

## Balance Sheet

As of September 30, 2019

	<u>Sep 30, 19</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1011 · Operating Account	22,538.82
1012 · Deposit Account	170,495.35
1013 · Payroll Account	1,267.73
1015 · FDSB Reserve Account	152,369.27
1017 · WTNB Contingency Fund	208,863.44
1030 · * Petty Cash in Office	
1031 · Office Petty Cash	1,824.50
1032 · Resort Registers/Petty Cash	84.10
1033 · Laundry Change Machine	100.00
<b>Total 1030 · * Petty Cash in Office</b>	<u>2,008.60</u>
<b>Total Checking/Savings</b>	557,543.21
<b>Accounts Receivable</b>	
1201 · Accounts Receivable	491.90
<b>Total Accounts Receivable</b>	<u>491.90</u>
<b>Other Current Assets</b>	
1100 · * Assessments Receivables	
1102 · Annual Assessments	
1105 · Combined Assessment Receivables	1,869,961.28
1105b · Adjustments to Receivables	-194,989.39
2700 · Prepaid Assessments	-3,734.71
1102 · Annual Assessments - Other	1,122,668.50
<b>Total 1102 · Annual Assessments</b>	<u>2,793,905.68</u>
1130 · Allowance for Doubtful Accounts	-2,539,336.67
<b>Total 1100 · * Assessments Receivables</b>	<u>254,569.01</u>
1300 · * Inventories	
1301 · Restaurant Inventory	
1301a · Food	39,007.56
1301b · Alcohol	1,429.71
<b>Total 1301 · Restaurant Inventory</b>	<u>40,437.27</u>
1302 · Retail Inventory	11,156.98
1303 · Fuel Inventory	
1303a · Gasoline	2,460.22
1303b · Truck Diesel	3,704.17
1303c · Off Road Diesel	1,512.12
1303d · Propane	1,151.20
<b>Total 1303 · Fuel Inventory</b>	<u>8,827.71</u>
1350 · Auction Property Tracts	27,322.00
<b>Total 1300 · * Inventories</b>	<u>87,743.96</u>
1400 · * Prepaid Accounts	
1402 · Prepaid Insurance	1,155.00
<b>Total 1400 · * Prepaid Accounts</b>	<u>1,155.00</u>
1700 · Deferred Tax Asset	99,000.00
<b>Total Other Current Assets</b>	<u>442,467.97</u>
<b>Total Current Assets</b>	<u>1,000,503.08</u>
<b>Fixed Assets</b>	
1600 · * Fixed Assets	
1601 · Land	142,101.20
1602 · Orig Cost - Bldgs & Structures	231,652.00

## Balance Sheet

As of September 30, 2019

	Sep 30, 19
1603 · Furniture & Equipment	62,831.06
1604 · Heavy Equipment	374,187.47
1605 · Vehicles	120,799.78
1606 · Improvements	384,307.29
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
<b>Total 1600 · * Fixed Assets</b>	<b>1,509,320.67</b>
1615 · Accumulated Depreciation	-625,365.85
<b>Total Fixed Assets</b>	<b>883,954.82</b>
<b>TOTAL ASSETS</b>	<b>1,884,457.90</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2010 · Accounts Payable	5,731.53
<b>Total Accounts Payable</b>	<b>5,731.53</b>
<b>Credit Cards</b>	
1095 · Mastercard 0158	3,428.22
<b>Total Credit Cards</b>	<b>3,428.22</b>
<b>Other Current Liabilities</b>	
2100 · * Payroll Liabilities	
2110 · Payroll Taxes Payable	8,059.08
2115 · Employee Insurance-Voluntary	-1,116.11
2120 · Benefits Payable	20,941.02
2100 · * Payroll Liabilities - Other	30.59
<b>Total 2100 · * Payroll Liabilities</b>	<b>27,914.58</b>
2111 · Direct Deposit Liabilities	8,225.77
2500 · * Taxes Payable	
2510 · Sales Tax Payable	-64,512.40
2515 · State Occupancy Tax - (T2)	-48,712.25
2520 · County Hotel Tax - (T3)	-56,085.47
2500 · * Taxes Payable - Other	142,580.14
<b>Total 2500 · * Taxes Payable</b>	<b>-26,729.98</b>
2800 · * Deferred Income	
2801 · Deferred Assessment Income	281,664.54
2802 · Deferred Other Income	-11.70
<b>Total 2800 · * Deferred Income</b>	<b>281,652.84</b>
<b>Total Other Current Liabilities</b>	<b>291,063.21</b>
<b>Total Current Liabilities</b>	<b>300,222.96</b>
<b>Total Liabilities</b>	<b>300,222.96</b>
<b>Equity</b>	
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	-225,018.58
3900 · Retained Earnings	920,787.17
<b>Net Income</b>	<b>136,689.28</b>

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10/15/19

Accrual Basis

**P.O.A.T.R.I./Terlingua Ranch**

**Balance Sheet**

**As of September 30, 2019**

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	<u>Sep 30, 19</u>
Total Equity	<u>1,584,234.94</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,884,457.90</u></b>

10/15/19  
 Accrual Basis

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

	Jan - Sep 19	Jan - Sep 18
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4001 · Assessment Related Revenue</b>		
<b>4005 · *Association Assessments</b>		
4009 · Special Assessments	1,390.56	1,555.35
4015 · Volunteer Assessments	10,645.46	2,797.68
4018 · Assessment Rev-2014 & Prior	40,674.21	31,316.44
4030 · Assessment Interest, Late Fee	9,262.53	11,333.00
4031 · 2011 Assessment Revenue	0.00	-375.20
4034 · 2014 Assessment Revenue	0.00	6,089.80
4035 · 2015 Assessment Revenue	6,119.14	8,435.32
4036 · 2016 Assessment Revenue	8,192.07	17,347.10
4037 · 2017 Assessment Revenue	14,896.10	38,012.94
4038 · 2018 Assessment Revenue	26,074.93	422,398.08
4039 · 2019 Assessment Revenue	415,758.34	0.00
<b>Total 4005 · *Association Assessments</b>	533,013.34	538,910.51
<b>Total 4001 · Assessment Related Revenue</b>	533,013.34	538,910.51
4022 · County Auction Proceeds	7,208.04	2,245.00
4099 · Supplemental Revenue		
4200 · *Cabin Income		
4210 · Cabin Room Rental Income	416,183.82	399,311.93
4215 · Property Owner Discounts	-13,958.43	-13,710.11
4216 · Other Cabin Discounts	-40,621.20	-16,492.51
4200 · *Cabin Income - Other	0.00	455.74
<b>Total 4200 · *Cabin Income</b>	361,604.19	369,565.05
4250 · RV/Campground Income	23,898.49	15,330.79
4300 · * Cafe Income		
4310 · Food Sales	177,240.46	145,865.66
4311 · Alcohol Sales	17,996.58	15,516.53
<b>Total 4300 · * Cafe Income</b>	195,237.04	161,382.19
4400 · Retail Sales	13,196.93	14,885.55
4500 · * Other Lodge Income		
4510 · Water Sales	11,386.28	14,103.30
4515 · Pool Fees	3,445.00	3,170.00
4520 · Laundromat Revenue	7,932.00	6,786.00
4525 · Ice Revenue	6,106.26	4,344.00
4500 · * Other Lodge Income - Other	0.00	0.00
<b>Total 4500 · * Other Lodge Income</b>	28,869.54	28,403.30
<b>Total 4099 · Supplemental Revenue</b>	622,806.19	589,566.88
4600 · * Miscellaneous Income		
4526 · Timely Filed Discount	475.87	445.74
4610 · Interest Income	145.95	465.09
4612 · Paypal Fees	33.46	18.06
4615 · Donations	0.00	1,536.21
4620 · Miscellaneous Income	136.18	159.82
<b>Total 4600 · * Miscellaneous Income</b>	791.46	2,624.92
<b>Total Income</b>	1,163,819.03	1,133,347.31
<b>Cost of Goods Sold</b>		
5000 · * Cost of Goods Sold		
5100 · * COGS - Restaurant		
5110 · COGS - Food	81,650.55	82,387.29
5115 · COGS - Alcohol	8,667.29	8,692.42
5100 · * COGS - Restaurant - Other	2,622.35	0.00
<b>Total 5100 · * COGS - Restaurant</b>	92,940.19	91,079.71

