

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

	<u>Mar 31, 2016</u>	<u>Dec 31, 2015</u>
ASSETS		
Current Assets		
Checking/Savings		
1011 · Operating Account	25,768.19	6,792.39
1012 · Deposit Account	371,774.86	223,177.26
1013 · Payroll Account	2,767.41	-2,356.56
1014 · Petty Cash Bank Account	640.43	685.43
1015 · FDSB Reserve Account	142,876.92	136,859.62
1017 · WTNB Contingency Fund	207,808.01	201,769.93
1030 · * Petty Cash in Office	1,141.52	824.07
Total Checking/Savings	<u>752,777.34</u>	<u>567,752.14</u>
Accounts Receivable		
1201 · Accounts Receivable	5,788.30	223.62
Total Accounts Receivable	<u>5,788.30</u>	<u>223.62</u>
Other Current Assets		
1100 · * Assessments Receivables	1,263,949.53	1,212,183.50
1300 · * Inventories	49,956.56	54,546.07
1400 · * Prepaid Accounts	0.00	7,780.00
1700 · Deferred Tax Asset	99,000.00	99,000.00
Total Other Current Assets	<u>1,412,906.09</u>	<u>1,373,509.57</u>
Total Current Assets	<u>2,171,471.73</u>	<u>1,941,485.33</u>
Fixed Assets		
1600 · * Fixed Assets	1,521,889.88	1,500,181.47
1615 · Accumulated Depreciation	-811,056.85	-811,056.85
Total Fixed Assets	<u>710,833.03</u>	<u>689,124.62</u>
TOTAL ASSETS	<u><u>2,882,304.76</u></u>	<u><u>2,630,609.95</u></u>

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

	<u>Mar 31, 2016</u>	<u>Dec 31, 2015</u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2010 · Accounts Payable	19,237.00	32,720.50
Total Accounts Payable	<u>19,237.00</u>	<u>32,720.50</u>
Credit Cards		
1060 · VISA	-182.01	-182.01
1070 · Mastercard 0868	405.03	2,122.69
1080 · Mastercard 0075	-3,495.00	0.00
1090 · Mastercard 0117	2,051.30	0.00
Total Credit Cards	<u>-1,220.68</u>	<u>1,940.68</u>
Other Current Liabilities		
2100 · * Payroll Liabilities	7,603.32	9,110.08
2111 · Direct Deposit Liabilities	8,138.52	8,138.52
2500 · * Taxes Payable	17,778.88	15,965.65
2800 · * Deferred Income	1,196,896.44	1,196,896.44
Total Other Current Liabilities	<u>1,230,417.16</u>	<u>1,230,110.69</u>
Total Current Liabilities	<u>1,248,433.48</u>	<u>1,264,771.87</u>
Total Liabilities	1,248,433.48	1,264,771.87
Equity		
3001 · Members Equity-Undesignated	401,053.61	401,053.61
3002 · Members Equity-Designated	338,098.92	338,098.92
3003 · Contributed Capital	85,213.00	85,213.00
3004 · Adj - Prior Year Collections	-225,912.76	-225,912.76
3900 · Retained Earnings	767,385.31	693,088.60
Net Income	268,033.20	74,296.71
Total Equity	<u>1,633,871.28</u>	<u>1,365,838.08</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,882,304.76</u></u>	<u><u>2,630,609.95</u></u>

