

P.O.A.T.R.I./Terlingua Ranch  
Balance Sheet Prev Year Comparison

As of June 30, 2020

AQAAAAKFA\$

	Jun 30, 20	Jun 30, 19	\$ Change
<b>ASSETS</b>			
<b>Current Assets</b>			
<b>Checking/Savings</b>			
1011 · Operating Account	16,280.72	5,393.84	10,886.88
1012 · Deposit Account	291,517.03	264,467.26	27,049.77
1013 · Payroll Account	25,715.36	1,447.69	24,267.67
1015 · FDSB Reserve Account	152,408.99	152,332.54	76.45
1017 · WTNB Contingency Fund	208,904.21	208,825.76	78.45
<b>1030 · * Petty Cash in Office</b>			
1031 · Office Petty Cash	1,463.02	1,219.75	243.27
1032 · Resort Registers/Petty Cash	-6.78	-6.36	-0.42
1033 · Laundry Change Machine	100.00	100.00	0.00
<b>Total 1030 · * Petty Cash in Office</b>	<u>1,556.24</u>	<u>1,313.39</u>	<u>242.85</u>
<b>Total Checking/Savings</b>	696,382.55	633,780.48	62,602.07
<b>Accounts Receivable</b>			
1201 · Accounts Receivable	342.43	377.00	-34.57
<b>Total Accounts Receivable</b>	<u>342.43</u>	<u>377.00</u>	<u>-34.57</u>
<b>Other Current Assets</b>			
<b>1100 · * Assessments Receivables</b>			
<b>1102 · Annual Assessments</b>			
1105 · Combined Assessment Receivables	2,961,075.08	3,471,769.89	-510,694.81
1105b · Adjustments to Receivables	-56,545.87	-34,543.75	-22,002.12
2700 · Prepaid Assessments	-2,618.88	-2,741.15	122.27
1102 · Annual Assessments - Other	799,618.26	0.00	799,618.26
<b>Total 1102 · Annual Assessments</b>	<u>3,701,528.59</u>	<u>3,434,484.99</u>	<u>267,043.60</u>
1130 · Allowance for Doubtful Accounts	-2,843,920.85	-2,865,922.97	22,002.12
<b>Total 1100 · * Assessments Receivables</b>	<u>857,607.74</u>	<u>568,562.02</u>	<u>289,045.72</u>
<b>1300 · * Inventories</b>			
<b>1301 · Restaurant Inventory</b>			
1301a · Food	39,007.56	39,007.56	0.00
1301b · Alcohol	1,429.71	1,429.71	0.00
<b>Total 1301 · Restaurant Inventory</b>	<u>40,437.27</u>	<u>40,437.27</u>	<u>0.00</u>
1302 · Retail Inventory	10,774.25	9,629.38	1,144.87
<b>1303 · Fuel Inventory</b>			
1303a · Gasoline	1,101.23	2,944.95	-1,843.72
1303b · Truck Diesel	5,078.28	4,036.27	1,042.01
1303c · Off Road Diesel	514.74	765.91	-251.17
1303d · Propane	20.35	-772.51	792.86
<b>Total 1303 · Fuel Inventory</b>	<u>6,714.60</u>	<u>6,974.62</u>	<u>-260.02</u>
1350 · Auction Property Tracts	30,885.00	30,885.00	0.00
<b>Total 1300 · * Inventories</b>	<u>88,811.12</u>	<u>87,926.27</u>	<u>884.85</u>

