Assessments	<u>483,106.48</u>	<u>463,423.63</u>
Total 4001 · Assessment Related Revenue	483,106.48	463,423.63
4099 · Supplemental Revenue		
4200 · *Cabin Income		
4210 · Cabin Room Rental Income	122,779.54	127,422.28
4215 · Property Owner Discounts	-6,282.80	-13,538.44
4216 · Other Cabin Discounts	<u>-9,693.96</u>	<u>-3,826.93</u>
Total 4200 · *Cabin Income	106,802.78	110,056.91
4250 · RV/Campground Income	13,774.99	12,299.40
4300 · * Restaurant Income		
4310 · Food Sales	82,733.08	76,479.46
4311 · Alcohol Sales	<u>6,983.00</u>	<u>12,221.53</u>
Total 4300 · * Restaurant Income	89,716.08	88,700.99
4400 · Retail Sales	15,687.93	18,670.89
4500 · * Other Lodge Income		
4510 · Water Sales	9,681.20	8,855.23
4515 · Pool Fees	1,645.00	1,220.00
4520 · Laundromat Revenue	4,746.00	4,879.00
4525 · Ice Revenue	4,021.99	3,257.50
4500 · * Other Lodge Income - Other	<u>0.00</u>	<u>0.00</u>
Total 4500 · * Other Lodge Income	<u>20,094.19</u>	<u>18,211.73</u>
Total 4099 · Supplemental Revenue	246,075.97	247,939.92

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
Six-Month Period Ended 6-30-17

	<u>Jan - Jun 2017</u>	<u>Jan - Jun 2016</u>
4600 - * Miscellaneous Income		
4526 - Timely Filed Discount	184.71	0.00
4610 - Interest Income	158.45	214.33
4615 - Donations	1,110.21	250.00
4620 - Miscellaneous Income	49.77	138.53
Total 4600 - * Miscellaneous Income	<u>1,503.14</u>	<u>602.86</u>
Total Income	730,685.59	711,966.41
Cost of Goods Sold		
5000 - * Cost of Goods Sold		
5100 - * COGS - Restaurant		
5110 - COGS - Food	55,617.51	52,373.25
5115 - COGS - Alcohol	3,805.69	6,420.28
Total 5100 - * COGS - Restaurant	<u>59,423.20</u>	<u>58,793.53</u>
5210 - COGS - Retail	9,704.55	6,994.83
5220 - COGS - Ice	2,440.55	2,778.26
Total 5000 - * Cost of Goods Sold	<u>71,568.30</u>	<u>68,566.62</u>
Total COGS	<u>71,568.30</u>	<u>68,566.62</u>
Gross Profit	659,117.29	643,399.79
Expense		
6000 - * Payroll Expenses		
6010 - Salaries and Wages	224,341.80	197,342.11
6020 - Casual Labor	479.54	234.76
6025 - Employer Payroll Tax	20,694.17	18,662.47
Total 6000 - * Payroll Expenses	<u>245,515.51</u>	<u>216,239.34</u>
6050 - * Employee Benefits		
6052 - Employee Discounts	301.66	555.74
Total 6050 - * Employee Benefits	<u>301.66</u>	<u>555.74</u>
6100 - * Utilities		
6110 - Electric	11,312.36	11,085.16
6111 - Propane	3,839.91	3,262.30
6112 - Telephone	4,257.19	3,163.43
6113 - Garbage & Trash	2,260.64	4,556.80
6114 - Water System	152.60	316.20
Total 6100 - * Utilities	<u>21,822.70</u>	<u>22,383.89</u>
6130 - * Insurance		
6131 - Workers Comp	9,691.00	13,089.00
6132 - Property Insurance	19,578.30	7,634.88
6133 - General Liability	6,994.05	6,989.40
6134 - Directors E&O	10,250.00	10,250.00
6135 - Commercial Vehicle	9,194.65	7,731.65
6136 - Heavy Equipment	243.18	486.36
6137 - Surety Bonds	705.99	100.00
6138 - Air Ambulance Insurance	971.00	0.00
6139 - MDLive/Telemed	0.00	195.50
Total 6130 - * Insurance	<u>57,628.17</u>	<u>46,476.79</u>