10/15/19  
Accrual Basis

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

	Jan - Sep 19	Jan - Sep 18
5210 · COGS - Retail	6,831.76	7,941.58
5220 · COGS - Ice	3,200.27	2,559.44
<b>Total 5000 · * Cost of Goods Sold</b>	<b>102,972.22</b>	<b>101,580.73</b>
<b>Total COGS</b>	<b>102,972.22</b>	<b>101,580.73</b>
<b>Gross Profit</b>	<b>1,060,846.81</b>	<b>1,031,766.58</b>
<b>Expense</b>		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	485,462.95	390,785.10
6025 · Employer Payroll Tax	44,547.56	35,722.05
<b>Total 6000 · * Payroll Expenses</b>	<b>530,010.51</b>	<b>426,507.15</b>
6050 · * Employee Benefits		
6052 · Employee Discounts	738.43	640.60
6053 · Employee Insurances	4,550.77	1,557.60
<b>Total 6050 · * Employee Benefits</b>	<b>5,289.20</b>	<b>2,198.20</b>
6100 · * Utilities		
6110 · Electric	22,495.35	22,632.00
6111 · Propane	13,017.51	7,407.26
6112 · Telephone	7,048.45	7,988.61
6113 · Garbage & Trash	9,046.66	5,985.96
6114 · Water System	605.99	2,739.94
<b>Total 6100 · * Utilities</b>	<b>52,213.96</b>	<b>46,753.77</b>
6130 · * Insurance		
6131 · Workers Comp	1,485.84	7,808.00
6132 · Property Insurance	10,614.00	13,480.00
6133 · General Liability	13,092.00	10,177.00
6134 · Directors E&O	68,360.00	10,500.00
6135 · Commercial Vehicle	12,595.80	9,413.00
6136 · Heavy Equipment	4,341.00	0.00
6137 · Surety Bonds	0.00	535.00
6138 · Air Ambulance Insurance	1,100.00	-220.00
6140 · Airstrip	1,594.00	1,310.00
6141 · Additional Insurance	3,190.00	2,449.00
<b>Total 6130 · * Insurance</b>	<b>116,372.64</b>	<b>55,452.00</b>
6150 · * Professional Fees		
6151 · Accounting	0.00	5,000.00
6152 · Legal Fees		
6152a · Legal Fees - General	14,590.40	30,362.70
6152b · Legal Fees - Road Issues	3,592.50	747.50
6152 · Legal Fees - Other	150.00	0.00
<b>Total 6152 · Legal Fees</b>	<b>18,332.90</b>	<b>31,110.20</b>
6153 · Other Professional Fees	4,255.64	21,399.91
<b>Total 6150 · * Professional Fees</b>	<b>22,588.54</b>	<b>57,510.11</b>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,880.17	11,553.41
6202 · Off Road Diesel	7,461.51	7,182.77
6203 · Road Expense Miscellaneous	1,519.11	3,528.34
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>16,860.79</b>	<b>22,264.52</b>
6300 · * Vehicle Expense		
6301 · Gasoline	11,603.11	10,087.57
6302 · Diesel	4,396.14	2,824.20
6303 · Vehicle Repair	8,673.71	8,610.45

10/15/19  
 Accrual Basis

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

	Jan - Sep 19	Jan - Sep 18
6304 · Vehicle Miscellaneous	7,647.66	4,711.95
<b>Total 6300 · * Vehicle Expense</b>	<b>32,320.62</b>	<b>26,234.17</b>
<b>6400 · * Supplies &amp; Equipment</b>		
6405 · Cabin Accessories	2,800.68	6,432.23
6410 · Housekeeping Supplies	12,429.02	14,855.89
6415 · Maintenance Supplies	7,310.96	9,510.32
6420 · Small tools & equipment	10,343.31	8,184.58
6425 · Restaurant Supplies	7,841.99	7,444.78
6426 · Smallwares	243.06	1,209.34
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>40,969.02</b>	<b>47,637.14</b>
<b>6450 · * Repairs &amp; Maintenance</b>		
6451 · Bldg/Structure Repairs & Maint	8,508.72	5,975.31
6452 · Equipment Repairs	0.00	2,219.98
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>8,508.72</b>	<b>8,195.29</b>
<b>6500 · * Office Administrative Expense</b>		
6510 · Office Supplies	4,296.19	7,963.73
6511 · Printing	0.00	26.99
6512 · Postage & Shipping	2,376.28	4,032.42
6513 · Communications	4,906.59	8,282.89
6514 · Credit Card Fees	33,377.77	31,603.15
6515 · Newsletter	139.65	362.93
6516 · Office Equipment	4,353.43	7,831.82
6520 · Misc. Office Admin.	6,238.85	5,681.66
<b>Total 6500 · * Office Administrative Expense</b>	<b>55,688.76</b>	<b>65,785.59</b>
<b>6550 · * Other Administrative Expense</b>		
6551 · Mileage Reimbursement	171.20	977.20
6552 · Licenses and Permits	4,317.85	1,979.94
6553 · Dues & Memberships	231.26	385.91
6554 · Employee Housing Expense	170.43	7,000.00
6557 · Booking Fees	22,160.15	26,257.05
<b>Total 6550 · * Other Administrative Expense</b>	<b>27,050.89</b>	<b>36,600.10</b>
<b>6560 · Property Tax</b>	<b>0.00</b>	<b>143.45</b>
<b>6575 · Software Maintenance &amp; Upgrades</b>	<b>4,952.08</b>	<b>3,154.18</b>
<b>6600 · * Property Transfer Expense</b>		
6610 · Filing Fees	2,746.00	9,970.00
6611 · Tax Sale & Auction Expenses	2,162.41	673.50
6612 · Misc Collections Expense	0.00	6.50
<b>Total 6600 · * Property Transfer Expense</b>	<b>4,908.41</b>	<b>10,650.00</b>
<b>6700 · * Advertising &amp; Promotion</b>		
6715 · Bands & Entertainment	2,957.84	398.36
6720 · Advertising	3,340.00	1,612.31
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>6,297.84</b>	<b>2,010.67</b>
<b>6900 · * Miscellaneous Expense</b>		
6910 · Cash Over/Short	100.00	300.00
6925 · Reconciliation Discrepancies	0.00	3.34
<b>Total 6900 · * Miscellaneous Expense</b>	<b>100.00</b>	<b>303.34</b>
<b>6935 · Bank Service Charges</b>	<b>25.55</b>	<b>79.70</b>
<b>Total Expense</b>	<b>924,157.53</b>	<b>811,479.38</b>
<b>Net Ordinary Income</b>	<b>136,689.28</b>	<b>220,287.20</b>
<b>Other Income/Expense</b>		
<b>Other Expense</b>		

