

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2018		VAR		YTD September 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Assessments	669,792	673,556	(3,764)	668,096	5,979,336	6,040,372	(61,036)	5,931,023	48,313
City of Bella Vista	2,903	3,125	(222)	0	9,000	9,375	(375)	5,814	3,186
Food and Beverage	157,862	202,860	(44,998)	64,439	1,289,345	1,357,900	(68,555)	400,240	889,105
Golf	367,848	377,698	(9,850)	346,870	3,533,680	3,774,512	(240,832)	3,566,289	(32,609)
Pro Shop	61,145	47,920	13,225	45,310	402,015	457,429	(55,414)	394,214	7,802
Other Recreation	7,151	1,475	5,676	1,876	41,359	18,146	23,213	18,894	22,464
RV	32,315	26,500	5,815	31,379	281,177	289,338	(8,161)	272,803	8,374
Facility Use Fees	50,581	56,765	(6,184)	48,297	738,515	710,286	28,229	739,432	(918)
Boat	2,670	2,300	370	3,470	382,183	386,120	(3,937)	363,595	18,588
Investment Income	279	17,254	(16,975)	35,871	50,854	170,117	(119,263)	655,027	(604,174)
Water	729,620	667,120	62,500	678,807	5,846,356	5,313,110	533,246	5,387,341	459,015
Restricted Revenue	940	300	640	616	6,348	2,700	3,648	2,696	3,652
Stump Dump	2,544	6,900	(4,356)	12,197	107,294	62,100	45,194	71,837	35,457
Lot Sales	13,985	16,000	(2,015)	8,028	178,655	142,000	36,655	159,354	19,301
Transfer Fees	45,600	22,075	23,525	30,300	340,270	348,075	(7,805)	356,603	(16,333)
Past Due Collections	25,473	22,075	3,398	17,158	283,313	208,300	75,013	404,896	(121,583)
Advertising Income	8,549	8,000	549	10,487	116,487	117,000	(513)	107,303	9,185
Rebates	250	0	250	0	330	0	330	93,029	(92,699)
POA Lot Inventory Valuation	73	3,500	(3,428)	0	44,954	93,750	(48,796)	100,374	(55,420)
Water Capital Buy In Fees	42,500	25,000	17,500	52,500	501,520	225,000	276,520	290,000	211,520
Water Late Fees	13,402	12,500	902	12,597	122,129	112,500	9,629	112,823	9,306
AR MO Land Income	0	2,500	(2,500)	0	3,000	5,500	(2,500)	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	2,500	(2,500)	125	0	37,500	(37,500)	72,733	(72,733)
Water Rent Income	5,473	5,473	(0)	5,473	49,255	49,257	(2)	49,255	0
Commissions	0	50	(50)	0	286	582	(296)	503	(217)
Cell Tower Rents	0	2,400	(2,400)	4,800	46,720	43,600	3,120	45,806	914
Legal Fees	1,311	450	861	300	10,431	4,050	6,381	6,426	4,005
Rents - Leases Facilities	500	500	0	500	4,500	4,500	0	4,500	0
Donations Received	14	15	(1)	42	14	125	(111)	180,055	(180,041)
NSF Fees	475	0	475	700	4,900	0	4,900	4,725	175
Other	(39,580)	8,593	(48,173)	21,573	117,749	94,378	23,371	144,892	(27,144)
<b>Total Income</b>	<b>2,203,676</b>	<b>2,215,404</b>	<b>(11,728)</b>	<b>2,101,811</b>	<b>20,491,976</b>	<b>20,077,622</b>	<b>414,354</b>	<b>19,952,403</b>	<b>539,573</b>
Food and Beverage	57,492	70,624	13,132	19,781	489,448	471,624	(17,824)	163,663	(325,785)