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

	ACTUAL	BUDGET	
	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2016</u>	<u>Annual Budget</u>
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4011 · NRC Income	0.00	84.00	336.00
4012 · BVC Income	100.00	84.00	336.00
4013 · SIA/SAC Supplemental Income	1,198.00	42.00	168.00
4015 · Volunteer Assessments	1,306.61	9,159.00	13,368.00
4018 · Assessment Rev-Prior to 2011	16,970.38	2,751.00	11,004.00
4030 · Assessment Interest, Late Fee	5,010.61	2,337.00	9,348.00
4031 · 2011 Assessment Revenue	3,351.59	549.00	2,196.00
4032 · 2012 Assessment Revenue	5,584.74	1,374.00	5,496.00
4033 · 2013 Assessment Revenue	7,316.01	2,199.00	8,796.00
4034 · 2014 Assessment Revenue	8,327.94	3,438.00	13,752.00
4035 · 2015 Assessment Revenue	19,268.82	15,493.00	33,549.00
4036 · 2016 Assessment Revenue	291,293.18	338,554.00	444,181.00
Total 4005 · *Association Assessments	<u>359,727.88</u>	<u>376,064.00</u>	<u>542,530.00</u>
Total 4001 · Assessment Related Revenue	359,727.88	376,064.00	542,530.00
4020 · Property Auctions & Tax Sales	0.00	1,749.00	6,996.00
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	65,919.24	51,763.00	185,004.00
4215 · Property Owner Discounts	-10,171.60	0.00	0.00
4216 · Other Cabin Discounts	-2,147.73	0.00	0.00
4200 · *Cabin Income - Other	1,516.53	0.00	0.00
Total 4200 · *Cabin Income	<u>55,116.44</u>	<u>51,763.00</u>	<u>185,004.00</u>
4250 · RV/Campground Income	6,905.80	3,750.00	15,000.00
4300 · * Restaurant Income			
4310 · Food Sales	38,134.73	31,515.00	110,000.00
4311 · Alcohol Sales	5,655.21	4,298.00	15,003.00
Total 4300 · * Restaurant Income	<u>43,789.94</u>	<u>35,813.00</u>	<u>125,003.00</u>
4400 · Retail Sales	6,047.56	8,022.00	27,999.00
4500 · * Other Lodge Income			
4510 · Water Sales	4,549.71	1,875.00	7,500.00
4515 · Pool Fees	275.00	300.00	1,200.00
4520 · Laundromat Revenue	2,580.00	1,749.00	6,996.00
4525 · Ice Revenue	1,326.50	999.00	3,996.00
Total 4500 · * Other Lodge Income	<u>8,731.21</u>	<u>4,923.00</u>	<u>19,692.00</u>
Total 4099 · Supplemental Revenue	120,590.95	104,271.00	372,698.00

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

	ACTUAL	BUDGET	
	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2016</u>	<u>Annual Budget</u>
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	0.00	87.00	348.00
4610 · Interest Income	89.35	150.00	600.00
4615 · Donations	100.00	0.00	0.00
4620 · Miscellaneous Income	102.45	300.00	1,200.00
Total 4600 · * Miscellaneous Income	<u>291.80</u>	<u>537.00</u>	<u>2,148.00</u>
Total Income	480,610.63	482,621.00	924,372.00
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	24,551.26	16,251.00	65,004.00
5115 · COGS - Alcohol	3,235.64	1,251.00	5,004.00
Total 5100 · * COGS - Restaurant	<u>27,786.90</u>	<u>17,502.00</u>	<u>70,008.00</u>
5210 · COGS - Retail	4,104.97	4,200.00	16,800.00
5220 · COGS - Ice	1,142.50	750.00	3,000.00
Total 5000 · * Cost of Goods Sold	<u>33,034.37</u>	<u>22,452.00</u>	<u>89,808.00</u>
Total COGS	<u>33,034.37</u>	<u>22,452.00</u>	<u>89,808.00</u>
Gross Profit	447,576.26	460,169.00	834,564.00
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	94,448.37	94,500.00	378,000.00
6025 · Employer Payroll Tax	9,293.45	8,505.00	34,020.00
Total 6000 · * Payroll Expenses	<u>103,741.82</u>	<u>103,005.00</u>	<u>412,020.00</u>
6050 · * Employee Benefits			
6052 · Employee Discounts	282.31	0.00	0.00
Total 6050 · * Employee Benefits	<u>282.31</u>	<u>0.00</u>	<u>0.00</u>
6100 · * Utilities			
6110 · Electric	6,845.91	6,000.00	24,000.00
6111 · Propane	1,717.00	1,500.00	6,000.00
6112 · Telephone	1,208.66	1,875.00	7,500.00
6113 · Garbage & Trash	2,154.56	1,701.00	6,804.00
6114 · Water System	282.36	126.00	504.00
Total 6100 · * Utilities	<u>12,208.49</u>	<u>11,202.00</u>	<u>44,808.00</u>
6130 · * Insurance			
6131 · Workers Comp	7,780.00	8,000.00	8,000.00
6132 · Property Insurance	0.00	0.00	17,000.00
6133 · General Liability	6,090.00	7,500.00	7,500.00
6134 · Directors E&O	0.00	0.00	8,000.00
6135 · Commercial Vehicle	5,262.00	5,500.00	5,500.00
6136 · Heavy Equipment	0.00	0.00	3,200.00
6137 · Surety Bonds	0.00	0.00	100.00
6138 · Air Ambulance Insurance	0.00	165.00	660.00
6139 · MDLive/Telemed	144.50		
Total 6130 · * Insurance	<u>19,276.50</u>	<u>21,165.00</u>	<u>49,960.00</u>

