

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of June 30, 2019

	Jun 30, 19
ASSETS	
Current Assets	
Checking/Savings	
1011 · Operating Account	38,805.02
1012 · Deposit Account	233,964.90
1013 · Payroll Account	2,072.44
1015 · FDSB Reserve Account	152,369.27
1017 · WTNB Contingency Fund	203,837.75
1030 · * Petty Cash in Office	
1031 · Office Petty Cash	1,392.50
1032 · Resort Registers/Petty Cash	88.58
1033 · Laundry Change Machine	100.00
Total 1030 · * Petty Cash in Office	1,581.08
Total Checking/Savings	632,630.46
Accounts Receivable	
1201 · Accounts Receivable	377.00
Total Accounts Receivable	377.00
Other Current Assets	
1100 · * Assessments Receivables	
1102 · Annual Assessments	
1105 · Combined Assessment Receivables	1,916,360.09
1105b · Adjustments to Receivables	-182,824.04
2700 · Prepaid Assessments	-2,750.15
1102 · Annual Assessments - Other	1,122,668.50
Total 1102 · Annual Assessments	2,853,454.40
1130 · Allowance for Doubtful Accounts	-2,551,677.22
Total 1100 · * Assessments Receivables	301,777.18
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	7,908.38
1303 · Fuel Inventory	
1303a · Gasoline	2,944.95
1303b · Truck Diesel	4,036.27
1303c · Off Road Diesel	765.91
1303d · Propane	3,011.80

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	<u>Jun 30, 19</u>
Total 1303 · Fuel Inventory	10,758.93
1350 · Auction Property Tracts	27,322.00
Total 1300 · * Inventories	86,426.58
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	488,358.76
Total Current Assets	1,121,366.22
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	383,093.70
1607 · Property Owner Software	94,804.00
1608 · Capital Improvements	4,096.65
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	17,968.73
Total 1600 · * Fixed Assets	1,488,107.08
1615 · Accumulated Depreciation	-625,365.85
Total Fixed Assets	862,741.23
TOTAL ASSETS	1,984,107.45
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2010 · Accounts Payable	6,492.78
Total Accounts Payable	6,492.78
Credit Cards	

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As of June 30, 2019

	<u>Jun 30, 19</u>
1095 · Mastercard 0158	4,278.15
Total Credit Cards	4,278.15
Other Current Liabilities	
2100 · * Payroll Liabilities	
2110 · Payroll Taxes Payable	13,469.11
2115 · Employee Insurance-Voluntary	-550.37
2120 · Benefits Payable	20,941.02
2100 · * Payroll Liabilities - Other	30.59
Total 2100 · * Payroll Liabilities	33,890.35
2111 · Direct Deposit Liabilities	8,225.77
2500 · * Taxes Payable	
2510 · Sales Tax Payable	-60,213.73
2515 · State Occupancy Tax - (T2)	-44,065.23
2520 · County Hotel Tax - (T3)	-45,954.44
2500 · * Taxes Payable - Other	125,327.02
Total 2500 · * Taxes Payable	-24,906.38
2800 · * Deferred Income	
2801 · Deferred Assessment Income	303,747.82
Total 2800 · * Deferred Income	303,747.82
Total Other Current Liabilities	320,957.56
Total Current Liabilities	331,728.49
Total Liabilities	331,728.49
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	-200,703.05
3900 · Retained Earnings	919,449.61
Net Income	181,855.33
Total Equity	1,652,378.96
TOTAL LIABILITIES & EQUITY	1,984,107.45