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**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Water	212,463	218,665	6,202	202,650	1,802,506	1,733,000	(69,506)	1,679,925	(122,581)
Pro Shop	44,925	33,133	(11,792)	33,846	293,226	329,563	36,337	322,090	28,864
Recreation	3,825	2,455	(1,370)	3,431	28,882	21,547	(7,335)	22,483	(6,399)
<b>Total Cost of Goods</b>	<b>318,705</b>	<b>324,877</b>	<b>6,172</b>	<b>259,708</b>	<b>2,614,062</b>	<b>2,555,734</b>	<b>(58,328)</b>	<b>2,188,161</b>	<b>(425,901)</b>
<b>Gross Profit</b>	<b>1,884,972</b>	<b>1,890,527</b>	<b>(5,556)</b>	<b>1,842,102</b>	<b>17,877,913</b>	<b>17,521,888</b>	<b>356,025</b>	<b>17,764,242</b>	<b>113,672</b>
<b>Expenses</b>									
Salary and Wages	797,679	823,464	25,785	1,075,572	7,521,026	7,825,930	304,904	6,649,517	(871,510)
Employee Benefits	184,278	171,748	(12,529)	162,808	1,939,310	1,731,620	(207,690)	1,341,690	(597,620)
Memberships, Training and Travel	18,949	10,821	(8,128)	10,878	136,037	134,796	(1,241)	88,211	(47,826)
Supplies	67,004	80,164	13,160	94,200	943,946	973,869	29,923	902,368	(41,578)
Fuel and Oil	27,728	23,577	(4,151)	23,411	221,550	189,839	(31,711)	179,698	(41,853)
Equipment and Tools	49,693	8,119	(41,574)	9,721	510,287	567,261	56,974	347,563	(162,724)
Lease, Rents and Licenses	81,464	80,893	(571)	76,868	732,060	744,703	12,643	684,264	(47,795)
Maintenance and Repairs	62,042	77,915	15,873	104,054	876,788	979,547	102,759	886,134	9,347
Maintenance and Service Agreements	35,610	30,297	(5,313)	36,607	408,790	420,565	11,775	380,643	(28,148)
Outside Contracts	46,411	59,200	12,789	37,021	374,750	413,265	38,515	350,132	(24,618)
Professional Services	5,668	9,898	4,230	8,721	121,081	152,803	31,722	138,183	17,102
Insurance	43,510	47,323	3,813	44,700	423,284	426,915	3,631	300,539	(122,745)
Utilities	99,882	102,844	2,962	93,665	859,214	837,873	(21,341)	759,208	(100,007)
Taxes and Permits	41,876	48,707	6,831	59,660	448,506	461,658	13,152	448,317	(189)
Postage	16,165	11,190	(4,975)	9,159	115,093	113,874	(1,219)	102,938	(12,155)
Credit Card Fees & Interest Expense	37,166	40,459	3,293	37,809	351,424	378,644	27,220	324,495	(26,929)
Membership Elections	4,545	25,000	20,455	0	43,612	85,000	41,388	36,949	(6,663)
Advertising Expense	17,616	13,590	(4,026)	10,304	154,374	175,680	21,306	135,669	(18,704)
Bad Debts	10,158	3,300	(6,858)	8,093	62,322	31,500	(30,822)	36,919	(25,404)
Uniforms	6,276	9,485	3,209	603	43,753	39,405	(4,348)	41,319	(2,434)
Investment Fund Fees	502	2,000	1,498	5,481	10,278	18,000	7,722	62,147	51,868
Donations	0	250	250	0	35,009	32,250	(2,759)	30,965	(4,044)
Other	(21,314)	8,045	29,359	12,851	(11,520)	69,021	80,541	34,501	46,021
<b>Total Operating Expenses</b>	<b>1,632,908</b>	<b>1,688,289</b>	<b>55,382</b>	<b>1,922,184</b>	<b>16,320,974</b>	<b>16,804,018</b>	<b>483,044</b>	<b>14,262,367</b>	<b>(2,058,607)</b>
<b>EBITDA</b>	<b>252,064</b>	<b>202,238</b>	<b>49,826</b>	<b>(80,082)</b>	<b>1,556,939</b>	<b>717,870</b>	<b>839,069</b>	<b>3,501,875</b>	<b>(1,944,936)</b>
<b>Pre Depreciation Gross</b>	<b>252,064</b>	<b>202,238</b>	<b>49,826</b>	<b>(80,082)</b>	<b>1,556,939</b>	<b>717,870</b>	<b>839,069</b>	<b>3,501,875</b>	<b>(1,944,936)</b>

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**For the Nine Months Ending September 30, 2018**

	MTD				YTD				
	September 2018			Prior Year Actual	September 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	241,210	282,077	40,868	231,200	2,118,825	2,293,008	174,182	1,960,222	(158,603)
<b>Net Income / Cost of Operations</b>	<u><u>10,854</u></u>	<u><u>(79,839)</u></u>	<u><u>90,694</u></u>	<u><u>(311,282)</u></u>	<u><u>(561,886)</u></u>	<u><u>(1,575,137)</u></u>	<u><u>1,013,251</u></u>	<u><u>1,541,653</u></u>	<u><u>(2,103,539)</u></u>

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	100	100	0	100	900	900	0	900	0
Investment Income	181	9,254	(9,073)	7,604	33,117	91,117	(58,000)	195,456	(162,339)
Water	729,620	667,120	62,500	678,807	5,846,356	5,313,110	533,246	5,387,341	459,015
Restricted Revenue	940	300	640	616	6,348	2,700	3,648	2,696	3,652
Water Capital Buy In Fees	42,500	25,000	17,500	52,500	501,520	225,000	276,520	290,000	211,520
Water Late Fees	13,402	12,500	902	12,597	122,129	112,500	9,629	112,823	9,306
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	35,000	(35,000)	45,000	(45,000)
NSF Fees	200	0	200	325	1,725	0	1,725	1,750	(25)
Other	19,275	5,800	13,475	7,813	87,294	52,200	35,094	39,091	48,203
<b>Total Income</b>	<b>806,219</b>	<b>720,074</b>	<b>86,145</b>	<b>760,362</b>	<b>6,599,388</b>	<b>5,832,527</b>	<b>766,861</b>	<b>6,075,057</b>	<b>524,331</b>
Water	212,463	218,665	6,202	202,650	1,802,506	1,733,000	(69,506)	1,679,925	(122,581)
<b>Total Cost of Goods</b>	<b>212,463</b>	<b>218,665</b>	<b>6,202</b>	<b>202,650</b>	<b>1,802,506</b>	<b>1,733,000</b>	<b>(69,506)</b>	<b>1,679,925</b>	<b>(122,581)</b>
<b>Gross Profit</b>	<b>593,756</b>	<b>501,409</b>	<b>92,347</b>	<b>557,711</b>	<b>4,796,882</b>	<b>4,099,527</b>	<b>697,355</b>	<b>4,395,132</b>	<b>401,749</b>
<b>Expenses</b>									
Salary and Wages	80,789	79,935	(855)	107,104	779,779	789,578	9,799	718,483	(61,296)
Employee Benefits	24,152	20,095	(4,057)	19,581	248,185	209,270	(38,915)	181,844	(66,340)
Memberships, Training and Travel	396	400	4	0	13,629	13,900	271	9,366	(4,263)
Supplies	4,222	12,830	8,608	26,743	145,915	140,970	(4,945)	140,847	(5,068)
Fuel and Oil	5,036	3,875	(1,161)	3,981	48,282	35,460	(12,822)	37,333	(10,948)
Equipment and Tools	595	2,330	1,735	430	137,232	133,650	(3,582)	17,804	(119,428)
Lease, Rents and Licenses	5,837	5,843	6	5,473	51,680	52,587	907	52,754	1,074
Maintenance and Repairs	12,839	14,550	1,711	26,840	143,426	134,700	(8,726)	132,419	(11,007)
Maintenance and Service Agreements	765	1,142	377	1,690	56,283	62,090	5,807	37,680	(18,602)
Outside Contracts	13,067	6,895	(6,172)	6,890	95,940	70,560	(25,380)	73,002	(22,938)
Professional Services	260	0	(260)	0	9,987	14,000	4,013	12,764	2,777
Insurance	5,708	9,787	4,079	8,779	82,446	88,083	5,637	65,318	(17,128)
Utilities	8,148	7,705	(443)	7,684	76,812	70,545	(6,267)	72,461	(4,351)
Taxes and Permits	16,045	16,050	5	15,405	146,675	144,650	(2,025)	139,274	(7,400)
Postage	4,347	4,100	(247)	2,501	36,743	36,900	157	34,412	(2,331)
Credit Card Fees & Interest Expense	20,694	18,340	(2,354)	21,288	193,566	165,060	(28,506)	181,918	(11,648)
Advertising Expense	138	0	(138)	0	138	0	(138)	0	(138)
Bad Debts	356	0	(356)	2,142	(370)	0	370	933	1,303
Uniforms	0	0	0	0	3,738	3,600	(138)	2,559	(1,179)

