

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2016

| | <u>Dec 31, 2016</u> |
|---|---------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1011 · Operating Account | 12,425.14 |
| 1012 · Deposit Account | 287,108.99 |
| 1013 · Payroll Account | 2,620.25 |
| 1015 · FDSB Reserve Account | 105,067.74 |
| 1017 · WTNB Contingency Fund | 200,707.47 |
| 1030 · * Petty Cash in Office | |
| 1031 · Office Petty Cash | 1,051.49 |
| 1032 · Resort Registers/Petty Cash | 88.19 |
| 1033 · Laundry Change Machine | 100.00 |
| Total 1030 · * Petty Cash in Office | <u>1,239.68</u> |
| Total Checking/Savings | <u>609,169.27</u> |
| Accounts Receivable | |
| 1201 · Accounts Receivable | |
| 1220 · Merchant Account Receivables | 6,204.07 |
| 1201 · Accounts Receivable - Other | -596.87 |
| Total 1201 · Accounts Receivable | <u>5,607.20</u> |
| Total Accounts Receivable | <u>5,607.20</u> |
| Other Current Assets | |
| 1100 · * Assessments Receivables | |
| 1102 · Annual Assessments | |
| 1105 · Combined Assessment Receivables | 3,172,450.72 |
| 1105b · Adjustments to Receivables | -34,086.58 |
| 2700 · Prepaid Assessments | -93,637.28 |
| Total 1102 · Annual Assessments | <u>3,044,726.86</u> |
| 1130 · Allowance for Doubtful Accounts | -2,260,733.40 |
| Total 1100 · * Assessments Receivables | <u>783,993.46</u> |
| 1300 · * Inventories | |
| 1302 · Retail Inventory | 11,379.12 |
| 1303 · Fuel Inventory | |
| 1303a · Gasoline | 1,823.95 |
| 1303b · Truck Diesel | -1,871.61 |
| 1303c · Off Road Diesel | 469.66 |
| 1303d · Propane | 2,067.77 |
| Total 1303 · Fuel Inventory | <u>2,489.77</u> |
| 1350 · Auction Property Tracts | 87,547.00 |
| Total 1300 · * Inventories | <u>101,415.89</u> |

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2016

| | <u>Dec 31, 2016</u> |
|---------------------------------------|----------------------------|
| 1400 - * Prepaid Accounts | |
| 1402 - Prepaid Insurance | |
| 1402a - Workers Comp | 8,078.00 |
| Total 1402 - Prepaid Insurance | <u>8,078.00</u> |
| Total 1400 - * Prepaid Accounts | 8,078.00 |
| 1700 - Deferred Tax Asset | 99,000.00 |
| Total Other Current Assets | <u>992,487.35</u> |
| Total Current Assets | 1,607,263.82 |
| Fixed Assets | |
| 1600 - * Fixed Assets | |
| 1601 - Land | 153,351.20 |
| 1602 - Orig Cost - Bldgs & Structures | 231,652.00 |
| 1603 - Furniture & Equipment | 44,959.00 |
| 1604 - Heavy Equipment | 164,647.97 |
| 1605 - Vehicles | 73,599.78 |
| 1606 - Improvements | 288,967.42 |
| 1607 - Property Owner Software | 94,804.00 |
| 1608 - Capital Improvements | 4,976.02 |
| 1611 - Smith Well | 25,062.81 |
| 1612 - Cabin Deck Replacement | 40,807.57 |
| 1613 - Facility Roof Replacement | 5,798.25 |
| 1614 - Construction in Progress | 10,747.85 |
| Total 1600 - * Fixed Assets | <u>1,139,373.87</u> |
| 1615 - Accumulated Depreciation | -518,087.85 |
| Total Fixed Assets | <u>621,286.02</u> |
| TOTAL ASSETS | <u><u>2,228,549.84</u></u> |

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2016

Dec 31, 2016

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2010 · Accounts Payable 40,597.32

