

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of September 30, 2016

10/27/16
 Accrual Basis

	Sep 30, 16	Dec 31, 15	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1011 · Operating Account	23,785.90	9,702.12	14,083.78
1012 · Deposit Account	260,329.01	223,177.26	37,151.75
1013 · Payroll Account	2,129.14	-2,356.56	4,485.70
1014 · Petty Cash Bank Account	0.00	685.43	-685.43
1015 · FDSB Reserve Account	150,054.65	136,859.62	13,195.03
1017 · WTNB Contingency Fund	200,669.64	201,700.36	-1,030.72
1030 · * Petty Cash in Office			
1031 · Office Petty Cash	716.49	579.24	137.25
1032 · Resort Registers/Petty Cash	91.83	-58.57	150.40
1033 · Laundry Change Machine	100.00	100.00	0.00
Total 1030 · * Petty Cash in Office	908.32	620.67	287.65
Total Checking/Savings	637,876.66	570,388.90	67,487.76
Accounts Receivable			
1201 · Accounts Receivable			
1220 · Merchant Account Receivables	6,204.07	574.57	5,629.50
1201 · Accounts Receivable - Other	-693.87	-350.95	-342.92
Total 1201 · Accounts Receivable	5,510.20	223.62	5,286.58
Total Accounts Receivable	5,510.20	223.62	5,286.58
Other Current Assets			
1065 · Undeposited Funds	-145.77	-242.95	97.18
1100 · * Assessments Receivables			
1102 · Annual Assessments			
1105 · Combined Assessment Receivabl...	3,172,450.72	3,283,193.80	-110,743.08
1105b · Adjustments to Receivables	-34,086.58	0.00	-34,086.58
2700 · Prepaid Assessments	-8.00	-53,953.57	53,945.57
Total 1102 · Annual Assessments	3,138,356.14	3,229,240.23	-90,884.09
1130 · Allowance for Doubtful Accounts	-2,261,083.33	-2,295,276.41	34,193.08
Total 1100 · * Assessments Receivables	877,272.81	933,963.82	-56,691.01
1300 · * Inventories			
1302 · Retail Inventory	11,020.88	9,500.17	1,520.71
1303 · Fuel Inventory			
1303a · Gasoline	2,910.89	3,036.17	-125.28
1303b · Truck Diesel	2,200.90	5,155.04	-2,954.14
1303c · Off Road Diesel	1,255.04	1,481.35	-226.31
1303d · Propane	143.07	2,015.33	-1,872.26
Total 1303 · Fuel Inventory	6,509.90	11,687.89	-5,177.99
1350 · Auction Property Tracts	87,547.00	87,547.00	0.00
Total 1300 · * Inventories	105,077.78	108,735.06	-3,657.28
1400 · * Prepaid Accounts			
1402 · Prepaid Insurance			
1402a · Workers Comp	0.00	7,780.00	-7,780.00
Total 1402 · Prepaid Insurance	0.00	7,780.00	-7,780.00
Total 1400 · * Prepaid Accounts	0.00	7,780.00	-7,780.00
1700 · Deferred Tax Asset	99,000.00	99,000.00	0.00
Total Other Current Assets	1,081,204.82	1,149,235.93	-68,031.11
Total Current Assets	1,724,591.66	1,719,848.45	4,743.23
Fixed Assets			

