

Bella Vista Property Owners Association
Bella Vista Village POA Consolidated
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget	VAR	Actual					
Assessments	662,672	670,084	(7,412)	651,384	1,986,496	2,008,716	(22,220)	1,954,128	32,368
City of Bella Vista	290	3,125	(2,835)	0	290	3,125	(2,835)	0	290
Food and Beverage	98,371	166,500	(68,129)	9,464	196,871	286,890	(90,019)	20,863	176,008
Golf	314,203	261,907	52,296	257,669	1,458,815	1,514,338	(55,523)	1,576,406	(117,591)
Pro Shop	33,183	33,892	(709)	37,751	51,451	74,454	(23,003)	70,617	(19,166)
Other Recreation	2,658	1,473	1,185	1,809	5,906	4,588	1,318	5,101	804
RV	46,934	43,750	3,184	42,665	119,704	126,462	(6,758)	124,443	(4,739)
Facility Use Fees	89,545	74,457	15,088	80,361	258,869	220,802	38,067	266,909	(8,041)
Boat	134,308	131,035	3,273	126,808	254,073	257,070	(2,997)	245,166	8,907
Investment Income	24,833	19,486	5,347	21,776	2,607	56,010	(53,403)	260,570	(257,963)
Water	524,948	498,700	26,248	545,916	1,693,374	1,568,155	125,219	1,591,529	101,845
Restricted Revenue	453	300	153	89	1,538	900	638	242	1,296
Stump Dump	14,105	6,900	7,205	9,539	38,770	20,700	18,070	24,800	13,971
Lot Sales	55,935	14,000	41,935	20,677	74,906	38,000	36,906	72,526	2,380
Transfer Fees	31,650	36,000	(4,350)	36,004	88,760	108,000	(19,240)	108,646	(19,886)
Past Due Collections	29,428	23,700	5,728	48,577	102,472	70,370	32,102	276,183	(173,711)
Advertising Income	8,117	10,500	(2,383)	6,954	37,736	37,100	636	30,095	7,640
Rebates	0	0	0	0	0	0	0	92,996	(92,996)
POA Lot Inventory Valuation	6,260	24,250	(17,990)	1,160	5,916	31,250	(25,334)	30,444	(24,528)
Water Capital Buy In Fees	89,020	25,000	64,020	40,000	189,020	75,000	114,020	97,500	91,520
Water Late Fees	13,128	12,500	628	(777)	41,458	37,500	3,958	31,790	9,668
AR MO Land Income	0	0	0	0	3,000	0	3,000	0	3,000
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)
Gain / Loss Disposal Surplus Assets	0	0	0	(5,270)	0	0	0	0	0
Water Rent	5,473	5,473	0	5,473	16,418	16,419	(1)	16,418	0
Commissions	25	48	(23)	48	69	128	(59)	98	(29)
Cell Tower Rents	5,714	2,400	3,314	4,800	32,320	29,200	3,120	31,406	914
Legal Fees	1,389	450	939	455	3,462	1,350	2,112	2,485	977
Rents - Leases Facilities	500	500	0	500	1,500	1,500	0	1,500	0
Donations Received	0	15	(15)	0	0	35	(35)	9,884	(9,884)
NSF Fees	575	0	575	250	1,750	0	1,750	900	850
Other	19,169	10,007	9,162	25,304	50,115	29,307	20,808	33,927	16,187
Total Income	2,212,886	2,076,452	136,434	1,969,387	6,717,667	6,617,369	100,298	6,985,992	(268,325)
Food and Beverage	41,296	48,157	6,861	3,287	82,817	88,946	6,128	4,931	(77,887)
Water	192,573	161,405	(31,168)	176,511	540,729	509,390	(31,339)	515,925	(24,804)
Pro Shop	23,457	24,188	731	28,924	37,590	53,299	15,709	53,960	16,370
Recreation	2,573	1,790	(783)	1,349	4,727	4,210	(517)	3,985	(741)
Total Cost of Goods	259,900	235,540	(24,360)	210,071	665,863	655,845	(10,018)	578,801	(87,062)
Gross Profit	1,952,986	1,840,912	112,074	1,759,316	6,051,804	5,961,524	90,280	6,407,191	(355,387)
Expenses									
Salary and Wages	1,008,761	1,096,167	87,407	857,387	2,268,913	2,483,830	214,917	1,983,191	(285,722)
Employee Benefits	256,134	236,181	(19,953)	143,553	585,894	611,707	25,813	435,803	(150,091)
Memberships, Training and Travel	14,499	12,367	(2,132)	10,999	64,154	68,014	3,860	37,044	(27,110)
Supplies	86,104	99,220	13,116	89,950	267,592	284,510	16,918	233,805	(33,788)
Fuel and Oil	19,522	18,760	(762)	19,895	50,517	45,365	(5,152)	50,157	(360)
Equipment and Tools	69,225	94,578	25,353	97,177	186,424	284,919	98,494	145,298	(41,127)
Lease, Rents and Licenses	80,469	80,793	324	88,468	247,124	258,009	10,885	228,001	(19,124)
Maintenance and Repairs	107,490	171,709	64,219	79,943	264,082	342,450	78,368	201,343	(62,740)
