

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of March 31, 2019

	Mar 31, 19
ASSETS	
Current Assets	
Checking/Savings	
1011 · Operating Account	68,205.25
1012 · Deposit Account	249,040.01
1013 · Payroll Account	468.01
1015 · FDSB Reserve Account	152,330.21
1017 · WTNB Contingency Fund	203,837.75
1030 · * Petty Cash in Office	
1031 · Office Petty Cash	1,392.50
1032 · Resort Registers/Petty Cash	-31.37
1033 · Laundry Change Machine	100.00
Total 1030 · * Petty Cash in Office	1,461.13
Total Checking/Savings	675,342.36
Accounts Receivable	
1201 · Accounts Receivable	386.48
Total Accounts Receivable	386.48
Other Current Assets	
1100 · * Assessments Receivables	
1102 · Annual Assessments	
1105 · Combined Assessment Receivables	2,068,336.69
1105b · Adjustments to Receivables	-165,980.17
2700 · Prepaid Assessments	-423.86
1102 · Annual Assessments - Other	1,122,668.50
Total 1102 · Annual Assessments	3,024,601.16
1130 · Allowance for Doubtful Accounts	-2,568,699.18
Total 1100 · * Assessments Receivables	455,901.98
1300 · * Inventories	
1301 · Restaurant Inventory	
1301a · Food	39,007.56
1301b · Alcohol	1,429.71
Total 1301 · Restaurant Inventory	40,437.27
1302 · Retail Inventory	8,359.48
1303 · Fuel Inventory	
1303a · Gasoline	1,031.71
1303b · Truck Diesel	2,760.94
1303c · Off Road Diesel	1,430.40
1303d · Propane	1,569.89

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Accrual Basis

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	<u>Mar 31, 19</u>
Total 1303 · Fuel Inventory	6,792.94
1350 · Auction Property Tracts	27,322.00
Total 1300 · * Inventories	82,911.69
1400 · * Prepaid Accounts	
1402 · Prepaid Insurance	1,155.00
Total 1400 · * Prepaid Accounts	1,155.00
1700 · Deferred Tax Asset	99,000.00
Total Other Current Assets	638,968.67
Total Current Assets	1,314,697.51
Fixed Assets	
1600 · * Fixed Assets	
1601 · Land	142,101.20
1602 · Orig Cost - Bldgs & Structures	231,652.00
1603 · Furniture & Equipment	62,831.06
1604 · Heavy Equipment	379,187.47
1605 · Vehicles	95,799.78
1606 · Improvements	380,407.08
1607 · Property Owner Software	94,804.00
1611 · Smith Well	25,062.81
1612 · Cabin Deck Replacement	43,027.68
1613 · Facility Roof Replacement	5,798.25
1614 · Materials for Const in Progress	2,683.75
1616 · Water System	17,626.09
Total 1600 · * Fixed Assets	1,480,981.17
1615 · Accumulated Depreciation	-625,365.85
Total Fixed Assets	855,615.32
TOTAL ASSETS	<u>2,170,312.83</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	6,115.63
Total Accounts Payable	6,115.63
Credit Cards	
1095 · Mastercard 0158	355.63

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Accrual Basis

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	<u>Mar 31, 19</u>
Total Credit Cards	355.63
Other Current Liabilities	
2100 · * Payroll Liabilities	
2110 · Payroll Taxes Payable	8,392.01
2115 · Employee Insurance-Voluntary	-653.39
2120 · Benefits Payable	20,941.02
2100 · * Payroll Liabilities - Other	30.59
Total 2100 · * Payroll Liabilities	<u>28,710.23</u>
2111 · Direct Deposit Liabilities	7,633.55
2500 · * Taxes Payable	
2510 · Sales Tax Payable	-53,600.14
2515 · State Occupancy Tax - (T2)	-35,989.64
2520 · County Hotel Tax - (T3)	-36,534.94
2500 · * Taxes Payable - Other	104,859.33
Total 2500 · * Taxes Payable	<u>-21,265.39</u>
2800 · * Deferred Income	
2801 · Deferred Assessment Income	410,604.66
Total 2800 · * Deferred Income	<u>410,604.66</u>
Total Other Current Liabilities	<u>425,683.05</u>
Total Current Liabilities	<u>432,154.31</u>
Total Liabilities	432,154.31
Equity	
3001 · Members Equity-Undesignated	304,467.15
3002 · Members Equity-Designated	356,797.92
3003 · Contributed Capital	90,512.00
3004 · Adj - Prior Year Collections	-155,583.29
3900 · Retained Earnings	919,396.35
Net Income	222,568.39
Total Equity	<u>1,738,158.52</u>
TOTAL LIABILITIES & EQUITY	<u><u>2,170,312.83</u></u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January through March 2019

	Jan 19	Budget	\$ Over Budget	Feb 19
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue				
4005 · *Association Assessments				
4009 · Special Assessments	138.11	166.74	-28.63	0.00
4015 · Volunteer Assessments	120.00	416.72	-296.72	553.09
4018 · Assessment Rev-2014 & Prior	2,303.36	3,166.74	-863.38	2,060.40
4030 · Assessment Interest, Late Fee	792.25	1,000.00	-207.75	283.37
4035 · 2015 Assessment Revenue	736.14	1,083.37	-347.23	268.07
4036 · 2016 Assessment Revenue	655.70	1,333.37	-677.67	587.62
4037 · 2017 Assessment Revenue	2,158.57	1,500.00	658.57	1,577.97
4038 · 2018 Assessment Revenue	4,668.28	3,333.37	1,334.91	2,808.16
4039 · 2019 Assessment Revenue	167,412.70	35,989.00	131,423.70	40,362.84
Total 4005 · *Association Assessments	178,985.11	47,989.31	130,995.80	48,501.52
Total 4001 · Assessment Related Revenue	178,985.11	47,989.31	130,995.80	48,501.52
4020 · POATRI Auctions & Tax Sales	0.00	0.00	0.00	0.00
4099 · Supplemental Revenue				
4200 · *Cabin Income				
4210 · Cabin Room Rental Income	49,738.72	43,333.37	6,405.35	47,087.60
4215 · Property Owner Discounts	-1,100.95	-1,333.37	232.42	-1,301.70
4216 · Other Cabin Discounts	-2,740.36	2,083.37	-4,823.73	-3,227.70
Total 4200 · *Cabin Income	45,897.41	44,083.37	1,814.04	42,558.20
4250 · RV/Campground Income	3,164.00	1,666.74	1,497.26	4,371.60
4300 · * Cafe Income				
4310 · Food Sales	18,280.30	14,583.37	3,696.93	20,709.18
4311 · Alcohol Sales	1,190.60	1,583.37	-392.77	2,202.75
Total 4300 · * Cafe Income	19,470.90	16,166.74	3,304.16	22,911.93
4400 · Retail Sales	702.29	1,250.00	-547.71	445.43
4500 · * Other Lodge Income				
4510 · Water Sales	1,446.30	1,583.37	-137.07	1,682.27
4515 · Pool Fees	0.00	250.00	-250.00	0.00
4520 · Laundromat Revenue	1,213.00	666.74	546.26	1,099.75
4525 · Ice Revenue	117.50	500.00	-382.50	332.50
4500 · * Other Lodge Income - Other	0.00			0.00
Total 4500 · * Other Lodge Income	2,776.80	3,000.11	-223.31	3,114.52
Total 4099 · Supplemental Revenue	72,011.40	66,166.96	5,844.44	73,401.68
4600 · * Miscellaneous Income				
4526 · Timely Filed Discount	57.42	43.75	13.67	68.11