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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	45,854.44	33,779.78	12,074.66
1604 · Heavy Equipment	136,449.07	136,449.07	0.00
1605 · Vehicles	55,262.06	41,165.35	14,096.71
1606 · Improvements	278,290.38	273,579.28	4,711.10
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	2,762.31	0.00	2,762.31
1611 · Smith Well	19,026.03	19,026.03	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	10,747.85	10,747.85	0.00
Total 1600 · * Fixed Assets	1,074,805.16	1,041,160.38	33,644.78
1615 · Accumulated Depreciation	-518,087.85	-518,087.85	0.00
Total Fixed Assets	556,717.31	523,072.53	33,644.78
TOTAL ASSETS	2,281,308.99	2,242,920.98	38,388.01
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 · Accounts Payable	15,237.77	30,810.48	-15,572.71
Total Accounts Payable	15,237.77	30,810.48	-15,572.71
Credit Cards			
1060 · VISA	0.00	0.80	-0.80
1070 · Mastercard 0868	0.00	1,947.13	-1,947.13
1095 · Mastercard 0158	3,788.17	0.00	3,788.17
Total Credit Cards	3,788.17	1,947.93	1,840.24
Other Current Liabilities			
2100 · * Payroll Liabilities			
2110 · Payroll Taxes Payable	403.29	3,596.36	-3,193.07
2115 · Employee Insurance-Voluntary	13.51	80.06	-66.55
2120 · Benefits Payable	5,433.66	5,433.66	0.00
Total 2100 · * Payroll Liabilities	5,850.46	9,110.08	-3,259.62
2111 · Direct Deposit Liabilities	8,138.52	8,138.52	0.00
2240 · Employee Reimbursements Payable	60.34	0.00	60.34
2500 · * Taxes Payable			
2510 · Sales Tax Payable	9,324.19	1,166.98	8,157.21
2515 · State Occupancy Tax - (T2)	1,304.91	1,304.91	0.00
2520 · County Hotel Tax - (T3)	4,235.14	4,235.14	0.00
2535 · Alcohol Sales Tax	18.86	18.86	0.00
2500 · * Taxes Payable - Other	-5,570.27	0.00	-5,570.27
Total 2500 · * Taxes Payable	9,312.83	6,725.89	2,586.94
2800 · * Deferred Income			
2801 · Deferred Assessment Income	743,101.62	743,101.62	0.00
Total 2800 · * Deferred Income	743,101.62	743,101.62	0.00
Total Other Current Liabilities	766,463.77	767,076.11	-612.34
Total Current Liabilities	785,489.71	799,834.52	-14,344.81
Total Liabilities	785,489.71	799,834.52	-14,344.81
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

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3003 - Contributed Capital	87,296.00	87,296.00	0.00
3004 - Adj - Prior Year Collections	-110,985.39	0.00	-110,985.39
3900 - Retained Earnings	681,851.41	693,088.60	-11,237.19
Net Income	163,718.21	-11,237.19	174,955.40
Total Equity	<u>1,495,819.28</u>	<u>1,443,086.46</u>	<u>52,732.82</u>
TOTAL LIABILITIES & EQUITY	<u>2,281,308.99</u>	<u>2,242,920.98</u>	<u>38,388.01</u>

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2016

	<u>Jan - Sep 2016</u>	<u>Jan - Sep 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	1,815.60	350.10
4015 · Volunteer Assessments	10,922.53	11,340.60
4018 · Assessment Rev-Prior to 2011	24,812.12	8,688.86
4030 · Assessment Interest, Late Fee	7,402.37	7,234.11
4031 · 2011 Assessment Revenue	7,480.57	3,164.25
4032 · 2012 Assessment Revenue	10,308.22	6,627.65
4033 · 2013 Assessment Revenue	12,929.08	11,137.26
4034 · 2014 Assessment Revenue	13,854.77	26,455.49
4035 · 2015 Assessment Revenue	30,107.69	392,527.43
4036 · 2016 Assessment Revenue	366,413.89	0.00
Total 4005 · *Association Assessments	<u>486,146.84</u>	<u>468,663.30</u>
Total 4001 · Assessment Related Revenue	486,146.84	468,663.30
4020 · Property Auctions & Tax Sales	1,484.00	5,037.32
4099 · Supplemental Revenue		
4150 · Lease Income	0.00	375.00
4200 · *Cabin Income		
4210 · Cabin Room Rental Income	170,576.50	181,145.86
4215 · Property Owner Discounts	-14,528.10	-47,230.78
4216 · Other Cabin Discounts	-6,462.73	-5,440.67
Total 4200 · *Cabin Income	<u>149,585.67</u>	<u>128,474.41</u>
4250 · RV/Campground Income	14,673.44	10,378.40
4300 · * Restaurant Income		
4310 · Food Sales	101,221.32	80,628.35
4311 · Alcohol Sales	16,256.62	6,558.22
4315 · Bad Debt	0.00	-1,655.00
Total 4300 · * Restaurant Income	<u>117,477.94</u>	<u>85,531.57</u>
4400 · Retail Sales	23,211.49	18,750.04
4500 · * Other Lodge Income		
4510 · Water Sales	11,583.31	5,829.33
4515 · Pool Fees	2,080.00	1,295.00
4520 · Laundromat Revenue	6,033.50	5,561.75
4525 · Ice Revenue	5,042.00	3,848.00
4500 · * Other Lodge Income - Other	0.00	0.00
Total 4500 · * Other Lodge Income	<u>24,738.81</u>	<u>16,534.08</u>
Total 4099 · Supplemental Revenue	<u>329,687.35</u>	<u>260,043.50</u>