**P.O.A.T.R.I./Terlingua Ranch
 Comparative Profit & Loss
 Six-Month Period Ended 6-30-17**

	<u>Jan - Jun 2017</u>	<u>Jan - Jun 2016</u>
6150 · * Professional Fees		
6151 · Accounting	0.00	7,200.00
6152 · Legal Fees		
6152a · Legal Fees - General	1,462.50	11,021.83
6152b · Legal Fees - Road Issues	1,685.00	13,078.50
6152c · Legal Fees - Assessments Issues	650.00	1,058.50
Total 6152 · Legal Fees	<u>3,797.50</u>	<u>25,158.83</u>
6153 · Other Professional Fees	1,204.41	1,391.00
Total 6150 · * Professional Fees	<u>5,001.91</u>	<u>33,749.83</u>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,240.82	9,171.55
6202 · Off Road Diesel	4,497.41	2,740.79
6203 · Road Expense Miscellaneous	1,793.91	4,794.82
Total 6200 · * Heavy Equipment Expense	<u>13,532.14</u>	<u>16,707.16</u>
6300 · * Vehicle Expense		
6301 · Gasoline	6,687.16	5,316.87
6302 · Diesel	1,125.73	2,503.85
6303 · Vehicle Repair	3,725.33	4,050.85
6304 · Vehicle Miscellaneous	2,441.43	3,719.96
Total 6300 · * Vehicle Expense	<u>13,979.65</u>	<u>15,591.53</u>
6400 · * Supplies & Equipment		
6405 · Cabin Accessories	5,006.22	3,790.27
6410 · Housekeeping Supplies	2,786.54	2,110.11
6415 · Maintenance Supplies	3,735.92	4,668.45
6420 · Small tools & equipment	3,294.12	6,480.53
6425 · Restaurant Supplies	1,468.71	556.05
Total 6400 · * Supplies & Equipment	<u>16,301.51</u>	<u>17,605.41</u>
6450 · * Repairs & Maintenance		
6451 · Bldg/Structure Repairs & Maint	2,674.69	8,521.63
6452 · Equipment Repairs	4,207.87	1,278.27
6453 · Housekeeping	0.00	4,182.50
Total 6450 · * Repairs & Maintenance	<u>6,882.56</u>	<u>13,982.40</u>
6500 · * Office Administrative Expense		
6510 · Office Supplies	4,419.00	2,618.37
6511 · Printing	178.49	27.98
6512 · Postage & Shipping	3,698.46	1,147.56
6513 · Communications	0.00	0.00
6514 · Credit Card Fees	11,158.32	9,508.58
6515 · Newsletter	1,637.39	0.00
6516 · Office Equipment	4,582.18	1,582.79
6520 · Misc. Office Admin.	2,716.48	2,459.26
Total 6500 · * Office Administrative Expense	<u>28,390.32</u>	<u>17,344.54</u>

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
 Six-Month Period Ended 6-30-17

	<u>Jan - Jun 2017</u>	<u>Jan - Jun 2016</u>
6550 · * Other Administrative Expense		
6551 · Mileage Reimbursement	732.53	859.68
6552 · Licenses and Permits	2,032.10	772.79
6553 · Dues & Memberships	423.96	606.67
6554 · Employee Housing Expense	0.00	314.90
Total 6550 · * Other Administrative Expense	<u>3,188.59</u>	<u>2,554.04</u>
6560 · Property Tax	2.11	0.00
6575 · Software Maintenance & Upgrades	2,588.41	853.80
6600 · * Property Transfer Expense		
6610 · Filing Fees	3,879.04	416.00
6611 · Tax Sale & Auction Expenses	4,739.28	0.00
Total 6600 · * Property Transfer Expense	<u>8,618.32</u>	<u>416.00</u>
6700 · * Advertising & Promotion		
6715 · Bands & Entertainment	336.35	322.55
6720 · Advertising	1,378.97	1,208.40
Total 6700 · * Advertising & Promotion	<u>1,715.32</u>	<u>1,530.95</u>
6900 · * Miscellaneous Expense		
6910 · Cash Over/Short	0.00	0.00
6925 · Reconciliation Discrepancies	-20.92	5.56
Total 6900 · * Miscellaneous Expense	<u>-20.92</u>	<u>5.56</u>
6935 · Bank Service Charges	103.05	0.00
Total Expense	<u>425,551.01</u>	<u>405,986.98</u>
Net Ordinary Income	233,566.28	237,402.81
Other Income/Expense		
Other Income		
7001 · Non-Cash Donations	0.00	200.00
7005 · Gain (Loss) Sale of Assets	-9,850.00	0.00
Total Other Income	<u>-9,650.00</u>	<u>200.00</u>
Net Other Income	<u>-9,650.00</u>	<u>200.00</u>
Net Income	<u><u>223,916.28</u></u>	<u><u>237,602.81</u></u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through June 2017

