

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Eight Months Ending August 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD August 2018		VAR		Actual	YTD August 2018				Actual	Actual Compared
	Actual	Budget				Actual	Budget				
<b>Income</b>											
Assessments	666,432	672,644	(6,212)	665,188	5,309,544	5,366,816	(57,272)	5,262,927	46,617		
City of Bella Vista	0	0	0	0	6,096	6,250	(154)	5,814	282		
Food and Beverage	178,350	184,449	(6,099)	68,798	1,131,482	1,155,040	(23,558)	335,801	795,681		
Golf	336,699	358,733	(22,034)	335,355	3,165,832	3,396,814	(230,982)	3,219,418	(53,587)		
Pro Shop	52,686	83,505	(30,819)	77,775	340,871	409,509	(68,638)	348,904	(8,033)		
Other Recreation	5,428	2,098	3,330	2,177	34,207	16,671	17,536	17,019	17,188		
RV	26,134	28,240	(2,106)	24,349	248,861	262,838	(13,977)	241,425	7,437		
Facility Use Fees	56,388	71,682	(15,294)	64,433	687,933	653,521	34,412	691,135	(3,202)		
Boat	5,935	5,375	560	5,454	379,514	383,820	(4,306)	360,125	19,389		
Investment Income	25,401	19,293	6,108	56,245	50,575	152,863	(102,288)	619,157	(568,582)		
Water	665,091	654,070	11,021	688,138	5,116,736	4,645,990	470,746	4,708,534	408,202		
Restricted Revenue	1,122	300	822	508	5,408	2,400	3,008	2,080	3,327		
Stump Dump	6,359	6,900	(541)	6,995	104,750	55,200	49,550	59,641	45,110		
Lot Sales	26,511	17,000	9,511	17,257	164,670	126,000	38,670	151,326	13,344		
Transfer Fees	53,640	36,000	17,640	35,700	294,670	326,000	(31,330)	326,303	(31,633)		
Past Due Collections	31,351	22,075	9,276	16,026	257,840	186,225	71,615	387,738	(129,898)		
Advertising Income	12,643	25,300	(12,657)	21,435	107,938	109,000	(1,062)	96,816	11,122		
Rebates	0	0	0	0	80	0	80	93,029	(92,949)		
POA Lot Inventory Valuation	9,006	3,500	5,506	20,862	44,882	90,250	(45,368)	100,374	(55,492)		
Water Capital Buy In Fees	25,000	25,000	0	27,500	459,020	200,000	259,020	237,500	221,520		
Water Late Fees	14,408	12,500	1,908	13,586	108,727	100,000	8,727	100,226	8,501		
AR MO Land Income	0	0	0	0	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	35,000	(35,000)	60,402	0	35,000	(35,000)	72,608	(72,608)		
Water Rent Income	5,473	5,473	(0)	5,473	43,783	43,784	(1)	43,783	0		
Commissions	44	47	(3)	47	286	532	(246)	503	(217)		
Cell Tower Rents	2,400	2,400	0	0	46,720	41,200	5,520	41,006	5,714		
Legal Fees	1,575	450	1,125	0	9,120	3,600	5,520	6,126	2,993		
Rents - Leases Facilities	500	500	0	500	4,000	4,000	0	4,000	0		
Donations Received	0	15	(15)	0	0	110	(110)	180,013	(180,013)		
NSF Fees	575	0	575	550	4,425	0	4,425	4,025	400		
Other	18,735	19,561	(826)	34,361	157,329	85,785	71,544	123,319	34,010		
<b>Total Income</b>	<b>2,227,885</b>	<b>2,292,110</b>	<b>(64,225)</b>	<b>2,249,114</b>	<b>18,288,299</b>	<b>17,862,218</b>	<b>426,081</b>	<b>17,850,592</b>	<b>437,707</b>		
Food and Beverage	69,729	65,777	(3,952)	34,683	431,956	401,000	(30,956)	143,882	(288,074)		

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**For the Eight Months Ending August 31, 2018**

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Water	211,259	214,030	2,771	195,285	1,590,043	1,514,335	(75,708)	1,477,275	(112,769)
Pro Shop	38,806	65,293	26,487	62,861	248,301	296,430	48,129	288,244	39,944
Recreation	3,878	1,420	(2,458)	2,397	25,057	19,092	(5,965)	19,052	(6,005)
<b>Total Cost of Goods</b>	<b>323,672</b>	<b>346,520</b>	<b>22,848</b>	<b>295,226</b>	<b>2,295,357</b>	<b>2,230,857</b>	<b>(64,500)</b>	<b>1,928,453</b>	<b>(366,904)</b>
<b>Gross Profit</b>	<b>1,904,213</b>	<b>1,945,590</b>	<b>(41,377)</b>	<b>1,953,888</b>	<b>15,992,942</b>	<b>15,631,361</b>	<b>361,581</b>	<b>15,922,140</b>	<b>70,802</b>
<b>Expenses</b>									
Salary and Wages	1,200,921	1,247,412	46,491	734,593	6,723,347	7,002,466	279,119	5,573,944	(1,149,403)
Employee Benefits	242,844	219,460	(23,385)	215,848	1,755,032	1,559,872	(195,160)	1,178,882	(576,150)
Memberships, Training and Travel	6,990	11,477	4,487	13,738	117,087	123,975	6,888	77,332	(39,755)
Supplies	107,216	126,891	19,675	124,332	876,942	893,705	16,763	808,167	(68,775)
Fuel and Oil	29,999	25,575	(4,424)	25,513	193,823	166,262	(27,561)	156,287	(37,536)
Equipment and Tools	21,916	2,779	(19,137)	56,507	460,594	559,142	98,548	337,842	(122,751)
Lease, Rents and Licenses	82,269	81,293	(976)	83,607	650,596	663,810	13,214	607,397	(43,199)
Maintenance and Repairs	89,303	76,785	(12,518)	80,016	814,746	901,632	86,886	782,080	(32,665)
Maintenance and Service Agreements	45,863	54,495	8,632	48,420	373,180	390,268	17,088	344,036	(29,144)
Outside Contracts	32,716	31,593	(1,123)	42,412	328,339	354,065	25,726	313,111	(15,228)
Professional Services	13,266	13,815	550	9,511	115,413	142,905	27,492	129,462	14,049
Insurance	47,430	48,331	901	43,782	379,775	379,592	(183)	255,839	(123,936)
Utilities	105,738	117,488	11,750	109,354	759,332	735,029	(24,303)	665,543	(93,789)
Taxes and Permits	44,483	44,516	33	44,695	406,630	412,951	6,321	388,657	(17,973)
Postage	10,880	13,180	2,300	13,014	98,928	102,684	3,756	93,779	(5,149)
Credit Card Fees & Interest Expense	37,654	43,056	5,402	34,588	314,258	338,185	23,927	286,686	(27,572)
Membership Elections	0	22,000	22,000	0	39,067	60,000	20,933	36,949	(2,118)
Advertising Expense	16,389	14,470	(1,919)	33,916	136,758	162,090	25,332	125,365	(11,393)
Bad Debts	11,604	3,300	(8,304)	1,724	52,164	28,200	(23,964)	28,826	(23,338)
Uniforms	695	500	(195)	586	37,477	29,920	(7,557)	40,716	3,239
Investment Fund Fees	1,221	2,000	779	5,460	9,776	16,000	6,224	56,666	46,890
Donations	0	250	250	25,000	35,009	32,000	(3,009)	30,965	(4,044)
Other	2,723	8,541	5,818	828	9,794	60,976	51,182	21,650	11,856
<b>Total Operating Expenses</b>	<b>2,152,123</b>	<b>2,209,207</b>	<b>57,084</b>	<b>1,747,441</b>	<b>14,688,067</b>	<b>15,115,729</b>	<b>427,662</b>	<b>12,340,183</b>	<b>(2,347,884)</b>
<b>EBITDA</b>	<b>(247,910)</b>	<b>(263,617)</b>	<b>15,707</b>	<b>206,447</b>	<b>1,304,875</b>	<b>515,632</b>	<b>789,243</b>	<b>3,581,957</b>	<b>(2,277,082)</b>
<b>Pre Depreciation Gross</b>	<b>(247,910)</b>	<b>(263,617)</b>	<b>15,707</b>	<b>206,447</b>	<b>1,304,875</b>	<b>515,632</b>	<b>789,243</b>	<b>3,581,957</b>	<b>(2,277,082)</b>

