

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
Assessments	665,336	672,132	(6,796)	663,599	4,643,112	4,694,172	(51,060)	4,597,739	45,373
City of Bella Vista	0	0	0	0	6,096	6,250	(154)	5,814	282
Food and Beverage	184,296	204,837	(20,541)	93,692	953,133	970,591	(17,458)	267,003	686,130
Golf	335,863	353,055	(17,192)	322,777	2,829,133	3,038,081	(208,949)	2,884,064	(54,931)
Pro Shop	60,258	57,480	2,778	47,797	288,185	326,004	(37,819)	271,128	17,057
Other Recreation	8,282	1,529	6,753	1,330	28,779	14,573	14,206	14,842	13,937
RV	25,527	27,465	(1,938)	22,656	222,727	234,598	(11,871)	217,076	5,651
Facility Use Fees	88,740	96,880	(8,140)	89,917	631,546	581,839	49,707	626,703	4,843
Boat	12,105	13,600	(1,495)	13,080	373,579	378,445	(4,866)	354,671	18,908
Investment Income	938	19,332	(18,394)	101,090	25,175	133,570	(108,395)	562,912	(537,737)
Water	792,948	682,240	110,708	748,713	4,451,645	3,991,920	459,725	4,020,396	431,249
Restricted Revenue	1,214	300	914	379	4,285	2,100	2,185	1,572	2,713
Stump Dump	15,127	6,900	8,227	10,175	98,391	48,300	50,091	52,645	45,746
Lot Sales	9,615	19,000	(9,385)	15,236	138,159	109,000	29,159	134,069	4,090
Transfer Fees	43,400	56,000	(12,600)	55,923	241,030	290,000	(48,970)	290,603	(49,573)
Past Due Collections	28,432	22,680	5,752	17,541	226,489	164,150	62,339	371,712	(145,222)
Advertising Income	18,094	8,000	10,094	6,419	95,295	83,700	11,595	75,381	19,914
Rebates	40	0	40	0	80	0	80	93,029	(92,949)
POA Lot Inventory Valuation	73	24,250	(24,178)	27,122	35,875	86,750	(50,875)	79,512	(43,636)
Water Capital Buy In Fees	62,500	25,000	37,500	40,000	434,020	175,000	259,020	210,000	224,020
Water Late Fees	15,248	12,500	2,748	12,059	94,319	87,500	6,819	86,641	7,678
AR MO Land Income	0	0	0	1,500	3,000	3,000	0	1,500	1,500
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	12,207	(12,207)
Water Rent Income	5,473	5,473	(0)	5,473	38,310	38,311	(1)	38,310	0
Commissions	30	100	(70)	100	243	485	(242)	456	(213)
Cell Tower Rents	4,800	2,400	2,400	2,400	44,320	38,800	5,520	41,006	3,314
Legal Fees	2,229	450	1,779	38	7,545	3,150	4,395	6,126	1,419
Rents - Leases Facilities	500	500	0	500	3,500	3,500	0	3,500	0
Donations Received	0	15	(15)	23	0	95	(95)	180,013	(180,013)
NSF Fees	400	0	400	675	3,850	0	3,850	3,475	375
Other	26,653	10,285	16,368	17,391	138,594	66,224	72,370	88,958	49,636
<b>Total Income</b>	<b>2,408,120</b>	<b>2,322,403</b>	<b>85,717</b>	<b>2,317,606</b>	<b>16,060,415</b>	<b>15,570,108</b>	<b>490,307</b>	<b>15,601,479</b>	<b>458,936</b>
Food and Beverage	63,646	71,204	7,558	37,447	362,227	335,223	(27,004)	109,199	(253,028)

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	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Water	226,324	223,280	(3,044)	220,935	1,378,785	1,300,305	(78,480)	1,281,990	(96,795)
Pro Shop	43,051	40,018	(3,033)	41,355	209,495	231,137	21,642	225,384	15,889
Recreation	3,631	2,355	(1,276)	2,273	21,180	17,672	(3,508)	16,655	(4,524)
<b>Total Cost of Goods</b>	<b>336,652</b>	<b>336,857</b>	<b>205</b>	<b>302,011</b>	<b>1,971,686</b>	<b>1,884,337</b>	<b>(87,349)</b>	<b>1,633,227</b>	<b>(338,459)</b>
<b>Gross Profit</b>	<b>2,071,468</b>	<b>1,985,546</b>	<b>85,922</b>	<b>2,015,595</b>	<b>14,088,729</b>	<b>13,685,771</b>	<b>402,958</b>	<b>13,968,252</b>	<b>120,477</b>
<b>Expenses</b>									
Salary and Wages	818,834	839,275	20,441	741,861	5,522,426	5,755,054	232,628	4,839,351	(683,075)
Employee Benefits	201,495	178,071	(23,424)	134,132	1,512,188	1,340,412	(171,776)	963,035	(549,153)
Memberships, Training and Travel	9,943	7,597	(2,346)	7,952	110,097	112,498	2,401	63,595	(46,503)
Supplies	114,461	103,669	(10,792)	158,513	769,726	766,814	(2,912)	683,835	(85,891)
Fuel and Oil	32,176	25,310	(6,866)	22,612	163,824	140,687	(23,137)	130,773	(33,051)
Equipment and Tools	14,877	19,726	4,849	66,300	438,678	556,363	117,685	281,335	(157,343)
Lease, Rents and Licenses	79,098	80,893	1,795	79,671	568,326	582,517	14,191	523,790	(44,536)
Maintenance and Repairs	36,031	66,713	30,682	171,033	725,442	824,847	99,405	702,064	(23,378)
Maintenance and Service Agreements	37,738	28,488	(9,250)	23,596	327,317	335,773	8,456	295,616	(31,701)
Outside Contracts	70,609	60,768	(9,841)	28,567	295,623	322,472	26,849	270,699	(24,924)
Professional Services	10,370	11,988	1,618	11,857	102,148	129,090	26,942	119,952	17,804
Insurance	47,631	47,323	(308)	(26,228)	332,344	331,261	(1,083)	212,057	(120,287)
Utilities	101,155	106,718	5,563	101,210	653,594	617,541	(36,053)	556,189	(97,405)
Taxes and Permits	44,267	58,383	14,116	42,172	362,147	368,435	6,288	343,962	(18,185)
Postage	8,748	11,575	2,828	10,955	88,048	89,504	1,456	80,766	(7,283)
Credit Card Fees & Interest Expense	40,701	42,393	1,692	40,244	276,603	295,129	18,526	252,098	(24,505)
Membership Elections	0	0	0	0	39,067	38,000	(1,067)	36,949	(2,118)
Advertising Expense	38,178	33,515	(4,663)	13,530	120,369	147,620	27,251	91,449	(28,919)
Bad Debts	9,160	3,400	(5,760)	5,253	40,560	24,900	(15,660)	27,102	(13,458)
Uniforms	1,582	600	(982)	1,730	36,781	29,420	(7,361)	40,130	3,348
Investment Fund Fees	1,223	2,000	777	8,886	8,555	14,000	5,445	51,206	42,651
Donations	24,063	250	(23,813)	0	35,009	31,750	(3,259)	5,965	(29,044)
Other	(7,376)	3,215	10,591	(105,018)	7,071	52,435	45,364	20,823	13,752
<b>Total Operating Expenses</b>	<b>1,734,963</b>	<b>1,731,870</b>	<b>(3,093)</b>	<b>1,538,829</b>	<b>12,535,944</b>	<b>12,906,522</b>	<b>370,578</b>	<b>10,592,742</b>	<b>(1,943,202)</b>
<b>EBITDA</b>	<b>336,505</b>	<b>253,676</b>	<b>82,829</b>	<b>476,766</b>	<b>1,552,785</b>	<b>779,249</b>	<b>773,536</b>	<b>3,375,509</b>	<b>(1,822,724)</b>
<b>Pre Depreciation Gross</b>	<b>336,505</b>	<b>253,676</b>	<b>82,829</b>	<b>476,766</b>	<b>1,552,785</b>	<b>779,249</b>	<b>773,536</b>	<b>3,375,509</b>	<b>(1,822,724)</b>

