

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss Budget Performance**  
January through March 2013

Ordinary Income/Expense	Jan - Mar 13	Budget	Annual Budget
<b>Income</b>			
<b>4001 - Assessment Related Revenue</b>			
<b>4005 - *Association Assessments</b>			
4013 - 2013 Assessment Revenue	291,721.53	100,000.02	400,000.00
4011 - NRC Income	239.91	250.02	1,000.00
4012 - BVC Income	335.00	375.00	1,500.00
4014 - 2011 Assessment Revenue	6,016.79	0.00	0.00
4015 - Volunteer Assessments	1,624.14	2,000.01	8,000.00
4017 - 2012 Assessment Revenue	14,564.12	0.00	0.00
4018 - Prior Year Regular Assessments	5,144.91	10,000.02	40,000.00
4025 - SIA/SAC Supplemental Income	78.71	0.00	0.00
4030 - Assessment Interest, Late Fee	1,602.99	1,750.02	7,000.00
<b>Total 4005 - *Association Assessments</b>	<u>321,328.10</u>	<u>114,375.09</u>	<u>457,500.00</u>
<b>Total 4001 - Assessment Related Revenue</b>	321,328.10	114,375.09	457,500.00
<b>4020 - Property Auctions &amp; Tax Sales</b>	0.00	3,750.00	15,000.00
<b>4099 - Supplemental Revenue</b>			
4150 - Lease Income	2,500.13	600.00	2,400.00
<b>4200 - *Cabin Income</b>			
4210 - Room Rental Income	36,920.00	19,999.98	80,000.00
<b>Total 4200 - *Cabin Income</b>	<u>36,920.00</u>	<u>19,999.98</u>	<u>80,000.00</u>
<b>4250 - RV/Campground Income</b>	2,347.10	1,249.98	5,000.00
<b>4300 - * Restaurant Income</b>			
4311 - Alcohol Sales	1,914.64	2,749.98	11,000.00
<b>Total 4300 - * Restaurant Income</b>	<u>1,914.64</u>	<u>2,749.98</u>	<u>11,000.00</u>
<b>4400 - Retail Sales</b>	5,840.15	4,000.02	16,000.00
<b>4500 - * Other Lodge Income</b>			
4510 - Water Sales	2,198.16	2,500.02	10,000.00
4515 - Pool Fees	420.00	499.98	2,000.00
4520 - Laundromat Revenue	1,764.50	1,249.98	5,000.00
4525 - Ice Revenue	508.00	625.02	2,500.00
<b>Total 4500 - * Other Lodge Income</b>	<u>4,890.66</u>	<u>4,875.00</u>	<u>19,500.00</u>
<b>Total 4099 - Supplemental Revenue</b>	54,412.68	33,474.96	133,900.00
<b>4600 - * Miscellaneous Income</b>			
4526 - Timely Filed Discount	20.82		
4610 - Interest Income	126.53	199.98	800.00
4615 - Donations	439.03	499.98	2,000.00
4620 - Miscellaneous Income	323.76	250.02	1,000.00

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Total 4600 - * Miscellaneous Income	910.14	949.98	3,800.00
<b>Total Income</b>	<b>376,650.92</b>	<b>152,550.03</b>	<b>610,200.00</b>
<b>Cost of Goods Sold</b>			
<b>5000 - * Cost of Goods Sold</b>			
<b>5100 - * COGS - Restaurant</b>			
5115 - COGS - Alcohol	2,586.82	1,875.00	7,500.00
<b>Total 5100 - * COGS - Restaurant</b>	<b>2,586.82</b>	<b>1,875.00</b>	<b>7,500.00</b>
5210 - COGS - Retail	2,965.44	2,250.00	9,000.00
5220 - COGS - Ice	376.69	499.98	2,000.00
<b>Total 5000 - * Cost of Goods Sold</b>	<b>5,928.95</b>	<b>4,624.98</b>	<b>18,500.00</b>
<b>Total COGS</b>	<b>5,928.95</b>	<b>4,624.98</b>	<b>18,500.00</b>
<b>Gross Profit</b>	<b>370,721.97</b>	<b>147,925.05</b>	<b>591,700.00</b>
<b>Expense</b>			
<b>6000 - * Payroll Expenses</b>			
6010 - Salaries and Wages	48,621.32	52,825.54	231,232.00
6025 - Employer Payroll Tax	5,400.75	6,936.96	27,747.84
<b>Total 6000 - * Payroll Expenses</b>	<b>54,022.07</b>	<b>59,762.50</b>	<b>258,979.84</b>
<b>6100 - * Utilities</b>			
6110 - Electric	7,517.36	6,250.02	25,000.00
6111 - Propane	774.44	1,375.02	5,500.00
6112 - Telephone	1,376.33	1,249.98	5,000.00
6113 - Garbage & Trash	1,283.51	700.02	2,800.00
6114 - Water System	108.34	124.98	500.00
<b>Total 6100 - * Utilities</b>	<b>11,059.98</b>	<b>9,700.02</b>	<b>38,800.00</b>
<b>6130 - * Insurance</b>			
6131 - Workers Comp	5,130.00	5,130.00	5,130.00
6132 - Property Insurance	0.00	0.00	13,600.00
6133 - General Liability	6,194.93	6,100.00	6,100.00
6134 - Directors E&O	2,334.25	0.00	6,100.00
6135 - Commercial Vehicle	5,940.00	6,500.00	6,500.00
6136 - Heavy Equipment	0.00	0.00	2,000.00
6137 - Surety Bonds	0.00	0.00	100.00
6138 - Air Ambulance Insurance	0.00	0.00	450.00
<b>Total 6130 - * Insurance</b>	<b>19,599.18</b>	<b>17,730.00</b>	<b>39,980.00</b>
<b>6150 - * Professional Fees</b>			