Total Accounts Payable 40,597.32

Credit Cards

1095 · Mastercard 0158 3,658.08

Total Credit Cards 3,658.08

Other Current Liabilities

2100 · * Payroll Liabilities

2110 · Payroll Taxes Payable 835.72

2115 · Employee Insurance-Voluntary 38.74

2120 · Benefits Payable 5,433.66

Total 2100 · * Payroll Liabilities 6,308.12

2111 · Direct Deposit Liabilities 8,138.52

2240 · Employee Reimbursements Payable 60.34

2500 · * Taxes Payable

2510 · Sales Tax Payable 12,777.11

2515 · State Occupancy Tax - (T2) 1,304.91

2520 · County Hotel Tax - (T3) 4,235.14

2535 · Alcohol Sales Tax 18.86

2500 · * Taxes Payable - Other -3,278.54

Total 2500 · * Taxes Payable 15,057.48

2800 · * Deferred Income

2801 · Deferred Assessment Income 743,101.62

Total 2800 · * Deferred Income 743,101.62

Total Other Current Liabilities 772,666.08

Total Current Liabilities 816,921.48

Total Liabilities 816,921.48

Equity

3001 · Members Equity-Undesignated 317,141.13

3002 · Members Equity-Designated 356,797.92

3003 · Contributed Capital 87,296.00

3004 · Adj - Prior Year Collections -110,985.39

3900 · Retained Earnings 682,094.36

Net Income 79,284.34

Total Equity 1,411,628.36

TOTAL LIABILITIES & EQUITY 2,228,549.84

P.O.A.T.R.I./Terlingua Ranch Comparative Profit & Loss

| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2015</u> |
|---|-----------------------|-----------------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4001 - Assessment Related Revenue | | |
| 4005 - *Association Assessments | | |
| 4011 - NRC Income | 0.00 | 500.00 |
| 4012 - BVC Income | 100.00 | 637.55 |
| 4013 - SIA/SAC Supplemental Income | 2,797.40 | 705.55 |
| 4015 - Volunteer Assessments | 11,097.53 | 12,056.74 |
| 4018 - Assessment Rev-Prior to 2011 | 27,508.17 | 15,984.30 |
| 4030 - Assessment Interest, Late Fee | 9,149.57 | 9,949.38 |
| 4031 - 2011 Assessment Revenue | 8,805.45 | 4,053.06 |
| 4032 - 2012 Assessment Revenue | 12,277.36 | 7,785.25 |
| 4033 - 2013 Assessment Revenue | 15,892.34 | 12,408.47 |
| 4034 - 2014 Assessment Revenue | 16,833.97 | 29,606.07 |
| 4035 - 2015 Assessment Revenue | 34,439.90 | 401,160.04 |
| 4036 - 2016 Assessment Revenue | 384,513.81 | 0.00 |
| Total 4005 - *Association Assessments | <u>523,415.50</u> | <u>494,846.41</u> |
| Total 4001 - Assessment Related Revenue | 523,415.50 | 494,846.41 |
| 4020 - Property Auctions & Tax Sales | 13,870.56 | 5,416.32 |
| 4099 - Supplemental Revenue | | |
| 4150 - Lease Income | 0.00 | 1,375.00 |
| 4200 - *Cabin Income | | |
| 4210 - Cabin Room Rental Income | 234,644.78 | 257,303.04 |
| 4215 - Property Owner Discounts | -22,662.58 | -66,268.16 |
| 4216 - Other Cabin Discounts | -8,418.60 | -6,466.32 |
| Total 4200 - *Cabin Income | <u>203,563.60</u> | <u>184,568.56</u> |
| 4250 - RV/Campground Income | 19,693.04 | 14,804.20 |
| 4300 - * Restaurant Income | | |
| 4310 - Food Sales | 140,785.68 | 114,344.42 |
| 4311 - Alcohol Sales | 21,333.03 | 10,482.32 |
| 4315 - Bad Debt | 0.00 | -1,655.00 |
| Total 4300 - * Restaurant Income | <u>162,118.71</u> | <u>123,171.74</u> |
| 4400 - Retail Sales | 33,308.22 | 26,172.83 |
| 4500 - * Other Lodge Income | | |
| 4510 - Water Sales | 13,839.73 | 7,693.17 |
| 4515 - Pool Fees | 2,155.00 | 1,340.00 |
| 4520 - Laundromat Revenue | 8,231.75 | 7,607.00 |
| 4525 - Ice Revenue | 7,083.87 | 5,293.00 |
| Total 4500 - * Other Lodge Income | <u>31,310.35</u> | <u>21,933.17</u> |
| Total 4099 - Supplemental Revenue | <u>449,993.92</u> | <u>372,025.50</u> |

P.O.A.T.R.I./Terlingua Ranch Comparative Profit & Loss

| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2015</u> |
|--|-----------------------|-----------------------|
| 4600 · * Miscellaneous Income | | |
| 4526 · Timely Filed Discount | 256.31 | 338.69 |
| 4610 · Interest Income | 375.29 | 726.50 |
| 4615 · Donations | 434.45 | 254.61 |
| 4620 · Miscellaneous Income | 256.43 | 2,071.25 |
| Total 4600 · * Miscellaneous Income | <u>1,322.48</u> | <u>3,391.05</u> |
| Total Income | 988,602.46 | 875,679.28 |
| Cost of Goods Sold | | |
| 5000 · * Cost of Goods Sold | | |
| 5100 · * COGS - Restaurant | | |
| 5110 · COGS - Food | 102,051.18 | 66,639.37 |
| 5115 · COGS - Alcohol | 12,136.35 | 5,483.72 |
| Total 5100 · * COGS - Restaurant | <u>114,187.53</u> | <u>72,123.09</u> |
| 5210 · COGS - Retail | 12,775.86 | 14,517.02 |
| 5220 · COGS - Ice | 4,628.01 | 3,554.90 |
| Total 5000 · * Cost of Goods Sold | <u>131,591.40</u> | <u>90,195.01</u> |
| Total COGS | <u>131,591.40</u> | <u>90,195.01</u> |
| Gross Profit | 857,011.06 | 785,484.27 |
| Expense | | |
| 6000 · * Payroll Expenses | | |
| 6010 · Salaries and Wages | 393,879.85 | 318,217.48 |
| 6020 · Casual Labor | 0.00 | 4,172.49 |
| 6025 · Employer Payroll Tax | 34,918.51 | 29,657.53 |
| Total 6000 · * Payroll Expenses | <u>428,798.36</u> | <u>352,047.50</u> |
| 6050 · * Employee Benefits | | |
| 6052 · Employee Discounts | 1,091.59 | 874.24 |
| Total 6050 · * Employee Benefits | <u>1,091.59</u> | <u>874.24</u> |
| 6100 · * Utilities | | |
| 6110 · Electric | 18,944.18 | 22,653.78 |
| 6111 · Propane | 6,529.16 | 7,263.15 |
| 6112 · Telephone | 7,232.80 | 7,758.19 |
| 6113 · Garbage & Trash | 7,753.68 | 6,176.67 |
| 6114 · Water System | 531.35 | 441.34 |
| Total 6100 · * Utilities | <u>40,991.17</u> | <u>44,293.13</u> |

