

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss Budget vs. Actual**  
January through December 2020

2020 Q4 P&L Budget vs Actual Revised

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4001 - Assessment Related Revenue</b>				
<b>4005 - *Association Assessments</b>				
4009 - Special Assessments	337.45	816.00	-478.55	41.35%
4011 - NRC Income	0.00	0.00	0.00	0.0%
4012 - BVC Income	0.00	0.00	0.00	0.0%
4013 - SIA/SAC Supplemental Income	0.00	0.00	0.00	0.0%
4015 - Volunteer Assessments	1,549.32	10,030.68	-8,481.36	15.45%
4018 - Assessment Rev-2016 & Prior	27,462.36	42,783.35	-15,320.99	64.19%
4030 - Assessment Interest, Late Fee	6,404.42	10,588.64	-4,184.22	60.48%
4034 - 2014 Assessment Revenue	0.00	0.00	0.00	0.0%
4035 - 2015 Assessment Revenue	0.00	0.00	0.00	0.0%
4036 - 2016 Assessment Revenue	7,680.34	7,077.20	603.14	108.52%
4037 - 2017 Assessment Revenue	9,279.54	9,838.29	-558.75	94.32%
4038 - 2018 Assessment Revenue	16,112.31	17,126.82	-1,014.51	94.08%
4039 - 2019 Assessment Revenue	40,575.19	32,200.45	8,374.74	126.01%
4040 - 2020 Assessment Revenue	404,007.01	433,654.94	-29,647.93	93.16%
<b>Total 4005 - *Association Assessments</b>	<b>513,407.94</b>	<b>564,116.37</b>	<b>-50,708.43</b>	<b>91.01%</b>
<b>Total 4001 - Assessment Related Revenue</b>	<b>513,407.94</b>	<b>564,116.37</b>	<b>-50,708.43</b>	<b>91.01%</b>
<b>4020 - POATRI Auctions &amp; Tax Sales</b>	<b>22,378.01</b>	<b>0.00</b>	<b>22,378.01</b>	<b>100.0%</b>
4021 - Basis of Property Auctioned	0.00	0.00	0.00	0.0%
4022 - County Auction Proceeds	0.00	0.00	0.00	0.0%
<b>4099 - Supplemental Revenue</b>				
4150 - Lease Income	0.00	0.00	0.00	0.0%
<b>4200 - *Cabin Income</b>				
4210 - Cabin Room Rental Income	428,794.07	275,902.59	152,891.48	155.42%
4215 - Property Owner Discounts	-26,094.09	-6,843.85	-19,250.24	381.28%
4216 - Other Cabin Discounts	-13,339.96	2,188.29	-15,528.25	-609.61%
<b>Total 4200 - *Cabin Income</b>	<b>389,360.02</b>	<b>271,247.03</b>	<b>118,112.99</b>	<b>143.54%</b>
<b>4250 - RV/Campground Income</b>	<b>66,847.94</b>	<b>34,970.70</b>	<b>31,877.24</b>	<b>191.15%</b>
<b>4300 - * Cafe Income</b>				
4310 - Food Sales	247,576.49	156,152.56	91,423.93	158.55%
4311 - Alcohol Sales	27,268.21	14,764.44	12,503.77	184.69%
4315 - Bad Debt	0.00	0.00	0.00	0.0%
<b>Total 4300 - * Cafe Income</b>	<b>274,844.70</b>	<b>170,917.00</b>	<b>103,927.70</b>	<b>160.81%</b>
<b>4400 - Retail Sales</b>	<b>35,577.51</b>	<b>11,067.69</b>	<b>24,509.82</b>	<b>321.45%</b>
<b>4500 - * Other Lodge Income</b>				
4510 - Water Sales	18,714.67	16,104.45	2,610.22	116.21%
4511 - Water Sales - Non-Potable Pump	0.00	0.00	0.00	0.0%
4515 - Pool Fees	5,695.00	530.00	5,165.00	1,074.53%
4520 - Laundromat Revenue	9,403.75	7,786.25	1,617.50	120.77%
4525 - Ice Revenue	8,520.00	3,140.95	5,379.05	271.26%
4500 - * Other Lodge Income - Other	0.00			

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January through December 2020

2020 Q4 P&L Budget vs Actual Revised

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Total 4500 · * Other Lodge Income</b>	42,333.42	27,561.65	14,771.77	153.6%
<b>4099 · Supplemental Revenue - Other</b>	0.00	0.00	0.00	0.0%
<b>Total 4099 · Supplemental Revenue</b>	808,963.59	515,764.07	293,199.52	156.85%
<b>4600 · * Miscellaneous Income</b>				
<b>4526 · Timely Filed Discount</b>	600.72	727.63	-126.91	82.56%
<b>4610 · Interest Income</b>	324.52	85.50	239.02	379.56%
<b>4611 · Service Charges</b>	-9.10	-9.10	0.00	100.0%
<b>4612 · Paypal Fees</b>	39.37	34.12	5.25	115.39%
<b>4615 · Donations</b>	245.00	0.00	245.00	100.0%
<b>4620 · Miscellaneous Income</b>	941.15	923.25	17.90	101.94%
<b>Total 4600 · * Miscellaneous Income</b>	2,141.66	1,761.40	380.26	121.59%
<b>Total Income</b>	1,346,891.20	1,081,641.84	265,249.36	124.52%
<b>Cost of Goods Sold</b>				
<b>5000 · * Cost of Goods Sold</b>				
<b>5100 · * COGS - Restaurant</b>				
<b>5110 · COGS - Food</b>	189,950.94	84,223.15	105,727.79	225.53%
<b>5115 · COGS - Alcohol</b>	15,158.29	12,111.23	3,047.06	125.16%
<b>5100 · * COGS - Restaurant - Other</b>	58.52			
<b>Total 5100 · * COGS - Restaurant</b>	205,167.75	96,334.38	108,833.37	212.98%
<b>5210 · COGS - Retail</b>	14,242.42	5,874.51	8,367.91	242.44%
<b>5220 · COGS - Ice</b>	6,814.53	1,677.89	5,136.64	406.14%
<b>Total 5000 · * Cost of Goods Sold</b>	226,224.70	103,886.78	122,337.92	217.76%
<b>Total COGS</b>	226,224.70	103,886.78	122,337.92	217.76%
<b>Gross Profit</b>	1,120,666.50	977,755.06	142,911.44	114.62%
<b>Expense</b>				
<b>6000 · * Payroll Expenses</b>				
<b>6010 · Salaries and Wages</b>	693,386.42	661,325.79	32,060.63	104.85%
<b>6020 · Casual Labor</b>	320.54	0.00	320.54	100.0%
<b>6025 · Employer Payroll Tax</b>	62,919.44	64,455.84	-1,536.40	97.62%
<b>Total 6000 · * Payroll Expenses</b>	756,626.40	725,781.63	30,844.77	104.25%
<b>6040 · Employee Housing Expense</b>				
<b>6041 · Employee Housing - Electric</b>	0.00	0.00	0.00	0.0%
<b>6042 · Employee Housing - Propane</b>	637.87	411.93	225.94	154.85%
<b>6043 · Employee Housing - Repairs</b>	360.80	1,204.54	-843.74	29.95%
<b>6044 · Employee Housing-Miscellaneous</b>	351.59	1,251.59	-900.00	28.09%
<b>Total 6040 · Employee Housing Expense</b>	1,350.26	2,868.06	-1,517.80	47.08%
<b>6050 · * Employee Benefits</b>				
<b>6052 · Employee Discounts</b>	692.79	1,207.31	-514.52	57.38%
<b>6053 · Employee Insurances</b>	9,622.91	11,243.88	-1,620.97	85.58%
<b>Total 6050 · * Employee Benefits</b>	10,315.70	12,451.19	-2,135.49	82.85%
<b>6100 · * Utilities</b>				
<b>6110 · Electric</b>	24,002.14	25,507.95	-1,505.81	94.1%
<b>6111 · Propane</b>	9,819.40	11,555.00	-1,735.60	84.98%
<b>6112 · Telephone</b>	12,267.17	9,558.75	2,708.42	128.33%

