

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2017

	<u>Dec 31, 2017</u>	<u>Dec 31, 2016</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1011 · Operating Account	34,659.22	12,701.56	21,957.66
1012 · Deposit Account	395,625.15	287,168.99	108,456.16
1013 · Payroll Account	562.50	2,747.24	-2,184.74
1015 · FDSB Reserve Account	120,147.02	105,067.74	15,079.28
1017 · WTNB Contingency Fund	200,927.62	200,814.58	113.04
1030 · * Petty Cash in Office			
1031 · Office Petty Cash	916.49	966.49	-50.00
1032 · Resort Registers/Petty Cash	25.02	88.19	-63.17
1033 · Laundry Change Machine	100.00	100.00	0.00
Total 1030 · * Petty Cash in Office	<u>1,041.51</u>	<u>1,154.68</u>	<u>-113.17</u>
Total Checking/Savings	<u>752,963.02</u>	<u>609,654.79</u>	<u>143,308.23</u>
Accounts Receivable			
1201 · Accounts Receivable			
1220 · Withheld Federal Income Tax	743.38	6,106.89	-5,363.51
1201 · Accounts Receivable - Other	-580.19	-245.92	-334.27
Total 1201 · Accounts Receivable	<u>163.19</u>	<u>5,860.97</u>	<u>-5,697.78</u>
Total Accounts Receivable	<u>163.19</u>	<u>5,860.97</u>	<u>-5,697.78</u>
Other Current Assets			
1100 · * Assessments Receivables			
1102 · Annual Assessments			
1105 · Combined Assessment Receivables	3,116,512.11	3,613,291.32	-496,779.21
1105b · Adjustments to Receivables	-51,754.40	-41,776.08	-9,978.32
2700 · Prepaid Assessments	-70,873.34	-93,466.16	22,592.82
1102 · Annual Assessments - Other	768,252.00	0.00	768,252.00
Total 1102 · Annual Assessments	<u>3,762,136.37</u>	<u>3,478,049.08</u>	<u>284,087.29</u>
1130 · Allowance for Doubtful Accounts	-2,292,623.27	-2,302,801.59	10,178.32
Total 1100 · * Assessments Receivables	<u>1,469,513.10</u>	<u>1,175,247.49</u>	<u>294,265.61</u>
1300 · * Inventories			
1301 · Restaurant Inventory			
1301a · Food	0.00	5,970.55	-5,970.55
Total 1301 · Restaurant Inventory	<u>0.00</u>	<u>5,970.55</u>	<u>-5,970.55</u>
1302 · Retail Inventory	7,156.21	9,042.82	-1,886.61
1303 · Fuel Inventory			
1303a · Gasoline	1,162.97	3,317.19	-2,154.22
1303b · Truck Diesel	2,982.40	1,997.49	984.91
1303c · Off Road Diesel	1,549.67	469.66	1,080.01
1303d · Propane	1,546.37	2,289.50	-743.13
Total 1303 · Fuel Inventory	<u>7,241.41</u>	<u>8,073.84</u>	<u>-832.43</u>
1350 · Auction Property Tracts	16,072.00	39,122.00	-23,050.00
Total 1300 · * Inventories	<u>30,469.62</u>	<u>62,209.21</u>	<u>-31,739.59</u>

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2017

	<u>Dec 31, 2017</u>	<u>Dec 31, 2016</u>	<u>\$ Change</u>
1400 · * Prepaid Accounts			
1402 · Prepaid Insurance			
1402a · Workers Comp	6,875.00	8,078.00	-1,203.00
Total 1402 · Prepaid Insurance	<u>6,875.00</u>	<u>8,078.00</u>	<u>-1,203.00</u>
Total 1400 · * Prepaid Accounts	6,875.00	8,078.00	-1,203.00
1700 · Deferred Tax Asset	<u>99,000.00</u>	<u>99,000.00</u>	0.00
Total Other Current Assets	<u>1,605,857.72</u>	<u>1,344,534.70</u>	<u>261,323.02</u>
Total Current Assets	<u>2,358,983.93</u>	<u>1,960,050.46</u>	<u>398,933.47</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	44,037.41	44,037.41	0.00
1604 · Heavy Equipment	147,997.97	164,647.97	-16,650.00
1605 · Vehicles	79,599.78	73,599.78	6,000.00
1606 · Improvements	299,690.86	299,787.43	-96.57
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	32,753.10	-96.57	32,849.67
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>	0.00
Total 1600 · * Fixed Assets	<u>1,160,458.81</u>	<u>1,138,355.71</u>	<u>22,103.10</u>
1615 · Accumulated Depreciation	<u>-574,155.85</u>	<u>-574,155.85</u>	0.00
Total Fixed Assets	<u>586,302.96</u>	<u>564,199.86</u>	<u>22,103.10</u>
TOTAL ASSETS	<u><u>2,945,286.89</u></u>	<u><u>2,524,250.32</u></u>	<u><u>421,036.57</u></u>