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

Ordinary Income/Expense	Jan - Jun 19	Budget	\$ Over Budget
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	1,390.56	1,000.04	390.52
4015 · Volunteer Assessments	9,264.96	2,500.02	6,764.94
4018 · Assessment Rev-2014 & Prior	30,526.88	19,000.04	11,526.84
4030 · Assessment Interest, Late Fee	7,204.01	6,000.00	1,204.01
4035 · 2015 Assessment Revenue	3,739.41	6,500.02	-2,760.61
4036 · 2016 Assessment Revenue	5,782.69	8,000.02	-2,217.33
4037 · 2017 Assessment Revenue	11,199.98	9,000.00	2,199.98
4038 · 2018 Assessment Revenue	20,216.76	20,000.02	216.74
4039 · 2019 Assessment Revenue	393,675.06	215,934.00	177,741.06
Total 4005 · *Association Assessments	483,000.31	287,934.16	195,066.15
Total 4001 · Assessment Related Revenue	483,000.31	287,934.16	195,066.15
4020 · POATRI Auctions & Tax Sales	0.00	15,000.00	-15,000.00
4022 · County Auction Proceeds	7,208.04		
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	302,320.11	260,000.02	42,320.09
4215 · Property Owner Discounts	-9,992.24	-8,000.02	-1,992.22
4216 · Other Cabin Discounts	-30,458.15	12,500.02	-42,958.17
Total 4200 · *Cabin Income	261,869.72	264,500.02	-2,630.30
4250 · RV/Campground Income	20,946.49	10,000.04	10,946.45
4300 · * Cafe Income			
4310 · Food Sales	133,087.12	87,500.02	45,587.10
4311 · Alcohol Sales	13,361.24	9,500.02	3,861.22
Total 4300 · * Cafe Income	146,448.36	97,000.04	49,448.32
4400 · Retail Sales	7,460.41	7,500.00	-39.59
4500 · * Other Lodge Income			
4510 · Water Sales	9,217.25	9,500.02	-282.77
4515 · Pool Fees	2,470.00	1,500.00	970.00
4520 · Laundromat Revenue	6,054.00	4,000.04	2,053.96
4525 · Ice Revenue	4,293.26	3,000.00	1,293.26
4500 · * Other Lodge Income - Other	0.00		
Total 4500 · * Other Lodge Income	22,034.51	18,000.06	4,034.45
Total 4099 · Supplemental Revenue	458,759.49	397,000.16	61,759.33
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	329.63	262.50	67.13

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Accrual Basis

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

	Jan - Jun 19	Budget	\$ Over Budget
4610 · Interest Income	145.95	187.50	-41.55
4611 · Service Charges	0.00	0.00	0.00
4612 · Paypal Fees	27.78	17.54	10.24
4615 · Donations	0.00	250.04	-250.04
4620 · Miscellaneous Income	26.60	200.02	-173.42
Total 4600 · * Miscellaneous Income	529.96	917.60	-387.64
Total Income	949,497.80	700,851.92	248,645.88
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	51,809.85	54,000.00	-2,190.15
5115 · COGS - Alcohol	6,447.17	6,000.00	447.17
5100 · * COGS - Restaurant - Other	2,622.35		
Total 5100 · * COGS - Restaurant	60,879.37	60,000.00	879.37
5210 · COGS - Retail	4,194.46	6,000.00	-1,805.54
5220 · COGS - Ice	2,213.62	2,100.00	113.62
Total 5000 · * Cost of Goods Sold	67,287.45	68,100.00	-812.55
Total COGS	67,287.45	68,100.00	-812.55
Gross Profit	882,210.35	632,751.92	249,458.43
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	347,382.05	300,000.00	47,382.05
6020 · Casual Labor	0.00	27,000.00	-27,000.00
6025 · Employer Payroll Tax	33,033.58		
Total 6000 · * Payroll Expenses	380,415.63	327,000.00	53,415.63
6050 · * Employee Benefits			
6052 · Employee Discounts	293.61	250.04	43.57
6053 · Employee Insurances	1,701.74	4,500.00	-2,798.26
Total 6050 · * Employee Benefits	1,995.35	4,750.04	-2,754.69
6100 · * Utilities			
6110 · Electric	14,045.30	15,000.00	-954.70
6111 · Propane	9,362.59	4,250.02	5,112.57
6112 · Telephone	4,632.84	4,500.00	132.84
6113 · Garbage & Trash	7,374.85	4,000.04	3,374.81
6114 · Water System	395.64	2,500.04	-2,104.40

