

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of September 30, 2017

	<u>Sep 30, 17</u>	<u>Dec 31, 16</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1011 · Operating Account	19,944.38	12,701.56	7,242.82
1012 · Deposit Account	378,356.83	287,168.99	91,187.84
1013 · Payroll Account	1,904.53	2,747.24	-842.71
1016 · FDSB Reserve Account	116,373.51	105,067.74	11,305.77
1017 · WTNB Contingency Fund	200,889.66	200,814.58	75.08
1030 · * Petty Cash In Office			
1031 · Office Petty Cash	966.49	966.49	0.00
1032 · Resort Registers/Petty Cash	8.68	88.19	-79.51
1033 · Laundry Change Machine	100.00	100.00	0.00
Total 1030 · * Petty Cash In Office	<u>1,075.17</u>	<u>1,154.68</u>	<u>-79.51</u>
Total Checking/Savings	<u>718,544.08</u>	<u>609,654.79</u>	<u>108,889.29</u>
Accounts Receivable			
1201 · Accounts Receivable			
1220 · Withheld Federal Income Tax	6,106.89	6,106.89	0.00
1201 · Accounts Receivable - Other	-512.69	-245.92	-266.77
Total 1201 · Accounts Receivable	<u>5,594.20</u>	<u>5,860.97</u>	<u>-266.77</u>
Total Accounts Receivable	<u>5,594.20</u>	<u>5,860.97</u>	<u>-266.77</u>
Other Current Assets			
1100 · * Assessments Receivables			
1102 · Annual Assessments			
1105 · Combined Assessment Receivables	3,068,270.10	3,524,863.24	-456,593.14
1105b · Adjustments to Receivables	-41,955.19	-41,776.08	-179.11
2700 · Prepaid Assessments	-1,432.77	-93,466.16	92,033.39
Total 1102 · Annual Assessments	<u>3,024,882.14</u>	<u>3,389,621.00</u>	<u>-364,738.86</u>
1130 · Allowance for Doubtful Accounts	-2,252,422.48	-2,252,801.59	379.11
Total 1100 · * Assessments Receivables	<u>772,459.66</u>	<u>1,136,819.41</u>	<u>-364,359.75</u>
1300 · * Inventories			
1302 · Retail Inventory	8,630.05	9,042.82	-412.77
1303 · Fuel Inventory			
1303a · Gasoline	4,331.83	3,317.19	1,014.64
1303b · Truck Diesel	4,555.72	1,997.49	2,558.23
1303c · Off Road Diesel	1,742.16	469.66	1,272.50
1303d · Propane	2,867.96	2,289.50	578.46
Total 1303 · Fuel Inventory	<u>13,497.67</u>	<u>8,073.84</u>	<u>5,423.83</u>
1350 · Auction Property Tracts	50,626.44	73,676.44	-23,050.00
Total 1300 · * Inventories	<u>72,754.16</u>	<u>90,793.10</u>	<u>-18,038.94</u>

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1400 · * Prepaid Accounts			
1402 · Prepaid Insurance			
1402a · Workers Comp	0.00	8,078.00	-8,078.00
Total 1402 · Prepaid Insurance	<u>0.00</u>	<u>8,078.00</u>	<u>-8,078.00</u>
Total 1400 · * Prepaid Accounts	0.00	8,078.00	-8,078.00
1700 · Deferred Tax Asset	<u>99,000.00</u>	<u>99,000.00</u>	<u>0.00</u>
Total Other Current Assets	<u>944,213.82</u>	<u>1,334,690.51</u>	<u>-390,476.69</u>
Total Current Assets	<u>1,668,352.10</u>	<u>1,950,206.27</u>	<u>-281,854.17</u>
Fixed Assets			
1600 · * Fixed Assets			
1601 · Land	153,351.20	153,351.20	0.00
1602 · Orig Cost - Bldgs & Structures	231,652.00	231,652.00	0.00
1603 · Furniture & Equipment	44,959.00	44,959.00	0.00
1604 · Heavy Equipment	147,997.97	164,647.97	-16,650.00
1605 · Vehicles	73,599.78	73,599.78	0.00
1606 · Improvements	331,544.25	299,787.43	31,756.82
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	-96.57	-96.57	0.00
1611 · Smith Well	25,062.81	25,062.81	0.00
1612 · Cabin Deck Replacement	40,807.57	40,807.57	0.00
1613 · Facility Roof Replacement	5,798.25	5,798.25	0.00
1614 · Materials for Const in Progress	<u>4,903.86</u>	<u>4,903.86</u>	<u>0.00</u>
Total 1600 · * Fixed Assets	<u>1,154,384.12</u>	<u>1,139,277.30</u>	<u>15,106.82</u>
1615 · Accumulated Depreciation	<u>-518,087.85</u>	<u>-518,087.85</u>	<u>0.00</u>
Total Fixed Assets	<u>636,296.27</u>	<u>621,189.45</u>	<u>15,106.82</u>
TOTAL ASSETS	<u><u>2,304,648.37</u></u>	<u><u>2,571,395.72</u></u>	<u><u>-266,747.35</u></u>