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ANNUAL</u>
	<u>Jan - Jun 2017</u>	<u>Jan - Jun 2017</u>	<u>BUDGET</u>
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	1,598.73	1,600.02	3,200.00
4013 · SIA/SAC Supplemental Income	453.01	0.00	0.00
4015 · Volunteer Assessments	11,226.72	11,763.64	13,000.00
4018 · Assessment Rev-Prior to 2011	31,568.36	11,635.17	14,000.00
4030 · Assessment Interest, Late Fee	5,383.81	4,999.98	10,000.00
4031 · 2011 Assessment Revenue	8,333.80	3,000.00	6,000.00
4032 · 2012 Assessment Revenue	8,608.14	4,500.00	9,000.00
4033 · 2013 Assessment Revenue	10,743.02	7,767.89	11,000.00
4034 · 2014 Assessment Revenue	11,750.33	10,073.12	14,000.00
4035 · 2015 Assessment Revenue	13,051.62	19,458.00	25,000.00
4036 · 2016 Assessment Revenue	33,094.93	37,181.54	40,000.00
4037 · 2017 Assessment Revenue	347,294.01	353,400.00	380,000.00
Total 4005 · *Association Assessments	<u>483,106.48</u>	<u>465,379.36</u>	<u>525,200.00</u>
Total 4001 · Assessment Related Revenue	483,106.48	465,379.36	525,200.00
4020 · Property Auctions & Tax Sales	0.00	9,333.34	14,000.00
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	122,779.54	142,934.44	263,210.00
4215 · Property Owner Discounts	-6,282.80	-15,723.94	-26,321.00
4216 · Other Cabin Discounts	-9,693.96	-4,292.60	-9,443.00
Total 4200 · *Cabin Income	<u>106,802.78</u>	<u>122,917.90</u>	<u>227,446.00</u>
4250 · RV/Campground Income	13,774.99	13,115.67	21,000.00
4300 · * Restaurant Income			
4310 · Food Sales	82,733.08	78,768.82	145,000.00
4311 · Alcohol Sales	6,983.00	13,749.41	24,000.00
Total 4300 · * Restaurant Income	<u>89,716.08</u>	<u>92,518.23</u>	<u>169,000.00</u>
4400 · Retail Sales	15,687.93	19,619.21	35,000.00
4500 · * Other Lodge Income			
4510 · Water Sales	9,681.20	11,533.02	23,066.04
4515 · Pool Fees	1,645.00	1,245.48	2,200.00
4520 · Laundromat Revenue	4,746.00	3,499.98	7,000.00
4525 · Ice Revenue	4,021.99	4,249.98	8,500.00
Total 4500 · * Other Lodge Income	<u>20,094.19</u>	<u>20,528.46</u>	<u>40,766.04</u>
Total 4099 · Supplemental Revenue	<u>246,075.97</u>	<u>268,699.47</u>	<u>493,212.04</u>
4600 · * Miscellaneous Income			
4626 · Timely Filed Discount	184.71	175.02	350.00
4610 · Interest Income	158.45	175.02	350.00
4615 · Donations	1,110.21	100.02	200.00
4620 · Miscellaneous Income	49.77	250.02	500.00
Total 4600 · * Miscellaneous Income	<u>1,503.14</u>	<u>700.08</u>	<u>1,400.00</u>
Total Income	<u>730,685.59</u>	<u>744,112.25</u>	<u>1,033,812.04</u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through June 2017