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

	Jan - Jun 19	Budget	\$ Over Budget
Total 6100 · * Utilities	35,811.22	30,250.10	5,561.12
6130 · * Insurance			
6131 · Workers Comp	1,485.84	0.00	1,485.84
6132 · Property Insurance	10,614.00	13,480.00	-2,866.00
6133 · General Liability	13,092.00	12,000.00	1,092.00
6134 · Directors E&O	68,360.00	11,000.00	57,360.00
6135 · Commercial Vehicle	11,327.08	9,000.00	2,327.08
6136 · Heavy Equipment	4,341.00		
6138 · Air Ambulance Insurance	1,100.00	0.00	1,100.00
6140 · Airstrip	1,594.00	1,400.00	194.00
6141 · Additional Insurance	3,190.00	2,500.00	690.00
Total 6130 · * Insurance	115,103.92	49,380.00	65,723.92
6150 · * Professional Fees			
6151 · Accounting	0.00	18,500.02	-18,500.02
6152 · Legal Fees			
6152a · Legal Fees - General	14,590.40	12,500.02	2,090.38
6152b · Legal Fees - Road Issues	2,762.50	2,500.04	262.46
6152c · Legal Fees - Assessments Issues	0.00	2,500.04	-2,500.04
Total 6152 · Legal Fees	17,352.90	17,500.10	-147.20
6153 · Other Professional Fees	1,427.50	1,000.04	427.46
Total 6150 · * Professional Fees	18,780.40	37,000.16	-18,219.76
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	7,880.17	5,000.02	2,880.15
6202 · Off Road Diesel	4,217.72	1,000.04	3,217.68
6203 · Road Expense Miscellaneous	876.78	2,500.04	-1,623.26
Total 6200 · * Heavy Equipment Expense	12,974.67	8,500.10	4,474.57
6300 · * Vehicle Expense			
6301 · Gasoline	6,486.36	7,500.00	-1,013.64
6302 · Diesel	4,064.04	3,000.00	1,064.04
6303 · Vehicle Repair	8,173.71	3,500.02	4,673.69
6304 · Vehicle Miscellaneous	6,602.19	8,000.02	-1,397.83
Total 6300 · * Vehicle Expense	25,326.30	22,000.04	3,326.26
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	2,565.65	500.02	2,065.63
6410 · Housekeeping Supplies	9,567.23	8,000.02	1,567.21
6415 · Maintenance Supplies	4,213.80	500.02	3,713.78
6420 · Small tools & equipment	8,709.31	1,000.04	7,709.27
6425 · Restaurant Supplies	6,881.59	3,000.00	3,881.59

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

	Jan - Jun 19	Budget	\$ Over Budget
6426 · Smallwares	243.06		
Total 6400 · * Supplies & Equipment	32,180.64	13,000.10	19,180.54
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	7,478.57	2,000.02	5,478.55
6452 · Equipment Repairs	0.00	1,000.04	-1,000.04
Total 6450 · * Repairs & Maintenance	7,478.57	3,000.06	4,478.51
6500 · * Office Administrative Expense			
6510 · Office Supplies	2,631.48	4,000.04	-1,368.56
6511 · Printing	0.00	2,000.39	-2,000.39
6512 · Postage & Shipping	845.53	2,500.04	-1,654.51
6513 · Communications	3,059.54	3,000.00	59.54
6514 · Credit Card Fees	23,769.37	20,000.39	3,768.98
6515 · Newsletter	79.80	500.02	-420.22
6516 · Office Equipment	2,947.99	1,500.00	1,447.99
6520 · Misc. Office Admin.	4,487.53	2,500.04	1,987.49
Total 6500 · * Office Administrative Expense	37,821.24	36,000.92	1,820.32
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	171.20	750.00	-578.80
6552 · Licenses and Permits	2,448.67	1,050.00	1,398.67
6553 · Dues & Memberships	161.00	250.04	-89.04
6554 · Employee Housing Expense	170.43	1,500.00	-1,329.57
6557 · Booking Fees	20,358.71	16,830.00	3,528.71
Total 6550 · * Other Administrative Expense	23,310.01	20,380.04	2,929.97
6560 · Property Tax	0.00	7,750.04	-7,750.04
6575 · Software Maintenance & Upgrades	1,258.99	2,500.04	-1,241.05
6600 · * Property Transfer Expense			
6610 · Filing Fees	2,720.00	5,000.39	-2,280.39
6611 · Tax Sale & Auction Expenses	2,162.41	1,500.00	662.41
6612 · Misc Collections Expense	0.00	250.04	-250.04
Total 6600 · * Property Transfer Expense	4,882.41	6,750.43	-1,868.02
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	1,773.12	1,000.04	773.08
6720 · Advertising	1,117.00	2,500.04	-1,383.04
Total 6700 · * Advertising & Promotion	2,890.12	3,500.08	-609.96
6900 · * Miscellaneous Expense			
6910 · Cash Over/Short	100.00		
Total 6900 · * Miscellaneous Expense	100.00		