10/15/19  
Accrual Basis

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

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	<u>Jan - Sep 19</u>	<u>Jan - Sep 18</u>
SUSPEND	0.00	-1,966.03
Total Other Expense	0.00	-1,966.03
Net Other Income	0.00	1,966.03
Net Income	<u><u>136,689.28</u></u>	<u><u>222,253.23</u></u>

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

	Jan - Sep 19	Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4001 · Assessment Related Revenue</b>		
<b>4005 · *Association Assessments</b>		
4009 · Special Assessments	1,390.56	1,500.02
4015 · Volunteer Assessments	10,645.46	3,750.00
4018 · Assessment Rev-2014 & Prior	40,674.21	28,500.02
4030 · Assessment Interest, Late Fee	9,262.53	9,000.00
4035 · 2015 Assessment Revenue	6,119.14	9,750.01
4036 · 2016 Assessment Revenue	8,192.07	12,000.01
4037 · 2017 Assessment Revenue	14,896.10	13,500.00
4038 · 2018 Assessment Revenue	26,074.93	30,000.01
4039 · 2019 Assessment Revenue	415,758.34	323,901.00
<b>Total 4005 · *Association Assessments</b>	533,013.34	431,901.07
<b>Total 4001 · Assessment Related Revenue</b>	533,013.34	431,901.07
<b>4020 · POATRI Auctions &amp; Tax Sales</b>	0.00	15,000.00
<b>4022 · County Auction Proceeds</b>	7,208.04	
<b>4099 · Supplemental Revenue</b>		
<b>4200 · *Cabin Income</b>		
4210 · Cabin Room Rental Income	416,183.82	390,000.01
4215 · Property Owner Discounts	-13,958.43	-12,000.01
4216 · Other Cabin Discounts	-40,621.20	18,750.01
<b>Total 4200 · *Cabin Income</b>	361,604.19	396,750.01
<b>4250 · RV/Campground Income</b>	23,898.49	15,000.02
<b>4300 · * Cafe Income</b>		
4310 · Food Sales	177,240.46	131,250.01
4311 · Alcohol Sales	17,996.58	14,250.01
<b>Total 4300 · * Cafe Income</b>	195,237.04	145,500.02
<b>4400 · Retail Sales</b>	13,196.93	11,250.00
<b>4500 · * Other Lodge Income</b>		
4510 · Water Sales	11,386.28	14,250.01
4515 · Pool Fees	3,445.00	2,250.00
4520 · Laundromat Revenue	7,932.00	6,000.02
4525 · Ice Revenue	6,106.26	4,500.00
4500 · * Other Lodge Income - Other	0.00	
<b>Total 4500 · * Other Lodge Income</b>	28,869.54	27,000.03
<b>Total 4099 · Supplemental Revenue</b>	622,806.19	595,500.08
<b>4600 · * Miscellaneous Income</b>		
4526 · Timely Filed Discount	475.87	393.75
4610 · Interest Income	145.95	281.25
4611 · Service Charges	0.00	0.00
4612 · Paypal Fees	33.46	26.27
4615 · Donations	0.00	375.02
4620 · Miscellaneous Income	136.18	300.01
<b>Total 4600 · * Miscellaneous Income</b>	791.46	1,376.30
<b>Total Income</b>	1,163,819.03	1,043,777.45
<b>Cost of Goods Sold</b>		
<b>5000 · * Cost of Goods Sold</b>		
<b>5100 · * COGS - Restaurant</b>		
5110 · COGS - Food	81,650.55	81,000.00
5115 · COGS - Alcohol	8,667.29	9,000.00
5100 · * COGS - Restaurant - Other	2,622.35	
<b>Total 5100 · * COGS - Restaurant</b>	92,940.19	90,000.00
<b>5210 · COGS - Retail</b>	6,831.76	9,000.00



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

	Jan - Sep 19	Budget
5220 · COGS - Ice	3,200.27	3,150.00
<b>Total 5000 · * Cost of Goods Sold</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Total COGS</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Gross Profit</b>	<b>1,060,846.81</b>	<b>941,627.45</b>
<b>Expense</b>		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	485,462.95	450,000.00
6020 · Casual Labor	0.00	40,500.00
6025 · Employer Payroll Tax	44,547.56	
<b>Total 6000 · * Payroll Expenses</b>	<b>530,010.51</b>	<b>490,500.00</b>
6050 · * Employee Benefits		
6052 · Employee Discounts	738.43	375.02
6053 · Employee Insurances	4,550.77	6,750.00
<b>Total 6050 · * Employee Benefits</b>	<b>5,289.20</b>	<b>7,125.02</b>
6100 · * Utilities		
6110 · Electric	22,495.35	22,500.00
6111 · Propane	13,017.51	6,375.01
6112 · Telephone	7,048.45	6,750.00
6113 · Garbage & Trash	9,046.66	6,000.02
6114 · Water System	605.99	3,750.02
<b>Total 6100 · * Utilities</b>	<b>52,213.96</b>	<b>45,375.05</b>
6130 · * Insurance		
6131 · Workers Comp	1,485.84	0.00
6132 · Property Insurance	10,614.00	13,480.00
6133 · General Liability	13,092.00	12,000.00
6134 · Directors E&O	68,360.00	11,000.00
6135 · Commercial Vehicle	12,595.80	9,000.00
6136 · Heavy Equipment	4,341.00	
6138 · Air Ambulance Insurance	1,100.00	0.00
6140 · Airstrip	1,594.00	1,400.00
6141 · Additional Insurance	3,190.00	2,500.00
<b>Total 6130 · * Insurance</b>	<b>116,372.64</b>	<b>49,380.00</b>
6150 · * Professional Fees		
6151 · Accounting	0.00	27,750.01
6152 · Legal Fees		
6152a · Legal Fees - General	14,590.40	18,750.01
6152b · Legal Fees - Road Issues	3,592.50	3,750.02
6152c · Legal Fees - Assessments Issues	0.00	3,750.02
6152 · Legal Fees - Other	150.00	
<b>Total 6152 · Legal Fees</b>	<b>18,332.90</b>	<b>26,250.05</b>
6153 · Other Professional Fees	4,255.64	1,500.02
<b>Total 6150 · * Professional Fees</b>	<b>22,588.54</b>	<b>55,500.08</b>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,880.17	7,500.01
6202 · Off Road Diesel	7,461.51	1,500.02
6203 · Road Expense Miscellaneous	1,519.11	3,750.02
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>16,860.79</b>	<b>12,750.05</b>
6300 · * Vehicle Expense		
6301 · Gasoline	11,603.11	11,250.00
6302 · Diesel	4,396.14	4,500.00
6303 · Vehicle Repair	8,673.71	5,250.01