Maintenance and Service Agreements	26,590	26,781	191	26,740	171,954	188,113	16,159	158,193	(13,761)
Outside Contracts	15,531	32,624	17,093	32,729	114,356	133,086	18,730	130,455	16,099
Professional Services	29,504	30,263	759	45,878	38,565	50,186	11,621	72,152	33,587
Insurance	47,222	47,323	101	41,072	142,017	141,969	(48)	107,140	(34,877)
Utilities	85,797	82,701	(3,096)	76,384	277,467	257,241	(20,226)	231,240	(46,227)
Taxes and Permits	48,398	42,059	(6,339)	43,153	144,834	139,555	(5,279)	140,216	(4,618)
Postage	9,190	9,658	468	8,723	44,945	44,004	(941)	35,781	(9,164)
Credit Card Fees & Interest Expense	38,839	40,512	1,673	19,578	115,567	116,031	464	94,318	(21,249)

Bella Vista Property Owners Association
 Bella Vista Village POA Consolidated
 For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year	Actual	Budget	VAR	Prior Year	Year To Year
	Actual	Budget	VAR	Actual				Actual	Actual Compared
Membership Elections	23,200	0	(23,200)	165	23,251	24,000	749	23,365	114
Advertising Expense	12,357	21,071	8,714	14,277	45,647	61,213	15,566	32,951	(12,697)
Bad Debts	4,130	3,750	(380)	3,914	9,995	10,850	855	7,292	(2,703)
Uniforms	9,298	3,450	(5,848)	400	16,820	8,950	(7,870)	5,202	(11,618)
Investment Fund Fees	1,217	2,000	783	7,063	3,668	6,000	2,332	20,992	17,324
Donations	4,500	10,250	5,750	5,000	4,500	20,750	16,250	5,000	500
Other	33,447	4,287	(29,160)	196	42,547	27,406	(15,141)	12,820	(29,728)
Total Operating Expenses	2,031,425	2,166,504	135,079	1,712,645	5,130,834	5,608,158	477,324	4,391,754	(739,079)
EBITDA	(78,439)	(325,592)	247,153	46,671	920,970	353,367	567,604	2,015,437	(1,094,467)
Pre Depreciation Gross	(78,439)	(325,592)	247,153	46,671	920,970	353,367	567,604	2,015,437	(1,094,467)
Depreciation	233,301	230,056	(3,244)	216,169	697,380	690,432	(6,948)	641,456	(55,924)
Net Income / Cost of Operations	<u>(311,740)</u>	<u>(555,648)</u>	<u>243,908</u>	<u>(169,497)</u>	<u>223,590</u>	<u>(337,066)</u>	<u>560,656</u>	<u>1,373,981</u>	<u>(1,150,391)</u>

Bella Vista Property Owners Association
Food and Beverage Division - Tommy Lee
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget	VAR	Actual					
Food and Beverage	86,612	157,010	(70,398)	0	178,569	269,310	(90,741)	0	178,569
Facility Use Fees	3,050	3,210	(160)	0	3,132	2,860	272	0	3,132
Other	1	0	1	0	6	0	6	0	6
Total Income	89,663	160,220	(70,557)	0	181,706	272,170	(90,464)	0	181,706
Food and Beverage	36,755	43,687	6,932	0	74,475	80,523	6,047	0	(74,475)
Total Cost of Goods	36,755	43,687	6,932	0	74,475	80,523	6,047	0	(74,475)
Gross Profit	52,908	116,533	(63,625)	0	107,231	191,647	(84,416)	0	107,231
Expenses									
Salary and Wages	94,000	119,697	25,697	16,875	203,913	261,989	58,076	25,516	(178,397)
Employee Benefits	20,455	22,416	1,961	2,161	50,518	55,917	5,398	3,659	(46,859)
Memberships, Training and Travel	791	900	109	2,765	4,512	2,700	(1,812)	5,590	1,078
Supplies	11,620	5,225	(6,395)	187	20,932	13,305	(7,627)	718	(20,214)
Fuel and Oil	45	0	(45)	0	311	0	(311)	0	(311)
Equipment and Tools	2,888	550	(2,338)	115	7,752	550	(7,202)	586	(7,167)
Lease, Rents and Licenses	281	112	(169)	113	710	336	(374)	113	(597)
Maintenance and Repairs	6,029	10,950	4,921	631	7,827	11,850	4,023	787	(7,040)
Maintenance and Service Agreements	2,100	1,500	(600)	412	5,854	4,500	(1,354)	887	(4,968)
Outside Contracts	79	1,955	1,876	50	1,738	4,196	2,458	1,097	(642)
Professional Services	0	0	0	0	0	0	0	(1,850)	(1,850)
Insurance	2,526	2,639	113	730	7,623	7,917	294	2,123	(5,499)
Utilities	10,730	9,198	(1,532)	4,718	32,610	27,494	(5,116)	15,363	(17,248)
Taxes and Permits	1,090	855	(235)	(103)	3,659	4,640	981	4,613	954
Postage	0	0	0	0	2	0	(2)	0	(2)