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<b>1400 · * Prepaid Accounts</b>			
<b>1402 · Prepaid Insurance</b>			
1402a · Workers Comp	6,846.00	6,846.00	0.00
1402b · Property Ins	5,616.67	5,616.67	0.00
1402c · General Liability	2,544.25	2,544.25	0.00
1402d · Directors E&O	3,500.00	3,500.00	0.00
1402 · Prepaid Insurance - Other	4,143.00	4,143.00	0.00
<b>Total 1402 · Prepaid Insurance</b>	<u>22,649.92</u>	<u>22,649.92</u>	<u>0.00</u>
<b>Total 1400 · * Prepaid Accounts</b>	<u>22,649.92</u>	<u>22,649.92</u>	<u>0.00</u>
1700 · Deferred Tax Asset	99,000.00	99,000.00	0.00
<b>Total Other Current Assets</b>	<u>1,068,068.78</u>	<u>778,138.21</u>	<u>289,930.57</u>
<b>Total Current Assets</b>	<u>1,764,793.76</u>	<u>1,412,295.69</u>	<u>352,498.07</u>
<b>Fixed Assets</b>			
<b>1600 · * Fixed Assets</b>			
1601 · Land	142,101.20	142,101.20	0.00
1602 · Orig Cost - Bldgs & Structures	227,152.00	227,152.00	0.00
1603 · Furniture & Equipment	48,932.11	48,932.11	0.00
1604 · Heavy Equipment	340,519.47	340,519.47	0.00
1605 · Vehicles	117,231.17	92,131.17	25,100.00
1606 · Improvements	358,819.83	354,391.68	4,428.15
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	4,096.65	4,096.65	0.00
1611 · Smith Well	24,562.81	24,562.81	0.00
1612 · Cabin Deck Replacement	44,530.32	44,530.32	0.00
1613 · Facility Roof Replacement	5,798.25	5,798.25	0.00
1614 · Materials for Const in Progress	1,181.11	1,181.11	0.00
1616 · Water System	13,673.80	13,423.80	250.00
<b>Total 1600 · * Fixed Assets</b>	<u>1,423,402.72</u>	<u>1,393,624.57</u>	<u>29,778.15</u>
1615 · Accumulated Depreciation	-639,612.22	-639,612.22	0.00
<b>Total Fixed Assets</b>	<u>783,790.50</u>	<u>754,012.35</u>	<u>29,778.15</u>
<b>TOTAL ASSETS</b>	<u><u>2,548,584.26</u></u>	<u><u>2,166,308.04</u></u>	<u><u>382,276.22</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
2010 · Accounts Payable	2,154.23	13,122.35	-10,968.12
<b>Total Accounts Payable</b>	<u>2,154.23</u>	<u>13,122.35</u>	<u>-10,968.12</u>
<b>Credit Cards</b>			
1095 · Mastercard 0158	5,935.71	2,166.45	3,769.26
1099 · Mastercard 1999	1,328.53	0.00	1,328.53
<b>Total Credit Cards</b>	<u>7,264.24</u>	<u>2,166.45</u>	<u>5,097.79</u>

