

P.O.A.T.R.I./Terlingua Ranch
Balance Sheet
As of December 31, 2023

	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>	<u>\$ Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1011 · Operating Account	55,733.22	13,628.29	42,104.93
1012 · Deposit Account	607,007.68	478,295.41	128,712.27
1013 · Payroll Account	8,712.69	53,047.10	-44,334.41
1015 · FDSB Reserve Account	163,889.34	157,822.69	6,066.65
1017 · WTNB Contingency Fund	224,966.54	214,493.70	10,472.84
1021 · RESERVE WATER PROJECT	73,112.44	43,313.50	29,798.94
1030 · * Petty Cash in Office			
1031 · Office Petty Cash	487.02	2,693.63	-2,206.61
1032 · Resort Registers/Petty Cash	700.10	167.80	532.30
1033 · Laundry Change Machine	150.00	100.00	50.00
1030 · * Petty Cash in Office - Other	0.00	1,746.33	-1,746.33
Total 1030 · * Petty Cash in Office	<u>1,337.12</u>	<u>4,707.76</u>	<u>-3,370.64</u>
Total Checking/Savings	<u>1,134,759.03</u>	<u>965,308.45</u>	<u>169,450.58</u>
Accounts Receivable			
1201 · Accounts Receivable			
1202 · Guest Ledger	20,162.74	14,635.60	5,527.14
Total 1201 · Accounts Receivable	<u>20,162.74</u>	<u>14,635.60</u>	<u>5,527.14</u>
Total Accounts Receivable	<u>20,162.74</u>	<u>14,635.60</u>	<u>5,527.14</u>
Other Current Assets			
1100 · * Assessments Receivables			
1102 · Annual Assessments			
1105 · Combined Assessment Receivables	3,518,347.11	3,654,117.34	-135,770.23
1120 · Current Year Assessments	1,004,471.58	961,729.24	42,742.34
2700 · Prepaid Assessments	-73,241.30	-81,694.03	8,452.73
Total 1102 · Annual Assessments	<u>4,449,577.39</u>	<u>4,534,152.55</u>	<u>-84,575.16</u>
1130 · Allowance for Doubtful Accounts	-3,177,307.95	-3,308,208.70	130,900.75
Total 1100 · * Assessments Receivables	<u>1,272,269.44</u>	<u>1,225,943.85</u>	<u>46,325.59</u>
1300 · * Inventories			
1301 · Restaurant Inventory			
1301a · Food	10,789.00	11,442.00	-653.00
1301b · Alcohol	2,329.51	1,874.00	455.51
Total 1301 · Restaurant Inventory	<u>13,118.51</u>	<u>13,316.00</u>	<u>-197.49</u>
1302 · Retail Inventory	39,236.11	16,785.83	22,450.28
1303 · Fuel Inventory			
1303a · Gasoline	4,090.42	4,066.65	23.77
1303b · Truck Diesel	2,970.75	8,789.10	-5,818.35
1303c · Off Road Diesel	3,425.92	1,015.75	2,410.17
1303d · Propane	1,826.66	2,029.80	-203.14
Total 1303 · Fuel Inventory	<u>12,313.75</u>	<u>15,901.30</u>	<u>-3,587.55</u>
1350 · Auction Property Tracts	30,818.13	25,731.01	5,087.12
Total 1300 · * Inventories	<u>95,486.50</u>	<u>71,734.14</u>	<u>23,752.36</u>

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1700 · Deferred Tax Asset	61,664.00	61,664.00	0.00
Total Other Current Assets	<u>1,429,419.94</u>	<u>1,359,341.99</u>	<u>70,077.95</u>
Total Current Assets	<u>2,584,341.71</u>	<u>2,339,286.04</u>	<u>245,055.67</u>
Fixed Assets			
1600 · * Fixed Assets			
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	51,340.64	49,740.71	1,599.93
1604 · Heavy Equipment	340,519.47	340,519.47	0.00
1605 · Vehicles	189,332.65	81,673.17	107,659.48
1606 · Improvements	371,990.05	371,990.05	0.00
1607 · Property Owner Software	94,804.00	94,804.00	0.00
1608 · Capital Improvements	174,206.86	137,048.17	37,158.69
1611 · Smith Well	46,051.16	28,994.67	17,056.49
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	24,144.02	17,913.88	6,230.14
1617 · Cabin Well	13,708.17	0.00	13,708.17
Total 1600 · * Fixed Assets	<u>1,726,859.90</u>	<u>1,543,447.00</u>	<u>183,412.90</u>
1615 · Accumulated Depreciation	<u>-956,704.28</u>	<u>-956,704.28</u>	<u>0.00</u>
Total Fixed Assets	<u>770,155.62</u>	<u>586,742.72</u>	<u>183,412.90</u>
TOTAL ASSETS	<u>3,354,497.33</u>	<u>2,926,028.76</u>	<u>428,468.57</u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 · Accounts Payable	7,500.00	43,731.00	-36,231.00
Total Accounts Payable	<u>7,500.00</u>	<u>43,731.00</u>	<u>-36,231.00</u>
Credit Cards			
1098 · Mastercard 1834	8,441.17	0.00	8,441.17
Total Credit Cards	<u>8,441.17</u>	<u>0.00</u>	<u>8,441.17</u>
Other Current Liabilities			
2100 · * Payroll Liabilities			
2110 · Payroll Taxes Payable	251.24	0.00	251.24
Total 2100 · * Payroll Liabilities	<u>251.24</u>	<u>0.00</u>	<u>251.24</u>
2111 · Direct Deposit Liabilities	820.40	30,680.44	-29,860.04
2400 · Advance Deposit Account	38,287.32	20,499.22	17,788.10
2500 · * Taxes Payable			
2510 · Sales Tax Payable	-3,077.24	1.17	-3,078.41
2515 · State Occupancy Tax - (T2)	2,435.77	5,882.13	-3,446.36
2520 · County Hotel Tax - (T3)	3,065.53	7,088.82	-4,023.29
2500 · * Taxes Payable - Other	0.00	500.92	-500.92
Total 2500 · * Taxes Payable	<u>2,424.06</u>	<u>13,473.04</u>	<u>-11,048.98</u>

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	<u>Dec 31, 23</u>	<u>Dec 31, 22</u>	<u>\$ Change</u>
2600 · Employee Tab Direct Bill	-2,642.48	0.00	-2,642.48
2800 · * Deferred Income			
2801 · Deferred Assessment Income	999,602.10	961,729.24	37,872.86
Total 2800 · * Deferred Income	<u>999,602.10</u>	<u>961,729.24</u>	<u>37,872.86</u>
Total Other Current Liabilities	<u>1,038,742.64</u>	<u>1,026,381.94</u>	<u>12,360.70</u>
Total Current Liabilities	<u>1,054,683.81</u>	<u>1,070,112.94</u>	<u>-15,429.13</u>
Total Liabilities	<u>1,054,683.81</u>	<u>1,070,112.94</u>	<u>-15,429.13</u>
Equity			
3000 · Opening Bal Equity	-1,009.72	-1,009.72	0.00
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
3900 · Retained Earnings	1,101,585.47	988,205.35	113,380.12
Net Income	<u>443,897.70</u>	<u>113,380.12</u>	<u>330,517.58</u>
Total Equity	<u>2,299,813.52</u>	<u>1,855,915.82</u>	<u>443,897.70</u>
TOTAL LIABILITIES & EQUITY	<u>3,354,497.33</u>	<u>2,926,028.76</u>	<u>428,468.57</u>