P.O.A.T.R.I./Terlingua Ranch Comparative Profit & Loss

| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2015</u> |
|---|-----------------------|-----------------------|
| 6130 - * Insurance | | |
| 6131 - Workers Comp | 13,089.00 | 11,172.00 |
| 6132 - Property Insurance | 31,674.99 | 16,353.73 |
| 6133 - General Liability | 6,989.40 | 6,084.78 |
| 6134 - Directors E&O | 10,250.00 | 3,840.76 |
| 6135 - Commercial Vehicle | 8,086.65 | 5,410.00 |
| 6136 - Heavy Equipment | 2,608.00 | 3,017.90 |
| 6137 - Surety Bonds | 100.00 | 100.00 |
| 6138 - Air Ambulance Insurance | 0.00 | 550.00 |
| 6139 - MDLive/Telemed | 195.50 | 569.50 |
| Total 6130 - * Insurance | <u>72,993.54</u> | <u>47,098.67</u> |
| 6150 - * Professional Fees | | |
| 6151 - Accounting | 11,500.00 | 12,311.80 |
| 6152 - Legal Fees | | |
| 6152a - Legal Fees - General | 15,130.83 | 30,168.60 |
| 6152b - Legal Fees - Road Issues | 25,449.02 | 10,866.50 |
| 6152c - Legal Fees - Assessments Issues | 1,058.50 | 8,635.50 |
| Total 6152 - Legal Fees | <u>41,638.35</u> | <u>49,670.60</u> |
| 6153 - Other Professional Fees | 1,582.00 | 1,475.00 |
| Total 6150 - * Professional Fees | <u>54,720.35</u> | <u>63,457.40</u> |
| 6200 - * Heavy Equipment Expense | | |
| 6201 - Heavy Equipment Repair | 10,424.26 | 14,825.89 |
| 6202 - Off Road Diesel | 7,787.53 | 8,987.04 |
| 6203 - Road Expense Miscellaneous | 6,931.98 | 3,233.87 |
| Total 6200 - * Heavy Equipment Expense | <u>25,143.77</u> | <u>27,046.80</u> |
| 6300 - * Vehicle Expense | | |
| 6301 - Gasoline | 12,372.39 | 9,678.56 |
| 6302 - Diesel | 7,026.65 | 1,866.22 |
| 6303 - Vehicle Repair | 6,317.23 | 5,547.63 |
| 6304 - Vehicle Miscellaneous | 5,227.97 | 562.79 |
| Total 6300 - * Vehicle Expense | <u>30,944.24</u> | <u>17,655.20</u> |
| 6400 - * Supplies & Equipment | | |
| 6405 - Cabin Accessories | 5,516.21 | 0.00 |
| 6410 - Housekeeping Supplies | 4,887.73 | 4,183.80 |
| 6415 - Maintenance Supplies | 9,178.20 | 5,015.64 |
| 6420 - Small tools & equipment | 10,174.93 | 2,886.97 |
| 6425 - Restaurant Supplies | 1,955.67 | 8,446.31 |
| Total 6400 - * Supplies & Equipment | <u>31,712.74</u> | <u>20,532.72</u> |
| 6450 - * Repairs & Maintenance | | |
| 6451 - Bldg/Structure Repairs & Maint | 15,453.00 | 31,201.76 |
| 6452 - Equipment Repairs | 2,140.17 | 4,953.28 |
| 6453 - Housekeeping | 4,182.50 | 26,630.50 |
| Total 6450 - * Repairs & Maintenance | <u>21,775.67</u> | <u>62,785.54</u> |

