

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Five Months Ending May 31, 2018

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD May 2018		VAR		YTD May 2018	VAR			
	Actual	Budget					Actual		
Income									
Assessments	663,944	671,108	(7,164)	661,368	3,313,136	3,350,420	(37,284)	3,267,840	45,296
City of Bella Vista	0	0	0	0	3,193	3,125	68	3,049	144
Food and Beverage	191,148	194,458	(3,310)	31,132	566,609	564,582	2,027	63,511	503,098
Golf	364,522	408,287	(43,765)	312,788	2,108,850	2,248,202	(139,352)	2,165,851	(57,001)
Pro Shop	64,647	70,230	(5,583)	51,523	171,679	204,739	(33,060)	161,288	10,391
Other Recreation	4,231	3,039	1,192	2,888	13,161	9,991	3,170	9,817	3,344
RV	26,476	23,852	2,624	22,338	173,928	172,373	1,555	167,931	5,997
Facility Use Fees	106,308	89,753	16,555	92,836	430,375	372,222	58,153	430,216	159
Boat	47,204	37,650	9,554	33,994	341,275	338,595	2,680	317,930	23,346
Investment Income	27,272	19,409	7,863	59,578	20,140	94,867	(74,727)	423,591	(403,452)
Water	614,627	555,130	59,497	540,515	2,862,142	2,671,850	190,292	2,687,155	174,986
Restricted Revenue	701	300	401	221	2,770	1,500	1,270	617	2,152
Stump Dump	15,763	6,900	8,863	4,452	67,752	34,500	33,252	34,839	32,913
Lot Sales	10,767	17,000	(6,233)	13,796	99,334	71,000	28,334	96,815	2,520
Transfer Fees	34,440	47,000	(12,560)	47,284	153,230	188,000	(34,770)	188,930	(35,700)
Past Due Collections	32,441	23,700	8,741	24,758	170,643	117,770	52,873	336,268	(165,625)
Advertising Income	9,218	23,300	(14,082)	21,112	63,190	68,400	(5,210)	61,374	1,816
Rebates	40	0	40	33	40	0	40	93,029	(92,989)
POA Lot Inventory Valuation	16,848	24,250	(7,402)	21,871	22,275	59,000	(36,725)	51,609	(29,334)
Water Capital Buy In Fees	65,000	25,000	40,000	17,500	309,020	125,000	184,020	140,000	169,020
Water Late Fees	14,121	12,500	1,621	11,949	67,516	62,500	5,016	62,736	4,780
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	12,057	0	0	0	12,207	(12,207)
Water Rent Income	5,473	5,473	(0)	5,473	27,364	27,365	(1)	27,364	0
Commissions	39	51	(12)	51	167	239	(72)	210	(42)
Cell Tower Rents	2,400	2,400	0	4,800	37,120	34,000	3,120	36,206	914
Legal Fees	100	450	(350)	1,181	3,887	2,250	1,637	5,582	(1,695)
Rents - Leases Facilities	500	500	0	500	2,500	2,500	0	2,500	0
Donations Received	0	15	(15)	106	0	65	(65)	179,990	(179,990)
NSF Fees	250	0	250	425	2,750	0	2,750	2,200	550
Other	21,000	8,737	12,263	19,720	90,071	46,619	43,452	55,018	35,053
Total Income	2,339,477	2,270,492	68,985	2,016,248	11,127,117	10,871,674	255,443	11,094,090	33,027
Food and Beverage	76,567	68,579	(7,988)	21,623	217,596	193,438	(24,158)	31,404	(186,192)