P.O.A.T.R.I./Terlingua Ranch
Comparative Profit & Loss
January through December 2023

	<u>Jan - Dec 23</u>	<u>Jan - Dec 22</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	5,758.06	1,746.26	4,011.80
4015 · Volunteer Assessments	14,878.41	12,765.52	2,112.89
4018 · Assessment Rev-2019 & Prior	193,455.81	72,206.25	121,249.56
4030 · Assessment Interest, Late Fee	34,957.70	20,677.92	14,279.78
4038 · 2018 Assessment Revenue	0.00	12,537.92	-12,537.92
4039 · 2019 Assessment Revenue	32,798.87	15,294.15	17,504.72
4040 · 2020 Assessment Revenue	42,631.82	27,013.01	15,618.81
4041 · 2021 Assessment Revenue	56,993.62	58,869.46	-1,875.84
4042 · 2022 Assessment Revenue	112,580.81	473,755.91	-361,175.10
4043 · 2023 Assessment Revenue	567,886.48	0.00	567,886.48
Total 4005 · *Association Assessments	<u>1,061,941.58</u>	<u>694,866.40</u>	<u>367,075.18</u>
Total 4001 · Assessment Related Revenue	<u>1,061,941.58</u>	<u>694,866.40</u>	<u>367,075.18</u>
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	593,266.12	674,275.11	-81,008.99
4220 · Tourist Funded Water Expense	0.00	0.00	0.00
Total 4200 · *Cabin Income	<u>593,266.12</u>	<u>674,275.11</u>	<u>-81,008.99</u>
4250 · RV/Campground Income	41,216.28	53,928.25	-12,711.97
4300 · * Cafe Income			
4310 · Food Sales	287,564.68	246,060.89	41,503.79
4311 · Alcohol Sales	32,295.68	22,117.31	10,178.37
4317 · Cafe Comps	-818.55	-1,475.49	656.94
Total 4300 · * Cafe Income	<u>319,041.81</u>	<u>266,702.71</u>	<u>52,339.10</u>
4400 · Retail Sales	43,776.12	52,224.12	-8,448.00
4500 · * Other Lodge Income			
4510 · Water Sales	0.00	29,563.53	-29,563.53
4515 · Pool Fees	6,457.00	7,694.00	-1,237.00
4520 · Laundromat Revenue	8,129.75	7,426.75	703.00
4525 · Ice Revenue	7,065.00	7,655.50	-590.50
4500 · * Other Lodge Income - Other	0.00	0.00	0.00
Total 4500 · * Other Lodge Income	<u>21,651.75</u>	<u>52,339.78</u>	<u>-30,688.03</u>
Total 4099 · Supplemental Revenue	<u>1,018,952.08</u>	<u>1,099,469.97</u>	<u>-80,517.89</u>
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	927.45	1,053.69	-126.24
4610 · Interest Income	3,168.49	116.31	3,052.18
4612 · Paypal Fees	238.28	8.86	229.42
4613 · Property Owner Water Sales	22,603.80	0.00	22,603.80
4620 · Miscellaneous Income	38.00	2,847.26	-2,809.26
Total 4600 · * Miscellaneous Income	<u>26,976.02</u>	<u>4,026.12</u>	<u>22,949.90</u>
Total Income	<u>2,107,869.68</u>	<u>1,798,362.49</u>	<u>309,507.19</u>

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Comparative Profit & Loss
January through December 2023

	<u>Jan - Dec 23</u>	<u>Jan - Dec 22</u>	<u>\$ Change</u>
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	78,713.63	94,663.44	-15,949.81
5115 · COGS - Alcohol	10,347.58	9,713.93	633.65
Total 5100 · * COGS - Restaurant	<u>89,061.21</u>	<u>104,377.37</u>	<u>-15,316.16</u>
5210 · COGS - Retail	21,668.62	22,321.48	-652.86
5220 · COGS - Ice	4,234.50	4,331.50	-97.00
Total 5000 · * Cost of Goods Sold	<u>114,964.33</u>	<u>131,030.35</u>	<u>-16,066.02</u>
Total COGS	<u>114,964.33</u>	<u>131,030.35</u>	<u>-16,066.02</u>
Gross Profit	1,992,905.35	1,667,332.14	325,573.21
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	829,616.91	823,188.38	6,428.53
6025 · Employer Payroll Tax	69,340.22	81,070.39	-11,730.17
Total 6000 · * Payroll Expenses	<u>898,957.13</u>	<u>904,258.77</u>	<u>-5,301.64</u>
6040 · Employee Housing Expense			
6041 · Employee Housing - Electric	2,321.85	-70.63	2,392.48
6044 · Employee Housing-Miscellaneous	0.00	1,156.12	-1,156.12
Total 6040 · Employee Housing Expense	<u>2,321.85</u>	<u>1,085.49</u>	<u>1,236.36</u>
6050 · * Employee Benefits			
6053 · Employee Insurances	7,567.32	12,586.50	-5,019.18
Total 6050 · * Employee Benefits	<u>7,567.32</u>	<u>12,586.50</u>	<u>-5,019.18</u>
6100 · * Utilities			
6110 · Electric	36,192.46	33,027.58	3,164.88
6111 · Propane	7,834.58	9,015.28	-1,180.70
6112 · Telephone	12,123.40	10,941.78	1,181.62
6113 · Garbage & Trash	22,920.10	20,108.11	2,811.99
6114 · Water System	1,942.16	651.99	1,290.17
Total 6100 · * Utilities	<u>81,012.70</u>	<u>73,744.74</u>	<u>7,267.96</u>
6130 · * Insurance			
6131 · Workers Comp	5,182.86	6,312.44	-1,129.58
6132 · Property Insurance	18,489.58	35,208.50	-16,718.92
6133 · General Liability	28,014.57	7,363.50	20,651.07
6134 · Directors E&O	33,970.00	33,973.25	-3.25
6135 · Commercial Vehicle	14,284.50	14,932.50	-648.00
6136 · Heavy Equipment	4,394.41	0.00	4,394.41
6140 · Airstrip	3,985.67	2,724.00	1,261.67
6141 · Additional Insurance	7,489.83	0.00	7,489.83
Total 6130 · * Insurance	<u>115,811.42</u>	<u>100,514.19</u>	<u>15,297.23</u>

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Comparative Profit & Loss
January through December 2023