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2020 Q4 P&L Budget vs Actual Revised

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6113 - Garbage & Trash	9,507.53	13,134.36	-3,626.83	72.39%
6114 - Water System	1,096.15	657.20	438.95	166.79%
<b>Total 6100 - * Utilities</b>	<b>56,692.39</b>	<b>60,413.26</b>	<b>-3,720.87</b>	<b>93.84%</b>
<b>6130 - * Insurance</b>				
6131 - Workers Comp	13,384.00	6,538.00	6,846.00	204.71%
6132 - Property Insurance	36,308.67	30,692.00	5,616.67	118.3%
6133 - General Liability	6,400.25	3,856.00	2,544.25	165.98%
6134 - Directors E&O	28,690.00	25,200.00	3,490.00	113.85%
6135 - Commercial Vehicle	14,309.82	15,852.00	-1,542.18	90.27%
6136 - Heavy Equipment	0.00	0.00	0.00	0.0%
6137 - Surety Bonds	0.00	0.00	0.00	0.0%
6140 - Airstrip	1,820.00	1,820.00	0.00	100.0%
6141 - Additional Insurance	0.00	0.00	0.00	0.0%
<b>Total 6130 - * Insurance</b>	<b>100,912.74</b>	<b>83,958.00</b>	<b>16,954.74</b>	<b>120.19%</b>
<b>6150 - * Professional Fees</b>				
6151 - Accounting	1,800.00	11,000.00	-9,200.00	16.36%
6152 - Legal Fees				
6152a - Legal Fees - General	1,415.50	19,000.00	-17,584.50	7.45%
6152b - Legal Fees - Road Issues	715.00	5,000.00	-4,285.00	14.3%
6152c - Legal Fees - Assessments Issues	0.00	0.00	0.00	0.0%
6152 - Legal Fees - Other	4,660.00			
<b>Total 6152 - Legal Fees</b>	<b>6,790.50</b>	<b>24,000.00</b>	<b>-17,209.50</b>	<b>28.29%</b>
6153 - Other Professional Fees	1,675.00	4,500.00	-2,825.00	37.22%
<b>Total 6150 - * Professional Fees</b>	<b>10,265.50</b>	<b>39,500.00</b>	<b>-29,234.50</b>	<b>25.99%</b>
<b>6200 - * Heavy Equipment Expense</b>				
6201 - Heavy Equipment Repair	12,477.82	14,149.58	-1,671.76	88.19%
6202 - Off Road Diesel	5,541.45	7,977.38	-2,435.93	69.47%
6203 - Road Expense Miscellaneous	1,616.24	5,260.06	-3,643.82	30.73%
<b>Total 6200 - * Heavy Equipment Expense</b>	<b>19,635.51</b>	<b>27,387.02</b>	<b>-7,751.51</b>	<b>71.7%</b>
<b>6300 - * Vehicle Expense</b>				
6301 - Gasoline	12,724.13	18,634.89	-5,910.76	68.28%
6302 - Diesel	1,252.37	4,416.41	-3,164.04	28.36%
6303 - Vehicle Repair	7,028.66	8,801.56	-1,772.90	79.86%
6304 - Vehicle Miscellaneous	10,909.39	9,576.39	1,333.00	113.92%
<b>Total 6300 - * Vehicle Expense</b>	<b>31,914.55</b>	<b>41,429.25</b>	<b>-9,514.70</b>	<b>77.03%</b>
<b>6400 - * Supplies &amp; Equipment</b>				
6405 - Cabin Accessories	990.77	800.00	190.77	123.85%
6410 - Housekeeping Supplies	8,755.26	11,335.36	-2,580.10	77.24%
6415 - Maintenance Supplies	28,522.51	12,323.52	16,198.99	231.45%
6420 - Small tools & equipment	17,991.68	15,865.39	2,126.29	113.4%
6425 - Restaurant Supplies	2,927.61	7,802.73	-4,875.12	37.52%
6426 - Smallwares	1,385.69	407.48	978.21	340.06%
<b>Total 6400 - * Supplies &amp; Equipment</b>	<b>60,573.52</b>	<b>48,534.48</b>	<b>12,039.04</b>	<b>124.81%</b>
<b>6450 - * Repairs &amp; Maintenance</b>				