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	<u>Jan - Sep 2016</u>	<u>Jan - Sep 2015</u>
4600 · * Miscellaneous Income		
4526 · Timely Filed Discount	0.00	122.32
4610 · Interest Income	291.22	649.18
4615 · Donations	250.00	4.33
4620 · Miscellaneous Income	209.51	1,431.46
Total 4600 · * Miscellaneous Income	<u>750.73</u>	<u>2,207.29</u>
46010 · Returned Check Charges	0.00	5.00
Total Income	<u>818,068.92</u>	<u>735,956.41</u>
Cost of Goods Sold		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	71,360.33	44,720.74
5115 · COGS - Alcohol	8,101.33	2,585.33
Total 5100 · * COGS - Restaurant	<u>79,461.66</u>	<u>47,306.07</u>
5210 · COGS - Retail	8,565.66	11,089.69
5220 · COGS - Ice	3,430.28	2,269.22
Total 5000 · * Cost of Goods Sold	<u>91,457.60</u>	<u>60,664.98</u>
Total COGS	<u>91,457.60</u>	<u>60,664.98</u>
Gross Profit	726,611.32	675,291.43
Expense		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	283,118.32	254,151.74
6020 · Casual Labor	0.00	4,268.68
6025 · Employer Payroll Tax	25,755.24	22,762.84
Total 6000 · * Payroll Expenses	<u>308,873.56</u>	<u>281,183.26</u>
6050 · * Employee Benefits		
6052 · Employee Discounts	877.92	653.24
Total 6050 · * Employee Benefits	<u>877.92</u>	<u>653.24</u>
6100 · * Utilities		
6110 · Electric	16,399.14	19,073.60
6111 · Propane	5,147.29	5,313.52
6112 · Telephone	5,220.89	5,263.00
6113 · Garbage & Trash	7,343.86	4,620.18
6114 · Water System	378.10	268.74
Total 6100 · * Utilities	<u>34,489.28</u>	<u>34,539.04</u>
6130 · * Insurance		
6131 · Workers Comp	13,089.00	11,172.00
6132 · Property Insurance	11,226.70	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	7,731.65	5,410.00
6136 · Heavy Equipment	0.00	3,017.90
6137 · Surety Bonds	100.00	100.00
6139 · MDLive/Telemed	195.50	348.50
Total 6130 · * Insurance	<u>49,582.25</u>	<u>46,327.67</u>