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**For the Eight Months Ending August 31, 2018**

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	236,843	282,853	46,010	221,870	1,877,616	2,010,930	133,315	1,729,022	(148,593)
<b>Net Income / Cost of Operations</b>	<u>(484,752)</u>	<u>(546,470)</u>	<u>61,717</u>	<u>(15,422)</u>	<u>(572,741)</u>	<u>(1,495,298)</u>	<u>922,557</u>	<u>1,852,935</u>	<u>(2,425,675)</u>

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

	MTD			Prior Year	YTD					
	MTD August 2018				Actual	YTD August 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR			Actual	Budget	VAR		
<b>Income</b>										
Assessments	100	100	0	100	800	800	0	800	0	
Investment Income	16,541	11,293	5,248	15,962	32,935	81,863	(48,928)	187,852	(154,917)	
Water	665,091	654,070	11,021	688,138	5,116,736	4,645,990	470,746	4,708,534	408,202	
Restricted Revenue	1,122	300	822	508	5,408	2,400	3,008	2,080	3,327	
Water Capital Buy In Fees	25,000	25,000	0	27,500	459,020	200,000	259,020	237,500	221,520	
Water Late Fees	14,408	12,500	1,908	13,586	108,727	100,000	8,727	100,226	8,501	
Gain / Loss Disposal Surplus Assets	0	35,000	(35,000)	45,000	0	35,000	(35,000)	45,000	(45,000)	
NSF Fees	250	0	250	325	1,525	0	1,525	1,425	100	
Other	14,282	5,800	8,482	5,482	68,019	46,400	21,619	31,279	36,740	
<b>Total Income</b>	<b>736,794</b>	<b>744,063</b>	<b>(7,269)</b>	<b>796,601</b>	<b>5,793,169</b>	<b>5,112,453</b>	<b>680,716</b>	<b>5,314,696</b>	<b>478,474</b>	
Water	211,259	214,030	2,771	195,285	1,590,043	1,514,335	(75,708)	1,477,275	(112,769)	
<b>Total Cost of Goods</b>	<b>211,259</b>	<b>214,030</b>	<b>2,771</b>	<b>195,285</b>	<b>1,590,043</b>	<b>1,514,335</b>	<b>(75,708)</b>	<b>1,477,275</b>	<b>(112,769)</b>	
<b>Gross Profit</b>	<b>525,535</b>	<b>530,033</b>	<b>(4,498)</b>	<b>601,315</b>	<b>4,203,126</b>	<b>3,598,118</b>	<b>605,008</b>	<b>3,837,421</b>	<b>365,705</b>	
<b>Expenses</b>										
Salary and Wages	122,186	118,142	(4,044)	76,584	698,990	709,644	10,654	611,379	(87,611)	
Employee Benefits	30,720	24,333	(6,387)	30,531	224,033	189,175	(34,858)	162,263	(61,770)	
Memberships, Training and Travel	654	400	(254)	3,769	13,233	13,500	267	9,366	(3,867)	
Supplies	17,256	17,830	574	14,575	141,692	128,140	(13,552)	114,104	(27,588)	
Fuel and Oil	6,521	4,585	(1,936)	4,830	43,246	31,585	(11,661)	33,353	(9,893)	
Equipment and Tools	2,083	365	(1,718)	683	136,638	131,320	(5,318)	17,374	(119,263)	
Lease, Rents and Licenses	5,841	5,843	2	6,457	45,843	46,744	901	47,281	1,439	
Maintenance and Repairs	17,567	17,550	(17)	12,141	130,587	120,150	(10,437)	105,579	(25,008)	
Maintenance and Service Agreements	3,285	6,282	2,997	1,156	55,518	60,948	5,430	35,990	(19,527)	
Outside Contracts	8,649	6,945	(1,704)	7,027	82,873	63,665	(19,208)	66,112	(16,761)	
Professional Services	260	0	(260)	0	9,727	14,000	4,273	12,764	3,037	
Insurance	9,443	9,787	344	8,751	76,738	78,296	1,558	56,539	(20,199)	
Utilities	9,046	7,705	(1,341)	8,411	68,664	62,840	(5,824)	64,777	(3,888)	
Taxes and Permits	16,303	16,050	(253)	15,239	130,629	128,600	(2,029)	123,870	(6,760)	
Postage	4,218	4,100	(118)	4,409	32,396	32,800	404	31,911	(485)	
Credit Card Fees & Interest Expense	21,448	18,340	(3,108)	20,042	172,873	146,720	(26,153)	160,630	(12,242)	
Bad Debts	(646)	0	646	(267)	(726)	0	726	(1,209)	(483)	
Uniforms	0	0	0	0	3,738	3,600	(138)	2,559	(1,179)	
Investment Fund Fees	795	2,000	1,205	1,798	6,366	16,000	9,634	17,292	10,926	

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	MTD August 2018		Actual		YTD August 2018		Actual		
	Actual	Budget			Budget	VAR			
Donations	0	0	0	25,000	29,750	30,000	250	30,200	450
Other	116	0	(116)	888	(1,014)	600	1,614	2,667	3,681
<b>Total Operating Expenses</b>	<b>275,744</b>	<b>260,257</b>	<b>(15,488)</b>	<b>242,024</b>	<b>2,101,794</b>	<b>2,008,327</b>	<b>(93,467)</b>	<b>1,704,802</b>	<b>(396,992)</b>
<b>EBITDA</b>	<b>249,791</b>	<b>269,776</b>	<b>(19,985)</b>	<b>359,291</b>	<b>2,101,332</b>	<b>1,589,791</b>	<b>511,541</b>	<b>2,132,619</b>	<b>(31,287)</b>
Allocations - MAC	45,163	45,163	0	36,739	329,410	329,410	0	271,597	(57,813)
Allocations - F & A	82,445	82,445	0	53,473	551,964	551,964	0	562,193	10,228
<b>Total Allocations</b>	<b>127,607</b>	<b>127,607</b>	<b>0</b>	<b>90,212</b>	<b>881,374</b>	<b>881,374</b>	<b>0</b>	<b>833,790</b>	<b>(47,585)</b>
<b>Pre Depreciation Gross</b>	<b>122,184</b>	<b>142,169</b>	<b>(19,985)</b>	<b>269,079</b>	<b>1,219,958</b>	<b>708,417</b>	<b>511,541</b>	<b>1,298,829</b>	<b>(78,871)</b>
Depreciation	86,146	111,589	25,443	79,107	689,986	756,440	66,453	635,601	(54,385)
<b>Net Income / Cost of Operations</b>	<b>36,038</b>	<b>30,580</b>	<b>5,458</b>	<b>189,972</b>	<b>529,971</b>	<b>(48,022)</b>	<b>577,994</b>	<b>663,228</b>	<b>(133,257)</b>