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	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Depreciation	238,313	283,421	45,109	217,763	1,640,773	1,728,077	87,304	1,507,152	(133,621)
<b>Net Income / Cost of Operations</b>	<u><b>98,192</b></u>	<u><b>(29,746)</b></u>	<u><b>127,938</b></u>	<u><b>259,003</b></u>	<u><b>(87,988)</b></u>	<u><b>(948,828)</b></u>	<u><b>860,840</b></u>	<u><b>1,868,357</b></u>	<u><b>(1,956,345)</b></u>

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	100	100	0	100	700	700	0	700	0
Investment Income	611	11,332	(10,721)	38,703	16,394	70,570	(54,176)	171,890	(155,496)
Water	792,948	682,240	110,708	748,713	4,451,645	3,991,920	459,725	4,020,396	431,249
Restricted Revenue	1,214	300	914	379	4,285	2,100	2,185	1,572	2,713
Water Capital Buy In Fees	62,500	25,000	37,500	40,000	434,020	175,000	259,020	210,000	224,020
Water Late Fees	15,248	12,500	2,748	12,059	94,319	87,500	6,819	86,641	7,678
NSF Fees	125	0	125	300	1,275	0	1,275	1,100	175
Other	15,066	5,800	9,266	6,349	53,737	40,600	13,137	25,797	27,940
<b>Total Income</b>	<b>887,811</b>	<b>737,272</b>	<b>150,539</b>	<b>846,603</b>	<b>5,056,376</b>	<b>4,368,390</b>	<b>687,986</b>	<b>4,518,095</b>	<b>538,280</b>
Water	226,324	223,280	(3,044)	220,935	1,378,785	1,300,305	(78,480)	1,281,990	(96,795)
<b>Total Cost of Goods</b>	<b>226,324</b>	<b>223,280</b>	<b>(3,044)</b>	<b>220,935</b>	<b>1,378,785</b>	<b>1,300,305</b>	<b>(78,480)</b>	<b>1,281,990</b>	<b>(96,795)</b>
<b>Gross Profit</b>	<b>661,488</b>	<b>513,992</b>	<b>147,496</b>	<b>625,668</b>	<b>3,677,591</b>	<b>3,068,085</b>	<b>609,506</b>	<b>3,236,106</b>	<b>441,485</b>
<b>Expenses</b>									
Salary and Wages	79,244	79,935	691	73,577	576,805	591,502	14,697	534,795	(42,009)
Employee Benefits	24,699	20,386	(4,313)	16,813	193,313	164,842	(28,471)	131,732	(61,581)
Memberships, Training and Travel	1,158	2,150	992	410	12,579	13,100	521	5,597	(6,983)
Supplies	23,252	13,120	(10,132)	18,453	124,436	110,310	(14,126)	99,529	(24,907)
Fuel and Oil	5,289	4,030	(1,259)	4,391	36,725	27,000	(9,725)	28,522	(8,203)
Equipment and Tools	1,600	8,440	6,840	315	134,554	130,955	(3,599)	16,691	(117,864)
Lease, Rents and Licenses	5,715	5,843	128	5,832	40,002	40,901	899	40,825	823
Maintenance and Repairs	14,463	14,800	337	19,309	113,020	102,600	(10,420)	93,438	(19,582)
Maintenance and Service Agreements	4,251	1,862	(2,389)	1,334	52,233	54,666	2,433	34,835	(17,398)
Outside Contracts	11,584	6,885	(4,699)	7,046	74,225	56,720	(17,505)	59,086	(15,139)
Professional Services	963	0	(963)	0	9,467	14,000	4,533	12,764	3,297
Insurance	9,451	9,787	336	(5,904)	67,295	68,509	1,214	47,788	(19,507)
Utilities	8,172	7,705	(467)	9,155	59,619	55,135	(4,484)	56,366	(3,253)
Taxes and Permits	15,863	16,050	187	15,207	114,326	112,550	(1,776)	108,631	(5,696)
Postage	4,293	4,100	(193)	3,914	28,178	28,700	522	27,502	(676)
Credit Card Fees & Interest Expense	22,220	18,340	(3,880)	19,307	151,425	128,380	(23,045)	140,589	(10,836)
Bad Debts	424	0	(424)	(81)	(80)	0	80	(941)	(861)
Uniforms	0	0	0	0	3,738	3,600	(138)	2,559	(1,179)
Investment Fund Fees	797	2,000	1,203	3,023	5,571	14,000	8,429	15,494	9,923
Donations	24,000	0	(24,000)	0	29,750	30,000	250	5,200	(24,550)

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Seven Months Ending July 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD July 2018		VAR		YTD July 2018		VAR		
	Actual	Budget			Actual	Budget			
Other	125	0	(125)	298	(1,131)	600	1,731	1,778	2,909
<b>Total Operating Expenses</b>	<b>257,562</b>	<b>215,432</b>	<b>(42,130)</b>	<b>192,400</b>	<b>1,826,050</b>	<b>1,748,070</b>	<b>(77,980)</b>	<b>1,462,779</b>	<b>(363,271)</b>
<b>EBITDA</b>	<b>403,926</b>	<b>298,560</b>	<b>105,366</b>	<b>433,269</b>	<b>1,851,541</b>	<b>1,320,015</b>	<b>531,526</b>	<b>1,773,327</b>	<b>78,214</b>
Allocations - MAC	33,015	33,015	0	25,528	284,247	284,247	0	234,858	(49,389)
Allocations - F & A	57,252	57,252	0	59,637	469,520	469,520	0	508,720	39,200
<b>Total Allocations</b>	<b>90,267</b>	<b>90,267</b>	<b>0</b>	<b>85,165</b>	<b>753,767</b>	<b>753,767</b>	<b>0</b>	<b>743,578</b>	<b>(10,189)</b>
<b>Pre Depreciation Gross</b>	<b>313,659</b>	<b>208,293</b>	<b>105,366</b>	<b>348,104</b>	<b>1,097,774</b>	<b>566,248</b>	<b>531,526</b>	<b>1,029,750</b>	<b>68,024</b>
Depreciation	86,146	111,589	25,443	79,107	603,841	644,851	41,010	556,494	(47,346)
<b>Net Income / Cost of Operations</b>	<b>227,513</b>	<b>96,704</b>	<b>130,809</b>	<b>268,997</b>	<b>493,934</b>	<b>(78,602)</b>	<b>572,536</b>	<b>473,255</b>	<b>20,678</b>