P.O.A.T.R.I./Terlingua Ranch Comparative Profit & Loss

| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2015</u> |
|---|-----------------------|-----------------------|
| 6500 · * Office Administrative Expense | | |
| 6510 · Office Supplies | 4,830.67 | 6,953.98 |
| 6511 · Printing | 27.98 | 0.00 |
| 6512 · Postage & Shipping | 2,807.28 | 4,552.25 |
| 6513 · Communications | 4,905.60 | 5,516.70 |
| 6514 · Credit Card Fees | 17,225.43 | 13,960.35 |
| 6515 · Newsletter | 5,038.12 | 3,212.50 |
| 6516 · Office Equipment | 1,901.23 | 59.81 |
| 6520 · Misc. Office Admin. | 5,186.08 | 1,599.47 |
| Total 6500 · * Office Administrative Expense | <u>41,922.39</u> | <u>35,855.06</u> |
| 6550 · * Other Administrative Expense | | |
| 6551 · Mileage Reimbursement | 1,086.48 | 303.21 |
| 6552 · Licenses and Permits | 1,136.79 | 3,991.38 |
| 6553 · Dues & Memberships | 620.67 | 1,103.27 |
| 6554 · Employee Housing Expense | 424.14 | 0.00 |
| Total 6550 · * Other Administrative Expense | <u>3,268.08</u> | <u>5,397.86</u> |
| 6560 · Property Tax | 15,176.95 | 14,403.58 |
| 6575 · Software Maintenance & Upgrades | 3,920.60 | 3,901.64 |
| 6600 · * Property Transfer Expense | | |
| 6610 · Filing Fees | 2,756.00 | 144.69 |
| Total 6600 · * Property Transfer Expense | <u>2,756.00</u> | <u>144.69</u> |
| 6700 · * Advertising & Promotion | | |
| 6715 · Bands & Entertainment | 1,202.80 | 612.67 |
| 6720 · Advertising | 1,504.68 | 0.00 |
| Total 6700 · * Advertising & Promotion | <u>2,707.48</u> | <u>612.67</u> |
| 6900 · * Miscellaneous Expense | | |
| 6910 · Cash Over/Short | 0.00 | 0.45 |
| 6915 · Miscellaneous Expense | 0.00 | 140.25 |
| 6925 · Reconciliation Discrepancies | 3.79 | 0.11 |
| Total 6900 · * Miscellaneous Expense | <u>3.79</u> | <u>140.81</u> |
| Total Expense | <u>777,926.72</u> | <u>696,247.51</u> |
| Net Ordinary Income | <u>79,084.34</u> | <u>89,236.76</u> |
| Other Income/Expense | | |
| Other Income | | |
| 7001 · Non-Cash Donations | 200.00 | 0.00 |
| Total Other Income | <u>200.00</u> | <u>0.00</u> |
| Other Expense | | |
| 8025 · Bad Debt Expense | 0.00 | 50,000.00 |
| 8050 · Depreciation Expense | 0.00 | 50,231.00 |
| Total 8000 · * Other Expenses | <u>0.00</u> | <u>100,231.00</u> |
| Total Other Expense | <u>0.00</u> | <u>100,231.00</u> |
| Net Other Income | <u>200.00</u> | <u>-100,231.00</u> |
| Net Income | <u>79,284.34</u> | <u>-10,994.24</u> |

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
 January through December 2016

| | <u>ACTUAL</u> | <u>BUDGET</u> |
|---|-----------------------|-----------------------|
| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2016</u> |
| Ordinary Income/Expense | | |
| Income | | |
| 4001 · Assessment Related Revenue | | |
| 4005 · *Association Assessments | | |
| 4011 · NRC Income | 0.00 | 336.00 |
| 4012 · BVC Income | 100.00 | 336.00 |
| 4013 · SIA/SAC Supplemental Income | 2,797.40 | 168.00 |
| 4015 · Volunteer Assessments | 11,097.53 | 13,368.00 |
| 4018 · Assessment Rev-Prior to 2011 | 27,508.17 | 11,004.00 |
| 4030 · Assessment Interest, Late Fee | 9,149.57 | 9,348.00 |
| 4031 · 2011 Assessment Revenue | 8,805.45 | 2,196.00 |
| 4032 · 2012 Assessment Revenue | 12,277.36 | 5,496.00 |
| 4033 · 2013 Assessment Revenue | 15,892.34 | 8,796.00 |
| 4034 · 2014 Assessment Revenue | 16,833.97 | 13,752.00 |
| 4035 · 2015 Assessment Revenue | 34,439.90 | 33,549.00 |
| 4036 · 2016 Assessment Revenue | 384,513.81 | 444,181.00 |
| Total 4005 · *Association Assessments | <u>523,415.50</u> | <u>542,530.00</u> |
| Total 4001 · Assessment Related Revenue | 523,415.50 | 542,530.00 |
| 4020 · Property Auctions & Tax Sales | 13,870.56 | 6,996.00 |
| 4099 · Supplemental Revenue | | |
| 4200 · *Cabin Income | | |
| 4210 · Cabin Room Rental Income | 234,644.78 | 185,004.00 |
| 4215 · Property Owner Discounts | -22,662.58 | 0.00 |
| 4216 · Other Cabin Discounts | -8,418.60 | 0.00 |
| Total 4200 · *Cabin Income | <u>203,563.60</u> | <u>185,004.00</u> |
| 4250 · RV/Campground Income | 19,693.04 | 15,000.00 |
| 4300 · * Restaurant Income | | |
| 4310 · Food Sales | 140,785.68 | 110,000.00 |
| 4311 · Alcohol Sales | 21,333.03 | 15,003.00 |
| Total 4300 · * Restaurant Income | <u>162,118.71</u> | <u>125,003.00</u> |
| 4400 · Retail Sales | 33,308.22 | 27,999.00 |
| 4500 · * Other Lodge Income | | |
| 4510 · Water Sales | 13,839.73 | 7,500.00 |
| 4515 · Pool Fees | 2,155.00 | 1,200.00 |
| 4520 · Laundromat Revenue | 8,231.75 | 6,996.00 |
| 4525 · Ice Revenue | 7,083.87 | 3,996.00 |
| Total 4500 · * Other Lodge Income | <u>31,310.35</u> | <u>19,692.00</u> |
| Total 4099 · Supplemental Revenue | 449,993.92 | 372,698.00 |