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	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD May 2018		VAR		Actual	YTD May 2018				Actual	Actual Compared
	Actual	Budget				Actual	Budget				
Water	205,885	180,670	(25,215)	189,932	931,457	868,485	(62,972)	870,769	(60,688)		
Pro Shop	47,549	49,900	2,351	37,516	126,753	146,169	19,416	138,741	11,988		
Recreation	2,622	3,850	1,228	3,288	11,665	11,210	(455)	10,330	(1,335)		
Total Cost of Goods	332,623	302,999	(29,624)	252,359	1,287,471	1,219,302	(68,170)	1,051,244	(236,227)		
Gross Profit	2,006,855	1,967,493	39,362	1,763,889	9,839,645	9,652,372	187,273	10,042,846	(203,201)		
Expenses											
Salary and Wages	796,458	808,089	11,631	707,981	3,831,308	4,082,308	251,000	3,343,760	(487,548)		
Employee Benefits	231,685	183,418	(48,267)	135,921	1,082,231	981,357	(100,874)	708,910	(373,321)		
Memberships, Training and Travel	15,647	10,806	(4,841)	9,022	91,584	89,199	(2,385)	51,659	(39,926)		
Supplies	113,241	120,200	6,959	53,463	524,589	536,803	12,214	400,202	(124,387)		
Fuel and Oil	28,907	23,255	(5,652)	23,274	99,529	88,852	(10,677)	90,926	(8,603)		
Equipment and Tools	141,910	174,289	32,379	43,982	398,017	527,483	129,466	189,059	(208,958)		
Lease, Rents and Licenses	81,305	81,609	304	75,893	410,368	420,831	10,463	397,772	(12,595)		
Maintenance and Repairs	208,807	119,228	(89,579)	113,504	560,044	614,685	54,641	404,684	(155,359)		
Maintenance and Service Agreements	66,029	61,294	(4,735)	38,189	270,539	271,607	1,068	218,849	(51,691)		
Outside Contracts	13,903	29,880	15,977	21,882	188,249	215,344	27,095	178,808	(9,441)		
Professional Services	29,697	10,278	(19,419)	18,168	75,487	108,002	32,515	102,711	27,223		
Insurance	47,222	47,323	101	51,925	236,812	236,615	(197)	193,014	(43,797)		
Utilities	77,901	78,735	834	62,056	443,130	415,745	(27,385)	360,893	(82,237)		
Taxes and Permits	57,107	44,896	(12,211)	46,202	250,287	232,849	(17,438)	227,419	(22,868)		
Postage	11,448	13,407	1,959	8,754	68,426	69,006	580	59,184	(9,241)		
Credit Card Fees & Interest Expense	41,811	43,541	1,730	32,833	195,040	208,541	13,501	176,771	(18,269)		
Membership Elections	15,816	8,000	(7,816)	7,535	39,067	38,000	(1,067)	36,949	(2,118)		
Advertising Expense	16,801	17,701	900	16,313	71,045	99,565	28,520	63,507	(7,538)		
Bad Debts	4,993	3,550	(1,443)	7,567	21,223	17,950	(3,273)	20,812	(411)		
Uniforms	9,453	1,650	(7,803)	11,554	33,972	28,720	(5,252)	28,316	(5,656)		
Investment Fund Fees	1,217	2,000	783	7,116	6,108	10,000	3,892	35,177	29,069		
Donations	38	250	212	965	9,551	26,250	16,699	5,965	(3,585)		
Other	(16,252)	2,556	18,808	71,109	21,871	29,891	8,020	85,763	63,892		
Total Operating Expenses	1,995,145	1,885,955	(109,190)	1,565,208	8,928,479	9,349,602	421,123	7,381,111	(1,547,367)		
EBITDA	11,710	81,538	(69,828)	198,681	911,167	302,770	608,397	2,661,735	(1,750,568)		
Pre Depreciation Gross	11,710	81,538	(69,828)	198,681	911,167	302,770	608,397	2,661,735	(1,750,568)		

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	MTD				YTD				
	MTD May 2018		VAR	Prior Year Actual	YTD May 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Depreciation	232,872	234,196	1,324	215,413	1,163,435	1,160,213	(3,222)	1,075,709	(87,725)
Net Income / Cost of Operations	<u>(221,162)</u>	<u>(152,657)</u>	<u>(68,504)</u>	<u>(16,732)</u>	<u>(252,268)</u>	<u>(857,442)</u>	<u>605,175</u>	<u>1,586,025</u>	<u>(1,838,293)</u>

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Assessments	100	100	0	100	500	500	0	500	0
Investment Income	(3,090)	11,409	(14,499)	21,766	13,115	47,867	(34,752)	120,318	(107,203)
Water	614,627	555,130	59,497	540,515	2,862,142	2,671,850	190,292	2,687,155	174,986
Restricted Revenue	701	300	401	221	2,770	1,500	1,270	617	2,152
Water Capital Buy In Fees	65,000	25,000	40,000	17,500	309,020	125,000	184,020	140,000	169,020
Water Late Fees	14,121	12,500	1,621	11,949	67,516	62,500	5,016	62,736	4,780
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	5,063	(5,063)
NSF Fees	225	0	225	150	975	0	975	600	375
Other	5,788	5,800	(12)	6,685	30,801	29,000	1,801	8,173	22,627
Total Income	697,471	610,239	87,232	598,887	3,286,838	2,938,217	348,621	3,025,163	261,676
Water	205,885	180,670	(25,215)	189,932	931,457	868,485	(62,972)	870,769	(60,688)
Total Cost of Goods	205,885	180,670	(25,215)	189,932	931,457	868,485	(62,972)	870,769	(60,688)
Gross Profit	491,586	429,569	62,017	408,955	2,355,381	2,069,732	285,649	2,154,393	200,988
Expenses									
Salary and Wages	43,993	79,735	35,742	78,036	382,055	431,633	49,578	385,991	3,936
Employee Benefits	29,475	22,346	(7,129)	17,499	140,794	123,185	(17,609)	100,506	(40,288)
Memberships, Training and Travel	1,205	1,000	(205)	654	10,491	8,650	(1,841)	5,187	(5,304)
Supplies	15,279	13,830	(1,449)	7,954	84,742	76,410	(8,332)	76,146	(8,596)
Fuel and Oil	5,535	3,765	(1,770)	3,779	24,276	18,695	(5,581)	19,870	(4,407)
Equipment and Tools	109,298	100,250	(9,048)	723	132,313	122,265	(10,048)	14,892	(117,421)
Lease, Rents and Licenses	5,715	5,843	128	5,832	28,573	29,215	642	29,161	588
Maintenance and Repairs	20,701	14,550	(6,151)	9,815	76,831	73,250	(3,581)	60,703	(16,128)
Maintenance and Service Agreements	6,607	7,062	455	545	47,581	51,292	3,711	32,199	(15,381)
Outside Contracts	7,780	6,785	(995)	6,571	51,901	43,000	(8,901)	45,190	(6,711)
Professional Services	1,046	0	(1,046)	764	8,504	14,000	5,496	12,764	4,260
Insurance	9,535	9,787	252	10,055	48,308	48,935	627	44,829	(3,480)
Utilities	6,459	7,705	1,246	6,845	43,615	39,725	(3,890)	38,872	(4,743)
Taxes and Permits	15,983	16,100	117	15,252	80,526	80,375	(151)	76,996	(3,530)
Postage	4,121	4,100	(21)	4,285	19,667	20,500	833	19,603	(64)
Credit Card Fees & Interest Expense	22,072	18,340	(3,732)	20,845	107,564	91,700	(15,864)	101,491	(6,073)
Bad Debts	(161)	0	161	2,034	(2,584)	0	2,584	(21)	2,563
Uniforms	3,653	0	(3,653)	0	3,653	3,600	(53)	2,559	(1,094)
Investment Fund Fees	3,291	2,000	(1,291)	2,836	27,326	10,000	(17,326)	10,586	(16,740)