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018			Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	665,236	672,032	(6,796)	663,499	4,642,412	4,693,472	(51,060)	4,597,039	45,373
City of Bella Vista	0	0	0	0	6,096	6,250	(154)	5,814	282
Food and Beverage	184,296	204,837	(20,541)	93,692	953,133	970,591	(17,458)	267,003	686,130
Golf	335,863	353,055	(17,192)	322,777	2,829,133	3,038,081	(208,949)	2,884,064	(54,931)
Pro Shop	60,258	57,480	2,778	47,797	288,185	326,004	(37,819)	271,128	17,057
Other Recreation	8,282	1,529	6,753	1,330	28,779	14,573	14,206	14,842	13,937
RV	25,527	27,465	(1,938)	22,656	222,727	234,598	(11,871)	217,076	5,651
Facility Use Fees	88,740	96,880	(8,140)	89,917	631,546	581,839	49,707	626,703	4,843
Boat	12,105	13,600	(1,495)	13,080	373,579	378,445	(4,866)	354,671	18,908
Investment Income	327	8,000	(7,673)	62,386	8,781	63,000	(54,219)	391,022	(382,241)
Stump Dump	15,127	6,900	8,227	10,175	98,391	48,300	50,091	52,645	45,746
Lot Sales	9,615	19,000	(9,385)	15,236	138,159	109,000	29,159	134,069	4,090
Transfer Fees	43,400	56,000	(12,600)	55,923	241,030	290,000	(48,970)	290,603	(49,573)
Past Due Collections	28,432	22,680	5,752	17,541	226,489	164,150	62,339	371,712	(145,222)
Advertising Income	18,094	8,000	10,094	6,419	95,295	83,700	11,595	75,381	19,914
Rebates	40	0	40	0	80	0	80	93,029	(92,949)
POA Lot Inventory Valuation	73	24,250	(24,178)	27,122	35,875	86,750	(50,875)	79,512	(43,636)
AR MO Land Income	0	0	0	1,500	3,000	3,000	0	1,500	1,500
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	12,207	(12,207)
Water Rent Income	5,473	5,473	(0)	5,473	38,310	38,311	(1)	38,310	0
Commissions	30	100	(70)	100	243	485	(242)	456	(213)
Cell Tower Rents	4,800	2,400	2,400	2,400	44,320	38,800	5,520	41,006	3,314
Legal Fees	2,229	450	1,779	38	7,545	3,150	4,395	6,126	1,419
Rents - Leases Facilities	500	500	0	500	3,500	3,500	0	3,500	0
Donations Received	0	15	(15)	23	0	95	(95)	180,013	(180,013)
NSF Fees	275	0	275	375	2,575	0	2,575	2,375	200
Other	11,588	4,485	7,103	11,042	84,856	25,624	59,232	63,161	21,696
<b>Total Income</b>	<b>1,520,309</b>	<b>1,585,131</b>	<b>(64,822)</b>	<b>1,471,002</b>	<b>11,004,039</b>	<b>11,201,718</b>	<b>(197,679)</b>	<b>11,083,383</b>	<b>(79,344)</b>
Food and Beverage	63,646	71,204	7,558	37,447	362,227	335,223	(27,004)	109,199	(253,028)
Pro Shop	43,051	40,018	(3,033)	41,355	209,495	231,137	21,642	225,384	15,889
Recreation	3,631	2,355	(1,276)	2,273	21,180	17,672	(3,508)	16,655	(4,524)
<b>Total Cost of Goods</b>	<b>110,328</b>	<b>113,577</b>	<b>3,249</b>	<b>81,076</b>	<b>592,901</b>	<b>584,032</b>	<b>(8,869)</b>	<b>351,238</b>	<b>(241,663)</b>

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Gross Profit</b>	<b>1,409,981</b>	<b>1,471,554</b>	<b>(61,573)</b>	<b>1,389,926</b>	<b>10,411,138</b>	<b>10,617,686</b>	<b>(206,548)</b>	<b>10,732,146</b>	<b>(321,007)</b>
<b>Expenses</b>									
Salary and Wages	739,590	759,340	19,750	668,285	4,945,621	5,163,552	217,931	4,304,556	(641,065)
Employee Benefits	176,796	157,686	(19,111)	117,319	1,318,875	1,175,570	(143,305)	831,303	(487,572)
Memberships, Training and Travel	8,785	5,447	(3,338)	7,542	97,518	99,398	1,880	57,998	(39,520)
Supplies	91,209	90,549	(660)	140,060	645,290	656,504	11,214	584,306	(60,984)
Fuel and Oil	26,886	21,280	(5,606)	18,220	127,099	113,687	(13,412)	102,251	(24,848)
Equipment and Tools	13,277	11,286	(1,991)	65,985	304,123	425,408	121,284	264,644	(39,479)
Lease, Rents and Licenses	73,383	75,050	1,667	73,839	528,324	541,616	13,292	482,965	(45,359)
Maintenance and Repairs	21,568	51,913	30,345	151,724	612,422	722,247	109,825	608,626	(3,796)
Maintenance and Service Agreements	33,487	26,626	(6,861)	22,262	275,084	281,107	6,023	260,781	(14,303)
Outside Contracts	59,025	53,883	(5,142)	21,521	221,398	265,752	44,354	211,613	(9,785)
Professional Services	9,407	11,988	2,581	11,857	92,681	115,090	22,409	107,188	14,507
Insurance	38,181	37,536	(645)	(20,324)	265,050	262,752	(2,298)	164,269	(100,781)
Utilities	92,983	99,013	6,030	92,055	593,976	562,406	(31,570)	499,824	(94,152)
Taxes and Permits	28,405	42,333	13,928	26,965	247,821	255,885	8,064	235,332	(12,489)
Postage	4,455	7,475	3,020	7,041	59,870	60,804	934	53,264	(6,607)
Credit Card Fees & Interest Expense	18,481	24,053	5,572	20,937	125,178	166,749	41,571	111,509	(13,669)
Membership Elections	0	0	0	0	39,067	38,000	(1,067)	36,949	(2,118)
Advertising Expense	38,178	33,515	(4,663)	13,530	120,369	147,620	27,251	91,449	(28,919)
Bad Debts	8,736	3,400	(5,336)	5,333	40,640	24,900	(15,740)	28,044	(12,597)
Uniforms	1,582	600	(982)	1,730	33,043	25,820	(7,223)	37,571	4,527
Investment Fund Fees	427	0	(427)	5,864	2,984	0	(2,984)	35,712	32,728
Donations	63	250	187	0	5,259	1,750	(3,509)	765	(4,494)
Other	(7,500)	3,215	10,715	(105,316)	8,202	51,835	43,633	19,044	10,843
<b>Total Operating Expenses</b>	<b>1,477,401</b>	<b>1,516,438</b>	<b>39,037</b>	<b>1,346,429</b>	<b>10,709,894</b>	<b>11,158,452</b>	<b>448,558</b>	<b>9,129,964</b>	<b>(1,579,931)</b>
<b>EBITDA</b>	<b>(67,421)</b>	<b>(44,884)</b>	<b>(22,537)</b>	<b>43,497</b>	<b>(298,756)</b>	<b>(540,766)</b>	<b>242,010</b>	<b>1,602,182</b>	<b>(1,900,938)</b>
Allocations - MAC	(33,015)	(33,015)	0	(25,528)	(284,247)	(284,247)	0	(234,858)	49,389
Allocations - F & A	(57,252)	(57,252)	0	(59,637)	(469,520)	(469,520)	0	(508,720)	(39,200)
<b>Total Allocations</b>	<b>(90,267)</b>	<b>(90,267)</b>	<b>0</b>	<b>(85,165)</b>	<b>(753,767)</b>	<b>(753,767)</b>	<b>0</b>	<b>(743,578)</b>	<b>10,189</b>
<b>Pre Depreciation Gross</b>	<b>22,847</b>	<b>45,383</b>	<b>(22,537)</b>	<b>128,662</b>	<b>455,011</b>	<b>213,001</b>	<b>242,010</b>	<b>2,345,760</b>	<b>(1,890,749)</b>
Depreciation	152,167	171,833	19,666	138,656	1,036,932	1,083,227	46,294	950,658	(86,274)