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<b>Other Current Liabilities</b>			
1058 · SBA EIDL	10,000.00	0.00	10,000.00
<b>2100 · * Payroll Liabilities</b>			
2110 · Payroll Taxes Payable	11,250.76	8,757.81	2,492.95
2115 · Employee Insurance-Voluntary	-1,106.03	-550.37	-555.66
2120 · Benefits Payable	18,626.25	18,626.25	0.00
2135 · Wage Garnishments	316.98	0.00	316.98
2100 · * Payroll Liabilities - Other	30.59	30.59	0.00
<b>Total 2100 · * Payroll Liabilities</b>	<u>29,118.55</u>	<u>26,864.28</u>	<u>2,254.27</u>
2111 · Direct Deposit Liabilities	8,225.77	8,225.77	0.00
<b>2500 · * Taxes Payable</b>			
2510 · Sales Tax Payable	-32,740.36	-10,158.35	-22,582.01
2515 · State Occupancy Tax - (T2)	-39,033.17	-13,382.39	-25,650.78
2520 · County Hotel Tax - (T3)	-45,564.80	-15,626.91	-29,937.89
2500 · * Taxes Payable - Other	120,997.49	45,552.50	75,444.99
<b>Total 2500 · * Taxes Payable</b>	<u>3,659.16</u>	<u>6,384.85</u>	<u>-2,725.69</u>
<b>2800 · * Deferred Income</b>			
2801 · Deferred Assessment Income	791,461.91	405,610.44	385,851.47
2802 · Deferred Other Income	-804.79	0.00	-804.79
<b>Total 2800 · * Deferred Income</b>	<u>790,657.12</u>	<u>405,610.44</u>	<u>385,046.68</u>
<b>Total Other Current Liabilities</b>	<u>841,660.60</u>	<u>447,085.34</u>	<u>394,575.26</u>
<b>Total Current Liabilities</b>	<u>851,079.07</u>	<u>462,374.14</u>	<u>388,704.93</u>
<b>Long Term Liabilities</b>			
1056 · PPP Loan - WTNB	144,445.42	0.00	144,445.42
<b>Total Long Term Liabilities</b>	<u>144,445.42</u>	<u>0.00</u>	<u>144,445.42</u>
<b>Total Liabilities</b>	<u>995,524.49</u>	<u>462,374.14</u>	<u>533,150.35</u>
<b>Equity</b>			
3001 · Members Equity-Undesignated	304,467.15	304,467.15	0.00
3002 · Members Equity-Designated	356,797.92	356,797.92	0.00
3003 · Contributed Capital	94,075.00	94,075.00	0.00
3004 · Adj - Prior Year Collections	-167,702.54	-70,774.52	-96,928.02
3900 · Retained Earnings	889,498.15	839,643.70	49,854.45
Net Income	75,924.09	179,724.65	-103,800.56
<b>Total Equity</b>	<u>1,553,059.77</u>	<u>1,703,933.90</u>	<u>-150,874.13</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>2,548,584.26</u></u>	<u><u>2,166,308.04</u></u>	<u><u>382,276.22</u></u>

P.O.A.T.R.I./Terlingua Ranch  
**Profit & Loss Budget vs. Actual**

January through June 2020

AQAAAAkFAS

	<u>Jan - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4001 · Assessment Related Revenue</b>			
<b>4005 · *Association Assessments</b>			
4009 · Special Assessments	216.00	816.00	-600.00
4011 · NRC Income	0.00	0.00	0.00
4012 · BVC Income	0.00	0.00	0.00
4013 · SIA/SAC Supplemental Income	0.00	0.00	0.00
4015 · Volunteer Assessments	720.68	8,430.68	-7,710.00
4018 · Assessment Rev-2015 & Prior	9,755.38	30,083.35	-20,327.97
4030 · Assessment Interest, Late Fee	3,337.66	7,188.64	-3,850.98
4034 · 2014 Assessment Revenue	0.00	0.00	0.00
4035 · 2015 Assessment Revenue	0.00	0.00	0.00
4036 · 2016 Assessment Revenue	4,544.04	4,077.20	466.84
4037 · 2017 Assessment Revenue	6,029.71	6,538.29	-508.58
4038 · 2018 Assessment Revenue	9,336.91	10,426.82	-1,089.91
4039 · 2019 Assessment Revenue	27,627.15	25,200.45	2,426.70
4040 · 2020 Assessment Revenue	377,955.60	401,654.94	-23,699.34
<b>Total 4005 · *Association Assessments</b>	<u>439,523.13</u>	<u>494,416.37</u>	<u>-54,893.24</u>
<b>Total 4001 · Assessment Related Revenue</b>	<u>439,523.13</u>	<u>494,416.37</u>	<u>-54,893.24</u>
4020 · POATRI Auctions & Tax Sales	0.00	0.00	0.00
4021 · Basis of Property Auctioned	0.00	0.00	0.00
4022 · County Auction Proceeds	0.00	0.00	0.00
4099 · Supplemental Revenue			
4150 · Lease Income	0.00	0.00	0.00
<b>4200 · *Cabin Income</b>			
4210 · Cabin Room Rental Income	179,425.29	145,902.59	33,522.70
4215 · Property Owner Discounts	-11,944.63	-6,843.85	-5,100.78
4216 · Other Cabin Discounts	823.04	2,188.29	-1,365.25
<b>Total 4200 · *Cabin Income</b>	<u>168,303.70</u>	<u>141,247.03</u>	<u>27,056.67</u>
4250 · RV/Campground Income	24,022.70	18,970.70	5,052.00
4300 · * Cafe Income			
4310 · Food Sales	101,541.50	85,152.56	16,388.94
4311 · Alcohol Sales	12,616.30	7,764.44	4,851.86
4315 · Bad Debt	0.00	0.00	0.00
<b>Total 4300 · * Cafe Income</b>	<u>114,157.80</u>	<u>92,917.00</u>	<u>21,240.80</u>
4400 · Retail Sales	12,422.88	7,967.69	4,455.19
4500 · * Other Lodge Income			
4510 · Water Sales	9,146.50	9,404.45	-257.95
4511 · Water Sales - Non-Potable Pump	0.00	0.00	0.00
4515 · Pool Fees	3,265.00	230.00	3,035.00