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2017

	<u>Dec 31, 2017</u>	<u>Dec 31, 2016</u>	<u>\$ Change</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 · Accounts Payable	10,964.35	22,480.37	-11,516.02
Total Accounts Payable	<u>10,964.35</u>	<u>22,480.37</u>	<u>-11,516.02</u>
Credit Cards			
1095 · Mastercard 0158	1,479.95	1,174.16	305.79
Total Credit Cards	<u>1,479.95</u>	<u>1,174.16</u>	<u>305.79</u>
Other Current Liabilities			
2100 · * Payroll Liabilities			
2110 · Payroll Taxes Payable	7,110.66	517.35	6,593.31
2115 · Employee Insurance-Voluntary	1,225.29	38.74	1,186.55
2120 · Benefits Payable	7,942.09	7,942.09	0.00
Total 2100 · * Payroll Liabilities	<u>16,278.04</u>	<u>8,498.18</u>	<u>7,779.86</u>
2111 · Direct Deposit Liabilities	8,138.52	8,138.52	0.00
2240 · Employee Reimbursements Payable	0.00	60.34	-60.34
2500 · * Taxes Payable			
2510 · Sales Tax Payable	18,174.63	1,199.56	16,975.07
2515 · State Occupancy Tax - (T2)	2,488.75	1,008.71	1,480.04
2520 · County Hotel Tax - (T3)	3,198.86	1,177.13	2,021.73
Total 2500 · * Taxes Payable	<u>23,862.24</u>	<u>3,385.40</u>	<u>20,476.84</u>
2800 · * Deferred Income			
2801 · Deferred Assessment Income	1,656,336.89	1,200,993.30	455,343.59
2802 · Deferred Other Income	151.20	0.00	151.20
Total 2800 · * Deferred Income	<u>1,656,488.09</u>	<u>1,200,993.30</u>	<u>455,494.79</u>
Total Other Current Liabilities	<u>1,704,766.89</u>	<u>1,221,075.74</u>	<u>483,691.15</u>
Total Current Liabilities	<u>1,717,211.19</u>	<u>1,244,730.27</u>	<u>472,480.92</u>
Total Liabilities	<u>1,717,211.19</u>	<u>1,244,730.27</u>	<u>472,480.92</u>
Equity			
3001 · Members Equity-Undesignated	286,941.13	286,941.13	0.00
3002 · Members Equity-Designated	356,797.92	356,797.92	0.00
3003 · Contributed Capital	90,512.00	90,512.00	0.00
3004 · Adj - Prior Year Collections	-311,664.96	-127,794.16	-183,870.80
3900 · Retained Earnings	673,063.16	681,676.76	-8,613.60
Net Income	<u>132,426.45</u>	<u>-8,613.60</u>	<u>141,040.05</u>
Total Equity	<u>1,228,075.70</u>	<u>1,279,520.05</u>	<u>-51,444.35</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,945,286.89</u></u>	<u><u>2,524,250.32</u></u>	<u><u>421,036.57</u></u>