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	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
6451 - Bldg/Structure Repairs & Maint	9,689.06	10,651.76	-962.70	90.96%
6452 - Equipment Repairs	469.03	4,000.00	-3,530.97	11.73%
<b>Total 6450 - * Repairs &amp; Maintenance</b>	<b>10,158.09</b>	<b>14,651.76</b>	<b>-4,493.67</b>	<b>69.33%</b>
<b>6500 - * Office Administrative Expense</b>				
6510 - Office Supplies	6,083.45	6,419.21	-335.76	94.77%
6511 - Printing	0.00	0.00	0.00	0.0%
6512 - Postage & Shipping	7,609.88	5,907.14	1,702.74	128.83%
6513 - Communications	7,403.33	10,149.33	-2,746.00	72.94%
6514 - Credit Card Fees	53,286.21	39,415.98	13,870.23	135.19%
6515 - Newsletter	263.40	579.80	-316.40	45.43%
6516 - Office Equipment	10,110.56	8,163.31	1,947.25	123.85%
6520 - Misc. Office Admin.	7,795.00	11,813.08	-4,018.08	65.99%
<b>Total 6500 - * Office Administrative Expense</b>	<b>92,551.83</b>	<b>82,447.85</b>	<b>10,103.98</b>	<b>112.26%</b>
<b>6550 - * Other Administrative Expense</b>				
6551 - Mileage Reimbursement	881.48	1,581.48	-700.00	55.74%
6552 - Licenses and Permits	3,160.80	5,826.00	-2,665.20	54.25%
6553 - Dues & Memberships	416.79	247.89	168.90	168.14%
6559 - Booking Fees	18,799.95	19,168.39	-368.44	98.08%
<b>Total 6550 - * Other Administrative Expense</b>	<b>23,259.02</b>	<b>26,823.76</b>	<b>-3,564.74</b>	<b>86.71%</b>
6560 - Property Tax	17,839.88	14,000.00	3,839.88	127.43%
6575 - Software Maintenance & Upgrades	5,160.03	5,557.35	-397.32	92.85%
<b>6600 - * Property Transfer Expense</b>				
6610 - Filing Fees	259.74	2,000.00	-1,740.26	12.99%
6611 - Tax Sale & Auction Expenses	0.00	2,000.00	-2,000.00	0.0%
6612 - Misc Collections Expense	0.00	0.00	0.00	0.0%
<b>Total 6600 - * Property Transfer Expense</b>	<b>259.74</b>	<b>4,000.00</b>	<b>-3,740.26</b>	<b>6.49%</b>
<b>6700 - * Advertising &amp; Promotion</b>				
6715 - Bands & Entertainment	2,208.71	3,925.05	-1,716.34	56.27%
6720 - Advertising	1,704.10	5,305.28	-3,601.18	32.12%
<b>Total 6700 - * Advertising &amp; Promotion</b>	<b>3,912.81</b>	<b>9,230.33</b>	<b>-5,317.52</b>	<b>42.39%</b>
<b>6900 - * Miscellaneous Expense</b>				
6910 - Cash Over/Short	391.28	100.00	291.28	391.28%
6915 - Miscellaneous Expense	47.53	12.93	34.60	367.6%
6925 - Reconciliation Discrepancies	48.39	0.00	48.39	100.0%
<b>Total 6900 - * Miscellaneous Expense</b>	<b>487.20</b>	<b>112.93</b>	<b>374.27</b>	<b>431.42%</b>
6935 - Bank Service Charges	49.45	0.00	49.45	100.0%
<b>Total Expense</b>	<b>1,201,964.62</b>	<b>1,199,146.87</b>	<b>2,817.75</b>	<b>100.24%</b>
<b>Net Ordinary Income</b>	<b>-81,298.12</b>	<b>-221,391.81</b>	<b>140,093.69</b>	<b>36.72%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
7000 - Other Income	0.00	0.00	0.00	0.0%
7001 - Non-Cash Donations	0.00	0.00	0.00	0.0%
7005 - Gain (Loss) Sale of Assets	0.00	0.00	0.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss Budget vs. Actual**  
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2020 Q4 P&L Budget vs Actual Revised

	<u>Jan - Dec 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Other Expense				
SUSPEND	0.00			
8000 - * Other Expenses				
8015 - Federal Income Tax	0.00	0.00	0.00	0.0%
8025 - Bad Debt Expense	0.00	0.00	0.00	0.0%
8050 - Depreciation Expense	0.00	0.00	0.00	0.0%
<b>Total 8000 - * Other Expenses</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Total Other Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Other Income</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>Net Income</b>	<u><u>-81,298.12</u></u>	<u><u>-221,391.81</u></u>	<u><u>140,093.69</u></u>	<u><u>36.72%</u></u>

P.O.A.T.R.I./Terlingua Ranch  
Profit & Loss by Class  
January through December 2020