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January through March 2019

	Jan 19	Budget	\$ Over Budget	Feb 19
4610 · Interest Income	61.84	31.25	30.59	12.94
4611 · Service Charges	0.00	0.00	0.00	0.00
4612 · Paypal Fees	1.51	2.99	-1.48	4.08
4615 · Donations	0.00	41.74	-41.74	0.00
4620 · Miscellaneous Income	3.98	33.37	-29.39	1.49
Total 4600 · * Miscellaneous Income	124.75	153.10	-28.35	86.62
Total Income	251,121.26	114,309.37	136,811.89	121,989.82
Cost of Goods Sold				
5000 · * Cost of Goods Sold				
5100 · * COGS - Restaurant				
5110 · COGS - Food	4,977.39	9,000.00	-4,022.61	4,700.07
5115 · COGS - Alcohol	432.64	1,000.00	-567.36	708.62
Total 5100 · * COGS - Restaurant	5,410.03	10,000.00	-4,589.97	5,408.69
5210 · COGS - Retail	310.74	1,000.00	-689.26	309.41
5220 · COGS - Ice	68.34	350.00	-281.66	196.43
Total 5000 · * Cost of Goods Sold	5,789.11	11,350.00	-5,560.89	5,914.53
Total COGS	5,789.11	11,350.00	-5,560.89	5,914.53
Gross Profit	245,332.15	102,959.37	142,372.78	116,075.29
Expense				
6000 · * Payroll Expenses				
6010 · Salaries and Wages	53,120.86	50,000.00	3,120.86	51,974.98
6020 · Casual Labor	0.00	4,500.00	-4,500.00	49.65
6025 · Employer Payroll Tax	5,403.65			5,549.50
Total 6000 · * Payroll Expenses	58,524.51	54,500.00	4,024.51	57,574.13
6050 · * Employee Benefits				
6052 · Employee Discounts	60.40	41.74	18.66	60.40
6053 · Employee Insurances	0.00	750.00	-750.00	0.00
Total 6050 · * Employee Benefits	60.40	791.74	-731.34	60.40
6100 · * Utilities				
6110 · Electric	2,807.79	2,500.00	307.79	3,105.61
6111 · Propane	2,161.66	708.37	1,453.29	3,328.82
6112 · Telephone	773.95	750.00	23.95	773.95
6113 · Garbage & Trash	1,415.84	666.74	749.10	1,318.44
6114 · Water System	180.15	416.74	-236.59	66.30

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January through March 2019

	Jan 19	Budget	\$ Over Budget	Feb 19
Total 6100 · * Utilities	7,339.39	5,041.85	2,297.54	8,593.12
6130 · * Insurance				
6131 · Workers Comp	509.84	0.00	509.84	-215.00
6132 · Property Insurance	0.00	0.00	0.00	0.00
6133 · General Liability	0.00	0.00	0.00	0.00
6134 · Directors E&O	0.00	0.00	0.00	0.00
6135 · Commercial Vehicle	0.00	9,000.00	-9,000.00	0.00
6136 · Heavy Equipment	18.00			0.00
6138 · Air Ambulance Insurance	1,100.00	0.00	1,100.00	0.00
6140 · Airstrip	0.00	0.00	0.00	0.00
6141 · Additional Insurance	0.00	0.00	0.00	0.00
Total 6130 · * Insurance	1,627.84	9,000.00	-7,372.16	-215.00
6150 · * Professional Fees				
6151 · Accounting	0.00	3,083.37	-3,083.37	0.00
6152 · Legal Fees				
6152a · Legal Fees - General	5,317.50	2,083.37	3,234.13	2,076.00
6152b · Legal Fees - Road Issues	0.00	416.74	-416.74	0.00
6152c · Legal Fees - Assessments Issues	0.00	416.74	-416.74	0.00
Total 6152 · Legal Fees	5,317.50	2,916.85	2,400.65	2,076.00
6153 · Other Professional Fees	1,427.50	166.74	1,260.76	0.00
Total 6150 · * Professional Fees	6,745.00	6,166.96	578.04	2,076.00
6200 · * Heavy Equipment Expense				
6201 · Heavy Equipment Repair	649.32	833.37	-184.05	223.64
6202 · Off Road Diesel	1,035.03	166.74	868.29	502.00
6203 · Road Expense Miscellaneous	62.71	416.74	-354.03	140.89
Total 6200 · * Heavy Equipment Expense	1,747.06	1,416.85	330.21	866.53
6300 · * Vehicle Expense				
6301 · Gasoline	1,405.75	1,250.00	155.75	1,081.71
6302 · Diesel	642.88	500.00	142.88	444.22
6303 · Vehicle Repair	401.37	583.37	-182.00	1,816.43
6304 · Vehicle Miscellaneous	833.79	1,333.37	-499.58	123.41
Total 6300 · * Vehicle Expense	3,283.79	3,666.74	-382.95	3,465.77
6400 · * Supplies & Equipment				
6405 · Cabin Accessories	252.00	83.37	168.63	1,991.19
6410 · Housekeeping Supplies	2,075.55	1,333.37	742.18	1,907.12
6415 · Maintenance Supplies	136.06	83.37	52.69	1,265.50
6420 · Small tools & equipment	511.09	166.74	344.35	1,584.61
6425 · Restaurant Supplies	1,035.56	500.00	535.56	2,161.72

