

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

	<u>Jan - Sep 13</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4001 - Assessment Related Revenue</b>			
<b>4005 - * Association Assessments</b>			
4011 - NRC Income	712.23	750.01	1,000.00
4012 - BVC Income	1,047.82	1,125.00	1,500.00
4013 - 2013 Assessment Revenue	389,159.36	300,000.01	400,000.00
4014 - 2011 Assessment Revenue	10,527.10	0.00	0.00
4015 - Volunteer Assessments	9,752.50	6,000.02	8,000.00
4017 - 2012 Assessment Revenue	28,432.24	0.00	0.00
4018 - Prior Year Regular Assessments	12,723.98	30,000.01	40,000.00
4025 - SIA/SAC Supplemental Income	303.15	0.00	0.00
4030 - Assessment Interest, Late Fee	7,306.50	5,250.01	7,000.00
<b>Total 4005 - * Association Assessments</b>	<u>459,964.88</u>	<u>343,125.06</u>	<u>457,500.00</u>
<b>Total 4001 - Assessment Related Revenue</b>	459,964.88	343,125.06	457,500.00
<b>4020 - Property Auctions &amp; Tax Sales</b>	-7,452.29	11,250.00	15,000.00
<b>4099 - Supplemental Revenue</b>			
4150 - Lease Income	848.18	1,800.00	2,400.00
<b>4200 - * Cabin Income</b>			
4210 - Room Rental Income	86,372.00	59,999.99	80,000.00
<b>Total 4200 - * Cabin Income</b>	<u>86,372.00</u>	<u>59,999.99</u>	<u>80,000.00</u>
4250 - RV/Campground Income	3,202.70	3,749.99	5,000.00
<b>4300 - * Restaurant Income</b>			
4311 - Alcohol Sales	6,239.81	8,249.99	11,000.00
<b>Total 4300 - * Restaurant Income</b>	<u>6,239.81</u>	<u>8,249.99</u>	<u>11,000.00</u>
4400 - Retail Sales	12,844.76	12,000.01	16,000.00
<b>4500 - * Other Lodge Income</b>			
4510 - Water Sales	7,273.51	7,500.01	10,000.00
4515 - Pool Fees	2,020.00	1,499.99	2,000.00
4520 - Laundromat Revenue	4,818.50	3,749.99	5,000.00
4525 - Ice Revenue	2,388.86	1,875.01	2,500.00
<b>Total 4500 - * Other Lodge Income</b>	<u>16,500.87</u>	<u>14,625.00</u>	<u>19,500.00</u>
<b>Total 4099 - Supplemental Revenue</b>	126,008.32	100,424.98	133,900.00
<b>4600 - * Miscellaneous Income</b>			
4526 - Timely Filed Discount	64.29		
4610 - Interest Income	686.83	599.99	800.00
4611 - Service Charges	45.45		
4615 - Donations	478.11	1,499.99	2,000.00

