

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet Prev Year Comparison
 As of October 27, 2020

	Oct 27, 20	Oct 27, 19
ASSETS		
Current Assets		
Checking/Savings		
1011 - Operating Account	54,593.37	55,084.79
1012 - Deposit Account	216,356.69	168,146.21
1013 - Payroll Account	25,527.15	-156.64
1015 - FDSB Reserve Account	152,586.50	152,510.05
1017 - WTNB Contingency Fund	209,183.00	209,019.64
1025 - Clearing Account	1,609.67	0.00
1030 - * Petty Cash in Office		
1031 - Office Petty Cash	1,463.02	1,219.75
1032 - Resort Registers/Petty Cash	101.00	50.53
1033 - Laundry Change Machine	100.00	100.00
Total 1030 - * Petty Cash in Office	1,664.02	1,370.28
Total Checking/Savings	661,520.40	585,974.33
Accounts Receivable		
1201 - Accounts Receivable	-1,049.13	396.39
Total Accounts Receivable	-1,049.13	396.39
Other Current Assets		
1100 - * Assessments Receivables		
1102 - Annual Assessments		
1105 - Combined Assessment Receivables	2,913,411.17	3,425,371.08
1105b - Adjustments to Receivables	-69,096.04	-46,709.10
2700 - Prepaid Assessments	-2,496.09	-4,208.21
1102 - Annual Assessments - Other	799,618.26	0.00
Total 1102 - Annual Assessments	3,641,437.30	3,374,453.77
1130 - Allowance for Doubtful Accounts	-2,831,142.59	-2,853,529.53
Total 1100 - * Assessments Receivables	810,294.71	520,924.24
1300 - * Inventories		
1301 - Restaurant Inventory		
1301a - Food	39,007.56	39,007.56
1301b - Alcohol	1,394.50	1,394.50
Total 1301 - Restaurant Inventory	40,402.06	40,402.06
1302 - Retail Inventory	6,611.70	10,468.32
1303 - Fuel Inventory		
1303a - Gasoline	3,215.10	2,460.22
1303b - Truck Diesel	4,760.49	3,704.17
1303c - Off Road Diesel	1,627.15	1,512.12
1303d - Propane	-2,023.12	-2,633.11
Total 1303 - Fuel Inventory	7,579.62	5,043.40
1350 - Auction Property Tracts	29,358.00	29,358.00
Total 1300 - * Inventories	83,951.38	85,271.78
1400 - * Prepaid Accounts		
1402 - Prepaid Insurance		

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1402a · Workers Comp	6,846.00	6,846.00
1402b · Property Ins	5,616.67	5,616.67
1402c · General Liability	2,544.25	2,544.25
1402d · Directors E&O	3,500.00	3,500.00
1402 · Prepaid Insurance - Other	4,143.00	4,143.00
Total 1402 · Prepaid Insurance	22,649.92	22,649.92
Total 1400 · * Prepaid Accounts	22,649.92	22,649.92
1700 · Deferred Tax Asset	99,000.00	99,000.00
Total Other Current Assets	1,015,896.01	727,845.94
Total Current Assets	1,676,367.28	1,314,216.66
Fixed Assets		
1600 · * Fixed Assets		
1601 · Land	142,101.20	142,101.20
1602 · Orig Cost - Bldgs & Structures	227,152.00	227,152.00
1603 · Furniture & Equipment	48,952.11	48,952.11
1604 · Heavy Equipment	340,519.47	340,519.47
1605 · Vehicles	115,731.17	111,131.17
1606 · Improvements	359,194.25	356,270.74
1607 · Property Owner Software	94,804.00	94,804.00
1608 · Capital Improvements	4,096.65	4,096.65
1611 · Smith Well	24,562.81	24,562.81
1612 · Cabin Deck Replacement	44,530.32	44,530.32
1613 · Facility Roof Replacement	5,798.25	5,798.25
1614 · Materials for Const in Progress	1,181.11	1,181.11
1616 · Water System	13,673.80	13,423.80
Total 1600 · * Fixed Assets	1,422,297.14	1,414,523.63
1615 · Accumulated Depreciation	-639,612.22	-639,612.22
Total Fixed Assets	782,684.92	774,911.41
TOTAL ASSETS	2,459,052.20	2,089,128.07
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2010 · Accounts Payable	2,970.54	6,682.02
Total Accounts Payable	2,970.54	6,682.02
Credit Cards		
1095 · Mastercard 0158	5,935.71	-2,439.78
1099 · Mastercard 1999	3,630.33	4,292.93
Total Credit Cards	9,566.04	1,853.15
Other Current Liabilities		
1058 · SBA EIDL	10,000.00	0.00
2100 · * Payroll Liabilities		
2110 · Payroll Taxes Payable	-1,707.34	9,467.63
2115 · Employee Insurance-Voluntary	-1,802.31	-844.29