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

	<u>Jan - Jun 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6935 - Bank Service Charges	25.55	50.39	-24.84
Total Expense	700,355.02	571,812.54	128,542.48
Net Ordinary Income	181,855.33	60,939.38	120,915.95
Net Income	<u>181,855.33</u>	<u>60,939.38</u>	<u>120,915.95</u>

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019**

	Jan - Jun 19	Budget	Jan - Jun 19	YTD Budget
Ordinary Income/Expense				
Income				
4001 · Assessment Related Revenue				
4005 · *Association Assessments				
4009 · Special Assessments	1,390.56	1,000.04	1,390.56	1,000.04
4015 · Volunteer Assessments	9,264.96	2,500.02	9,264.96	2,500.02
4018 · Assessment Rev-2014 & Prior	30,526.88	19,000.04	30,526.88	19,000.04
4030 · Assessment Interest, Late Fee	7,204.01	6,000.00	7,204.01	6,000.00
4035 · 2015 Assessment Revenue	3,739.41	6,500.02	3,739.41	6,500.02
4036 · 2016 Assessment Revenue	5,782.69	8,000.02	5,782.69	8,000.02
4037 · 2017 Assessment Revenue	11,199.98	9,000.00	11,199.98	9,000.00
4038 · 2018 Assessment Revenue	20,216.76	20,000.02	20,216.76	20,000.02
4039 · 2019 Assessment Revenue	393,675.06	215,934.00	393,675.06	215,934.00
Total 4005 · *Association Assessments	483,000.31	287,934.16	483,000.31	287,934.16
Total 4001 · Assessment Related Revenue	483,000.31	287,934.16	483,000.31	287,934.16
4020 · POATRI Auctions & Tax Sales	0.00	15,000.00	0.00	15,000.00
4022 · County Auction Proceeds	7,208.04		7,208.04	
4099 · Supplemental Revenue				
4200 · *Cabin Income				
4210 · Cabin Room Rental Income	302,320.11	260,000.02	302,320.11	260,000.02
4215 · Property Owner Discounts	-9,992.24	-8,000.02	-9,992.24	-8,000.02
4216 · Other Cabin Discounts	-30,458.15	12,500.02	-30,458.15	12,500.02
Total 4200 · *Cabin Income	261,869.72	264,500.02	261,869.72	264,500.02
4250 · RV/Campground Income	20,946.49	10,000.04	20,946.49	10,000.04
4300 · * Cafe Income				
4310 · Food Sales	133,087.12	87,500.02	133,087.12	87,500.02
4311 · Alcohol Sales	13,361.24	9,500.02	13,361.24	9,500.02
Total 4300 · * Cafe Income	146,448.36	97,000.04	146,448.36	97,000.04
4400 · Retail Sales	7,460.41	7,500.00	7,460.41	7,500.00
4500 · * Other Lodge Income				
4510 · Water Sales	9,217.25	9,500.02	9,217.25	9,500.02
4515 · Pool Fees	2,470.00	1,500.00	2,470.00	1,500.00
4520 · Laundromat Revenue	6,054.00	4,000.04	6,054.00	4,000.04
4525 · Ice Revenue	4,293.26	3,000.00	4,293.26	3,000.00
4500 · * Other Lodge Income - Other	0.00		0.00	
Total 4500 · * Other Lodge Income	22,034.51	18,000.06	22,034.51	18,000.06
Total 4099 · Supplemental Revenue	458,759.49	397,000.16	458,759.49	397,000.16
4600 · * Miscellaneous Income				
4526 · Timely Filed Discount	329.63	262.50	329.63	262.50

