

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss by Class**  
January through June 2012

	<u>NONSUPPLEMENTAL</u>	<u>SUPPLEMENTAL</u>	<u>COMBINED TOTAL</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4001 - Assessment Related Revenue</b>			
<b>4005 - *Association Assessments</b>			
4011 - NRC Income	1,250	0	1,250
4012 - BVC Income	1,647	0	1,647
4014 - 2011 Assessment Revenue	26,098	0	26,098
4015 - Volunteer Assessments	8,205	0	8,205
4017 - 2012 Assessment Revenue	375,342	0	375,342
4018 - Prior Year Regular Assessments	23,005	0	23,005
4025 - SIA/SAC Supplemental Income	287	0	287
4030 - Assessment Interest, Late Fee	5,651	0	5,651
<b>Total 4005 - *Association Assessments</b>	<b>441,485</b>	<b>0</b>	<b>441,485</b>
<b>Total 4001 - Assessment Related Revenue</b>	<b>441,485</b>	<b>0</b>	<b>441,485</b>
<b>4020 - Property Auctions &amp; Tax Sales</b>	3,649	0	3,649
<b>4099 - Supplemental Revenue</b>			
4150 - Lease Income	250	2,159	2,409
<b>4200 - *Cabin Income</b>			
4210 - Room Rental Income	0	43,412	43,412
<b>Total 4200 - *Cabin Income</b>	<b>0</b>	<b>43,412</b>	<b>43,412</b>
4250 - RV/Campground Income	0	3,967	3,967
<b>4300 - * Restaurant Income</b>			
4311 - Alcohol Sales	0	5,792	5,792
<b>Total 4300 - * Restaurant Income</b>	<b>0</b>	<b>5,792</b>	<b>5,792</b>
4400 - Retail Sales	0	8,772	8,772
<b>4500 - * Other Lodge Income</b>			
4510 - Water Sales	0	6,915	6,915
4511 - Water Sales - Non-Potable Pump	0	179	179
4515 - Pool Fees	0	1,715	1,715
4520 - Laundromat Revenue	0	2,742	2,742
4525 - Ice Revenue	0	1,128	1,128
4500 - * Other Lodge Income - Other	0	13	13
<b>Total 4500 - * Other Lodge Income</b>	<b>0</b>	<b>12,690</b>	<b>12,690</b>
<b>Total 4099 - Supplemental Revenue</b>	<b>250</b>	<b>76,792</b>	<b>77,042</b>
<b>4600 - * Miscellaneous Income</b>			
4526 - Timely Filed Discount	0	36	36
4610 - Interest Income	415	0	415
4615 - Donations	238	3,795	4,033
4620 - Miscellaneous Income	664	518	1,181
<b>Total 4600 - * Miscellaneous Income</b>	<b>1,317</b>	<b>4,349</b>	<b>5,666</b>
<b>Total Income</b>	<b>446,701</b>	<b>81,141</b>	<b>527,841</b>

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss by Class**  
January through June 2012

	NONSUPPLEMENTAL	SUPPLEMENTAL	COMBINED TOTAL
<b>Cost of Goods Sold</b>			
<b>5000 · * Cost of Goods Sold</b>			
5100 · * COGS - Restaurant	0	0	0
5115 · COGS - Alcohol	0	3,344	3,344
<b>Total 5100 · * COGS - Restaurant</b>	0	3,344	3,344
5210 · COGS - Retail	0	1,973	1,973
5220 · COGS - Ice	0	887	887
<b>Total 5000 · * Cost of Goods Sold</b>	0	6,204	6,204
<b>Total COGS</b>	0	6,204	6,204
<b>Gross Profit</b>	446,701	74,937	521,637
<b>Expense</b>			
<b>6000 · * Payroll Expenses</b>			
6005 · Employee Housing	225	0	225
6010 · Salaries and Wages	81,344	21,618	102,962
6020 · Casual Labor	20	95	115
6025 · Employer Payroll Tax	10,275	3,075	13,350
<b>Total 6000 · * Payroll Expenses</b>	91,864	24,787	116,651
<b>6100 · * Utilities</b>			
6110 · Electric	7,399	5,235	12,634
6111 · Propane	146	3,174	3,320
6112 · Telephone	2,445	0	2,445
6113 · Garbage & Trash	1,942	151	2,093
6114 · Water System	296	0	296
<b>Total 6100 · * Utilities</b>	12,229	8,560	20,788
<b>6130 · * Insurance</b>			
6131 · Workers Comp	3,813	835	4,648
6132 · Property Insurance	13,612	0	13,612
6133 · General Liability	6,163	0	6,163
6134 · Directors E&O	2,308	0	2,308
6135 · Commercial Vehicle	6,576	0	6,576
6136 · Heavy Equipment	1,941	0	1,941
6137 · Surety Bonds	0	100	100
6138 · Air Ambulance Insurance	65	0	65
<b>Total 6130 · * Insurance</b>	34,478	935	35,413
<b>6150 · * Professional Fees</b>			
6152 · Legal Fees	8,409	0	8,409
6153 · Other Professional Fees	1,899	352	2,250
<b>Total 6150 · * Professional Fees</b>	10,308	352	10,659
<b>6155 · Lawsuit Expenses</b>			
6160 · Suber Lawsuit	20,405	0	20,405
6161 · Mead Lawsuit	942	0	942
<b>Total 6155 · Lawsuit Expenses</b>	21,347	0	21,347