Credit Card Fees & Interest Expense	3,305	98	(3,207)	0	6,629	294	(6,335)	0	(6,629)
Advertising Expense	3,785	5,000	1,215	908	10,335	15,000	4,665	2,388	(7,946)
Uniforms	2,878	0	(2,878)	0	5,294	0	(5,294)	0	(5,294)
Other	2,837	0	(2,837)	4,033	3,141	0	(3,141)	4,033	892
Total Operating Expenses	165,439	181,095	15,656	33,596	373,362	410,687	37,325	65,623	(307,739)
EBITDA	(112,530)	(64,562)	(47,968)	(33,596)	(266,131)	(219,040)	(47,091)	(65,623)	(200,508)
Pre Depreciation Gross	(112,530)	(64,562)	(47,968)	(33,596)	(266,131)	(219,040)	(47,091)	(65,623)	(200,508)
Depreciation	14,064	13,841	(223)	3,166	42,193	41,524	(669)	9,498	(32,696)
Net Income / Cost of Operations	(126,595)	(78,403)	(48,191)	(36,761)	(308,324)	(260,564)	(47,760)	(75,121)	(233,204)

Bella Vista Property Owners Association
Clubhouses
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018		VAR	Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget							
Rents - Leases Facilities	500	500	0	500	1,500	1,500	0	1,500	0
Total Income	500	500	0	500	1,500	1,500	0	1,500	0
Gross Profit	500	500	0	500	1,500	1,500	0	1,500	0
Expenses									
Supplies	225	298	73	244	775	894	119	301	(474)
Equipment and Tools	104	200	96	0	401	600	199	2,000	1,599
Maintenance and Repairs	4,407	25,275	20,868	6,558	15,388	29,025	13,637	18,512	3,124
Maintenance and Service Agreements	2,354	3,210	856	2,170	7,270	9,630	2,360	4,758	(2,512)
Outside Contracts	0	423	423	423	680	1,108	428	1,081	400
Insurance	3,363	3,363	0	3,370	10,089	10,089	0	10,128	39
Utilities	1,962	2,176	214	2,697	6,728	6,823	95	6,894	166
Taxes and Permits	3,825	3,825	0	3,678	11,833	11,475	(358)	11,034	(799)
Advertising Expense	199	0	(199)	0	199	0	(199)	0	(199)
Other	1,245	0	(1,245)	0	1,245	0	(1,245)	0	(1,245)
Total Operating Expenses	17,684	38,770	21,086	19,140	54,607	69,644	15,037	54,707	101
EBITDA	(17,184)	(38,270)	21,086	(18,640)	(53,107)	(68,144)	15,037	(53,207)	101
Pre Depreciation Gross	(17,184)	(38,270)	21,086	(18,640)	(53,107)	(68,144)	15,037	(53,207)	101
Depreciation	23,578	23,507	(72)	23,942	70,856	70,641	(215)	71,825	969
Net Income / Cost of Operations	<u>(40,762)</u>	<u>(61,777)</u>	<u>21,014</u>	<u>(42,582)</u>	<u>(123,963)</u>	<u>(138,785)</u>	<u>14,822</u>	<u>(125,033)</u>	<u>1,069</u>

Bella Vista Property Owners Association
 Golf Maintenance - Keith Ihms (15 - 23)
 For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018		VAR	Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget							
Expenses									
Salary and Wages	182,148	193,791	11,643	178,982	415,111	438,028	22,916	403,875	(11,236)
Employee Benefits	48,598	45,382	(3,216)	30,819	113,966	120,606	6,640	95,925	(18,041)
Memberships, Training and Travel	195	280	85	396	4,999	8,535	3,536	5,343	344
Supplies	41,511	39,930	(1,581)	59,604	141,108	143,298	2,190	125,606	(15,502)
Fuel and Oil	8,840	7,500	(1,340)	2,042	16,106	15,730	(376)	10,749	(5,357)
Equipment and Tools	11,102	10,205	(897)	14,051	28,743	31,580	2,837	16,278	(12,465)
Lease, Rents and Licenses	46,315	46,485	170	45,979	144,295	145,455	1,160	138,548	(5,747)
Maintenance and Repairs	53,323	40,480	(12,843)	30,798	99,551	92,540	(7,011)	73,971	(25,580)
Maintenance and Service Agreements	727	843	116	813	2,411	2,528	117	2,453	42
Outside Contracts	0	2,000	2,000	10	17	2,000	1,983	115	98
Professional Services	0	0	0	100	0	0	0	100	100
Insurance	9,575	9,451	(124)	7,458	28,678	28,353	(325)	21,230	(7,448)
Utilities	18,632	18,058	(574)	18,619	54,935	54,424	(511)	51,546	(3,389)
Taxes and Permits	8,588	9,004	416	9,452	25,302	26,988	1,686	26,492	1,190
Postage	18	50	32	178	34	250	216	222	188
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	(14)	(14)
Uniforms	85	850	765	0	85	850	765	0	(85)