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD				
	MTD September 2018				YTD September 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Actual	Budget	VAR	Actual
Investment Fund Fees	327	2,000	1,673	1,995	6,693	18,000	11,307	19,287	12,594
Donations	0	0	0	0	29,750	30,000	250	30,200	450
Other	398	600	202	(50)	(616)	1,200	1,816	2,617	3,232
<b>Total Operating Expenses</b>	<b>204,119</b>	<b>206,477</b>	<b>2,358</b>	<b>258,475</b>	<b>2,305,913</b>	<b>2,214,803</b>	<b>(91,110)</b>	<b>1,963,277</b>	<b>(342,636)</b>
<b>EBITDA</b>	<b>389,637</b>	<b>294,932</b>	<b>94,704</b>	<b>299,236</b>	<b>2,490,969</b>	<b>1,884,724</b>	<b>606,245</b>	<b>2,431,855</b>	<b>59,113</b>
Allocations - MAC	40,725	40,725	0	35,660	370,135	370,135	0	307,257	(62,878)
Allocations - F & A	54,258	54,258	0	65,308	606,222	606,222	0	627,500	21,278
<b>Total Allocations</b>	<b>94,983</b>	<b>94,983</b>	<b>0</b>	<b>100,968</b>	<b>976,358</b>	<b>976,358</b>	<b>0</b>	<b>934,758</b>	<b>(41,600)</b>
<b>Pre Depreciation Gross</b>	<b>294,653</b>	<b>199,949</b>	<b>94,704</b>	<b>198,269</b>	<b>1,514,611</b>	<b>908,366</b>	<b>606,245</b>	<b>1,497,098</b>	<b>17,513</b>
Depreciation	85,990	111,433	25,443	84,736	775,977	867,873	91,896	720,337	(55,640)
<b>Net Income / Cost of Operations</b>	<b>208,663</b>	<b>88,515</b>	<b>120,147</b>	<b>113,533</b>	<b>738,634</b>	<b>40,493</b>	<b>698,141</b>	<b>776,761</b>	<b>(38,127)</b>