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	<u>ACTUAL</u>	<u>BUDGET</u>	
	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2016</u>	<u>Annual Budget</u>
6150 - * Professional Fees			
6151 - Accounting	0.00	0.00	13,750.00
6152 - Legal Fees			
6152a - Legal Fees - General	2,821.00	1,251.00	5,004.00
6152b - Legal Fees - Road Issues	4,226.50	8,751.00	35,004.00
6152c - Legal Fees - Assessments Issues	441.00	3,750.00	15,000.00
Total 6152 - Legal Fees	7,488.50	13,752.00	55,008.00
6153 - Other Professional Fees	1,391.00	1,550.00	2,000.00
Total 6150 - * Professional Fees	8,879.50	15,302.00	70,758.00
6200 - * Heavy Equipment Expense			
6201 - Heavy Equipment Repair	3,353.45	5,001.00	20,004.00
6202 - Off Road Diesel	2,558.06	2,499.00	9,996.00
6203 - Road Expense Miscellaneous	2,675.84	924.00	3,696.00
Total 6200 - * Heavy Equipment Expense	8,587.35	8,424.00	33,696.00
6300 - * Vehicle Expense			
6301 - Gasoline	1,373.92	2,250.00	9,000.00
6302 - Diesel	721.38	750.00	3,000.00
6303 - Vehicle Repair	2,379.72	2,250.00	9,000.00
6304 - Vehicle Miscellaneous	200.90	126.00	504.00
Total 6300 - * Vehicle Expense	4,675.92	5,376.00	21,504.00
6400 - * Supplies & Equipment			
6410 - Housekeeping Supplies	2,611.68	1,374.00	5,496.00
6415 - Maintenance Supplies	1,552.89	1,626.00	6,504.00
6420 - Small tools & equipment	180.49	999.00	3,996.00
6425 - Restaurant Supplies	324.64	1,749.00	6,996.00
6400 - * Supplies & Equipment - Other	96.35	0.00	0.00
Total 6400 - * Supplies & Equipment	4,766.05	5,748.00	22,992.00
6450 - * Repairs & Maintenance			
6451 - Bldg/Structure Repairs & Maint	5,308.16	8,751.00	35,004.00
6452 - Equipment Repairs	481.44	624.00	2,496.00
6453 - Housekeeping	2,862.50	1,374.00	5,496.00
Total 6450 - * Repairs & Maintenance	8,652.10	10,749.00	42,996.00
6500 - * Office Administrative Expense			
6510 - Office Supplies	1,135.04	1,626.00	6,504.00
6511 - Printing	0.00	135.00	4,495.00
6512 - Postage & Shipping	68.51	681.00	4,997.00
6513 - Communications	0.00	438.00	1,752.00
6514 - Credit Card Fees	4,446.58	3,609.00	14,436.00
6515 - Newsletter	0.00	1,500.00	6,000.00
6516 - Office Equipment	79.68	375.00	1,500.00
6520 - Misc. Office Admin.	382.22	375.00	1,500.00
Total 6500 - * Office Administrative Expense	6,112.03	8,739.00	41,184.00