Total Operating Expenses	429,659	424,310	(5,349)	399,301	1,075,341	1,111,165	35,824	972,439	(102,903)
EBITDA	(429,659)	(424,310)	(5,349)	(399,301)	(1,075,341)	(1,111,165)	35,824	(972,439)	(102,903)
Pre Depreciation Gross	(429,659)	(424,310)	(5,349)	(399,301)	(1,075,341)	(1,111,165)	35,824	(972,439)	(102,903)
Depreciation	52,583	52,073	(510)	49,762	158,810	157,764	(1,046)	143,650	(15,160)
Net Income / Cost of Operations	<u>(482,242)</u>	<u>(476,383)</u>	<u>(5,859)</u>	<u>(449,063)</u>	<u>(1,234,151)</u>	<u>(1,268,929)</u>	<u>34,777</u>	<u>(1,116,088)</u>	<u>(118,063)</u>

Bella Vista Property Owners Association
Golf Pro Shops (25 - 33) Phillip Wright
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget	VAR	Actual					
Food and Beverage	10,675	8,170	2,505	8,175	15,823	14,949	874	17,994	(2,171)
Golf	314,203	261,907	52,296	257,669	1,458,815	1,514,338	(55,523)	1,576,406	(117,591)
Pro Shop	33,183	32,775	408	37,751	51,451	73,125	(21,674)	70,617	(19,166)
Facility Use Fees	0	0	0	0	62	0	62	0	62
Commissions	25	48	(23)	48	69	128	(59)	98	(29)
Other	2,003	1,864	139	3,108	4,721	6,944	(2,223)	8,630	(3,910)
Total Income	360,089	304,764	55,325	306,750	1,530,942	1,609,484	(78,542)	1,673,746	(142,803)
Food and Beverage	4,078	3,731	(347)	3,241	7,071	6,874	(197)	4,604	(2,466)
Pro Shop	23,457	22,738	(719)	28,924	37,590	50,649	13,059	53,960	16,370
Total Cost of Goods	27,536	26,469	(1,067)	32,165	44,660	57,523	12,863	58,564	13,904
Gross Profit	332,553	278,295	54,258	274,585	1,486,282	1,551,961	(65,679)	1,615,182	(128,900)
Expenses									
Salary and Wages	106,446	119,081	12,635	85,940	220,372	261,085	40,714	230,394	10,023
Employee Benefits	25,513	24,367	(1,146)	14,559	55,269	60,362	5,093	42,831	(12,438)
Memberships, Training and Travel	244	250	6	90	3,168	8,045	4,877	2,909	(259)
Supplies	3,090	4,606	1,516	2,406	8,014	15,041	7,027	17,695	9,681
Fuel and Oil	0	275	275	6,251	72	610	538	9,264	9,192
Equipment and Tools	(250)	4,410	4,660	8	4,800	26,565	21,765	(11,070)	(15,871)
Lease, Rents and Licenses	22,309	22,397	88	34,725	67,528	76,491	8,963	64,429	(3,099)
Maintenance and Repairs	718	32,643	31,925	98	7,084	47,907	40,823	1,206	(5,877)
Maintenance and Service Agreements	7,230	6,276	(954)	6,184	18,649	18,736	87	13,140	(5,509)
Outside Contracts	3,567	2,278	(1,289)	2,210	7,235	9,035	1,800	8,882	1,647
Professional Services	313	663	351	663	438	1,226	789	1,225	788
Insurance	2,840	3,042	202	2,648	8,574	9,126	552	8,036	(537)
Utilities	9,924	9,938	14	8,478	32,586	31,084	(1,502)	27,054	(5,532)
Taxes and Permits	1,100	907	(193)	777	4,281	3,815	(466)	3,734	(547)
Postage	57	33	(24)	46	137	244	107	455	318
Credit Card Fees & Interest Expense	6,685	4,490	(2,195)	759	23,845	15,940	(7,905)	15,698	(8,147)
Advertising Expense	811	1,500	689	2,400	2,143	2,000	(143)	2,450	307
Other	6,805	37	(6,768)	(182)	10,193	6,856	(3,337)	1,118	(9,075)
Total Operating Expenses	197,401	237,193	39,792	168,059	474,386	594,168	119,782	439,451	(34,935)
EBITDA	135,152	41,102	94,050	106,526	1,011,896	957,793	54,103	1,175,731	(163,835)
Pre Depreciation Gross	135,152	41,102	94,050	106,526	1,011,896	957,793	54,103	1,175,731	(163,835)
Depreciation	4,287	4,495	208	5,038	12,860	13,485	625	14,707	1,847
Net Income / Cost of Operations	130,865	36,607	94,258	101,488	999,036	944,308	54,728	1,161,024	(161,988)

Bella Vista Property Owners Association
 Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58
 For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget	VAR						
Food and Beverage	1,084	1,320	(236)	1,288	2,479	2,631	(152)	2,869	(390)
Pro Shop	0	1,117	(1,117)	0	0	1,329	(1,329)	0	0
Other Recreation	2,151	658	1,493	781	4,847	2,463	2,384	2,391	2,456
RV	19,931	18,250	1,681	16,891	33,774	41,462	(7,688)	40,074	(6,300)