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Donations	0	0	0	200	4,500	25,000	20,500	5,200	700
Other	(2,025)	0	2,025	(200)	(1,468)	600	2,068	1,630	3,098
Total Operating Expenses	309,563	313,198	3,635	194,324	1,319,166	1,312,030	(7,136)	1,084,353	(234,814)
EBITDA	182,024	116,371	65,652	214,631	1,036,215	757,702	278,513	1,070,040	(33,826)
Allocations - MAC	53,328	53,328	0	50,139	216,783	216,783	0	183,964	(32,819)
Allocations - F & A	61,685	61,685	0	56,387	355,860	355,860	0	399,047	43,187
Total Allocations	115,014	115,014	0	106,526	572,643	572,643	0	583,010	10,368
Pre Depreciation Gross	67,010	1,358	65,652	108,105	463,572	185,059	278,513	487,030	(23,458)
Depreciation	86,196	84,252	(1,945)	79,403	430,732	421,258	(9,474)	398,280	(32,452)
Net Income / Cost of Operations	(19,186)	(82,894)	63,707	28,701	32,840	(236,199)	269,039	88,750	(55,910)

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	173,599	177,692	(4,093)	13,225	519,341	518,052	1,289	13,225	506,116
Facility Use Fees	(3,501)	5,535	(9,036)	0	(6,847)	8,205	(15,052)	0	(6,847)
Rebates	40	0	40	0	40	0	40	0	40
Other	29	0	29	300	32	0	32	300	(269)
Total Income	170,167	183,227	(13,060)	13,525	512,565	526,257	(13,692)	13,525	499,040
Food and Beverage	66,181	60,665	(5,516)	12,695	192,792	171,489	(21,303)	12,695	(180,097)
Total Cost of Goods	66,181	60,665	(5,516)	12,695	192,792	171,489	(21,303)	12,695	(180,097)
Gross Profit	103,986	122,562	(18,576)	830	319,773	354,768	(34,995)	830	318,943
Expenses									
Salary and Wages	96,719	83,798	(12,922)	59,512	405,141	435,443	30,301	112,973	(292,168)
Employee Benefits	20,591	16,724	(3,867)	6,949	96,770	89,843	(6,928)	13,989	(82,781)
Memberships, Training and Travel	5,567	900	(4,667)	662	10,816	4,500	(6,316)	6,280	(4,536)
Supplies	13,288	5,925	(7,363)	7,662	46,191	29,230	(16,961)	12,806	(33,385)
Fuel and Oil	87	0	(87)	0	442	0	(442)	0	(442)
Equipment and Tools	1,917	0	(1,917)	415	11,109	1,850	(9,259)	2,158	(8,951)
Lease, Rents and Licenses	281	112	(169)	112	1,272	560	(712)	337	(936)
Maintenance and Repairs	786	350	(436)	3,680	16,235	23,450	7,215	6,628	(9,606)
Maintenance and Service Agreements	1,824	1,500	(324)	456	10,007	7,500	(2,507)	1,459	(8,548)
Outside Contracts	1,350	350	(1,000)	4,251	5,135	6,812	1,677	6,423	1,288
Professional Services	0	0	0	5,000	341	0	(341)	5,644	5,303
Insurance	2,764	2,639	(125)	1,027	13,256	13,195	(61)	3,971	(9,285)
Utilities	9,102	9,948	846	4,522	55,771	46,790	(8,981)	24,193	(31,578)
Taxes and Permits	5,433	855	(4,578)	7,372	10,001	6,400	(3,601)	13,627	3,626
Postage	0	0	0	0	2	0	(2)	0	(2)
Credit Card Fees & Interest Expense	4,914	98	(4,816)	50	16,399	490	(15,909)	129	(16,270)
Advertising Expense	1,762	1,000	(762)	1,250	13,570	18,300	4,730	5,666	(7,904)
Uniforms	0	0	0	2,206	6,122	1,700	(4,422)	2,650	(3,473)
Other	293	0	(293)	71,333	3,538	0	(3,538)	72,217	68,679
Total Operating Expenses	166,679	124,199	(42,479)	176,460	722,119	686,062	(36,056)	291,151	(430,968)
EBITDA	(62,693)	(1,637)	(61,055)	(175,630)	(402,346)	(331,294)	(71,052)	(290,321)	(112,025)