P.O.A.T.R.I./Terlingua Ranch  
**Profit & Loss Budget vs. Actual**

January through June 2020

AQAAAAkFAS

	<u>Jan - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
4520 · Laundromat Revenue	4,429.50	3,986.25	443.25
4525 · Ice Revenue	3,595.00	1,490.95	2,104.05
<b>Total 4500 · * Other Lodge Income</b>	<b>20,436.00</b>	<b>15,111.65</b>	<b>5,324.35</b>
4099 · Supplemental Revenue - Other	0.00	0.00	0.00
<b>Total 4099 · Supplemental Revenue</b>	<b>339,343.08</b>	<b>276,214.07</b>	<b>63,129.01</b>
<b>4600 · * Miscellaneous Income</b>			
4526 · Timely Filed Discount	315.00	427.63	-112.63
4610 · Interest Income	106.53	85.50	21.03
4611 · Service Charges	-9.10	-9.10	0.00
4612 · Paypal Fees	41.17	34.12	7.05
4615 · Donations	0.00	0.00	0.00
4620 · Miscellaneous Income	429.25	623.25	-194.00
<b>Total 4600 · * Miscellaneous Income</b>	<b>882.85</b>	<b>1,161.40</b>	<b>-278.55</b>
<b>Total Income</b>	<b>779,749.06</b>	<b>771,791.84</b>	<b>7,957.22</b>
<b>Cost of Goods Sold</b>			
<b>5000 · * Cost of Goods Sold</b>			
<b>5100 · * COGS - Restaurant</b>			
5110 · COGS - Food	62,732.59	51,123.15	11,609.44
5115 · COGS - Alcohol	8,753.70	6,211.23	2,542.47
5100 · * COGS - Restaurant - Other	58.52		
<b>Total 5100 · * COGS - Restaurant</b>	<b>71,544.81</b>	<b>57,334.38</b>	<b>14,210.43</b>
5210 · COGS - Retail	6,159.14	4,324.51	1,834.63
5220 · COGS - Ice	1,999.20	852.89	1,146.31
<b>Total 5000 · * Cost of Goods Sold</b>	<b>79,703.15</b>	<b>62,511.78</b>	<b>17,191.37</b>
<b>Total COGS</b>	<b>79,703.15</b>	<b>62,511.78</b>	<b>17,191.37</b>
<b>Gross Profit</b>	<b>700,045.91</b>	<b>709,280.06</b>	<b>-9,234.15</b>
<b>Expense</b>			
<b>6000 · * Payroll Expenses</b>			
6010 · Salaries and Wages	339,746.86	327,325.79	12,421.07
6020 · Casual Labor	0.00	0.00	0.00
6025 · Employer Payroll Tax	31,915.56	32,775.84	-860.28
<b>Total 6000 · * Payroll Expenses</b>	<b>371,662.42</b>	<b>360,101.63</b>	<b>11,560.79</b>
<b>6040 · Employee Housing Expense</b>			
6041 · Employee Housing - Electric	0.00	0.00	0.00
6042 · Employee Housing - Propane	159.90	211.93	-52.03
6043 · Employee Housing - Repairs	304.54	604.54	-300.00
6044 · Employee Housing-Miscellaneous	351.59	651.59	-300.00
<b>Total 6040 · Employee Housing Expense</b>	<b>816.03</b>	<b>1,468.06</b>	<b>-652.03</b>
<b>6050 · * Employee Benefits</b>			
6052 · Employee Discounts	571.56	607.31	-35.75
6053 · Employee Insurances	5,621.94	5,621.94	0.00