Facility Use Fees	29,348	17,967	11,381	29,779	97,370	88,407	8,963	111,201	(13,830)
Donations Received	0	0	0	0	0	0	0	1,659	(1,659)
Other	2,315	2,343	(28)	2,356	4,323	4,943	(620)	5,050	(727)
Total Income	54,829	41,655	13,174	51,095	142,794	141,235	1,559	163,244	(20,450)
Food and Beverage	463	739	276	46	1,272	1,549	277	326	(945)
Pro Shop	0	1,450	1,450	0	0	2,650	2,650	0	0
Recreation	534	500	(34)	155	1,080	800	(280)	815	(265)
Total Cost of Goods	997	2,689	1,692	200	2,351	4,999	2,648	1,141	(1,210)
Gross Profit	53,832	38,966	14,866	50,894	140,443	136,236	4,207	162,103	(21,660)
Expenses									
Salary and Wages	69,005	55,829	(13,176)	55,447	150,682	132,508	(18,173)	133,970	(16,711)
Employee Benefits	13,849	10,961	(2,889)	7,660	30,705	28,621	(2,084)	22,084	(8,621)
Memberships, Training and Travel	334	345	11	596	2,007	1,361	(646)	1,552	(455)
Supplies	4,897	3,894	(1,003)	3,869	12,881	12,945	64	9,291	(3,590)
Fuel and Oil	110	150	40	164	448	385	(63)	259	(189)
Equipment and Tools	32,542	50,149	17,607	19,783	75,160	135,603	60,443	26,894	(48,266)
Lease, Rents and Licenses	195	430	235	0	584	1,290	706	735	150
Maintenance and Repairs	14,371	16,516	2,145	16,255	41,331	49,965	8,634	30,804	(10,527)
Maintenance and Service Agreements	6,376	5,193	(1,183)	5,712	16,280	16,693	413	12,953	(3,327)
Outside Contracts	3,646	5,452	1,806	5,635	9,083	12,674	3,591	11,631	2,548
Professional Services	0	0	0	0	0	2,000	2,000	500	500
Insurance	3,556	3,265	(291)	2,959	10,713	9,795	(918)	7,340	(3,373)
Utilities	17,879	18,161	282	17,176	60,626	57,728	(2,898)	53,371	(7,256)
Taxes and Permits	2,791	2,495	(296)	2,494	11,053	9,976	(1,077)	10,802	(251)
Postage	0	10	10	0	0	10	10	0	0
Credit Card Fees & Interest Expense	1,044	478	(566)	389	2,766	3,160	394	3,594	829
Uniforms	0	0	0	0	0	200	200	112	112
Other	1,650	2,100	450	659	3,466	3,260	(206)	995	(2,471)
Total Operating Expenses	172,246	175,428	3,182	138,798	427,785	478,174	50,389	326,888	(100,897)
EBITDA	(118,414)	(136,462)	18,048	(87,904)	(287,342)	(341,938)	54,596	(164,785)	(122,557)
Pre Depreciation Gross	(118,414)	(136,462)	18,048	(87,904)	(287,342)	(341,938)	54,596	(164,785)	(122,557)
Depreciation	17,564	16,934	(629)	16,233	48,800	48,906	106	48,607	(194)
Net Income / Cost of Operations	(135,978)	(153,396)	17,419	(104,137)	(336,143)	(390,844)	54,702	(213,392)	(122,751)

Bella Vista Property Owners Association
 Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)
 For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year	Actual	Budget	VAR	Prior Year	Year To Year
	Actual	Budget	VAR	Actual				Actual	Actual Compared
City of Bella Vista	290	0	290	0	290	0	290	0	290
Stump Dump	14,105	6,900	7,205	9,539	38,770	20,700	18,070	24,800	13,971
AR MO Land Income	0	0	0	0	3,000	0	3,000	0	3,000
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)
Gain / Loss Disposal Surplus Assets	0	0	0	(5,270)	0	0	0	(5,063)	5,063
Cell Tower Rents	5,714	2,400	3,314	4,800	32,320	29,200	3,120	31,406	914
Other	8,784	0	8,784	11,286	23,670	0	23,670	11,292	12,379
Total Income	28,893	9,300	19,593	20,356	98,051	49,900	48,151	70,853	27,198
Gross Profit	28,893	9,300	19,593	20,356	98,051	49,900	48,151	70,853	27,198
Expenses									
Salary and Wages	159,929	166,630	6,701	132,097	351,882	381,216	29,334	315,405	(36,477)
Employee Benefits	45,276	36,347	(8,929)	23,266	94,841	95,581	741	71,234	(23,607)
Memberships, Training and Travel	332	325	(7)	82	332	455	123	362	31
Supplies	1,899	2,377	478	968	4,473	5,372	899	3,170	(1,303)
Fuel and Oil	5,072	4,895	(177)	5,119	15,489	12,115	(3,374)	12,093	(3,396)
Equipment and Tools	8,552	7,575	(977)	40,542	25,648	29,020	3,372	44,608	18,960
Lease, Rents and Licenses	256	125	(131)	276	555	825	270	594	39