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Pre Depreciation Gross	(62,693)	(1,637)	(61,055)	(175,630)	(402,346)	(331,294)	(71,052)	(290,321)	(112,025)
Depreciation	14,064	13,841	(223)	3,166	70,322	69,207	(1,115)	15,829	(54,493)
Net Income / Cost of Operations	<u>(76,757)</u>	<u>(15,479)</u>	<u>(61,278)</u>	<u>(178,796)</u>	<u>(472,668)</u>	<u>(400,501)</u>	<u>(72,167)</u>	<u>(306,150)</u>	<u>(166,518)</u>

**Bella Vista POA
Clubhouses-All
For the Five Months Ending May 31, 2018**

	MTD				YTD				
	MTD May 2018			Prior Year Actual	YTD May 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Rents - Leases Facilities	500	500	0	500	2,500	2,500	0	2,500	0
Total Income	500	500	0	500	2,500	2,500	0	2,500	0
Gross Profit	500	500	0	500	2,500	2,500	0	2,500	0
Expenses									
Supplies	396	298	(98)	0	2,225	1,490	(735)	599	(1,626)
Equipment and Tools	138	200	62	0	776	1,000	224	2,000	1,224
Maintenance and Repairs	10,151	1,875	(8,276)	3,549	27,015	32,775	5,760	23,941	(3,074)
Maintenance and Service Agreements	3,911	3,210	(701)	2,262	15,554	16,050	496	9,732	(5,821)
Outside Contracts	750	750	0	0	3,423	3,931	508	3,051	(372)
Insurance	3,363	3,363	0	3,394	16,815	16,815	0	16,892	77
Utilities	10,757	2,126	(8,631)	1,371	19,501	11,075	(8,426)	10,192	(9,309)
Taxes and Permits	3,928	3,960	32	3,678	19,586	19,310	(276)	18,460	(1,126)
Advertising Expense	0	0	0	0	199	0	(199)	0	(199)
Other	0	0	0	0	1,245	0	(1,245)	0	(1,245)
Total Operating Expenses	33,394	15,782	(17,612)	14,255	106,339	102,446	(3,893)	84,868	(21,471)
EBITDA	(32,894)	(15,282)	(17,612)	(13,755)	(103,839)	(99,946)	(3,893)	(82,368)	(21,471)
Pre Depreciation Gross	(32,894)	(15,282)	(17,612)	(13,755)	(103,839)	(99,946)	(3,893)	(82,368)	(21,471)
Depreciation	23,211	29,762	6,551	23,942	117,461	130,349	12,888	119,709	2,247
Net Income / Cost of Operations	(56,104)	(45,044)	(11,060)	(37,697)	(221,300)	(230,295)	8,995	(202,076)	(19,224)

Bella Vista POA
Golf Maintenance - Keith Ihms (15 - 23)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Gain / Loss Disposal Surplus Assets	0	0	0	12,057	0	0	0	12,057	(12,057)
Other	170	0	170	0	170	0	170	0	170
Total Income	170	0	170	12,057	170	0	170	12,057	(11,887)
Gross Profit	170	0	170	12,057	170	0	170	12,057	(11,887)
Expenses									
Salary and Wages	145,661	163,762	18,102	154,929	690,663	753,902	63,238	690,197	(466)
Employee Benefits	43,643	40,089	(3,554)	30,767	208,077	200,332	(7,745)	156,183	(51,893)
Memberships, Training and Travel	21	590	569	1,740	5,700	9,460	3,760	7,307	1,607
Supplies	65,848	66,624	776	17,282	287,102	289,381	2,279	198,100	(89,002)
Fuel and Oil	12,840	10,940	(1,900)	12,115	33,981	36,750	2,769	31,441	(2,540)
Equipment and Tools	7,263	7,630	367	10,388	49,960	55,055	5,095	39,076	(10,885)
Lease, Rents and Licenses	46,315	46,485	170	45,886	236,925	238,425	1,500	245,680	8,755
Maintenance and Repairs	92,361	40,545	(51,816)	54,551	220,366	169,584	(50,782)	146,083	(74,284)
Maintenance and Service Agreements	727	995	268	1,451	4,943	4,463	(480)	5,346	404
Outside Contracts	0	2,000	2,000	2	25	6,000	5,975	158	133
Professional Services	0	0	0	0	0	3,500	3,500	3,400	3,400
Insurance	9,621	9,451	(170)	9,587	47,819	47,255	(564)	37,595	(10,224)
Utilities	17,705	17,268	(437)	13,416	89,633	89,585	(48)	81,643	(7,990)
Taxes and Permits	8,577	9,030	453	8,246	42,430	45,046	2,616	42,728	298
Postage	0	150	150	0	34	500	466	234	200
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	(14)	(14)
Uniforms	1,341	950	(391)	333	7,393	9,770	2,377	7,251	(142)
Other	0	0	0	0	0	0	0	48	48
Total Operating Expenses	451,921	416,509	(35,411)	360,693	1,925,049	1,959,007	33,959	1,692,454	(232,595)
EBITDA	(451,751)	(416,509)	(35,242)	(348,636)	(1,924,879)	(1,959,007)	34,128	(1,680,397)	(244,483)
Pre Depreciation Gross	(451,751)	(416,509)	(35,242)	(348,636)	(1,924,879)	(1,959,007)	34,128	(1,680,397)	(244,483)
Depreciation	53,391	51,350	(2,041)	49,915	265,008	260,827	(4,181)	245,516	(19,492)
Net Income / Cost of Operations	(505,142)	(467,859)	(37,283)	(398,551)	(2,189,887)	(2,219,834)	29,947	(1,925,912)	(263,975)