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

**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	669,692	673,456	(3,764)	667,996	5,978,436	6,039,472	(61,036)	5,930,123	48,313
City of Bella Vista	2,903	3,125	(222)	0	9,000	9,375	(375)	5,814	3,186
Food and Beverage	157,862	202,860	(44,998)	64,439	1,289,345	1,357,900	(68,555)	400,240	889,105
Golf	367,848	377,698	(9,850)	346,870	3,533,680	3,774,512	(240,832)	3,566,289	(32,609)
Pro Shop	61,145	47,920	13,225	45,310	402,015	457,429	(55,414)	394,214	7,802
Other Recreation	7,151	1,475	5,676	1,876	41,359	18,146	23,213	18,894	22,464
RV	32,315	26,500	5,815	31,379	281,177	289,338	(8,161)	272,803	8,374
Facility Use Fees	50,581	56,765	(6,184)	48,297	738,515	710,286	28,229	739,432	(918)
Boat	2,670	2,300	370	3,470	382,183	386,120	(3,937)	363,595	18,588
Investment Income	97	8,000	(7,903)	28,267	17,737	79,000	(61,263)	459,571	(441,834)
Stump Dump	2,544	6,900	(4,356)	12,197	107,294	62,100	45,194	71,837	35,457
Lot Sales	13,985	16,000	(2,015)	8,028	178,655	142,000	36,655	159,354	19,301
Transfer Fees	45,600	22,075	23,525	30,300	340,270	348,075	(7,805)	356,603	(16,333)
Past Due Collections	25,473	22,075	3,398	17,158	283,313	208,300	75,013	404,896	(121,583)
Advertising Income	8,549	8,000	549	10,487	116,487	117,000	(513)	107,303	9,185
Rebates	250	0	250	0	330	0	330	93,029	(92,699)
POA Lot Inventory Valuation	73	3,500	(3,428)	0	44,954	93,750	(48,796)	100,374	(55,420)
AR MO Land Income	0	2,500	(2,500)	0	3,000	5,500	(2,500)	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	2,500	(2,500)	125	0	2,500	(2,500)	27,733	(27,733)
Water Rent Income	5,473	5,473	(0)	5,473	49,255	49,257	(2)	49,255	0
Commissions	0	50	(50)	0	286	582	(296)	503	(217)
Cell Tower Rents	0	2,400	(2,400)	4,800	46,720	43,600	3,120	45,806	914
Legal Fees	1,311	450	861	300	10,431	4,050	6,381	6,426	4,005
Rents - Leases Facilities	500	500	0	500	4,500	4,500	0	4,500	0
Donations Received	14	15	(1)	42	14	125	(111)	180,055	(180,041)
NSF Fees	275	0	275	375	3,175	0	3,175	2,975	200
Other	(58,855)	2,793	(61,648)	13,761	30,455	42,178	(11,723)	105,801	(75,346)
<b>Total Income</b>	<b>1,397,458</b>	<b>1,495,330</b>	<b>(97,872)</b>	<b>1,341,449</b>	<b>13,892,588</b>	<b>14,245,095</b>	<b>(352,507)</b>	<b>13,877,345</b>	<b>15,242</b>
Food and Beverage	57,492	70,624	13,132	19,781	489,448	471,624	(17,824)	163,663	(325,785)
Pro Shop	44,925	33,133	(11,792)	33,846	293,226	329,563	36,337	322,090	28,864
Recreation	3,825	2,455	(1,370)	3,431	28,882	21,547	(7,335)	22,483	(6,399)
<b>Total Cost of Goods</b>	<b>106,242</b>	<b>106,212</b>	<b>(30)</b>	<b>57,058</b>	<b>811,556</b>	<b>822,734</b>	<b>11,178</b>	<b>508,236</b>	<b>(303,320)</b>

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

**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Gross Profit</b>	<b>1,291,216</b>	<b>1,389,118</b>	<b>(97,902)</b>	<b>1,284,391</b>	<b>13,081,032</b>	<b>13,422,361</b>	<b>(341,329)</b>	<b>13,369,109</b>	<b>(288,078)</b>
<b>Expenses</b>									
Salary and Wages	716,890	743,529	26,639	968,468	6,741,247	7,036,352	295,105	5,931,034	(810,213)
Employee Benefits	160,126	151,653	(8,473)	143,227	1,691,125	1,522,350	(168,775)	1,159,846	(531,279)
Memberships, Training and Travel	18,553	10,421	(8,132)	10,878	122,408	120,896	(1,512)	78,845	(43,563)
Supplies	62,781	67,334	4,553	67,457	798,031	832,899	34,868	761,520	(36,511)
Fuel and Oil	22,692	19,702	(2,990)	19,430	173,269	154,379	(18,890)	142,364	(30,905)
Equipment and Tools	49,098	5,789	(43,309)	9,291	373,054	433,611	60,556	329,759	(43,295)
Lease, Rents and Licenses	75,627	75,050	(577)	71,395	680,380	692,116	11,736	631,510	(48,870)
Maintenance and Repairs	49,203	63,365	14,162	77,213	733,361	844,847	111,486	753,715	20,354
Maintenance and Service Agreements	34,845	29,155	(5,690)	34,917	352,507	358,475	5,968	342,962	(9,545)
Outside Contracts	33,344	52,305	18,961	30,131	278,810	342,705	63,895	277,129	(1,680)
Professional Services	5,408	9,898	4,490	8,721	111,094	138,803	27,709	125,419	14,325
Insurance	37,801	37,536	(265)	35,921	340,838	338,832	(2,006)	235,221	(105,617)
Utilities	91,734	95,139	3,405	85,981	782,403	767,328	(15,075)	686,747	(95,656)
Taxes and Permits	25,831	32,657	6,826	44,255	301,831	317,008	15,177	309,042	7,211
Postage	11,818	7,090	(4,728)	6,658	78,350	76,974	(1,376)	68,526	(9,824)
Credit Card Fees & Interest Expense	16,472	22,119	5,647	16,521	157,857	213,584	55,727	142,576	(15,281)
Membership Elections	4,545	25,000	20,455	0	43,612	85,000	41,388	36,949	(6,663)
Advertising Expense	17,478	13,590	(3,888)	10,304	154,236	175,680	21,444	135,669	(18,566)
Bad Debts	9,802	3,300	(6,502)	5,951	62,693	31,500	(31,193)	35,986	(26,707)
Uniforms	6,276	9,485	3,209	603	40,015	35,805	(4,210)	38,759	(1,255)
Investment Fund Fees	175	0	(175)	3,486	3,585	0	(3,585)	42,859	39,274
Donations	0	250	250	0	5,259	2,250	(3,009)	765	(4,494)
Other	(21,712)	7,445	29,157	12,901	(10,904)	67,821	78,725	31,884	42,788
<b>Total Operating Expenses</b>	<b>1,428,788</b>	<b>1,481,812</b>	<b>53,024</b>	<b>1,663,709</b>	<b>14,015,061</b>	<b>14,589,215</b>	<b>574,153</b>	<b>12,299,090</b>	<b>(1,715,971)</b>
<b>EBITDA</b>	<b>(137,573)</b>	<b>(92,694)</b>	<b>(44,878)</b>	<b>(379,318)</b>	<b>(934,030)</b>	<b>(1,166,853)</b>	<b>232,824</b>	<b>1,070,020</b>	<b>(2,004,049)</b>
Allocations - MAC	(40,725)	(40,725)	0	(35,660)	(370,135)	(370,135)	0	(307,257)	62,878
Allocations - F & A	(54,258)	(54,258)	0	(65,308)	(606,222)	(606,222)	0	(627,500)	(21,278)
<b>Total Allocations</b>	<b>(94,983)</b>	<b>(94,983)</b>	<b>0</b>	<b>(100,968)</b>	<b>(976,358)</b>	<b>(976,358)</b>	<b>0</b>	<b>(934,758)</b>	<b>41,600</b>
<b>Pre Depreciation Gross</b>	<b>(42,589)</b>	<b>2,289</b>	<b>(44,878)</b>	<b>(278,351)</b>	<b>42,328</b>	<b>(190,495)</b>	<b>232,824</b>	<b>2,004,777</b>	<b>(1,962,449)</b>
Depreciation	155,219	170,644	15,425	146,464	1,342,848	1,425,135	82,286	1,239,885	(102,963)