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January through March 2019

	Jan 19	Budget	\$ Over Budget	Feb 19
6426 · Smallwares	141.90			0.00
Total 6400 · * Supplies & Equipment	4,152.16	2,166.85	1,985.31	8,910.14
6450 · * Repairs & Maintenance				
6451 · Bldg/Structure Repairs & Maint	768.16	333.37	434.79	520.12
6452 · Equipment Repairs	0.00	166.74	-166.74	0.00
Total 6450 · * Repairs & Maintenance	768.16	500.11	268.05	520.12
6500 · * Office Administrative Expense				
6510 · Office Supplies	803.10	666.74	136.36	183.46
6511 · Printing	0.00	333.74	-333.74	0.00
6512 · Postage & Shipping	64.40	416.74	-352.34	64.85
6513 · Communications	74.85	500.00	-425.15	691.51
6514 · Credit Card Fees	4,092.71	3,333.74	758.97	3,434.19
6515 · Newsletter	19.95	83.37	-63.42	0.00
6516 · Office Equipment	1,732.66	250.00	1,482.66	244.33
6520 · Misc. Office Admin.	420.21	416.74	3.47	1,151.48
Total 6500 · * Office Administrative Expense	7,207.88	6,001.07	1,206.81	5,769.82
6550 · * Other Administrative Expense				
6551 · Mileage Reimbursement	0.00	125.00	-125.00	0.00
6552 · Licenses and Permits	0.00	175.00	-175.00	74.00
6553 · Dues & Memberships	90.00	41.74	48.26	0.00
6554 · Employee Housing Expense	0.00	250.00	-250.00	0.00
6557 · Booking Fees	1,941.00	2,805.00	-864.00	2,559.96
Total 6550 · * Other Administrative Expense	2,031.00	3,396.74	-1,365.74	2,633.96
6560 · Property Tax	0.00	1,291.74	-1,291.74	0.00
6575 · Software Maintenance & Upgrades	1,021.36	416.74	604.62	161.87
6600 · * Property Transfer Expense				
6610 · Filing Fees	806.00	833.74	-27.74	1,352.00
6611 · Tax Sale & Auction Expenses	0.00	250.00	-250.00	0.00
6612 · Misc Collections Expense	0.00	41.74	-41.74	0.00
Total 6600 · * Property Transfer Expense	806.00	1,125.48	-319.48	1,352.00
6700 · * Advertising & Promotion				
6715 · Bands & Entertainment	296.31	166.74	129.57	350.00
6720 · Advertising	72.00	416.74	-344.74	0.00
Total 6700 · * Advertising & Promotion	368.31	583.48	-215.17	350.00
6900 · * Miscellaneous Expense				
6910 · Cash Over/Short	100.00			0.00

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	<u>Jan 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Feb 19</u>
Total 6900 · * Miscellaneous Expense	100.00			0.00
6935 · Bank Service Charges	12.25	8.74	3.51	3.75
Total Expense	<u>95,795.11</u>	<u>96,075.09</u>	<u>-279.98</u>	<u>92,122.61</u>
Net Ordinary Income	<u>149,537.04</u>	<u>6,884.28</u>	<u>142,652.76</u>	<u>23,952.68</u>
Net Income	<u>149,537.04</u>	<u>6,884.28</u>	<u>142,652.76</u>	<u>23,952.68</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January through March 2019

	Budget	\$ Over Budget	Mar 19	Budget
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue				
4005 · *Association Assessments				
4009 · Special Assessments	166.66	-166.66	65.00	166.66
4015 · Volunteer Assessments	416.66	136.43	275.00	416.66
4018 · Assessment Rev-2014 & Prior	3,166.66	-1,106.26	2,836.31	3,166.66
4030 · Assessment Interest, Late Fee	1,000.00	-716.63	654.01	1,000.00
4035 · 2015 Assessment Revenue	1,083.33	-815.26	168.07	1,083.33
4036 · 2016 Assessment Revenue	1,333.33	-745.71	998.71	1,333.33
4037 · 2017 Assessment Revenue	1,500.00	77.97	1,769.71	1,500.00
4038 · 2018 Assessment Revenue	3,333.33	-525.17	2,748.89	3,333.33
4039 · 2019 Assessment Revenue	35,989.00	4,373.84	79,042.68	35,989.00
Total 4005 · *Association Assessments	47,988.97	512.55	88,558.38	47,988.97
Total 4001 · Assessment Related Revenue	47,988.97	512.55	88,558.38	47,988.97
4020 · POATRI Auctions & Tax Sales	0.00	0.00	0.00	0.00
4099 · Supplemental Revenue				
4200 · *Cabin Income				
4210 · Cabin Room Rental Income	43,333.33	3,754.27	65,662.90	43,333.33
4215 · Property Owner Discounts	-1,333.33	31.63	-2,405.50	-1,333.33
4216 · Other Cabin Discounts	2,083.33	-5,311.03	-3,283.62	2,083.33
Total 4200 · *Cabin Income	44,083.33	-1,525.13	59,973.78	44,083.33
4250 · RV/Campground Income	1,666.66	2,704.94	7,494.10	1,666.66
4300 · * Cafe Income				
4310 · Food Sales	14,583.33	6,125.85	31,631.85	14,583.33
4311 · Alcohol Sales	1,583.33	619.42	2,572.25	1,583.33
Total 4300 · * Cafe Income	16,166.66	6,745.27	34,204.10	16,166.66
4400 · Retail Sales	1,250.00	-804.57	1,487.52	1,250.00
4500 · * Other Lodge Income				
4510 · Water Sales	1,583.33	98.94	1,874.28	1,583.33
4515 · Pool Fees	250.00	-250.00	355.00	250.00
4520 · Laundromat Revenue	666.66	433.09	1,419.75	666.66
4525 · Ice Revenue	500.00	-167.50	1,016.00	500.00
4500 · * Other Lodge Income - Other			0.00	
Total 4500 · * Other Lodge Income	2,999.99	114.53	4,665.03	2,999.99
Total 4099 · Supplemental Revenue	66,166.64	7,235.04	107,824.53	66,166.64
4600 · * Miscellaneous Income				
4526 · Timely Filed Discount	43.75	24.36	64.21	43.75

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	Budget	\$ Over Budget	Mar 19	Budget
4610 · Interest Income	31.25	-18.31	71.17	31.25
4611 · Service Charges	0.00	0.00	0.00	0.00
4612 · Paypal Fees	2.91	1.17	3.18	2.91
4615 · Donations	41.66	-41.66	0.00	41.66
4620 · Miscellaneous Income	33.33	-31.84	9.96	33.33
Total 4600 · * Miscellaneous Income	152.90	-66.28	148.52	152.90
Total Income	114,308.51	7,681.31	196,531.43	114,308.51
Cost of Goods Sold				
5000 · * Cost of Goods Sold				
5100 · * COGS - Restaurant				
5110 · COGS - Food	9,000.00	-4,299.93	8,803.49	9,000.00
5115 · COGS - Alcohol	1,000.00	-291.38	1,969.02	1,000.00
Total 5100 · * COGS - Restaurant	10,000.00	-4,591.31	10,772.51	10,000.00
5210 · COGS - Retail	1,000.00	-690.59	1,230.62	1,000.00
5220 · COGS - Ice	350.00	-153.57	544.08	350.00
Total 5000 · * Cost of Goods Sold	11,350.00	-5,435.47	12,547.21	11,350.00
Total COGS	11,350.00	-5,435.47	12,547.21	11,350.00
Gross Profit	102,958.51	13,116.78	183,984.22	102,958.51
Expense				
6000 · * Payroll Expenses				
6010 · Salaries and Wages	50,000.00	1,974.98	58,593.37	50,000.00
6020 · Casual Labor	4,500.00	-4,450.35	5.05	4,500.00
6025 · Employer Payroll Tax			5,844.49	
Total 6000 · * Payroll Expenses	54,500.00	3,074.13	64,442.91	54,500.00
6050 · * Employee Benefits				
6052 · Employee Discounts	41.66	18.74	65.01	41.66
6053 · Employee Insurances	750.00	-750.00	0.00	750.00
Total 6050 · * Employee Benefits	791.66	-731.26	65.01	791.66
6100 · * Utilities				
6110 · Electric	2,500.00	605.61	2,070.79	2,500.00
6111 · Propane	708.33	2,620.49	1,952.00	708.33
6112 · Telephone	750.00	23.95	880.63	750.00
6113 · Garbage & Trash	666.66	651.78	0.00	666.66
6114 · Water System	416.66	-350.36	47.50	416.66