	<u>Jan - Dec 23</u>	<u>Jan - Dec 22</u>	<u>\$ Change</u>
6150 · * Professional Fees			
6151 · Accounting	26,826.00	30,983.75	-4,157.75
6152 · Legal Fees			
6152a · Legel Fees - General	49,482.30	23,988.25	25,494.05
Total 6152 · Legal Fees	<u>49,482.30</u>	<u>23,988.25</u>	<u>25,494.05</u>
6153 · Other Professional Fees	9,960.00	14,632.81	-4,672.81
Total 6150 · * Professional Fees	<u>86,268.30</u>	<u>69,604.81</u>	<u>16,663.49</u>
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	18,848.57	9,135.73	9,712.84
6202 · Off Road Diesel	12,014.83	12,206.25	-191.42
6203 · Road Expense Miscellaneous	1,511.36	4,015.12	-2,503.76
6204 · Contract Road Work	2,340.00	2,000.00	340.00
Total 6200 · * Heavy Equipment Expense	<u>34,714.76</u>	<u>27,357.10</u>	<u>7,357.66</u>
6300 · * Vehicle Expense			
6301 · Gasoline	13,716.68	14,829.04	-1,112.36
6302 · Diesel	8,455.35	1,787.80	6,667.55
6303 · Vehicle Repair	15,462.33	7,361.53	8,100.80
6304 · Vehicle Miscellaneous	6,136.43	8,502.90	-2,366.47
Total 6300 · * Vehicle Expense	<u>43,770.79</u>	<u>32,481.27</u>	<u>11,289.52</u>
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	8,910.79	8,675.17	235.62
6410 · Housekeeping Supplies	10,243.07	11,102.49	-859.42
6415 · Maintenance Supplies	26,318.20	52,572.41	-26,254.21
6420 · Small tools & equipment	21,633.12	7,046.32	14,586.80
6425 · Restaurant Supplies	6,277.22	9,188.81	-2,911.59
6426 · Smallwares	647.68	483.55	164.13
Total 6400 · * Supplies & Equipment	<u>74,030.08</u>	<u>89,068.75</u>	<u>-15,038.67</u>
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	36,352.55	6,794.40	29,558.15
6452 · Equipment Repairs	138.64	13.52	125.12
Total 6450 · * Repairs & Maintenance	<u>36,491.19</u>	<u>6,807.92</u>	<u>29,683.27</u>
6500 · * Office Administrative Expense			
6510 · Office Supplies	7,833.35	5,362.45	2,470.90
6511 · Printing	2,843.63	2,045.27	798.36
6512 · Postage & Shipping	8,672.03	7,324.22	1,347.81
6513 · Communications	9,068.97	7,469.54	1,599.43
6514 · Credit Card Fees	38,682.69	46,920.23	-8,237.54
6515 · Newsletter	6,649.50	125.56	6,523.94
6516 · Office Equipment	4,305.78	14,071.75	-9,765.97
6520 · Misc. Office Admin.	3,390.73	5,289.30	-1,898.57
Total 6500 · * Office Administrative Expense	<u>81,446.68</u>	<u>88,608.32</u>	<u>-7,161.64</u>

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	<u>Jan - Dec 23</u>	<u>Jan - Dec 22</u>	<u>\$ Change</u>
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	2,448.54	8,117.15	-5,668.61
6552 · Licenses and Permits	5,893.01	2,515.94	3,377.07
6553 · Dues & Memberships	360.22	59.90	300.32
6559 · Booking Fees	22,412.49	23,429.04	-1,016.55
Total 6550 · * Other Administrative Expense	<u>31,114.26</u>	<u>34,122.03</u>	<u>-3,007.77</u>
6560 · Property Tax	25,066.51	29,913.99	-4,847.48
6575 · Software Maintenance & Upgrades	14,826.30	12,636.57	2,189.73
6600 · * Property Transfer Expense			
6610 · Filing Fees	241.00	0.00	241.00
Total 6600 · * Property Transfer Expense	<u>241.00</u>	<u>0.00</u>	<u>241.00</u>
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	4,930.56	2,931.17	1,999.39
6720 · Advertising	5,247.01	3,320.05	1,926.96
Total 6700 · * Advertising & Promotion	<u>10,177.57</u>	<u>6,251.22</u>	<u>3,926.35</u>
6900 · * Miscellaneous Expense			
6910 · Cash Over/Short	104.00	0.00	104.00
6915 · Miscellaneous Expense	7,135.67	12,746.88	-5,611.21
6925 · Reconciliation Discrepancies	-2,367.58	-33,169.38	30,801.80
6930 · Payroll Tax Penalty/Interest	0.00	10,345.85	-10,345.85
Total 6900 · * Miscellaneous Expense	<u>4,872.09</u>	<u>-10,076.65</u>	<u>14,948.74</u>
6935 · Bank Service Charges	317.70	7.00	310.70
Total Expense	<u>1,549,007.65</u>	<u>1,478,972.02</u>	<u>70,035.63</u>
Net Ordinary Income	<u>443,897.70</u>	<u>188,360.12</u>	<u>255,537.58</u>
Other Income/Expense			
Other Income			
7006 · SBA EIDL Loan Forgiven	0.00	10,000.00	-10,000.00
Total Other Income	<u>0.00</u>	<u>10,000.00</u>	<u>-10,000.00</u>
Other Expense			
8000 · * Other Expenses			
8050 · Depreciation Expense	0.00	84,980.00	-84,980.00
Total 8000 · * Other Expenses	<u>0.00</u>	<u>84,980.00</u>	<u>-84,980.00</u>
Total Other Expense	<u>0.00</u>	<u>84,980.00</u>	<u>-84,980.00</u>
Net Other Income	<u>0.00</u>	<u>-74,980.00</u>	<u>74,980.00</u>
Net Income	<u><u>443,897.70</u></u>	<u><u>113,380.12</u></u>	<u><u>330,517.58</u></u>