**Bella Vista POA  
POA w/o Water-All**

**For the Eight Months Ending August 31, 2018**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD August 2018		VAR		YTD August 2018	YTD August 2018	VAR		
	Actual	Budget							
<b>Income</b>									
Assessments	666,332	672,544	(6,212)	665,088	5,308,744	5,366,016	(57,272)	5,262,127	46,617
City of Bella Vista	0	0	0	0	6,096	6,250	(154)	5,814	282
Food and Beverage	178,350	184,449	(6,099)	68,798	1,131,482	1,155,040	(23,558)	335,801	795,681
Golf	336,699	358,733	(22,034)	335,355	3,165,832	3,396,814	(230,982)	3,219,418	(53,587)
Pro Shop	52,686	83,505	(30,819)	77,775	340,871	409,509	(68,638)	348,904	(8,033)
Other Recreation	5,428	2,098	3,330	2,177	34,207	16,671	17,536	17,019	17,188
RV	26,134	28,240	(2,106)	24,349	248,861	262,838	(13,977)	241,425	7,437
Facility Use Fees	56,388	71,682	(15,294)	64,433	687,933	653,521	34,412	691,135	(3,202)
Boat	5,935	5,375	560	5,454	379,514	383,820	(4,306)	360,125	19,389
Investment Income	8,859	8,000	859	40,283	17,640	71,000	(53,360)	431,305	(413,665)
Stump Dump	6,359	6,900	(541)	6,995	104,750	55,200	49,550	59,641	45,110
Lot Sales	26,511	17,000	9,511	17,257	164,670	126,000	38,670	151,326	13,344
Transfer Fees	53,640	36,000	17,640	35,700	294,670	326,000	(31,330)	326,303	(31,633)
Past Due Collections	31,351	22,075	9,276	16,026	257,840	186,225	71,615	387,738	(129,898)
Advertising Income	12,643	25,300	(12,657)	21,435	107,938	109,000	(1,062)	96,816	11,122
Rebates	0	0	0	0	80	0	80	93,029	(92,949)
POA Lot Inventory Valuation	9,006	3,500	5,506	20,862	44,882	90,250	(45,368)	100,374	(55,492)
AR MO Land Income	0	0	0	0	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	15,402	0	0	0	27,608	(27,608)
Water Rent Income	5,473	5,473	(0)	5,473	43,783	43,784	(1)	43,783	0
Commissions	44	47	(3)	47	286	532	(246)	503	(217)
Cell Tower Rents	2,400	2,400	0	0	46,720	41,200	5,520	41,006	5,714
Legal Fees	1,575	450	1,125	0	9,120	3,600	5,520	6,126	2,993
Rents - Leases Facilities	500	500	0	500	4,000	4,000	0	4,000	0
Donations Received	0	15	(15)	0	0	110	(110)	180,013	(180,013)
NSF Fees	325	0	325	225	2,900	0	2,900	2,600	300
Other	4,453	13,761	(9,308)	28,879	89,310	39,385	49,925	92,040	(2,730)
<b>Total Income</b>	<b>1,491,091</b>	<b>1,548,047</b>	<b>(56,956)</b>	<b>1,452,513</b>	<b>12,495,130</b>	<b>12,749,765</b>	<b>(254,635)</b>	<b>12,535,897</b>	<b>(40,767)</b>
Food and Beverage	69,729	65,777	(3,952)	34,683	431,956	401,000	(30,956)	143,882	(288,074)
Pro Shop	38,806	65,293	26,487	62,861	248,301	296,430	48,129	288,244	39,944
Recreation	3,878	1,420	(2,458)	2,397	25,057	19,092	(5,965)	19,052	(6,005)
<b>Total Cost of Goods</b>	<b>112,413</b>	<b>132,490</b>	<b>20,077</b>	<b>99,940</b>	<b>705,314</b>	<b>716,522</b>	<b>11,208</b>	<b>451,178</b>	<b>(254,136)</b>

**Bella Vista POA  
POA w/o Water-All**

**For the Eight Months Ending August 31, 2018**

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Gross Profit</b>	<b>1,378,678</b>	<b>1,415,557</b>	<b>(36,879)</b>	<b>1,352,573</b>	<b>11,789,816</b>	<b>12,033,243</b>	<b>(243,427)</b>	<b>12,084,718</b>	<b>(294,903)</b>
<b>Expenses</b>									
Salary and Wages	1,078,736	1,129,270	50,534	658,010	6,024,357	6,292,822	268,465	4,962,566	(1,061,791)
Employee Benefits	212,124	195,127	(16,997)	185,316	1,530,999	1,370,697	(160,302)	1,016,619	(514,381)
Memberships, Training and Travel	6,336	11,077	4,741	9,968	103,854	110,475	6,621	67,966	(35,888)
Supplies	89,960	109,061	19,101	109,757	735,250	765,565	30,315	694,063	(41,187)
Fuel and Oil	23,478	20,990	(2,488)	20,683	150,577	134,677	(15,900)	122,934	(27,642)
Equipment and Tools	19,833	2,414	(17,419)	55,824	323,956	427,822	103,865	320,468	(3,488)
Lease, Rents and Licenses	76,429	75,450	(979)	77,150	604,753	617,066	12,313	560,116	(44,637)
Maintenance and Repairs	71,736	59,235	(12,501)	67,875	684,159	781,482	97,323	676,501	(7,657)
Maintenance and Service Agreements	42,579	48,213	5,635	47,264	317,663	329,320	11,657	308,046	(9,617)
Outside Contracts	24,067	24,648	581	35,385	245,466	290,400	44,934	246,998	1,533
Professional Services	13,006	13,815	810	9,511	105,686	128,905	23,219	116,698	11,012
Insurance	37,987	38,544	557	35,031	303,037	301,296	(1,741)	199,300	(103,737)
Utilities	96,693	109,783	13,090	100,943	690,668	672,189	(18,479)	600,766	(89,902)
Taxes and Permits	28,180	28,466	286	29,456	276,000	284,351	8,351	264,787	(11,213)
Postage	6,662	9,080	2,418	8,604	66,532	69,884	3,352	61,868	(4,664)
Credit Card Fees & Interest Expense	16,207	24,716	8,509	14,546	141,385	191,465	50,080	126,055	(15,330)
Membership Elections	0	22,000	22,000	0	39,067	60,000	20,933	36,949	(2,118)
Advertising Expense	16,389	14,470	(1,919)	33,916	136,758	162,090	25,332	125,365	(11,393)
Bad Debts	12,250	3,300	(8,950)	1,991	52,890	28,200	(24,690)	30,035	(22,855)
Uniforms	695	500	(195)	586	33,739	26,320	(7,419)	38,157	4,418
Investment Fund Fees	426	0	(426)	3,661	3,410	0	(3,410)	39,373	35,964
Donations	0	250	250	0	5,259	2,000	(3,259)	765	(4,494)
Other	2,607	8,541	5,934	(60)	10,808	60,376	49,568	18,984	8,176
<b>Total Operating Expenses</b>	<b>1,876,378</b>	<b>1,948,950</b>	<b>72,572</b>	<b>1,505,417</b>	<b>12,586,273</b>	<b>13,107,402</b>	<b>521,129</b>	<b>10,635,380</b>	<b>(1,950,892)</b>
<b>EBITDA</b>	<b>(497,701)</b>	<b>(533,393)</b>	<b>35,692</b>	<b>(152,844)</b>	<b>(796,457)</b>	<b>(1,074,159)</b>	<b>277,702</b>	<b>1,449,338</b>	<b>(2,245,795)</b>
Allocations - MAC	(45,163)	(45,163)	0	(36,739)	(329,410)	(329,410)	0	(271,597)	57,813
Allocations - F & A	(82,445)	(82,445)	0	(53,473)	(551,964)	(551,964)	0	(562,193)	(10,228)
<b>Total Allocations</b>	<b>(127,607)</b>	<b>(127,607)</b>	<b>0</b>	<b>(90,212)</b>	<b>(881,374)</b>	<b>(881,374)</b>	<b>0</b>	<b>(833,790)</b>	<b>47,585</b>
<b>Pre Depreciation Gross</b>	<b>(370,093)</b>	<b>(405,786)</b>	<b>35,692</b>	<b>(62,632)</b>	<b>84,917</b>	<b>(192,785)</b>	<b>277,702</b>	<b>2,283,128</b>	<b>(2,198,210)</b>
Depreciation	150,697	171,264	20,567	142,763	1,187,629	1,254,491	66,862	1,093,421	(94,208)