2020 Q4 P&L by Class Revised		G & A	Road Maint	Water Sys		Cabins	Gen Lodge	Ice	Laundry	Pool	Rest	Retail	RV & Camp	Water Sa			
	Non Supp	Non Supp	Non Supp	Tot Non Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Total SUPP	TOTAL	
<b>Ordinary Income/Expense</b>																	
<b>Income</b>																	
4001 - Assessment Related Revenue																	
4005 - *Association Assessments																	
	4009 - Special Assessments	337.45	0.00	0.00	337.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	337.45
	4015 - Volunteer Assessments	1,549.32	0.00	0.00	1,549.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,549.32
	4018 - Assessment Rev-2016 & Prior	27,462.36	0.00	0.00	27,462.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,462.36
	4030 - Assessment Interest, Late Fee	6,404.42	0.00	0.00	6,404.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,404.42
	4036 - 2016 Assessment Revenue	7,680.34	0.00	0.00	7,680.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,680.34
	4037 - 2017 Assessment Revenue	9,279.54	0.00	0.00	9,279.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,279.54
	4038 - 2018 Assessment Revenue	16,112.31	0.00	0.00	16,112.31	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,112.31
	4039 - 2019 Assessment Revenue	40,575.19	0.00	0.00	40,575.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,575.19
	4040 - 2020 Assessment Revenue	404,007.01	0.00	0.00	404,007.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	404,007.01
	<b>Total 4005 - *Association Assessments</b>	<b>513,407.94</b>	<b>0.00</b>	<b>0.00</b>	<b>513,407.94</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>513,407.94</b>
	<b>Total 4001 - Assessment Related Revenue</b>	<b>513,407.94</b>	<b>0.00</b>	<b>0.00</b>	<b>513,407.94</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>513,407.94</b>
	4020 - POATRI Auctions & Tax Sales	22,378.01	0.00	0.00	22,378.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44,756.02
4099 - Supplemental Revenue																	
4200 - *Cabin Income																	
	4210 - Cabin Room Rental Income	0.00	0.00	0.00	0.00	428,794.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	428,794.07	428,794.07	428,794.07
	4215 - Property Owner Discounts	0.00	0.00	0.00	0.00	-26,094.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-26,094.09	-26,094.09	-26,094.09
	4216 - Other Cabin Discounts	0.00	0.00	0.00	0.00	-13,339.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-13,339.96	-13,339.96	-13,339.96
	<b>Total 4200 - *Cabin Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>389,360.02</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>389,360.02</b>	<b>389,360.02</b>	<b>389,360.02</b>
	4250 - RV/Campground Income	0.00	0.00	0.00	0.00	186.00	0.00	0.00	0.00	0.00	0.00	0.00	66,661.94	0.00	66,847.94	66,847.94	66,847.94
4300 - * Cafe Income																	
	4310 - Food Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	247,576.49	0.00	0.00	0.00	247,576.49	247,576.49	247,576.49
	4311 - Alcohol Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	27,268.21	0.00	0.00	0.00	27,268.21	27,268.21	27,268.21
	<b>Total 4300 - * Cafe Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>274,844.70</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>274,844.70</b>	<b>274,844.70</b>	<b>274,844.70</b>
	4400 - Retail Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35,577.51	0.00	0.00	35,577.51	35,577.51	35,577.51
4500 - * Other Lodge Income																	
	4510 - Water Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18,714.67	18,714.67	18,714.67	18,714.67
	4515 - Pool Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,695.00	0.00	0.00	0.00	0.00	5,695.00	5,695.00	5,695.00
	4520 - Laundromat Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,403.75	0.00	0.00	0.00	0.00	0.00	9,403.75	9,403.75	9,403.75
	4525 - Ice Revenue	0.00	0.00	0.00	0.00	0.00	0.00	8,520.00	0.00	0.00	0.00	0.00	0.00	0.00	8,520.00	8,520.00	8,520.00
	4500 - * Other Lodge Income - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	<b>Total 4500 - * Other Lodge Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>8,520.00</b>	<b>9,403.75</b>	<b>5,695.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>18,714.67</b>	<b>42,333.42</b>	<b>42,333.42</b>	<b>42,333.42</b>
	<b>Total 4099 - Supplemental Revenue</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>389,546.02</b>	<b>0.00</b>	<b>8,520.00</b>	<b>9,403.75</b>	<b>5,695.00</b>	<b>274,844.70</b>	<b>35,577.51</b>	<b>66,661.94</b>	<b>18,714.67</b>	<b>808,963.59</b>	<b>808,963.59</b>	<b>808,963.59</b>
4600 - * Miscellaneous Income																	
	4526 - Timely Filed Discount	210.03	0.00	0.00	210.03	360.81	14.24	0.00	0.00	0.00	0.00	15.64	0.00	0.00	390.69	600.72	600.72
	4610 - Interest Income	324.52	0.00	0.00	324.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	324.52	324.52
	4611 - Service Charges	-9.10	0.00	0.00	-9.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-9.10	-9.10
	4612 - Paypal Fees	39.37	0.00	0.00	39.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	39.37	39.37
	4615 - Donations	245.00	0.00	0.00	245.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	245.00	245.00
	4620 - Miscellaneous Income	408.37	0.00	0.00	408.37	0.00	497.78	0.00	0.00	0.00	35.00	0.00	0.00	0.00	532.78	941.15	941.15

P.O.A.T.R.I./Terlingua Ranch  
Profit & Loss by Class  
January through December 2020