P.O.A.T.R.I./Terlingua Ranch
P&L Actual vs Budget
January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4001 · Assessment Related Revenue			
4005 · *Association Assessments			
4009 · Special Assessments	5,758.06	0.00	5,758.06
4015 · Volunteer Assessments	14,878.41	10,000.00	4,878.41
4018 · Assessment Rev-2019 & Prior	193,455.81	64,000.00	129,455.81
4030 · Assessment Interest, Late Fee	34,957.70	21,000.00	13,957.70
4039 · 2019 Assessment Revenue	32,798.87	12,500.00	20,298.87
4040 · 2020 Assessment Revenue	42,631.82	15,000.00	27,631.82
4041 · 2021 Assessment Revenue	56,993.62	27,000.00	29,993.62
4042 · 2022 Assessment Revenue	112,580.81	60,000.00	52,580.81
4043 · 2023 Assessment Revenue	567,886.48	514,167.00	53,719.48
Total 4005 · *Association Assessments	<u>1,061,941.58</u>	<u>723,667.00</u>	<u>338,274.58</u>
Total 4001 · Assessment Related Revenue	1,061,941.58	723,667.00	338,274.58
4099 · Supplemental Revenue			
4200 · *Cabin Income			
4210 · Cabin Room Rental Income	593,266.12	675,000.00	-81,733.88
Total 4200 · *Cabin Income	593,266.12	675,000.00	-81,733.88
4250 · RV/Campground Income	41,216.28	55,000.00	-13,783.72
4300 · * Cafe Income			
4310 · Food Sales	287,564.68	275,000.00	12,564.68
4311 · Alcohol Sales	32,295.68	25,000.00	7,295.68
4317 · Cafe Comps	-818.55	-2,000.00	1,181.45
Total 4300 · * Cafe Income	<u>319,041.81</u>	<u>298,000.00</u>	<u>21,041.81</u>
4400 · Retail Sales	43,776.12	60,000.00	-16,223.88
4500 · * Other Lodge Income			
4510 · Water Sales	0.00	0.00	0.00
4515 · Pool Fees	6,457.00	10,000.00	-3,543.00
4520 · Laundromat Revenue	8,129.75	9,000.00	-870.25
4525 · Ice Revenue	7,065.00	9,000.00	-1,935.00
Total 4500 · * Other Lodge Income	<u>21,651.75</u>	<u>28,000.00</u>	<u>-6,348.25</u>
Total 4099 · Supplemental Revenue	1,018,952.08	1,116,000.00	-97,047.92
4600 · * Miscellaneous Income			
4526 · Timely Filed Discount	927.45	900.00	27.45
4610 · Interest Income	3,168.49	300.00	2,868.49
4612 · Paypal Fees	238.28	0.00	238.28
4613 · Property Owner Water Sales	22,603.80	30,000.00	-7,396.20
4620 · Miscellaneous Income	38.00	100.00	-62.00
Total 4600 · * Miscellaneous Income	<u>26,976.02</u>	<u>31,300.00</u>	<u>-4,323.98</u>
Total Income	<u>2,107,869.68</u>	<u>1,870,967.00</u>	<u>236,902.68</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Actual vs Budget
January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Cost of Goods Sold			
5000 · * Cost of Goods Sold			
5100 · * COGS - Restaurant			
5110 · COGS - Food	78,713.63	105,876.00	-27,162.37
5115 · COGS - Alcohol	10,347.58	10,978.00	-630.42
Total 5100 · * COGS - Restaurant	<u>89,061.21</u>	<u>116,854.00</u>	<u>-27,792.79</u>
5210 · COGS - Retail	21,668.62	30,000.00	-8,331.38
5220 · COGS - Ice	4,234.50	5,400.00	-1,165.50
Total 5000 · * Cost of Goods Sold	<u>114,964.33</u>	<u>152,254.00</u>	<u>-37,289.67</u>
Total COGS	<u>114,964.33</u>	<u>152,254.00</u>	<u>-37,289.67</u>
Gross Profit	1,992,905.35	1,718,713.00	274,192.35
Expense			
6000 · * Payroll Expenses			
6010 · Salaries and Wages	829,616.91	915,000.00	-85,383.09
6025 · Employer Payroll Tax	69,340.22	86,998.00	-17,657.78
Total 6000 · * Payroll Expenses	<u>898,957.13</u>	<u>1,001,998.00</u>	<u>-103,040.87</u>
6040 · Employee Housing Expense			
6041 · Employee Housing - Electric	2,321.85	1,500.00	821.85
6042 · Employee Housing - Propane	0.00	1,000.00	-1,000.00
6043 · Employee Housing - Repairs	0.00	500.00	-500.00
6044 · Employee Housing-Miscellaneous	0.00	5,000.00	-5,000.00
Total 6040 · Employee Housing Expense	<u>2,321.85</u>	<u>8,000.00</u>	<u>-5,678.15</u>
6050 · * Employee Benefits			
6053 · Employee Insurances	7,567.32	20,000.00	-12,432.68
Total 6050 · * Employee Benefits	<u>7,567.32</u>	<u>20,000.00</u>	<u>-12,432.68</u>
6100 · * Utilities			
6110 · Electric	36,192.46	37,000.00	-807.54
6111 · Propane	7,834.58	14,000.00	-6,165.42
6112 · Telephone	12,123.40	11,400.00	723.40
6113 · Garbage & Trash	22,920.10	12,000.00	10,920.10
6114 · Water System	1,942.16	4,000.00	-2,057.84
Total 6100 · * Utilities	<u>81,012.70</u>	<u>78,400.00</u>	<u>2,612.70</u>
6130 · * Insurance			
6131 · Workers Comp	5,182.86	6,500.00	-1,317.14
6132 · Property Insurance	18,489.58	17,000.00	1,489.58
6133 · General Liability	28,014.57	22,000.00	6,014.57
6134 · Directors E&O	33,970.00	34,000.00	-30.00
6135 · Commercial Vehicle	14,284.50	14,000.00	284.50
6136 · Heavy Equipment	4,394.41	4,000.00	394.41
6140 · Airstrip	3,985.67	2,500.00	1,485.67
6141 · Additional Insurance	7,489.83	5,000.00	2,489.83
Total 6130 · * Insurance	<u>115,811.42</u>	<u>105,000.00</u>	<u>10,811.42</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Actual vs Budget
January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6150 · * Professional Fees			
6151 · Accounting	26,826.00	21,000.00	5,826.00
6152 · Legal Fees			
6152a · Legal Fees - General	49,482.30	96,500.00	-47,017.70
Total 6152 · Legal Fees	<u>49,482.30</u>	<u>96,500.00</u>	<u>-47,017.70</u>
6153 · Other Professional Fees	9,960.00	15,000.00	-5,040.00
Total 6150 · * Professional Fees	<u>86,268.30</u>	<u>132,500.00</u>	<u>-46,231.70</u>
6200 · * Heavy Equipment Expense			
6201 · Heavy Equipment Repair	18,848.57	15,000.00	3,848.57
6202 · Off Road Diesel	12,014.83	8,500.00	3,514.83
6203 · Road Expense Miscellaneous	1,511.36	2,000.00	-488.64
6204 · Contract Road Work	2,340.00	0.00	2,340.00
Total 6200 · * Heavy Equipment Expense	<u>34,714.76</u>	<u>25,500.00</u>	<u>9,214.76</u>
6300 · * Vehicle Expense			
6301 · Gasoline	13,716.68	11,000.00	2,716.68
6302 · Diesel	8,455.35	8,500.00	-44.65
6303 · Vehicle Repair	15,462.33	14,000.00	1,462.33
6304 · Vehicle Miscellaneous	6,136.43	15,000.00	-8,863.57
Total 6300 · * Vehicle Expense	<u>43,770.79</u>	<u>48,500.00</u>	<u>-4,729.21</u>
6400 · * Supplies & Equipment			
6405 · Cabin Accessories	8,910.79	18,000.00	-9,089.21
6410 · Housekeeping Supplies	10,243.07	12,000.00	-1,756.93
6415 · Maintenance Supplies	26,318.20	23,000.00	3,318.20
6420 · Small tools & equipment	21,633.12	9,000.00	12,633.12
6425 · Restaurant Supplies	6,277.22	15,000.00	-8,722.78
6426 · Smallwares	647.68	1,500.00	-852.32
Total 6400 · * Supplies & Equipment	<u>74,030.08</u>	<u>78,500.00</u>	<u>-4,469.92</u>
6450 · * Repairs & Maintenance			
6451 · Bldg/Structure Repairs & Maint	36,352.55	20,000.00	16,352.55
6452 · Equipment Repairs	138.64	500.00	-361.36
Total 6450 · * Repairs & Maintenance	<u>36,491.19</u>	<u>20,500.00</u>	<u>15,991.19</u>
6500 · * Office Administrative Expense			
6510 · Office Supplies	7,833.35	6,000.00	1,833.35
6511 · Printing	2,843.63	1,500.00	1,343.63
6512 · Postage & Shipping	8,672.03	6,000.00	2,672.03
6513 · Communications	9,068.97	8,000.00	1,068.97
6514 · Credit Card Fees	38,682.69	48,000.00	-9,317.31
6515 · Newsletter	6,649.50	12,000.00	-5,350.50
6516 · Office Equipment	4,305.78	10,000.00	-5,694.22
6520 · Misc. Office Admin.	3,390.73	6,000.00	-2,609.27
Total 6500 · * Office Administrative Expense	<u>81,446.68</u>	<u>97,500.00</u>	<u>-16,053.32</u>