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through December 2016**

| | <u>ACTUAL</u> | <u>BUDGET</u> |
|--|-----------------------|-----------------------|
| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2016</u> |
| 4600 - * Miscellaneous Income | | |
| 4526 - Timely Filed Discount | 256.31 | 348.00 |
| 4610 - Interest Income | 375.29 | 600.00 |
| 4615 - Donations | 434.45 | 0.00 |
| 4620 - Miscellaneous Income | 256.43 | 1,200.00 |
| Total 4600 - * Miscellaneous Income | <u>1,322.48</u> | <u>2,148.00</u> |
| Total Income | <u>988,602.46</u> | <u>924,372.00</u> |
| Cost of Goods Sold | | |
| 5000 - * Cost of Goods Sold | | |
| 5100 - * COGS - Restaurant | | |
| 5110 - COGS - Food | 102,051.18 | 65,004.00 |
| 5115 - COGS - Alcohol | 12,136.35 | 5,004.00 |
| Total 5100 - * COGS - Restaurant | <u>114,187.53</u> | <u>70,008.00</u> |
| 5210 - COGS - Retail | 12,775.86 | 16,800.00 |
| 5220 - COGS - Ice | 4,628.01 | 3,000.00 |
| Total 5000 - * Cost of Goods Sold | <u>131,591.40</u> | <u>89,808.00</u> |
| Total COGS | <u>131,591.40</u> | <u>89,808.00</u> |
| Gross Profit | <u>857,011.06</u> | <u>834,564.00</u> |
| Expense | | |
| 6000 - * Payroll Expenses | | |
| 6010 - Salaries and Wages | 393,879.85 | 378,000.00 |
| 6025 - Employer Payroll Tax | 34,918.51 | 34,020.00 |
| Total 6000 - * Payroll Expenses | <u>428,798.36</u> | <u>412,020.00</u> |
| 6050 - * Employee Benefits | | |
| 6052 - Employee Discounts | 1,091.59 | 0.00 |
| Total 6050 - * Employee Benefits | <u>1,091.59</u> | <u>0.00</u> |
| 6100 - * Utilities | | |
| 6110 - Electric | 18,944.18 | 24,000.00 |
| 6111 - Propane | 6,529.16 | 6,000.00 |
| 6112 - Telephone | 7,232.80 | 7,500.00 |
| 6113 - Garbage & Trash | 7,753.68 | 6,804.00 |
| 6114 - Water System | 531.35 | 504.00 |
| Total 6100 - * Utilities | <u>40,991.17</u> | <u>44,808.00</u> |

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through December 2016**

| | <u>ACTUAL</u> | <u>BUDGET</u> |
|---|-----------------------|-----------------------|
| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2016</u> |
| 6130 - * Insurance | | |
| 6131 - Workers Comp | 13,089.00 | 8,000.00 |
| 6132 - Property Insurance | 31,674.99 | 17,000.00 |
| 6133 - General Liability | 6,989.40 | 7,500.00 |
| 6134 - Directors E&O | 10,250.00 | 8,000.00 |
| 6135 - Commercial Vehicle | 8,086.65 | 5,500.00 |
| 6136 - Heavy Equipment | 2,608.00 | 3,200.00 |
| 6137 - Surety Bonds | 100.00 | 100.00 |
| 6138 - Air Ambulance Insurance | 0.00 | 660.00 |
| 6139 - MDLive/Telemed | 195.50 | 0.00 |
| Total 6130 - * Insurance | <u>72,993.54</u> | <u>49,960.00</u> |
| 6150 - * Professional Fees | | |
| 6151 - Accounting | 11,500.00 | 13,750.00 |
| 6152 - Legal Fees | | |
| 6152a - Legal Fees - General | 15,130.83 | 5,004.00 |
| 6152b - Legal Fees - Road Issues | 25,449.02 | 35,004.00 |
| 6152c - Legal Fees - Assessments Issues | 1,058.50 | 15,000.00 |
| Total 6152 - Legal Fees | <u>41,638.35</u> | <u>55,008.00</u> |
| 6153 - Other Professional Fees | 1,582.00 | 2,000.00 |
| Total 6150 - * Professional Fees | <u>54,720.35</u> | <u>70,758.00</u> |
| 6200 - * Heavy Equipment Expense | | |
| 6201 - Heavy Equipment Repair | 10,424.26 | 20,004.00 |
| 6202 - Off Road Diesel | 7,787.53 | 9,996.00 |
| 6203 - Road Expense Miscellaneous | 6,931.98 | 3,696.00 |
| Total 6200 - * Heavy Equipment Expense | <u>25,143.77</u> | <u>33,696.00</u> |
| 6300 - * Vehicle Expense | | |
| 6301 - Gasoline | 12,372.39 | 9,000.00 |
| 6302 - Diesel | 7,026.65 | 3,000.00 |
| 6303 - Vehicle Repair | 6,317.23 | 9,000.00 |
| 6304 - Vehicle Miscellaneous | 5,227.97 | 504.00 |
| Total 6300 - * Vehicle Expense | <u>30,944.24</u> | <u>21,504.00</u> |
| 6400 - * Supplies & Equipment | | |
| 6405 - Cabin Accessories | 5,516.21 | 0.00 |
| 6410 - Housekeeping Supplies | 4,887.73 | 5,496.00 |
| 6415 - Maintenance Supplies | 9,178.20 | 6,504.00 |
| 6420 - Small tools & equipment | 10,174.93 | 3,996.00 |
| 6425 - Restaurant Supplies | 1,955.67 | 6,996.00 |
| Total 6400 - * Supplies & Equipment | <u>31,712.74</u> | <u>22,992.00</u> |
| 6450 - * Repairs & Maintenance | | |
| 6451 - Bldg/Structure Repairs & Maint | 15,453.00 | 35,004.00 |
| 6452 - Equipment Repairs | 2,140.17 | 2,496.00 |
| 6453 - Housekeeping | 4,182.50 | 5,496.00 |
| Total 6450 - * Repairs & Maintenance | <u>21,775.67</u> | <u>42,996.00</u> |