Bella Vista POA  
 POA w/o Water-All  
 For the Seven Months Ending July 31, 2018

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD July 2018		VAR		YTD July 2018		VAR		
	Actual	Budget			Actual	Budget			
Net Income / Cost of Operations	<u>(129,320)</u>	<u>(126,449)</u>	<u>(2,871)</u>	<u>(9,994)</u>	<u>(581,922)</u>	<u>(870,226)</u>	<u>288,304</u>	<u>1,395,102</u>	<u>(1,977,023)</u>



**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	232,722	249,037	(16,315)	72,262	931,296	948,531	(17,235)	172,600	758,696
Facility Use Fees	(4,155)	4,455	(8,610)	(96)	(17,879)	16,855	(34,734)	(2,066)	(15,813)
Rebates	40	0	40	0	80	0	80	0	80
Other	(1,380)	0	(1,380)	97	(1,305)	0	(1,305)	398	(1,703)
<b>Total Income</b>	<b>227,228</b>	<b>253,492</b>	<b>(26,264)</b>	<b>72,262</b>	<b>912,193</b>	<b>965,386</b>	<b>(53,193)</b>	<b>170,932</b>	<b>741,260</b>
Food and Beverage	89,599	93,010	3,411	25,128	352,413	324,148	(28,265)	65,805	(286,608)
<b>Total Cost of Goods</b>	<b>89,599</b>	<b>93,010</b>	<b>3,411</b>	<b>25,128</b>	<b>352,413</b>	<b>324,148</b>	<b>(28,265)</b>	<b>65,805</b>	<b>(286,608)</b>
<b>Gross Profit</b>	<b>137,629</b>	<b>160,482</b>	<b>(22,853)</b>	<b>47,134</b>	<b>559,780</b>	<b>641,238</b>	<b>(81,458)</b>	<b>105,127</b>	<b>454,652</b>
<b>Expenses</b>									
Salary and Wages	95,461	83,798	(11,663)	66,594	597,467	603,158	5,692	258,953	(338,514)
Employee Benefits	11,374	7,794	(3,580)	9,381	79,111	69,157	(9,954)	33,266	(45,845)
Memberships, Training and Travel	739	1,050	311	2,946	12,281	6,450	(5,831)	9,226	(3,055)
Supplies	11,679	5,925	(5,754)	24,473	69,699	41,680	(28,019)	46,622	(23,077)
Fuel and Oil	638	0	(638)	0	1,119	0	(1,119)	0	(1,119)
Equipment and Tools	857	300	(557)	39,075	12,487	2,150	(10,337)	44,248	31,761
Lease, Rents and Licenses	281	112	(169)	112	1,835	784	(1,051)	561	(1,274)
Maintenance and Repairs	1,692	350	(1,342)	8,930	20,033	24,150	4,117	20,861	827
Maintenance and Service Agreements	400	1,500	1,100	1,497	11,340	10,500	(840)	4,732	(6,608)
Outside Contracts	1,315	2,191	876	1,425	7,289	10,115	2,826	9,290	2,001
Professional Services	0	0	0	94	341	0	(341)	5,738	5,397
Insurance	2,750	2,639	(111)	(36)	19,159	18,473	(686)	6,165	(12,994)
Utilities	11,568	11,248	(320)	9,927	81,618	68,986	(12,632)	44,597	(37,022)
Taxes and Permits	1,442	855	(587)	1,016	12,786	11,110	(1,676)	17,237	4,451
Postage	0	0	0	77	3	0	(3)	77	73
Credit Card Fees & Interest Expense	4,971	98	(4,873)	4,683	25,837	686	(25,151)	6,050	(19,787)
Advertising Expense	1,411	1,000	(411)	4,215	16,432	20,300	3,868	10,016	(6,416)
Uniforms	25	300	275	1,615	6,551	2,000	(4,551)	4,265	(2,286)
Other	(125)	0	125	(105,064)	3,585	0	(3,585)	7,643	4,059
<b>Total Operating Expenses</b>	<b>146,475</b>	<b>119,160</b>	<b>(27,315)</b>	<b>70,960</b>	<b>978,973</b>	<b>889,700</b>	<b>(89,274)</b>	<b>529,546</b>	<b>(449,427)</b>
<b>EBITDA</b>	<b>(8,846)</b>	<b>41,322</b>	<b>(50,168)</b>	<b>(23,827)</b>	<b>(419,194)</b>	<b>(248,462)</b>	<b>(170,732)</b>	<b>(424,419)</b>	<b>5,225</b>

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Actual	Budget		
<b>Pre Depreciation Gross</b>	<b>(8,846)</b>	<b>41,322</b>	<b>(50,168)</b>	<b>(23,827)</b>	<b>(419,194)</b>	<b>(248,462)</b>	<b>(170,732)</b>	<b>(424,419)</b>	<b>5,225</b>
Depreciation	14,064	14,258	194	8,918	98,451	97,723	(728)	27,913	(70,538)
<b>Net Income / Cost of Operations</b>	<b><u>(22,911)</u></b>	<b><u>27,064</u></b>	<b><u>(49,975)</u></b>	<b><u>(32,745)</u></b>	<b><u>(517,645)</u></b>	<b><u>(346,185)</u></b>	<b><u>(171,460)</u></b>	<b><u>(452,332)</u></b>	<b><u>(65,313)</u></b>

**Bella Vista POA  
Clubhouses-All**

**For the Seven Months Ending July 31, 2018**

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
Rents - Leases Facilities	500	500	0	500	3,500	3,500	0	3,500	0
<b>Total Income</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>500</b>	<b>3,500</b>	<b>3,500</b>	<b>0</b>	<b>3,500</b>	<b>0</b>
<b>Gross Profit</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>500</b>	<b>3,500</b>	<b>3,500</b>	<b>0</b>	<b>3,500</b>	<b>0</b>
<b>Expenses</b>									
Supplies	281	298	17	722	6,857	2,086	(4,771)	1,543	(5,314)
Equipment and Tools	0	200	200	0	1,424	1,400	(24)	2,000	576
Maintenance and Repairs	9,627	1,875	(7,752)	2,247	40,256	36,525	(3,731)	27,245	(13,011)
Maintenance and Service Agreements	0	3,210	3,210	2,398	16,422	22,470	6,048	14,984	(1,438)
Outside Contracts	956	685	(271)	762	5,220	5,955	735	5,143	(77)
Insurance	3,363	3,363	0	(2,322)	23,541	23,541	0	17,948	(5,593)
Utilities	3,079	2,126	(953)	2,247	29,151	15,327	(13,824)	14,793	(14,359)
Taxes and Permits	4,001	3,825	(176)	3,678	27,488	26,960	(528)	26,009	(1,479)
Advertising Expense	0	0	0	0	199	0	(199)	0	(199)
Other	0	0	0	0	1,245	0	(1,245)	0	(1,245)
<b>Total Operating Expenses</b>	<b>21,306</b>	<b>15,582</b>	<b>(5,724)</b>	<b>9,732</b>	<b>151,802</b>	<b>134,264</b>	<b>(17,538)</b>	<b>109,665</b>	<b>(42,138)</b>
<b>EBITDA</b>	<b>(20,806)</b>	<b>(15,082)</b>	<b>(5,724)</b>	<b>(9,232)</b>	<b>(148,302)</b>	<b>(130,764)</b>	<b>(17,538)</b>	<b>(106,165)</b>	<b>(42,138)</b>
<b>Pre Depreciation Gross</b>	<b>(20,806)</b>	<b>(15,082)</b>	<b>(5,724)</b>	<b>(9,232)</b>	<b>(148,302)</b>	<b>(130,764)</b>	<b>(17,538)</b>	<b>(106,165)</b>	<b>(42,138)</b>
Depreciation	23,211	30,511	7,300	23,891	163,883	191,371	27,488	167,541	3,658
<b>Net Income / Cost of Operations</b>	<b>(44,017)</b>	<b>(45,593)</b>	<b>1,576</b>	<b>(33,122)</b>	<b>(312,185)</b>	<b>(322,135)</b>	<b>9,950</b>	<b>(273,705)</b>	<b>(38,480)</b>