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

	ACTUAL	BUDGET	
	Jan - Mar 2016	Jan - Mar 2016	Annual Budget
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	659.88	75.00	300.00
6552 · Licenses and Permits	50.00	750.00	3,000.00
6553 · Dues & Memberships	0.00	249.00	996.00
6554 · Employee Housing Expense	157.45		
Total 6550 · * Other Administrative Expense	867.33	1,074.00	4,296.00
6560 · Property Tax	0.00	0.00	15,000.00
6575 · Software Maintenance & Upgrades	1,093.08	999.00	3,996.00
6600 · * Property Transfer Expense			
6610 · Filing Fees	26.00	189.00	756.00
6612 · Misc Collections Expense	0.00	2,499.00	9,996.00
Total 6600 · * Property Transfer Expense	26.00	2,688.00	10,752.00
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	195.00	600.00	2,400.00
6720 · Advertising	379.10	0.00	0.00
6700 · * Advertising & Promotion - Other	0.00	501.00	2,004.00
Total 6700 · * Advertising & Promotion	574.10	1,101.00	4,404.00
6900 · * Miscellaneous Expense			
6915 · Miscellaneous Expense	0.00	126.00	504.00
6925 · Reconciliation Discrepancies	0.48	0.00	0.00
Total 6900 · * Miscellaneous Expense	0.48	126.00	504.00
Total Expense	179,743.06	195,698.00	778,870.00
Net Ordinary Income	267,833.20	264,471.00	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	268,033.20	264,471.00	55,694.00

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

	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2015</u>
Ordinary Income/Expense		
Income		
4001 - Assessment Related Revenue		
4005 - *Association Assessments		
4011 - NRC Income	0.00	300.00
4012 - BVC Income	100.00	379.12
4013 - SIA/SAC Supplemental Income	1,198.00	51.00
4015 - Volunteer Assessments	1,306.61	8,260.25
4018 - Assessment Rev-Prior to 2011	16,970.38	4,345.64
4030 - Assessment Interest, Late Fee	5,010.61	1,927.28
4031 - 2011 Assessment Revenue	3,351.59	2,353.95
4032 - 2012 Assessment Revenue	5,584.74	3,097.41
4033 - 2013 Assessment Revenue	7,316.01	5,322.93
4034 - 2014 Assessment Revenue	8,327.94	13,674.13
4035 - 2015 Assessment Revenue	19,268.82	305,477.14
4036 - 2016 Assessment Revenue	291,293.18	0.00
Total 4005 - *Association Assessments	<u>359,727.88</u>	<u>345,188.85</u>
Total 4001 - Assessment Related Revenue	<u>359,727.88</u>	<u>345,188.85</u>
4099 - Supplemental Revenue		
4200 - *Cabin Income		
4210 - Cabin Room Rental Income	65,919.24	71,901.82
4215 - Property Owner Discounts	-10,171.60	-14,162.00
4216 - Other Cabin Discounts	-2,147.73	-2,601.19
4200 - *Cabin Income - Other	1,516.53	0.00
Total 4200 - *Cabin Income	<u>55,116.44</u>	<u>55,138.63</u>
4250 - RV/Campground Income	6,905.80	6,314.80
4300 - * Restaurant Income		
4310 - Food Sales	38,134.73	32,692.15
4311 - Alcohol Sales	5,655.21	2,124.55
Total 4300 - * Restaurant Income	<u>43,789.94</u>	<u>34,816.70</u>
4400 - Retail Sales	6,047.56	6,198.69
4500 - * Other Lodge Income		
4510 - Water Sales	4,549.71	1,839.72
4515 - Pool Fees	275.00	55.00
4520 - Laundromat Revenue	2,580.00	2,053.25
4525 - Ice Revenue	1,326.50	746.50
4500 - * Other Lodge Income - Other	0.00	0.00
Total 4500 - * Other Lodge Income	<u>8,731.21</u>	<u>4,694.47</u>
Total 4099 - Supplemental Revenue	<u>120,590.95</u>	<u>107,163.29</u>
4600 - * Miscellaneous Income		
4526 - Timely Filed Discount	0.00	34.87
4610 - Interest Income	89.35	184.17
4615 - Donations	100.00	43.91
4620 - Miscellaneous Income	102.45	125.26
Total 4600 - * Miscellaneous Income	<u>291.80</u>	<u>388.21</u>
46010 - Returned Check Charges	0.00	5.00
Total Income	<u>480,610.63</u>	<u>452,745.35</u>