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

	<u>Jan - Dec 2017</u>	<u>Jan - Dec 2016</u>
Ordinary Income/Expense		
Income		
4001 - Assessment Related Revenue		
4005 - *Association Assessments		
4009 - Special Assessments	3,365.20	0.00
4012 - BVC Income	0.00	100.00
4013 - SIA/SAC Supplemental Income	0.00	2,797.40
4015 - Volunteer Assessments	12,243.74	11,097.53
4018 - Assessment Rev-Prior to 2013	41,428.22	27,508.17
4030 - Assessment Interest, Late Fee	11,172.62	9,139.57
4031 - 2011 Assessment Revenue	10,639.74	8,805.45
4032 - 2012 Assessment Revenue	11,219.85	12,277.36
4033 - 2013 Assessment Revenue	15,058.72	15,892.34
4034 - 2014 Assessment Revenue	18,366.63	16,833.97
4035 - 2015 Assessment Revenue	21,438.39	34,439.90
4036 - 2016 Assessment Revenue	51,485.70	384,320.00
4037 - 2017 Assessment Revenue	405,008.62	0.00
Total 4005 - *Association Assessments	<u>601,427.43</u>	<u>523,211.69</u>
Total 4001 - Assessment Related Revenue	601,427.43	523,211.69
4020 - Property Auctions & Tax Sales	23,665.82	-7,570.44
4021 - Basis of Property Auctioned	-23,050.00	0.00
4099 - Supplemental Revenue		
4200 - *Cabin Income		
4210 - Cabin Room Rental Income	305,054.25	235,214.10
4215 - Property Owner Discounts	-12,165.30	-22,662.58
4216 - Other Cabin Discounts	-21,816.56	-9,085.10
Total 4200 - *Cabin Income	<u>271,072.39</u>	<u>203,466.42</u>
4250 - RV/Campground Income	21,108.99	19,893.04
4300 - * Cafe Income		
4310 - Food Sales	163,883.80	140,785.68
4311 - Alcohol Sales	19,156.70	21,333.03
Total 4300 - * Cafe Income	<u>183,040.50</u>	<u>162,118.71</u>
4400 - Retail Sales	31,930.89	33,308.22
4500 - * Other Lodge Income		
4510 - Water Sales	19,108.66	13,839.73
4515 - Pool Fees	2,425.00	2,155.00
4520 - Laundromat Revenue	8,883.50	8,231.75
4525 - Ice Revenue	8,114.89	7,083.87
Total 4500 - * Other Lodge Income	<u>38,532.05</u>	<u>31,310.35</u>
Total 4099 - Supplemental Revenue	<u>545,684.82</u>	<u>449,896.74</u>
4600 - * Miscellaneous Income		
4526 - Timely Filed Discount	380.08	256.31
4610 - Interest Income	371.62	412.83
4612 - Paypal Fees	-2.45	0.00
4615 - Donations	1,110.21	434.45
4620 - Miscellaneous Income	547.88	256.43
Total 4600 - * Miscellaneous Income	<u>2,407.34</u>	<u>1,360.02</u>
Total Income	<u>1,150,135.41</u>	<u>986,898.01</u>

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

	<u>Jan - Dec 2017</u>	<u>Jan - Dec 2016</u>
Cost of Goods Sold		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	114,604.70	96,022.53
5115 · COGS - Alcohol	11,936.71	12,168.79
Total 5100 · * COGS - Restaurant	<u>126,541.41</u>	<u>108,191.32</u>
5210 · COGS - Retail	15,656.30	11,010.25
5220 · COGS - Ice	4,937.90	4,988.51
Total 5000 · * Cost of Goods Sold	<u>147,135.61</u>	<u>124,190.08</u>
Total COGS	<u>147,135.61</u>	<u>124,190.08</u>
Gross Profit	1,002,999.80	842,707.93
Expense		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	460,732.45	384,631.21
6020 · Casual Labor	0.00	388.76
6025 · Employer Payroll Tax	40,240.46	34,617.15
Total 6000 · * Payroll Expenses	<u>500,972.91</u>	<u>419,637.12</u>
6050 · * Employee Benefits		
6052 · Employee Discounts	700.75	1,091.59
Total 6050 · * Employee Benefits	<u>700.75</u>	<u>1,091.59</u>
6100 · * Utilities		
6110 · Electric	22,024.35	18,944.18
6111 · Propane	8,648.61	6,409.27
6112 · Telephone	8,741.92	7,232.80
6113 · Garbage & Trash	5,240.96	6,828.72
6114 · Water System	392.52	559.65
Total 6100 · * Utilities	<u>45,048.36</u>	<u>39,974.62</u>
6130 · * Insurance		
6131 · Workers Comp	9,691.00	13,089.00
6132 · Property Insurance	19,617.95	15,492.18
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	1,945.44
6137 · Surety Bonds	805.99	100.00
6138 · Air Ambulance Insurance	2,126.00	0.00
6139 · MDLive/Telemed	0.00	195.50
Total 6130 · * Insurance	<u>58,922.82</u>	<u>56,148.17</u>
6150 · * Professional Fees		
6151 · Accounting	11,500.00	11,500.00
6152 · Legal Fees		
6152a · Legal Fees - General	3,660.00	14,671.59
6152b · Legal Fees - Road Issues	9,435.00	25,063.26
6152c · Legal Fees - Assessments Issues	650.00	1,903.50
Total 6152 · Legal Fees	<u>13,745.00</u>	<u>41,638.35</u>
6153 · Other Professional Fees	1,395.41	1,582.00
Total 6150 · * Professional Fees	<u>26,640.41</u>	<u>54,720.35</u>