Bella Vista POA  
 POA w/o Water-All

For the Nine Months Ending September 30, 2018

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	September 2018		VAR		September 2018		VAR		
	Actual	Budget			Actual	Budget			
Net Income / Cost of Operations	<u>(197,808)</u>	<u>(168,355)</u>	<u>(29,454)</u>	<u>(424,815)</u>	<u>(1,300,520)</u>	<u>(1,615,630)</u>	<u>315,110</u>	<u>764,892</u>	<u>(2,065,412)</u>



**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD				
	MTD September 2018				YTD September 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	156,293	201,625	(45,332)	46,075	1,262,972	1,331,726	(68,754)	270,943	992,029
Facility Use Fees	(1,649)	4,535	(6,184)	(1,780)	(27,814)	25,525	(53,339)	(3,198)	(24,616)
Rebates	0	0	0	0	80	0	80	0	80
Other	2,087	0	2,087	77	288	0	288	6,659	(6,371)
<b>Total Income</b>	<b>156,731</b>	<b>206,160</b>	<b>(49,429)</b>	<b>44,372</b>	<b>1,235,525</b>	<b>1,357,251</b>	<b>(121,726)</b>	<b>274,403</b>	<b>961,122</b>
Food and Beverage	56,289	70,074	13,785	11,830	476,929	458,289	(18,640)	102,953	(373,975)
<b>Total Cost of Goods</b>	<b>56,289</b>	<b>70,074</b>	<b>13,785</b>	<b>11,830</b>	<b>476,929</b>	<b>458,289</b>	<b>(18,640)</b>	<b>102,953</b>	<b>(373,975)</b>
<b>Gross Profit</b>	<b>100,442</b>	<b>136,086</b>	<b>(35,644)</b>	<b>32,542</b>	<b>758,597</b>	<b>898,962</b>	<b>(140,366)</b>	<b>171,450</b>	<b>587,146</b>
<b>Expenses</b>									
Salary and Wages	92,255	86,040	(6,216)	78,169	830,278	845,780	15,502	393,676	(436,602)
Employee Benefits	10,963	7,786	(3,176)	10,341	107,143	93,257	(13,887)	58,255	(48,889)
Memberships, Training and Travel	3,190	900	(2,290)	3,609	16,757	8,250	(8,507)	14,181	(2,577)
Supplies	6,119	5,050	(1,069)	2,060	81,604	55,525	(26,079)	54,789	(26,815)
Fuel and Oil	103	0	(103)	0	1,306	0	(1,306)	0	(1,306)
Equipment and Tools	484	500	16	1,363	13,141	2,950	(10,191)	47,168	34,027
Lease, Rents and Licenses	320	112	(208)	418	2,346	1,008	(1,338)	1,845	(500)
Maintenance and Repairs	0	100	100	581	8,062	25,000	16,938	11,719	3,657
Maintenance and Service Agreements	330	1,500	1,170	3,329	5,273	13,620	8,347	9,005	3,732
Outside Contracts	64	1,955	1,891	(146)	7,088	12,120	5,032	9,316	2,229
Professional Services	0	0	0	188	341	0	(341)	6,238	5,897
Insurance	1,299	2,639	1,340	628	11,813	24,759	12,946	2,745	(9,068)
Utilities	6,147	10,448	4,301	4,495	57,934	97,782	39,848	28,435	(29,499)
Taxes and Permits	859	855	(4)	279	14,589	13,820	(769)	12,042	(2,547)
Postage	0	0	0	0	3	0	(3)	77	73
Credit Card Fees & Interest Expense	3,876	98	(3,778)	1,816	33,931	1,078	(32,853)	9,886	(24,045)
Advertising Expense	2,008	1,000	(1,008)	1,894	20,826	23,300	2,474	18,691	(2,135)
Uniforms	544	0	(544)	144	7,725	2,500	(5,225)	4,426	(3,298)
Other	19	0	(19)	133	4,004	0	(4,004)	8,036	4,032
<b>Total Operating Expenses</b>	<b>128,580</b>	<b>118,983</b>	<b>(9,597)</b>	<b>109,300</b>	<b>1,224,164</b>	<b>1,220,749</b>	<b>(3,415)</b>	<b>690,529</b>	<b>(533,634)</b>
<b>EBITDA</b>	<b>(28,138)</b>	<b>17,103</b>	<b>(45,241)</b>	<b>(76,759)</b>	<b>(465,567)</b>	<b>(321,787)</b>	<b>(143,780)</b>	<b>(519,079)</b>	<b>53,512</b>

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Nine Months Ending September 30, 2018**