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Accrual Basis

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019**

	Jan - Jun 19	Budget	Jan - Jun 19	YTD Budget
4610 · Interest Income	145.95	187.50	145.95	187.50
4611 · Service Charges	0.00	0.00	0.00	0.00
4612 · Paypal Fees	27.78	17.54	27.78	17.54
4615 · Donations	0.00	250.04	0.00	250.04
4620 · Miscellaneous Income	26.60	200.02	26.60	200.02
Total 4600 · * Miscellaneous Income	529.96	917.60	529.96	917.60
Total Income	949,497.80	700,851.92	949,497.80	700,851.92
Cost of Goods Sold				
5000 · * Cost of Goods Sold				
5100 · * COGS - Restaurant				
5110 · COGS - Food	51,809.85	54,000.00	51,809.85	54,000.00
5115 · COGS - Alcohol	6,447.17	6,000.00	6,447.17	6,000.00
5100 · * COGS - Restaurant - Other	2,622.35		2,622.35	
Total 5100 · * COGS - Restaurant	60,879.37	60,000.00	60,879.37	60,000.00
5210 · COGS - Retail	4,194.46	6,000.00	4,194.46	6,000.00
5220 · COGS - Ice	2,213.62	2,100.00	2,213.62	2,100.00
Total 5000 · * Cost of Goods Sold	67,287.45	68,100.00	67,287.45	68,100.00
Total COGS	67,287.45	68,100.00	67,287.45	68,100.00
Gross Profit	882,210.35	632,751.92	882,210.35	632,751.92
Expense				
6000 · * Payroll Expenses				
6010 · Salaries and Wages	347,382.05	300,000.00	347,382.05	300,000.00
6020 · Casual Labor	0.00	27,000.00	0.00	27,000.00
6025 · Employer Payroll Tax	33,033.58		33,033.58	
Total 6000 · * Payroll Expenses	380,415.63	327,000.00	380,415.63	327,000.00
6050 · * Employee Benefits				
6052 · Employee Discounts	293.61	250.04	293.61	250.04
6053 · Employee Insurances	1,701.74	4,500.00	1,701.74	4,500.00
Total 6050 · * Employee Benefits	1,995.35	4,750.04	1,995.35	4,750.04
6100 · * Utilities				
6110 · Electric	14,045.30	15,000.00	14,045.30	15,000.00
6111 · Propane	9,362.59	4,250.02	9,362.59	4,250.02
6112 · Telephone	4,632.84	4,500.00	4,632.84	4,500.00
6113 · Garbage & Trash	7,374.85	4,000.04	7,374.85	4,000.04
6114 · Water System	395.64	2,500.04	395.64	2,500.04

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
 January through June 2019

	Jan - Jun 19	Budget	Jan - Jun 19	YTD Budget
Total 6100 · * Utilities	35,811.22	30,250.10	35,811.22	30,250.10
6130 · * Insurance				
6131 · Workers Comp	1,485.84	0.00	1,485.84	0.00
6132 · Property Insurance	10,614.00	13,480.00	10,614.00	13,480.00
6133 · General Liability	13,092.00	12,000.00	13,092.00	12,000.00
6134 · Directors E&O	68,360.00	11,000.00	68,360.00	11,000.00
6135 · Commercial Vehicle	11,327.08	9,000.00	11,327.08	9,000.00
6136 · Heavy Equipment	4,341.00		4,341.00	
6138 · Air Ambulance Insurance	1,100.00	0.00	1,100.00	0.00
6140 · Airstrip	1,594.00	1,400.00	1,594.00	1,400.00
6141 · Additional Insurance	3,190.00	2,500.00	3,190.00	2,500.00
Total 6130 · * Insurance	115,103.92	49,380.00	115,103.92	49,380.00
6150 · * Professional Fees				
6151 · Accounting	0.00	18,500.02	0.00	18,500.02
6152 · Legal Fees				
6152a · Legal Fees - General	14,590.40	12,500.02	14,590.40	12,500.02
6152b · Legal Fees - Road Issues	2,762.50	2,500.04	2,762.50	2,500.04
6152c · Legal Fees - Assessments Issues	0.00	2,500.04	0.00	2,500.04
Total 6152 · Legal Fees	17,352.90	17,500.10	17,352.90	17,500.10
6153 · Other Professional Fees	1,427.50	1,000.04	1,427.50	1,000.04
Total 6150 · * Professional Fees	18,780.40	37,000.16	18,780.40	37,000.16
6200 · * Heavy Equipment Expense				
6201 · Heavy Equipment Repair	7,880.17	5,000.02	7,880.17	5,000.02
6202 · Off Road Diesel	4,217.72	1,000.04	4,217.72	1,000.04
6203 · Road Expense Miscellaneous	876.78	2,500.04	876.78	2,500.04
Total 6200 · * Heavy Equipment Expense	12,974.67	8,500.10	12,974.67	8,500.10
6300 · * Vehicle Expense				
6301 · Gasoline	6,486.36	7,500.00	6,486.36	7,500.00
6302 · Diesel	4,064.04	3,000.00	4,064.04	3,000.00
6303 · Vehicle Repair	8,173.71	3,500.02	8,173.71	3,500.02
6304 · Vehicle Miscellaneous	6,602.19	8,000.02	6,602.19	8,000.02
Total 6300 · * Vehicle Expense	25,326.30	22,000.04	25,326.30	22,000.04
6400 · * Supplies & Equipment				
6405 · Cabin Accessories	2,565.65	500.02	2,565.65	500.02
6410 · Housekeeping Supplies	9,567.23	8,000.02	9,567.23	8,000.02
6415 · Maintenance Supplies	4,213.80	500.02	4,213.80	500.02
6420 · Small tools & equipment	8,709.31	1,000.04	8,709.31	1,000.04
6425 · Restaurant Supplies	6,881.59	3,000.00	6,881.59	3,000.00