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	<u>Sep 30, 17</u>	<u>Dec 31, 16</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 · Accounts Payable	14,331.17	22,480.37	-8,149.20
Total Accounts Payable	<u>14,331.17</u>	<u>22,480.37</u>	<u>-8,149.20</u>
Credit Cards			
1095 · Mastercard 0158	614.27	2,246.48	-1,632.21
Total Credit Cards	<u>614.27</u>	<u>2,246.48</u>	<u>-1,632.21</u>
Other Current Liabilities			
2100 · * Payroll Liabilities			
2110 · Payroll Taxes Payable	5,040.09	804.66	4,235.43
2115 · Employee Insurance-Voluntary	913.33	38.74	874.59
2120 · Benefits Payable	11,130.86	11,130.86	0.00
Total 2100 · * Payroll Liabilities	<u>17,084.28</u>	<u>11,974.26</u>	<u>5,110.02</u>
2111 · Direct Deposit Liabilities	8,138.52	8,138.52	0.00
2240 · Employee Reimbursements Payable	37.73	60.34	-22.61
2500 · * Taxes Payable			
2510 · Sales Tax Payable	19,900.25	11,613.07	8,287.18
2515 · State Occupancy Tax - (T2)	-1,405.63	331.72	-1,737.35
2520 · County Hotel Tax - (T3)	1,476.19	3,093.83	-1,617.64
2535 · Alcohol Sales Tax	18.86	18.86	0.00
2500 · * Taxes Payable - Other	4,256.45	0.00	4,256.45
Total 2500 · * Taxes Payable	<u>24,246.12</u>	<u>15,057.48</u>	<u>9,188.64</u>
2800 · * Deferred Income			
2801 · Deferred Assessment Income	816,108.67	1,112,565.22	-296,456.55
2802 · Deferred Other Income	151.20	0.00	151.20
Total 2800 · * Deferred Income	<u>816,259.87</u>	<u>1,112,565.22</u>	<u>-296,305.35</u>
Total Other Current Liabilities	<u>865,766.52</u>	<u>1,147,795.82</u>	<u>-282,029.30</u>
Total Current Liabilities	<u>880,711.96</u>	<u>1,172,522.67</u>	<u>-291,810.71</u>
Total Liabilities	880,711.96	1,172,522.67	-291,810.71
Equity			
3001 · Members Equity-Undesignated	317,141.13	317,141.13	0.00
3002 · Members Equity-Designated	356,797.92	356,797.92	0.00
3003 · Contributed Capital	87,296.00	87,296.00	0.00
3004 · Adj - Prior Year Collections	-287,930.75	-127,794.16	-160,136.59
3900 · Retained Earnings	765,432.16	681,676.76	83,755.40
Net Income	185,199.95	83,755.40	101,444.55
Total Equity	<u>1,423,936.41</u>	<u>1,398,873.05</u>	<u>25,063.36</u>
TOTAL LIABILITIES & EQUITY	<u>2,304,648.37</u>	<u>2,571,395.72</u>	<u>-266,747.35</u>

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through September 2017**

	January - Sept 2017		January - Dec 2017
	ACTUAL	BUDGET	Annual Budget
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	2,516.62	2,400.03	3,200.00
4015 · Volunteer Assessments	11,847.84	12,795.00	13,000.00
4018 · Assessment Rev-Prior to 2011	36,042.59	12,627.90	14,000.00
4030 · Assessment Interest, Late Fee	9,160.62	7,499.97	10,000.00
4031 · 2011 Assessment Revenue	9,332.37	4,500.00	6,000.00
4032 · 2012 Assessment Revenue	9,981.04	6,750.00	9,000.00
4033 · 2013 Assessment Revenue	13,365.70	8,948.97	11,000.00
4034 · 2014 Assessment Revenue	16,081.60	11,522.34	14,000.00
4035 · 2015 Assessment Revenue	18,782.17	21,855.24	25,000.00
4036 · 2016 Assessment Revenue	45,062.69	38,117.11	40,000.00
4037 · 2017 Assessment Revenue	389,147.78	361,000.00	380,000.00
Total 4005 · *Association Assessments	561,321.02	488,016.56	525,200.00
Total 4001 · Assessment Related Revenue	561,321.02	488,016.56	525,200.00
4020 · Property Auctions & Tax Sales	615.82	9,333.34	14,000.00
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	166,638.84	195,391.74	263,210.00
4215 · Property Owner Discounts	-7,477.90	-21,066.22	-26,321.00
4216 · Other Cabin Discounts	-17,129.31	-7,249.13	-9,443.00
Total 4200 · *Cabin Income	142,031.63	167,076.39	227,446.00
4250 · RV/Campground Income	15,298.19	15,647.27	21,000.00
4300 · * Restaurant Income			
4310 · Food Sales	107,817.23	104,251.31	145,000.00
4311 · Alcohol Sales	11,945.34	18,288.95	24,000.00
Total 4300 · * Restaurant Income	119,762.57	122,540.26	169,000.00
4400 · Retail Sales	18,967.43	24,390.43	35,000.00
4500 · * Other Lodge Income			
4510 · Water Sales	14,538.96	17,299.53	23,066.04
4515 · Pool Fees	2,425.00	2,123.44	2,200.00
4520 · Laundromat Revenue	6,647.50	5,249.97	7,000.00
4525 · Ice Revenue	5,823.49	6,374.97	8,500.00
Total 4500 · * Other Lodge Income	29,434.95	31,047.91	40,766.04
Total 4099 · Supplemental Revenue	325,494.77	360,702.26	493,212.04