	MTD				YTD				
	MTD September 2018			Prior Year	YTD September 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Pre Depreciation Gross</b>	(28,138)	17,103	(45,241)	(76,759)	(465,567)	(321,787)	(143,780)	(519,079)	53,512
Depreciation	403	611	207	195	2,692	3,413	721	683	(2,008)
<b>Net Income / Cost of Operations</b>	<u>(28,541)</u>	<u>16,493</u>	<u>(45,034)</u>	<u>(76,954)</u>	<u>(468,259)</u>	<u>(325,199)</u>	<u>(143,060)</u>	<u>(519,763)</u>	<u>51,504</u>

**Bella Vista POA  
Clubhouses-All**

**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018		VAR		YTD September 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	0	0	0	125	0	0	0	872	(872)
Rents - Leases Facilities	500	500	0	500	4,500	4,500	0	4,500	0
<b>Total Income</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>625</b>	<b>4,500</b>	<b>4,500</b>	<b>0</b>	<b>5,372</b>	<b>(872)</b>
<b>Gross Profit</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>625</b>	<b>4,500</b>	<b>4,500</b>	<b>0</b>	<b>5,372</b>	<b>(872)</b>
<b>Expenses</b>									
Memberships, Training and Travel	0	0	0	0	54	0	(54)	0	(54)
Supplies	(4,633)	298	4,931	147	5,021	2,682	(2,339)	2,088	(2,933)
Equipment and Tools	111	200	89	0	2,886	1,800	(1,086)	2,846	(40)
Maintenance and Repairs	4,603	1,900	(2,703)	6,808	59,751	40,300	(19,451)	51,135	(8,616)
Maintenance and Service Agreements	10,242	3,210	(7,032)	3,825	46,027	28,890	(17,137)	24,913	(21,113)
Outside Contracts	0	423	423	0	6,382	6,378	(4)	8,794	2,412
Insurance	4,792	3,363	(1,429)	4,065	43,128	30,267	(12,861)	30,600	(12,528)
Utilities	8,928	2,426	(6,502)	7,397	85,126	21,379	(63,747)	54,962	(30,164)
Taxes and Permits	3,866	3,825	(41)	4,500	35,178	34,685	(493)	40,781	5,603
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>27,910</b>	<b>15,645</b>	<b>(12,265)</b>	<b>26,741</b>	<b>284,997</b>	<b>166,381</b>	<b>(118,616)</b>	<b>216,118</b>	<b>(68,879)</b>
<b>EBITDA</b>	<b>(27,410)</b>	<b>(15,145)</b>	<b>(12,265)</b>	<b>(26,116)</b>	<b>(280,497)</b>	<b>(161,881)</b>	<b>(118,616)</b>	<b>(210,747)</b>	<b>(69,750)</b>
<b>Pre Depreciation Gross</b>	<b>(27,410)</b>	<b>(15,145)</b>	<b>(12,265)</b>	<b>(26,116)</b>	<b>(280,497)</b>	<b>(161,881)</b>	<b>(118,616)</b>	<b>(210,747)</b>	<b>(69,750)</b>
Depreciation	37,081	44,158	7,077	38,062	335,138	375,219	40,081	270,743	(64,395)
<b>Net Income / Cost of Operations</b>	<b><u>(64,491)</u></b>	<b><u>(59,303)</u></b>	<b><u>(5,188)</u></b>	<b><u>(64,178)</u></b>	<b><u>(615,635)</u></b>	<b><u>(537,100)</u></b>	<b><u>(78,535)</u></b>	<b><u>(481,490)</u></b>	<b><u>(134,145)</u></b>