Bella Vista POA  
 POA w/o Water-All

For the Eight Months Ending August 31, 2018

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD August 2018		VAR		YTD August 2018		VAR		
	Actual	Budget			Actual	Budget			
Net Income / Cost of Operations	<u>(520,790)</u>	<u>(577,050)</u>	<u>56,260</u>	<u>(205,395)</u>	<u>(1,102,712)</u>	<u>(1,447,275)</u>	<u>344,564</u>	<u>1,189,707</u>	<u>(2,292,419)</u>

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

	MTD				YTD				
	MTD August 2018			Prior Year	YTD August 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	175,382	181,570	(6,188)	52,269	1,106,678	1,130,101	(23,423)	224,868	881,810
Facility Use Fees	(8,287)	4,135	(12,422)	647	(26,165)	20,990	(47,155)	(1,418)	(24,747)
Rebates	0	0	0	0	80	0	80	0	80
Other	(494)	0	(494)	6,183	(1,799)	0	(1,799)	6,582	(8,381)
<b>Total Income</b>	<b>166,601</b>	<b>185,705</b>	<b>(19,104)</b>	<b>59,099</b>	<b>1,078,794</b>	<b>1,151,091</b>	<b>(72,297)</b>	<b>230,032</b>	<b>848,762</b>
Food and Beverage	68,227	64,067	(4,160)	25,318	420,640	388,215	(32,425)	91,123	(329,517)
<b>Total Cost of Goods</b>	<b>68,227</b>	<b>64,067</b>	<b>(4,160)</b>	<b>25,318</b>	<b>420,640</b>	<b>388,215</b>	<b>(32,425)</b>	<b>91,123</b>	<b>(329,517)</b>
<b>Gross Profit</b>	<b>98,375</b>	<b>121,638</b>	<b>(23,263)</b>	<b>33,781</b>	<b>658,154</b>	<b>762,876</b>	<b>(104,722)</b>	<b>138,909</b>	<b>519,246</b>
<b>Expenses</b>									
Salary and Wages	140,557	156,582	16,026	56,555	738,023	759,741	21,718	315,507	(422,516)
Employee Benefits	17,069	16,313	(757)	14,648	96,181	85,470	(10,711)	47,914	(48,267)
Memberships, Training and Travel	1,286	900	(386)	1,345	13,567	7,350	(6,217)	10,571	(2,996)
Supplies	7,488	8,795	1,307	6,337	75,485	50,475	(25,010)	52,730	(22,756)
Fuel and Oil	84	0	(84)	0	1,203	0	(1,203)	0	(1,203)
Equipment and Tools	170	300	130	2,027	12,657	2,450	(10,207)	45,804	33,147
Lease, Rents and Licenses	190	112	(78)	866	2,025	896	(1,129)	1,427	(598)
Maintenance and Repairs	697	750	53	3,644	8,062	24,900	16,838	11,138	3,076
Maintenance and Service Agreements	829	1,620	791	2,285	4,943	12,120	7,177	5,676	733
Outside Contracts	246	50	(196)	3,823	7,023	10,165	3,142	9,462	2,439
Professional Services	0	0	0	313	341	0	(341)	6,050	5,710
Insurance	1,357	3,647	2,290	468	10,513	22,120	11,607	2,117	(8,397)
Utilities	7,103	18,348	11,245	3,892	51,787	87,334	35,547	23,940	(27,846)
Taxes and Permits	944	1,855	911	298	13,730	12,965	(765)	11,763	(1,967)
Postage	0	0	0	0	3	0	(3)	77	73
Credit Card Fees & Interest Expense	4,219	294	(3,925)	2,020	30,056	980	(29,076)	8,070	(21,985)
Advertising Expense	2,386	2,000	(386)	6,780	18,818	22,300	3,482	16,796	(2,022)
Uniforms	629	500	(129)	18	7,180	2,500	(4,680)	4,283	(2,897)
Other	401	0	(401)	260	3,985	0	(3,985)	7,903	3,918
<b>Total Operating Expenses</b>	<b>185,656</b>	<b>212,066</b>	<b>26,410</b>	<b>105,577</b>	<b>1,095,584</b>	<b>1,101,766</b>	<b>6,182</b>	<b>581,229</b>	<b>(514,355)</b>
<b>EBITDA</b>	<b>(87,282)</b>	<b>(90,428)</b>	<b>3,147</b>	<b>(71,796)</b>	<b>(437,429)</b>	<b>(338,890)</b>	<b>(98,540)</b>	<b>(442,321)</b>	<b>4,891</b>

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

	MTD				YTD				
	MTD August 2018			Prior Year	YTD August 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Pre Depreciation Gross</b>	<b>(87,282)</b>	<b>(90,428)</b>	<b>3,147</b>	<b>(71,796)</b>	<b>(437,429)</b>	<b>(338,890)</b>	<b>(98,540)</b>	<b>(442,321)</b>	<b>4,891</b>
Depreciation	930	611	(320)	195	2,288	2,802	514	488	(1,800)
<b>Net Income / Cost of Operations</b>	<b><u>(88,212)</u></b>	<b><u>(91,039)</u></b>	<b><u>2,827</u></b>	<b><u>(71,992)</u></b>	<b><u>(439,718)</u></b>	<b><u>(341,692)</u></b>	<b><u>(98,026)</u></b>	<b><u>(442,809)</u></b>	<b><u>3,091</u></b>

**Bella Vista POA  
Clubhouses-All**

**For the Eight Months Ending August 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD August 2018		VAR		YTD August 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	0	0	0	747	0	0	0	747	(747)
Rents - Leases Facilities	500	500	0	500	4,000	4,000	0	4,000	0
<b>Total Income</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>1,247</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>4,747</b>	<b>(747)</b>
<b>Gross Profit</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>1,247</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>4,747</b>	<b>(747)</b>
<b>Expenses</b>									
Memberships, Training and Travel	54	0	(54)	0	54	0	(54)	0	(54)
Supplies	1,094	298	(796)	173	9,654	2,384	(7,270)	1,946	(7,708)
Equipment and Tools	1,350	200	(1,150)	376	2,774	1,600	(1,174)	2,846	72
Maintenance and Repairs	2,224	1,875	(349)	3,716	55,148	38,400	(16,748)	44,327	(10,821)
Maintenance and Service Agreements	12,137	3,210	(8,927)	4,763	35,784	25,680	(10,104)	21,089	(14,696)
Outside Contracts	650	0	(650)	0	6,382	5,955	(427)	8,794	2,412
Insurance	4,792	3,363	(1,429)	4,070	38,336	26,904	(11,432)	26,535	(11,801)
Utilities	10,112	3,626	(6,486)	8,225	76,198	18,953	(57,245)	47,565	(28,633)
Taxes and Permits	3,825	3,900	75	4,500	31,313	30,860	(453)	36,281	4,968
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>36,238</b>	<b>16,472</b>	<b>(19,766)</b>	<b>25,823</b>	<b>257,087</b>	<b>150,736</b>	<b>(106,351)</b>	<b>189,382</b>	<b>(67,705)</b>
<b>EBITDA</b>	<b>(35,738)</b>	<b>(15,972)</b>	<b>(19,766)</b>	<b>(24,577)</b>	<b>(253,087)</b>	<b>(146,736)</b>	<b>(106,351)</b>	<b>(184,636)</b>	<b>(68,451)</b>
<b>Pre Depreciation Gross</b>	<b>(35,738)</b>	<b>(15,972)</b>	<b>(19,766)</b>	<b>(24,577)</b>	<b>(253,087)</b>	<b>(146,736)</b>	<b>(106,351)</b>	<b>(184,636)</b>	<b>(68,451)</b>
Depreciation	37,081	44,158	7,077	37,520	298,057	331,061	33,004	232,682	(65,375)
<b>Net Income / Cost of Operations</b>	<b><u>(72,819)</u></b>	<b><u>(60,130)</u></b>	<b><u>(12,689)</u></b>	<b><u>(62,097)</u></b>	<b><u>(551,144)</u></b>	<b><u>(477,797)</u></b>	<b><u>(73,347)</u></b>	<b><u>(417,317)</u></b>	<b><u>(133,826)</u></b>