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2120 · Benefits Payable	18,626.25	18,626.25
2100 · * Payroll Liabilities - Other	30.59	30.59
Total 2100 · * Payroll Liabilities	15,147.19	27,280.18
2111 · Direct Deposit Liabilities	8,225.77	8,225.77
2500 · * Taxes Payable		
2510 · Sales Tax Payable	2,520.42	1,246.01
2515 · State Occupancy Tax - (T2)	3,388.84	-22.28
2520 · County Hotel Tax - (T3)	205.89	44.11
2500 · * Taxes Payable - Other	7,637.12	8,742.40
Total 2500 · * Taxes Payable	13,752.27	10,010.24
2800 · * Deferred Income		
2801 · Deferred Assessment Income	768,688.85	383,527.16
2802 · Deferred Other Income	-804.79	-11.70
Total 2800 · * Deferred Income	767,884.06	383,515.46
Total Other Current Liabilities	815,009.29	429,031.65
Total Current Liabilities	827,545.87	437,566.82
Long Term Liabilities		
1056 · PPP Loan - WTNB	144,445.42	0.00
Total Long Term Liabilities	144,445.42	0.00
Total Liabilities	971,991.29	437,566.82
Equity		
3001 · Members Equity-Undesignated	304,467.15	304,467.15
3002 · Members Equity-Designated	356,797.92	356,797.92
3003 · Contributed Capital	94,075.00	94,075.00
3004 · Adj - Prior Year Collections	-192,593.39	-95,090.05
3900 · Retained Earnings	921,628.23	840,279.37
Net Income	2,686.00	151,031.86
Total Equity	1,487,060.91	1,651,561.25
TOTAL LIABILITIES & EQUITY	2,459,052.20	2,089,128.07

P.O.A.T.R.I./Terlingua Ranch
P&L Budget vs. Actual
 January 1 through October 27, 2020

	<u>Jan 1 - Oct 27, 20</u>	<u>Budget</u>
Ordinary Income/Expense		
Income		
4001 - Assessment Related Revenue		
4005 - *Association Assessments		
4009 - Special Assessments	337.45	816.00
4015 - Volunteer Assessments	720.68	10,004.87
4018 - Assessment Rev-2015 & Prior	18,078.33	40,257.54
4030 - Assessment Interest, Late Fee	5,654.17	9,549.93
4036 - 2016 Assessment Revenue	6,556.72	6,012.68
4037 - 2017 Assessment Revenue	8,445.06	8,973.77
4038 - 2018 Assessment Revenue	14,532.62	14,723.59
4039 - 2019 Assessment Revenue	36,569.88	30,071.42
4040 - 2020 Assessment Revenue	396,065.48	425,138.81
Total 4005 - *Association Assessments	<u>486,960.39</u>	<u>545,548.61</u>
Total 4001 - Assessment Related Revenue	486,960.39	545,548.61
4020 - POATRI Auctions & Tax Sales	0.00	0.00
4021 - Basis of Property Auctioned	0.00	0.00
4022 - County Auction Proceeds	0.00	0.00
4099 - Supplemental Revenue		
4100 - Heavy Equipment Income	0.00	0.00
4150 - Lease Income	0.00	0.00
4200 - *Cabin Income		
4210 - Cabin Room Rental Income	315,133.31	192,676.78
4215 - Property Owner Discounts	-22,449.09	-6,843.85
4216 - Other Cabin Discounts	-1,900.70	2,188.29
4200 - *Cabin Income - Other	0.00	0.00
Total 4200 - *Cabin Income	<u>290,783.52</u>	<u>188,021.22</u>
4250 - RV/Campground Income	45,100.09	25,583.60
4300 - * Cafe Income		
4310 - Food Sales	177,298.49	122,539.66
4311 - Alcohol Sales	21,179.01	10,570.89
4315 - Bad Debt	0.00	0.00
4300 - * Cafe Income - Other	0.00	0.00
Total 4300 - * Cafe Income	<u>198,477.50</u>	<u>133,110.55</u>
4400 - Retail Sales	19,822.77	8,990.27
4500 - * Other Lodge Income		
4510 - Water Sales	14,703.34	12,875.42
4515 - Pool Fees	5,650.00	523.55
4520 - Laundromat Revenue	6,948.25	6,195.93
4525 - Ice Revenue	6,637.50	2,108.69
4500 - * Other Lodge Income - Other	0.00	0.00
Total 4500 - * Other Lodge Income	<u>33,939.09</u>	<u>21,703.59</u>
4099 - Supplemental Revenue - Other	0.00	0.00
Total 4099 - Supplemental Revenue	<u>588,122.97</u>	<u>377,409.23</u>