Maintenance and Repairs	12,437	14,070	1,633	8,905	34,909	37,650	2,741	36,859	1,951
Maintenance and Service Agreements	458	750	292	383	1,379	2,330	951	1,135	(244)
Outside Contracts	99	410	311	107	417	1,230	813	107	(310)
Insurance	8,529	8,664	135	5,926	25,709	25,992	283	2,490	(23,219)
Utilities	3,662	2,942	(720)	3,339	13,100	9,522	(3,578)	9,866	(3,234)
Taxes and Permits	2,286	1,651	(635)	2,343	7,115	5,933	(1,182)	5,767	(1,348)
Postage	12	0	(12)	0	12	0	(12)	0	(12)
Uniforms	53	1,500	1,447	400	130	1,500	1,370	584	454
Other	0	0	0	0	0	0	0	50	50
Total Operating Expenses	248,853	248,262	(592)	223,752	575,990	608,741	32,752	504,324	(71,666)
EBITDA	(219,961)	(238,962)	19,001	(203,397)	(477,939)	(558,841)	80,903	(433,471)	(44,468)
Allocations - MAC	(48,480)	(48,480)	0	(35,800)	(115,565)	(115,565)	0	(99,160)	16,405
Total Allocations	(48,480)	(48,480)	0	(35,800)	(115,565)	(115,565)	0	(99,160)	16,405
Pre Depreciation Gross	(171,481)	(190,482)	19,001	(167,596)	(362,374)	(443,277)	80,903	(334,311)	(28,063)
Depreciation	12,752	12,802	50	13,284	38,256	38,406	150	39,853	1,597
Net Income / Cost of Operations	(184,233)	(203,283)	19,051	(180,881)	(400,630)	(481,682)	81,053	(374,163)	(26,466)

Bella Vista Property Owners Association
Lakes and Parks Div-Rick Echols(48,480,49,44,56,51,52,66)
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018			Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget	VAR						
City of Bella Vista	0	3,125	(3,125)	0	0	3,125	(3,125)	0	0
Other Recreation	507	815	(308)	1,028	1,058	2,125	(1,067)	2,710	(1,652)
RV	27,003	25,500	1,503	25,774	85,930	85,000	930	84,369	1,561
Facility Use Fees	9,843	5,280	4,563	4,559	21,069	14,535	6,534	13,382	7,687
Boat	134,308	131,035	3,273	126,808	254,073	257,070	(2,997)	245,166	8,907
Donations Received	0	15	(15)	0	0	35	(35)	8,225	(8,225)
Other	100	0	100	0	(63)	0	(63)	100	(163)
Total Income	171,760	165,770	5,990	158,170	362,067	361,890	177	353,952	8,115
Recreation	2,039	1,290	(749)	1,194	3,647	3,410	(237)	3,171	(477)
Total Cost of Goods	2,039	1,290	(749)	1,194	3,647	3,410	(237)	3,171	(477)
Gross Profit	169,720	164,480	5,240	156,976	358,420	358,480	(60)	350,781	7,638
Expenses									
Salary and Wages	39,411	45,030	5,619	34,533	89,603	99,786	10,183	77,421	(12,182)
Employee Benefits	7,428	8,909	1,480	4,773	18,524	22,580	4,056	10,997	(7,527)
Memberships, Training and Travel	0	80	80	0	1,088	2,395	1,307	606	(482)
Supplies	4,381	14,965	10,585	4,119	14,041	26,035	11,994	10,593	(3,448)
Fuel and Oil	1,335	1,650	315	1,336	4,327	4,080	(247)	3,996	(332)
Equipment and Tools	405	11,900	11,495	5,245	4,240	29,400	25,160	22,180	17,940
Lease, Rents and Licenses	12	70	58	0	35	210	175	180	145
Maintenance and Repairs	5,395	16,515	11,120	272	10,654	28,275	17,621	5,519	(5,135)
Maintenance and Service Agreements	2,460	2,114	(346)	2,575	7,410	6,234	(1,176)	5,084	(2,326)
Outside Contracts	3,289	1,215	(2,074)	1,179	12,544	3,645	(8,899)	9,220	(3,325)
Professional Services	0	0	0	0	0	0	0	6,000	6,000
Insurance	4,268	4,219	(49)	6,983	12,811	12,657	(154)	20,464	7,653
Utilities	3,883	3,950	67	3,447	13,734	13,445	(289)	10,387	(3,347)
Taxes and Permits	5,116	5,059	(57)	5,261	15,446	15,177	(269)	16,271	824
Postage	0	15	15	0	0	55	55	20	20
Credit Card Fees & Interest Expense	3,439	1,650	(1,789)	1,625	7,903	3,559	(4,344)	3,406	(4,498)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	0	800	800	0	0	800	800	48	48
Other	(221)	0	221	0	(220)	0	220	13	233
Total Operating Expenses	80,601	118,140	37,540	71,348	212,335	268,333	55,998	202,404	(9,931)
EBITDA	89,120	46,340	42,780	85,628	146,084	90,147	55,937	148,377	(2,293)
Pre Depreciation Gross	89,120	46,340	42,780	85,628	146,084	90,147	55,937	148,377	(2,293)