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD August 2018		VAR		YTD August 2018	VAR			
	Actual	Budget					Actual		
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	0	0	0	6,100	0	0	0	18,157	(18,157)
Other	0	10,000	(10,000)	9,205	170	10,000	(9,831)	9,205	(9,036)
<b>Total Income</b>	<b>0</b>	<b>10,000</b>	<b>(10,000)</b>	<b>15,305</b>	<b>170</b>	<b>10,000</b>	<b>(9,831)</b>	<b>27,362</b>	<b>(27,192)</b>
<b>Gross Profit</b>	<b>0</b>	<b>10,000</b>	<b>(10,000)</b>	<b>15,305</b>	<b>170</b>	<b>10,000</b>	<b>(9,831)</b>	<b>27,362</b>	<b>(27,192)</b>
<b>Expenses</b>									
Salary and Wages	229,859	239,824	9,965	156,706	1,260,609	1,329,835	69,226	1,160,761	(99,848)
Employee Benefits	24,399	27,330	2,931	48,498	144,349	183,872	39,523	258,992	114,643
Memberships, Training and Travel	739	200	(539)	0	8,239	10,080	1,841	7,507	(731)
Supplies	67,499	79,849	12,350	78,250	476,597	495,052	18,455	444,372	(32,225)
Fuel and Oil	12,491	11,150	(1,341)	11,440	76,732	73,220	(3,512)	57,140	(19,592)
Equipment and Tools	520	100	(420)	2,817	54,838	57,995	3,157	64,381	9,543
Lease, Rents and Licenses	46,369	46,485	116	46,154	375,945	377,880	1,935	353,271	(22,674)
Maintenance and Repairs	22,615	35,375	12,760	25,003	303,394	266,094	(37,300)	350,767	47,373
Maintenance and Service Agreements	727	795	68	1,511	7,365	6,983	(382)	7,746	381
Outside Contracts	703	2,000	1,297	20	728	12,000	11,272	177	(550)
Professional Services	0	0	0	100	0	3,500	3,500	3,550	3,550
Insurance	9,762	9,451	(311)	7,998	76,935	75,608	(1,327)	49,000	(27,936)
Utilities	30,943	32,153	1,210	31,907	185,094	174,984	(10,110)	167,990	(17,104)
Taxes and Permits	8,663	9,490	827	8,403	84,204	97,376	13,172	88,950	4,747
Postage	0	250	250	98	48	1,100	1,052	419	370
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	(14)	(14)
Uniforms	78	0	(78)	41	7,691	9,870	2,179	7,569	(122)
Other	53	0	(53)	313	53	0	(53)	376	323
<b>Total Operating Expenses</b>	<b>455,419</b>	<b>494,452</b>	<b>39,033</b>	<b>419,257</b>	<b>3,062,821</b>	<b>3,175,449</b>	<b>112,629</b>	<b>3,022,954</b>	<b>(39,866)</b>
<b>EBITDA</b>	<b>(455,419)</b>	<b>(484,452)</b>	<b>29,033</b>	<b>(403,952)</b>	<b>(3,062,651)</b>	<b>(3,165,449)</b>	<b>102,798</b>	<b>(2,995,593)</b>	<b>(67,058)</b>
<b>Pre Depreciation Gross</b>	<b>(455,419)</b>	<b>(484,452)</b>	<b>29,033</b>	<b>(403,952)</b>	<b>(3,062,651)</b>	<b>(3,165,449)</b>	<b>102,798</b>	<b>(2,995,593)</b>	<b>(67,058)</b>
Depreciation	55,584	57,242	1,658	49,382	435,490	432,554	(2,936)	394,418	(41,071)
<b>Net Income / Cost of Operations</b>	<b>(511,003)</b>	<b>(541,694)</b>	<b>30,692</b>	<b>(453,333)</b>	<b>(3,498,141)</b>	<b>(3,598,003)</b>	<b>99,862</b>	<b>(3,390,011)</b>	<b>(108,129)</b>

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

	MTD				YTD				
	MTD August 2018			Prior Year	YTD August 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Income</b>									
Food and Beverage	0	0	0	14,359	0	0	0	90,934	(90,934)
Golf	336,699	358,733	(22,034)	335,355	3,165,832	3,396,814	(230,982)	3,219,418	(53,587)
Pro Shop	52,686	82,675	(29,989)	77,775	340,871	402,225	(61,354)	348,904	(8,033)
Facility Use Fees	0	0	0	0	62	0	62	4	58
Commissions	44	47	(3)	47	286	532	(246)	503	(217)
Other	688	2,590	(1,902)	3,582	20,110	22,073	(1,963)	27,992	(7,883)
<b>Total Income</b>	<b>390,117</b>	<b>444,045</b>	<b>(53,928)</b>	<b>431,118</b>	<b>3,527,161</b>	<b>3,821,644</b>	<b>(294,483)</b>	<b>3,687,756</b>	<b>(160,595)</b>
Food and Beverage	0	0	0	7,442	0	0	0	44,413	44,413
Pro Shop	38,806	64,393	25,587	62,861	248,301	289,780	41,479	288,244	39,944
<b>Total Cost of Goods</b>	<b>38,806</b>	<b>64,393</b>	<b>25,587</b>	<b>70,303</b>	<b>248,301</b>	<b>289,780</b>	<b>41,479</b>	<b>332,658</b>	<b>84,357</b>
<b>Gross Profit</b>	<b>351,311</b>	<b>379,652</b>	<b>(28,341)</b>	<b>360,815</b>	<b>3,278,860</b>	<b>3,531,864</b>	<b>(253,004)</b>	<b>3,355,098</b>	<b>(76,238)</b>
<b>Expenses</b>									
Salary and Wages	138,903	147,068	8,164	85,742	745,488	823,015	77,527	673,751	(71,737)
Employee Benefits	15,271	17,945	2,674	24,155	88,048	109,683	21,636	126,369	38,321
Memberships, Training and Travel	739	1,250	511	2,890	9,650	16,690	7,040	6,816	(2,834)
Supplies	3,450	3,269	(181)	6,333	27,437	38,060	10,623	37,858	10,421
Fuel and Oil	85	410	325	38	379	2,585	2,206	11,552	11,173
Equipment and Tools	6,486	0	(6,486)	0	14,867	26,675	11,808	(1,928)	(16,795)
Lease, Rents and Licenses	22,324	22,397	73	19,769	179,090	188,476	9,386	164,500	(14,590)
Maintenance and Repairs	2,517	1,643	(874)	2,784	53,617	61,535	7,918	10,957	(42,660)
Maintenance and Service Agreements	8,995	6,518	(2,477)	8,441	57,438	52,291	(5,147)	55,897	(1,541)
Outside Contracts	4,483	3,535	(948)	3,479	32,599	26,768	(5,831)	26,302	(6,297)
Professional Services	0	125	125	125	625	2,165	1,540	2,163	1,538
Insurance	2,954	3,042	88	2,895	23,540	24,336	796	19,072	(4,468)
Utilities	12,090	13,122	1,032	12,184	88,820	90,981	2,161	80,577	(8,242)
Taxes and Permits	1,330	821	(509)	813	15,527	23,870	8,343	7,690	(7,837)
Postage	79	125	46	125	246	524	278	762	516
Credit Card Fees & Interest Expense	7,264	9,694	2,430	7,255	62,281	64,506	2,225	61,049	(1,232)
Advertising Expense	3,112	6,080	2,968	8,411	24,219	31,120	6,901	21,562	(2,657)
Other	5,500	3,551	(1,949)	89	17,021	14,689	(2,332)	5,542	(11,479)
<b>Total Operating Expenses</b>	<b>235,583</b>	<b>240,595</b>	<b>5,012</b>	<b>185,528</b>	<b>1,440,892</b>	<b>1,597,969</b>	<b>157,077</b>	<b>1,310,490</b>	<b>(130,402)</b>
<b>EBITDA</b>	<b>115,728</b>	<b>139,057</b>	<b>(23,329)</b>	<b>175,288</b>	<b>1,837,968</b>	<b>1,933,895</b>	<b>(95,927)</b>	<b>2,044,608</b>	<b>(206,640)</b>