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

	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2015</u>
Cost of Goods Sold		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	24,551.26	16,968.77
5115 · COGS - Alcohol	3,235.64	374.90
Total 5100 · * COGS - Restaurant	27,786.90	17,343.67
5210 · COGS - Retail	4,104.97	4,392.95
5220 · COGS - Ice	1,142.50	366.15
Total 5000 · * Cost of Goods Sold	33,034.37	22,102.77
Total COGS	33,034.37	22,102.77
Gross Profit	447,576.26	430,642.58
Expense		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	94,448.37	84,066.98
6020 · Casual Labor	0.00	4,177.49
6025 · Employer Payroll Tax	9,293.45	8,012.94
Total 6000 · * Payroll Expenses	103,741.82	96,257.41
6050 · * Employee Benefits		
6052 · Employee Discounts	282.31	218.48
Total 6050 · * Employee Benefits	282.31	218.48
6100 · * Utilities		
6110 · Electric	6,845.91	7,500.35
6111 · Propane	1,717.00	2,575.77
6112 · Telephone	1,208.66	1,848.55
6113 · Garbage & Trash	2,154.56	1,780.14
6114 · Water System	282.36	88.45
Total 6100 · * Utilities	12,208.49	13,793.26
6130 · * Insurance		
6131 · Workers Comp	7,780.00	9,809.00
6133 · General Liability	6,090.00	6,084.78
6135 · Commercial Vehicle	5,262.00	242.00
6139 · MDLive/Telemed	144.50	0.00
Total 6130 · * Insurance	19,276.50	16,135.78
6150 · * Professional Fees		
6151 · Accounting	0.00	750.00
6152 · Legal Fees		
6152a · Legal Fees - General	2,821.00	0.00
6152b · Legal Fees - Road Issues	4,226.50	0.00
6152c · Legal Fees - Assessments Issues	441.00	0.00
Total 6152 · Legal Fees	7,488.50	0.00
6153 · Other Professional Fees	1,391.00	1,375.00
Total 6150 · * Professional Fees	8,879.50	2,125.00
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	3,353.45	1,692.87
6202 · Off Road Diesel	2,558.06	3,495.99
6203 · Road Expense Miscellaneous	2,675.84	1,795.00
Total 6200 · * Heavy Equipment Expense	8,587.35	6,983.86

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Comparative Profit & Loss
 January through March 2016

	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2015</u>
6300 - * Vehicle Expense		
6301 - Gasoline	1,373.92	2,748.16
6302 - Diesel	721.38	595.76
6303 - Vehicle Repair	2,379.72	1,741.97
6304 - Vehicle Miscellaneous	200.90	0.00
Total 6300 - * Vehicle Expense	<u>4,675.92</u>	<u>5,085.89</u>
6400 - * Supplies & Equipment		
6410 - Housekeeping Supplies	2,611.68	1,791.76
6415 - Maintenance Supplies	1,552.89	1,788.73
6420 - Small tools & equipment	180.49	857.41
6425 - Restaurant Supplies	324.64	3,660.25
6400 - * Supplies & Equipment - Other	96.35	0.00
Total 6400 - * Supplies & Equipment	<u>4,766.05</u>	<u>8,098.15</u>
6450 - * Repairs & Maintenance		
6451 - Bldg/Structure Repairs & Maint	5,308.16	13,432.22
6452 - Equipment Repairs	481.44	1,602.27
6453 - Housekeeping	2,862.50	8,555.50
Total 6450 - * Repairs & Maintenance	<u>8,652.10</u>	<u>23,589.99</u>
6500 - * Office Administrative Expense		
6510 - Office Supplies	1,135.04	1,186.09
6512 - Postage & Shipping	68.51	1,042.64
6513 - Communications	0.00	937.34
6514 - Credit Card Fees	4,446.58	3,504.33
6515 - Newsletter	0.00	1,641.07
6516 - Office Equipment	79.68	0.00
6520 - Misc. Office Admin.	382.22	489.99
Total 6500 - * Office Administrative Expense	<u>6,112.03</u>	<u>8,801.46</u>
6550 - * Other Administrative Expense		
6551 - Mileage Reimbursement	659.88	104.12
6552 - Licenses and Permits	50.00	747.25
6553 - Dues & Memberships	0.00	706.67
6554 - Employee Housing Expense	157.45	0.00
Total 6550 - * Other Administrative Expense	<u>867.33</u>	<u>1,558.04</u>
6560 - Property Tax	0.00	97.53
6575 - Software Maintenance & Upgrades	1,093.08	884.96
6600 - * Property Transfer Expense		
6610 - Filing Fees	26.00	66.69
Total 6600 - * Property Transfer Expense	<u>26.00</u>	<u>66.69</u>
6700 - * Advertising & Promotion		
6715 - Bands & Entertainment	195.00	328.97
6720 - Advertising	379.10	0.00
Total 6700 - * Advertising & Promotion	<u>574.10</u>	<u>328.97</u>
6900 - * Miscellaneous Expense		
6910 - Cash Over/Short	0.00	0.00
6915 - Miscellaneous Expense	0.00	135.25
6925 - Reconciliation Discrepancies	0.48	0.00
Total 6900 - * Miscellaneous Expense	<u>0.48</u>	<u>135.25</u>