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	ACTUAL	BUDGET	Annual Budget
4600 - * Miscellaneous Income			
4526 - Timely Filed Discount	232.19	262.53	350.00
4610 - Interest Income	268.10	262.53	350.00
4612 - Paypal Fees	6.37	0.00	0.00
4615 - Donations	1,110.21	150.03	200.00
4620 - Miscellaneous Income	281.22	375.03	500.00
Total 4600 - * Miscellaneous Income	1,898.09	1,050.12	1,400.00
Total Income	889,329.70	859,102.28	1,033,812.04
Cost of Goods Sold			
5000 - * Cost of Goods Sold			
5100 - * COGS - Restaurant			
5110 - COGS - Food	73,261.73	58,749.99	84,000.00
5115 - COGS - Alcohol	6,535.05	8,544.32	12,800.00
Total 5100 - * COGS - Restaurant	79,796.78	67,294.31	96,800.00
5210 - COGS - Retail	10,028.70	10,500.03	14,000.00
5220 - COGS - Ice	3,602.47	3,750.03	5,000.00
Total 5000 - * Cost of Goods Sold	93,427.95	81,544.37	115,800.00
Total COGS	93,427.95	81,544.37	115,800.00
Gross Profit	795,901.75	777,557.91	918,012.04
Expense			
6000 - * Payroll Expenses			
6005 - Employee Housing	0.00	0.00	0.00
6010 - Salaries and Wages	322,669.79	315,000.00	420,000.00
6025 - Employer Payroll Tax	28,644.16	28,350.00	37,800.00
Total 6000 - * Payroll Expenses	351,313.95	343,350.00	457,800.00
6050 - * Employee Benefits			
6052 - Employee Discounts	434.98	0.00	0.00
Total 6050 - * Employee Benefits	434.98	0.00	0.00
6100 - * Utilities			
6110 - Electric	16,805.80	14,249.97	19,000.00
6111 - Propane	4,580.11	5,024.97	6,700.00
6112 - Telephone	6,473.43	6,075.00	8,100.00
6113 - Garbage & Trash	2,841.72	5,249.97	7,000.00
6114 - Water System	335.92	2,250.00	3,000.00
Total 6100 - * Utilities	31,036.98	32,849.91	43,800.00
6130 - * Insurance			
6131 - Workers Comp	9,691.00	13,100.00	13,100.00
6132 - Property Insurance	19,617.95	11,925.00	15,900.00
6133 - General Liability	6,994.05	18,749.97	25,000.00
6134 - Directors E&O	10,250.00	10,250.00	10,250.00
6135 - Commercial Vehicle	9,194.65	8,600.00	8,600.00

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through September 2017**

	January - Sept 2017		January - Dec 2017
	ACTUAL	BUDGET	Annual Budget
6136 · Heavy Equipment	243.18	0.00	0.00
6137 · Surety Bonds	805.99	100.00	100.00
6138 · Air Ambulance Insurance	971.00	495.00	660.00
Total 6130 · * Insurance	57,767.82	63,219.97	73,610.00
6150 · * Professional Fees			
6151 · Accounting	4,500.00	12,000.00	12,000.00
6152 · Legal Fees			
6152a · Legal Fees - General	3,202.50	7,499.97	10,000.00
6152b · Legal Fees - Road Issues	7,810.00	22,500.00	30,000.00
6152c · Legal Fees - Assessments Issues	650.00	7,499.97	10,000.00
Total 6152 · Legal Fees	11,662.50	37,499.94	50,000.00
6153 · Other Professional Fees	1,395.41	2,000.00	2,000.00
Total 6150 · * Professional Fees	17,557.91	51,499.94	64,000.00
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	7,580.63	9,749.97	13,000.00
6202 · Off Road Diesel	6,147.50	6,000.03	8,000.00
6203 · Road Expense Miscellaneous	3,795.97	5,249.97	7,000.00
Total 6200 · * Heavy Equipment Expense	17,524.10	20,999.97	28,000.00
6300 · * Vehicle Expense			
6301 · Gasoline	10,577.45	3,750.03	5,000.00
6302 · Diesel	2,064.27	6,750.00	9,000.00
6303 · Vehicle Repair	6,878.99	5,249.97	7,000.00
6304 · Vehicle Miscellaneous	4,820.60	749.97	1,000.00
Total 6300 · * Vehicle Expense	24,341.31	16,499.97	22,000.00
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	8,333.55	0.00	0.00
6410 · Housekeeping Supplies	3,862.85	6,000.03	8,000.00
6415 · Maintenance Supplies	5,107.26	6,000.03	8,000.00
6420 · Small tools & equipment	7,223.93	3,750.03	5,000.00
6425 · Restaurant Supplies	2,995.07	2,250.00	3,000.00
Total 6400 · * Supplies & Equipment	27,522.66	18,000.09	24,000.00
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	2,774.69	48,150.00	64,200.00
6452 · Equipment Repairs	4,207.87	1,500.03	2,000.00
6453 · Housekeeping	0.00	1,500.03	2,000.00
Total 6450 · * Repairs & Maintenance	6,982.56	51,150.06	68,200.00
6500 · * Office Administrative Expense			
6510 · Office Supplies	6,172.67	3,750.03	5,000.00
6511 · Printing	375.48	3,750.03	5,000.00
6512 · Postage & Shipping	4,945.31	1,874.97	2,500.00
6513 · Communications	500.00	1,500.03	2,000.00
6514 · Credit Card Fees	15,893.27	11,999.97	16,000.00
6515 · Newsletter	4,052.40	5,699.97	7,600.00

