

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss Actual VS Budget**  
January 1, 2010 through March 31, 2010

	<u>Jan - Mar 10</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 - *Association Assessments</b>				Notes
4010 - Current Year Assessments	167,728 A	93,420 B	373,680	A: 3/12 of assess. billed
4011 - NRC Income	0	1,250	5,000	B: 3/12 of budgeted collections
4012 - BVC Income	0	2,500	10,000	
4015 - Volunteer Assessments	1,083	628	2,500	
4018 - Prior Year Regular Assessments	0	6,250	25,000	
4020 - Property Auctions & Tax Sales	0	12,500	50,000	
4030 - Assessment Interest	18,929			
<b>Total 4000 - *Association Assessments</b>	<u>187,740</u>	<u>116,548</u>	<u>466,180</u>	
4400 - Retail Sales	279			
<b>4500 - * Other Resort Income</b>				
4510 - Water Sales	904	1,500	6,000	
4520 - Miscellaneous Sales	59	127	500	
<b>Total 4500 - * Other Resort Income</b>	<u>963</u>	<u>1,627</u>	<u>6,500</u>	
<b>4600 - * Miscellaneous Income</b>				
4610 - Interest Income	134			
<b>Total 4600 - * Miscellaneous Income</b>	<u>134</u>			
<b>Total Income</b>	189,116	118,175	472,680	
<b>Cost of Goods Sold</b>				
<b>5000 - * Cost of Goods Sold</b>				
5200 - COGS - Retail	40			
5000 - * Cost of Goods Sold - Other	0	50	200	
<b>Total 5000 - * Cost of Goods Sold</b>	<u>40</u>	<u>50</u>	<u>200</u>	
<b>Total COGS</b>	<u>40</u>	<u>50</u>	<u>200</u>	
<b>Gross Profit</b>	189,076	118,125	472,480	
<b>Expense</b>				
<b>6000 - * Payroll Expenses</b>				
6010 - Payroll Expense	24,228	31,692	126,768	
6020 - Casual Labor	0	1,950	7,800	
6025 - Employer Payroll Tax	3,382	3,365	13,457	
6000 - * Payroll Expenses - Other	11			
<b>Total 6000 - * Payroll Expenses</b>	<u>27,621</u>	<u>37,007</u>	<u>148,025</u>	
<b>6100 - * Utilities</b>				
6110 - Electric	3,132	2,125	8,500	
6111 - Propane	48			
6112 - Telephone	869	1,025	4,100	
6113 - Garbage & Trash	494	500	2,000	
6114 - Water System	56	500	2,000	
<b>Total 6100 - * Utilities</b>	<u>4,599</u>	<u>4,150</u>	<u>16,600</u>	

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<b>6130 - * Insurance</b>			
6131 - Workers Comp	1,482	438	1,750
6132 - Property Insurance	1,202	1,450	5,800
6133 - General Liability	862	1,700	6,800
6134 - Directors E&O	2,511	1,250	5,000
6135 - Commercial Vehicle	1,217	1,500	6,000
6136 - Heavy Equipment	839	1,250	5,000
6137 - Surety Bonds	80	125	500
<b>Total 6130 - * Insurance</b>	<u>8,193</u>	<u>7,713</u>	<u>30,850</u>
<b>6150 - * Professional Fees</b>			
6151 - Accounting	6,000	4,500	12,000
6152 - Legal Fees	9,201	10,000	40,000
6153 - Other Professional Fees	1,083	775	3,100
<b>Total 6150 - * Professional Fees</b>	<u>16,284</u>	<u>15,275</u>	<u>55,100</u>
<b>6155 - Lawsuit Expenses</b>			
6154 - Lawsuit Expenses Current Year	1,414	10,125	40,500
6159 - Braun Lawsuit Expenses			
6159c - Braun 2009	11,256		
6159 - Braun Lawsuit Expenses - Other	0	4,375	17,500
<b>Total 6159 - Braun Lawsuit Expenses</b>	<u>11,256</u>	<u>4,375</u>	<u>17,500</u>
<b>Total 6155 - Lawsuit Expenses</b>	12,670	14,500	58,000
<b>6200 - * Heavy Equipment Expense</b>			
6201 - Heavy Equipment Repair	3,388	3,750	15,000
6202 - Off Road Diesel	1,356	2,250	9,000
6204 - Contract Road Work	0	3,750	15,000
6203 - Road Expense Miscellaneous	640	375	1,500
<b>Total 6200 - * Heavy Equipment Expense</b>	<u>5,384</u>	<u>10,125</u>	<u>40,500</u>
<b>6300 - * Vehicle Expense</b>			
6301 - Gasoline	1,818	2,175	8,700
6302 - Diesel	383	350	1,400
6303 - Vehicle Repair	867	1,500	6,000
6304 - Vehicle Miscellaneous	356	62	250
<b>Total 6300 - * Vehicle Expense</b>	<u>3,424</u>	<u>4,087</u>	<u>16,350</u>
<b>6400 - * Supplies &amp; Equipment</b>			
6410 - Expendable Supplies	9	438	1,750
6415 - Reusable Supplies	0	162	650
<b>Total 6400 - * Supplies &amp; Equipment</b>	<u>9</u>	<u>600</u>	<u>2,400</u>
<b>6450 - * Repairs &amp; Maintenance</b>			
6451 - Building & Structure Repairs	5,644	1,375	5,500
6452 - Equipment Repairs	496	550	2,200
<b>Total 6450 - * Repairs &amp; Maintenance</b>	<u>6,140</u>	<u>1,925</u>	<u>7,700</u>

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<b>6500 - * Office Administrative Expense</b>			
6510 - Office Supplies	667	750	3,000
6511 - Printing	3,793	500	2,000
6512 - Postage & Shipping	225	625	2,500
6513 - Communications	291	3,475	13,900
6514 - Credit Card Fees	205	200	800
6515 - Newsletter	0	950	3,800
6516 - Office Equipment	0	1,125	4,500
6520 - Misc. Office Admin.	581	125	500
<b>Total 6500 - * Office Administrative Expense</b>	<u>5,762</u>	<u>7,750</u>	<u>31,000</u>
<b>6550 - * Other Administrative Expense</b>			
6552 - Licenses and Permits	449	375	1,500
6553 - Dues & Memberships	229	125	500
6560 - Property Tax	353	2,350	9,400
6550 - * Other Administrative Expense - Other	0	50	200
<b>Total 6550 - * Other Administrative Expense</b>	<u>1,031</u>	<u>2,900</u>	<u>11,600</u>
6575 - Software Maintenance & Upgrades	0	2,250	9,000
6555 - Loan Interest	535	875	3,500
<b>6600 - * Collections Expense</b>			
6611 - Foreclosure Expense	1,070	125	500
6612 - Miscellaneous Collections Expen	717	2,500	10,000
<b>Total 6600 - * Collections Expense</b>	<u>1,787</u>	<u>2,625</u>	<u>10,500</u>
<b>6900 - * Miscellaneous Expense</b>			
6910 - Cash Over/Short	0		
6915 - Miscellaneous Expense	0	875	3,500
<b>Total 6900 - * Miscellaneous Expense</b>	<u>0</u>	<u>875</u>	<u>3,500</u>
<b>Total Expense</b>	<u>93,439</u>	<u>112,657</u>	<u>444,625</u>
<b>Net Ordinary Income</b>	<u>95,637</u>	<u>5,468</u>	<u>27,855</u>
<b>Net Income</b>	<u><u>95,637</u></u>	<u><u>5,468</u></u>	<u><u>27,855</u></u>