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019**

	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Mar 19</u>	<u>Budget</u>
Total 6100 · * Utilities	5,041.65	3,551.47	4,950.92	5,041.65
6130 · * Insurance				
6131 · Workers Comp	0.00	-215.00	0.00	0.00
6132 · Property Insurance	0.00	0.00	10,564.00	0.00
6133 · General Liability	0.00	0.00	13,092.00	12,000.00
6134 · Directors E&O	0.00	0.00	0.00	11,000.00
6135 · Commercial Vehicle	0.00	0.00	11,274.00	0.00
6136 · Heavy Equipment			4,323.00	
6138 · Air Ambulance Insurance	0.00	0.00	0.00	0.00
6140 · Airstrip	1,400.00	-1,400.00	1,594.00	0.00
6141 · Additional Insurance	0.00	0.00	3,190.00	0.00
Total 6130 · * Insurance	1,400.00	-1,615.00	44,037.00	23,000.00
6150 · * Professional Fees				
6151 · Accounting	3,083.33	-3,083.33	0.00	3,083.33
6152 · Legal Fees				
6152a · Legal Fees - General	2,083.33	-7.33	601.40	2,083.33
6152b · Legal Fees - Road Issues	416.66	-416.66	0.00	416.66
6152c · Legal Fees - Assessments Issues	416.66	-416.66	0.00	416.66
Total 6152 · Legal Fees	2,916.65	-840.65	601.40	2,916.65
6153 · Other Professional Fees	166.66	-166.66	0.00	166.66
Total 6150 · * Professional Fees	6,166.64	-4,090.64	601.40	6,166.64
6200 · * Heavy Equipment Expense				
6201 · Heavy Equipment Repair	833.33	-609.69	0.00	833.33
6202 · Off Road Diesel	166.66	335.34	691.20	166.66
6203 · Road Expense Miscellaneous	416.66	-275.77	0.00	416.66
Total 6200 · * Heavy Equipment Expense	1,416.65	-550.12	691.20	1,416.65
6300 · * Vehicle Expense				
6301 · Gasoline	1,250.00	-168.29	1,165.04	1,250.00
6302 · Diesel	500.00	-55.78	1,130.78	500.00
6303 · Vehicle Repair	583.33	1,233.10	1,926.40	583.33
6304 · Vehicle Miscellaneous	1,333.33	-1,209.92	0.00	1,333.33
Total 6300 · * Vehicle Expense	3,666.66	-200.89	4,222.22	3,666.66
6400 · * Supplies & Equipment				
6405 · Cabin Accessories	83.33	1,907.86	233.58	83.33
6410 · Housekeeping Supplies	1,333.33	573.79	1,176.12	1,333.33
6415 · Maintenance Supplies	83.33	1,182.17	625.22	83.33
6420 · Small tools & equipment	166.66	1,417.95	1,896.55	166.66
6425 · Restaurant Supplies	500.00	1,661.72	1,631.30	500.00

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	Budget	\$ Over Budget	Mar 19	Budget
6426 · Smallwares			0.00	
Total 6400 · * Supplies & Equipment	2,166.65	6,743.49	5,562.77	2,166.65
6450 · * Repairs & Maintenance				
6451 · Bldg/Structure Repairs & Maint	333.33	186.79	0.00	333.33
6452 · Equipment Repairs	166.66	-166.66	0.00	166.66
Total 6450 · * Repairs & Maintenance	499.99	20.13	0.00	499.99
6500 · * Office Administrative Expense				
6510 · Office Supplies	666.66	-483.20	487.16	666.66
6511 · Printing	333.33	-333.33	0.00	333.33
6512 · Postage & Shipping	416.66	-351.81	54.72	416.66
6513 · Communications	500.00	191.51	500.00	500.00
6514 · Credit Card Fees	3,333.33	100.86	4,693.04	3,333.33
6515 · Newsletter	83.33	-83.33	0.00	83.33
6516 · Office Equipment	250.00	-5.67	0.00	250.00
6520 · Misc. Office Admin.	416.66	734.82	140.53	416.66
Total 6500 · * Office Administrative Expense	5,999.97	-230.15	5,875.45	5,999.97
6550 · * Other Administrative Expense				
6551 · Mileage Reimbursement	125.00	-125.00	0.00	125.00
6552 · Licenses and Permits	175.00	-101.00	1,500.00	175.00
6553 · Dues & Memberships	41.66	-41.66	0.00	41.66
6554 · Employee Housing Expense	250.00	-250.00	170.43	250.00
6557 · Booking Fees	2,805.00	-245.04	2,076.69	2,805.00
Total 6550 · * Other Administrative Expense	3,396.66	-762.70	3,747.12	3,396.66
6560 · Property Tax	1,291.66	-1,291.66	0.00	1,291.66
6575 · Software Maintenance & Upgrades	416.66	-254.79	0.00	416.66
6600 · * Property Transfer Expense				
6610 · Filing Fees	833.33	518.67	0.00	833.33
6611 · Tax Sale & Auction Expenses	250.00	-250.00	0.00	250.00
6612 · Misc Collections Expense	41.66	-41.66	0.00	41.66
Total 6600 · * Property Transfer Expense	1,124.99	227.01	0.00	1,124.99
6700 · * Advertising & Promotion				
6715 · Bands & Entertainment	166.66	183.34	500.00	166.66
6720 · Advertising	416.66	-416.66	200.00	416.66
Total 6700 · * Advertising & Promotion	583.32	-233.32	700.00	583.32
6900 · * Miscellaneous Expense				
6910 · Cash Over/Short			0.00	

