

**P.O.A.T.R.I./Terlingua Ranch**  
**Profit & Loss by Class**  
January through March 2010

	<u>Non-Resort</u>	<u>Resort</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4000 · *Association Assessments</b>			
4010 · Current Year Assessments	167,728	0	167,728
4015 · Volunteer Assessments	1,083	0	1,083
4030 · Assessment Interest	18,929	0	18,929
<b>Total 4000 · *Association Assessments</b>	<u>187,740</u>	<u>0</u>	<u>187,740</u>
4400 · Retail Sales	0	279	279
<b>4500 · * Other Resort Income</b>			
4510 · Water Sales	0	904	904
4520 · Miscellaneous Sales	3	56	59
<b>Total 4500 · * Other Resort Income</b>	<u>3</u>	<u>960</u>	<u>963</u>
<b>4600 · * Miscellaneous Income</b>			
4610 · Interest Income	134	0	134
<b>Total 4600 · * Miscellaneous Income</b>	<u>134</u>	<u>0</u>	<u>134</u>
<b>Total Income</b>	<u>187,877</u>	<u>1,239</u>	<u>189,116</u>
<b>Cost of Goods Sold</b>			
<b>5000 · * Cost of Goods Sold</b>			
5200 · COGS - Retail	0	40	40
<b>Total 5000 · * Cost of Goods Sold</b>	<u>0</u>	<u>40</u>	<u>40</u>
<b>Total COGS</b>	<u>0</u>	<u>40</u>	<u>40</u>
<b>Gross Profit</b>	<u>187,877</u>	<u>1,199</u>	<u>189,076</u>
<b>Expense</b>			
<b>6000 · * Payroll Expenses</b>			
6010 · Payroll Expense	20,127	4,101	24,228
6025 · Employer Payroll Tax	2,809	574	3,383
6000 · * Payroll Expenses - Other	11	0	11
<b>Total 6000 · * Payroll Expenses</b>	<u>22,947</u>	<u>4,675</u>	<u>27,622</u>
<b>6100 · * Utilities</b>			
6110 · Electric	471	2,661	3,132
6111 · Propane	60	(12)	48
6112 · Telephone	869	0	869
6113 · Garbage & Trash	494	0	494
6114 · Water System	56	0	56
<b>Total 6100 · * Utilities</b>	<u>1,950</u>	<u>2,649</u>	<u>4,599</u>
<b>6130 · * Insurance</b>			
6131 · Workers Comp	1,215	267	1,482
6132 · Property Insurance	347	854	1,201
6133 · General Liability	246	616	862
6134 · Directors E&O	2,511	0	2,511
6135 · Commercial Vehicle	998	219	1,217
6136 · Heavy Equipment	839	0	839
6137 · Surety Bonds	80	0	80
<b>Total 6130 · * Insurance</b>	<u>6,236</u>	<u>1,956</u>	<u>8,192</u>
<b>6150 · * Professional Fees</b>			
6151 · Accounting	6,000	0	6,000
6152 · Legal Fees	9,201	0	9,201
6153 · Other Professional Fees	1,083	0	1,083
<b>Total 6150 · * Professional Fees</b>	<u>16,284</u>	<u>0</u>	<u>16,284</u>

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	<u>Non-Resort</u>	<u>Resort</u>	<u>TOTAL</u>
<b>6155 · Lawsuit Expenses</b>			
6154 · Lawsuit Expenses Current Year	1,414	0	1,414
6159 · Braun Lawsuit Expenses			
6159c · Braun 2009	11,256	0	11,256
<b>Total 6159 · Braun Lawsuit Expenses</b>	<b>11,256</b>	<b>0</b>	<b>11,256</b>
<b>Total 6155 · Lawsuit Expenses</b>	<b>12,670</b>	<b>0</b>	<b>12,670</b>
<b>6200 · * Heavy Equipment Expense</b>			
6201 · Heavy Equipment Repair	3,388	0	3,388
6202 · Off Road Diesel	1,356	0	1,356
6203 · Road Expense Miscellaneous	640	0	640
<b>Total 6200 · * Heavy Equipment Expense</b>	<b>5,384</b>	<b>0</b>	<b>5,384</b>
<b>6300 · * Vehicle Expense</b>			
6301 · Gasoline	1,818	0	1,818
6302 · Diesel	383	0	383
6303 · Vehicle Repair	762	104	866
6304 · Vehicle Miscellaneous	341	15	356
<b>Total 6300 · * Vehicle Expense</b>	<b>3,304</b>	<b>119</b>	<b>3,423</b>
<b>6400 · * Supplies &amp; Equipment</b>			
6410 · Expendable Supplies	0	9	9
<b>Total 6400 · * Supplies &amp; Equipment</b>	<b>0</b>	<b>9</b>	<b>9</b>
<b>6450 · * Repairs &amp; Maintenance</b>			
6451 · Building & Structure Repairs	3,441	2,203	5,644
6452 · Equipment Repairs	496	0	496
<b>Total 6450 · * Repairs &amp; Maintenance</b>	<b>3,937</b>	<b>2,203</b>	<b>6,140</b>
<b>6500 · * Office Administrative Expense</b>			
6510 · Office Supplies	667	0	667
6511 · Printing	3,793	0	3,793
6512 · Postage & Shipping	226	(1)	225
6513 · Communications	182	109	291
6514 · Credit Card Fees	163	41	204
6520 · Misc. Office Admin.	581	0	581
<b>Total 6500 · * Office Administrative Expense</b>	<b>5,612</b>	<b>149</b>	<b>5,761</b>
<b>6550 · * Other Administrative Expense</b>			
6552 · Licenses and Permits	140	310	450
6553 · Dues & Memberships	35	194	229
6560 · Property Tax	353	0	353
<b>Total 6550 · * Other Administrative Expense</b>	<b>528</b>	<b>504</b>	<b>1,032</b>
6555 · Loan Interest	535	0	535
<b>6600 · * Collections Expense</b>			
6611 · Foreclosure Expense	1,070	0	1,070
6612 · Miscellaneous Collections Expen	717	0	717
<b>Total 6600 · * Collections Expense</b>	<b>1,787</b>	<b>0</b>	<b>1,787</b>
<b>6900 · * Miscellaneous Expense</b>			
6910 · Cash Over/Short	0	0	0
<b>Total 6900 · * Miscellaneous Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Expense</b>	<b>81,174</b>	<b>12,264</b>	<b>93,438</b>
<b>Net Ordinary Income</b>	<b>106,703</b>	<b>(11,065)</b>	<b>95,638</b>
<b>Net Income</b>	<b>106,703</b>	<b>(11,065)</b>	<b>95,638</b>