2020 Q4 P&L by Class Revised		G & A	Road Maint	Water Sys		Cabins	Gen Lodge	Ice	Laundry	Pool	Rest	Retail	RV & Camp	Water Sa		
		Non Supp	Non Supp	Non Supp	Tot Non Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Total SUPP	TOTAL
	<b>Total 4600 - * Miscellaneous Income</b>	1,218.19	0.00	0.00	1,218.19	360.81	512.02	0.00	0.00	0.00	35.00	15.64	0.00	0.00	923.47	2,141.66
	<b>Total Income</b>	537,004.14	0.00	0.00	537,004.14	389,906.83	512.02	8,520.00	9,403.75	5,695.00	274,879.70	35,593.15	66,661.94	18,714.67	809,887.06	1,346,891.20
	<b>Cost of Goods Sold</b>															
	<b>5000 - * Cost of Goods Sold</b>															
	<b>5100 - * COGS - Restaurant</b>															
	5110 - COGS - Food	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	189,950.94	0.00	0.00	0.00	189,950.94	189,950.94
	5115 - COGS - Alcohol	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,158.29	0.00	0.00	0.00	15,158.29	15,158.29
	5100 - * COGS - Restaurant - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	58.52	0.00	0.00	0.00	58.52	58.52
	<b>Total 5100 - * COGS - Restaurant</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	205,167.75	0.00	0.00	0.00	205,167.75	205,167.75
	5210 - COGS - Retail	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,242.42	0.00	0.00	14,242.42	14,242.42
	5220 - COGS - Ice	0.00	0.00	0.00	0.00	0.00	0.00	6,814.53	0.00	0.00	0.00	0.00	0.00	0.00	6,814.53	6,814.53
	<b>Total 5000 - * Cost of Goods Sold</b>	0.00	0.00	0.00	0.00	0.00	0.00	6,814.53	0.00	0.00	205,167.75	14,242.42	0.00	0.00	226,224.70	226,224.70
	<b>Total COGS</b>	0.00	0.00	0.00	0.00	0.00	0.00	6,814.53	0.00	0.00	205,167.75	14,242.42	0.00	0.00	226,224.70	226,224.70
	<b>Gross Profit</b>	537,004.14	0.00	0.00	537,004.14	389,906.83	512.02	1,705.47	9,403.75	5,695.00	69,711.95	21,350.73	66,661.94	18,714.67	583,662.36	1,120,666.50
	<b>Expense</b>															
	<b>6000 - * Payroll Expenses</b>															
	6010 - Salaries and Wages	200,929.60	126,001.75	5,704.32	332,635.67	55,333.47	120,254.62	0.00	268.00	7,411.92	177,482.74	0.00	0.00	0.00	360,750.75	693,386.42
	6020 - Casual Labor	320.54	0.00	0.00	320.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	320.54
	6025 - Employer Payroll Tax	18,294.10	10,278.08	490.55	29,062.73	4,905.04	10,145.73	0.00	25.13	652.83	18,127.98	0.00	0.00	0.00	33,856.71	62,919.44
	<b>Total 6000 - * Payroll Expenses</b>	219,544.24	136,279.83	6,194.87	362,018.94	60,238.51	130,400.35	0.00	293.13	8,064.75	195,610.72	0.00	0.00	0.00	394,607.46	756,626.40
	<b>6040 - Employee Housing Expense</b>															
	6042 - Employee Housing - Propane	421.47	0.00	0.00	421.47	0.00	216.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	216.40	637.87
	6043 - Employee Housing - Repairs	318.76	0.00	0.00	318.76	0.00	42.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	42.04	360.80
	6044 - Employee Housing-Miscellaneous	0.00	0.00	0.00	0.00	0.00	351.59	0.00	0.00	0.00	0.00	0.00	0.00	0.00	351.59	351.59
	<b>Total 6040 - Employee Housing Expense</b>	740.23	0.00	0.00	740.23	0.00	610.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	610.03	1,350.26
	<b>6050 - * Employee Benefits</b>															
	6052 - Employee Discounts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	692.79	0.00	0.00	692.79	692.79
	6053 - Employee Insurances	9,622.91	0.00	0.00	9,622.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,622.91
	<b>Total 6050 - * Employee Benefits</b>	9,622.91	0.00	0.00	9,622.91	0.00	0.00	0.00	0.00	0.00	0.00	692.79	0.00	0.00	692.79	10,315.70
	<b>6100 - * Utilities</b>															
	6110 - Electric	23,028.99	-1,383.42	-160.06	21,485.51	-2,053.30	7,420.94	0.00	-17.24	-159.32	-2,674.45	0.00	0.00	0.00	2,516.63	24,002.14
	6111 - Propane	0.00	0.00	0.00	0.00	0.00	578.39	0.00	2,900.07	0.00	6,340.94	0.00	0.00	0.00	9,819.40	9,819.40
	6112 - Telephone	6,931.98	1,692.91	0.00	8,624.89	0.00	3,642.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,642.28	12,267.17
	6113 - Garbage & Trash	3,215.83	0.00	0.00	3,215.83	0.00	6,291.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,291.70	9,507.53
	6114 - Water System	45.19	0.00	999.86	1,045.05	0.00	51.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	51.10	1,096.15
	<b>Total 6100 - * Utilities</b>	33,221.99	309.49	839.80	34,371.28	-2,053.30	17,984.41	0.00	2,882.83	-159.32	3,666.49	0.00	0.00	0.00	22,321.11	56,692.39
	<b>6130 - * Insurance</b>															
	6131 - Workers Comp	13,384.00	0.00	0.00	13,384.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,384.00
	6132 - Property Insurance	36,308.67	0.00	0.00	36,308.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,308.67
	6133 - General Liability	6,400.25	0.00	0.00	6,400.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,400.25
	6134 - Directors E&O	28,690.00	0.00	0.00	28,690.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	28,690.00
	6135 - Commercial Vehicle	14,309.82	0.00	0.00	14,309.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,309.82
	6140 - Airstrip	1,820.00	0.00	0.00	1,820.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,820.00

P.O.A.T.R.I./Terlingua Ranch  
Profit & Loss by Class  
January through December 2020

2020 Q4 P&L by Class Revised		G & A	Road Maint	Water Sys		Cabins	Gen Lodge	Ice	Laundry	Pool	Rest	Retail	RV & Camp	Water Sa		
		Non Supp	Non Supp	Non Supp	Tot Non Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Total SUPP	TOTAL
	<b>Total 6130 - * Insurance</b>	100,912.74	0.00	0.00	100,912.74	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100,912.74
	<b>6150 - * Professional Fees</b>															
	6151 - Accounting	1,800.00	0.00	0.00	1,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00
	<b>6152 - Legal Fees</b>															
	6152a - Legal Fees - General	1,415.50	0.00	0.00	1,415.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,415.50
	6152b - Legal Fees - Road Issues	715.00	0.00	0.00	715.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	715.00
	6152 - Legal Fees - Other	4,660.00	0.00	0.00	4,660.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,660.00
	<b>Total 6152 - Legal Fees</b>	6,790.50	0.00	0.00	6,790.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,790.50
	6153 - Other Professional Fees	1,500.00	175.00	0.00	1,675.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,675.00
	<b>Total 6150 - * Professional Fees</b>	10,090.50	175.00	0.00	10,265.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,265.50
	<b>6200 - * Heavy Equipment Expense</b>															
	6201 - Heavy Equipment Repair	0.00	12,477.82	0.00	12,477.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,477.82
	6202 - Off Road Diesel	0.00	5,541.45	0.00	5,541.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,541.45
	6203 - Road Expense Miscellaneous	0.00	1,616.24	0.00	1,616.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,616.24
	<b>Total 6200 - * Heavy Equipment Expense</b>	0.00	19,635.51	0.00	19,635.51	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,635.51
	<b>6300 - * Vehicle Expense</b>															
	6301 - Gasoline	73.00	12,651.13	0.00	12,724.13	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,724.13
	6302 - Diesel	0.00	1,252.37	0.00	1,252.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,252.37
	6303 - Vehicle Repair	147.39	6,881.27	0.00	7,028.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,028.66
	6304 - Vehicle Miscellaneous	20.50	10,378.60	0.00	10,399.10	510.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	510.29	10,909.39
	<b>Total 6300 - * Vehicle Expense</b>	240.89	31,163.37	0.00	31,404.26	510.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	510.29	31,914.55
	<b>6400 - * Supplies &amp; Equipment</b>															
	6405 - Cabin Accessories	6.69	0.00	0.00	6.69	973.27	10.81	0.00	0.00	0.00	0.00	0.00	0.00	0.00	984.08	990.77
	6410 - Housekeeping Supplies	88.20	0.00	0.00	88.20	8,140.07	396.10	0.00	0.00	0.00	130.89	0.00	0.00	0.00	8,667.06	8,755.26
	6415 - Maintenance Supplies	169.59	375.59	2,729.43	3,274.61	489.59	16,869.83	0.00	0.00	7,703.44	185.04	0.00	0.00	0.00	25,247.90	28,522.51
	6420 - Small tools & equipment	746.86	71.39	2,139.59	2,957.84	1,367.61	3,864.53	0.00	35.56	758.94	9,007.20	0.00	0.00	0.00	15,033.84	17,991.68
	6425 - Restaurant Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,927.61	0.00	0.00	0.00	2,927.61	2,927.61
	6426 - Smallwares	386.00	0.00	0.00	386.00	0.00	20.56	0.00	0.00	0.00	979.13	0.00	0.00	0.00	999.69	1,385.69
	<b>Total 6400 - * Supplies &amp; Equipment</b>	1,397.34	446.98	4,869.02	6,713.34	10,970.54	21,161.83	0.00	35.56	8,462.38	13,229.87	0.00	0.00	0.00	53,860.18	60,573.52
	<b>6450 - * Repairs &amp; Maintenance</b>															
	6451 - Bldg/Structure Repairs & Maint	1,198.73	0.00	4,317.27	5,516.00	1,053.81	3,119.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,173.06	9,689.06
	6452 - Equipment Repairs	469.03	0.00	0.00	469.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	469.03
	<b>Total 6450 - * Repairs &amp; Maintenance</b>	1,667.76	0.00	4,317.27	5,985.03	1,053.81	3,119.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,173.06	10,158.09
	<b>6500 - * Office Administrative Expense</b>															
	6510 - Office Supplies	5,991.46	0.00	0.00	5,991.46	0.00	70.35	0.00	0.00	0.00	21.64	0.00	0.00	0.00	91.99	6,083.45
	6512 - Postage & Shipping	6,783.56	0.00	826.32	7,609.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,609.88
	6513 - Communications	7,356.51	46.82	0.00	7,403.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,403.33
	6514 - Credit Card Fees	53,286.21	0.00	0.00	53,286.21	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	53,286.21
	6515 - Newsletter	263.40	0.00	0.00	263.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	263.40
	6516 - Office Equipment	10,110.56	0.00	0.00	10,110.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,110.56
	6520 - Misc. Office Admin.	7,061.92	136.21	0.00	7,198.13	0.00	510.00	0.00	0.00	0.00	63.07	23.80	0.00	0.00	596.87	7,795.00
	<b>Total 6500 - * Office Administrative Expense</b>	90,853.62	183.03	826.32	91,862.97	0.00	580.35	0.00	0.00	0.00	84.71	23.80	0.00	0.00	688.86	92,551.83
	<b>6550 - * Other Administrative Expense</b>															