Bella Vista POA
Golf Pro Shops (25 - 33) Phillip Wright-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018		VAR	Prior Year Actual	YTD May 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Income									
Food and Beverage	14,551	14,446	105	16,001	41,189	40,902	287	45,068	(3,879)
Golf	364,522	408,287	(43,765)	312,788	2,108,850	2,248,202	(139,352)	2,165,851	(57,001)
Pro Shop	64,647	68,950	(4,303)	51,523	171,679	200,450	(28,771)	161,288	10,391
Facility Use Fees	0	0	0	0	62	0	62	0	62
Commissions	39	51	(12)	51	167	239	(72)	210	(42)
Other	4,693	2,014	2,679	5,726	12,529	12,826	(297)	17,126	(4,597)
Total Income	448,451	493,748	(45,297)	386,090	2,334,477	2,502,619	(168,142)	2,389,542	(55,065)
Food and Beverage	9,170	6,629	(2,541)	9,260	21,944	18,800	(3,144)	18,438	(3,506)
Pro Shop	47,549	49,100	1,551	37,516	126,753	141,619	14,866	138,741	11,988
Total Cost of Goods	56,719	55,729	(990)	46,776	148,697	160,419	11,722	157,179	8,482
Gross Profit	391,733	438,019	(46,286)	339,314	2,185,780	2,342,200	(156,420)	2,232,363	(46,584)
Expenses									
Salary and Wages	100,000	103,914	3,914	83,575	408,132	465,066	56,934	400,310	(7,822)
Employee Benefits	23,285	20,800	(2,485)	14,716	104,958	101,766	(3,192)	73,181	(31,777)
Memberships, Training and Travel	618	0	(618)	235	7,346	11,545	4,199	3,325	(4,021)
Supplies	2,724	3,208	484	3,573	16,976	24,373	7,397	24,097	7,121
Fuel and Oil	55	385	330	85	180	1,335	1,155	9,391	9,211
Equipment and Tools	80	0	(80)	2,584	6,236	26,565	20,329	(7,572)	(13,808)
Lease, Rents and Licenses	22,309	22,397	88	18,569	112,147	121,285	9,138	101,747	(10,400)
Maintenance and Repairs	28,456	8,700	(19,756)	1,405	48,829	57,955	9,126	4,381	(44,448)
Maintenance and Service Agreements	7,539	6,252	(1,287)	7,512	35,740	30,920	(4,820)	28,487	(7,253)
Outside Contracts	4,980	4,638	(342)	4,124	16,260	16,914	655	16,271	12
Professional Services	0	188	188	188	625	1,852	1,227	1,850	1,225
Insurance	3,030	3,042	12	3,720	14,613	15,210	597	14,297	(316)
Utilities	8,875	10,112	1,237	8,009	51,367	50,783	(584)	43,197	(8,171)
Taxes and Permits	6,348	894	(5,454)	862	11,723	5,492	(6,231)	5,349	(6,373)
Postage	0	92	92	119	137	336	199	574	437
Credit Card Fees & Interest Expense	8,525	9,124	599	7,732	38,505	35,943	(2,562)	36,130	(2,376)
Advertising Expense	6,667	6,080	(587)	5,003	11,327	13,160	1,833	11,196	(131)
Other	739	119	(620)	(2,786)	11,971	7,251	(4,720)	4,767	(7,204)
Total Operating Expenses	224,232	199,945	(24,286)	159,225	897,072	987,752	90,680	770,978	(126,094)
EBITDA	167,501	238,074	(70,573)	180,089	1,288,708	1,354,448	(65,740)	1,461,386	(172,678)

**Bella Vista POA
Golf Pro Shops (25 - 33) Phillip Wright-All
For the Five Months Ending May 31, 2018**

	MTD				YTD				
	MTD May 2018		VAR	Prior Year Actual	YTD May 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Pre Depreciation Gross	167,501	238,074	(70,573)	180,089	1,288,708	1,354,448	(65,740)	1,461,386	(172,678)
Depreciation	4,063	4,128	65	4,915	21,244	21,925	681	24,538	3,294
Net Income / Cost of Operations	<u>163,437</u>	<u>233,945</u>	<u>(70,508)</u>	<u>175,173</u>	<u>1,267,464</u>	<u>1,332,523</u>	<u>(65,060)</u>	<u>1,436,848</u>	<u>(169,384)</u>