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Mar 19</u>	<u>Budget</u>
Total 6900 · * Miscellaneous Expense			0.00	
6935 · Bank Service Charges	8.33	-4.58	9.55	8.33
Total Expense	<u>88,471.49</u>	<u>3,651.12</u>	<u>134,905.55</u>	<u>110,071.49</u>
Net Ordinary Income	<u>14,487.02</u>	<u>9,465.66</u>	<u>49,078.67</u>	<u>-7,112.98</u>
Net Income	<u>14,487.02</u>	<u>9,465.66</u>	<u>49,078.67</u>	<u>-7,112.98</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	\$ Over Budget	Jan - Mar 19	TOTAL Budget	\$ Over Budget
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue				
4005 · *Association Assessments				
4009 · Special Assessments	-101.66	203.11	500.06	-296.95
4015 · Volunteer Assessments	-141.66	948.09	1,250.04	-301.95
4018 · Assessment Rev-2014 & Prior	-330.35	7,200.07	9,500.06	-2,299.99
4030 · Assessment Interest, Late Fee	-345.99	1,729.63	3,000.00	-1,270.37
4035 · 2015 Assessment Revenue	-915.26	1,172.28	3,250.03	-2,077.75
4036 · 2016 Assessment Revenue	-334.62	2,242.03	4,000.03	-1,758.00
4037 · 2017 Assessment Revenue	269.71	5,506.25	4,500.00	1,006.25
4038 · 2018 Assessment Revenue	-584.44	10,225.33	10,000.03	225.30
4039 · 2019 Assessment Revenue	43,053.68	286,818.22	107,967.00	178,851.22
Total 4005 · *Association Assessments	40,569.41	316,045.01	143,967.25	172,077.76
Total 4001 · Assessment Related Revenue	40,569.41	316,045.01	143,967.25	172,077.76
4020 · POATRI Auctions & Tax Sales	0.00	0.00	0.00	0.00
4099 · Supplemental Revenue				
4200 · *Cabin Income				
4210 · Cabin Room Rental Income	22,329.57	162,489.22	130,000.03	32,489.19
4215 · Property Owner Discounts	-1,072.17	-4,808.15	-4,000.03	-808.12
4216 · Other Cabin Discounts	-5,366.95	-9,251.68	6,250.03	-15,501.71
Total 4200 · *Cabin Income	15,890.45	148,429.39	132,250.03	16,179.36
4250 · RV/Campground Income	5,827.44	15,029.70	5,000.06	10,029.64
4300 · * Cafe Income				
4310 · Food Sales	17,048.52	70,621.33	43,750.03	26,871.30
4311 · Alcohol Sales	988.92	5,965.60	4,750.03	1,215.57
Total 4300 · * Cafe Income	18,037.44	76,586.93	48,500.06	28,086.87
4400 · Retail Sales	237.52	2,635.24	3,750.00	-1,114.76
4500 · * Other Lodge Income				
4510 · Water Sales	290.95	5,002.85	4,750.03	252.82
4515 · Pool Fees	105.00	355.00	750.00	-395.00
4520 · Laundromat Revenue	753.09	3,732.50	2,000.06	1,732.44
4525 · Ice Revenue	516.00	1,466.00	1,500.00	-34.00
4500 · * Other Lodge Income - Other		0.00		
Total 4500 · * Other Lodge Income	1,665.04	10,556.35	9,000.09	1,556.26
Total 4099 · Supplemental Revenue	41,657.89	253,237.61	198,500.24	54,737.37
4600 · * Miscellaneous Income				
4526 · Timely Filed Discount	20.46	189.74	131.25	58.49

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	<u>\$ Over Budget</u>	<u>Jan - Mar 19</u>	<u>TOTAL Budget</u>	<u>\$ Over Budget</u>
4610 · Interest Income	39.92	145.95	93.75	52.20
4611 · Service Charges	0.00	0.00	0.00	0.00
4612 · Paypal Fees	0.27	8.77	8.81	-0.04
4615 · Donations	-41.66	0.00	125.06	-125.06
4620 · Miscellaneous Income	-23.37	15.43	100.03	-84.60
Total 4600 · * Miscellaneous Income	-4.38	359.89	458.90	-99.01
Total Income	82,222.92	569,642.51	342,926.39	226,716.12
Cost of Goods Sold				
5000 · * Cost of Goods Sold				
5100 · * COGS - Restaurant				
5110 · COGS - Food	-196.51	18,480.95	27,000.00	-8,519.05
5115 · COGS - Alcohol	969.02	3,110.28	3,000.00	110.28
Total 5100 · * COGS - Restaurant	772.51	21,591.23	30,000.00	-8,408.77
5210 · COGS - Retail	230.62	1,850.77	3,000.00	-1,149.23
5220 · COGS - Ice	194.08	808.85	1,050.00	-241.15
Total 5000 · * Cost of Goods Sold	1,197.21	24,250.85	34,050.00	-9,799.15
Total COGS	1,197.21	24,250.85	34,050.00	-9,799.15
Gross Profit	81,025.71	545,391.66	308,876.39	236,515.27
Expense				
6000 · * Payroll Expenses				
6010 · Salaries and Wages	8,593.37	163,689.21	150,000.00	13,689.21
6020 · Casual Labor	-4,494.95	54.70	13,500.00	-13,445.30
6025 · Employer Payroll Tax		16,797.64		
Total 6000 · * Payroll Expenses	9,942.91	180,541.55	163,500.00	17,041.55
6050 · * Employee Benefits				
6052 · Employee Discounts	23.35	185.81	125.06	60.75
6053 · Employee Insurances	-750.00	0.00	2,250.00	-2,250.00
Total 6050 · * Employee Benefits	-726.65	185.81	2,375.06	-2,189.25
6100 · * Utilities				
6110 · Electric	-429.21	7,984.19	7,500.00	484.19
6111 · Propane	1,243.67	7,442.48	2,125.03	5,317.45
6112 · Telephone	130.63	2,428.53	2,250.00	178.53
6113 · Garbage & Trash	-666.66	2,734.28	2,000.06	734.22
6114 · Water System	-369.16	293.95	1,250.06	-956.11

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	\$ Over Budget	Jan - Mar 19	TOTAL Budget	\$ Over Budget
Total 6100 · * Utilities	-90.73	20,883.43	15,125.15	5,758.28
6130 · * Insurance				
6131 · Workers Comp	0.00	294.84	0.00	294.84
6132 · Property Insurance	10,564.00	10,564.00	0.00	10,564.00
6133 · General Liability	1,092.00	13,092.00	12,000.00	1,092.00
6134 · Directors E&O	-11,000.00	0.00	11,000.00	-11,000.00
6135 · Commercial Vehicle	11,274.00	11,274.00	9,000.00	2,274.00
6136 · Heavy Equipment		4,341.00		
6138 · Air Ambulance Insurance	0.00	1,100.00	0.00	1,100.00
6140 · Airstrip	1,594.00	1,594.00	1,400.00	194.00
6141 · Additional Insurance	3,190.00	3,190.00	0.00	3,190.00
Total 6130 · * Insurance	21,037.00	45,449.84	33,400.00	12,049.84
6150 · * Professional Fees				
6151 · Accounting	-3,083.33	0.00	9,250.03	-9,250.03
6152 · Legal Fees				
6152a · Legal Fees - General	-1,481.93	7,994.90	6,250.03	1,744.87
6152b · Legal Fees - Road Issues	-416.66	0.00	1,250.06	-1,250.06
6152c · Legal Fees - Assessments Issues	-416.66	0.00	1,250.06	-1,250.06
Total 6152 · Legal Fees	-2,315.25	7,994.90	8,750.15	-755.25
6153 · Other Professional Fees	-166.66	1,427.50	500.06	927.44
Total 6150 · * Professional Fees	-5,565.24	9,422.40	18,500.24	-9,077.84
6200 · * Heavy Equipment Expense				
6201 · Heavy Equipment Repair	-833.33	872.96	2,500.03	-1,627.07
6202 · Off Road Diesel	524.54	2,228.23	500.06	1,728.17
6203 · Road Expense Miscellaneous	-416.66	203.60	1,250.06	-1,046.46
Total 6200 · * Heavy Equipment Expense	-725.45	3,304.79	4,250.15	-945.36
6300 · * Vehicle Expense				
6301 · Gasoline	-84.96	3,652.50	3,750.00	-97.50
6302 · Diesel	630.78	2,217.88	1,500.00	717.88
6303 · Vehicle Repair	1,343.07	4,144.20	1,750.03	2,394.17
6304 · Vehicle Miscellaneous	-1,333.33	957.20	4,000.03	-3,042.83
Total 6300 · * Vehicle Expense	555.56	10,971.78	11,000.06	-28.28
6400 · * Supplies & Equipment				
6405 · Cabin Accessories	150.25	2,476.77	250.03	2,226.74
6410 · Housekeeping Supplies	-157.21	5,158.79	4,000.03	1,158.76
6415 · Maintenance Supplies	541.89	2,026.78	250.03	1,776.75
6420 · Small tools & equipment	1,729.89	3,992.25	500.06	3,492.19
6425 · Restaurant Supplies	1,131.30	4,828.58	1,500.00	3,328.58