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

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	115,728	139,057	(23,329)	175,288	1,837,968	1,933,895	(95,927)	2,044,608	(206,640)
Depreciation	4,063	4,303	240	4,326	33,434	34,835	1,400	38,390	4,956
<b>Net Income / Cost of Operations</b>	<u>111,665</u>	<u>134,754</u>	<u>(23,089)</u>	<u>170,962</u>	<u>1,804,533</u>	<u>1,899,060</u>	<u>(94,527)</u>	<u>2,006,218</u>	<u>(201,685)</u>

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

	MTD			Prior Year	YTD					
	August 2018				Actual	August 2018			Prior Year	Year to Year
	Actual	Budget	VAR			Actual	Budget	VAR		
<b>Income</b>										
Food and Beverage	2,968	2,879	89	2,171	24,804	24,939	(135)	19,999	4,805	
Pro Shop	0	830	(830)	0	0	7,284	(7,284)	0	0	
Other Recreation	4,847	1,428	3,419	1,647	29,094	9,796	19,298	11,073	18,020	
RV	25,812	27,340	(1,528)	23,458	154,501	169,288	(14,787)	148,789	5,712	
Facility Use Fees	36,063	39,732	(3,669)	37,907	362,342	305,031	57,311	351,187	11,155	
Gain / Loss Disposal Surplus Assets	0	0	0	80	0	0	0	230	(230)	
Donations Received	0	0	0	0	0	0	0	171,659	(171,659)	
Other	747	1,171	(424)	2,846	6,157	7,282	(1,125)	15,753	(9,596)	
<b>Total Income</b>	<b>70,437</b>	<b>73,380</b>	<b>(2,943)</b>	<b>68,109</b>	<b>576,897</b>	<b>523,620</b>	<b>53,277</b>	<b>718,690</b>	<b>(141,793)</b>	
<b>Total Cost of Goods</b>										
Food and Beverage	1,503	1,710	207	1,923	11,316	12,785	1,469	8,345	(2,971)	
Pro Shop	0	900	900	0	0	6,650	6,650	0	0	
Recreation	1,712	170	(1,542)	600	7,296	2,682	(4,614)	3,427	(3,870)	
<b>Total Cost of Goods</b>	<b>3,215</b>	<b>2,780</b>	<b>(435)</b>	<b>2,523</b>	<b>18,613</b>	<b>22,117</b>	<b>3,504</b>	<b>11,772</b>	<b>(6,841)</b>	
<b>Gross Profit</b>	<b>67,222</b>	<b>70,600</b>	<b>(3,378)</b>	<b>65,586</b>	<b>558,284</b>	<b>501,503</b>	<b>56,781</b>	<b>706,918</b>	<b>(148,633)</b>	
<b>Expenses</b>										
Salary and Wages	95,970	86,010	(9,960)	61,244	473,518	425,561	(47,956)	404,326	(69,191)	
Employee Benefits	10,323	10,204	(119)	10,809	56,554	57,877	1,323	63,682	7,128	
Memberships, Training and Travel	690	620	(70)	918	5,529	5,192	(337)	4,330	(1,199)	
Supplies	1,967	2,970	1,003	8,118	48,108	63,955	15,847	57,035	8,927	
Fuel and Oil	281	120	(161)	129	1,948	1,105	(843)	935	(1,013)	
Equipment and Tools	1,374	575	(799)	2,377	123,187	200,603	77,416	68,669	(54,518)	
Lease, Rents and Licenses	209	430	221	657	1,633	3,660	2,027	3,299	1,666	
Maintenance and Repairs	16,697	7,925	(8,772)	10,671	112,437	166,002	53,565	124,729	12,293	
Maintenance and Service Agreements	7,671	7,565	(106)	7,917	45,688	51,445	5,757	48,545	2,857	
Outside Contracts	3,152	6,342	3,190	4,972	38,254	54,019	15,765	49,758	11,503	
Professional Services	0	0	0	94	260	2,000	1,740	781	521	
Insurance	3,933	3,265	(668)	3,481	29,357	26,120	(3,237)	18,869	(10,488)	
Utilities	20,592	26,662	6,070	23,887	156,344	167,313	10,969	151,294	(5,050)	
Taxes and Permits	2,407	2,547	140	4,259	26,820	25,079	(1,741)	26,016	(804)	
Postage	0	0	0	0	10	10	0	0	(10)	
Credit Card Fees & Interest Expense	1,335	1,415	80	1,820	10,187	10,309	122	12,146	1,960	
Advertising Expense	0	0	0	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 Eight Months Ending August 31, 2018**

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	538	240	(298)	(3)	6,788	6,213	(575)	4,845	(1,943)
<b>Total Operating Expenses</b>	<b>167,138</b>	<b>156,890</b>	<b>(10,248)</b>	<b>141,350</b>	<b>1,146,143</b>	<b>1,275,564</b>	<b>129,420</b>	<b>1,040,008</b>	<b>(106,136)</b>
<b>EBITDA</b>	<b>(99,916)</b>	<b>(86,290)</b>	<b>(13,626)</b>	<b>(75,764)</b>	<b>(587,859)</b>	<b>(774,061)</b>	<b>186,202</b>	<b>(333,090)</b>	<b>(254,769)</b>
<b>Pre Depreciation Gross</b>	<b>(99,916)</b>	<b>(86,290)</b>	<b>(13,626)</b>	<b>(75,764)</b>	<b>(587,859)</b>	<b>(774,061)</b>	<b>186,202</b>	<b>(333,090)</b>	<b>(254,769)</b>
Depreciation	18,568	28,406	9,838	15,849	139,861	167,892	28,031	129,487	(10,374)
<b>Net Income / Cost of Operations</b>	<b><u>(118,484)</u></b>	<b><u>(114,696)</u></b>	<b><u>(3,788)</u></b>	<b><u>(91,613)</u></b>	<b><u>(727,720)</u></b>	<b><u>(941,953)</u></b>	<b><u>214,233</u></b>	<b><u>(462,577)</u></b>	<b><u>(265,142)</u></b>