Bella Vista POA
Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	2,997	2,320	677	1,906	6,079	5,628	451	5,219	860
Pro Shop	0	1,280	(1,280)	0	0	4,289	(4,289)	0	0
Other Recreation	2,783	1,719	1,064	1,911	10,006	5,226	4,780	5,521	4,485
RV	24,393	22,352	2,041	21,028	81,588	80,873	715	77,352	4,236
Facility Use Fees	64,279	42,118	22,161	52,820	195,714	153,832	41,882	196,913	(1,200)
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	150	(150)
Donations Received	0	0	0	0	0	0	0	171,659	(171,659)
Other	602	918	(316)	2,227	4,350	4,768	(418)	9,341	(4,991)
Total Income	95,055	70,707	24,348	79,891	297,737	254,616	43,121	466,155	(168,418)
Total Cost of Goods	2,184	2,935	751	230	5,861	9,599	3,738	2,079	(3,782)
Gross Profit	92,871	67,772	25,099	79,661	291,876	245,017	46,859	464,077	(172,201)
Expenses									
Salary and Wages	47,503	40,631	(6,873)	41,693	244,896	211,619	(33,277)	218,935	(25,961)
Employee Benefits	12,361	8,310	(4,051)	7,577	57,093	45,287	(11,806)	36,722	(20,370)
Memberships, Training and Travel	0	919	919	635	2,296	3,007	711	2,711	415
Supplies	3,039	15,230	12,191	9,584	27,727	32,407	4,680	24,377	(3,349)
Fuel and Oil	308	150	(158)	127	988	655	(333)	468	(520)
Equipment and Tools	7,469	47,160	39,691	10,488	110,136	194,288	84,152	59,808	(50,328)
Lease, Rents and Licenses	195	430	235	359	1,016	2,370	1,354	1,895	880
Maintenance and Repairs	25,399	32,917	7,518	25,496	76,677	142,760	66,083	90,404	13,727
Maintenance and Service Agreements	5,556	6,000	444	5,421	27,814	26,903	(911)	24,162	(3,652)
Outside Contracts	2,026	3,086	1,060	1,472	12,266	19,802	7,536	17,679	5,413
Professional Services	260	0	(260)	63	260	2,000	1,740	688	428
Insurance	3,433	3,265	(168)	3,898	17,578	16,325	(1,253)	13,721	(3,857)
Utilities	15,676	17,105	1,429	14,457	96,202	92,327	(3,875)	83,668	(12,534)
Taxes and Permits	4,844	4,169	(675)	2,527	19,132	16,554	(2,578)	15,598	(3,534)
Postage	10	0	(10)	0	10	10	0	0	(10)
Credit Card Fees & Interest Expense	1,484	1,400	(84)	1,446	5,381	5,794	413	6,771	1,391
Uniforms	200	100	(100)	329	813	1,100	287	679	(134)
Other	228	20	(208)	1,249	2,280	58	(2,222)	3,745	1,465

Bella Vista POA
Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Total Operating Expenses	129,991	180,891	50,901	126,822	702,563	813,266	110,703	602,032	(100,531)
EBITDA	(37,120)	(113,119)	76,000	(47,160)	(410,687)	(568,249)	157,562	(137,955)	(272,732)
Pre Depreciation Gross	(37,120)	(113,119)	76,000	(47,160)	(410,687)	(568,249)	157,562	(137,955)	(272,732)
Depreciation	17,600	16,833	(767)	16,533	84,140	82,673	(1,467)	81,657	(2,484)
Net Income / Cost of Operations	<u>(54,720)</u>	<u>(129,952)</u>	<u>75,232</u>	<u>(63,693)</u>	<u>(494,827)</u>	<u>(650,922)</u>	<u>156,095</u>	<u>(219,612)</u>	<u>(275,215)</u>

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	15,763	6,900	8,863	4,452	67,752	34,500	33,252	34,839	32,913
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	0	0	0	0	(5,063)	5,063
Cell Tower Rents	2,400	2,400	0	4,800	37,120	34,000	3,120	36,206	914
Other	9,516	0	9,516	3,756	41,693	0	41,693	18,708	22,986
Total Income	27,679	9,300	18,379	13,008	149,855	68,500	81,355	93,392	56,463
Gross Profit	27,679	9,300	18,379	13,008	149,855	68,500	81,355	93,392	56,463
Expenses									
Salary and Wages	144,924	115,157	(29,767)	99,370	605,473	609,460	3,987	510,162	(95,311)
Employee Benefits	41,247	27,112	(14,134)	19,253	180,772	150,645	(30,126)	112,219	(68,552)
Memberships, Training and Travel	0	380	380	579	342	1,035	693	1,286	943
Supplies	1,112	2,420	1,308	812	6,254	8,777	2,523	5,334	(921)
Fuel and Oil	7,614	5,665	(1,949)	5,146	30,075	22,365	(7,710)	21,167	(8,908)
Equipment and Tools	4,667	370	(4,297)	5,972	36,478	39,535	3,057	19,069	(17,409)
Lease, Rents and Licenses	12	575	563	228	578	1,525	947	1,139	561
Maintenance and Repairs	13,822	11,635	(2,187)	11,231	61,078	59,730	(1,348)	56,399	(4,679)
Maintenance and Service Agreements	529	650	122	446	2,366	3,630	1,264	2,098	(268)
Outside Contracts	145	410	265	132	597	2,050	1,453	346	(251)
Insurance	8,330	8,664	334	9,363	42,472	43,320	848	12,981	(29,490)
Utilities	2,635	2,406	(229)	2,193	19,050	14,638	(4,412)	14,824	(4,226)
Taxes and Permits	2,009	2,561	552	1,795	10,770	10,045	(725)	9,170	(1,600)
Postage	0	0	0	0	12	0	(12)	0	(12)
Uniforms	4,311	0	(4,311)	789	4,718	5,550	832	2,776	(1,943)
Other	0	300	300	0	0	300	300	508	508
Total Operating Expenses	231,353	178,305	(53,048)	157,310	1,001,037	972,605	(28,432)	769,477	(231,559)
EBITDA	(203,674)	(169,005)	(34,669)	(144,303)	(851,181)	(904,105)	52,924	(676,085)	(175,096)
Allocations - MAC	(53,328)	(53,328)	0	(50,139)	(216,783)	(216,783)	0	(183,964)	32,819
Total Allocations	(53,328)	(53,328)	0	(50,139)	(216,783)	(216,783)	0	(183,964)	32,819
Pre Depreciation Gross	(150,346)	(115,677)	(34,669)	(94,163)	(634,399)	(687,322)	52,924	(492,122)	(142,277)