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2016

	<u>Jan - Sep 2016</u>	<u>Jan - Sep 2015</u>
6150 · * Professional Fees		
6151 · Accounting	11,500.00	12,311.80
6152 · Legal Fees		
6152a · Legal Fees - General	11,900.83	17,718.10
6152b · Legal Fees - Road Issues	21,653.50	5,896.50
6152c · Legal Fees - Assessments Issues	1,058.50	2,112.50
Total 6152 · Legal Fees	<u>34,612.83</u>	<u>25,727.10</u>
6153 · Other Professional Fees	1,582.00	1,475.00
Total 6150 · * Professional Fees	<u>47,694.83</u>	<u>39,513.90</u>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	10,093.48	3,947.65
6202 · Off Road Diesel	7,002.15	8,071.47
6203 · Road Expense Miscellaneous	6,268.33	3,012.10
Total 6200 · * Heavy Equipment Expense	<u>23,363.96</u>	<u>15,031.22</u>
6300 · * Vehicle Expense		
6301 · Gasoline	6,559.88	8,572.74
6302 · Diesel	2,954.14	1,666.90
6303 · Vehicle Repair	6,317.23	4,390.33
6304 · Vehicle Miscellaneous	4,787.25	0.00
Total 6300 · * Vehicle Expense	<u>20,618.50</u>	<u>14,629.97</u>
6400 · * Supplies & Equipment		
6410 · Housekeeping Supplies	7,994.70	3,534.68
6415 · Maintenance Supplies	8,313.03	4,886.38
6420 · Small tools & equipment	4,863.10	2,811.31
6425 · Restaurant Supplies	1,555.75	7,075.82
Total 6400 · * Supplies & Equipment	<u>22,726.58</u>	<u>18,308.19</u>
6450 · * Repairs & Maintenance		
6451 · Bldg/Structure Repairs & Maint	13,985.94	31,195.66
6452 · Equipment Repairs	1,771.94	4,937.06
6453 · Housekeeping	4,182.50	19,600.50
Total 6450 · * Repairs & Maintenance	<u>19,940.38</u>	<u>55,733.22</u>
6500 · * Office Administrative Expense		
6510 · Office Supplies	3,998.82	4,233.86
6511 · Printing	27.98	0.00
6512 · Postage & Shipping	1,222.73	1,832.34
6513 · Communications	0.00	1,250.20
6514 · Credit Card Fees	12,581.43	10,191.76
6515 · Newsletter	2,647.60	3,212.50
6516 · Office Equipment	1,614.28	59.81
6520 · Misc. Office Admin.	3,128.45	1,039.38
Total 6500 · * Office Administrative Expense	<u>25,221.29</u>	<u>21,819.85</u>

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2016

	<u>Jan - Sep 2016</u>	<u>Jan - Sep 2015</u>
6550 · * Other Administrative Expense		
6551 · Mileage Reimbursement	1,086.48	185.33
6552 · Licenses and Permits	772.79	3,225.61
6553 · Dues & Memberships	606.67	706.67
6554 · Employee Housing Expense	424.14	0.00
Total 6550 · * Other Administrative Expense	<u>2,890.08</u>	<u>4,117.61</u>
6560 · Property Tax	0.00	-155.09
6575 · Software Maintenance & Upgrades	2,792.21	3,094.70
6600 · * Property Transfer Expense		
6610 · Filing Fees	2,392.00	144.69
Total 6600 · * Property Transfer Expense	<u>2,392.00</u>	<u>144.69</u>
6700 · * Advertising & Promotion		
6715 · Bands & Entertainment	417.67	466.91
6720 · Advertising	1,208.40	0.00
Total 6700 · * Advertising & Promotion	<u>1,626.07</u>	<u>466.91</u>
6900 · * Miscellaneous Expense		
6910 · Cash Over/Short	0.00	0.00
6915 · Miscellaneous Expense	0.00	140.25
6925 · Reconciliation Discrepancies	4.20	0.00
Total 6900 · * Miscellaneous Expense	<u>4.20</u>	<u>140.25</u>
Total Expense	<u>563,093.11</u>	<u>535,548.63</u>
Net Ordinary Income	<u>163,518.21</u>	<u>139,742.80</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>
Net Other Income	<u>200.00</u>	<u>0.00</u>
Net Income	<u><u>163,718.21</u></u>	<u><u>139,742.80</u></u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through September 2016