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through December 2016**

| | <u>ACTUAL</u> | <u>BUDGET</u> |
|---|-----------------------|-----------------------|
| | <u>Jan - Dec 2016</u> | <u>Jan - Dec 2016</u> |
| 6500 · * Office Administrative Expense | | |
| 6510 · Office Supplies | 4,830.67 | 6,504.00 |
| 6511 · Printing | 27.98 | 4,495.00 |
| 6512 · Postage & Shipping | 2,807.28 | 4,997.00 |
| 6513 · Communications | 4,905.60 | 1,752.00 |
| 6514 · Credit Card Fees | 17,225.43 | 14,436.00 |
| 6515 · Newsletter | 5,038.12 | 6,000.00 |
| 6516 · Office Equipment | 1,901.23 | 1,500.00 |
| 6520 · Misc. Office Admin. | 5,186.08 | 1,500.00 |
| Total 6500 · * Office Administrative Expense | <u>41,922.39</u> | <u>41,184.00</u> |
| 6550 · * Other Administrative Expense | | |
| 6551 · Mileage Reimbursement | 1,086.48 | 300.00 |
| 6552 · Licenses and Permits | 1,136.79 | 3,000.00 |
| 6553 · Dues & Memberships | 620.67 | 996.00 |
| 6554 · Employee Housing Expense | 424.14 | 0.00 |
| Total 6550 · * Other Administrative Expense | <u>3,268.08</u> | <u>4,296.00</u> |
| 6560 · Property Tax | 15,176.95 | 15,000.00 |
| 6575 · Software Maintenance & Upgrades | 3,920.60 | 3,996.00 |
| 6600 · * Property Transfer Expense | | |
| 6610 · Filing Fees | 2,756.00 | 756.00 |
| 6612 · Misc Collections Expense | 0.00 | 9,996.00 |
| Total 6600 · * Property Transfer Expense | <u>2,756.00</u> | <u>10,752.00</u> |
| 6700 · * Advertising & Promotion | | |
| 6715 · Bands & Entertainment | 1,202.80 | 2,400.00 |
| 6720 · Advertising | 1,504.68 | 0.00 |
| 6700 · * Advertising & Promotion - Other | 0.00 | 2,004.00 |
| Total 6700 · * Advertising & Promotion | <u>2,707.48</u> | <u>4,404.00</u> |
| 6900 · * Miscellaneous Expense | | |
| 6915 · Miscellaneous Expense | 0.00 | 504.00 |
| 6925 · Reconciliation Discrepancies | 3.79 | 0.00 |
| Total 6900 · * Miscellaneous Expense | <u>3.79</u> | <u>504.00</u> |
| Total Expense | <u>777,926.72</u> | <u>778,870.00</u> |
| Net Ordinary Income | 79,084.34 | 55,694.00 |
| Other Income/Expense | | |
| Other Income | | |
| 7001 · Non-Cash Donations | 200.00 | 0.00 |
| Total Other Income | <u>200.00</u> | <u>0.00</u> |
| Net Other Income | <u>200.00</u> | <u>0.00</u> |
| Net Income | <u>79,284.34</u> | <u>55,694.00</u> |