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	ACTUAL	BUDGET	Annual Budget
6516 · Office Equipment	4,957.97	1,125.00	1,500.00
6520 · Misc. Office Admin.	4,092.69	1,125.00	1,500.00
Total 6500 · * Office Administrative Expense	40,989.79	30,825.00	41,100.00
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	812.78	450.00	600.00
6552 · Licenses and Permits	2,935.10	2,250.00	3,000.00
6553 · Dues & Memberships	423.96	749.97	1,000.00
6554 · Employee Housing Expense	0.00	1,500.03	2,000.00
Total 6550 · * Other Administrative Expense	4,171.84	4,950.00	6,600.00
6560 · Property Tax	189.87	0.00	15,000.00
6575 · Software Maintenance & Upgrades	4,796.19	3,750.03	5,000.00
6600 · * Property Transfer Expense			
6610 · Filing Fees	7,076.04	9,749.97	13,000.00
6611 · Tax Sale & Auction Expenses	4,739.28	0.00	0.00
6612 · Misc Collections Expense	0.00	2,999.97	4,000.00
Total 6600 · * Property Transfer Expense	11,815.32	12,749.94	17,000.00
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	787.38	1,800.00	2,400.00
6720 · Advertising	3,685.02	5,249.97	7,000.00
Total 6700 · * Advertising & Promotion	4,472.40	7,049.97	9,400.00
6900 · * Miscellaneous Expense			
6910 · Cash Over/Short	0.00	0.00	0.00
6925 · Reconciliation Discrepancies	5.12	0.00	0.00
Total 6900 · * Miscellaneous Expense	5.12	0.00	0.00
6935 · Bank Service Charges	129.00	0.00	0.00
Total Expense	601,051.80	656,894.85	875,510.00
Net Ordinary Income	194,849.95	120,663.08	42,502.04
Other Income/Expense			
Other Income			
7005 · Gain (Loss) Sale of Assets	-9,650.00	0.00	0.00
Total Other Income	-9,650.00	0.00	0.00
Net Other Income	-9,650.00	0.00	0.00
Net Income	185,199.95	120,663.08	42,502.04

**P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2017**

	<u>Jan - Sep 2017</u>	<u>Jan - Sep 2016</u>
Ordinary Income/Expense		
Income		
4001 · Assessment Related Revenue		
4005 · *Association Assessments		
4009 · Special Assessments	2,135.62	0.00
4012 · BVC Income	0.00	100.00
4013 · SIA/SAC Supplemental Income	381.00	1,815.60
4015 · Volunteer Assessments	11,847.84	10,922.53
4018 · Assessment Rev-Prior to 2011	36,042.59	24,812.12
4030 · Assessment Interest, Late Fee	9,160.62	7,402.37
4031 · 2011 Assessment Revenue	9,332.37	7,480.57
4032 · 2012 Assessment Revenue	9,981.04	10,308.22
4033 · 2013 Assessment Revenue	13,365.70	12,929.08
4034 · 2014 Assessment Revenue	16,081.60	13,854.77
4035 · 2015 Assessment Revenue	18,782.17	30,107.69
4036 · 2016 Assessment Revenue	45,062.69	366,413.89
4037 · 2017 Assessment Revenue	389,147.78	0.00
Total 4005 · *Association Assessments	<u>561,321.02</u>	<u>486,146.84</u>
Total 4001 · Assessment Related Revenue	561,321.02	486,146.84
4020 · Property Auctions & Tax Sales	615.82	0.00
4099 · Supplemental Revenue		
4200 · *Cabin Income		
4210 · Cabin Room Rental Income	166,638.84	174,186.58
4215 · Property Owner Discounts	-7,477.90	-18,138.18
4216 · Other Cabin Discounts	-17,129.31	-6,462.73
Total 4200 · *Cabin Income	<u>142,031.63</u>	<u>149,585.67</u>
4250 · RV/Campground Income	15,298.19	14,673.44
4300 · * Restaurant Income		
4310 · Food Sales	107,817.23	101,221.32
4311 · Alcohol Sales	11,945.34	16,256.62
Total 4300 · * Restaurant Income	<u>119,762.57</u>	<u>117,477.94</u>
4400 · Retail Sales	18,967.43	23,211.49
4500 · * Other Lodge Income		
4510 · Water Sales	14,538.96	11,583.31
4515 · Pool Fees	2,425.00	2,080.00
4520 · Laundromat Revenue	6,647.50	6,033.50
4525 · Ice Revenue	5,823.49	5,042.00
4500 · * Other Lodge Income - Other	0.00	0.00
Total 4500 · * Other Lodge Income	<u>29,434.95</u>	<u>24,738.81</u>
Total 4099 · Supplemental Revenue	<u>325,494.77</u>	<u>329,687.35</u>