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

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	6,359	6,900	(541)	6,995	104,750	55,200	49,550	59,641	45,110
AR MO Land Income	0	0	0	0	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	7,875	0	0	0	7,875	(7,875)
Cell Tower Rents	2,400	2,400	0	0	46,720	41,200	5,520	41,006	5,714
Other	3,660	0	3,660	5,223	63,805	0	63,805	29,115	34,689
<b>Total Income</b>	<b>12,419</b>	<b>9,300</b>	<b>3,119</b>	<b>20,093</b>	<b>218,565</b>	<b>99,400</b>	<b>119,165</b>	<b>147,839</b>	<b>70,726</b>
<b>Gross Profit</b>	<b>12,419</b>	<b>9,300</b>	<b>3,119</b>	<b>20,093</b>	<b>218,565</b>	<b>99,400</b>	<b>119,165</b>	<b>147,839</b>	<b>70,726</b>
<b>Expenses</b>									
Salary and Wages	159,053	169,950	10,897	94,296	948,776	1,009,379	60,603	789,943	(158,833)
Employee Benefits	17,915	17,973	58	28,191	118,167	136,545	18,377	173,329	55,162
Memberships, Training and Travel	0	0	0	0	581	1,085	504	1,932	1,351
Supplies	668	1,455	787	916	8,454	15,009	6,555	11,152	2,699
Fuel and Oil	7,263	6,965	(298)	7,120	51,394	41,350	(10,044)	38,557	(12,837)
Equipment and Tools	(1,593)	310	1,903	42,334	35,624	43,470	7,846	66,531	30,907
Lease, Rents and Licenses	20	575	555	420	642	2,350	1,708	2,015	1,373
Maintenance and Repairs	11,215	8,900	(2,315)	8,051	97,064	88,865	(8,199)	91,753	(5,311)
Maintenance and Service Agreements	675	650	(25)	562	3,820	5,680	1,860	3,687	(132)
Outside Contracts	2,388	410	(1,978)	198	3,281	6,780	3,499	2,220	(1,061)
Insurance	8,027	8,664	637	6,284	67,015	69,312	2,297	21,984	(45,030)
Utilities	3,184	2,746	(438)	3,854	28,052	22,620	(5,432)	24,562	(3,490)
Taxes and Permits	3,193	2,631	(562)	3,081	17,748	16,333	(1,415)	16,159	(1,588)
Postage	0	0	0	0	12	0	(12)	0	(12)
Uniforms	0	0	0	0	5,028	5,550	522	3,023	(2,005)
Other	0	0	0	237	34	300	266	805	771
<b>Total Operating Expenses</b>	<b>212,007</b>	<b>221,229</b>	<b>9,222</b>	<b>195,544</b>	<b>1,385,690</b>	<b>1,464,628</b>	<b>78,938</b>	<b>1,247,652</b>	<b>(138,038)</b>
<b>EBITDA</b>	<b>(199,588)</b>	<b>(211,929)</b>	<b>12,341</b>	<b>(175,451)</b>	<b>(1,167,125)</b>	<b>(1,365,228)</b>	<b>198,103</b>	<b>(1,099,812)</b>	<b>(67,312)</b>
Allocations - MAC	(45,163)	(45,163)	0	(36,739)	(329,410)	(329,410)	0	(271,597)	57,813
<b>Total Allocations</b>	<b>(45,163)</b>	<b>(45,163)</b>	<b>0</b>	<b>(36,739)</b>	<b>(329,410)</b>	<b>(329,410)</b>	<b>0</b>	<b>(271,597)</b>	<b>57,813</b>
<b>Pre Depreciation Gross</b>	<b>(154,425)</b>	<b>(166,767)</b>	<b>12,341</b>	<b>(138,712)</b>	<b>(837,715)</b>	<b>(1,035,818)</b>	<b>198,103</b>	<b>(828,215)</b>	<b>(9,499)</b>

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

	MTD				YTD				
	MTD August 2018			Prior Year Actual	YTD August 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	11,979	13,219	1,240	13,083	99,747	103,716	3,969	108,362	8,615
<b>Net Income / Cost of Operations</b>	<b><u>(166,404)</u></b>	<b><u>(179,985)</u></b>	<b><u>13,581</u></b>	<b><u>(151,796)</u></b>	<b><u>(937,462)</u></b>	<b><u>(1,139,534)</u></b>	<b><u>202,072</u></b>	<b><u>(936,577)</u></b>	<b><u>(884)</u></b>

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

	MTD				YTD				
	MTD August 2018			Prior Year	YTD August 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	0	0	0	0	5,806	6,250	(444)	5,530	277
Other Recreation	582	670	(89)	530	5,114	6,875	(1,761)	5,946	(832)
RV	323	900	(578)	891	94,361	93,550	811	92,636	1,725
Facility Use Fees	7,751	6,815	936	7,015	68,082	60,500	7,582	57,766	10,316
Boat	5,935	5,375	560	5,454	379,514	383,820	(4,306)	360,125	19,389
Donations Received	0	15	(15)	0	0	110	(110)	8,354	(8,354)
Other	0	0	0	366	925	0	925	1,745	(820)
<b>Total Income</b>	<b>14,590</b>	<b>13,775</b>	<b>815</b>	<b>14,255</b>	<b>553,801</b>	<b>551,105</b>	<b>2,696</b>	<b>532,101</b>	<b>21,700</b>
Recreation	2,166	1,250	(916)	1,796	17,761	16,410	(1,351)	15,625	(2,136)
<b>Total Cost of Goods</b>	<b>2,166</b>	<b>1,250</b>	<b>(916)</b>	<b>1,796</b>	<b>17,761</b>	<b>16,410</b>	<b>(1,351)</b>	<b>15,625</b>	<b>(2,136)</b>
<b>Gross Profit</b>	<b>12,424</b>	<b>12,525</b>	<b>(101)</b>	<b>12,458</b>	<b>536,040</b>	<b>534,695</b>	<b>1,345</b>	<b>516,476</b>	<b>19,564</b>
<b>Expenses</b>									
Salary and Wages	48,554	51,030	2,476	28,796	257,943	285,346	27,402	217,870	(40,073)
Employee Benefits	5,616	6,572	956	6,533	32,393	43,337	10,944	34,991	2,598
Memberships, Training and Travel	125	0	(125)	0	2,086	5,615	3,529	681	(1,405)
Supplies	2,671	8,335	5,664	4,141	47,409	54,805	7,396	42,428	(4,980)
Fuel and Oil	3,029	2,050	(979)	1,727	17,056	14,180	(2,876)	12,529	(4,526)
Equipment and Tools	9,231	50	(9,181)	2,244	36,770	53,950	17,180	35,962	(809)
Lease, Rents and Licenses	20	70	50	194	100	560	460	822	722
Maintenance and Repairs	15,558	2,525	(13,033)	13,328	52,342	132,400	80,058	39,799	(12,543)
Maintenance and Service Agreements	2,265	3,064	799	6,242	18,936	20,442	1,506	23,139	4,203
Outside Contracts	1,628	1,265	(363)	1,722	29,157	9,720	(19,437)	20,431	(8,726)
Professional Services	0	0	0	0	0	0	0	6,000	6,000
Insurance	4,249	4,219	(30)	7,011	33,956	33,752	(204)	43,851	9,895
Utilities	3,087	2,866	(221)	4,065	28,289	27,231	(1,058)	25,458	(2,831)
Taxes and Permits	5,203	5,059	(144)	5,147	42,247	40,527	(1,720)	41,186	(1,061)
Postage	166	100	(66)	285	207	225	18	329	122
Credit Card Fees & Interest Expense	375	250	(125)	153	12,723	10,709	(2,014)	12,058	(666)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	0	0	0	117	1,499	1,100	(399)	1,301	(199)
Other	0	0	0	(29)	(246)	0	246	(15)	231
<b>Total Operating Expenses</b>	<b>101,778</b>	<b>87,455</b>	<b>(14,323)</b>	<b>81,676</b>	<b>613,060</b>	<b>733,898</b>	<b>120,838</b>	<b>558,819</b>	<b>(54,241)</b>