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

	<u>Jan - Dec 2017</u>	<u>Jan - Dec 2016</u>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	11,021.56	11,354.30
6202 · Off Road Diesel	8,819.99	5,836.69
6203 · Road Expense Miscellaneous	4,179.18	6,848.13
Total 6200 · * Heavy Equipment Expense	<u>24,020.73</u>	<u>24,039.12</u>
6300 · * Vehicle Expense		
6301 · Gasoline	15,158.20	12,788.89
6302 · Diesel	3,637.59	3,157.55
6303 · Vehicle Repair	14,003.50	6,137.23
6304 · Vehicle Miscellaneous	6,063.18	5,160.79
Total 6300 · * Vehicle Expense	<u>38,862.47</u>	<u>27,244.46</u>
6400 · * Supplies & Equipment		
6405 · Cabin Accessories	11,461.11	4,870.54
6410 · Housekeeping Supplies	6,897.85	5,071.52
6415 · Maintenance Supplies	8,385.23	8,685.31
6420 · Small tools & equipment	8,469.51	10,216.43
6425 · Restaurant Supplies	5,417.65	2,790.58
Total 6400 · * Supplies & Equipment	<u>40,631.35</u>	<u>31,634.38</u>
6450 · * Repairs & Maintenance		
6451 · Bldg/Structure Repairs & Maint	4,083.93	16,034.20
6452 · Equipment Repairs	5,292.58	2,108.01
6453 · Housekeeping	0.00	4,182.50
Total 6450 · * Repairs & Maintenance	<u>9,376.51</u>	<u>22,324.71</u>
6500 · * Office Administrative Expense		
6510 · Office Supplies	8,412.51	3,797.50
6511 · Printing	375.48	27.98
6512 · Postage & Shipping	8,034.55	3,277.28
6513 · Communications	5,423.19	4,905.80
6514 · Credit Card Fees	24,834.21	17,191.93
6515 · Newsletter	6,224.15	4,568.12
6516 · Office Equipment	6,974.35	1,869.74
6520 · Misc. Office Admin.	6,240.95	5,205.27
Total 6500 · * Office Administrative Expense	<u>66,519.39</u>	<u>40,843.42</u>
6550 · * Other Administrative Expense		
6551 · Mileage Reimbursement	1,593.35	1,086.48
6552 · Licenses and Permits	2,845.75	1,136.79
6553 · Dues & Memberships	423.96	620.67
6554 · Employee Housing Expense	0.00	424.14
6557 · Booking Fees	4,900.65	0.00
Total 6550 · * Other Administrative Expense	<u>9,763.71</u>	<u>3,268.08</u>
6560 · Property Tax	14,554.64	15,176.95
6575 · Software Maintenance & Upgrades	5,453.47	3,920.60
6600 · * Property Transfer Expense		
6610 · Filing Fees	7,436.04	2,756.00
6611 · Tax Sale & Auction Expenses	4,739.28	0.00
Total 6600 · * Property Transfer Expense	<u>12,175.32</u>	<u>2,756.00</u>