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4600 · * Miscellaneous Income		
4526 · Timely Filed Discount	232.19	0.00
4610 · Interest Income	268.10	328.76
4612 · Paypal Fees	6.37	0.00
4615 · Donations	1,110.21	277.59
4620 · Miscellaneous Income	281.22	209.51
Total 4600 · * Miscellaneous Income	<u>1,898.09</u>	<u>815.86</u>
Total Income	889,329.70	816,650.05
Cost of Goods Sold		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	73,261.73	71,282.38
5115 · COGS - Alcohol	6,535.05	8,101.33
Total 5100 · * COGS - Restaurant	<u>79,796.78</u>	<u>79,383.71</u>
5210 · COGS - Retail	10,028.70	7,216.05
5220 · COGS - Ice	3,602.47	3,790.78
Total 5000 · * Cost of Goods Sold	<u>93,427.95</u>	<u>90,390.54</u>
Total COGS	<u>93,427.95</u>	<u>90,390.54</u>
Gross Profit	795,901.75	726,259.51
Expense		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	322,669.79	282,974.32
6020 · Casual Labor	0.00	388.76
6025 · Employer Payroll Tax	28,644.16	25,741.19
Total 6000 · * Payroll Expenses	<u>351,313.95</u>	<u>309,104.27</u>
6050 · * Employee Benefits		
6052 · Employee Discounts	434.98	877.92
Total 6050 · * Employee Benefits	<u>434.98</u>	<u>877.92</u>
6100 · * Utilities		
6110 · Electric	16,805.80	16,399.14
6111 · Propane	4,580.11	4,503.00
6112 · Telephone	6,473.43	5,220.89
6113 · Garbage & Trash	2,841.72	6,418.90
6114 · Water System	335.92	378.10
Total 6100 · * Utilities	<u>31,036.98</u>	<u>32,920.03</u>
6130 · * Insurance		
6131 · Workers Comp	9,691.00	13,089.00
6132 · Property Insurance	19,617.95	11,563.53
6133 · General Liability	6,994.05	6,989.40
6134 · Directors E&O	10,250.00	10,250.00
6135 · Commercial Vehicle	9,194.65	8,086.65
6136 · Heavy Equipment	243.18	1,215.90
6137 · Surety Bonds	805.99	100.00

**P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2017**

	<u>Jan - Sep 2017</u>	<u>Jan - Sep 2016</u>
6138 · Air Ambulance Insurance	971.00	0.00
6139 · MDLive/Telemed	0.00	195.50
Total 6130 · * Insurance	57,767.82	51,489.98
6150 · * Professional Fees		
6151 · Accounting	4,500.00	11,500.00
6152 · Legal Fees		
6152a · Legal Fees - General	3,202.50	12,095.83
6152b · Legal Fees - Road Issues	7,810.00	21,653.50
6152c · Legal Fees - Assessments Issues	650.00	1,058.50
Total 6152 · Legal Fees	11,662.50	34,807.83
6153 · Other Professional Fees	1,395.41	1,582.00
Total 6150 · * Professional Fees	17,557.91	47,889.83
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,580.63	10,093.48
6202 · Off Road Diesel	6,147.50	4,660.53
6203 · Road Expense Miscellaneous	3,795.97	6,362.97
Total 6200 · * Heavy Equipment Expense	17,524.10	21,116.98
6300 · * Vehicle Expense		
6301 · Gasoline	10,577.45	9,470.20
6302 · Diesel	2,064.27	2,954.14
6303 · Vehicle Repair	6,878.99	6,137.23
6304 · Vehicle Miscellaneous	4,820.60	4,617.65
Total 6300 · * Vehicle Expense	24,341.31	23,179.22
6400 · * Supplies & Equipment		
6405 · Cabin Accessories	8,333.55	4,718.89
6410 · Housekeeping Supplies	3,862.85	2,780.03
6415 · Maintenance Supplies	5,107.26	7,802.59
6420 · Small tools & equipment	7,223.93	9,257.82
6425 · Restaurant Supplies	2,995.07	1,419.03
Total 6400 · * Supplies & Equipment	27,522.66	25,978.36
6450 · * Repairs & Maintenance		
6451 · Bldg/Structure Repairs & Maint	2,774.69	14,454.67
6452 · Equipment Repairs	4,207.87	1,771.94
6453 · Housekeeping	0.00	4,182.50
Total 6450 · * Repairs & Maintenance	6,982.56	20,409.11
6500 · * Office Administrative Expense		
6510 · Office Supplies	6,172.67	4,002.20
6511 · Printing	375.48	27.98
6512 · Postage & Shipping	4,945.31	1,265.70
6513 · Communications	500.00	0.00