Depreciation	11,108	10,984	(124)	11,435	33,264	32,951	(313)	34,158	894
Net Income / Cost of Operations	78,012	35,356	42,656	74,193	112,820	57,196	55,624	114,219	(1,399)

Bella Vista Property Owners Association
Water Utility Consolidated
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				Year To Year Actual Compared
	March 2018		VAR	Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	
	Actual	Budget							
Assessments	100	100	0	100	300	300	0	300	0
Investment Income	16,172	11,486	4,686	9,282	1,698	25,010	(23,312)	95,248	(93,550)
Water	524,948	498,700	26,248	545,916	1,693,374	1,568,155	125,219	1,591,529	101,845
Restricted Revenue	453	300	153	89	1,538	900	638	242	1,296
Water Capital Buy In Fees	89,020	25,000	64,020	40,000	189,020	75,000	114,020	97,500	91,520
Water Late Fees	13,128	12,500	628	(777)	41,458	37,500	3,958	31,790	9,668
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	5,063	(5,063)
NSF Fees	100	0	100	150	475	0	475	150	325
Other	6,118	5,800	318	8,582	17,537	17,400	137	8,854	8,682
Total Income	650,039	553,886	96,153	603,342	1,945,400	1,724,265	221,135	1,830,676	114,724
Water	192,573	161,405	(31,168)	176,511	540,729	509,390	(31,339)	515,925	(24,804)
Total Cost of Goods	192,573	161,405	(31,168)	176,511	540,729	509,390	(31,339)	515,925	(24,804)
Gross Profit	457,466	392,481	64,985	426,831	1,404,671	1,214,875	189,796	1,314,751	89,920
Expenses									
Salary and Wages	114,561	118,142	3,581	100,632	260,076	272,164	12,088	238,389	(21,687)
Employee Benefits	33,026	30,123	(2,903)	19,098	75,429	77,614	2,185	64,132	(11,298)
Memberships, Training and Travel	396	400	4	507	8,639	6,980	(1,659)	3,313	(5,326)
Supplies	16,197	21,010	4,813	15,114	47,232	45,460	(1,772)	39,182	(8,050)
Fuel and Oil	3,912	4,015	103	4,526	13,112	11,655	(1,457)	12,824	(288)
Equipment and Tools	4,549	6,060	1,511	354	9,947	9,275	(672)	13,093	3,146
Lease, Rents and Licenses	5,715	5,843	128	5,473	17,144	17,529	385	17,137	(7)
Maintenance and Repairs	10,757	14,550	3,794	15,772	47,215	43,900	(3,315)	32,585	(14,630)
Maintenance and Service Agreements	548	1,462	914	495	39,826	43,368	3,542	31,109	(8,716)
Outside Contracts	7,890	6,785	(1,105)	6,975	36,433	29,430	(7,003)	32,179	(4,254)
Professional Services	7,000	7,000	0	12,000	7,458	7,000	(458)	12,000	4,543
Insurance	9,631	9,787	156	8,190	28,952	29,361	409	26,955	(1,997)
Utilities	8,482	7,905	(577)	7,579	29,585	24,315	(5,270)	25,049	(4,535)
Taxes and Permits	16,352	16,050	(302)	15,184	48,670	48,225	(445)	46,517	(2,153)
Postage	3,547	4,100	553	3,828	11,561	12,300	739	11,680	119
Credit Card Fees & Interest Expense	20,962	18,340	(2,622)	17,811	64,522	55,020	(9,502)	58,804	(5,717)
Bad Debts	(370)	0	370	(716)	(1,505)	0	1,505	(1,825)	(320)
Investment Fund Fees	793	2,000	1,207	3,173	2,389	6,000	3,611	8,187	5,798
Donations	4,500	10,000	5,500	5,000	4,500	20,000	15,500	5,000	500
Other	125	0	(125)	(270)	440	0	(440)	1,980	1,541
Total Operating Expenses	268,572	283,572	15,000	240,723	751,623	759,596	7,973	678,290	(73,333)
EBITDA	188,894	108,909	79,985	186,108	653,049	455,279	197,769	636,461	16,587
Allocations - MAC	48,480	48,480	0	35,800	115,565	115,565	0	99,160	(16,405)
Allocations - F & A	80,398	80,398	0	70,240	236,244	236,244	0	201,683	(34,560)
Total Allocations	128,878	128,878	0	106,040	351,809	351,809	0	300,843	(50,965)
Pre Depreciation Gross	60,016	(19,969)	79,985	80,068	301,240	103,470	197,769	335,618	(34,378)
Depreciation	86,196	84,252	(1,945)	79,719	258,340	252,755	(5,585)	239,158	(19,182)
Net Income / Cost of Operations	(26,180)	(104,221)	78,041	349	42,900	(149,285)	192,185	96,460	(53,560)

Bella Vista Property Owners Association
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)