	ACTUAL	BUDGET	ANNUAL
	Jan - Jun 2017	Jan - Jun 2017	BUDGET
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
6110 · COGS - Food	55,617.51	43,185.58	84,000.00
6115 · COGS - Alcohol	3,805.69	6,771.35	12,800.00
Total 5100 · * COGS - Restaurant	<u>59,423.20</u>	<u>49,956.93</u>	<u>96,800.00</u>
6210 · COGS - Retail	9,704.55	7,000.02	14,000.00
6220 · COGS - Ice	2,440.55	2,500.02	5,000.00
Total 5000 · * Cost of Goods Sold	<u>71,568.30</u>	<u>59,456.97</u>	<u>115,800.00</u>
Total COGS	<u>71,568.30</u>	<u>59,456.97</u>	<u>115,800.00</u>
Gross Profit	659,117.29	684,655.28	918,012.04
Expense			
6000 · * Payroll Expenses			
6005 · Employee Housing	0.00	2,016.00	4,032.00
6010 · Salaries and Wages	224,341.80	210,000.00	420,000.00
6020 · Casual Labor	479.54	0.00	0.00
6025 · Employer Payroll Tax	20,694.17	18,900.00	37,800.00
Total 6000 · * Payroll Expenses	<u>245,515.51</u>	<u>230,916.00</u>	<u>461,832.00</u>
6050 · * Employee Benefits			
6052 · Employee Discounts	301.66	0.00	0.00
Total 6050 · * Employee Benefits	<u>301.66</u>	<u>0.00</u>	<u>0.00</u>
6100 · * Utilities			
6110 · Electric	11,312.36	9,499.98	19,000.00
6111 · Propane	3,839.91	3,349.98	6,700.00
6112 · Telephone	4,257.19	4,050.00	8,100.00
6113 · Garbage & Trash	2,260.64	3,499.98	7,000.00
6114 · Water System	152.60	1,500.00	3,000.00
Total 6100 · * Utilities	<u>21,822.70</u>	<u>21,899.94</u>	<u>43,800.00</u>
6130 · * Insurance			
6131 · Workers Comp	9,691.00	13,100.00	13,100.00
6132 · Property Insurance	19,578.30	7,950.00	15,900.00
6133 · General Liability	6,994.05	12,499.98	25,000.00
6134 · Directors E&O	10,250.00	10,250.00	10,250.00
6135 · Commercial Vehicle	9,194.65	8,245.00	8,600.00
6136 · Heavy Equipment	243.18	0.00	0.00
6137 · Surety Bonds	705.99	100.00	100.00
6138 · Air Ambulance Insurance	971.00	330.00	660.00
Total 6130 · * Insurance	<u>57,628.17</u>	<u>52,474.98</u>	<u>73,610.00</u>
6150 · * Professional Fees			
6151 · Accounting	0.00	12,000.00	12,000.00
6152 · Legal Fees			
6152a · Legal Fees - General	1,462.50	4,999.98	10,000.00
6152b · Legal Fees - Road Issues	1,685.00	15,000.00	30,000.00
6152c · Legal Fees - Assessments Issues	650.00	4,999.98	10,000.00
Total 6152 · Legal Fees	<u>3,797.50</u>	<u>24,999.96</u>	<u>50,000.00</u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through June 2017

