

P.O.A.T.R.I./Terlingua Ranch
Profit & Loss Actual VS Budget
 January through September 2010

	<u>Jan - Sep 2010</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense			
Income			
4000 - * Association Assessments			
4010 - Current Year Assessments	503,184	280,260	373,680
4011 - NRC Income	0	3,750	5,000
4012 - BVC Income	0	7,500	10,000
4015 - Volunteer Assessments	1,817	1,876	2,500
4018 - Prior Year Regular Assessments	0	18,750	25,000
4020 - Property Auctions & Tax Sales	1,233	37,500	50,000
4030 - Assessment Interest	64,540		
Total 4000 - * Association Assessments	<u>570,774</u>	<u>349,636</u>	<u>466,180</u>
4099 - Supplemental Revenue			
4200 - * Motel Income			
4210 - Room Rental Income	13,391		
Total 4200 - * Motel Income	<u>13,391</u>		
4250 - RV/Campground Income	788		
4400 - Retail Sales	2,501		
4500 - * Other Resort Income			
4510 - Water Sales	3,501	4,500	6,000
4515 - Resort Fees	1,920		
4520 - Laundromat Sales	1,597	377	500
4525 - Ice	464		
4526 - Timely Filed Discount	3		
Total 4500 - * Other Resort Income	<u>7,485</u>	<u>4,877</u>	<u>6,500</u>
4600 - * Miscellaneous Income			
4610 - Interest Income	566		
4615 - Donations	804		
4620 - Miscellaneous Income	134		
Total 4600 - * Miscellaneous Income	<u>1,504</u>		
Total 4099 - Supplemental Revenue	<u>25,669</u>	<u>4,877</u>	<u>6,500</u>
Total Income	596,443	354,513	472,680
Cost of Goods Sold			
5000 - * Cost of Goods Sold			
5200 - COGS - Retail			
5210 - Retail	331	150	200
5220 - Ice	384		
Total 5200 - COGS - Retail	<u>715</u>	<u>150</u>	<u>200</u>
Total 5000 - * Cost of Goods Sold	<u>715</u>	<u>150</u>	<u>200</u>
Total COGS	<u>715</u>	<u>150</u>	<u>200</u>
Gross Profit	595,728	354,363	472,480

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Expense			
6000 - * Payroll Expenses			
6010 - Payroll Expense	82,650	95,076	126,768
6020 - Casual Labor	0	5,850	7,800
6025 - Employer Payroll Tax	10,619	10,093	13,457
Total 6000 - * Payroll Expenses	<u>93,269</u>	<u>111,019</u>	<u>148,025</u>
6100 - * Utilities			
6110 - Electric	8,767	6,375	8,500
6111 - Propane	883		
6112 - Telephone	3,272	3,075	4,100
6113 - Garbage & Trash	1,662	1,500	2,000
6114 - Water System	162	1,500	2,000
Total 6100 - * Utilities	<u>14,746</u>	<u>12,450</u>	<u>16,600</u>
6130 - * Insurance			
6131 - Workers Comp	1,678	1,313	1,750
6132 - Property Insurance	5,148	4,350	5,800
6133 - General Liability	4,237	5,100	6,800
6134 - Directors E&O	3,053	3,750	5,000
6135 - Commercial Vehicle	2,820	4,500	6,000
6136 - Heavy Equipment	1,888	3,750	5,000
6137 - Surety Bonds	239	375	500
Total 6130 - * Insurance	<u>19,063</u>	<u>23,138</u>	<u>30,850</u>
6150 - * Professional Fees			
6151 - Accounting	9,000	10,500	12,000
6152 - Legal Fees	12,119	30,000	40,000
6153 - Other Professional Fees	1,396	2,325	3,100
Total 6150 - * Professional Fees	<u>22,515</u>	<u>42,825</u>	<u>55,100</u>
6155 - Lawsuit Expenses			
6154 - Lawsuit Expenses Current Year	4,880	30,375	40,500
6159 - Braun Lawsuit Expenses			
6159c - Braun Current Year	26,028	13,125	17,500
Total 6159 - Braun Lawsuit Expenses	<u>26,028</u>	<u>13,125</u>	<u>17,500</u>
Total 6155 - Lawsuit Expenses	<u>30,908</u>	<u>43,500</u>	<u>58,000</u>
6200 - * Heavy Equipment Expense			
6201 - Heavy Equipment Repair	4,219	11,250	15,000
6202 - Off Road Diesel	5,739	6,750	9,000
6203 - Road Expense Miscellaneous	640	1,125	1,500
6204 - Contract Road Work	948	11,250	15,000
Total 6200 - * Heavy Equipment Expense	<u>11,546</u>	<u>30,375</u>	<u>40,500</u>
6300 - * Vehicle Expense			
6301 - Gasoline	6,479	6,525	8,700
6302 - Diesel	756	1,050	1,400
6303 - Vehicle Repair	4,736	4,500	6,000
6304 - Vehicle Miscellaneous	687	187	250
Total 6300 - * Vehicle Expense	<u>12,658</u>	<u>12,262</u>	<u>16,350</u>