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

	MTD				YTD				
	MTD July 2018			Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	12,057	(12,057)
Other	0	0	0	0	170	0	170	0	170
<b>Total Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>170</b>	<b>0</b>	<b>170</b>	<b>12,057</b>	<b>(11,887)</b>
<b>Gross Profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>170</b>	<b>0</b>	<b>170</b>	<b>12,057</b>	<b>(11,887)</b>
<b>Expenses</b>									
Salary and Wages	169,444	168,580	(864)	159,032	1,030,750	1,090,011	59,261	1,004,055	(26,695)
Employee Benefits	18,030	21,399	3,369	28,789	119,950	156,542	36,592	210,494	90,544
Memberships, Training and Travel	900	0	(900)	195	7,500	9,880	2,380	7,507	7
Supplies	56,542	60,363	3,821	86,718	409,098	415,203	6,105	366,122	(42,975)
Fuel and Oil	16,600	13,130	(3,470)	11,926	64,241	62,070	(2,171)	45,700	(18,542)
Equipment and Tools	1,151	400	(751)	13,835	54,319	57,895	3,576	61,565	7,246
Lease, Rents and Licenses	46,337	46,485	148	45,886	329,576	331,395	1,819	307,117	(22,459)
Maintenance and Repairs	(13,869)	31,485	45,354	104,196	280,779	230,719	(50,060)	325,764	44,985
Maintenance and Service Agreements	968	840	(128)	143	6,637	6,188	(449)	6,235	(402)
Outside Contracts	0	2,000	2,000	0	25	10,000	9,975	158	133
Professional Services	0	0	0	50	0	3,500	3,500	3,450	3,450
Insurance	9,657	9,451	(206)	(4,649)	67,174	66,157	(1,017)	41,002	(26,171)
Utilities	32,020	31,203	(817)	29,903	154,151	142,831	(11,320)	136,084	(18,067)
Taxes and Permits	8,464	9,678	1,214	7,983	75,541	87,886	12,345	80,547	5,006
Postage	0	200	200	87	48	850	802	321	272
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	(14)	(14)
Uniforms	88	0	(88)	115	7,613	9,870	2,257	7,528	(84)
Other	0	0	0	0	0	0	0	63	63
<b>Total Operating Expenses</b>	<b>346,331</b>	<b>395,213</b>	<b>48,882</b>	<b>484,209</b>	<b>2,607,402</b>	<b>2,680,997</b>	<b>73,596</b>	<b>2,603,698</b>	<b>(3,704)</b>
<b>EBITDA</b>	<b>(346,331)</b>	<b>(395,213)</b>	<b>48,882</b>	<b>(484,209)</b>	<b>(2,607,232)</b>	<b>(2,680,997)</b>	<b>73,765</b>	<b>(2,591,641)</b>	<b>(15,591)</b>
<b>Pre Depreciation Gross</b>	<b>(346,331)</b>	<b>(395,213)</b>	<b>48,882</b>	<b>(484,209)</b>	<b>(2,607,232)</b>	<b>(2,680,997)</b>	<b>73,765</b>	<b>(2,591,641)</b>	<b>(15,591)</b>
Depreciation	55,636	57,242	1,607	49,525	379,906	375,311	(4,594)	345,037	(34,869)
<b>Net Income / Cost of Operations</b>	<b>(401,967)</b>	<b>(452,456)</b>	<b>50,489</b>	<b>(533,734)</b>	<b>(2,987,138)</b>	<b>(3,056,309)</b>	<b>69,171</b>	<b>(2,936,678)</b>	<b>(50,460)</b>

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

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	(55,172)	(52,422)	(2,750)	15,069	0	0	0	76,575	(76,575)
Golf	335,863	353,055	(17,192)	322,777	2,829,133	3,038,081	(208,949)	2,884,064	(54,931)
Pro Shop	60,258	56,450	3,808	47,797	288,185	319,550	(31,365)	271,128	17,057
Facility Use Fees	0	0	0	0	62	0	62	4	58
Commissions	30	100	(70)	100	243	485	(242)	456	(213)
Other	3,256	3,816	(560)	3,145	19,421	19,483	(62)	24,410	(4,989)
<b>Total Income</b>	<b>344,235</b>	<b>360,999</b>	<b>(16,764)</b>	<b>388,889</b>	<b>3,137,044</b>	<b>3,377,599</b>	<b>(240,555)</b>	<b>3,256,638</b>	<b>(119,594)</b>
Food and Beverage	(28,434)	(25,872)	2,562	8,561	0	0	0	36,972	36,972
Pro Shop	43,051	39,518	(3,533)	41,355	209,495	225,387	15,892	225,384	15,889
<b>Total Cost of Goods</b>	<b>14,617</b>	<b>13,646</b>	<b>(971)</b>	<b>49,916</b>	<b>209,495</b>	<b>225,387</b>	<b>15,892</b>	<b>262,355</b>	<b>52,860</b>
<b>Gross Profit</b>	<b>329,618</b>	<b>347,353</b>	<b>(17,735)</b>	<b>338,972</b>	<b>2,927,549</b>	<b>3,152,212</b>	<b>(224,663)</b>	<b>2,994,283</b>	<b>(66,734)</b>
<b>Expenses</b>									
Salary and Wages	99,409	105,355	5,947	92,786	606,584	675,947	69,363	588,009	(18,576)
Employee Benefits	11,127	13,077	1,950	15,047	72,777	91,738	18,961	102,214	29,437
Memberships, Training and Travel	962	225	(737)	25	8,911	15,440	6,529	3,926	(4,986)
Supplies	2,920	3,219	299	3,699	23,987	34,791	10,804	31,525	7,538
Fuel and Oil	57	420	363	39	294	2,175	1,881	11,514	11,220
Equipment and Tools	930	50	(880)	1,467	8,381	26,675	18,294	(1,928)	(10,309)
Lease, Rents and Licenses	22,309	22,397	88	22,931	156,766	166,079	9,313	144,731	(12,035)
Maintenance and Repairs	2,021	886	(1,135)	1,549	51,100	59,892	8,792	8,173	(42,927)
Maintenance and Service Agreements	6,644	6,778	134	5,995	48,443	45,773	(2,670)	47,456	(987)
Outside Contracts	8,418	1,973	(6,445)	1,920	28,116	23,233	(4,883)	22,823	(5,293)
Professional Services	0	188	188	188	625	2,040	1,415	2,038	1,413
Insurance	2,980	3,042	62	(1,228)	20,586	21,294	708	16,177	(4,409)
Utilities	12,378	13,782	1,404	13,374	76,730	77,859	1,129	68,393	(8,336)
Taxes and Permits	1,638	16,758	15,120	775	14,197	23,049	8,852	6,877	(7,320)
Postage	21	45	24	45	167	399	232	637	470
Credit Card Fees & Interest Expense	7,906	8,638	732	10,043	55,017	54,812	(205)	53,794	(1,223)
Advertising Expense	8,452	6,580	(1,872)	622	21,107	25,040	3,933	13,150	(7,957)
Other	(813)	323	1,136	368	11,521	11,138	(383)	5,453	(6,067)
<b>Total Operating Expenses</b>	<b>187,358</b>	<b>203,736</b>	<b>16,378</b>	<b>169,644</b>	<b>1,205,309</b>	<b>1,357,374</b>	<b>152,065</b>	<b>1,124,962</b>	<b>(80,347)</b>
<b>EBITDA</b>	<b>142,260</b>	<b>143,617</b>	<b>(1,357)</b>	<b>169,329</b>	<b>1,722,240</b>	<b>1,794,838</b>	<b>(72,598)</b>	<b>1,869,321</b>	<b>(147,081)</b>