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6151 - Accounting	0.00	1,999.98	8,000.00
6152 - Legal Fees	5,315.85	8,749.98	35,000.00
6153 - Other Professional Fees	1,525.24	874.98	3,500.00
<b>Total 6150 - * Professional Fees</b>	<b>6,841.09</b>	<b>11,624.94</b>	<b>46,500.00</b>
<b>6155 - Lawsuit Expenses</b>			
6160 - Suber Lawsuit	79.00	0.00	0.00
6161 - Mead Lawsuit	100.00	1,000.02	4,000.00
<b>Total 6155 - Lawsuit Expenses</b>	<b>179.00</b>	<b>1,000.02</b>	<b>4,000.00</b>
<b>6200 - * Heavy Equipment Expense</b>			
6201 - Heavy Equipment Repair	2,497.89	3,000.00	12,000.00
6202 - Off Road Diesel	3,050.81	3,499.98	14,000.00
6203 - Road Expense Miscellaneous	128.35	625.02	2,500.00
<b>Total 6200 - * Heavy Equipment Expense</b>	<b>5,677.05</b>	<b>7,125.00</b>	<b>28,500.00</b>
<b>6300 - * Vehicle Expense</b>			
6301 - Gasoline	2,227.22	1,999.98	8,000.00
6302 - Diesel	959.40	750.00	3,000.00
6303 - Vehicle Repair	139.59	2,499.99	10,000.00
6304 - Vehicle Miscellaneous	203.96	249.99	1,000.00
<b>Total 6300 - * Vehicle Expense</b>	<b>3,530.17</b>	<b>5,499.96</b>	<b>22,000.00</b>
<b>6400 - * Supplies &amp; Equipment</b>			
6410 - Expendable Supplies	3,440.20	2,250.00	9,000.00
6415 - Reusable Supplies	2,486.82	500.01	2,000.00
6420 - Equipment	0.00	750.00	3,000.00
<b>Total 6400 - * Supplies &amp; Equipment</b>	<b>5,927.02</b>	<b>3,500.01</b>	<b>14,000.00</b>
<b>6450 - * Repairs &amp; Maintenance</b>			
6451 - Bldg/Structure Repairs & Maint	17,318.68	4,500.00	18,000.00
6452 - Equipment Repairs	188.90	624.99	2,500.00
6453 - Housekeeping	5,361.00	3,999.99	16,000.00
<b>Total 6450 - * Repairs &amp; Maintenance</b>	<b>22,868.58</b>	<b>9,124.98</b>	<b>36,500.00</b>
<b>6500 - * Office Administrative Expense</b>			
6510 - Office Supplies	597.77	1,250.01	5,000.00
6511 - Printing	0.00	0.00	4,000.00
6512 - Postage & Shipping	309.23	1,250.01	5,000.00
6513 - Communications	522.90	249.99	1,000.00
6514 - Credit Card Fees	1,233.59	1,249.98	5,000.00
6515 - Newsletter	1,564.24	1,875.00	7,500.00
6516 - Office Equipment	0.00	625.01	2,500.00
6520 - Misc. Office Admin.	276.40	500.01	2,000.00

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<b>Total 6500 - * Office Administrative Expense</b>	4,504.13	7,000.01	32,000.00
<b>6550 - * Other Administrative Expense</b>			
<b>6556 - TABC License Management Fee</b>	539.46	1,250.01	5,000.00
<b>6551 - Mileage Reimbursement</b>	61.20	124.98	500.00
<b>6552 - Licenses and Permits</b>	438.25	624.99	2,500.00
<b>6553 - Dues &amp; Memberships</b>	600.00	225.00	900.00
<b>Total 6550 - * Other Administrative Expense</b>	<u>1,638.91</u>	<u>2,224.98</u>	<u>8,900.00</u>
<b>6560 - Property Tax</b>	13.08	302.49	14,210.00
<b>6575 - Software Maintenance &amp; Upgrades</b>	0.00	624.99	2,500.00
<b>6600 - * Property Transfer Expense</b>			
<b>6610 - Filing Fees</b>	0.00	50.01	200.00
<b>6611 - Tax Sale &amp; Auction Expenses</b>	863.07	1,000.02	4,000.00
<b>Total 6600 - * Property Transfer Expense</b>	<u>863.07</u>	<u>1,050.03</u>	<u>4,200.00</u>
<b>6900 - * Miscellaneous Expense</b>			
<b>6910 - Cash Over/Short</b>	-5.51		
<b>Total 6900 - * Miscellaneous Expense</b>	<u>-5.51</u>		
 <b>Total Expense</b>	 <u>136,717.82</u>	 <u>136,269.93</u>	 <u>551,069.84</u>
 <b>Net Ordinary Income</b>	 <u>234,004.15</u>	 <u>11,655.12</u>	 <u>40,630.16</u>
 <b>Net Income</b>	 <u><u>234,004.15</u></u>	 <u><u>11,655.12</u></u>	 <u><u>40,630.16</u></u>