P.O.A.T.R.I./Terlingua Ranch
P&L Actual vs Budget
January through December 2023

	<u>Jan - Dec 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6550 · * Other Administrative Expense			
6551 · Mileage Reimbursement	2,448.54	4,000.00	-1,551.46
6552 · Licenses and Permits	5,893.01	5,800.00	93.01
6553 · Dues & Memberships	360.22	500.00	-139.78
6559 · Booking Fees	22,412.49	21,000.00	1,412.49
Total 6550 · * Other Administrative Expense	<u>31,114.26</u>	<u>31,300.00</u>	<u>-185.74</u>
6560 · Property Tax	25,066.51	29,000.00	-3,933.49
6575 · Software Maintenance & Upgrades	14,826.30	12,000.00	2,826.30
6600 · * Property Transfer Expense			
6610 · Filing Fees	241.00	0.00	241.00
Total 6600 · * Property Transfer Expense	<u>241.00</u>	<u>0.00</u>	<u>0.00</u>
6700 · * Advertising & Promotion			
6715 · Bands & Entertainment	4,930.56	5,000.00	-69.44
6720 · Advertising	5,247.01	4,000.00	1,247.01
Total 6700 · * Advertising & Promotion	<u>10,177.57</u>	<u>9,000.00</u>	<u>1,177.57</u>
6900 · * Miscellaneous Expense			
6910 · Cash Over/Short	104.00	200.00	-96.00
6915 · Miscellaneous Expense	7,135.67	4,000.00	3,135.67
6925 · Reconciliation Discrepancies	-2,367.58	0.00	-2,367.58
Total 6900 · * Miscellaneous Expense	<u>4,872.09</u>	<u>4,200.00</u>	<u>672.09</u>
6935 · Bank Service Charges	317.70	0.00	317.70
Total Expense	<u>1,549,007.65</u>	<u>1,701,898.00</u>	<u>-152,890.35</u>
Net Ordinary Income	<u>443,897.70</u>	<u>16,815.00</u>	<u>427,082.70</u>
Net Income	<u><u>443,897.70</u></u>	<u><u>16,815.00</u></u>	<u><u>427,082.70</u></u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

SUPPLEMENTAL CLASSES

	<u>Cabins</u>	<u>General Lodge</u>	<u>Ice</u>	<u>Laundry</u>	<u>Pool</u>	<u>Café</u>	<u>Retail</u>	<u>RV & Camping</u>	<u>Water Sales</u>	<u>Total SUPPLEMENTAL</u>
Ordinary Income/Expense										
Income										
4001 · Assessment Related Revenue										
4005 · *Association Assessments										
4009 · Special Assessments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4015 · Volunteer Assessments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4018 · Assessment Rev-2019 & Prior	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4030 · Assessment Interest, Late Fee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4039 · 2019 Assessment Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4040 · 2020 Assessment Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4041 · 2021 Assessment Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4042 · 2022 Assessment Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4043 · 2023 Assessment Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4005 · *Association Assessments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4001 · Assessment Related Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4099 · Supplemental Revenue										
4200 · *Cabin Income										
4210 · Cabin Room Rental Income	593,266.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	593,266.12
Total 4200 · *Cabin Income	593,266.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	593,266.12
4250 · RV/Campground Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41,216.28	0.00	41,216.28
4300 · * Cafe Income										
4310 · Food Sales	0.00	0.00	0.00	0.00	0.00	287,564.68	0.00	0.00	0.00	287,564.68
4311 · Alcohol Sales	0.00	0.00	0.00	0.00	0.00	32,295.68	0.00	0.00	0.00	32,295.68
4317 · Cafe Comps	0.00	0.00	0.00	0.00	0.00	-818.55	0.00	0.00	0.00	-818.55
Total 4300 · * Cafe Income	0.00	0.00	0.00	0.00	0.00	319,041.81	0.00	0.00	0.00	319,041.81
4400 · Retail Sales	0.00	0.00	0.00	0.00	0.00	0.00	43,776.12	0.00	0.00	43,776.12
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
4515 · Pool Fees	0.00	0.00	0.00	0.00	6,457.00	0.00	0.00	0.00	0.00	6,457.00
4520 · Laundromat Revenue	0.00	0.00	0.00	8,129.75	0.00	0.00	0.00	0.00	0.00	8,129.75
4525 · Ice Revenue	0.00	0.00	7,065.00	0.00	0.00	0.00	0.00	0.00	0.00	7,065.00
Total 4500 · * Other Lodge Income	0.00	0.00	7,065.00	8,129.75	6,457.00	0.00	0.00	0.00	0.00	21,651.75
Total 4099 · Supplemental Revenue	593,266.12	0.00	7,065.00	8,129.75	6,457.00	319,041.81	43,776.12	41,216.28	0.00	1,018,952.08