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

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	<b>142,260</b>	<b>143,617</b>	<b>(1,357)</b>	<b>169,329</b>	<b>1,722,240</b>	<b>1,794,838</b>	<b>(72,598)</b>	<b>1,869,321</b>	<b>(147,081)</b>
Depreciation	4,063	4,303	240	4,611	29,371	30,531	1,160	34,065	4,694
<b>Net Income / Cost of Operations</b>	<b><u>138,197</u></b>	<b><u>139,314</u></b>	<b><u>(1,117)</u></b>	<b><u>164,718</u></b>	<b><u>1,692,869</u></b>	<b><u>1,764,307</u></b>	<b><u>(71,438)</u></b>	<b><u>1,835,256</u></b>	<b><u>(142,387)</u></b>

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Income</b>									
Food and Beverage	6,746	8,222	(1,476)	6,361	21,836	22,060	(224)	17,828	4,009
Pro Shop	0	1,030	(1,030)	0	0	6,454	(6,454)	0	0
Other Recreation	7,695	1,059	6,636	1,040	24,247	8,368	15,879	9,426	14,821
RV	24,818	26,890	(2,072)	22,054	128,689	141,948	(13,259)	125,331	3,358
Facility Use Fees	56,154	51,460	4,694	52,246	326,278	265,299	60,979	313,279	12,999
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	472	669	(197)	1,940	5,410	6,111	(701)	12,907	(7,497)
<b>Total Income</b>	<b>95,885</b>	<b>89,330</b>	<b>6,555</b>	<b>83,641</b>	<b>506,460</b>	<b>450,240</b>	<b>56,220</b>	<b>650,580</b>	<b>(144,120)</b>
<b>Cost of Goods</b>									
Food and Beverage	2,481	4,066	1,585	3,758	9,814	11,075	1,261	6,422	(3,391)
Pro Shop	0	500	500	0	0	5,750	5,750	0	0
Recreation	1,107	255	(852)	375	5,584	2,512	(3,072)	2,826	(2,758)
<b>Total Cost of Goods</b>	<b>3,588</b>	<b>4,821</b>	<b>1,233</b>	<b>4,133</b>	<b>15,398</b>	<b>19,337</b>	<b>3,939</b>	<b>9,249</b>	<b>(6,149)</b>
<b>Gross Profit</b>	<b>92,297</b>	<b>84,509</b>	<b>7,788</b>	<b>79,508</b>	<b>491,062</b>	<b>430,903</b>	<b>60,159</b>	<b>641,332</b>	<b>(150,269)</b>
<b>Expenses</b>									
Salary and Wages	68,678	66,843	(1,835)	62,637	377,548	339,551	(37,996)	343,082	(34,466)
Employee Benefits	7,528	8,550	1,022	8,348	46,231	47,673	1,443	52,873	6,642
Memberships, Training and Travel	544	220	(324)	200	4,839	4,572	(267)	3,411	(1,427)
Supplies	12,538	11,199	(1,339)	11,565	46,141	60,985	14,844	48,917	2,777
Fuel and Oil	256	120	(136)	114	1,667	985	(682)	807	(861)
Equipment and Tools	5,475	5,065	(410)	4,995	121,813	200,028	78,215	66,291	(55,521)
Lease, Rents and Licenses	213	430	217	387	1,424	3,230	1,806	2,642	1,218
Maintenance and Repairs	10,869	7,621	(3,248)	11,303	95,740	158,077	62,337	114,058	18,318
Maintenance and Service Agreements	6,567	7,902	1,335	6,077	38,017	43,880	5,863	40,628	2,611
Outside Contracts	12,150	9,593	(2,557)	9,375	35,103	47,677	12,574	44,786	9,683
Professional Services	0	0	0	0	260	2,000	1,740	688	428
Insurance	3,942	3,265	(677)	(1,770)	25,423	22,855	(2,568)	15,388	(10,036)
Utilities	19,294	24,543	5,249	21,996	135,752	140,651	4,899	127,407	(8,345)
Taxes and Permits	2,384	2,409	25	3,075	24,413	22,532	(1,881)	21,757	(2,657)
Postage	0	0	0	0	10	10	0	0	(10)
Credit Card Fees & Interest Expense	1,831	1,765	(66)	2,163	8,852	8,894	42	10,327	1,475
Advertising Expense	8,401	8,000	(401)	0	8,401	8,000	(401)	50	(8,351)
Uniforms	0	0	0	0	1,123	1,100	(23)	699	(424)

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Other	919	675	(244)	482	6,250	5,973	(277)	4,848	(1,402)
<b>Total Operating Expenses</b>	<b>161,588</b>	<b>158,200</b>	<b>(3,388)</b>	<b>140,947</b>	<b>979,005</b>	<b>1,118,674</b>	<b>139,669</b>	<b>898,658</b>	<b>(80,348)</b>
<b>EBITDA</b>	<b>(69,291)</b>	<b>(73,691)</b>	<b>4,400</b>	<b>(61,439)</b>	<b>(487,943)</b>	<b>(687,771)</b>	<b>199,828</b>	<b>(257,326)</b>	<b>(230,617)</b>
<b>Pre Depreciation Gross</b>	<b>(69,291)</b>	<b>(73,691)</b>	<b>4,400</b>	<b>(61,439)</b>	<b>(487,943)</b>	<b>(687,771)</b>	<b>199,828</b>	<b>(257,326)</b>	<b>(230,617)</b>
Depreciation	19,648	28,406	8,758	15,882	121,293	139,486	18,193	113,638	(7,654)
<b>Net Income / Cost of Operations</b>	<b>(88,939)</b>	<b>(102,097)</b>	<b>13,158</b>	<b>(77,322)</b>	<b>(609,235)</b>	<b>(827,256)</b>	<b>218,021</b>	<b>(370,964)</b>	<b>(238,271)</b>