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

	Jan - Sep 19	Budget
6304 · Vehicle Miscellaneous	7,647.66	12,000.01
<b>Total 6300 · * Vehicle Expense</b>	<b>32,320.62</b>	<b>33,000.02</b>
<b>6400 · * Supplies &amp; Equipment</b>		
6405 · Cabin Accessories	2,800.68	750.01
6410 · Housekeeping Supplies	12,429.02	12,000.01
6415 · Maintenance Supplies	7,310.96	750.01
6420 · Small tools & equipment	10,343.31	1,500.02
6425 · Restaurant Supplies	7,841.99	4,500.00
6426 · Smallwares	243.06	
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>40,969.02</b>	<b>19,500.05</b>
<b>6450 · * Repairs &amp; Maintenance</b>		
6451 · Bldg/Structure Repairs & Maint	8,508.72	3,000.01
6452 · Equipment Repairs	0.00	1,500.02
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>8,508.72</b>	<b>4,500.03</b>
<b>6500 · * Office Administrative Expense</b>		
6510 · Office Supplies	4,296.19	6,000.02
6511 · Printing	0.00	3,000.38
6512 · Postage & Shipping	2,376.28	3,750.02
6513 · Communications	4,906.59	4,500.00
6514 · Credit Card Fees	33,377.77	30,000.38
6515 · Newsletter	139.65	750.01
6516 · Office Equipment	4,353.43	2,250.00
6520 · Misc. Office Admin.	6,238.85	3,750.02
<b>Total 6500 · * Office Administrative Expense</b>	<b>55,688.76</b>	<b>54,000.83</b>
<b>6550 · * Other Administrative Expense</b>		
6551 · Mileage Reimbursement	171.20	1,125.00
6552 · Licenses and Permits	4,317.85	1,575.00
6553 · Dues & Memberships	231.26	375.02
6554 · Employee Housing Expense	170.43	2,250.00
6557 · Booking Fees	22,160.15	25,245.00
<b>Total 6550 · * Other Administrative Expense</b>	<b>27,050.89</b>	<b>30,570.02</b>
<b>6560 · Property Tax</b>	<b>0.00</b>	<b>11,625.02</b>
6575 · Software Maintenance & Upgrades	4,952.08	3,750.02
<b>6600 · * Property Transfer Expense</b>		
6610 · Filing Fees	2,746.00	7,500.38
6611 · Tax Sale & Auction Expenses	2,162.41	2,250.00
6612 · Misc Collections Expense	0.00	375.02
<b>Total 6600 · * Property Transfer Expense</b>	<b>4,908.41</b>	<b>10,125.40</b>
<b>6700 · * Advertising &amp; Promotion</b>		
6715 · Bands & Entertainment	2,957.84	1,500.02
6720 · Advertising	3,340.00	3,750.02
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>6,297.84</b>	<b>5,250.04</b>
<b>6900 · * Miscellaneous Expense</b>		
6910 · Cash Over/Short	100.00	
<b>Total 6900 · * Miscellaneous Expense</b>	<b>100.00</b>	
6935 · Bank Service Charges	25.55	75.38
<b>Total Expense</b>	<b>924,157.53</b>	<b>833,027.01</b>
<b>Net Ordinary Income</b>	<b>136,689.28</b>	<b>108,600.44</b>
<b>Net Income</b>	<b>136,689.28</b>	<b>108,600.44</b>

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

	\$ Over Budget
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4001 · Assessment Related Revenue</b>	
<b>4005 · *Association Assessments</b>	
4009 · Special Assessments	-109.46
4015 · Volunteer Assessments	6,895.46
4018 · Assessment Rev-2014 & Prior	12,174.19
4030 · Assessment Interest, Late Fee	262.53
4035 · 2015 Assessment Revenue	-3,630.87
4036 · 2016 Assessment Revenue	-3,807.94
4037 · 2017 Assessment Revenue	1,396.10
4038 · 2018 Assessment Revenue	-3,925.08
4039 · 2019 Assessment Revenue	91,857.34
<b>Total 4005 · *Association Assessments</b>	101,112.27
<b>Total 4001 · Assessment Related Revenue</b>	101,112.27
<b>4020 · POATRI Auctions &amp; Tax Sales</b>	-15,000.00
<b>4022 · County Auction Proceeds</b>	
<b>4099 · Supplemental Revenue</b>	
<b>4200 · *Cabin Income</b>	
4210 · Cabin Room Rental Income	26,183.81
4215 · Property Owner Discounts	-1,958.42
4216 · Other Cabin Discounts	-59,371.21
<b>Total 4200 · *Cabin Income</b>	-35,145.82
4250 · RV/Campground Income	8,898.47
<b>4300 · * Cafe Income</b>	
4310 · Food Sales	45,990.45
4311 · Alcohol Sales	3,746.57
<b>Total 4300 · * Cafe Income</b>	49,737.02
4400 · Retail Sales	1,946.93
<b>4500 · * Other Lodge Income</b>	
4510 · Water Sales	-2,863.73
4515 · Pool Fees	1,195.00
4520 · Laundromat Revenue	1,931.98
4525 · Ice Revenue	1,606.26
4500 · * Other Lodge Income - Other	
<b>Total 4500 · * Other Lodge Income</b>	1,869.51
<b>Total 4099 · Supplemental Revenue</b>	27,306.11
<b>4600 · * Miscellaneous Income</b>	
4526 · Timely Filed Discount	82.12
4610 · Interest Income	-135.30
4611 · Service Charges	0.00
4612 · Paypal Fees	7.19
4615 · Donations	-375.02
4620 · Miscellaneous Income	-163.83
<b>Total 4600 · * Miscellaneous Income</b>	-584.84
<b>Total Income</b>	120,041.58
<b>Cost of Goods Sold</b>	
<b>5000 · * Cost of Goods Sold</b>	
<b>5100 · * COGS - Restaurant</b>	
5110 · COGS - Food	650.55
5115 · COGS - Alcohol	-332.71
5100 · * COGS - Restaurant - Other	
<b>Total 5100 · * COGS - Restaurant</b>	2,940.19
5210 · COGS - Retail	-2,168.24