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	Total SUPPLEMENTAL
4600 · * Miscellaneous Income										
4526 · Timely Filed Discount	802.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	802.57
4610 · Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4612 · Paypal Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4613 · Property Owner Water Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4620 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	38.00	0.00	0.00	0.00	38.00
Total 4600 · * Miscellaneous Income	802.57	0.00	0.00	0.00	0.00	38.00	0.00	0.00	0.00	840.57
Total Income	594,068.69	0.00	7,065.00	8,129.75	6,457.00	319,079.81	43,776.12	41,216.28	0.00	1,019,792.65
Cost of Goods Sold										
5000 · * Cost of Goods Sold										
5100 · * COGS - Restaurant										
5110 · COGS - Food	0.00	0.00	0.00	0.00	0.00	78,713.63	0.00	0.00	0.00	78,713.63
5115 · COGS - Alcohol	0.00	0.00	0.00	0.00	0.00	10,347.58	0.00	0.00	0.00	10,347.58
Total 5100 · * COGS - Restaurant	0.00	0.00	0.00	0.00	0.00	89,061.21	0.00	0.00	0.00	89,061.21
5210 · COGS - Retail	0.00	0.00	0.00	0.00	0.00	0.00	21,668.62	0.00	0.00	21,668.62
5220 · COGS - Ice	0.00	0.00	4,234.50	0.00	0.00	0.00	0.00	0.00	0.00	4,234.50
Total 5000 · * Cost of Goods Sold	0.00	0.00	4,234.50	0.00	0.00	89,061.21	21,668.62	0.00	0.00	114,964.33
Total COGS	0.00	0.00	4,234.50	0.00	0.00	89,061.21	21,668.62	0.00	0.00	114,964.33
Gross Profit	594,068.69	0.00	2,830.50	8,129.75	6,457.00	230,018.60	22,107.50	41,216.28	0.00	904,828.32
Expense										
6000 · * Payroll Expenses										
6010 · Salaries and Wages	61,149.13	231,453.24	0.00	0.00	0.00	226,381.50	0.00	0.00	0.00	518,983.87
6025 · Employer Payroll Tax	6,285.74	21,536.80	0.00	0.00	0.00	20,318.00	0.00	0.00	0.00	48,140.54
Total 6000 · * Payroll Expenses	67,434.87	252,990.04	0.00	0.00	0.00	246,699.50	0.00	0.00	0.00	567,124.41
6040 · Employee Housing Expense										
6041 · Employee Housing - Electric	0.00	4.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.00
Total 6040 · Employee Housing Expense	0.00	4.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.00
6050 · * Employee Benefits										
6053 · Employee Insurances	1,329.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,329.72
Total 6050 · * Employee Benefits	1,329.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,329.72
6100 · * Utilities										
6110 · Electric	0.00	33,255.77	0.00	0.00	0.00	0.00	0.00	1,523.14	0.00	34,778.91
6111 · Propane	0.00	351.41	0.00	2,856.10	0.00	4,595.82	0.00	0.00	0.00	7,803.33
6112 · Telephone	0.00	6,968.41	0.00	0.00	0.00	745.80	0.00	0.00	0.00	7,714.21
6113 · Garbage & Trash	0.00	22,920.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22,920.10

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	Total SUPPLEMENTAL
6114 · Water System	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6100 · * Utilities	0.00	63,495.69	0.00	2,856.10	0.00	5,341.62	0.00	1,523.14	0.00	73,216.55
6130 · * Insurance										
6131 · Workers Comp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6132 · Property Insurance	0.00	11,093.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,093.75
6133 · General Liability	0.00	16,808.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,808.73
6134 · Directors E&O	0.00	20,382.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,382.00
6135 · Commercial Vehicle	0.00	5,929.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,929.86
6136 · Heavy Equipment	0.00	2,636.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,636.64
6140 · Airstrip	0.00	2,391.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,391.39
6141 · Additional Insurance	0.00	4,493.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,493.89
Total 6130 · * Insurance	0.00	63,736.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	63,736.26
6150 · * Professional Fees										
6151 · Accounting	0.00	13,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,800.00
6152 · Legal Fees										
6152a · Legel Fees - General	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6152 · Legal Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6153 · Other Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6150 · * Professional Fees	0.00	13,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,800.00
6200 · * Heavy Equipment Expense										
6201 · Heavy Equipment Repair	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6202 · Off Road Diesel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6203 · Road Expense Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6204 · Contract Road Work	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6200 · * Heavy Equipment Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6300 · * Vehicle Expense										
6301 · Gasoline	0.00	606.24	0.00	0.00	0.00	677.63	0.00	0.00	0.00	1,283.87
6302 · Diesel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6303 · Vehicle Repair	0.00	3,949.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,949.11
6304 · Vehicle Miscellaneous	0.00	370.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	370.07
Total 6300 · * Vehicle Expense	0.00	4,925.42	0.00	0.00	0.00	677.63	0.00	0.00	0.00	5,603.05

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	Total SUPPLEMENTAL
6400 · * Supplies & Equipment										
6405 · Cabin Accessories	8,799.95	84.11	0.00	0.00	26.73	0.00	0.00	0.00	0.00	8,910.79
6410 · Housekeeping Supplies	10,035.15	93.66	0.00	75.76	0.00	0.00	0.00	38.50	0.00	10,243.07
6415 · Maintenance Supplies	887.29	11,706.64	0.00	764.35	6,510.82	1,137.47	0.00	0.00	0.00	21,006.57
6420 · Small tools & equipment	781.45	13,326.05	0.00	21.64	157.72	4,799.31	0.00	0.00	0.00	19,086.17
6425 · Restaurant Supplies	0.00	16.44	0.00	0.00	0.00	6,260.78	0.00	0.00	0.00	6,277.22
6426 · Smallwares	3.25	0.00	0.00	0.00	0.00	644.43	0.00	0.00	0.00	647.68
Total 6400 · * Supplies & Equipment	20,507.09	25,226.90	0.00	861.75	6,695.27	12,841.99	0.00	38.50	0.00	66,171.50
6450 · * Repairs & Maintenance										
6451 · Bldg/Structure Repairs & Maint	10,174.79	16,930.69	0.00	0.00	826.18	758.78	0.00	0.00	0.00	28,690.44
6452 · Equipment Repairs	0.00	0.00	0.00	0.00	0.00	138.64	0.00	0.00	0.00	138.64
Total 6450 · * Repairs & Maintenance	10,174.79	16,930.69	0.00	0.00	826.18	897.42	0.00	0.00	0.00	28,829.08
6500 · * Office Administrative Expense										
6510 · Office Supplies	10.77	1,218.62	0.00	0.00	0.00	72.51	396.18	0.00	0.00	1,698.08
6511 · Printing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6512 · Postage & Shipping	14.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14.06
6513 · Communications	0.00	543.36	0.00	0.00	0.00	0.00	0.00	0.00	0.00	543.36
6514 · Credit Card Fees	0.00	31,300.43	0.00	0.00	0.00	76.45	0.00	0.00	0.00	31,376.88
6515 · Newsletter	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6516 · Office Equipment	0.00	0.00	0.00	0.00	0.00	379.94	0.00	0.00	0.00	379.94
6520 · Misc. Office Admin.	0.00	1,984.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,984.12
Total 6500 · * Office Administrative Expense	24.83	35,046.53	0.00	0.00	0.00	528.90	396.18	0.00	0.00	35,996.44
6550 · * Other Administrative Expense										
6551 · Mileage Reimbursement	215.22	745.80	0.00	0.00	0.00	336.09	0.00	0.00	0.00	1,297.11
6552 · Licenses and Permits	0.00	2,140.16	0.00	0.00	0.00	3,278.57	0.00	0.00	0.00	5,418.73
6553 · Dues & Memberships	0.00	213.72	0.00	0.00	0.00	50.00	0.00	0.00	0.00	263.72
6559 · Booking Fees	22,412.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22,412.49
Total 6550 · * Other Administrative Expense	22,627.71	3,099.68	0.00	0.00	0.00	3,664.66	0.00	0.00	0.00	29,392.05
6560 · Property Tax	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6575 · Software Maintenance & Upgrades	0.00	0.00	0.00	0.00	0.00	300.00	300.00	0.00	0.00	600.00
6600 · * Property Transfer Expense										
6610 · Filing Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6600 · * Property Transfer Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	Cabins	General Lodge	Ice	Laundry	Pool	Café	Retail	RV & Camping	Water Sales	Total SUPPLEMENTAL
6700 · * Advertising & Promotion										
6715 · Bands & Entertainment	0.00	3,500.00	0.00	0.00	0.00	69.22	0.00	0.00	0.00	3,569.22
6720 · Advertising	0.00	1,453.00	0.00	0.00	0.00	395.00	0.00	0.00	0.00	1,848.00
Total 6700 · * Advertising & Promotion	0.00	4,953.00	0.00	0.00	0.00	464.22	0.00	0.00	0.00	5,417.22
6900 · * Miscellaneous Expense										
6910 · Cash Over/Short	0.00	0.00	0.00	0.00	0.00	4.00	100.00	0.00	0.00	104.00
6915 · Miscellaneous Expense	941.97	453.16	0.00	0.00	0.00	190.46	188.90	0.00	0.00	1,774.49
6925 · Reconciliation Discrepancies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6900 · * Miscellaneous Expense	941.97	453.16	0.00	0.00	0.00	194.46	288.90	0.00	0.00	1,878.49
6935 · Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	123,040.98	484,661.37	0.00	3,717.85	7,521.45	271,610.40	985.08	1,561.64	0.00	893,098.77
Net Ordinary Income	471,027.71	-484,661.37	2,830.50	4,411.90	-1,064.45	-41,591.80	21,122.42	39,654.64	0.00	11,729.55
Net Income	<u>471,027.71</u>	<u>-484,661.37</u>	<u>2,830.50</u>	<u>4,411.90</u>	<u>-1,064.45</u>	<u>-41,591.80</u>	<u>21,122.42</u>	<u>39,654.64</u>	<u>0.00</u>	<u>11,729.55</u>