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	<u>Jan 1 - Oct 27, 20</u>	<u>Budget</u>
4600 - * Miscellaneous Income		
4526 - Timely Filed Discount	449.36	614.73
4610 - Interest Income	259.36	85.50
4611 - Service Charges	-9.10	-9.10
4612 - Paypal Fees	30.71	34.12
4615 - Donations	245.00	0.00
4620 - Miscellaneous Income	530.84	810.35
4600 - * Miscellaneous Income - Other	0.00	0.00
Total 4600 - * Miscellaneous Income	<u>1,506.17</u>	<u>1,535.60</u>
49900 - Uncategorized Income	0.00	0.00
Total Income	<u>1,076,589.53</u>	<u>924,493.44</u>
Cost of Goods Sold		
5000 - * Cost of Goods Sold		
5100 - * COGS - Restaurant		
5110 - COGS - Food	114,741.68	68,887.67
5115 - COGS - Alcohol	11,135.60	8,543.49
5100 - * COGS - Restaurant - Other	58.52	0.00
Total 5100 - * COGS - Restaurant	<u>125,935.80</u>	<u>77,431.16</u>
5210 - COGS - Retail	10,450.98	4,835.80
5220 - COGS - Ice	3,757.53	1,161.76
5000 - * Cost of Goods Sold - Other	0.00	0.00
Total 5000 - * Cost of Goods Sold	<u>140,144.31</u>	<u>83,428.72</u>
Total COGS	<u>140,144.31</u>	<u>83,428.72</u>
Gross Profit	936,445.22	841,064.72
Expense		
6000 - * Payroll Expenses		
6010 - Salaries and Wages	539,903.10	542,648.37
6020 - Casual Labor	86.72	0.00
6025 - Employer Payroll Tax	49,852.29	53,764.61
6000 - * Payroll Expenses - Other	0.00	0.00
Total 6000 - * Payroll Expenses	<u>589,842.11</u>	<u>596,412.98</u>
6040 - Employee Housing Expense		
6041 - Employee Housing - Electric	0.00	0.00
6042 - Employee Housing - Propane	419.58	311.93
6043 - Employee Housing - Repairs	304.54	904.54
6044 - Employee Housing-Miscellaneous	351.59	951.59
6040 - Employee Housing Expense - Other	0.00	0.00
Total 6040 - Employee Housing Expense	<u>1,075.71</u>	<u>2,168.06</u>
6050 - * Employee Benefits		
6052 - Employee Discounts	649.92	994.41
6053 - Employee Insurances	8,432.91	9,249.00
6050 - * Employee Benefits - Other	0.00	0.00
Total 6050 - * Employee Benefits	<u>9,082.83</u>	<u>10,243.41</u>
6100 - * Utilities		

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6110 - Electric	21,840.72	21,549.89
6111 - Propane	10,504.82	8,425.97
6112 - Telephone	10,448.51	7,855.52
6113 - Garbage & Trash	8,089.45	10,419.84
6114 - Water System	696.40	445.75
6100 - * Utilities - Other	0.00	0.00
Total 6100 - * Utilities	51,579.90	48,696.97
6130 - * Insurance		
6131 - Workers Comp	6,538.00	6,538.00
6132 - Property Insurance	30,692.00	30,692.00
6133 - General Liability	3,856.00	3,856.00
6134 - Directors E&O	25,190.00	25,200.00
6135 - Commercial Vehicle	14,309.82	15,809.42
6136 - Heavy Equipment	0.00	0.00
6137 - Surety Bonds	0.00	0.00
6140 - Airstrip	1,820.00	1,820.00
6141 - Additional Insurance	0.00	0.00
6130 - * Insurance - Other	0.00	0.00
Total 6130 - * Insurance	82,405.82	83,915.42
6150 - * Professional Fees		
6151 - Accounting	0.00	4,572.58
6152 - Legal Fees		
6152a - Legel Fees - General	1,415.50	14,741.94
6152b - Legal Fees - Road Issues	715.00	3,585.97
6152c - Legal Fees - Assessments Issues	0.00	0.00
6152 - Legal Fees - Other	260.00	0.00
Total 6152 - Legal Fees	2,390.50	18,327.91
6153 - Other Professional Fees	1,675.00	4,500.00
6150 - * Professional Fees - Other	0.00	0.00
Total 6150 - * Professional Fees	4,065.50	27,400.49
6200 - * Heavy Equipment Expense		
6201 - Heavy Equipment Repair	2,460.11	11,620.55
6202 - Off Road Diesel	4,088.44	6,825.77
6203 - Road Expense Miscellaneous	1,491.98	3,631.03
6204 - Contract Road Work	0.00	0.00
6200 - * Heavy Equipment Expense - Other	0.00	0.00
Total 6200 - * Heavy Equipment Expense	8,040.53	22,077.35
6300 - * Vehicle Expense		
6301 - Gasoline	10,067.25	15,323.07
6302 - Diesel	1,252.37	3,851.89
6303 - Vehicle Repair	6,440.62	5,801.56
6304 - Vehicle Miscellaneous	8,148.13	9,376.39
6300 - * Vehicle Expense - Other	0.00	0.00
Total 6300 - * Vehicle Expense	25,908.37	34,352.91