**Bella Vista POA**  
**Golf Maintenance - Keith Ihms (15 - 23)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD				YTD				
	MTD September 2018			Prior Year Actual	YTD September 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	18,157	(18,157)
Other	0	0	0	0	170	10,000	(9,831)	9,205	(9,036)
<b>Total Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</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>0</b>	<b>0</b>	<b>0</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	151,083	168,298	17,215	234,851	1,411,692	1,498,133	86,441	1,395,612	(16,080)
Employee Benefits	16,013	19,657	3,645	36,064	160,362	203,530	43,168	295,056	134,694
Memberships, Training and Travel	192	425	233	489	8,431	10,505	2,074	7,996	(435)
Supplies	41,605	48,500	6,895	45,108	518,202	543,552	25,350	489,480	(28,722)
Fuel and Oil	13,249	11,590	(1,659)	11,893	89,981	84,810	(5,171)	69,033	(20,949)
Equipment and Tools	433	600	167	772	55,271	58,595	3,324	65,153	9,882
Lease, Rents and Licenses	46,367	46,485	118	45,706	422,312	424,365	2,053	398,977	(23,335)
Maintenance and Repairs	26,872	29,025	2,153	38,919	330,266	295,119	(35,147)	389,686	59,420
Maintenance and Service Agreements	727	835	108	707	8,092	7,818	(274)	8,453	361
Outside Contracts	0	2,000	2,000	0	728	14,000	13,272	177	(550)
Professional Services	0	0	0	0	0	3,500	3,500	3,550	3,550
Insurance	9,929	9,451	(478)	8,101	86,864	85,059	(1,805)	57,100	(29,764)
Utilities	26,198	30,818	4,620	28,780	211,292	205,802	(5,490)	196,770	(14,522)
Taxes and Permits	8,394	9,330	936	7,959	92,598	106,706	14,108	96,909	4,311
Postage	15	150	135	1	64	1,250	1,186	420	356
Credit Card Fees & Interest Expense	0	0	0	1	0	0	0	(13)	(13)
Uniforms	5,736	6,885	1,149	0	13,426	16,755	3,329	7,569	(5,858)
Other	0	0	0	364	53	0	(53)	739	686
<b>Total Operating Expenses</b>	<b>346,813</b>	<b>384,050</b>	<b>37,236</b>	<b>459,713</b>	<b>3,409,634</b>	<b>3,559,499</b>	<b>149,865</b>	<b>3,482,668</b>	<b>73,034</b>
<b>EBITDA</b>	<b>(346,813)</b>	<b>(384,050)</b>	<b>37,236</b>	<b>(459,713)</b>	<b>(3,409,464)</b>	<b>(3,549,499)</b>	<b>140,035</b>	<b>(3,455,306)</b>	<b>45,842</b>
<b>Pre Depreciation Gross</b>	<b>(346,813)</b>	<b>(384,050)</b>	<b>37,236</b>	<b>(459,713)</b>	<b>(3,409,464)</b>	<b>(3,549,499)</b>	<b>140,035</b>	<b>(3,455,306)</b>	<b>45,842</b>
Depreciation	57,059	56,958	(101)	50,622	492,549	489,512	(3,037)	445,041	(47,508)
<b>Net Income / Cost of Operations</b>	<b>(403,873)</b>	<b>(441,008)</b>	<b>37,135</b>	<b>(510,336)</b>	<b>(3,902,013)</b>	<b>(4,039,011)</b>	<b>136,997</b>	<b>(3,900,347)</b>	<b>(1,667)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	0	0	0	17,051	0	0	0	107,985	(107,985)
Golf	367,848	377,698	(9,850)	346,870	3,533,680	3,774,512	(240,832)	3,566,289	(32,609)
Pro Shop	61,145	46,700	14,445	45,310	402,015	448,925	(46,910)	394,214	7,802
Facility Use Fees	0	0	0	0	62	0	62	4	58
Rebates	250	0	250	0	250	0	250	0	250
Gain / Loss Disposal Surplus Assets	0	2,500	(2,500)	0	0	2,500	(2,500)	0	0
Commissions	0	50	(50)	0	286	582	(296)	503	(217)
Other	(304)	1,787	(2,091)	3,624	19,806	23,860	(4,054)	31,616	(11,810)
<b>Total Income</b>	<b>428,939</b>	<b>428,735</b>	<b>204</b>	<b>412,855</b>	<b>3,956,100</b>	<b>4,250,379</b>	<b>(294,279)</b>	<b>4,100,611</b>	<b>(144,511)</b>
Food and Beverage	0	0	0	7,139	0	0	0	51,553	51,553
Pro Shop	44,925	32,633	(12,292)	33,846	293,226	322,413	29,187	322,090	28,864
<b>Total Cost of Goods</b>	<b>44,925</b>	<b>32,633</b>	<b>(12,292)</b>	<b>40,985</b>	<b>293,226</b>	<b>322,413</b>	<b>29,187</b>	<b>373,643</b>	<b>80,417</b>
<b>Gross Profit</b>	<b>384,014</b>	<b>396,102</b>	<b>(12,088)</b>	<b>371,869</b>	<b>3,662,874</b>	<b>3,927,966</b>	<b>(265,092)</b>	<b>3,726,968</b>	<b>(64,094)</b>
<b>Expenses</b>									
Salary and Wages	103,526	101,278	(2,249)	123,351	849,014	924,293	75,278	797,101	(51,913)
Employee Benefits	11,345	12,020	675	19,017	99,393	121,703	22,311	145,386	45,993
Memberships, Training and Travel	4,788	1,550	(3,238)	3,138	14,439	18,240	3,801	9,954	(4,484)
Supplies	2,195	2,287	92	6,938	29,632	40,347	10,715	44,796	15,164
Fuel and Oil	59	410	351	40	439	2,995	2,556	11,592	11,154
Equipment and Tools	106	60	(46)	2,546	14,973	26,735	11,762	618	(14,355)
Lease, Rents and Licenses	21,724	22,397	673	21,714	200,814	210,873	10,059	186,214	(14,601)
Maintenance and Repairs	552	1,889	1,337	999	54,169	63,424	9,255	11,956	(42,213)
Maintenance and Service Agreements	9,168	7,187	(1,981)	7,105	66,607	59,478	(7,129)	63,002	(3,605)
Outside Contracts	2,599	1,620	(979)	4,154	35,198	28,388	(6,810)	30,456	(4,743)
Professional Services	0	0	0	188	625	2,165	1,540	2,350	1,725
Insurance	3,098	3,042	(56)	2,886	26,638	27,378	740	21,958	(4,680)
Utilities	13,631	13,143	(488)	11,146	102,450	104,124	1,674	91,723	(10,727)
Taxes and Permits	886	945	59	16,995	16,413	24,815	8,402	24,685	8,272
Postage	162	0	(162)	99	408	524	116	861	453
Credit Card Fees & Interest Expense	8,136	8,090	(46)	8,208	70,417	72,596	2,179	69,257	(1,160)
Advertising Expense	212	2,800	2,588	253	24,431	33,920	9,489	21,815	(2,616)
Other	(94)	0	94	597	16,927	14,689	(2,238)	6,139	(10,787)
<b>Total Operating Expenses</b>	<b>182,095</b>	<b>178,718</b>	<b>(3,377)</b>	<b>229,374</b>	<b>1,622,987</b>	<b>1,776,687</b>	<b>153,700</b>	<b>1,539,864</b>	<b>(83,123)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Nine Months Ending September 30, 2018**