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

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	15,127	6,900	8,227	10,175	98,391	48,300	50,091	52,645	45,746
AR MO Land Income	0	0	0	1,500	3,000	3,000	0	1,500	1,500
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)
Cell Tower Rents	4,800	2,400	2,400	2,400	44,320	38,800	5,520	41,006	3,314
Other	9,302	0	9,302	5,856	60,145	0	60,145	23,893	36,252
<b>Total Income</b>	<b>29,228</b>	<b>9,300</b>	<b>19,928</b>	<b>19,931</b>	<b>206,146</b>	<b>90,100</b>	<b>116,046</b>	<b>127,747</b>	<b>78,400</b>
<b>Gross Profit</b>	<b>29,228</b>	<b>9,300</b>	<b>19,928</b>	<b>19,931</b>	<b>206,146</b>	<b>90,100</b>	<b>116,046</b>	<b>127,747</b>	<b>78,400</b>
<b>Expenses</b>									
Salary and Wages	110,228	115,062	4,834	92,066	789,723	839,429	49,705	695,648	(94,076)
Employee Benefits	12,318	13,558	1,240	17,428	100,252	118,572	18,320	145,139	44,887
Memberships, Training and Travel	190	0	(190)	597	581	1,085	504	1,932	1,351
Supplies	1,128	1,725	597	3,128	7,786	13,554	5,768	10,236	2,450
Fuel and Oil	6,283	5,095	(1,188)	4,147	44,131	34,385	(9,746)	31,437	(12,694)
Equipment and Tools	183	175	(8)	1,161	37,217	43,160	5,943	24,197	(13,020)
Lease, Rents and Licenses	12	125	113	228	622	1,775	1,153	1,595	973
Maintenance and Repairs	8,841	8,125	(716)	15,373	85,849	79,965	(5,884)	83,702	(2,147)
Maintenance and Service Agreements	312	650	339	446	3,145	5,030	1,885	3,125	(19)
Outside Contracts	169	3,910	3,741	1,583	893	6,370	5,477	2,022	1,129
Insurance	8,373	8,664	291	(3,463)	58,988	60,648	1,660	15,700	(43,288)
Utilities	2,957	2,721	(236)	2,917	24,868	19,874	(4,994)	20,707	(4,161)
Taxes and Permits	1,645	1,511	(134)	1,453	14,555	13,702	(853)	13,078	(1,476)
Postage	0	0	0	0	12	0	(12)	0	(12)
Uniforms	103	0	(103)	0	5,028	5,550	522	3,023	(2,005)
Other	0	0	0	10	34	300	266	568	534
<b>Total Operating Expenses</b>	<b>152,740</b>	<b>161,320</b>	<b>8,580</b>	<b>137,074</b>	<b>1,173,683</b>	<b>1,243,398</b>	<b>69,716</b>	<b>1,052,108</b>	<b>(121,575)</b>
<b>EBITDA</b>	<b>(123,512)</b>	<b>(152,020)</b>	<b>28,509</b>	<b>(117,142)</b>	<b>(967,537)</b>	<b>(1,153,298)</b>	<b>185,762</b>	<b>(924,361)</b>	<b>(43,176)</b>
Allocations - MAC	(33,015)	(33,015)	0	(25,528)	(284,247)	(284,247)	0	(234,858)	49,389
<b>Total Allocations</b>	<b>(33,015)</b>	<b>(33,015)</b>	<b>0</b>	<b>(25,528)</b>	<b>(284,247)</b>	<b>(284,247)</b>	<b>0</b>	<b>(234,858)</b>	<b>49,389</b>
<b>Pre Depreciation Gross</b>	<b>(90,497)</b>	<b>(119,005)</b>	<b>28,509</b>	<b>(91,614)</b>	<b>(683,289)</b>	<b>(869,051)</b>	<b>185,762</b>	<b>(689,503)</b>	<b>6,214</b>

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Depreciation	12,112	13,352	1,240	13,422	87,768	90,497	2,729	95,279	7,511
<b>Net Income / Cost of Operations</b>	<b><u>(102,609)</u></b>	<b><u>(132,357)</u></b>	<b><u>29,748</u></b>	<b><u>(105,036)</u></b>	<b><u>(771,057)</u></b>	<b><u>(959,548)</u></b>	<b><u>188,491</u></b>	<b><u>(784,782)</u></b>	<b><u>13,724</u></b>

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Income</b>									
City of Bella Vista	0	0	0	0	5,806	6,250	(444)	5,530	277
Other Recreation	588	470	118	290	4,532	6,205	(1,673)	5,416	(884)
RV	710	575	135	602	94,038	92,650	1,388	91,745	2,293
Facility Use Fees	8,602	8,965	(364)	8,426	60,331	53,685	6,646	50,751	9,579
Boat	12,105	13,600	(1,495)	13,080	373,579	378,445	(4,866)	354,671	18,908
Donations Received	0	15	(15)	23	0	95	(95)	8,354	(8,354)
Other	0	0	0	0	925	0	925	1,379	(454)
<b>Total Income</b>	<b>22,004</b>	<b>23,625</b>	<b>(1,621)</b>	<b>22,421</b>	<b>539,211</b>	<b>537,330</b>	<b>1,881</b>	<b>517,846</b>	<b>21,365</b>
Recreation	2,525	2,100	(425)	1,899	15,595	15,160	(435)	13,829	(1,766)
<b>Total Cost of Goods</b>	<b>2,525</b>	<b>2,100</b>	<b>(425)</b>	<b>1,899</b>	<b>15,595</b>	<b>15,160</b>	<b>(435)</b>	<b>13,829</b>	<b>(1,766)</b>
<b>Gross Profit</b>	<b>19,479</b>	<b>21,525</b>	<b>(2,046)</b>	<b>20,523</b>	<b>523,616</b>	<b>522,170</b>	<b>1,446</b>	<b>504,017</b>	<b>19,599</b>
<b>Expenses</b>									
Salary and Wages	32,221	34,020	1,799	26,756	209,389	234,316	24,926	189,074	(20,315)
Employee Benefits	3,725	4,967	1,242	4,407	26,777	36,764	9,988	28,457	1,681
Memberships, Training and Travel	125	0	(125)	0	1,961	5,615	3,654	681	(1,280)
Supplies	1,362	3,540	2,178	7,387	44,738	46,470	1,732	38,287	(6,451)
Fuel and Oil	2,803	2,200	(603)	1,801	14,027	12,130	(1,897)	10,802	(3,224)
Equipment and Tools	2,200	50	(2,150)	104	27,539	53,900	26,361	33,718	6,179
Lease, Rents and Licenses	12	70	58	90	81	490	409	629	548
Maintenance and Repairs	2,181	1,185	(996)	7,861	36,784	129,875	93,091	26,471	(10,313)
Maintenance and Service Agreements	2,151	3,010	859	2,375	16,671	17,378	707	16,897	226
Outside Contracts	10,112	915	(9,197)	793	27,529	8,455	(19,074)	18,709	(8,820)
Professional Services	0	0	0	0	0	0	0	6,000	6,000
Insurance	4,230	4,219	(11)	(4,910)	29,707	29,533	(174)	36,840	7,133
Utilities	2,821	2,765	(56)	2,845	25,202	24,365	(837)	21,393	(3,809)
Taxes and Permits	5,228	5,059	(169)	4,829	37,044	35,468	(1,576)	36,038	(1,005)
Postage	0	15	15	0	41	125	84	44	4
Credit Card Fees & Interest Expense	485	450	(35)	153	12,349	10,459	(1,890)	11,905	(444)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	1,373	0	(1,373)	0	1,499	1,100	(399)	1,183	(316)
Other	(10)	0	10	(42)	(246)	0	246	14	260
<b>Total Operating Expenses</b>	<b>71,020</b>	<b>62,465</b>	<b>(8,555)</b>	<b>54,450</b>	<b>511,282</b>	<b>646,443</b>	<b>135,161</b>	<b>477,143</b>	<b>(34,140)</b>