P.O.A.T.R.I./Terlingua Ranch  
**Profit & Loss Budget vs. Actual**

January through June 2020

AQAAAAkFAS

	<u>Jan - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
<b>Total 6050 · * Employee Benefits</b>	6,193.50	6,229.25	-35.75
<b>6100 · * Utilities</b>			
6110 · Electric	13,012.50	12,707.95	304.55
6111 · Propane	5,684.54	5,355.00	329.54
6112 · Telephone	5,129.75	4,758.75	371.00
6113 · Garbage & Trash	4,071.57	5,484.36	-1,412.79
6114 · Water System	382.24	252.20	130.04
<b>Total 6100 · * Utilities</b>	<u>28,280.60</u>	<u>28,558.26</u>	<u>-277.66</u>
<b>6130 · * Insurance</b>			
6131 · Workers Comp	6,538.00	6,538.00	0.00
6132 · Property Insurance	30,692.00	30,692.00	0.00
6133 · General Liability	3,856.00	3,856.00	0.00
6134 · Directors E&O	25,210.00	25,200.00	10.00
6135 · Commercial Vehicle	14,252.00	14,412.00	-160.00
6136 · Heavy Equipment	0.00	0.00	0.00
6137 · Surety Bonds	0.00	0.00	0.00
6140 · Airstrip	1,820.00	1,820.00	0.00
6141 · Additional Insurance	0.00	0.00	0.00
<b>Total 6130 · * Insurance</b>	<u>82,368.00</u>	<u>82,518.00</u>	<u>-150.00</u>
<b>6150 · * Professional Fees</b>			
6151 · Accounting	0.00	0.00	0.00
6152 · Legal Fees			
6152a · Legel Fees - General	0.00	6,000.00	-6,000.00
6152b · Legal Fees - Road Issues	715.00	715.00	0.00
6152c · Legal Fees - Assessments Issues	0.00	0.00	0.00
<b>Total 6152 · Legal Fees</b>	<u>715.00</u>	<u>6,715.00</u>	<u>-6,000.00</u>
6153 · Other Professional Fees	1,675.00	1,675.00	0.00
<b>Total 6150 · * Professional Fees</b>	<u>2,390.00</u>	<u>8,390.00</u>	<u>-6,000.00</u>
<b>6200 · * Heavy Equipment Expense</b>			
6201 · Heavy Equipment Repair	1,349.58	7,949.58	-6,600.00
6202 · Off Road Diesel	3,343.02	4,777.38	-1,434.36
6203 · Road Expense Miscellaneous	1,491.98	2,260.06	-768.08
<b>Total 6200 · * Heavy Equipment Expense</b>	<u>6,184.58</u>	<u>14,987.02</u>	<u>-8,802.44</u>
<b>6300 · * Vehicle Expense</b>			
6301 · Gasoline	7,566.12	9,301.59	-1,735.47
6302 · Diesel	934.58	2,616.41	-1,681.83
6303 · Vehicle Repair	4,941.13	5,801.56	-860.43
6304 · Vehicle Miscellaneous	4,792.96	9,176.39	-4,383.43
<b>Total 6300 · * Vehicle Expense</b>	<u>18,234.79</u>	<u>26,895.95</u>	<u>-8,661.16</u>
<b>6400 · * Supplies &amp; Equipment</b>			
6405 · Cabin Accessories	6.69	0.00	6.69