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Accrual Basis

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019**

	Jan - Jun 19	Budget	Jan - Jun 19	YTD Budget
6426 · Smallwares	243.06		243.06	
Total 6400 · * Supplies & Equipment	32,180.64	13,000.10	32,180.64	13,000.10
6450 · * Repairs & Maintenance				
6451 · Bldg/Structure Repairs & Maint	7,478.57	2,000.02	7,478.57	2,000.02
6452 · Equipment Repairs	0.00	1,000.04	0.00	1,000.04
Total 6450 · * Repairs & Maintenance	7,478.57	3,000.06	7,478.57	3,000.06
6500 · * Office Administrative Expense				
6510 · Office Supplies	2,631.48	4,000.04	2,631.48	4,000.04
6511 · Printing	0.00	2,000.39	0.00	2,000.39
6512 · Postage & Shipping	845.53	2,500.04	845.53	2,500.04
6513 · Communications	3,059.54	3,000.00	3,059.54	3,000.00
6514 · Credit Card Fees	23,769.37	20,000.39	23,769.37	20,000.39
6515 · Newsletter	79.80	500.02	79.80	500.02
6516 · Office Equipment	2,947.99	1,500.00	2,947.99	1,500.00
6520 · Misc. Office Admin.	4,487.53	2,500.04	4,487.53	2,500.04
Total 6500 · * Office Administrative Expense	37,821.24	36,000.92	37,821.24	36,000.92
6550 · * Other Administrative Expense				
6551 · Mileage Reimbursement	171.20	750.00	171.20	750.00
6552 · Licenses and Permits	2,448.67	1,050.00	2,448.67	1,050.00
6553 · Dues & Memberships	161.00	250.04	161.00	250.04
6554 · Employee Housing Expense	170.43	1,500.00	170.43	1,500.00
6557 · Booking Fees	20,358.71	16,830.00	20,358.71	16,830.00
Total 6550 · * Other Administrative Expense	23,310.01	20,380.04	23,310.01	20,380.04
6560 · Property Tax	0.00	7,750.04	0.00	7,750.04
6575 · Software Maintenance & Upgrades	1,258.99	2,500.04	1,258.99	2,500.04
6600 · * Property Transfer Expense				
6610 · Filing Fees	2,720.00	5,000.39	2,720.00	5,000.39
6611 · Tax Sale & Auction Expenses	2,162.41	1,500.00	2,162.41	1,500.00
6612 · Misc Collections Expense	0.00	250.04	0.00	250.04
Total 6600 · * Property Transfer Expense	4,882.41	6,750.43	4,882.41	6,750.43
6700 · * Advertising & Promotion				
6715 · Bands & Entertainment	1,773.12	1,000.04	1,773.12	1,000.04
6720 · Advertising	1,117.00	2,500.04	1,117.00	2,500.04
Total 6700 · * Advertising & Promotion	2,890.12	3,500.08	2,890.12	3,500.08
6900 · * Miscellaneous Expense				
6910 · Cash Over/Short	100.00		100.00	
Total 6900 · * Miscellaneous Expense	100.00		100.00	

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019

	<u>Jan - Jun 19</u>	<u>Budget</u>	<u>Jan - Jun 19</u>	<u>YTD Budget</u>
6935 · Bank Service Charges	25.55	50.39	25.55	50.39
Total Expense	<u>700,355.02</u>	<u>571,812.54</u>	<u>700,355.02</u>	<u>571,812.54</u>
Net Ordinary Income	<u>181,855.33</u>	<u>60,939.38</u>	<u>181,855.33</u>	<u>60,939.38</u>
Net Income	<u>181,855.33</u>	<u>60,939.38</u>	<u>181,855.33</u>	<u>60,939.38</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
 January through June 2019