	ACTUAL	BUDGET	ANNUAL
	Jan - Jun 2017	Jan - Jun 2017	BUDGET
6153 · Other Professional Fees	1,204.41	1,758.53	2,000.00
Total 6150 · * Professional Fees	5,001.91	38,758.49	64,000.00
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	7,240.82	6,499.98	13,000.00
6202 · Off Road Diesel	4,497.41	4,000.02	8,000.00
6203 · Road Expense Miscellaneous	1,793.91	3,499.98	7,000.00
Total 6200 · * Heavy Equipment Expense	13,532.14	13,999.98	28,000.00
6300 · * Vehicle Expense			
6301 · Gasoline	6,687.16	2,500.02	5,000.00
6302 · Diesel	1,125.73	4,500.00	9,000.00
6303 · Vehicle Repair	3,725.33	3,499.98	7,000.00
6304 · Vehicle Miscellaneous	2,441.43	499.98	1,000.00
Total 6300 · * Vehicle Expense	13,979.65	10,999.98	22,000.00
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	5,006.22	0.00	0.00
6410 · Housekeeping Supplies	2,796.54	4,000.02	8,000.00
6415 · Maintenance Supplies	3,735.92	4,000.02	8,000.00
6420 · Small tools & equipment	3,294.12	2,500.02	5,000.00
6425 · Restaurant Supplies	1,468.71	1,500.00	3,000.00
Total 6400 · * Supplies & Equipment	16,301.51	12,000.06	24,000.00
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	2,674.69	32,100.00	64,200.00
6452 · Equipment Repairs	4,207.87	1,000.02	2,000.00
6453 · Housekeeping	0.00	1,000.02	2,000.00
Total 6450 · * Repairs & Maintenance	6,882.56	34,100.04	68,200.00
6500 · * Office Administrative Expense			
6510 · Office Supplies	4,419.00	2,500.02	5,000.00
6511 · Printing	178.49	2,500.02	5,000.00
6512 · Postage & Shipping	3,698.46	1,249.98	2,500.00
6513 · Communications	0.00	1,000.02	2,000.00
6514 · Credit Card Fees	11,158.32	7,999.98	16,000.00
6515 · Newsletter	1,637.39	3,799.98	7,600.00
6516 · Office Equipment	4,582.18	750.00	1,500.00
6520 · Misc. Office Admin.	2,716.48	750.00	1,500.00
Total 6500 · * Office Administrative Expense	28,390.32	20,550.00	41,100.00
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	732.53	300.00	600.00
6552 · Licenses and Permits	2,032.10	1,500.00	3,000.00
6553 · Dues & Memberships	423.96	499.98	1,000.00
6554 · Employee Housing Expense	0.00	1,000.02	2,000.00
Total 6550 · * Other Administrative Expense	3,188.59	3,300.00	6,600.00
6560 · Property Tax	2.11	0.00	15,000.00
6575 · Software Maintenance & Upgrades	2,588.41	2,500.02	5,000.00
6600 · * Property Transfer Expense			
6610 · Filing Fees	3,879.04	6,499.98	13,000.00
6611 · Tax Sale & Auction Expenses	4,739.28	0.00	0.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
 January through June 2017

	ACTUAL	BUDGET	ANNUAL
	Jan - Jun 2017	Jan - Jun 2017	BUDGET
6612 · Misc Collections Expense	0.00	1,999.98	4,000.00
Total 6600 · * Property Transfer Expense	8,618.32	8,499.96	17,000.00
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	336.35	1,200.00	2,400.00
6720 · Advertising	1,378.97	3,499.98	7,000.00
Total 6700 · * Advertising & Promotion	1,715.32	4,699.98	9,400.00
6900 · * Miscellaneous Expense			
6925 · Reconciliation Discrepancies	-20.92	0.00	0.00
Total 6900 · * Miscellaneous Expense	-20.92	0.00	0.00
6935 · Bank Service Charges	103.05	0.00	0.00
Total Expense	425,551.01	454,699.43	879,542.00
Net Ordinary Income	233,566.28	229,955.85	38,470.04
Other Income/Expense			
Other Income			
7005 · Gain (Loss) Sale of Assets	-9,650.00	0.00	0.00
Total Other Income	-9,650.00	0.00	0.00
Net Other Income	-9,650.00	0.00	0.00
Net Income	223,916.28	229,955.85	38,470.04

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)
January through June 2017

SUPPLEMENTAL CLASS (COST CENTER)