For the Three Months Ending March 31, 2018

DESCRIPTION	MTD				YTD				
	March 2018		VAR	Prior Year Actual	Actual	Budget	VAR	Prior Year Actual	Year To Year Actual Compared
	Actual	Budget							
Assessments	662,572	669,984	(7,412)	651,284	1,986,196	2,008,416	(22,220)	1,953,828	32,368
Facility Use Fees	47,305	48,000	(695)	46,023	137,235	115,000	22,235	142,327	(5,092)
Investment Income	8,662	8,000	662	12,494	909	31,000	(30,091)	165,322	(164,413)
Lot Sales	55,935	14,000	41,935	20,677	74,906	38,000	36,906	72,526	2,380
Transfer Fees	31,650	36,000	(4,350)	36,004	88,760	108,000	(19,240)	108,646	(19,886)
Past Due Collections	29,428	23,700	5,728	48,577	102,472	70,370	32,102	276,183	(173,711)
Advertising Income	8,117	10,500	(2,383)	6,954	37,736	37,100	636	30,095	7,640
Rebates	0	0	0	0	0	0	0	92,996	(92,996)
POA Lot Inventory Valuation	6,260	24,250	(17,990)	1,160	5,916	31,250	(25,334)	30,444	(24,528)
Water Rent	5,473	5,473	0	5,473	16,418	16,419	(1)	16,418	0
Legal Fees	1,389	450	939	455	3,462	1,350	2,112	2,485	977
NSF Fees	475	0	475	100	1,275	0	1,275	750	525
Other	(152)	0	(152)	(27)	(79)	20	(99)	1	(80)
Total Income	857,114	840,357	16,757	829,174	2,455,206	2,456,925	(1,719)	2,892,021	(436,815)
Gross Profit	857,114	840,357	16,757	829,174	2,455,206	2,456,925	(1,719)	2,892,021	(436,815)
Expenses									
Salary and Wages	243,261	277,967	34,706	252,882	577,275	637,054	59,779	558,220	(19,055)
Employee Benefits	61,987	57,675	(4,312)	41,218	146,641	150,425	3,784	124,940	(21,702)
Memberships, Training and Travel	12,208	9,787	(2,421)	6,563	39,410	37,543	(1,867)	17,369	(22,041)
Supplies	2,284	6,915	4,631	3,440	18,136	22,160	4,024	27,249	9,113
Fuel and Oil	208	275	67	458	652	790	138	973	321
Equipment and Tools	9,334	3,529	(5,805)	17,079	29,732	22,326	(7,407)	30,729	997
Lease, Rents and Licenses	5,386	5,331	(55)	1,902	16,274	15,873	(401)	6,265	(10,008)
Maintenance and Repairs	53	710	657	655	124	1,338	1,214	1,099	975
Maintenance and Service Agreements	4,336	5,433	1,097	7,996	72,874	84,094	11,220	86,674	13,800
Outside Contracts	(3,039)	12,106	15,145	16,140	46,207	69,768	23,561	66,143	19,936
Professional Services	22,192	22,600	408	33,115	30,670	39,960	9,290	54,177	23,507
Insurance	2,934	2,893	(41)	2,807	8,869	8,679	(190)	8,374	(495)
Utilities	10,643	10,373	(270)	10,331	33,562	32,406	(1,156)	31,710	(1,852)
Taxes and Permits	7,250	2,213	(5,037)	4,067	17,476	13,326	(4,150)	14,987	(2,489)
Postage	5,556	5,450	(106)	4,671	33,199	31,145	(2,054)	23,403	(9,796)
Credit Card Fees & Interest Expense	3,403	15,456	12,053	(1,007)	9,903	38,058	28,155	12,830	2,927
Membership Elections	23,200	0	(23,200)	165	23,251	24,000	749	23,365	114
Advertising Expense	7,562	14,571	7,009	10,968	32,778	44,213	11,435	28,112	(4,665)
Bad Debts	4,500	3,750	(750)	4,630	11,500	10,850	(650)	9,117	(2,383)
Uniforms	6,281	300	(5,981)	0	11,310	5,600	(5,710)	4,458	(6,853)
Investment Fund Fees	425	0	(425)	3,891	1,279	0	(1,279)	12,805	11,526
Donations	0	250	250	0	0	750	750	0	0
Other	21,006	2,150	(18,856)	(4,043)	24,283	17,290	(6,993)	4,630	(19,653)
Total Operating Expenses	450,971	459,734	8,763	417,927	1,185,404	1,307,648	122,244	1,147,629	(37,776)
EBITDA	406,143	380,623	25,520	411,248	1,269,802	1,149,277	120,525	1,744,392	(474,590)
Allocations - F & A	(80,398)	(80,398)	0	(70,240)	(236,244)	(236,244)	0	(201,683)	34,560
Total Allocations	(80,398)	(80,398)	0	(70,240)	(236,244)	(236,244)	0	(201,683)	34,560
Pre Depreciation Gross	486,540	461,021	25,520	481,487	1,506,045	1,385,521	120,525	1,946,075	(440,030)
Depreciation	11,169	11,169	0	13,590	34,001	34,001	0	40,001	6,000
Net Income / Cost of Operations	475,372	449,852	25,520	467,898	1,472,044	1,351,520	120,525	1,906,075	(434,030)