

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

	Jan - Jun 13	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4013 · 2013 Assessment Revenue	376,258.46	200,000.02	400,000.00
4011 · NRC Income	695.28	500.02	1,000.00
4012 · BVC Income	982.82	750.00	1,500.00
4014 · 2011 Assessment Revenue	9,136.44	0.00	0.00
4015 · Volunteer Assessments	9,046.22	4,000.02	8,000.00
4017 · 2012 Assessment Revenue	23,954.02	0.00	0.00
4018 · Prior Year Regular Assessments	10,567.80	20,000.02	40,000.00
4025 · SIA/SAC Supplemental Income	303.15	0.00	0.00
4030 · Assessment Interest, Late Fee	6,109.33	3,500.02	7,000.00
<b>Total 4005 · *Association Assessments</b>	<b>437,053.52</b>	<b>228,750.10</b>	<b>457,500.00</b>
<b>Total 4001 · Assessment Related Revenue</b>	<b>437,053.52</b>	<b>228,750.10</b>	<b>457,500.00</b>
4020 · Property Auctions & Tax Sales	2,867.91	7,500.00	15,000.00
4099 · Supplemental Revenue			
4150 · Lease Income	1,110.00	1,200.00	2,400.00
4200 · *Cabin Income			
4210 · Room Rental Income	62,803.60	39,999.98	80,000.00
<b>Total 4200 · *Cabin Income</b>	<b>62,803.60</b>	<b>39,999.98</b>	<b>80,000.00</b>
4250 · RV/Campground Income	2,966.70	2,499.98	5,000.00
4300 · * Restaurant Income			
4311 · Alcohol Sales	4,986.57	5,499.98	11,000.00
<b>Total 4300 · * Restaurant Income</b>	<b>4,986.57</b>	<b>5,499.98</b>	<b>11,000.00</b>
4400 · Retail Sales	8,933.76	8,000.02	16,000.00
4500 · * Other Lodge Income			
4510 · Water Sales	5,085.16	5,000.02	10,000.00
4515 · Pool Fees	1,615.00	999.98	2,000.00
4520 · Laundromat Revenue	3,518.75	2,499.98	5,000.00
4525 · Ice Revenue	1,366.40	1,250.02	2,500.00
<b>Total 4500 · * Other Lodge Income</b>	<b>11,585.31</b>	<b>9,750.00</b>	<b>19,500.00</b>
<b>Total 4099 · Supplemental Revenue</b>	<b>92,385.94</b>	<b>66,949.96</b>	<b>133,900.00</b>
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	46.59		
4610 · Interest Income	402.73	399.98	800.00
4611 · Service Charges	45.45		
4615 · Donations	438.88	999.98	2,000.00

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4620 · Miscellaneous Income	446.36	500.02	1,000.00
<b>Total 4600 · * Miscellaneous Income</b>	<b>1,380.01</b>	<b>1,899.98</b>	<b>3,800.00</b>
<b>Total Income</b>	<b>533,687.38</b>	<b>305,100.04</b>	<b>610,200.00</b>
<b>Cost of Goods Sold</b>			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5115 · COGS - Alcohol	5,296.49	3,750.00	7,500.00
<b>Total 5100 · * COGS - Restaurant</b>	<b>5,296.49</b>	<b>3,750.00</b>	<b>7,500.00</b>
5210 · COGS - Retail	4,667.65	4,500.00	9,000.00
5220 · COGS - Ice	1,263.16	999.98	2,000.00
<b>Total 5000 · * Cost of Goods Sold</b>	<b>11,227.30</b>	<b>9,249.98</b>	<b>18,500.00</b>
<b>Total COGS</b>	<b>11,227.30</b>	<b>9,249.98</b>	<b>18,500.00</b>
<b>Gross Profit</b>	<b>522,460.08</b>	<b>295,850.06</b>	<b>591,700.00</b>
<b>Expense</b>			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	87,100.80	112,294.36	231,232.00
6020 · Casual Labor	290.25		
6025 · Employer Payroll Tax	9,000.75	13,873.92	27,747.84
<b>Total 6000 · * Payroll Expenses</b>	<b>96,391.80</b>	<b>126,168.28</b>	<b>258,979.84</b>
6100 · * Utilities			
6110 · Electric	13,305.34	12,500.02	25,000.00
6111 · Propane	1,215.84	2,750.02	5,500.00
6112 · Telephone	2,770.05	2,499.98	5,000.00
6113 · Garbage & Trash	2,483.42	1,400.02	2,800.00
6114 · Water System	172.74	249.98	500.00
<b>Total 6100 · * Utilities</b>	<b>19,947.39</b>	<b>19,400.02</b>	<b>38,800.00</b>
6130 · * Insurance			
6131 · Workers Comp	7,071.00	5,130.00	5,130.00
6132 · Property Insurance	14,446.61	13,600.00	13,600.00
6133 · General Liability	6,194.93	6,100.00	6,100.00
6134 · Directors E&O	2,334.25	6,100.00	6,100.00
6135 · Commercial Vehicle	5,940.00	6,500.00	6,500.00
6136 · Heavy Equipment	1,634.00	2,000.00	2,000.00
6137 · Surety Bonds	100.00	100.00	100.00
6138 · Air Ambulance Insurance	36.67	0.00	450.00
<b>Total 6130 · * Insurance</b>	<b>37,757.46</b>	<b>39,530.00</b>	<b>39,980.00</b>

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6516 · Office Equipment	0.00	1,250.00	2,500.00
6520 · Misc. Office Admin.	436.41	1,000.00	2,000.00
<b>Total 6500 · * Office Administrative Expense</b>	<b>10,664.12</b>	<b>13,999.96</b>	<b>32,000.00</b>
<b>6550 · * Other Administrative Expense</b>			
6556 · TABC License Management Fee	2,601.08	2,500.00	5,000.00
6551 · Mileage Reimbursement	61.20	249.98	500.00
6552 · Licenses and Permits	1,120.10	1,250.00	2,500.00
6553 · Dues & Memberships	600.00	450.00	900.00
<b>Total 6550 · * Other Administrative Expense</b>	<b>4,382.38</b>	<b>4,449.98</b>	<b>8,900.00</b>
6560 · Property Tax	13.08	604.98	14,210.00
6575 · Software Maintenance & Upgrades	95.21	1,249.98	2,500.00
6600 · * Property Transfer Expense			
6610 · Filing Fees	0.00	100.00	200.00
6611 · Tax Sale & Auction Expenses	863.07	2,000.02	4,000.00
<b>Total 6600 · * Property Transfer Expense</b>	<b>863.07</b>	<b>2,100.02</b>	<b>4,200.00</b>
6900 · * Miscellaneous Expense			
6910 · Cash Over/Short	-5.51		
<b>Total 6900 · * Miscellaneous Expense</b>	<b>-5.51</b>		
<b>Total Expense</b>	<b>232,739.28</b>	<b>283,253.10</b>	<b>551,069.84</b>
<b>Net Ordinary Income</b>	<b>289,720.80</b>	<b>12,596.96</b>	<b>40,630.16</b>
<b>Net Income</b>	<b>289,720.80</b>	<b>12,596.96</b>	<b>40,630.16</b>