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss by Class**  
January through June 2012

	<u>NONSUPPLEMENTAL</u>	<u>SUPPLEMENTAL</u>	<u>COMBINED TOTAL</u>
<b>6200 · * Heavy Equipment Expense</b>			
6201 · Heavy Equipment Repair	3,383	0	3,383
6202 · Off Road Diesel	5,805	0	5,805
6203 · Road Expense Miscellaneous	1,889	0	1,889
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>11,076</b>	<b>0</b>	<b>11,076</b>
<b>6300 · * Vehicle Expense</b>			
6301 · Gasoline	4,804	0	4,804
6302 · Diesel	1,806	0	1,806
6303 · Vehicle Repair	4,684	557	5,241
6304 · Vehicle Miscellaneous	723	110	833
<b>Total 6300 · * Vehicle Expense</b>	<b>12,016</b>	<b>667</b>	<b>12,683</b>
<b>6400 · * Supplies &amp; Equipment</b>			
6410 · Expendable Supplies	623	2,670	3,294
6415 · Reusable Supplies	769	590	1,359
6420 · Equipment	0	35	35
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>1,393</b>	<b>3,295</b>	<b>4,687</b>
<b>6450 · * Repairs &amp; Maintenance</b>			
6451 · Bldg/Structure Repairs & Maint	2,290	4,369	6,659
6452 · Equipment Repairs	13	576	589
6453 · Housekeeping	133	8,079	8,213
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>2,437</b>	<b>13,024</b>	<b>15,461</b>
<b>6500 · * Office Administrative Expense</b>			
6510 · Office Supplies	1,835	15	1,850
6512 · Postage & Shipping	1,830	173	2,004
6513 · Communications	359	28	387
6514 · Credit Card Fees	448	1,992	2,440
6515 · Newsletter	3,560	0	3,560
6516 · Office Equipment	502	415	917
6520 · Misc. Office Admin.	1,083	108	1,192
<b>Total 6500 · * Office Administrative Expense</b>	<b>9,618</b>	<b>2,732</b>	<b>12,350</b>
<b>6550 · * Other Administrative Expense</b>			
6551 · Mileage Reimbursement	45	0	45
6552 · Licenses and Permits	814	640	1,454
6553 · Dues & Memberships	600	0	600
6554 · Employee Housing Expense	91	33	123
<b>Total 6550 · * Other Administrative Expense</b>	<b>1,550</b>	<b>673</b>	<b>2,222</b>
6560 · Property Tax	1,442	0	1,442
6575 · Software Maintenance & Upgrades	179	1,420	1,599
<b>6600 · * Collections Expense</b>			
6611 · Foreclosure Expense	1,095	0	1,095
6612 · Misc Collections Expense	112	0	112
<b>Total 6600 · * Collections Expense</b>	<b>1,207</b>	<b>0</b>	<b>1,207</b>

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss by Class**  
January through June 2012

	NONSUPPLEMENTAL	SUPPLEMENTAL	COMBINED TOTAL
<b>6900 - * Miscellaneous Expense</b>			
6910 - Cash Over/Short	(1.47)	(4.52)	(5.99)
6915 - Miscellaneous Expense	205	131	336
<b>Total 6900 - * Miscellaneous Expense</b>	<b>204</b>	<b>126</b>	<b>330</b>
<b>Total Expense</b>	<b>211,346</b>	<b>56,570</b>	<b>267,916</b>
<b>Net Ordinary Income</b>	<b>235,354</b>	<b>18,367</b>	<b>253,721</b>
<b>Other Income/Expense</b>			
<b>Other Income</b>			
7001 - Non-Cash Donations	12,615	3,685	16,300
7005 - Gain (Loss) Sale of Assets	500	0	500
<b>Total Other Income</b>	<b>13,115</b>	<b>3,685</b>	<b>16,800</b>
<b>Net Other Income</b>	<b>13,115</b>	<b>3,685</b>	<b>16,800</b>
<b>Net Income</b>	<b>248,469</b>	<b>22,052</b>	<b>270,521</b>