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	\$ Over Budget	Jan - Mar 19	TOTAL Budget	\$ Over Budget
6426 · Smallwares		141.90		
Total 6400 · * Supplies & Equipment	3,396.12	18,625.07	6,500.15	12,124.92
6450 · * Repairs & Maintenance				
6451 · Bldg/Structure Repairs & Maint	-333.33	1,288.28	1,000.03	288.25
6452 · Equipment Repairs	-166.66	0.00	500.06	-500.06
Total 6450 · * Repairs & Maintenance	-499.99	1,288.28	1,500.09	-211.81
6500 · * Office Administrative Expense				
6510 · Office Supplies	-179.50	1,473.72	2,000.06	-526.34
6511 · Printing	-333.33	0.00	1,000.40	-1,000.40
6512 · Postage & Shipping	-361.94	183.97	1,250.06	-1,066.09
6513 · Communications	0.00	1,266.36	1,500.00	-233.64
6514 · Credit Card Fees	1,359.71	12,219.94	10,000.40	2,219.54
6515 · Newsletter	-83.33	19.95	250.03	-230.08
6516 · Office Equipment	-250.00	1,976.99	750.00	1,226.99
6520 · Misc. Office Admin.	-276.13	1,712.22	1,250.06	462.16
Total 6500 · * Office Administrative Expense	-124.52	18,853.15	18,001.01	852.14
6550 · * Other Administrative Expense				
6551 · Mileage Reimbursement	-125.00	0.00	375.00	-375.00
6552 · Licenses and Permits	1,325.00	1,574.00	525.00	1,049.00
6553 · Dues & Memberships	-41.66	90.00	125.06	-35.06
6554 · Employee Housing Expense	-79.57	170.43	750.00	-579.57
6557 · Booking Fees	-728.31	6,577.65	8,415.00	-1,837.35
Total 6550 · * Other Administrative Expense	350.46	8,412.08	10,190.06	-1,777.98
6560 · Property Tax	-1,291.66	0.00	3,875.06	-3,875.06
6575 · Software Maintenance & Upgrades	-416.66	1,183.23	1,250.06	-66.83
6600 · * Property Transfer Expense				
6610 · Filing Fees	-833.33	2,158.00	2,500.40	-342.40
6611 · Tax Sale & Auction Expenses	-250.00	0.00	750.00	-750.00
6612 · Misc Collections Expense	-41.66	0.00	125.06	-125.06
Total 6600 · * Property Transfer Expense	-1,124.99	2,158.00	3,375.46	-1,217.46
6700 · * Advertising & Promotion				
6715 · Bands & Entertainment	333.34	1,146.31	500.06	646.25
6720 · Advertising	-216.66	272.00	1,250.06	-978.06
Total 6700 · * Advertising & Promotion	116.68	1,418.31	1,750.12	-331.81
6900 · * Miscellaneous Expense				
6910 · Cash Over/Short		100.00		

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
January through March 2019

	<u>\$ Over Budget</u>	<u>Jan - Mar 19</u>	<u>TOTAL Budget</u>	<u>\$ Over Budget</u>
Total 6900 · * Miscellaneous Expense		100.00		
6935 · Bank Service Charges	1.22	25.55	25.40	0.15
Total Expense	<u>24,834.06</u>	<u>322,823.27</u>	<u>294,618.07</u>	<u>28,205.20</u>
Net Ordinary Income	<u>56,191.65</u>	<u>222,568.39</u>	<u>14,258.32</u>	<u>208,310.07</u>
Net Income	<u>56,191.65</u>	<u>222,568.39</u>	<u>14,258.32</u>	<u>208,310.07</u>

**P.O.A.T.R.I./Terlingua Ranch
 Comparative Profit & Loss
 January through March 2019**

	Jan - Mar 19	Jan - Mar 18
Ordinary Income/Expense		
Income		
4001 · Assessment Related Revenue		
4005 · *Association Assessments		
4009 · Special Assessments	203.11	583.35
4015 · Volunteer Assessments	948.09	175.20
4018 · Assessment Rev-2014 & Prior	7,200.07	14,126.77
4030 · Assessment Interest, Late Fee	1,729.63	2,406.82
4034 · 2014 Assessment Revenue	0.00	1,409.17
4035 · 2015 Assessment Revenue	1,172.28	2,133.93
4036 · 2016 Assessment Revenue	2,242.03	5,448.92
4037 · 2017 Assessment Revenue	5,506.25	15,215.53
4038 · 2018 Assessment Revenue	10,225.33	283,873.50
4039 · 2019 Assessment Revenue	286,818.22	0.00
Total 4005 · *Association Assessments	316,045.01	325,373.19
Total 4001 · Assessment Related Revenue	316,045.01	325,373.19
4099 · Supplemental Revenue		
4200 · *Cabin Income		
4210 · Cabin Room Rental Income	162,489.22	150,729.83
4215 · Property Owner Discounts	-4,808.15	-4,509.90
4216 · Other Cabin Discounts	-9,251.68	-8,349.85
Total 4200 · *Cabin Income	148,429.39	137,870.08
4250 · RV/Campground Income	15,029.70	9,027.19
4300 · * Cafe Income		
4310 · Food Sales	70,621.33	54,687.45
4311 · Alcohol Sales	5,965.60	5,971.58
Total 4300 · * Cafe Income	76,586.93	60,659.03
4400 · Retail Sales	2,635.24	7,064.09
4500 · * Other Lodge Income		
4510 · Water Sales	5,002.85	5,174.71
4515 · Pool Fees	355.00	445.00
4520 · Laundromat Revenue	3,732.50	2,323.50
4525 · Ice Revenue	1,466.00	1,394.00
4500 · * Other Lodge Income - Other	0.00	0.00
Total 4500 · * Other Lodge Income	10,556.35	9,337.21
Total 4099 · Supplemental Revenue	253,237.61	223,957.60
4600 · * Miscellaneous Income		
4526 · Timely Filed Discount	189.74	150.68
4610 · Interest Income	145.95	90.86