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

	MTD				YTD				
	MTD July 2018		VAR	Prior Year Actual	YTD July 2018			Prior Year Actual	Year to Year Actual Compared
Actual	Budget	Actual			Budget	VAR	Actual		
<b>EBITDA</b>	(51,541)	(40,940)	(10,601)	(33,927)	12,334	(124,273)	136,607	26,874	(14,541)
<b>Pre Depreciation Gross</b>	(51,541)	(40,940)	(10,601)	(33,927)	12,334	(124,273)	136,607	26,874	(14,541)
Depreciation	11,202	12,874	1,672	10,221	78,159	80,699	2,540	76,763	(1,397)
<b>Net Income / Cost of Operations</b>	<u>(62,744)</u>	<u>(53,814)</u>	<u>(8,929)</u>	<u>(44,148)</u>	<u>(65,826)</u>	<u>(204,973)</u>	<u>139,147</u>	<u>(49,888)</u>	<u>(15,937)</u>

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Income</b>									
Assessments	665,236	672,032	(6,796)	663,499	4,642,412	4,693,472	(51,060)	4,597,039	45,373
Facility Use Fees	28,139	32,000	(3,861)	29,341	262,753	246,000	16,753	264,734	(1,980)
Investment Income	327	8,000	(7,673)	62,386	8,781	63,000	(54,219)	391,022	(382,241)
Lot Sales	9,615	19,000	(9,385)	15,236	138,159	109,000	29,159	134,069	4,090
Transfer Fees	43,400	56,000	(12,600)	55,923	241,030	290,000	(48,970)	290,603	(49,573)
Past Due Collections	28,432	22,680	5,752	17,541	226,489	164,150	62,339	371,712	(145,222)
Advertising Income	18,094	8,000	10,094	6,419	95,295	83,700	11,595	75,381	19,914
Rebates	0	0	0	0	0	0	0	93,029	(93,029)
POA Lot Inventory Valuation	73	24,250	(24,178)	27,122	35,875	86,750	(50,875)	79,512	(43,636)
Water Rent Income	5,473	5,473	(0)	5,473	38,310	38,311	(1)	38,310	0
Legal Fees	2,229	450	1,779	38	7,545	3,150	4,395	6,126	1,419
NSF Fees	275	0	275	375	2,575	0	2,575	2,375	200
Other	(62)	0	(62)	5	91	30	61	173	(82)
<b>Total Income</b>	<b>801,230</b>	<b>847,885</b>	<b>(46,655)</b>	<b>883,359</b>	<b>5,699,316</b>	<b>5,777,563</b>	<b>(78,247)</b>	<b>6,344,083</b>	<b>(644,768)</b>
<b>Gross Profit</b>	<b>801,230</b>	<b>847,885</b>	<b>(46,655)</b>	<b>883,359</b>	<b>5,699,316</b>	<b>5,777,563</b>	<b>(78,247)</b>	<b>6,344,083</b>	<b>(644,768)</b>
<b>Expenses</b>									
Salary and Wages	164,150	185,683	21,532	168,413	1,334,160	1,381,140	46,980	1,225,736	(108,424)
Employee Benefits	112,695	88,341	(24,354)	33,920	873,777	655,123	(218,654)	258,859	(614,918)
Memberships, Training and Travel	5,325	3,952	(1,373)	3,579	61,445	56,356	(5,089)	31,315	(30,130)
Supplies	4,758	4,280	(478)	2,367	36,984	41,735	4,751	41,053	4,069
Fuel and Oil	249	315	66	192	1,619	1,942	323	1,992	372
Equipment and Tools	2,481	5,046	2,565	5,347	40,944	40,200	(744)	34,554	(6,390)
Lease, Rents and Licenses	4,219	5,431	1,212	4,206	38,021	37,863	(158)	25,691	(12,330)
Maintenance and Repairs	205	386	181	264	1,881	3,044	1,163	2,353	472
Maintenance and Service Agreements	16,448	2,736	(13,712)	3,333	134,410	129,888	(4,522)	126,725	(7,685)
Outside Contracts	25,905	32,616	6,711	5,663	117,223	153,947	36,724	108,682	(8,541)
Professional Services	9,407	11,800	2,393	11,526	91,455	107,550	16,095	89,275	(2,180)
Insurance	2,886	2,893	7	(1,947)	20,472	20,251	(221)	15,049	(5,423)
Utilities	8,866	10,625	1,759	8,847	66,503	72,513	6,010	66,450	(54)
Taxes and Permits	3,604	2,238	(1,366)	4,156	41,797	35,178	(6,619)	33,788	(8,009)
Postage	4,434	7,215	2,781	6,832	59,589	59,420	(169)	52,185	(7,404)
Credit Card Fees & Interest Expense	3,288	13,102	9,814	3,895	23,124	91,898	68,774	29,448	6,324
Membership Elections	0	0	0	0	39,067	38,000	(1,067)	36,949	(2,118)
Advertising Expense	19,915	17,935	(1,980)	8,693	74,037	94,280	20,243	68,233	(5,804)

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

	MTD				YTD				
	MTD July 2018			Prior Year	YTD July 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Bad Debts	8,736	3,400	(5,336)	5,333	40,640	24,900	(15,740)	28,044	(12,597)
Uniforms	(8)	300	308	0	11,230	6,200	(5,030)	20,873	9,643
Investment Fund Fees	427	0	(427)	5,864	2,984	0	(2,984)	35,712	32,728
Donations	63	250	187	0	5,259	1,750	(3,509)	765	(4,494)
Other	(7,471)	2,217	9,688	(1,070)	(14,186)	34,424	48,610	454	14,640
<b>Total Operating Expenses</b>	<b>390,582</b>	<b>400,760</b>	<b>10,179</b>	<b>279,414</b>	<b>3,102,437</b>	<b>3,087,602</b>	<b>(14,836)</b>	<b>2,334,185</b>	<b>(768,253)</b>
<b>EBITDA</b>	<b>410,648</b>	<b>447,125</b>	<b>(36,477)</b>	<b>603,945</b>	<b>2,596,878</b>	<b>2,689,961</b>	<b>(93,083)</b>	<b>4,009,899</b>	<b>(1,413,020)</b>
Allocations - F & A	(57,252)	(57,252)	0	(59,637)	(469,520)	(469,520)	0	(508,720)	(39,200)
<b>Total Allocations</b>	<b>(57,252)</b>	<b>(57,252)</b>	<b>0</b>	<b>(59,637)</b>	<b>(469,520)</b>	<b>(469,520)</b>	<b>0</b>	<b>(508,720)</b>	<b>(39,200)</b>
<b>Pre Depreciation Gross</b>	<b>467,900</b>	<b>504,377</b>	<b>(36,477)</b>	<b>663,581</b>	<b>3,066,398</b>	<b>3,159,481</b>	<b>(93,083)</b>	<b>4,518,618</b>	<b>(1,452,220)</b>
Depreciation	12,231	10,886	(1,344)	12,187	78,103	77,608	(494)	90,423	12,321
<b>Net Income / Cost of Operations</b>	<b>455,669</b>	<b>493,490</b>	<b>(37,821)</b>	<b>651,394</b>	<b>2,988,295</b>	<b>3,081,873</b>	<b>(93,578)</b>	<b>4,428,195</b>	<b>(1,439,899)</b>