	ACTUAL	BUDGET	ANNUAL BUDGET
	Jan - Sep 2016	Jan - Sep 2016	Jan - Dec 2016
Ordinary Income/Expense			
Income			
4001 - Assessment Related Revenue			
4005 - *Association Assessments			
4011 - NRC Income	0.00	252.00	336.00
4012 - BVC Income	100.00	252.00	336.00
4013 - SIA/SAC Supplemental Income	1,815.60	126.00	168.00
4015 - Volunteer Assessments	10,922.53	12,573.00	13,368.00
4018 - Assessment Rev-Prior to 2011	24,812.12	8,253.00	11,004.00
4030 - Assessment Interest, Late Fee	7,402.37	7,011.00	9,348.00
4031 - 2011 Assessment Revenue	7,480.57	1,647.00	2,196.00
4032 - 2012 Assessment Revenue	10,308.22	4,122.00	5,496.00
4033 - 2013 Assessment Revenue	12,929.08	6,597.00	8,796.00
4034 - 2014 Assessment Revenue	13,854.77	10,314.00	13,752.00
4035 - 2015 Assessment Revenue	30,107.69	29,979.00	33,549.00
4036 - 2016 Assessment Revenue	366,413.89	435,164.00	444,181.00
Total 4005 - *Association Assessments	486,146.84	516,290.00	542,530.00
Total 4001 - Assessment Related Revenue	486,146.84	516,290.00	542,530.00
4020 - Property Auctions & Tax Sales	1,484.00	5,247.00	6,996.00
4099 - Supplemental Revenue			
4200 - *Cabin Income			
4210 - Cabin Room Rental Income	170,576.50	130,391.00	185,004.00
4215 - Property Owner Discounts	-14,528.10	0.00	0.00
4216 - Other Cabin Discounts	-6,462.73	0.00	0.00
Total 4200 - *Cabin Income	149,585.67	130,391.00	185,004.00
4250 - RV/Campground Income	14,673.44	11,250.00	15,000.00
4300 - * Restaurant Income			
4310 - Food Sales	101,221.32	77,715.00	110,000.00
4311 - Alcohol Sales	16,256.62	10,600.00	15,003.00
Total 4300 - * Restaurant Income	117,477.94	88,315.00	125,003.00
4400 - Retail Sales	23,211.49	19,782.00	27,999.00
4500 - * Other Lodge Income			
4510 - Water Sales	11,583.31	5,625.00	7,500.00
4515 - Pool Fees	2,080.00	900.00	1,200.00
4520 - Laundromat Revenue	6,033.50	5,247.00	6,996.00
4525 - Ice Revenue	5,042.00	2,997.00	3,996.00
Total 4500 - * Other Lodge Income	24,738.81	14,769.00	19,692.00
Total 4099 - Supplemental Revenue	329,687.35	264,507.00	372,698.00
4600 - * Miscellaneous Income			
4526 - Timely Filed Discount	0.00	261.00	348.00
4610 - Interest Income	291.22	450.00	600.00
4615 - Donations	250.00	0.00	0.00
4620 - Miscellaneous Income	209.51	900.00	1,200.00
Total 4600 - * Miscellaneous Income	750.73	1,611.00	2,148.00
Total Income	818,068.92	787,655.00	924,372.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through September 2016