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

NON-SUPPLEMENTAL CLASSES

	General & Administration	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
Ordinary Income/Expense					
Income					
4001 · Assessment Related Revenue					
4005 · *Association Assessments					
4009 · Special Assessments	5,758.06	0.00	0.00	5,758.06	5,758.06
4015 · Volunteer Assessments	14,878.41	0.00	0.00	14,878.41	14,878.41
4018 · Assessment Rev-2019 & Prior	193,455.81	0.00	0.00	193,455.81	193,455.81
4030 · Assessment Interest, Late Fee	34,957.70	0.00	0.00	34,957.70	34,957.70
4039 · 2019 Assessment Revenue	32,798.87	0.00	0.00	32,798.87	32,798.87
4040 · 2020 Assessment Revenue	42,631.82	0.00	0.00	42,631.82	42,631.82
4041 · 2021 Assessment Revenue	56,993.62	0.00	0.00	56,993.62	56,993.62
4042 · 2022 Assessment Revenue	112,580.81	0.00	0.00	112,580.81	112,580.81
4043 · 2023 Assessment Revenue	567,886.48	0.00	0.00	567,886.48	567,886.48
Total 4005 · *Association Assessments	1,061,941.58	0.00	0.00	1,061,941.58	1,061,941.58
Total 4001 · Assessment Related Revenue	1,061,941.58	0.00	0.00	1,061,941.58	1,061,941.58
4099 · Supplemental Revenue					
4200 · *Cabin Income					
4210 · Cabin Room Rental Income	0.00	0.00	0.00	0.00	593,266.12
Total 4200 · *Cabin Income	0.00	0.00	0.00	0.00	593,266.12
4250 · RV/Campground Income	0.00	0.00	0.00	0.00	41,216.28
4300 · * Cafe Income					0.00
4310 · Food Sales	0.00	0.00	0.00	0.00	287,564.68
4311 · Alcohol Sales	0.00	0.00	0.00	0.00	32,295.68
4317 · Cafe Comps	0.00	0.00	0.00	0.00	-818.55
Total 4300 · * Cafe Income	0.00	0.00	0.00	0.00	319,041.81
4400 · Retail Sales	0.00	0.00	0.00	0.00	43,776.12
4500 · * Other Lodge Income					
4510 · Water Sales	0.00	0.00	0.00	0.00	0.00
4515 · Pool Fees	0.00	0.00	0.00	0.00	6,457.00
4520 · Laundromat Revenue	0.00	0.00	0.00	0.00	8,129.75
4525 · Ice Revenue	0.00	0.00	0.00	0.00	7,065.00
Total 4500 · * Other Lodge Income	0.00	0.00	0.00	0.00	21,651.75
Total 4099 · Supplemental Revenue	0.00	0.00	0.00	0.00	1,018,952.08

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	General & Administration	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
4600 · * Miscellaneous Income					
4526 · Timely Filed Discount	124.88	0.00	0.00	124.88	927.45
4610 · Interest Income	3,168.49	0.00	0.00	3,168.49	3,168.49
4612 · Paypal Fees	238.28	0.00	0.00	238.28	238.28
4613 · Property Owner Water Sales	0.00	0.00	22,603.80	22,603.80	22,603.80
4620 · Miscellaneous Income	0.00	0.00	0.00	0.00	38.00
Total 4600 · * Miscellaneous Income	3,531.65	0.00	22,603.80	26,135.45	26,976.02
Total Income	1,065,473.23	0.00	22,603.80	1,088,077.03	2,107,869.68
Cost of Goods Sold					
5000 · * Cost of Goods Sold					
5100 · * COGS - Restaurant					
5110 · COGS - Food	0.00	0.00	0.00	0.00	78,713.63
5115 · COGS - Alcohol	0.00	0.00	0.00	0.00	10,347.58
Total 5100 · * COGS - Restaurant	0.00	0.00	0.00	0.00	89,061.21
5210 · COGS - Retail	0.00	0.00	0.00	0.00	21,668.62
5220 · COGS - Ice	0.00	0.00	0.00	0.00	4,234.50
Total 5000 · * Cost of Goods Sold	0.00	0.00	0.00	0.00	114,964.33
Total COGS	0.00	0.00	0.00	0.00	114,964.33
Gross Profit	1,065,473.23	0.00	22,603.80	1,088,077.03	1,992,905.35
Expense					
6000 · * Payroll Expenses					
6010 · Salaries and Wages	230,349.41	80,283.63	0.00	310,633.04	829,616.91
6025 · Employer Payroll Tax	14,388.20	6,811.48	0.00	21,199.68	69,340.22
Total 6000 · * Payroll Expenses	244,737.61	87,095.11	0.00	331,832.72	898,957.13
6040 · Employee Housing Expense					
6041 · Employee Housing - Electric	2,317.85	0.00	0.00	2,317.85	2,321.85
Total 6040 · Employee Housing Expense	2,317.85	0.00	0.00	2,317.85	2,321.85
6050 · * Employee Benefits					
6053 · Employee Insurances	6,237.60	0.00	0.00	6,237.60	7,567.32
Total 6050 · * Employee Benefits	6,237.60	0.00	0.00	6,237.60	7,567.32
6100 · * Utilities					
6110 · Electric	138.43	932.94	342.18	1,413.55	36,192.46
6111 · Propane	31.25	0.00	0.00	31.25	7,834.58
6112 · Telephone	4,336.01	73.18	0.00	4,409.19	12,123.40
6113 · Garbage & Trash	0.00	0.00	0.00	0.00	22,920.10