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through March 2019

	Jan - Mar 19	Jan - Mar 18
4612 · Paypal Fees	8.77	2.66
4620 · Miscellaneous Income	15.43	28.51
Total 4600 · * Miscellaneous Income	359.89	272.71
Total Income	569,642.51	549,603.50
Cost of Goods Sold		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	18,480.95	34,020.77
5115 · COGS - Alcohol	3,110.28	3,002.70
Total 5100 · * COGS - Restaurant	21,591.23	37,023.47
5210 · COGS - Retail	1,850.77	3,448.84
5220 · COGS - Ice	808.85	810.00
Total 5000 · * Cost of Goods Sold	24,250.85	41,282.31
Total COGS	24,250.85	41,282.31
Gross Profit	545,391.66	508,321.19
Expense		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	163,689.21	122,709.45
6020 · Casual Labor	54.70	0.00
6025 · Employer Payroll Tax	16,797.64	12,489.31
Total 6000 · * Payroll Expenses	180,541.55	135,198.76
6050 · * Employee Benefits		
6052 · Employee Discounts	185.81	235.44
Total 6050 · * Employee Benefits	185.81	235.44
6100 · * Utilities		
6110 · Electric	7,984.19	7,992.62
6111 · Propane	7,442.48	3,096.10
6112 · Telephone	2,428.53	2,949.34
6113 · Garbage & Trash	2,734.28	1,824.33
6114 · Water System	293.95	203.39
Total 6100 · * Utilities	20,883.43	16,065.78
6130 · * Insurance		
6131 · Workers Comp	294.84	6,875.00
6132 · Property Insurance	10,564.00	0.00
6133 · General Liability	13,092.00	10,177.00

04/29/19
Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through March 2019

	Jan - Mar 19	Jan - Mar 18
6135 · Commercial Vehicle	11,274.00	16,355.00
6136 · Heavy Equipment	4,341.00	0.00
6138 · Air Ambulance Insurance	1,100.00	0.00
6140 · Airstrip	1,594.00	1,310.00
6141 · Additional Insurance	3,190.00	2,449.00
Total 6130 · * Insurance	45,449.84	37,166.00
6150 · * Professional Fees		
6152 · Legal Fees		
6152a · Legal Fees - General	7,994.90	9,837.50
6152b · Legal Fees - Road Issues	0.00	617.50
Total 6152 · Legal Fees	7,994.90	10,455.00
6153 · Other Professional Fees	1,427.50	1,501.21
Total 6150 · * Professional Fees	9,422.40	11,956.21
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	872.96	1,946.67
6202 · Off Road Diesel	2,228.23	842.87
6203 · Road Expense Miscellaneous	203.60	14.00
Total 6200 · * Heavy Equipment Expense	3,304.79	2,803.54
6300 · * Vehicle Expense		
6301 · Gasoline	3,652.50	3,489.62
6302 · Diesel	2,217.88	461.34
6303 · Vehicle Repair	4,144.20	3,689.32
6304 · Vehicle Miscellaneous	957.20	2,150.10
Total 6300 · * Vehicle Expense	10,971.78	9,790.38
6400 · * Supplies & Equipment		
6405 · Cabin Accessories	2,476.77	2,146.03
6410 · Housekeeping Supplies	5,158.79	3,685.14
6415 · Maintenance Supplies	2,026.78	3,454.42
6420 · Small tools & equipment	3,992.25	821.41
6425 · Restaurant Supplies	4,828.58	3,036.24
6426 · Smallwares	141.90	0.00
Total 6400 · * Supplies & Equipment	18,625.07	13,143.24
6450 · * Repairs & Maintenance		
6451 · Bldg/Structure Repairs & Maint	1,288.28	2,299.58
6452 · Equipment Repairs	0.00	215.78
Total 6450 · * Repairs & Maintenance	1,288.28	2,515.36
6500 · * Office Administrative Expense		

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through March 2019

	Jan - Mar 19	Jan - Mar 18
6510 · Office Supplies	1,473.72	2,199.38
6512 · Postage & Shipping	183.97	33.80
6513 · Communications	1,266.36	2,153.27
6514 · Credit Card Fees	12,219.94	11,189.00
6515 · Newsletter	19.95	0.00
6516 · Office Equipment	1,976.99	2,810.46
6520 · Misc. Office Admin.	1,712.22	1,313.19
Total 6500 · * Office Administrative Expense	18,853.15	19,699.10
6550 · * Other Administrative Expense		
6551 · Mileage Reimbursement	0.00	272.50
6552 · Licenses and Permits	1,574.00	773.00
6553 · Dues & Memberships	90.00	385.91
6554 · Employee Housing Expense	170.43	0.00
6557 · Booking Fees	6,577.65	8,473.50
Total 6550 · * Other Administrative Expense	8,412.08	9,904.91
6560 · Property Tax	0.00	5.50
6575 · Software Maintenance & Upgrades	1,183.23	161.85
6600 · * Property Transfer Expense		
6610 · Filing Fees	2,158.00	724.00
6612 · Misc Collections Expense	0.00	6.50
Total 6600 · * Property Transfer Expense	2,158.00	730.50
6700 · * Advertising & Promotion		
6715 · Bands & Entertainment	1,146.31	109.65
6720 · Advertising	272.00	485.00
Total 6700 · * Advertising & Promotion	1,418.31	594.65
6900 · * Miscellaneous Expense		
6910 · Cash Over/Short	100.00	0.00
6925 · Reconciliation Discrepancies	0.00	-9.39
Total 6900 · * Miscellaneous Expense	100.00	-9.39
6935 · Bank Service Charges	25.55	22.40
Total Expense	322,823.27	259,984.23
Net Ordinary Income	222,568.39	248,336.96
Other Income/Expense		
Other Expense		
SUSPEND	0.00	-175.43
Total Other Expense	0.00	-175.43

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through March 2019

	<u>Jan - Mar 19</u>	<u>Jan - Mar 18</u>
Net Other Income	0.00	175.43
Net Income	<u>222,568.39</u>	<u>248,512.39</u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
 January through March 2019