P.O.A.T.R.I./Terlingua Ranch  
Profit & Loss by Class  
January through December 2020

2020 Q4 P&L by Class Revised		G & A	Road Maint	Water Sys		Cabins	Gen Lodge	Ice	Laundry	Pool	Rest	Retail	RV & Camp	Water Sa		
		Non Supp	Non Supp	Non Supp	Tot Non Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Supp	Total SUPP	TOTAL
	6551 - Mileage Reimbursement	881.48	0.00	0.00	881.48	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	881.48
	6552 - Licenses and Permits	3,084.55	76.25	0.00	3,160.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,160.80
	6553 - Dues & Memberships	416.79	0.00	0.00	416.79	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	416.79
	6559 - Booking Fees	3,507.68	0.00	0.00	3,507.68	15,292.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,292.27	18,799.95
	<b>Total 6550 - * Other Administrative Expense</b>	<b>7,890.50</b>	<b>76.25</b>	<b>0.00</b>	<b>7,966.75</b>	<b>15,292.27</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15,292.27</b>	<b>23,259.02</b>
	6560 - Property Tax	17,839.88	0.00	0.00	17,839.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,839.88
	6575 - Software Maintenance & Upgrades	5,160.03	0.00	0.00	5,160.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,160.03
	6600 - * Property Transfer Expense															
	6610 - Filing Fees	259.74	0.00	0.00	259.74	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	259.74
	<b>Total 6600 - * Property Transfer Expense</b>	<b>259.74</b>	<b>0.00</b>	<b>0.00</b>	<b>259.74</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>259.74</b>
	6700 - * Advertising & Promotion															
	6715 - Bands & Entertainment	1,239.27	0.00	0.00	1,239.27	0.00	969.44	0.00	0.00	0.00	0.00	0.00	0.00	0.00	969.44	2,208.71
	6720 - Advertising	1,194.10	0.00	0.00	1,194.10	0.00	510.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	510.00	1,704.10
	<b>Total 6700 - * Advertising &amp; Promotion</b>	<b>2,433.37</b>	<b>0.00</b>	<b>0.00</b>	<b>2,433.37</b>	<b>0.00</b>	<b>1,479.44</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,479.44</b>	<b>3,912.81</b>
	6900 - * Miscellaneous Expense															
	6910 - Cash Over/Short	51.28	0.00	0.00	51.28	0.00	0.00	0.00	0.00	0.00	340.00	0.00	0.00	0.00	340.00	391.28
	6915 - Miscellaneous Expense	47.53	0.00	0.00	47.53	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.53
	6925 - Reconciliation Discrepancies	48.39	0.00	0.00	48.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48.39
	<b>Total 6900 - * Miscellaneous Expense</b>	<b>147.20</b>	<b>0.00</b>	<b>0.00</b>	<b>147.20</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>340.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>340.00</b>	<b>487.20</b>
	6935 - Bank Service Charges	49.45	0.00	0.00	49.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	49.45
	<b>Total Expense</b>	<b>502,072.39</b>	<b>188,269.46</b>	<b>17,047.28</b>	<b>707,389.13</b>	<b>86,012.12</b>	<b>175,335.66</b>	<b>0.00</b>	<b>3,211.52</b>	<b>16,367.81</b>	<b>212,931.79</b>	<b>716.59</b>	<b>0.00</b>	<b>0.00</b>	<b>494,575.49</b>	<b>1,201,964.62</b>
	<b>Net Ordinary Income</b>	<b>34,931.75</b>	<b>-188,269.46</b>	<b>-17,047.28</b>	<b>-170,384.99</b>	<b>303,894.71</b>	<b>-174,823.64</b>	<b>1,705.47</b>	<b>6,192.23</b>	<b>-10,672.81</b>	<b>-143,219.84</b>	<b>20,634.14</b>	<b>66,661.94</b>	<b>18,714.67</b>	<b>89,086.87</b>	<b>-81,298.12</b>
	<b>Other Income/Expense</b>															
	<b>Other Expense</b>															
	SUSPEND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	<b>Total Other Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
	<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
	<b>Net Income</b>	<b>34,931.75</b>	<b>-188,269.46</b>	<b>-17,047.28</b>	<b>-170,384.99</b>	<b>303,894.71</b>	<b>-174,823.64</b>	<b>1,705.47</b>	<b>6,192.23</b>	<b>-10,672.81</b>	<b>-143,219.84</b>	<b>20,634.14</b>	<b>66,661.94</b>	<b>18,714.67</b>	<b>89,086.87</b>	<b>-81,298.12</b>