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	General & Administration	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
6114 · Water System	0.00	0.00	1,942.16	1,942.16	1,942.16
Total 6100 · * Utilities	4,505.69	1,006.12	2,284.34	7,796.15	81,012.70
6130 · * Insurance					
6131 · Workers Comp	5,182.86	0.00	0.00	5,182.86	5,182.86
6132 · Property Insurance	7,395.83	0.00	0.00	7,395.83	18,489.58
6133 · General Liability	11,205.84	0.00	0.00	11,205.84	28,014.57
6134 · Directors E&O	13,588.00	0.00	0.00	13,588.00	33,970.00
6135 · Commercial Vehicle	8,354.64	0.00	0.00	8,354.64	14,284.50
6136 · Heavy Equipment	1,757.77	0.00	0.00	1,757.77	4,394.41
6140 · Airstrip	1,594.28	0.00	0.00	1,594.28	3,985.67
6141 · Additional Insurance	2,995.94	0.00	0.00	2,995.94	7,489.83
Total 6130 · * Insurance	52,075.16	0.00	0.00	52,075.16	115,811.42
6150 · * Professional Fees					
6151 · Accounting	13,026.00	0.00	0.00	13,026.00	26,826.00
6152 · Legal Fees					
6152a · Legal Fees - General	49,482.30	0.00	0.00	49,482.30	49,482.30
Total 6152 · Legal Fees	49,482.30	0.00	0.00	49,482.30	49,482.30
6153 · Other Professional Fees	1,800.00	0.00	8,160.00	9,960.00	9,960.00
Total 6150 · * Professional Fees	64,308.30	0.00	8,160.00	72,468.30	86,268.30
6200 · * Heavy Equipment Expense					
6201 · Heavy Equipment Repair	0.00	18,848.57	0.00	18,848.57	18,848.57
6202 · Off Road Diesel	0.00	12,014.83	0.00	12,014.83	12,014.83
6203 · Road Expense Miscellaneous	0.00	1,511.36	0.00	1,511.36	1,511.36
6204 · Contract Road Work	0.00	2,340.00	0.00	2,340.00	2,340.00
Total 6200 · * Heavy Equipment Expense	0.00	34,714.76	0.00	34,714.76	34,714.76
6300 · * Vehicle Expense					
6301 · Gasoline	187.92	12,244.89	0.00	12,432.81	13,716.68
6302 · Diesel	0.00	8,455.35	0.00	8,455.35	8,455.35
6303 · Vehicle Repair	923.52	10,589.70	0.00	11,513.22	15,462.33
6304 · Vehicle Miscellaneous	5,100.71	665.65	0.00	5,766.36	6,136.43
Total 6300 · * Vehicle Expense	6,212.15	31,955.59	0.00	38,167.74	43,770.79

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	General & Administration	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
6400 · * Supplies & Equipment					
6405 · Cabin Accessories	0.00	0.00	0.00	0.00	8,910.79
6410 · Housekeeping Supplies	0.00	0.00	0.00	0.00	10,243.07
6415 · Maintenance Supplies	2,194.83	800.91	2,315.89	5,311.63	26,318.20
6420 · Small tools & equipment	857.76	35.76	1,653.43	2,546.95	21,633.12
6425 · Restaurant Supplies	0.00	0.00	0.00	0.00	6,277.22
6426 · Smallwares	0.00	0.00	0.00	0.00	647.68
Total 6400 · * Supplies & Equipment	3,052.59	836.67	3,969.32	7,858.58	74,030.08
6450 · * Repairs & Maintenance					
6451 · Bldg/Structure Repairs & Maint	5,515.92	0.00	2,146.19	7,662.11	36,352.55
6452 · Equipment Repairs	0.00	0.00	0.00	0.00	138.64
Total 6450 · * Repairs & Maintenance	5,515.92	0.00	2,146.19	7,662.11	36,491.19
6500 · * Office Administrative Expense					
6510 · Office Supplies	6,104.11	0.00	31.16	6,135.27	7,833.35
6511 · Printing	2,843.63	0.00	0.00	2,843.63	2,843.63
6512 · Postage & Shipping	8,657.97	0.00	0.00	8,657.97	8,672.03
6513 · Communications	8,474.57	51.04	0.00	8,525.61	9,068.97
6514 · Credit Card Fees	7,305.81	0.00	0.00	7,305.81	38,682.69
6515 · Newsletter	6,649.50	0.00	0.00	6,649.50	6,649.50
6516 · Office Equipment	3,925.84	0.00	0.00	3,925.84	4,305.78
6520 · Misc. Office Admin.	1,406.61	0.00	0.00	1,406.61	3,390.73
Total 6500 · * Office Administrative Expense	45,368.04	51.04	31.16	45,450.24	81,446.68
6550 · * Other Administrative Expense					
6551 · Mileage Reimbursement	1,151.43	0.00	0.00	1,151.43	2,448.54
6552 · Licenses and Permits	20.28	354.00	100.00	474.28	5,893.01
6553 · Dues & Memberships	96.50	0.00	0.00	96.50	360.22
6559 · Booking Fees	0.00	0.00	0.00	0.00	22,412.49
Total 6550 · * Other Administrative Expense	1,268.21	354.00	100.00	1,722.21	31,114.26
6560 · Property Tax	25,066.51	0.00	0.00	25,066.51	25,066.51
6575 · Software Maintenance & Upgrades	14,226.30	0.00	0.00	14,226.30	14,826.30
6600 · * Property Transfer Expense					
6610 · Filing Fees	241.00	0.00	0.00	241.00	241.00
Total 6600 · * Property Transfer Expense	241.00	0.00	0.00	241.00	241.00

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss by Class
January through December 2023

	General & Administration	Road Maintenance	Water System	TOTAL NON- SUPPLEMENTAL	TOTAL ALL CLASSES
6700 · * Advertising & Promotion					
6715 · Bands & Entertainment	1,361.34	0.00	0.00	1,361.34	4,930.56
6720 · Advertising	3,399.01	0.00	0.00	3,399.01	5,247.01
Total 6700 · * Advertising & Promotion	4,760.35	0.00	0.00	4,760.35	10,177.57
6900 · * Miscellaneous Expense					
6910 · Cash Over/Short	0.00	0.00	0.00	0.00	104.00
6915 · Miscellaneous Expense	4,084.45	1,276.73	0.00	5,361.18	7,135.67
6925 · Reconciliation Discrepancies	-2,367.58	0.00	0.00	-2,367.58	-2,367.58
Total 6900 · * Miscellaneous Expense	1,716.87	1,276.73	0.00	2,993.60	4,872.09
6935 · Bank Service Charges	297.70	0.00	20.00	317.70	317.70
Total Expense	481,907.85	157,290.02	16,711.01	655,908.88	1,549,007.65
Net Ordinary Income	583,565.38	-157,290.02	5,892.79	432,168.15	443,897.70
Net Income	583,565.38	-157,290.02	5,892.79	432,168.15	443,897.70