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

	<u>\$ Over Budget</u>
5220 · COGS - Ice	50.27
Total 5000 · * Cost of Goods Sold	822.22
Total COGS	822.22
Gross Profit	119,219.36
<b>Expense</b>	
6000 · * Payroll Expenses	
6010 · Salaries and Wages	35,462.95
6020 · Casual Labor	-40,500.00
6025 · Employer Payroll Tax	
Total 6000 · * Payroll Expenses	39,510.51
6050 · * Employee Benefits	
6052 · Employee Discounts	363.41
6053 · Employee Insurances	-2,199.23
Total 6050 · * Employee Benefits	-1,835.82
6100 · * Utilities	
6110 · Electric	-4.65
6111 · Propane	6,642.50
6112 · Telephone	298.45
6113 · Garbage & Trash	3,046.64
6114 · Water System	-3,144.03
Total 6100 · * Utilities	6,838.91
6130 · * Insurance	
6131 · Workers Comp	1,485.84
6132 · Property Insurance	-2,866.00
6133 · General Liability	1,092.00
6134 · Directors E&O	57,360.00
6135 · Commercial Vehicle	3,595.80
6136 · Heavy Equipment	
6138 · Air Ambulance Insurance	1,100.00
6140 · Airstrip	194.00
6141 · Additional Insurance	690.00
Total 6130 · * Insurance	66,992.64
6150 · * Professional Fees	
6151 · Accounting	-27,750.01
6152 · Legal Fees	
6152a · Legal Fees - General	-4,159.61
6152b · Legal Fees - Road Issues	-157.52
6152c · Legal Fees - Assessments Issues	-3,750.02
6152 · Legal Fees - Other	
Total 6152 · Legal Fees	-7,917.15
6153 · Other Professional Fees	2,755.62
Total 6150 · * Professional Fees	-32,911.54
6200 · * Heavy Equipment Expense	
6201 · Heavy Equipment Repair	380.16
6202 · Off Road Diesel	5,961.49
6203 · Road Expense Miscellaneous	-2,230.91
Total 6200 · * Heavy Equipment Expense	4,110.74
6300 · * Vehicle Expense	
6301 · Gasoline	353.11
6302 · Diesel	-103.86
6303 · Vehicle Repair	3,423.70

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

	\$ Over Budget
6304 · Vehicle Miscellaneous	-4,352.35
<b>Total 6300 · * Vehicle Expense</b>	<b>-679.40</b>
<b>6400 · * Supplies &amp; Equipment</b>	
6405 · Cabin Accessories	2,050.67
6410 · Housekeeping Supplies	429.01
6415 · Maintenance Supplies	6,560.95
6420 · Small tools & equipment	8,843.29
6425 · Restaurant Supplies	3,341.99
6426 · Smallwares	
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>21,468.97</b>
<b>6450 · * Repairs &amp; Maintenance</b>	
6451 · Bldg/Structure Repairs & Maint	5,508.71
6452 · Equipment Repairs	-1,500.02
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>4,008.69</b>
<b>6500 · * Office Administrative Expense</b>	
6510 · Office Supplies	-1,703.83
6511 · Printing	-3,000.38
6512 · Postage & Shipping	-1,373.74
6513 · Communications	406.59
6514 · Credit Card Fees	3,377.39
6515 · Newsletter	-610.36
6516 · Office Equipment	2,103.43
6520 · Misc. Office Admin.	2,488.83
<b>Total 6500 · * Office Administrative Expense</b>	<b>1,687.93</b>
<b>6550 · * Other Administrative Expense</b>	
6551 · Mileage Reimbursement	-953.80
6552 · Licenses and Permits	2,742.85
6553 · Dues & Memberships	-143.76
6554 · Employee Housing Expense	-2,079.57
6557 · Booking Fees	-3,084.85
<b>Total 6550 · * Other Administrative Expense</b>	<b>-3,519.13</b>
<b>6560 · Property Tax</b>	-11,625.02
<b>6575 · Software Maintenance &amp; Upgrades</b>	1,202.06
<b>6600 · * Property Transfer Expense</b>	
6610 · Filing Fees	-4,754.38
6611 · Tax Sale & Auction Expenses	-87.59
6612 · Misc Collections Expense	-375.02
<b>Total 6600 · * Property Transfer Expense</b>	<b>-5,216.99</b>
<b>6700 · * Advertising &amp; Promotion</b>	
6715 · Bands & Entertainment	1,457.82
6720 · Advertising	-410.02
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>1,047.80</b>
<b>6900 · * Miscellaneous Expense</b>	
6910 · Cash Over/Short	
<b>Total 6900 · * Miscellaneous Expense</b>	
6935 · Bank Service Charges	-49.83
<b>Total Expense</b>	<b>91,130.52</b>
<b>Net Ordinary Income</b>	<b>28,088.84</b>
<b>Net Income</b>	<b>28,088.84</b>

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

	Jan - Sep 19	Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4001 · Assessment Related Revenue</b>		
<b>4005 · *Association Assessments</b>		
4009 · Special Assessments	1,390.56	1,500.02
4015 · Volunteer Assessments	10,645.46	3,750.00
4018 · Assessment Rev-2014 & Prior	40,674.21	28,500.02
4030 · Assessment Interest, Late Fee	9,262.53	9,000.00
4035 · 2015 Assessment Revenue	6,119.14	9,750.01
4036 · 2016 Assessment Revenue	8,192.07	12,000.01
4037 · 2017 Assessment Revenue	14,896.10	13,500.00
4038 · 2018 Assessment Revenue	26,074.93	30,000.01
4039 · 2019 Assessment Revenue	415,758.34	323,901.00
<b>Total 4005 · *Association Assessments</b>	533,013.34	431,901.07
<b>Total 4001 · Assessment Related Revenue</b>	533,013.34	431,901.07
<b>4020 · POATRI Auctions &amp; Tax Sales</b>	0.00	15,000.00
<b>4022 · County Auction Proceeds</b>	7,208.04	
<b>4099 · Supplemental Revenue</b>		
<b>4200 · *Cabin Income</b>		
4210 · Cabin Room Rental Income	416,183.82	390,000.01
4215 · Property Owner Discounts	-13,958.43	-12,000.01
4216 · Other Cabin Discounts	-40,621.20	18,750.01
<b>Total 4200 · *Cabin Income</b>	361,604.19	396,750.01
<b>4250 · RV/Campground Income</b>	23,898.49	15,000.02
<b>4300 · * Cafe Income</b>		
4310 · Food Sales	177,240.46	131,250.01
4311 · Alcohol Sales	17,996.58	14,250.01
<b>Total 4300 · * Cafe Income</b>	195,237.04	145,500.02
<b>4400 · Retail Sales</b>	13,196.93	11,250.00
<b>4500 · * Other Lodge Income</b>		
4510 · Water Sales	11,386.28	14,250.01
4515 · Pool Fees	3,445.00	2,250.00
4520 · Laundromat Revenue	7,932.00	6,000.02
4525 · Ice Revenue	6,106.26	4,500.00
4500 · * Other Lodge Income - Other	0.00	
<b>Total 4500 · * Other Lodge Income</b>	28,869.54	27,000.03
<b>Total 4099 · Supplemental Revenue</b>	622,806.19	595,500.08
<b>4600 · * Miscellaneous Income</b>		
4526 · Timely Filed Discount	475.87	393.75
4610 · Interest Income	145.95	281.25
4611 · Service Charges	0.00	0.00
4612 · Paypal Fees	33.46	26.27
4615 · Donations	0.00	375.02
4620 · Miscellaneous Income	136.18	300.01
<b>Total 4600 · * Miscellaneous Income</b>	791.46	1,376.30
<b>Total Income</b>	1,163,819.03	1,043,777.45
<b>Cost of Goods Sold</b>		
<b>5000 · * Cost of Goods Sold</b>		
<b>5100 · * COGS - Restaurant</b>		
5110 · COGS - Food	81,650.55	81,000.00
5115 · COGS - Alcohol	8,667.29	9,000.00
5100 · * COGS - Restaurant - Other	2,622.35	
<b>Total 5100 · * COGS - Restaurant</b>	92,940.19	90,000.00
<b>5210 · COGS - Retail</b>	6,831.76	9,000.00