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	<u>Jan 1 - Oct 27, 20</u>	<u>Budget</u>
6400 - * Supplies & Equipment		
6405 - Cabin Accessories	363.83	435.48
6410 - Housekeeping Supplies	7,669.95	9,677.30
6415 - Maintenance Supplies	27,694.13	11,259.00
6420 - Small tools & equipment	18,075.22	14,778.29
6425 - Restaurant Supplies	2,125.81	6,180.15
6426 - Smallwares	1,365.13	407.48
6400 - * Supplies & Equipment - Other	0.00	0.00
Total 6400 - * Supplies & Equipment	<u>57,294.07</u>	<u>42,737.70</u>
6450 - * Repairs & Maintenance		
6451 - Bldg/Structure Repairs & Maint	7,331.22	10,022.73
6452 - Equipment Repairs	469.03	3,000.00
6450 - * Repairs & Maintenance - Other	0.00	0.00
Total 6450 - * Repairs & Maintenance	<u>7,800.25</u>	<u>13,022.73</u>
6500 - * Office Administrative Expense		
6510 - Office Supplies	4,257.53	4,980.50
6511 - Printing	0.00	0.00
6512 - Postage & Shipping	1,973.92	3,842.62
6513 - Communications	6,250.30	6,071.91
6514 - Credit Card Fees	38,083.73	31,528.88
6515 - Newsletter	320.80	579.80
6516 - Office Equipment	4,971.31	6,305.25
6520 - Misc. Office Admin.	8,449.54	9,977.60
6500 - * Office Administrative Expense - Other	0.00	0.00
Total 6500 - * Office Administrative Expense	<u>64,307.13</u>	<u>63,286.56</u>
6550 - * Other Administrative Expense		
6551 - Mileage Reimbursement	881.48	1,368.58
6552 - Licenses and Permits	2,612.25	5,761.48
6553 - Dues & Memberships	416.79	247.89
6559 - Booking Fees	18,200.35	14,974.84
6550 - * Other Administrative Expense - Other	0.00	0.00
Total 6550 - * Other Administrative Expense	<u>22,110.87</u>	<u>22,352.79</u>
6560 - Property Tax	4,208.95	0.00
6575 - Software Maintenance & Upgrades	1,865.12	4,557.35
6600 - * Property Transfer Expense		
6610 - Filing Fees	159.74	1,935.48
6611 - Tax Sale & Auction Expenses	0.00	1,741.94
6612 - Misc Collections Expense	0.00	0.00
6600 - * Property Transfer Expense - Other	0.00	0.00
Total 6600 - * Property Transfer Expense	<u>159.74</u>	<u>3,677.42</u>
6700 - * Advertising & Promotion		
6715 - Bands & Entertainment	1,780.27	2,360.53
6720 - Advertising	1,704.10	3,805.28
6700 - * Advertising & Promotion - Other	0.00	0.00

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Total 6700 - * Advertising & Promotion	3,484.37	6,165.81
6900 - * Miscellaneous Expense		
6910 - Cash Over/Short	391.28	100.00
6915 - Miscellaneous Expense	12.93	12.93
6925 - Reconciliation Discrepancies	74.29	0.00
6900 - * Miscellaneous Expense - Other	0.00	0.00
Total 6900 - * Miscellaneous Expense	<u>478.50</u>	<u>112.93</u>
6935 - Bank Service Charges	49.45	0.00
Total Expense	<u>933,759.22</u>	<u>981,180.88</u>
Net Ordinary Income	2,686.00	-140,116.16
Other Income/Expense		
Other Income	0.00	0.00
Other Expense	0.00	0.00
Net Other Income	<u>0.00</u>	<u>0.00</u>
Net Income	<u><u>2,686.00</u></u>	<u><u>-140,116.16</u></u>