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

	<u>Jan - Dec 2017</u>	<u>Jan - Dec 2016</u>
6700 • * Advertising & Promotion		
6715 • Bands & Entertainment	930.86	1,202.80
6720 • Advertising	6,091.65	1,504.68
Total 6700 • * Advertising & Promotion	<u>7,022.51</u>	<u>2,707.48</u>
6900 • * Miscellaneous Expense		
6910 • Cash Over/Short	100.20	0.00
6915 • Miscellaneous Expense	2.55	-59.01
6925 • Reconciliation Discrepancies	5.25	5.49
Total 6900 • * Miscellaneous Expense	<u>108.00</u>	<u>-53.52</u>
6935 • Bank Service Charges	150.00	20.00
Total Expense	<u>860,923.35</u>	<u>745,453.53</u>
Net Ordinary Income	142,076.45	97,254.40
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	<u>-9,650.00</u>	<u>200.00</u>
Other Expense		
8000 • * Other Expenses		
8025 • Bad Debt Expense	0.00	50,000.00
8050 • Depreciation Expense	0.00	56,068.00
Total 8000 • * Other Expenses	<u>0.00</u>	<u>106,068.00</u>
Total Other Expense	<u>0.00</u>	<u>106,068.00</u>
Net Other Income	<u>-9,650.00</u>	<u>-105,868.00</u>
Net Income	<u>132,426.45</u>	<u>-8,613.60</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through December 2017

	<u>Jan - Dec 2017</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	3,365.20	3,200.00	165.20
4015 · Volunteer Assessments	12,243.74	13,000.00	-756.26
4018 · Assessment Rev-Prior to 2013	41,428.22	14,000.00	27,428.22
4030 · Assessment Interest, Late Fee	11,172.62	10,000.00	1,172.62
4031 · 2011 Assessment Revenue	10,639.74	6,000.00	4,639.74
4032 · 2012 Assessment Revenue	11,219.85	9,000.00	2,219.85
4033 · 2013 Assessment Revenue	15,058.72	11,000.00	4,058.72
4034 · 2014 Assessment Revenue	18,366.63	14,000.00	4,366.63
4035 · 2015 Assessment Revenue	21,438.39	25,000.00	-3,561.61
4036 · 2016 Assessment Revenue	51,485.70	40,000.00	11,485.70
4037 · 2017 Assessment Revenue	405,008.62	380,000.00	25,008.62
Total 4005 · *Association Assessments	<u>601,427.43</u>	<u>525,200.00</u>	<u>76,227.43</u>
Total 4001 · Assessment Related Revenue	<u>601,427.43</u>	<u>525,200.00</u>	<u>76,227.43</u>
4020 · Property Auctions & Tax Sales	23,665.82	14,000.00	9,665.82
4021 · Basis of Property Auctioned	-23,050.00	0.00	-23,050.00
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	305,054.25	263,210.00	41,844.25
4215 · Property Owner Discounts	-12,165.30	-26,321.00	14,155.70
4216 · Other Cabin Discounts	-21,816.56	-9,443.00	-12,373.56
Total 4200 · *Cabin Income	<u>271,072.39</u>	<u>227,446.00</u>	<u>43,626.39</u>
4250 · RV/Campground Income	21,108.99	21,000.00	108.99
4300 · * Cafe Income			
4310 · Food Sales	163,883.80	145,000.00	18,883.80
4311 · Alcohol Sales	19,156.70	24,000.00	-4,843.30
Total 4300 · * Cafe Income	<u>183,040.50</u>	<u>169,000.00</u>	<u>14,040.50</u>
4400 · Retail Sales	31,930.89	35,000.00	-3,069.11
4500 · * Other Lodge Income			
4510 · Water Sales	19,108.66	23,066.04	-3,957.38
4515 · Pool Fees	2,425.00	2,200.00	225.00
4520 · Laundromat Revenue	8,883.50	7,000.00	1,883.50
4525 · Ice Revenue	8,114.89	8,500.00	-385.11
Total 4500 · * Other Lodge Income	<u>38,532.05</u>	<u>40,766.04</u>	<u>-2,233.99</u>
Total 4099 · Supplemental Revenue	<u>545,684.82</u>	<u>493,212.04</u>	<u>52,472.78</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through December 2017