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

	Jan - Sep 19	Budget
5220 · COGS - Ice	3,200.27	3,150.00
<b>Total 5000 · * Cost of Goods Sold</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Total COGS</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Gross Profit</b>	<b>1,060,846.81</b>	<b>941,627.45</b>
<b>Expense</b>		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	485,462.95	450,000.00
6020 · Casual Labor	0.00	40,500.00
6025 · Employer Payroll Tax	44,547.56	
<b>Total 6000 · * Payroll Expenses</b>	<b>530,010.51</b>	<b>490,500.00</b>
6050 · * Employee Benefits		
6052 · Employee Discounts	738.43	375.02
6053 · Employee Insurances	4,550.77	6,750.00
<b>Total 6050 · * Employee Benefits</b>	<b>5,289.20</b>	<b>7,125.02</b>
6100 · * Utilities		
6110 · Electric	22,495.35	22,500.00
6111 · Propane	13,017.51	6,375.01
6112 · Telephone	7,048.45	6,750.00
6113 · Garbage & Trash	9,046.66	6,000.02
6114 · Water System	605.99	3,750.02
<b>Total 6100 · * Utilities</b>	<b>52,213.96</b>	<b>45,375.05</b>
6130 · * Insurance		
6131 · Workers Comp	1,485.84	0.00
6132 · Property Insurance	10,614.00	13,480.00
6133 · General Liability	13,092.00	12,000.00
6134 · Directors E&O	68,360.00	11,000.00
6135 · Commercial Vehicle	12,595.80	9,000.00
6136 · Heavy Equipment	4,341.00	
6138 · Air Ambulance Insurance	1,100.00	0.00
6140 · Airstrip	1,594.00	1,400.00
6141 · Additional Insurance	3,190.00	2,500.00
<b>Total 6130 · * Insurance</b>	<b>116,372.64</b>	<b>49,380.00</b>
6150 · * Professional Fees		
6151 · Accounting	0.00	27,750.01
6152 · Legal Fees		
6152a · Legal Fees - General	14,590.40	18,750.01
6152b · Legal Fees - Road Issues	3,592.50	3,750.02
6152c · Legal Fees - Assessments Issues	0.00	3,750.02
6152 · Legal Fees - Other	150.00	
<b>Total 6152 · Legal Fees</b>	<b>18,332.90</b>	<b>26,250.05</b>
6153 · Other Professional Fees	4,255.64	1,500.02
<b>Total 6150 · * Professional Fees</b>	<b>22,588.54</b>	<b>55,500.08</b>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,880.17	7,500.01
6202 · Off Road Diesel	7,461.51	1,500.02
6203 · Road Expense Miscellaneous	1,519.11	3,750.02
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>16,860.79</b>	<b>12,750.05</b>
6300 · * Vehicle Expense		
6301 · Gasoline	11,603.11	11,250.00
6302 · Diesel	4,396.14	4,500.00
6303 · Vehicle Repair	8,673.71	5,250.01

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

	Jan - Sep 19	Budget
6304 · Vehicle Miscellaneous	7,647.66	12,000.01
<b>Total 6300 · * Vehicle Expense</b>	<b>32,320.62</b>	<b>33,000.02</b>
<b>6400 · * Supplies &amp; Equipment</b>		
6405 · Cabin Accessories	2,800.68	750.01
6410 · Housekeeping Supplies	12,429.02	12,000.01
6415 · Maintenance Supplies	7,310.96	750.01
6420 · Small tools & equipment	10,343.31	1,500.02
6425 · Restaurant Supplies	7,841.99	4,500.00
6426 · Smallwares	243.06	
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>40,969.02</b>	<b>19,500.05</b>
<b>6450 · * Repairs &amp; Maintenance</b>		
6451 · Bldg/Structure Repairs & Maint	8,508.72	3,000.01
6452 · Equipment Repairs	0.00	1,500.02
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>8,508.72</b>	<b>4,500.03</b>
<b>6500 · * Office Administrative Expense</b>		
6510 · Office Supplies	4,296.19	6,000.02
6511 · Printing	0.00	3,000.38
6512 · Postage & Shipping	2,376.28	3,750.02
6513 · Communications	4,906.59	4,500.00
6514 · Credit Card Fees	33,377.77	30,000.38
6515 · Newsletter	139.65	750.01
6516 · Office Equipment	4,353.43	2,250.00
6520 · Misc. Office Admin.	6,238.85	3,750.02
<b>Total 6500 · * Office Administrative Expense</b>	<b>55,688.76</b>	<b>54,000.83</b>
<b>6550 · * Other Administrative Expense</b>		
6551 · Mileage Reimbursement	171.20	1,125.00
6552 · Licenses and Permits	4,317.85	1,575.00
6553 · Dues & Memberships	231.26	375.02
6554 · Employee Housing Expense	170.43	2,250.00
6557 · Booking Fees	22,160.15	25,245.00
<b>Total 6550 · * Other Administrative Expense</b>	<b>27,050.89</b>	<b>30,570.02</b>
<b>6560 · Property Tax</b>	<b>0.00</b>	<b>11,625.02</b>
<b>6575 · Software Maintenance &amp; Upgrades</b>	<b>4,952.08</b>	<b>3,750.02</b>
<b>6600 · * Property Transfer Expense</b>		
6610 · Filing Fees	2,746.00	7,500.38
6611 · Tax Sale & Auction Expenses	2,162.41	2,250.00
6612 · Misc Collections Expense	0.00	375.02
<b>Total 6600 · * Property Transfer Expense</b>	<b>4,908.41</b>	<b>10,125.40</b>
<b>6700 · * Advertising &amp; Promotion</b>		
6715 · Bands & Entertainment	2,957.84	1,500.02
6720 · Advertising	3,340.00	3,750.02
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>6,297.84</b>	<b>5,250.04</b>
<b>6900 · * Miscellaneous Expense</b>		
6910 · Cash Over/Short	100.00	
<b>Total 6900 · * Miscellaneous Expense</b>	<b>100.00</b>	
<b>6935 · Bank Service Charges</b>	<b>25.55</b>	<b>75.38</b>
<b>Total Expense</b>	<b>924,157.53</b>	<b>833,027.01</b>
<b>Net Ordinary Income</b>	<b>136,689.28</b>	<b>108,600.44</b>
<b>Net Income</b>	<b>136,689.28</b>	<b>108,600.44</b>