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Depreciation	12,449	12,499	50	14,119	63,305	63,555	250	67,893	4,588
Net Income / Cost of Operations	<u><u>(162,795)</u></u>	<u><u>(128,176)</u></u>	<u><u>(34,619)</u></u>	<u><u>(108,282)</u></u>	<u><u>(697,703)</u></u>	<u><u>(750,877)</u></u>	<u><u>53,174</u></u>	<u><u>(560,015)</u></u>	<u><u>(137,689)</u></u>

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,49,44,66,56,51,52)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
City of Bella Vista	0	0	0	0	2,903	3,125	(222)	2,765	138
Other Recreation	1,448	1,320	128	977	3,155	4,765	(1,610)	4,296	(1,140)
RV	2,083	1,500	583	1,310	92,340	91,500	840	90,579	1,761
Facility Use Fees	7,962	10,100	(2,138)	9,743	39,179	33,185	5,994	32,363	6,816
Boat	47,204	37,650	9,554	33,994	341,275	338,595	2,680	317,930	23,346
Donations Received	0	15	(15)	106	0	65	(65)	8,331	(8,331)
Other	248	0	248	998	639	0	639	1,334	(694)
Total Income	58,943	50,585	8,358	47,128	479,491	471,235	8,256	457,597	21,894
Recreation	1,654	3,000	1,346	2,726	8,665	9,310	645	8,523	(141)
Total Cost of Goods	1,654	3,000	1,346	2,726	8,665	9,310	645	8,523	(141)
Gross Profit	57,289	47,585	9,704	44,402	470,826	461,925	8,901	449,073	21,753
Expenses									
Salary and Wages	28,589	34,445	5,856	28,242	145,140	165,476	20,336	132,634	(12,506)
Employee Benefits	6,746	7,295	549	4,822	32,830	36,933	4,103	19,832	(12,998)
Memberships, Training and Travel	130	0	(130)	15	1,836	2,395	559	621	(1,215)
Supplies	7,105	7,960	855	3,375	26,220	42,050	15,830	23,409	(2,811)
Fuel and Oil	2,242	2,075	(167)	1,738	8,446	7,730	(716)	7,111	(1,335)
Equipment and Tools	9,968	12,550	2,582	2,366	17,369	52,650	35,281	30,891	13,522
Lease, Rents and Licenses	12	70	58	90	58	350	292	449	392
Maintenance and Repairs	15,595	8,365	(7,230)	3,654	31,336	52,915	21,579	14,604	(16,732)
Maintenance and Service Agreements	2,342	2,964	622	2,716	12,340	11,358	(982)	9,846	(2,493)
Outside Contracts	2,827	1,415	(1,412)	807	16,461	6,625	(9,836)	11,029	(5,432)
Professional Services	0	0	0	0	0	0	0	6,000	6,000
Insurance	4,223	4,219	(4)	7,705	21,250	21,095	(155)	34,531	13,281
Utilities	2,391	2,590	199	2,048	19,508	18,950	(558)	15,465	(4,043)
Taxes and Permits	5,795	5,114	(681)	5,042	26,563	25,350	(1,213)	26,233	(330)
Postage	29	25	(4)	0	29	95	66	20	(8)
Credit Card Fees & Interest Expense	1,553	900	(653)	(760)	10,904	9,159	(1,745)	10,180	(724)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	0	300	300	0	0	1,100	1,100	48	48
Other	(13)	0	13	(2)	(238)	0	238	11	249
Total Operating Expenses	89,533	90,287	754	61,858	370,244	454,231	83,986	342,914	(27,330)

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,49,44,66,56,51,52)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018		VAR	Prior Year Actual	YTD May 2018			Prior Year Actual	Year to Year Actual Compared
Actual	Budget	Actual			Budget	VAR	Actual		
EBITDA	(32,244)	(42,702)	10,459	(17,456)	100,582	7,694	92,888	106,159	(5,577)
Pre Depreciation Gross	(32,244)	(42,702)	10,459	(17,456)	100,582	7,694	92,888	106,159	(5,577)
Depreciation	11,350	10,984	(366)	10,755	55,721	54,918	(803)	56,238	517
Net Income / Cost of Operations	<u>(43,593)</u>	<u>(53,686)</u>	<u>10,093</u>	<u>(28,211)</u>	<u>44,861</u>	<u>(47,224)</u>	<u>92,085</u>	<u>49,921</u>	<u>(5,060)</u>

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Five Months Ending May 31, 2018