	<u>Jan - Dec 2017</u>	<u>Budget</u>	<u>\$ Over Budget</u>
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	380.08	350.00	30.08
4610 · Interest Income	371.62	350.00	21.62
4612 · Paypal Fees	-2.45	0.00	-2.45
4615 · Donations	1,110.21	200.00	910.21
4620 · Miscellaneous Income	547.88	500.00	47.88
Total 4600 · * Miscellaneous Income	<u>2,407.34</u>	<u>1,400.00</u>	<u>1,007.34</u>
Total Income	1,150,135.41	1,033,812.04	116,323.37
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	114,604.70	84,000.00	30,604.70
5115 · COGS - Alcohol	11,936.71	12,800.00	-863.29
Total 5100 · * COGS - Restaurant	<u>126,541.41</u>	<u>96,800.00</u>	<u>29,741.41</u>
5210 · COGS - Retail	15,656.30	14,000.00	1,656.30
5220 · COGS - Ice	4,937.90	5,000.00	-62.10
Total 5000 · * Cost of Goods Sold	<u>147,135.61</u>	<u>115,800.00</u>	<u>31,335.61</u>
Total COGS	<u>147,135.61</u>	<u>115,800.00</u>	<u>31,335.61</u>
Gross Profit	1,002,999.80	918,012.04	84,987.76
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	460,732.45	420,000.00	40,732.45
6025 · Employer Payroll Tax	40,240.46	37,800.00	2,440.46
Total 6000 · * Payroll Expenses	<u>500,972.91</u>	<u>457,800.00</u>	<u>43,172.91</u>
6050 · * Employee Benefits			
6052 · Employee Discounts	700.75	0.00	700.75
Total 6050 · * Employee Benefits	<u>700.75</u>	<u>0.00</u>	<u>700.75</u>
6100 · * Utilities			
6110 · Electric	22,024.35	19,000.00	3,024.35
6111 · Propane	8,648.61	6,700.00	1,948.61
6112 · Telephone	8,741.92	8,100.00	641.92
6113 · Garbage & Trash	5,240.96	7,000.00	-1,759.04
6114 · Water System	392.52	3,000.00	-2,607.48
Total 6100 · * Utilities	<u>45,048.36</u>	<u>43,800.00</u>	<u>1,248.36</u>
6130 · * Insurance			
6131 · Workers Comp	9,691.00	13,100.00	-3,409.00
6132 · Property Insurance	19,617.95	15,900.00	3,717.95
6133 · General Liability	6,994.05	25,000.00	-18,005.95
6134 · Directors E&O	10,250.00	10,250.00	0.00
6135 · Commercial Vehicle	9,194.65	8,600.00	594.65
6136 · Heavy Equipment	243.18	0.00	243.18
6137 · Surety Bonds	805.99	100.00	705.99
6138 · Air Ambulance Insurance	2,126.00	660.00	1,466.00
Total 6130 · * Insurance	<u>58,922.82</u>	<u>73,610.00</u>	<u>-14,687.18</u>

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through December 2017**

	<u>Jan - Dec 2017</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6150 · * Professional Fees			
6151 · Accounting	11,500.00	12,000.00	-500.00
6152 · Legal Fees			
6152a · Legal Fees - General	3,660.00	10,000.00	-6,340.00
6152b · Legal Fees - Road Issues	9,435.00	30,000.00	-20,565.00
6152c · Legal Fees - Assessments Issues	650.00	10,000.00	-9,350.00
Total 6152 · Legal Fees	13,745.00	50,000.00	-36,255.00
6153 · Other Professional Fees	1,395.41	2,000.00	-604.59
Total 6150 · * Professional Fees	26,640.41	64,000.00	-37,359.59
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	11,021.56	13,000.00	-1,978.44
6202 · Off Road Diesel	8,819.99	8,000.00	819.99
6203 · Road Expense Miscellaneous	4,179.18	7,000.00	-2,820.82
Total 6200 · * Heavy Equipment Expense	24,020.73	28,000.00	-3,979.27
6300 · * Vehicle Expense			
6301 · Gasoline	15,158.20	5,000.00	10,158.20
6302 · Diesel	3,637.59	9,000.00	-5,362.41
6303 · Vehicle Repair	14,003.50	7,000.00	7,003.50
6304 · Vehicle Miscellaneous	6,063.18	1,000.00	5,063.18
Total 6300 · * Vehicle Expense	38,862.47	22,000.00	16,862.47
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	11,461.11	0.00	11,461.11
6410 · Housekeeping Supplies	6,897.85	8,000.00	-1,102.15
6415 · Maintenance Supplies	8,385.23	8,000.00	385.23
6420 · Small tools & equipment	8,469.51	5,000.00	3,469.51
6425 · Restaurant Supplies	5,417.65	3,000.00	2,417.65
Total 6400 · * Supplies & Equipment	40,631.35	24,000.00	16,631.35
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	4,083.93	64,200.00	-60,116.07
6452 · Equipment Repairs	5,292.58	2,000.00	3,292.58
6453 · Housekeeping	0.00	2,000.00	-2,000.00
Total 6450 · * Repairs & Maintenance	9,376.51	68,200.00	-58,823.49
6500 · * Office Administrative Expense			
6510 · Office Supplies	8,412.51	5,000.00	3,412.51
6511 · Printing	375.48	5,000.00	-4,624.52
6512 · Postage & Shipping	8,034.55	2,500.00	5,534.55
6513 · Communications	5,423.19	2,000.00	3,423.19
6514 · Credit Card Fees	24,834.21	16,000.00	8,834.21
6515 · Newsletter	6,224.15	7,600.00	-1,375.85
6516 · Office Equipment	6,974.35	1,500.00	5,474.35
6520 · Misc. Office Admin.	6,240.95	1,500.00	4,740.95
Total 6500 · * Office Administrative Expense	66,519.39	41,100.00	25,419.39