	ACTUAL	BUDGET	ANNUAL BUDGET
	Jan - Sep 2016	Jan - Sep 2016	Jan - Dec 2016
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	71,360.33	48,753.00	65,004.00
5115 · COGS - Alcohol	8,101.33	3,753.00	5,004.00
Total 5100 · * COGS - Restaurant	79,461.66	52,506.00	70,008.00
5210 · COGS - Retail	8,565.66	12,600.00	16,800.00
5220 · COGS - Ice	3,430.28	2,250.00	3,000.00
Total 5000 · * Cost of Goods Sold	91,457.60	67,356.00	89,808.00
Total COGS	91,457.60	67,356.00	89,808.00
Gross Profit	726,611.32	720,299.00	834,564.00
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	283,118.32	283,500.00	378,000.00
6025 · Employer Payroll Tax	25,755.24	25,515.00	34,020.00
Total 6000 · * Payroll Expenses	308,873.56	309,015.00	412,020.00
6050 · * Employee Benefits			
6052 · Employee Discounts	877.92	0.00	0.00
Total 6050 · * Employee Benefits	877.92	0.00	0.00
6100 · * Utilities			
6110 · Electric	16,399.14	18,000.00	24,000.00
6111 · Propane	5,147.29	4,500.00	6,000.00
6112 · Telephone	5,220.89	5,625.00	7,500.00
6113 · Garbage & Trash	7,343.86	5,103.00	6,804.00
6114 · Water System	378.10	378.00	504.00
Total 6100 · * Utilities	34,489.28	33,606.00	44,808.00
6130 · * Insurance			
6131 · Workers Comp	13,089.00	8,000.00	8,000.00
6132 · Property Insurance	11,226.70	12,875.00	17,000.00
6133 · General Liability	6,989.40	7,500.00	7,500.00
6134 · Directors E&O	10,250.00	8,000.00	8,000.00
6135 · Commercial Vehicle	7,731.65	5,500.00	5,500.00
6136 · Heavy Equipment	0.00	3,200.00	3,200.00
6137 · Surety Bonds	100.00	100.00	100.00
6138 · Air Ambulance Insurance	0.00	495.00	660.00
6139 · MDLive/Telemed	195.50	0.00	0.00
Total 6130 · * Insurance	49,582.25	45,670.00	49,960.00
6150 · * Professional Fees			
6151 · Accounting	11,500.00	13,750.00	13,750.00
6152 · Legal Fees			
6152a · Legal Fees - General	11,900.83	3,753.00	5,004.00
6152b · Legal Fees - Road Issues	21,653.50	26,253.00	35,004.00
6152c · Legal Fees - Assessments Issues	1,058.50	11,250.00	15,000.00
Total 6152 · Legal Fees	34,612.83	41,256.00	55,008.00
6153 · Other Professional Fees	1,582.00	1,850.00	2,000.00
Total 6150 · * Professional Fees	47,694.83	56,856.00	70,758.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
 January through September 2016

	ACTUAL	BUDGET	ANNUAL BUDGET
	Jan - Sep 2016	Jan - Sep 2016	Jan - Dec 2016
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	10,093.48	15,003.00	20,004.00
6202 · Off Road Diesel	7,002.15	7,497.00	9,996.00
6203 · Road Expense Miscellaneous	6,268.33	2,772.00	3,696.00
Total 6200 · * Heavy Equipment Expense	23,363.96	25,272.00	33,696.00
6300 · * Vehicle Expense			
6301 · Gasoline	6,559.88	6,750.00	9,000.00
6302 · Diesel	2,954.14	2,250.00	3,000.00
6303 · Vehicle Repair	6,317.23	6,750.00	9,000.00
6304 · Vehicle Miscellaneous	4,787.25	378.00	504.00
Total 6300 · * Vehicle Expense	20,618.50	16,128.00	21,504.00
6400 · * Supplies & Equipment			
6410 · Housekeeping Supplies	7,994.70	4,122.00	5,496.00
6415 · Maintenance Supplies	8,313.03	4,878.00	6,504.00
6420 · Small tools & equipment	4,863.10	2,997.00	3,996.00
6425 · Restaurant Supplies	1,555.75	5,247.00	6,996.00
Total 6400 · * Supplies & Equipment	22,726.58	17,244.00	22,992.00
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	13,985.94	26,253.00	35,004.00
6452 · Equipment Repairs	1,771.94	1,872.00	2,496.00
6453 · Housekeeping	4,182.50	4,122.00	5,496.00
Total 6450 · * Repairs & Maintenance	19,940.38	32,247.00	42,996.00
6500 · * Office Administrative Expense			
6510 · Office Supplies	3,998.82	4,878.00	6,504.00
6511 · Printing	27.98	405.00	4,495.00
6512 · Postage & Shipping	1,222.73	2,043.00	4,997.00
6513 · Communications	0.00	1,314.00	1,752.00
6514 · Credit Card Fees	12,581.43	10,827.00	14,436.00
6515 · Newsletter	2,647.60	4,500.00	6,000.00
6516 · Office Equipment	1,614.28	1,125.00	1,500.00
6520 · Misc. Office Admin.	3,128.45	1,125.00	1,500.00
Total 6500 · * Office Administrative Expense	25,221.29	26,217.00	41,184.00
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	1,086.48	225.00	300.00
6552 · Licenses and Permits	772.79	2,250.00	3,000.00
6553 · Dues & Memberships	606.67	747.00	996.00
6554 · Employee Housing Expense	424.14	0.00	0.00
Total 6550 · * Other Administrative Expense	2,890.08	3,222.00	4,296.00
6560 · Property Tax	0.00	0.00	15,000.00
6575 · Software Maintenance & Upgrades	2,792.21	2,997.00	3,996.00
6600 · * Property Transfer Expense			
6610 · Filing Fees	2,392.00	567.00	756.00
6612 · Misc Collections Expense	0.00	7,497.00	9,996.00
Total 6600 · * Property Transfer Expense	2,392.00	8,064.00	10,752.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Budget Performance
January through September 2016