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4620 - Miscellaneous Income	489.72	750.01	1,000.00
<b>Total 4600 - * Miscellaneous Income</b>	<b>1,764.40</b>	<b>2,849.99</b>	<b>3,800.00</b>
<b>Total Income</b>	<b>580,285.31</b>	<b>457,650.03</b>	<b>610,200.00</b>
<b>Cost of Goods Sold</b>			
5000 - * Cost of Goods Sold			
5100 - * COGS - Restaurant			
5115 - COGS - Alcohol	7,715.48	5,625.00	7,500.00
<b>Total 5100 - * COGS - Restaurant</b>	<b>7,715.48</b>	<b>5,625.00</b>	<b>7,500.00</b>
5210 - COGS - Retail	6,324.67	6,750.00	9,000.00
5220 - COGS - Ice	2,079.72	1,499.99	2,000.00
<b>Total 5000 - * Cost of Goods Sold</b>	<b>16,119.87</b>	<b>13,874.99</b>	<b>18,500.00</b>
<b>Total COGS</b>	<b>16,119.87</b>	<b>13,874.99</b>	<b>18,500.00</b>
<b>Gross Profit</b>	<b>564,165.44</b>	<b>443,775.04</b>	<b>591,700.00</b>
<b>Expense</b>			
6000 - * Payroll Expenses			
6010 - Salaries and Wages	136,297.26	171,763.18	231,232.00
6020 - Casual Labor	807.25		
6025 - Employer Payroll Tax	13,240.15	20,810.88	27,747.84
<b>Total 6000 - * Payroll Expenses</b>	<b>150,344.66</b>	<b>192,574.06</b>	<b>258,979.84</b>
6100 - * Utilities			
6110 - Electric	18,111.44	18,750.01	25,000.00
6111 - Propane	2,991.84	4,125.01	5,500.00
6112 - Telephone	3,532.63	3,749.99	5,000.00
6113 - Garbage & Trash	3,833.76	2,100.01	2,800.00
6114 - Water System	246.39	374.99	500.00
<b>Total 6100 - * Utilities</b>	<b>28,716.06</b>	<b>29,100.01</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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<b>6150 - * Professional Fees</b>			
6151 - Accounting	600.00	5,999.99	8,000.00
6152 - Legal Fees	12,317.05	26,249.99	35,000.00
6153 - Other Professional Fees	1,598.74	2,624.99	3,500.00
<b>Total 6150 - * Professional Fees</b>	<u>14,515.79</u>	<u>34,874.97</u>	<u>46,500.00</u>
<b>6155 - Lawsuit Expenses</b>			
6160 - Suber Lawsuit	79.00	0.00	0.00
6161 - Mead Lawsuit	100.00	3,000.01	4,000.00
<b>Total 6155 - Lawsuit Expenses</b>	<u>179.00</u>	<u>3,000.01</u>	<u>4,000.00</u>
<b>6200 - * Heavy Equipment Expense</b>			
6201 - Heavy Equipment Repair	11,474.13	9,000.00	12,000.00
6202 - Off Road Diesel	11,196.27	10,499.99	14,000.00
6203 - Road Expense Miscellaneous	816.22	1,875.01	2,500.00
<b>Total 6200 - * Heavy Equipment Expense</b>	<u>23,486.62</u>	<u>21,375.00</u>	<u>28,500.00</u>
<b>6300 - * Vehicle Expense</b>			
6301 - Gasoline	6,328.52	5,999.99	8,000.00
6302 - Diesel	1,722.00	2,250.00	3,000.00
6303 - Vehicle Repair	2,111.00	7,499.98	10,000.00
6304 - Vehicle Miscellaneous	339.84	749.98	1,000.00
<b>Total 6300 - * Vehicle Expense</b>	<u>10,501.36</u>	<u>16,499.95</u>	<u>22,000.00</u>
<b>6400 - * Supplies &amp; Equipment</b>			
6410 - Expendable Supplies	8,043.55	6,750.00	9,000.00
6415 - Reusable Supplies	1,460.90	1,500.02	2,000.00
6420 - Small tools & equipment	1,492.18	2,250.00	3,000.00
<b>Total 6400 - * Supplies &amp; Equipment</b>	<u>10,996.63</u>	<u>10,500.02</u>	<u>14,000.00</u>
<b>6450 - * Repairs &amp; Maintenance</b>			
6451 - Bldg/Structure Repairs & Maint	19,819.18	13,500.00	18,000.00
6452 - Equipment Repairs	331.87	1,874.98	2,500.00
6453 - Housekeeping	15,146.00	11,999.98	16,000.00
<b>Total 6450 - * Repairs &amp; Maintenance</b>	<u>35,297.05</u>	<u>27,374.96</u>	<u>36,500.00</u>
<b>6500 - * Office Administrative Expense</b>			
6510 - Office Supplies	1,853.78	3,749.99	5,000.00
6511 - Printing	0.00	0.00	4,000.00
6512 - Postage & Shipping	1,414.46	3,749.99	5,000.00
6513 - Communications	1,850.20	749.98	1,000.00
6514 - Credit Card Fees	4,785.86	3,749.99	5,000.00
6515 - Newsletter	4,494.40	5,625.00	7,500.00

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6516 - Office Equipment	107.17	1,874.99	2,500.00
6520 - Misc. Office Admin.	542.01	1,499.99	2,000.00
<b>Total 6500 - * Office Administrative Expense</b>	<b>15,047.88</b>	<b>20,999.93</b>	<b>32,000.00</b>
<b>6550 - * Other Administrative Expense</b>			
6551 - Mileage Reimbursement	61.20	374.99	500.00
6552 - Licenses and Permits	2,713.60	1,875.01	2,500.00
6553 - Dues & Memberships	600.00	675.00	900.00
6556 - TABC License Management Fee	2,640.93	3,749.99	5,000.00
<b>Total 6550 - * Other Administrative Expense</b>	<b>6,015.73</b>	<b>6,674.99</b>	<b>8,900.00</b>
6560 - Property Tax	13.08	907.47	14,210.00
6575 - Software Maintenance & Upgrades	1,207.89	1,874.98	2,500.00
<b>6600 - * Property Transfer Expense</b>			
6610 - Filing Fees	20.00	149.99	200.00
6611 - Tax Sale & Auction Expenses	863.07	3,000.01	4,000.00
<b>Total 6600 - * Property Transfer Expense</b>	<b>883.07</b>	<b>3,150.00</b>	<b>4,200.00</b>
<b>6900 - * Miscellaneous Expense</b>			
6910 - Cash Over/Short	42.49		
6915 - Miscellaneous Expense	165.64		
<b>Total 6900 - * Miscellaneous Expense</b>	<b>208.13</b>		
<b>Total Expense</b>	<b>335,170.41</b>	<b>408,436.35</b>	<b>551,069.84</b>
<b>Net Ordinary Income</b>	<b>228,995.03</b>	<b>35,338.69</b>	<b>40,630.16</b>
<b>Net Income</b>	<b>228,995.03</b>	<b>35,338.69</b>	<b>40,630.16</b>