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through December 2017

	<u>Jan - Dec 2017</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6550 - * Other Administrative Expense			
6551 - Mileage Reimbursement	1,593.35	600.00	993.35
6552 - Licenses and Permits	2,845.75	3,000.00	-154.25
6553 - Dues & Memberships	423.96	1,000.00	-576.04
6554 - Employee Housing Expense	0.00	2,000.00	-2,000.00
6557 - Booking Fees	4,900.65	0.00	4,900.65
Total 6550 - * Other Administrative Expense	<u>9,763.71</u>	<u>6,600.00</u>	<u>3,163.71</u>
6560 - Property Tax	14,554.64	15,000.00	-445.36
6575 - Software Maintenance & Upgrades	5,453.47	5,000.00	453.47
6600 - * Property Transfer Expense			
6610 - Filing Fees	7,436.04	13,000.00	-5,563.96
6611 - Tax Sale & Auction Expenses	4,739.28	0.00	4,739.28
6612 - Misc Collections Expense	0.00	4,000.00	-4,000.00
Total 6600 - * Property Transfer Expense	<u>12,175.32</u>	<u>17,000.00</u>	<u>-4,824.68</u>
6700 - * Advertising & Promotion			
6715 - Bands & Entertainment	930.86	2,400.00	-1,469.14
6720 - Advertising	6,091.65	7,000.00	-908.35
Total 6700 - * Advertising & Promotion	<u>7,022.51</u>	<u>9,400.00</u>	<u>-2,377.49</u>
6900 - * Miscellaneous Expense			
6910 - Cash Over/Short	100.20	0.00	100.20
6915 - Miscellaneous Expense	2.55	0.00	2.55
6925 - Reconciliation Discrepancies	5.25	0.00	5.25
Total 6900 - * Miscellaneous Expense	<u>108.00</u>	<u>0.00</u>	<u>108.00</u>
6935 - Bank Service Charges	150.00	0.00	150.00
Total Expense	<u>860,923.35</u>	<u>875,510.00</u>	<u>-14,586.65</u>
Net Ordinary Income	142,076.45	42,502.04	99,574.41
Other Income/Expense			
Other Income			
7005 - Gain (Loss) Sale of Assets	-9,650.00	0.00	0.00
Total Other Income	<u>-9,650.00</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>-9,650.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u>132,426.45</u>	<u>42,502.04</u>	<u>89,924.41</u>