	General & Administration (NON-SUPPLEMENTAL)	Road Maintenance (NON-SUPPLEMENTAL)	Water System (NON-SUPPLEMENTAL)	Total NON-SUPPLEMENTAL
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue	316,045	0	0	316,045
4099 · Supplemental Revenue	0	0	0	0
4600 · * Miscellaneous Income	240	0	0	240
Total Income	316,285	0	0	316,285
Cost of Goods Sold				
5000 · * Cost of Goods Sold	0	0	0	0
Total COGS	0	0	0	0
Gross Profit	316,285	0	0	316,285
Expense				
6000 · * Payroll Expenses	46,374	29,888	1,989	78,251
6050 · * Employee Benefits	0	0	0	0
6100 · * Utilities	12,855	-296	294	12,852
6130 · * Insurance	41,324	4,126	0	45,450
6150 · * Professional Fees	9,422	0	0	9,422
6200 · * Heavy Equipment Expense	0	3,305	0	3,305
6300 · * Vehicle Expense	141	10,830	0	10,972
6400 · * Supplies & Equipment	0	2,477	827	3,304
6450 · * Repairs & Maintenance	0	0	299	299
6500 · * Office Administrative Expense	16,362	25	129	16,516
6550 · * Other Administrative Expense	1,760	0	0	1,760
6575 · Software Maintenance & Upgrades	1,183	0	0	1,183
6600 · * Property Transfer Expense	2,158	0	0	2,158
6700 · * Advertising & Promotion	872	0	0	872
6900 · * Miscellaneous Expense	100	0	0	100
6935 · Bank Service Charges	26	0	0	26
Total Expense	132,576	50,355	3,539	186,470

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through March 2019

	General & Administration (NON-SUPPLEMENTAL)	Road Maintenance (NON-SUPPLEMENTAL)	Water System (NON-SUPPLEMENTAL)	Total NON-SUPPLEMENTAL
Net Ordinary Income	183,708	-50,355	-3,539	129,815
Net Income	183,708	-50,355	-3,539	129,815

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
 January through March 2019

	Cabins (SUPPLEMENTAL)	General Lodge (SUPPLEMENTAL)	Ice (SUPPLEMENTAL)	Laundry (SUPPLEMENTAL)
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue	0	0	0	0
4099 · Supplemental Revenue	148,429	0	1,466	3,733
4600 · * Miscellaneous Income	105	15	0	0
Total Income	148,534	15	1,466	3,733
Cost of Goods Sold				
5000 · * Cost of Goods Sold	0	0	809	0
Total COGS	0	0	809	0
Gross Profit	148,534	15	657	3,733
Expense				
6000 · * Payroll Expenses	25,319	27,125	0	975
6050 · * Employee Benefits	0	0	0	0
6100 · * Utilities	-604	3,434	0	2,750
6130 · * Insurance	0	0	0	0
6150 · * Professional Fees	0	0	0	0
6200 · * Heavy Equipment Expense	0	0	0	0
6300 · * Vehicle Expense	0	0	0	0
6400 · * Supplies & Equipment	8,029	607	0	170
6450 · * Repairs & Maintenance	118	351	0	0
6500 · * Office Administrative Expense	1,228	1,109	0	0
6550 · * Other Administrative Expense	6,578	74	0	0
6575 · Software Maintenance & Upgrades	0	0	0	0
6600 · * Property Transfer Expense	0	0	0	0
6700 · * Advertising & Promotion	0	546	0	0
6900 · * Miscellaneous Expense	0	0	0	0
6935 · Bank Service Charges	0	0	0	0
Total Expense	40,668	33,248	0	3,895

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through March 2019

	Cabins (SUPPLEMENTAL)	General Lodge (SUPPLEMENTAL)	Ice (SUPPLEMENTAL)	Laundry (SUPPLEMENTAL)
Net Ordinary Income	107,866	-33,232	657	-163
Net Income	107,866	-33,232	657	-163

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
 January through March 2019

	Pool (SUPPLEMENTAL)	Restaurant (SUPPLEMENTAL)	Retail (SUPPLEMENTAL)	RV & Camping (SUPPLEMENTAL)
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue	0	0	0	0
4099 · Supplemental Revenue	355	76,587	2,635	15,030
4600 · * Miscellaneous Income	0	0	0	0
Total Income	355	76,587	2,635	15,030
Cost of Goods Sold				
5000 · * Cost of Goods Sold	0	21,591	1,851	0
Total COGS	0	21,591	1,851	0
Gross Profit	355	54,996	784	15,030
Expense				
6000 · * Payroll Expenses	2,059	46,812	0	0
6050 · * Employee Benefits	0	0	186	0
6100 · * Utilities	0	2,451	0	0
6130 · * Insurance	0	0	0	0
6150 · * Professional Fees	0	0	0	0
6200 · * Heavy Equipment Expense	0	0	0	0
6300 · * Vehicle Expense	0	0	0	0
6400 · * Supplies & Equipment	1,430	5,084	0	0
6450 · * Repairs & Maintenance	520	0	0	0
6500 · * Office Administrative Expense	0	0	0	0
6550 · * Other Administrative Expense	0	0	0	0
6575 · Software Maintenance & Upgrades	0	0	0	0
6600 · * Property Transfer Expense	0	0	0	0
6700 · * Advertising & Promotion	0	0	0	0
6900 · * Miscellaneous Expense	0	0	0	0
6935 · Bank Service Charges	0	0	0	0
Total Expense	4,009	54,347	186	0

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through March 2019

	Pool (SUPPLEMENTAL)	Restaurant (SUPPLEMENTAL)	Retail (SUPPLEMENTAL)	RV & Camping (SUPPLEMENTAL)
Net Ordinary Income	-3,654	648	599	15,030
Net Income	<u>-3,654</u>	<u>648</u>	<u>599</u>	<u>15,030</u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
 January through March 2019

	Water Sales (SUPPLEMENTAL)	Total SUPPLEMENTAL	Unclassified	TOTAL
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue	0	0	0	316,045
4099 · Supplemental Revenue	5,003	253,238	0	253,238
4600 · * Miscellaneous Income	0	120	0	360
Total Income	5,003	253,358	0	569,643
Cost of Goods Sold				
5000 · * Cost of Goods Sold	0	24,251	0	24,251
Total COGS	0	24,251	0	24,251
Gross Profit	5,003	229,107	0	545,392
Expense				
6000 · * Payroll Expenses	0	102,290	0	180,542
6050 · * Employee Benefits	0	186	0	186
6100 · * Utilities	0	8,031	0	20,883
6130 · * Insurance	0	0	0	45,450
6150 · * Professional Fees	0	0	0	9,422
6200 · * Heavy Equipment Expense	0	0	0	3,305
6300 · * Vehicle Expense	0	0	0	10,972
6400 · * Supplies & Equipment	0	15,321	0	18,625
6450 · * Repairs & Maintenance	0	989	0	1,288
6500 · * Office Administrative Expense	0	2,337	0	18,853
6550 · * Other Administrative Expense	0	6,652	0	8,412
6575 · Software Maintenance & Upgrades	0	0	0	1,183
6600 · * Property Transfer Expense	0	0	0	2,158
6700 · * Advertising & Promotion	0	546	0	1,418
6900 · * Miscellaneous Expense	0	0	0	100
6935 · Bank Service Charges	0	0	0	26
Total Expense	0	136,353	0	322,823

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through March 2019

	Water Sales (SUPPLEMENTAL)	Total SUPPLEMENTAL	Unclassified	TOTAL
Net Ordinary Income	5,003	92,754	0	222,568
Net Income	5,003	92,754	0	222,568