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

	MTD				YTD				
	MTD August 2018			Prior Year	YTD August 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>EBITDA</b>	(89,354)	(74,930)	(14,424)	(69,218)	(77,020)	(199,203)	122,183	(42,343)	(34,677)
<b>Pre Depreciation Gross</b>	(89,354)	(74,930)	(14,424)	(69,218)	(77,020)	(199,203)	122,183	(42,343)	(34,677)
Depreciation	11,896	12,752	856	10,221	90,055	93,451	3,396	86,983	(3,072)
<b>Net Income / Cost of Operations</b>	<u>(101,250)</u>	<u>(87,682)</u>	<u>(13,568)</u>	<u>(79,438)</u>	<u>(167,075)</u>	<u>(292,655)</u>	<u>125,579</u>	<u>(129,327)</u>	<u>(37,749)</u>

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

	MTD			Prior Year	YTD					
	August 2018				Actual	August 2018			Prior Year	Year to Year
	Actual	Budget	VAR			Actual	Budget	VAR		
<b>Income</b>										
Assessments	666,332	672,544	(6,212)	665,088	5,308,744	5,366,016	(57,272)	5,262,127	46,617	
Facility Use Fees	20,860	21,000	(140)	18,863	283,613	267,000	16,613	283,597	16	
Investment Income	8,859	8,000	859	40,283	17,640	71,000	(53,360)	431,305	(413,665)	
Lot Sales	26,511	17,000	9,511	17,257	164,670	126,000	38,670	151,326	13,344	
Transfer Fees	53,640	36,000	17,640	35,700	294,670	326,000	(31,330)	326,303	(31,633)	
Past Due Collections	31,351	22,075	9,276	16,026	257,840	186,225	71,615	387,738	(129,898)	
Advertising Income	12,643	25,300	(12,657)	21,435	107,938	109,000	(1,062)	96,816	11,122	
Rebates	0	0	0	0	0	0	0	93,029	(93,029)	
POA Lot Inventory Valuation	9,006	3,500	5,506	20,862	44,882	90,250	(45,368)	100,374	(55,492)	
Gain / Loss Disposal Surplus Assets	0	0	0	600	0	0	0	600	(600)	
Water Rent Income	5,473	5,473	(0)	5,473	43,783	43,784	(1)	43,783	0	
Legal Fees	1,575	450	1,125	0	9,120	3,600	5,520	6,126	2,993	
NSF Fees	325	0	325	225	2,900	0	2,900	2,600	300	
Other	(148)	0	(148)	1,474	(57)	30	(87)	1,647	(1,704)	
<b>Total Income</b>	<b>836,426</b>	<b>811,342</b>	<b>25,084</b>	<b>843,287</b>	<b>6,535,742</b>	<b>6,588,905</b>	<b>(53,163)</b>	<b>7,187,371</b>	<b>(651,629)</b>	
<b>Gross Profit</b>	<b>836,426</b>	<b>811,342</b>	<b>25,084</b>	<b>843,287</b>	<b>6,535,742</b>	<b>6,588,905</b>	<b>(53,163)</b>	<b>7,187,371</b>	<b>(651,629)</b>	
<b>Expenses</b>										
Salary and Wages	265,840	278,806	12,966	174,671	1,600,000	1,659,946	59,946	1,400,407	(199,593)	
Employee Benefits	121,530	98,790	(22,740)	52,483	995,307	753,913	(241,395)	311,342	(683,965)	
Memberships, Training and Travel	2,703	8,107	5,404	4,815	64,149	64,463	314	36,130	(28,019)	
Supplies	5,122	4,090	(1,032)	5,488	42,106	45,825	3,719	46,542	4,435	
Fuel and Oil	245	295	50	229	1,864	2,237	373	2,221	356	
Equipment and Tools	2,295	879	(1,416)	3,650	43,238	41,079	(2,160)	38,204	(5,035)	
Lease, Rents and Licenses	7,297	5,381	(1,916)	9,090	45,318	43,244	(2,074)	34,781	(10,537)	
Maintenance and Repairs	214	242	28	678	2,095	3,286	1,191	3,032	936	
Maintenance and Service Agreements	9,279	24,791	15,512	15,541	143,689	154,679	10,990	142,266	(1,423)	
Outside Contracts	10,817	11,046	229	21,172	128,040	164,993	36,953	129,854	1,814	
Professional Services	13,006	13,690	685	8,879	104,461	121,240	16,779	98,155	(6,306)	
Insurance	2,913	2,893	(20)	2,824	23,385	23,144	(241)	17,873	(5,513)	
Utilities	9,582	10,260	678	12,930	76,086	82,773	6,687	79,379	3,294	
Taxes and Permits	2,616	2,163	(453)	2,954	44,413	37,341	(7,072)	36,742	(7,670)	
Postage	6,416	8,605	2,189	8,097	66,005	68,025	2,020	60,282	(5,724)	
Credit Card Fees & Interest Expense	3,014	13,063	10,049	3,298	26,138	104,961	78,823	32,746	6,608	
Membership Elections	0	22,000	22,000	0	39,067	60,000	20,933	36,949	(2,118)	

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD August 2018				YTD August 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Advertising Expense	10,891	6,390	(4,501)	18,724	84,928	100,670	15,742	86,957	2,029
Bad Debts	12,250	3,300	(8,950)	1,991	52,890	28,200	(24,690)	30,035	(22,855)
Uniforms	(12)	0	12	410	11,218	6,200	(5,018)	21,283	10,066
Investment Fund Fees	426	0	(426)	3,661	3,410	0	(3,410)	39,373	35,964
Donations	0	250	250	0	5,259	2,000	(3,259)	765	(4,494)
Other	(3,885)	4,750	8,635	(926)	(18,072)	39,174	57,246	(471)	17,600
<b>Total Operating Expenses</b>	<b>482,558</b>	<b>519,791</b>	<b>37,232</b>	<b>350,661</b>	<b>3,584,996</b>	<b>3,607,392</b>	<b>22,396</b>	<b>2,684,846</b>	<b>(900,150)</b>
<b>EBITDA</b>	<b>353,868</b>	<b>291,551</b>	<b>62,317</b>	<b>492,626</b>	<b>2,950,746</b>	<b>2,981,513</b>	<b>(30,767)</b>	<b>4,502,525</b>	<b>(1,551,778)</b>
Allocations - F & A	(82,445)	(82,445)	0	(53,473)	(551,964)	(551,964)	0	(562,193)	(10,228)
<b>Total Allocations</b>	<b>(82,445)</b>	<b>(82,445)</b>	<b>0</b>	<b>(53,473)</b>	<b>(551,964)</b>	<b>(551,964)</b>	<b>0</b>	<b>(562,193)</b>	<b>(10,228)</b>
<b>Pre Depreciation Gross</b>	<b>436,313</b>	<b>373,996</b>	<b>62,317</b>	<b>546,099</b>	<b>3,502,710</b>	<b>3,533,477</b>	<b>(30,767)</b>	<b>5,064,717</b>	<b>(1,562,007)</b>
Depreciation	10,595	10,573	(22)	12,187	88,697	88,181	(517)	102,610	13,913
<b>Net Income / Cost of Operations</b>	<b>425,718</b>	<b>363,423</b>	<b>62,294</b>	<b>533,912</b>	<b>3,414,013</b>	<b>3,445,296</b>	<b>(31,283)</b>	<b>4,962,107</b>	<b>(1,548,094)</b>