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2016

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 |
| 4020 · Property Auctions & Tax Sales | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 4099 · Supplemental Revenue | 203,564 | 51 | 7,109 | 8,232 | 2,155 | 162,119 | 33,281 | 19,645 | 13,840 | 449,998 |
| 4600 · * Miscellaneous Income | 0 | 400 | 0 | 0 | 0 | 83 | 7 | 0 | 0 | 490 |
| Total Income | 203,564 | 451 | 7,109 | 8,232 | 2,155 | 162,202 | 33,288 | 19,645 | 13,840 | 450,486 |
| Cost of Goods Sold | | | | | | | | | | |
| 6000 · * Cost of Goods Sold | 0 | 0 | 4,383 | 0 | 0 | 114,188 | 12,963 | 0 | 0 | 131,534 |
| Total COGS | 0 | 0 | 4,383 | 0 | 0 | 114,188 | 12,963 | 0 | 0 | 131,534 |
| Gross Profit | 203,564 | 451 | 2,726 | 8,232 | 2,155 | 48,014 | 20,325 | 19,645 | 13,840 | 318,952 |
| Expense | | | | | | | | | | |
| 6000 · * Payroll Expenses | 48,055 | 84,869 | 0 | 1,380 | 6,448 | 116,219 | 0 | 0 | 0 | 257,071 |
| 6050 · * Employee Benefits | 0 | 0 | 0 | 0 | 0 | 0 | 1,092 | 0 | 0 | 1,092 |
| 6100 · * Utilities | 5,135 | 9,610 | 0 | 4,060 | (1) | 8,708 | 0 | 1,324 | 0 | 28,834 |
| 6130 · * Insurance | 0 | 859 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 859 |
| 6150 · * Professional Fees | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6200 · * Heavy Equipment Expense | 0 | 0 | 0 | 47 | 0 | 0 | 0 | 0 | 0 | 47 |
| 6300 · * Vehicle Expense | 0 | 1,618 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,618 |
| 6400 · * Supplies & Equipment | 14,546 | 7,031 | 0 | 1,883 | 1,308 | 4,747 | 0 | 0 | 0 | 29,313 |
| 6450 · * Repairs & Maintenance | 5,188 | 10,865 | 0 | 942 | 1,433 | 1,987 | 0 | 100 | 0 | 20,515 |
| 6500 · * Office Administrative Expense | 10 | 2,858 | 0 | 12 | 0 | 449 | 99 | 0 | 0 | 3,428 |
| 6550 · * Other Administrative Expense | 0 | 898 | 0 | 43 | 0 | 80 | 0 | 0 | 0 | 1,021 |
| 6560 · Property Tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6575 · Software Maintenance & Upgrades | 0 | 30 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 30 |
| 6600 · * Property Transfer Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 6700 · * Advertising & Promotion | 0 | 2,482 | 0 | 0 | 0 | 50 | 0 | 0 | 0 | 2,532 |
| 6900 · * Miscellaneous Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Expense | 72,934 | 121,220 | 0 | 8,167 | 9,188 | 132,238 | 1,191 | 1,424 | 0 | 346,360 |
| Net Ordinary Income | 130,630 | (120,769) | 2,726 | 65 | (7,031) | (84,224) | 19,134 | 18,221 | 13,840 | (27,408) |
| Other Income/Expense | | | | | | | | | | |
| Other Income | | | | | | | | | | |
| 7001 · Non-Cash Donations | 0 | 200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 200 |
| Total Other Income | 0 | 200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 200 |
| Total Other Expense | | | | | | | | | | |
| Total Other Expense | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Other Income | 0 | 200 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 200 |
| | 130,630 | (120,569) | 2,726 | 65 | (7,031) | (84,224) | 19,134 | 18,221 | 13,840 | (27,208) |

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2016

NON-SUPPLEMENTAL CLASS (COST CENTER)