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

	<u>Jan - Mar 2016</u>	<u>Jan - Mar 2015</u>
Total Expense	<u>179,743.06</u>	<u>184,160.72</u>
Net Ordinary Income	<u>267,833.20</u>	<u>246,481.86</u>
Other Income/Expense		
Other Income		
7001 - Non-Cash Donations	<u>200.00</u>	<u>0.00</u>
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>268,033.20</u></u>	<u><u>246,481.86</u></u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)
January through March 2016

SUPPLEMENTAL CLASS (COST CENTER)

	<u>Cabins</u>	<u>General Lodge</u>	<u>Ice</u>	<u>Laundry</u>	<u>Pool</u>	<u>Café</u>	<u>Retail</u>	<u>RV & Camping</u>	<u>Water Sales</u>	<u>TOTAL SUPPLEMENTAL</u>
Ordinary Income/Expense										
Income										
4001 · Assessment Related Revenue	0	0	0	0	0	0	0	0	0	0
4099 · Supplemental Revenue	55,116	51	1,324	2,580	275	43,780	6,188	6,858	4,409	120,591
4600 · * Miscellaneous Income	0	60	0	0	0	42	0	0	0	102
Total Income	55,116	111	1,324	2,580	275	43,832	6,188	6,858	4,409	120,693
Cost of Goods Sold										
5000 · * Cost of Goods Sold	0	0	1,143	0	0	27,787	4,105	0	0	33,035
Total COGS	0	0	1,143	0	0	27,787	4,105	0	0	33,035
Gross Profit	55,116	111	181	2,580	275	16,045	2,083	6,858	4,409	87,658
Expense										
6000 · * Payroll Expenses	12,994	23,314	0	86	1,062	26,983	0	0	0	64,439
6050 · * Employee Benefits	0	0	0	0	0	0	282	0	0	282
6100 · * Utilities	1,921	2,653	0	1,045	(1)	3,901	0	369	0	9,888
6130 · * Insurance	0	0	0	0	0	0	0	0	0	0
6150 · * Professional Fees	0	0	0	0	0	0	0	0	0	0
6200 · * Heavy Equipment Expense	0	0	0	0	0	33	0	0	0	33
6300 · * Vehicle Expense	0	95	0	0	0	0	0	0	0	95
6400 · * Supplies & Equipment	2,263	1,380	0	161	(40)	523	0	0	0	4,287
6450 · * Repairs & Maintenance	3,150	2,401	0	846	0	1,442	0	100	0	7,939
6500 · * Office Administrative Expense	10	59	0	0	0	0	0	0	0	69
6550 · * Other Administrative Expense	0	267	0	43	0	0	0	0	0	310
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	349	0	0	0	50	0	0	0	399
6900 · * Miscellaneous Expense	0	0	0	0	0	0	0	0	0	0
Total Expense	20,338	30,518	0	2,181	1,021	32,932	282	469	0	87,741
Net Ordinary Income	34,778	(30,407)	181	399	(746)	(16,887)	1,801	6,389	4,409	(83)
Other Income/Expense										
Other Income										
7001 · Non-Cash Donations	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	34,778	(30,407)	181	399	(746)	(16,887)	1,801	6,389	4,409	(83)