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through September 2017

	<u>Jan - Sep 2017</u>	<u>Jan - Sep 2016</u>
6514 · Credit Card Fees	15,893.27	12,581.43
6515 · Newsletter	4,052.40	2,647.60
6516 · Office Equipment	4,957.97	1,582.79
6520 · Misc. Office Admin.	4,092.69	3,146.28
Total 6500 · * Office Administrative Expense	40,989.79	25,253.98
6550 · * Other Administrative Expense		
6551 · Mileage Reimbursement	812.78	1,086.48
6552 · Licenses and Permits	2,935.10	772.79
6553 · Dues & Memberships	423.96	617.17
6554 · Employee Housing Expense	0.00	424.14
Total 6550 · * Other Administrative Expense	4,171.84	2,900.58
6560 · Property Tax	189.87	0.00
6575 · Software Maintenance & Upgrades	4,796.19	2,792.21
6600 · * Property Transfer Expense		
6610 · Filing Fees	7,076.04	2,392.00
6611 · Tax Sale & Auction Expenses	4,739.28	0.00
Total 6600 · * Property Transfer Expense	11,815.32	2,392.00
6700 · * Advertising & Promotion		
6715 · Bands & Entertainment	787.38	417.67
6720 · Advertising	3,685.02	1,208.40
Total 6700 · * Advertising & Promotion	4,472.40	1,626.07
6900 · * Miscellaneous Expense		
6910 · Cash Over/Short	0.00	0.00
6925 · Reconciliation Discrepancies	5.12	5.00
Total 6900 · * Miscellaneous Expense	5.12	5.00
6935 · Bank Service Charges	129.00	0.00
Total Expense	601,051.80	567,935.54
Net Ordinary Income	194,849.95	158,323.97
Other Income/Expense		
Other Income		
7001 · Non-Cash Donations	0.00	200.00
7005 · Gain (Loss) Sale of Assets	-9,650.00	0.00
Total Other Income	-9,650.00	200.00
Net Other Income	-9,650.00	200.00
Net Income	185,199.95	158,523.97

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through September 2017

SUPPLEMENTAL CLASS (COST CENTERS)

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	TOTAL SUPPLEMENTAL
Ordinary Income/Expense										
Income										
4001 · Assessment Related Revenue	0	0	0	0	0	0	0	0	0	0
4020 · Property Auctions & Tax Sales	0	0	0	0	0	0	0	0	0	0
4089 · Supplemental Revenue	142,032	0	5,823	6,648	2,425	119,763	18,985	15,298	14,521	325,495
4600 · * Miscellaneous Income	28	464	0	0	0	2	26	0	0	520
Total Income	142,060	464	5,823	6,648	2,425	119,765	19,011	15,298	14,521	328,015
Cost of Goods Sold										
5000 · * Cost of Goods Sold	0	0	3,510	0	0	79,779	10,029	0	0	93,318
Total COGS	0	0	3,510	0	0	79,779	10,029	0	0	93,318
Gross Profit	142,060	464	2,313	6,648	2,425	39,986	8,982	15,298	14,521	232,697
Expense										
6000 · * Payroll Expenses	49,134	53,937	0	1,176	4,353	81,751	0	0	0	180,351
6060 · * Employee Benefits	0	0	0	0	0	0	435	0	0	435
6100 · * Utilities	4,611	3,401	0	2,418	0	4,714	0	1,265	0	16,409
6130 · * Insurance	0	0	0	0	0	0	0	0	0	0
6160 · * Professional Fees	0	0	0	0	0	0	0	0	0	0
6200 · * Heavy Equipment Expense	0	0	0	0	0	0	0	0	0	0
6300 · * Vehicle Expense	41	196	0	0	0	0	0	0	0	237
6400 · * Supplies & Equipment	11,786	5,604	0	167	1,859	6,458	0	22	0	25,896
6460 · * Repairs & Maintenance	351	6,531	0	0	100	0	0	0	0	6,982
6500 · * Office Administrative Expense	152	689	0	0	0	500	56	0	0	1,397
6550 · * Other Administrative Expense	321	343	0	0	0	1,418	0	0	0	2,082
6660 · Property Tax	0	0	0	0	0	0	0	0	0	0
6675 · 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	4,420	0	0	0	0	0	0	0	4,420
6900 · * Miscellaneous Expense	0	0	0	0	0	0	0	0	0	0
6936 · Bank Service Charges	0	0	0	0	0	0	0	0	0	0
Total Expense	68,398	75,121	0	3,761	6,312	94,841	491	1,267	0	248,209
Net Ordinary Income	75,664	(74,657)	2,313	2,887	(3,887)	(54,855)	8,491	14,011	14,521	(15,512)
Other Income/Expense										
Other Income										
7005 · Gain (Loss) Sale of Assets	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	75,664	(74,657)	2,313	2,887	(3,887)	(54,855)	8,491	14,011	14,521	(15,512)