| | General & Admin | Road Maintenance | Water System | TOTAL NON-SUPPLEMENTAL | TOTAL ALL CLASSES |
|--|-----------------|------------------|----------------|------------------------|-------------------|
| Ordinary Income/Expense | | | | | |
| Income | | | | | |
| 4001 · Assessment Related Revenue | 523,416 | 0 | 0 | 523,416 | 523,416 |
| 4020 · Property Auctions & Tax Sales | 13,871 | 0 | 0 | 13,871 | 13,871 |
| 4099 · Supplemental Revenue | 0 | 0 | 0 | 0 | 449,988 |
| 4800 · * Miscellaneous Income | 832 | 0 | 0 | 832 | 1,322 |
| Total Income | 538,119 | 0 | 0 | 538,119 | 988,605 |
| Cost of Goods Sold | | | | | |
| 5000 · * Cost of Goods Sold | 0 | 58 | 0 | 58 | 131,592 |
| Total COGS | 0 | 58 | 0 | 58 | 131,592 |
| Gross Profit | 538,119 | (58) | 0 | 538,061 | 857,013 |
| Expense | | | | | |
| 6000 · * Payroll Expenses | 104,446 | 64,554 | 2,728 | 171,728 | 428,789 |
| 6050 · * Employee Benefits | 0 | 0 | 0 | 0 | 1,082 |
| 6100 · * Utilities | 9,660 | 702 | 1,788 | 12,158 | 40,992 |
| 6130 · * Insurance | 69,527 | 2,608 | 0 | 72,135 | 72,994 |
| 6150 · * Professional Fees | 54,720 | 191 | 0 | 54,911 | 54,911 |
| 6200 · * Heavy Equipment Expense | 14 | 25,083 | 0 | 25,097 | 25,144 |
| 6300 · * Vehicle Expense | 3,755 | 25,571 | 0 | 29,326 | 30,944 |
| 6400 · * Supplies & Equipment | 628 | 1,290 | 481 | 2,399 | 31,712 |
| 6480 · * Repairs & Maintenance | 185 | 0 | 1,088 | 1,281 | 21,776 |
| 6500 · * Office Administrative Expense | 38,268 | 116 | 111 | 38,495 | 41,923 |
| 6550 · * Other Administrative Expense | 1,427 | 820 | 0 | 2,247 | 3,288 |
| 6560 · Property Tax | 15,177 | 0 | 0 | 15,177 | 15,177 |
| 6575 · Software Maintenance & Upgrades | 3,891 | 0 | 0 | 3,891 | 3,921 |
| 6600 · * Property Transfer Expense | 2,756 | 0 | 0 | 2,756 | 2,756 |
| 6700 · * Advertising & Promotion | 175 | 0 | 0 | 175 | 2,707 |
| 6900 · * Miscellaneous Expense | 4 | 0 | 0 | 4 | 4 |
| Total Expense | 304,643 | 120,935 | 6,182 | 431,760 | 778,120 |
| Not Ordinary Income | 233,476 | (120,993) | (6,182) | 106,301 | 78,893 |
| Other Income/Expense | | | | | |
| Other Income | | | | | |
| 7001 · Non-Cash Donations | 0 | 0 | 0 | 0 | 200 |
| Total Other Income | 0 | 0 | 0 | 0 | 200 |
| Other Expense | | | | | |
| Total Other Expense | 0 | 0 | 0 | 0 | 0 |
| Net Other Income | 0 | 0 | 0 | 0 | 200 |
| | 233,476 | (120,993) | (6,182) | 106,301 | 79,093 |

PROPERTY OWNERS ASSOCIATION, TERLINGUA RANCH, INC.**CASH FINANCIAL SUMMARY****For the Calendar Year Ended 12-31-16**

| | |
|--|----------------------------|
| Beginning Funds in Bank Accounts 1-1-16 | \$ 570,388.90 |
| Ending Funds in Bank Accounts 12/31/16 | 609,169.27 |
| Net Increase in Funds in Bank Accounts | <u>\$ 38,780.37</u> |

Sources of Funds:

| | |
|--|-----------------------------|
| Assessments | \$ 523,415.50 |
| Supplemental Revenue | 449,993.92 |
| Property Auctions & Tax Sales | 13,870.56 |
| Miscellaneous Revenue | 1,322.48 |
| Donated Materials | 200.00 |
| - subtotal Total Sources | <u>\$ 988,802.46</u> |

Operating Uses of Funds:

| | |
|--|----------------------------|
| Cost of Goods Sold | (131,591.40) |
| Payroll | (428,798.36) |
| Discounts | (1,091.59) |
| Utilities | (40,991.17) |
| Insurance | (72,993.54) |
| Professional Fees | (54,720.35) |
| Heavy Equipment Expense | (25,143.77) |
| Vehicle Expense | (30,944.24) |
| Supplies & Equipment | (31,712.74) |
| Repairs & Maintenance | (21,775.67) |
| Office Administrative Expense | (41,922.39) |
| Other Admin Expense | (3,268.08) |
| Property Tax | (15,176.95) |
| Software Maintenance & Upgrades | (3,920.60) |
| Property Transfer Expense | (2,756.00) |
| Advertising & Promotion | (2,707.48) |
| Miscellaneous Expense | (3.79) |
| - subtotal Operating Uses | <u>(909,518.12)</u> |
| - Subtotal after Operations | 79,284.34 |

Other Sources/(Uses) of Funds:

| | | |
|--|----------------------------|--|
| Incr in Accounts Receivable | (5,383.58) | amt withheld from merchant payments in error |
| Incr in Prepaid Assessments | 39,683.71 | paid in advance of 2017 |
| Decr in Assessments Receivable | (698.74) | |
| Decr in Inventories | 7,319.17 | amt of 2015 inventories used in 2016 |
| Incr in Prepaid Insurance | (298.00) | |
| Incr in Fixed Assets | (98,213.49) | amt spent for fixed assets |
| Incr in Accounts Payable | 9,786.84 | add'l amt not paid for bills in 2016 |
| Incr in Credit Card Balance Payable | 1,710.15 | add'l amt not paid for cr card bills in 2016 |
| Decr in Payroll Liabilities | (2,801.96) | payroll liabilities carried forward from 2015 paid in 2016 |
| Incr in Employee Reimbursements Payable | 60.34 | employee reimbursement not paid as of 12/31/16 |
| Incr in Taxes Payable | 8,331.59 | add'l amt not paid for taxes in 2016 |
| - subtotal Other Sources/Uses | <u>(40,503.97)</u> | |
| Net Increase in Funds in Bank | <u>\$ 38,780.37</u> | |