**P.O.A.T.R.I./Terlingua Ranch**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2020

2020 Q4 Balance Sheet w Pr Yr Comparison Revised

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1011 - Operating Account	27,527.35	64,520.15	-36,992.80	-57.34%
1012 - Deposit Account	205,071.70	161,682.06	43,389.64	26.84%
1013 - Payroll Account	2,673.26	1,023.66	1,649.60	161.15%
1015 - FDSB Reserve Account	152,586.50	152,548.48	38.02	0.03%
1017 - WTNB Contingency Fund	209,221.98	209,059.13	162.85	0.08%
<b>1030 - * Petty Cash in Office</b>				
1031 - Office Petty Cash	1,663.02	1,569.75	93.27	5.94%
1032 - Resort Registers/Petty Cash	100.00	67.57	32.43	48.0%
1033 - Laundry Change Machine	100.00	100.00	0.00	0.0%
<b>Total 1030 - * Petty Cash in Office</b>	<u>1,863.02</u>	<u>1,737.32</u>	<u>125.70</u>	<u>7.24%</u>
<b>Total Checking/Savings</b>	598,943.81	590,570.80	8,373.01	1.42%
<b>Accounts Receivable</b>				
<b>1201 - Accounts Receivable</b>				
1202 - Guest Ledger	1,067.40	0.00	1,067.40	100.0%
1201 - Accounts Receivable - Other	-1,106.70	499.03	-1,605.73	-321.77%
<b>Total 1201 - Accounts Receivable</b>	<u>-39.30</u>	<u>499.03</u>	<u>-538.33</u>	<u>-107.88%</u>
<b>Total Accounts Receivable</b>	-39.30	499.03	-538.33	-107.88%
<b>Other Current Assets</b>				
<b>1100 - * Assessments Receivables</b>				
<b>1102 - Annual Assessments</b>				
1105 - Combined Assessment Receivables	2,874,108.35	3,397,082.43	-522,974.08	-15.4%
1105b - Adjustments to Receivables	-76,391.24	-39,967.27	-36,423.97	-91.13%
2700 - Prepaid Assessments	-9,368.83	-71,211.45	61,842.62	86.84%
1102 - Annual Assessments - Other	1,613,068.50	799,618.26	813,450.24	101.73%
<b>Total 1102 - Annual Assessments</b>	<u>4,401,416.78</u>	<u>4,085,521.97</u>	<u>315,894.81</u>	<u>7.73%</u>
1130 - Allowance for Doubtful Accounts	-2,823,847.39	-2,860,271.36	36,423.97	1.27%
<b>Total 1100 - * Assessments Receivables</b>	<u>1,577,569.39</u>	<u>1,225,250.61</u>	<u>352,318.78</u>	<u>28.76%</u>
<b>1300 - * Inventories</b>				
<b>1301 - Restaurant Inventory</b>				
1301a - Food	4,570.56	39,007.56	-34,437.00	-88.28%
1301b - Alcohol	1,394.50	1,394.50	0.00	0.0%
<b>Total 1301 - Restaurant Inventory</b>	<u>5,965.06</u>	<u>40,402.06</u>	<u>-34,437.00</u>	<u>-85.24%</u>
1302 - Retail Inventory	6,709.92	11,752.16	-5,042.24	-42.91%
<b>1303 - Fuel Inventory</b>				
1303a - Gasoline	2,955.79	3,037.11	-81.32	-2.68%
1303b - Truck Diesel	4,760.49	3,249.86	1,510.63	46.48%
1303c - Off Road Diesel	1,522.19	253.57	1,268.62	500.3%
1303d - Propane	7,074.94	9,761.69	-2,686.75	-27.52%
<b>Total 1303 - Fuel Inventory</b>	<u>16,313.41</u>	<u>16,302.23</u>	<u>11.18</u>	<u>0.07%</u>
1350 - Auction Property Tracts	25,731.01	3,353.00	22,378.01	667.4%
<b>Total 1300 - * Inventories</b>	<u>54,719.40</u>	<u>71,809.45</u>	<u>-17,090.05</u>	<u>-23.8%</u>