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD May 2018		VAR		YTD May 2018		VAR		
	Actual	Budget			Actual	Budget			
Income									
Assessments	663,844	671,008	(7,164)	661,268	3,312,636	3,349,920	(37,284)	3,267,340	45,296
Facility Use Fees	37,568	32,000	5,568	30,272	202,267	177,000	25,267	200,939	1,328
Investment Income	30,362	8,000	22,362	37,812	7,024	47,000	(39,976)	303,273	(296,248)
Lot Sales	10,767	17,000	(6,233)	13,796	99,334	71,000	28,334	96,815	2,520
Transfer Fees	34,440	47,000	(12,560)	47,284	153,230	188,000	(34,770)	188,930	(35,700)
Past Due Collections	32,441	23,700	8,741	24,758	170,643	117,770	52,873	336,268	(165,625)
Advertising Income	9,218	23,300	(14,082)	21,112	63,190	68,400	(5,210)	61,374	1,816
Rebates	0	0	0	33	0	0	0	93,029	(93,029)
POA Lot Inventory Valuation	16,848	24,250	(7,402)	21,871	22,275	59,000	(36,725)	51,609	(29,334)
Water Rent Income	5,473	5,473	(0)	5,473	27,364	27,365	(1)	27,364	0
Legal Fees	100	450	(350)	1,181	3,887	2,250	1,637	5,582	(1,695)
NSF Fees	275	0	275	275	1,775	0	1,775	1,600	175
Other	(44)	5	(49)	28	(142)	25	(167)	37	(179)
Total Income	841,292	852,186	(10,894)	865,163	4,063,484	4,107,730	(44,246)	4,634,160	(570,676)
Gross Profit	841,292	852,186	(10,894)	865,163	4,063,484	4,107,730	(44,246)	4,634,160	(570,676)
Expenses									
Salary and Wages	189,069	186,648	(2,421)	162,622	949,808	1,009,710	59,902	892,558	(57,250)
Employee Benefits	54,336	40,741	(13,595)	34,337	260,937	233,366	(27,571)	196,277	(64,660)
Memberships, Training and Travel	8,106	7,017	(1,089)	4,502	52,758	48,607	(4,151)	24,942	(27,816)
Supplies	4,450	4,705	255	3,221	27,153	32,685	5,532	35,334	8,182
Fuel and Oil	227	275	48	284	1,141	1,322	181	1,480	339
Equipment and Tools	1,112	6,129	5,017	11,045	33,640	34,275	635	28,737	(4,903)
Lease, Rents and Licenses	6,467	5,697	(770)	4,817	29,800	27,101	(2,699)	17,365	(12,435)
Maintenance and Repairs	1,536	291	(1,245)	124	1,676	2,266	590	1,541	(135)
Maintenance and Service Agreements	36,995	32,661	(4,334)	17,381	114,196	119,491	5,295	105,518	(8,677)
Outside Contracts	(5,956)	10,446	16,402	4,523	82,182	110,210	28,028	78,662	(3,520)
Professional Services	28,391	10,090	(18,301)	12,154	65,758	86,650	20,892	72,365	6,607
Insurance	2,923	2,893	(30)	3,175	14,701	14,465	(236)	14,197	(504)
Utilities	4,301	9,475	5,174	9,195	48,483	51,872	3,389	48,839	356
Taxes and Permits	4,192	2,213	(1,979)	1,427	29,556	24,277	(5,279)	19,258	(10,298)
Postage	7,288	9,040	1,752	4,350	48,534	47,565	(969)	38,753	(9,782)
Credit Card Fees & Interest Expense	3,264	13,679	10,415	3,520	16,288	65,455	49,167	22,085	5,797
Membership Elections	15,816	8,000	(7,816)	7,535	39,067	38,000	(1,067)	36,949	(2,118)
Advertising Expense	8,372	10,621	2,249	10,060	45,756	68,105	22,349	46,645	889

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Five Months Ending May 31, 2018

	MTD				YTD				
	MTD May 2018			Prior Year	YTD May 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Bad Debts	5,154	3,550	(1,604)	5,533	23,808	17,950	(5,858)	20,833	(2,974)
Uniforms	(52)	300	352	7,897	11,272	5,900	(5,372)	12,354	1,082
Investment Fund Fees	(2,074)	0	2,074	4,281	(21,218)	0	21,218	24,590	45,808
Donations	38	250	212	765	5,051	1,250	(3,801)	765	(4,285)
Other	(15,473)	2,117	17,590	1,514	4,543	21,682	17,139	2,837	(1,706)
Total Operating Expenses	358,481	366,837	8,356	314,262	1,884,890	2,062,203	177,313	1,742,885	(142,005)
EBITDA	482,811	485,349	(2,538)	550,901	2,178,594	2,045,527	133,067	2,891,275	(712,681)
Allocations - F & A	(61,685)	(61,685)	0	(56,387)	(355,860)	(355,860)	0	(399,047)	(43,187)
Total Allocations	(61,685)	(61,685)	0	(56,387)	(355,860)	(355,860)	0	(399,047)	(43,187)
Pre Depreciation Gross	544,496	547,034	(2,538)	607,288	2,534,454	2,401,387	133,067	3,290,321	(755,867)
Depreciation	10,548	10,548	0	12,666	55,501	55,501	0	66,049	10,548
Net Income / Cost of Operations	533,948	536,487	(2,538)	594,623	2,478,953	2,345,886	133,067	3,224,272	(745,319)