	ACTUAL	BUDGET	ANNUAL BUDGET
	Jan - Sep 2016	Jan - Sep 2016	Jan - Dec 2016
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	417.67	1,800.00	2,400.00
6720 · Advertising	1,208.40	0.00	0.00
6700 · * Advertising & Promotion - Other	0.00	1,503.00	2,004.00
Total 6700 · * Advertising & Promotion	1,626.07	3,303.00	4,404.00
6900 · * Miscellaneous Expense			
6915 · Miscellaneous Expense	0.00	378.00	504.00
6925 · Reconciliation Discrepancies	4.20	0.00	0.00
Total 6900 · * Miscellaneous Expense	4.20	378.00	504.00
Total Expense	563,093.11	580,219.00	778,870.00
Net Ordinary Income	163,518.21	140,080.00	55,694.00
Other Income/Expense			
Other Income			
7001 · Non-Cash Donations	200.00	0.00	0.00
Total Other Income	200.00	0.00	0.00
Net Other Income	200.00	0.00	0.00
Net Income	163,718.21	140,080.00	55,694.00

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

	SUPPLEMENTAL CLASS (COST CENTER)								TOTAL	
	Cabins	Gen & Admin	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	SUPPLEMENTAL
Assessment Related Revenue	0	0	0	0	0	0	0	0	0	0
Property Auctions & Tax Sales	0	0	0	0	0	0	0	0	0	0
Supplemental Revenue	149,586	51	5,068	6,034	2,080	117,478	23,184	14,625	11,583	329,689
Miscellaneous Income	0	270	0	0	0	83	6	0	0	359
Total Income	149,586	321	5,068	6,034	2,080	117,561	23,190	14,625	11,583	330,048
Total COGS	0	0	3,223	0	0	79,461	8,736	0	0	91,420
Total Expense	46,106	92,725	0	12,342	8,041	99,260	894	1,181	0	260,549
Other Income	0	200	0	0	0	0	0	0	0	200
Net Income	103,480	(92,204)	1,845	(6,308)	(5,961)	(61,160)	13,560	13,444	11,583	(21,721)
CAPITAL EXPENDITURES:	(5,932)	(4,772)		(4,327)		(3,043)			(1,474)	(19,548)
NET OPERATIONS & CAPITAL SPENDING	97,548	(96,976)	1,845	(10,635)	(5,961)	(64,203)	13,560	13,444	10,109	(41,269)

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

	NON-SUPPLEMENTAL CLASS (COST CENTER)			TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
	Gen & Admin	Road Maintenance	Water System		
Assessment Related Revenue	486,148	0	0	486,148	486,148
Property Auctions & Tax Sales	1,484	0	0	1,484	1,484
Supplemental Revenue	0	0	0	0	329,689
Miscellaneous Income	391	0	0	391	750
Total Income	488,023	0	0	488,023	818,071
Total COGS	0	38	0	38	91,458
Total Expense	207,188	90,167	5,198	302,553	563,102
Other Income	0	0	0	0	200
Net Income	280,835	(90,205)	(5,198)	185,432	163,711
 CAPITAL EXPENDITURES:	 (14,096.71)			 (14,097)	 (33,645)
NET OPERATIONS & CAPITAL SPENDING	266,738	(90,205)	(5,198)	171,335	130,066