Ordinary Income/Expense	Annual Budget
Income	
4001 · Assessment Related Revenue	
4005 · *Association Assessments	
4009 · Special Assessments	2,000.00
4015 · Volunteer Assessments	4,999.98
4018 · Assessment Rev-2014 & Prior	38,000.00
4030 · Assessment Interest, Late Fee	12,000.00
4035 · 2015 Assessment Revenue	13,000.00
4036 · 2016 Assessment Revenue	16,000.00
4037 · 2017 Assessment Revenue	18,000.00
4038 · 2018 Assessment Revenue	40,000.00
4039 · 2019 Assessment Revenue	431,868.00
	575,867.98
Total 4005 · *Association Assessments	
Total 4001 · Assessment Related Revenue	575,867.98
4020 · POATRI Auctions & Tax Sales	15,000.00
4022 · County Auction Proceeds	
4099 · Supplemental Revenue	
4200 · *Cabin Income	
4210 · Cabin Room Rental Income	520,000.00
4215 · Property Owner Discounts	-16,000.00
4216 · Other Cabin Discounts	25,000.00
	529,000.00
Total 4200 · *Cabin Income	
4250 · RV/Campground Income	20,000.00
4300 · * Cafe Income	
4310 · Food Sales	175,000.00
4311 · Alcohol Sales	19,000.00
	194,000.00
Total 4300 · * Cafe Income	
4400 · Retail Sales	15,000.00
4500 · * Other Lodge Income	
4510 · Water Sales	19,000.00
4515 · Pool Fees	3,000.00
4520 · Laundromat Revenue	8,000.00
4525 · Ice Revenue	6,000.00
4500 · * Other Lodge Income - Other	
	36,000.00
Total 4500 · * Other Lodge Income	
Total 4099 · Supplemental Revenue	794,000.00
4600 · * Miscellaneous Income	
4526 · Timely Filed Discount	525.00

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019

	<u>Annual Budget</u>
4610 · Interest Income	375.00
4611 · Service Charges	0.00
4612 · Paypal Fees	35.00
4615 · Donations	500.00
4620 · Miscellaneous Income	400.00
Total 4600 · * Miscellaneous Income	<u>1,835.00</u>
Total Income	1,386,702.98
Cost of Goods Sold	
5000 · * Cost of Goods Sold	
5100 · * COGS - Restaurant	
5110 · COGS - Food	108,000.00
5115 · COGS - Alcohol	12,000.00
5100 · * COGS - Restaurant - Other	
Total 5100 · * COGS - Restaurant	<u>120,000.00</u>
5210 · COGS - Retail	12,000.00
5220 · COGS - Ice	4,200.00
Total 5000 · * Cost of Goods Sold	<u>136,200.00</u>
Total COGS	<u>136,200.00</u>
Gross Profit	1,250,502.98
Expense	
6000 · * Payroll Expenses	
6010 · Salaries and Wages	600,000.00
6020 · Casual Labor	54,000.00
6025 · Employer Payroll Tax	
Total 6000 · * Payroll Expenses	<u>654,000.00</u>
6050 · * Employee Benefits	
6052 · Employee Discounts	500.00
6053 · Employee Insurances	9,000.00
Total 6050 · * Employee Benefits	<u>9,500.00</u>
6100 · * Utilities	
6110 · Electric	30,000.00
6111 · Propane	8,500.00
6112 · Telephone	9,000.00
6113 · Garbage & Trash	8,000.00
6114 · Water System	5,000.00

**P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019**

	<u>Annual Budget</u>
Total 6100 · * Utilities	60,500.00
6130 · * Insurance	
6131 · Workers Comp	15,000.00
6132 · Property Insurance	13,480.00
6133 · General Liability	12,000.00
6134 · Directors E&O	11,000.00
6135 · Commercial Vehicle	9,000.00
6136 · Heavy Equipment	
6138 · Air Ambulance Insurance	2,300.00
6140 · Airstrip	1,400.00
6141 · Additional Insurance	2,500.00
Total 6130 · * Insurance	66,680.00
6150 · * Professional Fees	
6151 · Accounting	37,000.00
6152 · Legal Fees	
6152a · Legal Fees - General	25,000.00
6152b · Legal Fees - Road Issues	5,000.00
6152c · Legal Fees - Assessments Issues	5,000.00
Total 6152 · Legal Fees	35,000.00
6153 · Other Professional Fees	2,000.00
Total 6150 · * Professional Fees	74,000.00
6200 · * Heavy Equipment Expense	
6201 · Heavy Equipment Repair	10,000.00
6202 · Off Road Diesel	2,000.00
6203 · Road Expense Miscellaneous	5,000.00
Total 6200 · * Heavy Equipment Expense	17,000.00
6300 · * Vehicle Expense	
6301 · Gasoline	15,000.00
6302 · Diesel	6,000.00
6303 · Vehicle Repair	7,000.00
6304 · Vehicle Miscellaneous	16,000.00
Total 6300 · * Vehicle Expense	44,000.00
6400 · * Supplies & Equipment	
6405 · Cabin Accessories	1,000.00
6410 · Housekeeping Supplies	16,000.00
6415 · Maintenance Supplies	1,000.00
6420 · Small tools & equipment	2,000.00
6425 · Restaurant Supplies	6,000.00