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

	SUPPLEMENTAL CLASS (COST CENTERS)									TOTAL
	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	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
4021 • Basis of Property Auctioned	0	0	0	0	0	0	0	0	0	0
4099 • Supplemental Revenue	271,072	0	8,115	8,884	2,425	183,070	31,948	21,109	19,091	545,714
4600 • * Miscellaneous Income	39	494	0	0	0	(11)	26	0	0	548
Total Income	271,111	494	8,115	8,884	2,425	183,059	31,974	21,109	19,091	546,262
Cost of Goods Sold										
5000 • * Cost of Goods Sold	0	0	4,747	0	0	128,510	15,656	0	0	146,913
Total COGS	0	0	4,747	0	0	128,510	15,656	0	0	146,913
Gross Profit	271,111	494	3,368	8,884	2,425	56,549	16,318	21,109	19,091	399,349
Expense										
6000 • * Payroll Expenses	66,315	78,642	0	1,917	7,197	125,413	0	0	0	279,484
6050 • * Employee Benefits	0	0	0	0	0	0	701	0	0	701
6100 • * Utilities	5,523	6,180	0	4,849	0	6,928	0	1,516	0	24,986
6130 • * Insurance	0	0	0	0	0	0	0	0	0	0
6150 • * 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	186	0	0	22	0	0	0	0	259
6400 • * Supplies & Equipment	18,037	7,430	0	167	3,280	9,044	0	22	0	37,980
6450 • * Repairs & Maintenance	351	6,829	0	0	987	1,210	0	0	0	9,377
6500 • * Office Administrative Expense	152	701	0	0	0	500	58	0	0	1,409
6550 • * Other Administrative Expense	5,222	343	0	0	152	1,418	0	0	0	7,135
6560 • Property Tax	0	0	0	0	0	0	0	0	0	0
6575 • 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	4,770	0	0	0	0	0	0	0	4,770
6900 • * Miscellaneous Expense	0	0	0	0	0	100	0	0	0	100
6935 • Bank Service Charges	0	0	0	0	0	0	0	0	0	0
Total Expense	95,641	105,091	0	6,933	11,638	144,613	757	1,538	0	366,211
Net Ordinary Income	175,470	(104,597)	3,368	1,951	(9,213)	(88,064)	15,561	19,571	19,091	33,138
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
	176,470	(104,597)	3,368	1,951	(9,213)	(88,064)	15,561	19,571	19,091	33,138

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

	NON-SUPPLEMENTAL CLASS (COST CENTERS)			TOTAL	
	General & Administration	Road Maintenance	Water System	NON-SUPPLEMENTAL	TOTALS
Ordinary Income/Expense					
Income					
4001 • Assessment Related Revenue	601,427	0	0	601,427	601,427
4020 • Property Auctions & Tax Sales	23,666	0	0	23,666	23,666
4021 • Basis of Property Auctioned	(23,050)	0	0	(23,050)	(23,050)
4099 • Supplemental Revenue	(30)	0	0	(30)	545,884
4600 • * Miscellaneous Income	1,210	650	0	1,860	2,408
Total Income	603,223	650	0	603,873	1,150,135
Cost of Goods Sold					
5000 • * Cost of Goods Sold	0	209	0	209	147,122
Total COGS	0	209	0	209	147,122
Gross Profit	603,223	441	0	603,684	1,003,013
Expense					
6000 • * Payroll Expenses	140,418	78,538	2,531	221,487	500,971
6050 • * Employee Benefits	0	0	0	0	701
6100 • * Utilities	17,725	308	2,020	20,053	45,049
6130 • * Insurance	49,485	9,438	0	58,923	58,923
6150 • * Professional Fees	23,919	2,721	0	26,640	26,640
6200 • * Heavy Equipment Expense	0	24,021	0	24,021	24,021
6300 • * Vehicle Expense	5,460	33,143	0	38,603	38,882
6400 • * Supplies & Equipment	565	1,285	802	2,652	40,632
6450 • * Repairs & Maintenance	0	0	0	0	9,377
6500 • * Office Administrative Expense	64,548	348	218	65,114	68,520
6550 • * Other Administrative Expense	1,856	773	0	2,629	9,784
6560 • Property Tax	14,555	0	0	14,555	14,555
6575 • Software Maintenance & Upgrades	5,453	0	0	5,453	5,453
6600 • * Property Transfer Expense	12,175	0	0	12,175	12,175
6700 • * Advertising & Promotion	2,253	0	0	2,253	7,023
6900 • * Miscellaneous Expense	8	0	0	8	108
6935 • Bank Service Charges	150	0	0	150	150
Total Expense	338,568	150,573	5,572	494,713	880,924
Net Ordinary Income	264,655	(150,132)	(5,572)	108,951	142,089
Other Income/Expense					
Other Income					
7005 • Gain (Loss) Sale of Assets	0	(9,650)	0	(9,650)	(9,650)
Total Other Income	0	(9,650)	0	(9,650)	(9,650)
Net Other Income	0	(9,650)	0	(9,650)	(9,650)
	264,655	(159,782)	(5,572)	99,301	132,439