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through September 2017

	NON-SUPPLEMENTAL CLASS (COST CENTERS)				TOTAL ALL CLASSES
	General & Admin	Road Maintenance	Water System	TOTAL NON-SUPPLEMENTAL	
Ordinary Income/Expense					
Income					
4001 • Assessment Related Revenue	561,321	0	0	561,321	561,321
4020 • Property Auctions & Tax Sales	616	0	0	616	616
4099 • Supplemental Revenue	0	0	0	0	325,495
4800 • * Miscellaneous Income	713	665	0	1,378	1,898
Total Income	562,650	665	0	563,315	889,330
Cost of Goods Sold					
6000 • * Cost of Goods Sold	0	110	0	110	93,428
Total COGS	0	110	0	110	93,428
Gross Profit	562,650	555	0	563,205	795,902
Expense					
6000 • * Payroll Expenses	101,562	57,788	1,617	160,965	351,316
6050 • * Employee Benefits	0	0	0	0	435
6100 • * Utilities	12,304	658	1,666	14,628	31,037
6130 • * Insurance	48,330	9,438	0	57,768	57,768
6150 • * Professional Fees	16,462	1,096	0	17,558	17,558
6200 • * Heavy Equipment Expense	0	17,524	0	17,524	17,524
6300 • * Vehicle Expense	5,402	18,703	0	24,105	24,342
6400 • * Supplies & Equipment	65	1,312	250	1,627	27,523
6450 • * Repairs & Maintenance	0	0	0	0	6,882
6500 • * Office Administrative Expense	39,174	248	172	39,594	40,891
6550 • * Other Administrative Expense	675	1,215	0	2,090	4,172
6580 • Property Tax	190	0	0	190	180
6575 • Software Maintenance & Upgrades	4,798	0	0	4,798	4,798
6600 • * Property Transfer Expense	11,815	0	0	11,815	11,815
6700 • * Advertising & Promotion	53	0	0	53	4,473
6900 • * Miscellaneous Expense	5	0	0	5	5
6935 • Bank Service Charges	129	0	0	129	129
Total Expense	241,182	107,980	3,705	352,847	601,056
Net Ordinary Income	321,468	(107,425)	(3,705)	210,358	194,848
Other Income/Expense					
Other Income					
7005 • Gain (Loss) Sale of Assets	(16,650)	7,000	0	(9,650)	(9,650)
Total Other Income	(16,650)	7,000	0	(9,650)	(9,650)
Net Other Income	(16,650)	7,000	0	(9,650)	(9,650)
Net Income	304,838	(100,425)	(3,705)	200,708	185,188

P.O.A.T.R.I./Terlingua Ranch
Supplemental Revenue
From 1/1/2005 - 9-30-17
by Year

	<u>Dec 31, 05</u>	<u>Dec 31, 06</u>	<u>Dec 31, 07</u>	<u>Dec 31, 08</u>	<u>Dec 31, 09</u>	<u>Dec 31, 10</u>	<u>Dec 31, 11</u>
4099 · Supplemental Revenue							
4100 · Heavy Equipment Income	9,060.00	7,852.50	4,176.12	5,685.00	1,600.00	0.00	0.00
4150 · Lease Income	0.00	0.00	0.00	0.00	0.00	0.00	463.00
4200 · *Cabin Income							
4210 · Cabin Room Rental Income	138,580.80	133,172.94	135,684.32	93,798.40	0.00	28,485.29	60,700.84
4215 · Property Owner Discounts	-2,504.00	-3,360.00	-2,128.00	-6,166.35	0.00	0.00	0.00
4216 · Other Cabin Discounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4200 · *Cabin Income	136,076.80	129,812.94	133,556.32	87,632.05	0.00	28,485.29	60,700.84
4250 · RV/Campground Income	9,677.00	11,726.05	11,884.90	6,308.00	0.00	1,993.00	5,682.88
4300 · * Restaurant Income							
4310 · Food Sales	73,648.77	58,972.21	65,315.30	37,268.47	0.00	0.00	0.00
4311 · Alcohol Sales	18,461.38	14,123.82	12,649.99	7,304.99	0.00	0.00	0.00
4312 · Soft Drink Sales	4,758.24	3,606.11	3,254.20	1,572.06	0.00	0.00	0.00
4313 · Sundries Sales	5,403.29	5,418.72	5,294.44	3,648.35	0.00	0.00	0.00
4314 · Tobacco Sales	3,998.35	0.00	0.00	0.00	0.00	0.00	0.00
4315 · Bad Debt	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4300 · * Restaurant Income	106,270.03	82,120.86	86,513.93	49,793.87	0.00	0.00	0.00
4400 · Retail Sales	16,398.68	18,108.43	16,760.30	14,503.26	2,259.37	4,668.53	11,190.37
4500 · * Other Lodge Income							
4510 · Water Sales	5,934.98	6,249.82	4,990.04	5,843.20	5,805.22	5,332.55	12,913.57
4511 · Water Sales - Non-Potable Pump	0.00	0.00	0.00	0.00	0.00	0.00	1,022.04
4515 · Pool Fees	3,145.50	3,983.90	4,756.00	2,032.31	0.00	1,950.01	1,519.00
4520 · Laundromat Revenue	2,101.51	3,210.16	4,067.93	2,755.88	0.00	3,441.78	4,068.00
4525 · Ice Revenue	0.00	0.00	0.00	0.00	0.00	1,152.00	3,628.86
Total 4500 · * Other Lodge Income	11,181.99	13,443.88	13,813.97	10,631.39	5,805.22	11,876.34	23,151.47
Total 4099 · Supplemental Revenue	288,664.50	263,064.66	266,705.54	174,553.57	9,664.59	47,023.16	101,188.56

P.O.A.T.R.I./Terlingua Ranch
Supplemental Revenue
From 1/1/2005 - 9-30-17
by Year