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	TOTAL SUPPLEMENTAL
Ordinary Income/Expense										
Income										
4001 - Assessment Related Revenue	0	0	0	0	0	0	0	0	0	0
4099 - Supplemental Revenue	106,803	0	4,022	4,746	1,645	89,716	15,688	13,775	9,681	246,076
4600 - * Miscellaneous Income	20	458	0	0	0	2	0	0	0	480
Total Income	106,823	458	4,022	4,746	1,645	89,718	15,688	13,775	9,681	246,556
Cost of Goods Sold										
5000 - * Cost of Goods Sold	0	0	2,428	0	0	59,408	11,707	0	0	73,541
Total COGS	0	0	2,428	0	0	59,408	11,707	0	0	73,541
Gross Profit	106,823	458	1,594	4,746	1,645	30,312	3,981	13,775	9,681	173,015
Expense										
6000 - * Payroll Expenses	35,768	34,873	0	904	2,577	80,738	0	0	0	134,860
6060 - * Employee Benefits	0	0	0	0	0	0	302	0	0	302
6100 - * Utilities	3,275	2,609	0	1,988	0	3,470	0	742	0	12,062
6130 - * Insurance	0	0	0	0	0	0	0	0	0	0
6160 - * Professional Fees	0	0	0	0	0	0	0	0	0	0
6200 - * Heavy Equipment Expense	0	0	0	0	0	0	0	0	0	0
6300 - * Vehicle Expense	41	165	0	0	0	0	0	0	0	208
6400 - * Supplies & Equipment	7,374	3,580	0	167	1,392	2,249	0	22	0	14,784
6450 - * Repairs & Maintenance	351	6,531	0	0	0	0	0	0	0	6,882
6500 - * Office Administrative Expense	152	375	0	0	0	0	43	0	0	570
6550 - * Other Administrative Expense	241	343	0	0	0	515	0	0	0	1,099
6560 - Property Tax	0	0	0	0	0	0	0	0	0	0
6575 - Software Maintenance & Upgrades	0	0	0	0	0	0	0	0	0	0
6600 - * Property Transfer Expense	0	0	0	0	0	0	0	0	0	0
6700 - * Advertising & Promotion	0	582	0	0	0	0	0	0	0	582
6900 - * Miscellaneous Expense	0	0	0	0	0	0	0	0	0	0
6935 - Bank Service Charges	0	0	0	0	0	0	0	0	0	0
Total Expense	47,202	49,058	0	3,037	3,969	86,972	345	764	0	171,347
Net Ordinary Income	59,621	(48,600)	1,594	1,709	(2,324)	(36,660)	3,636	13,011	9,681	1,668
Other Income/Expense										
Other Income										
7005 - Gain (Loss) Sale of Assets	0	0	0	0	0	0	0	0	0	0
Total Other Income	0	0	0	0	0	0	0	0	0	0
Net Other Income	0	0	0	0	0	0	0	0	0	0
Net Income	59,621	(48,600)	1,594	1,709	(2,324)	(36,660)	3,636	13,011	9,681	1,668

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)
January through June 2017

NON-SUPPLEMENTAL CLASS (COST CENTER)					
	General & Admin	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL CLASSES
Ordinary Income/Expense					
Income					
4001 • Assessment Related Revenue	483,108	0	0	483,108	483,108
4099 • Supplemental Revenue	0	0	0	0	246,076
4800 • * Miscellaneous Income	358	665	0	1,023	1,503
Total Income	483,464	665	0	484,129	730,685
Cost of Goods Sold					
5000 • * Cost of Goods Sold	0	30	0	30	73,571
Total COGS	0	30	0	30	73,571
Gross Profit	483,464	635	0	484,099	657,114
Expense					
6000 • * Payroll Expenses	69,000	40,489	1,167	110,656	245,516
6060 • * Employee Benefits	0	0	0	0	302
6100 • * Utilities	8,243	453	1,085	9,781	21,823
6130 • * Insurance	48,190	9,438	0	57,628	57,628
6160 • * Professional Fees	4,097	905	0	5,002	5,002
6200 • * Heavy Equipment Expense	0	13,532	0	13,532	13,532
6300 • * Vehicle Expense	3,937	9,836	0	13,773	13,979
6400 • * Supplies & Equipment	65	1,237	215	1,517	16,301
6450 • * Repairs & Maintenance	0	0	0	0	6,882
6500 • * Office Administrative Expense	27,550	143	128	27,821	28,391
6550 • * Other Administrative Expense	875	1,215	0	2,090	3,189
6660 • Property Tax	2	0	0	2	2
6675 • Software Maintenance & Upgrades	2,588	0	0	2,588	2,588
6600 • * Property Transfer Expense	8,618	0	0	8,618	8,618
6700 • * Advertising & Promotion	1,133	0	0	1,133	1,715
6900 • * Miscellaneous Expense	(21)	0	0	(21)	(21)
6935 • Bank Service Charges	103	0	0	103	103
Total Expense	174,380	77,248	2,575	254,203	425,550
Net Ordinary Income	309,084	(76,613)	(2,575)	229,896	231,564
Other Income/Expense					
Other Income					
7005 • Gain (Loss) Sale of Assets	(16,650)	7,000	0	(9,650)	(9,650)
Total Other Income	(16,650)	7,000	0	(9,650)	(9,650)
Net Other Income	(16,650)	7,000	0	(9,650)	(9,650)
Net Income	292,434	(69,613)	(2,676)	220,246	221,914