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019

	<u>Annual Budget</u>
6426 · Smallwares	
Total 6400 · * Supplies & Equipment	26,000.00
6450 · * Repairs & Maintenance	
6451 · Bldg/Structure Repairs & Maint	4,000.00
6452 · Equipment Repairs	2,000.00
Total 6450 · * Repairs & Maintenance	6,000.00
6500 · * Office Administrative Expense	
6510 · Office Supplies	8,000.00
6511 · Printing	4,000.37
6512 · Postage & Shipping	5,000.00
6513 · Communications	6,000.00
6514 · Credit Card Fees	40,000.37
6515 · Newsletter	1,000.00
6516 · Office Equipment	3,000.00
6520 · Misc. Office Admin.	5,000.00
Total 6500 · * Office Administrative Expense	72,000.74
6550 · * Other Administrative Expense	
6551 · Mileage Reimbursement	1,500.00
6552 · Licenses and Permits	2,100.00
6553 · Dues & Memberships	500.00
6554 · Employee Housing Expense	3,000.00
6557 · Booking Fees	33,660.00
Total 6550 · * Other Administrative Expense	40,760.00
6560 · Property Tax	15,500.00
6575 · Software Maintenance & Upgrades	5,000.00
6600 · * Property Transfer Expense	
6610 · Filing Fees	10,000.37
6611 · Tax Sale & Auction Expenses	3,000.00
6612 · Misc Collections Expense	500.00
Total 6600 · * Property Transfer Expense	13,500.37
6700 · * Advertising & Promotion	
6715 · Bands & Entertainment	2,000.00
6720 · Advertising	5,000.00
Total 6700 · * Advertising & Promotion	7,000.00
6900 · * Miscellaneous Expense	
6910 · Cash Over/Short	
Total 6900 · * Miscellaneous Expense	

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Accrual Basis

P.O.A.T.R.I./Terlingua Ranch
P&L Budget Performance
January through June 2019

	<u>Annual Budget</u>
6935 · Bank Service Charges	100.37
Total Expense	<u>1,111,541.48</u>
Net Ordinary Income	<u>138,961.50</u>
Net Income	<u><u>138,961.50</u></u>

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

	Jan - Mar 19	Apr - Jun 19	TOTAL
Ordinary Income/Expense			
Income			
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	162,489.22	139,830.89	302,320.11
4215 · Property Owner Discounts	-4,808.15	-5,184.09	-9,992.24
Total 4200 · *Cabin Income	157,681.07	134,646.80	292,327.87
4250 · RV/Campground Income	15,029.70	5,916.79	20,946.49
4400 · Retail Sales	2,635.24	4,825.17	7,460.41
4500 · * Other Lodge Income			
4510 · Water Sales	5,002.85	4,214.40	9,217.25
4515 · Pool Fees	355.00	2,115.00	2,470.00
4520 · Laundromat Revenue	3,732.50	2,321.50	6,054.00
4525 · Ice Revenue	1,466.00	2,827.26	4,293.26
4500 · * Other Lodge Income - Other	0.00	0.00	0.00
Total 4500 · * Other Lodge Income	10,556.35	11,478.16	22,034.51
Total 4099 · Supplemental Revenue	185,902.36	156,866.92	342,769.28
4600 · * Miscellaneous Income			
4620 · Miscellaneous Income	15.43	11.17	26.60
Total 4600 · * Miscellaneous Income	15.43	11.17	26.60
Total Income	185,917.79	156,878.09	342,795.88
Gross Profit	185,917.79	156,878.09	342,795.88
Net Ordinary Income	185,917.79	156,878.09	342,795.88
Net Income	185,917.79	156,878.09	342,795.88