**P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)
January through March 2016**

	<u>Cabins</u>	<u>General Lodge</u>	<u>Ice</u>	<u>Laundry</u>	<u>Pool</u>	<u>Café</u>	<u>Retail</u>	<u>RV & Camping</u>	<u>Water Sales</u>	<u>TOTAL SUPPLEMENTAL</u>
Capitalized Expenditures										
Ice Machine						(1,643)				(1,643)
Truck										-
Reverse Osmosis System										-
Bunkhouse Steel Doors		(200)								(200)
Cabin Renovations	(3,037)									(3,037)
Washing Machines				(1,277)						(1,277)
Gas Fryer						(922)				(922)
- Total Capitalized Expenditures	<u>(3,037)</u>	<u>(200)</u>	<u>-</u>	<u>(1,277)</u>	<u>-</u>	<u>(2,565)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(7,079)</u>
Net Income and Capitalized Expenditures	<u><u>31,741</u></u>	<u><u>(30,607)</u></u>	<u><u>181</u></u>	<u><u>(878)</u></u>	<u><u>(746)</u></u>	<u><u>(19,452)</u></u>	<u><u>1,801</u></u>	<u><u>6,389</u></u>	<u><u>4,409</u></u>	<u><u>(7,162)</u></u>

**P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)**

January through March 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	359,728	0	0	359,728	359,728
4099 · Supplemental Revenue	0	0	0	0	120,591
4600 · * Miscellaneous Income	189	0	0	189	291
Total Income	359,917	0	0	359,917	480,610
Cost of Goods Sold					
5000 · * Cost of Goods Sold	0	0	0	0	33,035
Total COGS	0	0	0	0	33,035
Gross Profit	359,917	0	0	359,917	447,575
Expense					
6000 · * Payroll Expenses	23,289	15,667	348	39,304	103,743
6050 · * Employee Benefits	0	0	0	0	282
6100 · * Utilities	1,579	129	613	2,321	12,209
6130 · * Insurance	19,277	0	0	19,277	19,277
6150 · * Professional Fees	8,880	0	0	8,880	8,880
6200 · * Heavy Equipment Expense	0	8,555	0	8,555	8,588
6300 · * Vehicle Expense	1,153	3,427	0	4,580	4,675
6400 · * Supplies & Equipment	328	26	126	480	4,767
6450 · * Repairs & Maintenance	13	0	700	713	8,652
6500 · * Office Administrative Expense	6,043	0	0	6,043	6,112
6550 · * Other Administrative Expense	485	72	0	557	867
6575 · Software Maintenance & Upgrades	1,093	0	0	1,093	1,093
6600 · * Property Transfer Expense	26	0	0	26	26
6700 · * Advertising & Promotion	175	0	0	175	574
6900 · * Miscellaneous Expense	0	0	0	0	0
Total Expense	62,341	27,876	1,787	92,004	179,745
Net Ordinary Income	297,576	(27,876)	(1,787)	267,913	267,830
Other Income/Expense					
Other Income					
7001 · Non-Cash Donations	200	0	0	200	200
Total Other Income	200	0	0	200	200
Net Other Income	200	0	0	200	200
Net Income	297,776	(27,876)	(1,787)	268,113	268,030

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class (Cost Center)
 January through March 2016

	General & Admin	Road Maintenance	Water System	TOTAL NON-SUPPLEMENTAL	TOTAL ALL CLASSES
Capitalized Expenditures					
Ice Machine				-	(1,643)
Truck	(14,097)			(14,097)	(14,097)
Reverse Osmosos System			(533)	(533)	(533)
Bunkhouse Steel Doors				-	(200)
Cabin Renovations				-	(3,037)
Washing Machines				-	(1,277)
Gas Fryer				-	(922)
- Total Capitalized Expenditures	(14,097)	-	(533)	(14,629)	(21,709)
Net Income and Capitalized Expenditures	283,679	(27,876)	(2,320)	253,484	246,321