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

	Jan - Sep 19	YTD Budget
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4001 · Assessment Related Revenue</b>		
<b>4005 · *Association Assessments</b>		
4009 · Special Assessments	1,390.56	1,500.02
4015 · Volunteer Assessments	10,645.46	3,750.00
4018 · Assessment Rev-2014 & Prior	40,674.21	28,500.02
4030 · Assessment Interest, Late Fee	9,262.53	9,000.00
4035 · 2015 Assessment Revenue	6,119.14	9,750.01
4036 · 2016 Assessment Revenue	8,192.07	12,000.01
4037 · 2017 Assessment Revenue	14,896.10	13,500.00
4038 · 2018 Assessment Revenue	26,074.93	30,000.01
4039 · 2019 Assessment Revenue	415,758.34	323,901.00
<b>Total 4005 · *Association Assessments</b>	<u>533,013.34</u>	<u>431,901.07</u>
<b>Total 4001 · Assessment Related Revenue</b>	533,013.34	431,901.07
<b>4020 · POATRI Auctions &amp; Tax Sales</b>	0.00	15,000.00
<b>4022 · County Auction Proceeds</b>	7,208.04	
<b>4099 · Supplemental Revenue</b>		
<b>4200 · *Cabin Income</b>		
4210 · Cabin Room Rental Income	416,183.82	390,000.01
4215 · Property Owner Discounts	-13,958.43	-12,000.01
4216 · Other Cabin Discounts	-40,621.20	18,750.01
<b>Total 4200 · *Cabin Income</b>	361,604.19	396,750.01
4250 · RV/Campground Income	23,898.49	15,000.02
<b>4300 · * Cafe Income</b>		
4310 · Food Sales	177,240.46	131,250.01
4311 · Alcohol Sales	17,996.58	14,250.01
<b>Total 4300 · * Cafe Income</b>	195,237.04	145,500.02
4400 · Retail Sales	13,196.93	11,250.00
<b>4500 · * Other Lodge Income</b>		
4510 · Water Sales	11,386.28	14,250.01
4515 · Pool Fees	3,445.00	2,250.00
4520 · Laundromat Revenue	7,932.00	6,000.02
4525 · Ice Revenue	6,106.26	4,500.00
4500 · * Other Lodge Income - Other	0.00	
<b>Total 4500 · * Other Lodge Income</b>	<u>28,869.54</u>	<u>27,000.03</u>
<b>Total 4099 · Supplemental Revenue</b>	622,806.19	595,500.08
<b>4600 · * Miscellaneous Income</b>		
4526 · Timely Filed Discount	475.87	393.75
4610 · Interest Income	145.95	281.25
4611 · Service Charges	0.00	0.00
4612 · Paypal Fees	33.46	26.27
4615 · Donations	0.00	375.02
4620 · Miscellaneous Income	136.18	300.01
<b>Total 4600 · * Miscellaneous Income</b>	<u>791.46</u>	<u>1,376.30</u>
<b>Total Income</b>	<u>1,163,819.03</u>	<u>1,043,777.45</u>
<b>Cost of Goods Sold</b>		
<b>5000 · * Cost of Goods Sold</b>		
<b>5100 · * COGS - Restaurant</b>		
5110 · COGS - Food	81,650.55	81,000.00
5115 · COGS - Alcohol	8,667.29	9,000.00
5100 · * COGS - Restaurant - Other	2,622.35	
<b>Total 5100 · * COGS - Restaurant</b>	<u>92,940.19</u>	<u>90,000.00</u>
5210 · COGS - Retail	6,831.76	9,000.00

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

	Jan - Sep 19	YTD Budget
5220 · COGS - Ice	3,200.27	3,150.00
<b>Total 5000 · * Cost of Goods Sold</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Total COGS</b>	<b>102,972.22</b>	<b>102,150.00</b>
<b>Gross Profit</b>	<b>1,060,846.81</b>	<b>941,627.45</b>
<b>Expense</b>		
6000 · * Payroll Expenses		
6010 · Salaries and Wages	485,462.95	450,000.00
6020 · Casual Labor	0.00	40,500.00
6025 · Employer Payroll Tax	44,547.56	
<b>Total 6000 · * Payroll Expenses</b>	<b>530,010.51</b>	<b>490,500.00</b>
6050 · * Employee Benefits		
6052 · Employee Discounts	738.43	375.02
6053 · Employee Insurances	4,550.77	6,750.00
<b>Total 6050 · * Employee Benefits</b>	<b>5,289.20</b>	<b>7,125.02</b>
6100 · * Utilities		
6110 · Electric	22,495.35	22,500.00
6111 · Propane	13,017.51	6,375.01
6112 · Telephone	7,048.45	6,750.00
6113 · Garbage & Trash	9,046.66	6,000.02
6114 · Water System	605.99	3,750.02
<b>Total 6100 · * Utilities</b>	<b>52,213.96</b>	<b>45,375.05</b>
6130 · * Insurance		
6131 · Workers Comp	1,485.84	0.00
6132 · Property Insurance	10,614.00	13,480.00
6133 · General Liability	13,092.00	12,000.00
6134 · Directors E&O	68,360.00	11,000.00
6135 · Commercial Vehicle	12,595.80	9,000.00
6136 · Heavy Equipment	4,341.00	
6138 · Air Ambulance Insurance	1,100.00	0.00
6140 · Airstrip	1,594.00	1,400.00
6141 · Additional Insurance	3,190.00	2,500.00
<b>Total 6130 · * Insurance</b>	<b>116,372.64</b>	<b>49,380.00</b>
6150 · * Professional Fees		
6151 · Accounting	0.00	27,750.01
6152 · Legal Fees		
6152a · Legal Fees - General	14,590.40	18,750.01
6152b · Legal Fees - Road Issues	3,592.50	3,750.02
6152c · Legal Fees - Assessments Issues	0.00	3,750.02
6152 · Legal Fees - Other	150.00	
<b>Total 6152 · Legal Fees</b>	<b>18,332.90</b>	<b>26,250.05</b>
6153 · Other Professional Fees	4,255.64	1,500.02
<b>Total 6150 · * Professional Fees</b>	<b>22,588.54</b>	<b>55,500.08</b>
6200 · * Heavy Equipment Expense		
6201 · Heavy Equipment Repair	7,880.17	7,500.01
6202 · Off Road Diesel	7,461.51	1,500.02
6203 · Road Expense Miscellaneous	1,519.11	3,750.02
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>16,860.79</b>	<b>12,750.05</b>
6300 · * Vehicle Expense		
6301 · Gasoline	11,603.11	11,250.00
6302 · Diesel	4,396.14	4,500.00
6303 · Vehicle Repair	8,673.71	5,250.01