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6400 - * Supplies & Equipment			
6410 - Expendable Supplies	3,744	1,313	1,750
6415 - Reusable Supplies	69	487	650
6420 - Equipment	1,155		
Total 6400 - * Supplies & Equipment	<u>4,968</u>	<u>1,800</u>	<u>2,400</u>
6450 - * Repairs & Maintenance			
6451 - Bldg/Structure Repairs & Maint	18,853	4,125	5,500
6452 - Equipment Repairs	611	1,650	2,200
6453 - Housekeeping	1,650		
Total 6450 - * Repairs & Maintenance	<u>21,114</u>	<u>5,775</u>	<u>7,700</u>
6500 - * Office Administrative Expense			
6510 - Office Supplies	2,062	2,250	3,000
6511 - Printing	4,049	1,500	2,000
6512 - Postage & Shipping	1,251	1,875	2,500
6513 - Communications	500	10,425	13,900
6514 - Credit Card Fees	1,164	600	800
6515 - Newsletter	0	2,850	3,800
6516 - Office Equipment	1,343	3,375	4,500
6520 - Misc. Office Admin.	1,523	375	500
Total 6500 - * Office Administrative Expense	<u>11,892</u>	<u>23,250</u>	<u>31,000</u>
6550 - * Other Administrative Expense			
6552 - Licenses and Permits	1,094	1,125	1,500
6553 - Dues & Memberships	229	375	500
6560 - Property Tax	2,491	7,050	9,400
6550 - * Other Administrative Expense - Other	0	150	200
Total 6550 - * Other Administrative Expense	<u>3,814</u>	<u>8,700</u>	<u>11,600</u>
6575 - Software Maintenance & Upgrades	0	6,750	9,000
6555 - Loan Interest	707	2,625	3,500
6600 - * Collections Expense			
6611 - Foreclosure Expense	1,588	375	500
6612 - Miscellaneous Collections Expen	2,085	7,500	10,000
Total 6600 - * Collections Expense	<u>3,673</u>	<u>7,875</u>	<u>10,500</u>
6900 - * Miscellaneous Expense			
6910 - Cash Over/Short	(10)		
6915 - Miscellaneous Expense	0	2,625	3,500
Total 6900 - * Miscellaneous Expense	<u>(10)</u>	<u>2,625</u>	<u>3,500</u>
Total Expense	<u>250,863</u>	<u>334,969</u>	<u>444,625</u>
Net Ordinary Income	344,865	19,394	27,855
Other Income/Expense			
Other Income			
7000 - Other Income	2,475		
Total Other Income	<u>2,475</u>		
Net Other Income	<u>2,475</u>		
Net Income	<u><u>347,340</u></u>	<u><u>19,394</u></u>	<u><u>27,855</u></u>