	<u>Dec 31, 12</u>	<u>Dec 31, 13</u>	<u>Dec 31, 14</u>	<u>Dec 31, 15</u>	<u>Dec 31, 16</u>	<u>Sep 30, 17</u>
4099 · Supplemental Revenue						
4100 · Heavy Equipment Income	0.00	0.00	0.00	0.00	0.00	0.00
4150 · Lease Income	3,779.99	772.00	1,676.00	1,375.00	0.00	0.00
4200 · *Cabin Income						
4210 · Cabin Room Rental Income	88,824.94	122,779.20	146,816.16	257,060.09	235,214.10	166,638.84
4215 · Property Owner Discounts	0.00	0.00	0.00	-66,268.16	-22,662.58	-7,477.90
4216 · Other Cabin Discounts	0.00	0.00	0.00	-6,466.32	-9,085.10	-17,129.31
Total 4200 · *Cabin Income	<u>88,824.94</u>	<u>122,779.20</u>	<u>146,816.16</u>	<u>184,325.61</u>	<u>203,466.42</u>	<u>142,031.63</u>
4250 · RV/Campground Income	6,174.81	6,333.20	9,832.68	14,804.20	19,693.04	15,298.19
4300 · * Restaurant Income						
4310 · Food Sales	0.00	0.00	0.00	114,344.42	140,785.68	107,817.23
4311 · Alcohol Sales	11,194.75	10,112.12	2,215.06	10,482.32	21,333.03	11,945.34
4312 · Soft Drink Sales	0.00	0.00	0.00	0.00	0.00	0.00
4313 · Sundries Sales	0.00	0.00	0.00	0.00	0.00	0.00
4314 · Tobacco Sales	0.00	0.00	0.00	0.00	0.00	0.00
4315 · Bad Debt	0.00	0.00	-62.00	-1,655.00	0.00	0.00
Total 4300 · * Restaurant Income	<u>11,194.75</u>	<u>10,112.12</u>	<u>2,153.06</u>	<u>123,171.74</u>	<u>162,118.71</u>	<u>119,762.57</u>
4400 · Retail Sales	19,643.48	19,705.47	23,304.37	26,172.83	33,308.22	18,967.43
4500 · * Other Lodge Income						
4510 · Water Sales	11,610.27	9,992.57	10,832.85	7,693.17	13,839.73	14,538.96
4511 · Water Sales - Non-Potable Pump	0.00	0.00	0.00	0.00	0.00	0.00
4515 · Pool Fees	2,295.00	2,075.00	743.00	1,340.00	2,155.00	2,425.00
4520 · Laundromat Revenue	5,752.46	7,169.25	7,740.50	7,607.00	8,231.75	6,647.50
4525 · Ice Revenue	2,660.45	3,024.00	3,495.96	5,293.00	7,083.87	5,823.49
Total 4500 · * Other Lodge Income	<u>22,318.18</u>	<u>22,260.82</u>	<u>22,812.31</u>	<u>21,933.17</u>	<u>31,310.35</u>	<u>29,434.95</u>
Total 4099 · Supplemental Revenue	<u>151,936.15</u>	<u>181,962.81</u>	<u>206,594.58</u>	<u>371,782.55</u>	<u>449,896.74</u>	<u>325,494.77</u>

P.O.A.T.R.I./Terlingua Ranch
Assessment Revenue
January 2011 through September 2017

	2011	2012	2013	2014	2015	2016	9-Mos 9-30-17	Total Collected	# Accts Assessed	Annual Fee	Total Assessed	Amt Unpaid 9-30-17	% Unpaid
4005 · *Association Assessments													
4015 · Volunteer Assessments	3,370	8,820	12,486	9,145	12,057	11,098	11,848	68,824	n/a	n/a	n/a	n/a	n/a
4018 · Assessment Rev-Prior to 2011	60,115	31,141	13,314	16,054	15,984	27,508	36,043	200,159	n/a	n/a	n/a	\$ 1,607,564	n/a
4031 · 2011 Assessment Revenue	385,170	32,795	11,698	7,642	4,053	8,805	9,332	459,495	4343	158.61	\$ 688,843	\$ 229,348	33%
4032 · 2012 Assessment Revenue	0	399,076	32,306	12,774	7,785	12,277	9,981	474,200	4352	165.64	\$ 720,865	\$ 246,666	34%
4033 · 2013 Assessment Revenue	0	0	399,997	28,763	12,408	15,892	13,366	470,426	4380	165.64	\$ 725,503	\$ 255,077	35%
4034 · 2014 Assessment Revenue	0	0	0	397,257	29,606	16,834	16,082	459,778	4374	165.64	\$ 724,509	\$ 264,731	37%
4035 · 2015 Assessment Revenue	0	0	0	0	401,160	34,440	18,782	454,382	4393	168.07	\$ 738,332	\$ 283,949	38%
4036 · 2016 Assessment Revenue	0	0	0	0	0	384,320	45,063	429,383	4402	168.81	\$ 743,102	\$ 313,719	42%
4037 · 2017 Assessment Revenue	0	0	0	0	0	0	389,148	389,148	4405	171.12	\$ 753,784	\$ 364,636	48%
Total 4005 · *Association Assessments	460,935	484,241	480,726	482,461	494,846	523,212	561,321	3,487,741					

TOTAL RECEIVABLES PER TRIPOD 9-30-17

\$ 3,565,690