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

	Jan - Sep 19	YTD Budget
6304 · Vehicle Miscellaneous	7,647.66	12,000.01
<b>Total 6300 · * Vehicle Expense</b>	<b>32,320.62</b>	<b>33,000.02</b>
<b>6400 · * Supplies &amp; Equipment</b>		
6405 · Cabin Accessories	2,800.68	750.01
6410 · Housekeeping Supplies	12,429.02	12,000.01
6415 · Maintenance Supplies	7,310.96	750.01
6420 · Small tools & equipment	10,343.31	1,500.02
6425 · Restaurant Supplies	7,841.99	4,500.00
6426 · Smallwares	243.06	
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>40,969.02</b>	<b>19,500.05</b>
<b>6450 · * Repairs &amp; Maintenance</b>		
6451 · Bldg/Structure Repairs & Maint	8,508.72	3,000.01
6452 · Equipment Repairs	0.00	1,500.02
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>8,508.72</b>	<b>4,500.03</b>
<b>6500 · * Office Administrative Expense</b>		
6510 · Office Supplies	4,296.19	6,000.02
6511 · Printing	0.00	3,000.38
6512 · Postage & Shipping	2,376.28	3,750.02
6513 · Communications	4,906.59	4,500.00
6514 · Credit Card Fees	33,377.77	30,000.38
6515 · Newsletter	139.65	750.01
6516 · Office Equipment	4,353.43	2,250.00
6520 · Misc. Office Admin.	6,238.85	3,750.02
<b>Total 6500 · * Office Administrative Expense</b>	<b>55,688.76</b>	<b>54,000.83</b>
<b>6550 · * Other Administrative Expense</b>		
6551 · Mileage Reimbursement	171.20	1,125.00
6552 · Licenses and Permits	4,317.85	1,575.00
6553 · Dues & Memberships	231.26	375.02
6554 · Employee Housing Expense	170.43	2,250.00
6557 · Booking Fees	22,160.15	25,245.00
<b>Total 6550 · * Other Administrative Expense</b>	<b>27,050.89</b>	<b>30,570.02</b>
<b>6560 · Property Tax</b>	<b>0.00</b>	<b>11,625.02</b>
<b>6575 · Software Maintenance &amp; Upgrades</b>	<b>4,952.08</b>	<b>3,750.02</b>
<b>6600 · * Property Transfer Expense</b>		
6610 · Filing Fees	2,746.00	7,500.38
6611 · Tax Sale & Auction Expenses	2,162.41	2,250.00
6612 · Misc Collections Expense	0.00	375.02
<b>Total 6600 · * Property Transfer Expense</b>	<b>4,908.41</b>	<b>10,125.40</b>
<b>6700 · * Advertising &amp; Promotion</b>		
6715 · Bands & Entertainment	2,957.84	1,500.02
6720 · Advertising	3,340.00	3,750.02
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>6,297.84</b>	<b>5,250.04</b>
<b>6900 · * Miscellaneous Expense</b>		
6910 · Cash Over/Short	100.00	
<b>Total 6900 · * Miscellaneous Expense</b>	<b>100.00</b>	
<b>6935 · Bank Service Charges</b>	<b>25.55</b>	<b>75.38</b>
<b>Total Expense</b>	<b>924,157.53</b>	<b>833,027.01</b>
<b>Net Ordinary Income</b>	<b>136,689.28</b>	<b>108,600.44</b>
<b>Net Income</b>	<b>136,689.28</b>	<b>108,600.44</b>

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

	Annual Budget
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4001 · Assessment Related Revenue</b>	
<b>4005 · *Association Assessments</b>	
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
<b>Total 4005 · *Association Assessments</b>	575,867.98
<b>Total 4001 · Assessment Related Revenue</b>	575,867.98
<b>4020 · POATRI Auctions &amp; Tax Sales</b>	15,000.00
<b>4022 · County Auction Proceeds</b>	
<b>4099 · Supplemental Revenue</b>	
<b>4200 · *Cabin Income</b>	
4210 · Cabin Room Rental Income	520,000.00
4215 · Property Owner Discounts	-16,000.00
4216 · Other Cabin Discounts	25,000.00
<b>Total 4200 · *Cabin Income</b>	529,000.00
<b>4250 · RV/Campground Income</b>	20,000.00
<b>4300 · * Cafe Income</b>	
4310 · Food Sales	175,000.00
4311 · Alcohol Sales	19,000.00
<b>Total 4300 · * Cafe Income</b>	194,000.00
<b>4400 · Retail Sales</b>	15,000.00
<b>4500 · * Other Lodge Income</b>	
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	
<b>Total 4500 · * Other Lodge Income</b>	36,000.00
<b>Total 4099 · Supplemental Revenue</b>	794,000.00
<b>4600 · * Miscellaneous Income</b>	
4526 · Timely Filed Discount	525.00
4610 · Interest Income	375.00
4611 · Service Charges	0.00
4612 · Paypal Fees	35.00
4615 · Donations	500.00
4620 · Miscellaneous Income	400.00
<b>Total 4600 · * Miscellaneous Income</b>	1,835.00
<b>Total Income</b>	1,386,702.98
<b>Cost of Goods Sold</b>	
<b>5000 · * Cost of Goods Sold</b>	
<b>5100 · * COGS - Restaurant</b>	
5110 · COGS - Food	108,000.00
5115 · COGS - Alcohol	12,000.00
5100 · * COGS - Restaurant - Other	
<b>Total 5100 · * COGS - Restaurant</b>	120,000.00
<b>5210 · COGS - Retail</b>	12,000.00

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

	Annual Budget
5220 · COGS - Ice	4,200.00
<b>Total 5000 · * Cost of Goods Sold</b>	<b>136,200.00</b>
<b>Total COGS</b>	<b>136,200.00</b>
<b>Gross Profit</b>	<b>1,250,502.98</b>
<b>Expense</b>	
6000 · * Payroll Expenses	
6010 · Salaries and Wages	600,000.00
6020 · Casual Labor	54,000.00
6025 · Employer Payroll Tax	
<b>Total 6000 · * Payroll Expenses</b>	<b>654,000.00</b>
6050 · * Employee Benefits	
6052 · Employee Discounts	500.00
6053 · Employee Insurances	9,000.00
<b>Total 6050 · * Employee Benefits</b>	<b>9,500.00</b>
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
<b>Total 6100 · * Utilities</b>	<b>60,500.00</b>
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
<b>Total 6130 · * Insurance</b>	<b>66,680.00</b>
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
6152 · Legal Fees - Other	
<b>Total 6152 · Legal Fees</b>	<b>35,000.00</b>
6153 · Other Professional Fees	2,000.00
<b>Total 6150 · * Professional Fees</b>	<b>74,000.00</b>
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
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>17,000.00</b>
6300 · * Vehicle Expense	
6301 · Gasoline	15,000.00
6302 · Diesel	6,000.00
6303 · Vehicle Repair	7,000.00

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

	Annual Budget
6304 · Vehicle Miscellaneous	16,000.00
<b>Total 6300 · * Vehicle Expense</b>	<b>44,000.00</b>
<b>6400 · * Supplies &amp; Equipment</b>	
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
6426 · Smallwares	
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>26,000.00</b>
<b>6450 · * Repairs &amp; Maintenance</b>	
6451 · Bldg/Structure Repairs & Maint	4,000.00
6452 · Equipment Repairs	2,000.00
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>6,000.00</b>
<b>6500 · * Office Administrative Expense</b>	
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
<b>Total 6500 · * Office Administrative Expense</b>	<b>72,000.74</b>
<b>6550 · * Other Administrative Expense</b>	
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
<b>Total 6550 · * Other Administrative Expense</b>	<b>40,760.00</b>
<b>6560 · Property Tax</b>	15,500.00
<b>6575 · Software Maintenance &amp; Upgrades</b>	5,000.00
<b>6600 · * Property Transfer Expense</b>	
6610 · Filing Fees	10,000.37
6611 · Tax Sale & Auction Expenses	3,000.00
6612 · Misc Collections Expense	500.00
<b>Total 6600 · * Property Transfer Expense</b>	<b>13,500.37</b>
<b>6700 · * Advertising &amp; Promotion</b>	
6715 · Bands & Entertainment	2,000.00
6720 · Advertising	5,000.00
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>7,000.00</b>
<b>6900 · * Miscellaneous Expense</b>	
6910 · Cash Over/Short	
<b>Total 6900 · * Miscellaneous Expense</b>	
6935 · Bank Service Charges	100.37
<b>Total Expense</b>	<b>1,111,541.48</b>
<b>Net Ordinary Income</b>	<b>138,961.50</b>
<b>Net Income</b>	<b>138,961.50</b>