P.O.A.T.R.I./Terlingua Ranch  
**Profit & Loss Budget vs. Actual**

January through June 2020

AQAAAAkFAS

	<u>Jan - Jun 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6410 · Housekeeping Supplies	6,590.26	6,335.36	254.90
6415 · Maintenance Supplies	23,504.14	9,123.52	14,380.62
6420 · Small tools & equipment	17,049.27	10,465.39	6,583.88
6425 · Restaurant Supplies	1,238.04	702.73	535.31
6426 · Smallwares	590.18	407.48	182.70
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>48,978.58</b>	<b>27,034.48</b>	<b>21,944.10</b>
<b>6450 · * Repairs &amp; Maintenance</b>			
6451 · Bldg/Structure Repairs & Maint	6,483.76	7,651.76	-1,168.00
6452 · Equipment Repairs	0.00	2,000.00	-2,000.00
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>6,483.76</b>	<b>9,651.76</b>	<b>-3,168.00</b>
<b>6500 · * Office Administrative Expense</b>			
6510 · Office Supplies	2,587.48	2,719.21	-131.73
6511 · Printing	0.00	0.00	0.00
6512 · Postage & Shipping	1,386.83	1,407.14	-20.31
6513 · Communications	3,330.82	3,649.33	-318.51
6514 · Credit Card Fees	22,885.86	22,915.98	-30.12
6515 · Newsletter	239.65	79.80	159.85
6516 · Office Equipment	1,923.19	2,163.31	-240.12
6520 · Misc. Office Admin.	2,189.89	4,413.08	-2,223.19
<b>Total 6500 · * Office Administrative Expense</b>	<b>34,543.72</b>	<b>37,347.85</b>	<b>-2,804.13</b>
<b>6550 · * Other Administrative Expense</b>			
6551 · Mileage Reimbursement	881.48	1,181.48	-300.00
6552 · Licenses and Permits	2,531.00	3,426.00	-895.00
6553 · Dues & Memberships	416.79	247.89	168.90
6559 · Booking Fees	11,488.59	9,968.39	1,520.20
<b>Total 6550 · * Other Administrative Expense</b>	<b>15,317.86</b>	<b>14,823.76</b>	<b>494.10</b>
<b>6560 · Property Tax</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>6575 · Software Maintenance &amp; Upgrades</b>	<b>1,199.67</b>	<b>557.35</b>	<b>642.32</b>
<b>6600 · * Property Transfer Expense</b>			
6610 · Filing Fees	0.00	0.00	0.00
6611 · Tax Sale & Auction Expenses	0.00	0.00	0.00
6612 · Misc Collections Expense	0.00	0.00	0.00
<b>Total 6600 · * Property Transfer Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>6700 · * Advertising &amp; Promotion</b>			
6715 · Bands & Entertainment	1,250.10	925.05	325.05
6720 · Advertising	205.28	1,005.28	-800.00
<b>Total 6700 · * Advertising &amp; Promotion</b>	<b>1,455.38</b>	<b>1,930.33</b>	<b>-474.95</b>
<b>6900 · * Miscellaneous Expense</b>			
6910 · Cash Over/Short	0.00	100.00	-100.00
6915 · Miscellaneous Expense	12.93	12.93	0.00
6925 · Reconciliation Discrepancies	0.00	0.00	0.00

## P.O.A.T.R.I./Terlingua Ranch Profit & Loss Budget vs. Actual

January through June 2020

AQAAAAkFAS

	Jan - Jun 20	Budget	\$ Over Budget
Total 6900 · * Miscellaneous Expense	12.93	112.93	-100.00
6935 · Bank Service Charges	0.00	0.00	0.00
Total Expense	624,121.82	620,606.63	3,515.19
Net Ordinary Income	75,924.09	88,673.43	-12,749.34
Other Income/Expense			
Other Income			
7000 · Other Income	0.00	0.00	0.00
7001 · Non-Cash Donations	0.00	0.00	0.00
7005 · Gain (Loss) Sale of Assets	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00
Other Expense			
SUSPEND	0.00		
8000 · * Other Expenses			
8015 · Federal Income Tax	0.00	0.00	0.00
8025 · Bad Debt Expense	0.00	0.00	0.00
8050 · Depreciation Expense	0.00	0.00	0.00
Total 8000 · * Other Expenses	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	75,924.09	88,673.43	-12,749.34