**P.O.A.T.R.I./Terlingua Ranch**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2020

2020 Q4 Balance Sheet w Pr Yr Comparison Revised

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>
<b>1400 - * Prepaid Accounts</b>				
<b>1402 - Prepaid Insurance</b>				
1402a - Workers Comp	0.00	6,846.00	-6,846.00	-100.0%
1402b - Property Ins	0.00	5,616.67	-5,616.67	-100.0%
1402c - General Liability	0.00	2,544.25	-2,544.25	-100.0%
1402d - Directors E&O	0.00	3,500.00	-3,500.00	-100.0%
1402 - Prepaid Insurance - Other	4,143.00	4,143.00	0.00	0.0%
<b>Total 1402 - Prepaid Insurance</b>	<u>4,143.00</u>	<u>22,649.92</u>	<u>-18,506.92</u>	<u>-81.71%</u>
<b>Total 1400 - * Prepaid Accounts</b>	4,143.00	22,649.92	-18,506.92	-81.71%
<b>1700 - Deferred Tax Asset</b>	99,000.00	99,000.00	0.00	0.0%
<b>Total Other Current Assets</b>	<u>1,735,431.79</u>	<u>1,418,709.98</u>	<u>316,721.81</u>	<u>22.33%</u>
<b>Total Current Assets</b>	<u>2,334,336.30</u>	<u>2,009,779.81</u>	<u>324,556.49</u>	<u>16.15%</u>
<b>Fixed Assets</b>				
<b>1600 - * Fixed Assets</b>				
1601 - Land	142,101.20	142,101.20	0.00	0.0%
1602 - Orig Cost - Bldgs & Structures	227,152.00	227,152.00	0.00	0.0%
1603 - Furniture & Equipment	48,952.11	48,952.11	0.00	0.0%
1604 - Heavy Equipment	340,519.47	340,519.47	0.00	0.0%
1605 - Vehicles	115,731.17	111,131.17	4,600.00	4.14%
1606 - Improvements	359,194.25	356,270.74	2,923.51	0.82%
1607 - Property Owner Software	94,804.00	94,804.00	0.00	0.0%
1608 - Capital Improvements	4,096.65	4,096.65	0.00	0.0%
1611 - Smith Well	24,562.81	24,562.81	0.00	0.0%
1612 - Cabin Deck Replacement	44,530.32	44,530.32	0.00	0.0%
1613 - Facility Roof Replacement	5,798.25	5,798.25	0.00	0.0%
1614 - Materials for Const in Progress	1,181.11	1,181.11	0.00	0.0%
1616 - Water System	13,673.80	13,423.80	250.00	1.86%
<b>Total 1600 - * Fixed Assets</b>	<u>1,422,297.14</u>	<u>1,414,523.63</u>	<u>7,773.51</u>	<u>0.55%</u>
<b>1615 - Accumulated Depreciation</b>	<u>-639,612.22</u>	<u>-639,612.22</u>	<u>0.00</u>	<u>0.0%</u>
<b>Total Fixed Assets</b>	<u>782,684.92</u>	<u>774,911.41</u>	<u>7,773.51</u>	<u>1.0%</u>
<b>TOTAL ASSETS</b>	<u><u>3,117,021.22</u></u>	<u><u>2,784,691.22</u></u>	<u><u>332,330.00</u></u>	<u><u>11.93%</u></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
2010 - Accounts Payable	-160.03	24,876.25	-25,036.28	-100.64%
<b>Total Accounts Payable</b>	<u>-160.03</u>	<u>24,876.25</u>	<u>-25,036.28</u>	<u>-100.64%</u>
<b>Credit Cards</b>				
1095 - Mastercard 0158	0.00	-1,067.40	1,067.40	100.0%
1099 - Mastercard 1999	4,314.71	-432.45	4,747.16	1,097.74%
<b>Total Credit Cards</b>	<u>4,314.71</u>	<u>-1,499.85</u>	<u>5,814.56</u>	<u>387.68%</u>
<b>Other Current Liabilities</b>				
1058 - SBA EIDL	10,000.00	0.00	10,000.00	100.0%
2100 - * Payroll Liabilities				

**P.O.A.T.R.I./Terlingua Ranch**  
**Balance Sheet Prev Year Comparison**  
As of December 31, 2020

2020 Q4 Balance Sheet w Pr Yr Comparison Revised

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>
2110 · Payroll Taxes Payable	5,834.76	9,029.22	-3,194.46	-35.38%
2115 · Employee Insurance-Voluntary	-909.32	573.77	-1,483.09	-258.48%
2120 · Benefits Payable	18,626.25	18,626.25	0.00	0.0%
2135 · Wage Garnishments	316.98	316.98	0.00	0.0%
2100 · * Payroll Liabilities - Other	439.79	30.59	409.20	1,337.69%
<b>Total 2100 · * Payroll Liabilities</b>	<b>24,308.46</b>	<b>28,576.81</b>	<b>-4,268.35</b>	<b>-14.94%</b>
2111 · Direct Deposit Liabilities	167.60	87.25	80.35	92.09%
2240 · Employee Reimbursements Payable	-1,010.17	0.00	-1,010.17	-100.0%
2500 · * Taxes Payable				
2510 · Sales Tax Payable	2,648.29	3,474.10	-825.81	-23.77%
2515 · State Occupancy Tax - (T2)	384.64	2,697.36	-2,312.72	-85.74%
2520 · County Hotel Tax - (T3)	1,565.45	3,209.36	-1,643.91	-51.22%
2500 · * Taxes Payable - Other	-1,371.24	486.15	-1,857.39	-382.06%
<b>Total 2500 · * Taxes Payable</b>	<b>3,227.14</b>	<b>9,866.97</b>	<b>-6,639.83</b>	<b>-67.29%</b>
2800 · * Deferred Income				
2801 · Deferred Assessment Income	1,567,152.55	1,169,237.05	397,915.50	34.03%
2802 · Deferred Other Income	-804.79	-571.05	-233.74	-40.93%
<b>Total 2800 · * Deferred Income</b>	<b>1,566,347.76</b>	<b>1,168,666.00</b>	<b>397,681.76</b>	<b>34.03%</b>
<b>Total Other Current Liabilities</b>	<b>1,603,040.79</b>	<b>1,207,197.03</b>	<b>395,843.76</b>	<b>32.79%</b>
<b>Total Current Liabilities</b>	<b>1,607,195.47</b>	<b>1,230,573.43</b>	<b>376,622.04</b>	<b>30.61%</b>
Long Term Liabilities				
1056 · PPP Loan - WTNB	144,445.42	0.00	144,445.42	100.0%
<b>Total Long Term Liabilities</b>	<b>144,445.42</b>	<b>0.00</b>	<b>144,445.42</b>	<b>100.0%</b>
<b>Total Liabilities</b>	<b>1,751,640.89</b>	<b>1,230,573.43</b>	<b>521,067.46</b>	<b>42.34%</b>
Equity				
3000 · Opening Bal Equity	-1,009.72	-1,009.72	0.00	0.0%
3001 · Members Equity-Undesignated	304,467.15	304,467.15	0.00	0.0%
3002 · Members Equity-Designated	356,797.92	356,797.92	0.00	0.0%
3003 · Contributed Capital	94,075.00	94,075.00	0.00	0.0%
3004 · Adj - Prior Year Collections	-216,909.67	-109,470.33	-107,439.34	-98.15%
3900 · Retained Earnings	909,257.77	848,545.76	60,712.01	7.16%
Net Income	-81,298.12	60,712.01	-142,010.13	-233.91%
<b>Total Equity</b>	<b>1,365,380.33</b>	<b>1,554,117.79</b>	<b>-188,737.46</b>	<b>-12.14%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,117,021.22</u></b>	<b><u>2,784,691.22</u></b>	<b><u>332,330.00</u></b>	<b><u>11.93%</u></b>