	MTD				YTD				
	MTD September 2018			Prior Year	YTD September 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>EBITDA</b>	201,919	217,384	(15,465)	142,496	2,039,887	2,151,279	(111,392)	2,187,104	(147,217)
<b>Pre Depreciation Gross</b>	201,919	217,384	(15,465)	142,496	2,039,887	2,151,279	(111,392)	2,187,104	(147,217)
Depreciation	3,840	4,080	240	4,326	37,275	38,915	1,640	42,716	5,441
<b>Net Income / Cost of Operations</b>	<u>198,079</u>	<u>213,304</u>	<u>(15,225)</u>	<u>138,170</u>	<u>2,002,612</u>	<u>2,112,364</u>	<u>(109,752)</u>	<u>2,144,388</u>	<u>(141,776)</u>

**Bella Vista POA**  
**Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	1,569	1,235	334	1,314	26,373	26,174	199	21,313	5,060
Pro Shop	0	1,220	(1,220)	0	0	8,504	(8,504)	0	0
Other Recreation	6,615	700	5,915	1,335	35,709	10,496	25,213	12,408	23,301
RV	32,315	26,150	6,165	30,841	186,816	195,438	(8,622)	179,630	7,186
Facility Use Fees	28,038	29,430	(1,393)	26,919	390,379	334,461	55,918	378,105	12,274
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	230	(230)
Donations Received	0	0	0	0	0	0	0	171,659	(171,659)
Other	2,355	996	1,359	2,279	8,512	8,278	234	18,032	(9,520)
<b>Total Income</b>	<b>70,892</b>	<b>59,731</b>	<b>11,161</b>	<b>62,687</b>	<b>647,789</b>	<b>583,351</b>	<b>64,438</b>	<b>781,377</b>	<b>(133,588)</b>
<b>Cost of Goods</b>									
Food and Beverage	1,203	550	(653)	811	12,519	13,335	816	9,157	(3,362)
Pro Shop	0	500	500	0	0	7,150	7,150	0	0
Recreation	2,633	255	(2,378)	377	9,930	2,937	(6,993)	3,804	(6,126)
<b>Total Cost of Goods</b>	<b>3,836</b>	<b>1,305</b>	<b>(2,531)</b>	<b>1,189</b>	<b>22,449</b>	<b>23,422</b>	<b>973</b>	<b>12,961</b>	<b>(9,488)</b>
<b>Gross Profit</b>	<b>67,056</b>	<b>58,426</b>	<b>8,630</b>	<b>61,498</b>	<b>625,340</b>	<b>559,929</b>	<b>65,411</b>	<b>768,416</b>	<b>(143,076)</b>
<b>Expenses</b>									
Salary and Wages	47,001	52,364	5,363	71,625	520,518	477,925	(42,593)	475,951	(44,568)
Employee Benefits	5,211	6,564	1,353	9,126	61,765	64,442	2,676	72,807	11,042
Memberships, Training and Travel	1,180	4,245	3,065	935	6,708	9,437	2,729	5,265	(1,444)
Supplies	2,850	3,947	1,097	3,914	50,958	67,902	16,944	60,949	9,992
Fuel and Oil	201	150	(51)	163	2,149	1,255	(894)	1,099	(1,050)
Equipment and Tools	44,672	175	(44,497)	1,694	167,859	200,778	32,919	70,363	(97,496)
Lease, Rents and Licenses	209	430	221	0	1,842	4,090	2,248	3,299	1,457
Maintenance and Repairs	6,027	7,975	1,948	7,795	118,464	173,977	55,513	132,524	14,061
Maintenance and Service Agreements	8,474	7,678	(796)	7,764	54,162	59,123	4,961	56,309	2,147
Outside Contracts	770	4,462	3,692	4,344	39,025	58,481	19,457	54,101	15,077
Professional Services	0	0	0	0	260	2,000	1,740	781	521
Insurance	3,460	3,265	(195)	3,221	32,816	29,385	(3,431)	22,089	(10,727)
Utilities	20,512	22,980	2,468	20,446	176,855	190,293	13,438	171,740	(5,116)
Taxes and Permits	2,638	2,394	(244)	3,018	29,458	27,473	(1,985)	29,034	(424)
Postage	0	0	0	35	10	10	0	35	25
Credit Card Fees & Interest Expense	1,378	1,157	(221)	1,980	11,564	11,466	(98)	14,127	2,563
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 Nine Months Ending September 30, 2018**

	MTD				YTD				
	MTD September 2018			Prior Year Actual	YTD September 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	844	5,075	4,231	420	7,632	11,288	3,656	5,265	(2,367)
<b>Total Operating Expenses</b>	<b>145,427</b>	<b>122,861</b>	<b>(22,565)</b>	<b>136,480</b>	<b>1,291,570</b>	<b>1,398,425</b>	<b>106,855</b>	<b>1,176,487</b>	<b>(115,083)</b>
<b>EBITDA</b>	<b>(78,371)</b>	<b>(64,435)</b>	<b>(13,936)</b>	<b>(74,981)</b>	<b>(666,230)</b>	<b>(838,496)</b>	<b>172,266</b>	<b>(408,071)</b>	<b>(258,158)</b>
<b>Pre Depreciation Gross</b>	<b>(78,371)</b>	<b>(64,435)</b>	<b>(13,936)</b>	<b>(74,981)</b>	<b>(666,230)</b>	<b>(838,496)</b>	<b>172,266</b>	<b>(408,071)</b>	<b>(258,158)</b>
Depreciation	18,568	28,406	9,838	15,849	158,429	196,298	37,869	145,336	(13,093)
<b>Net Income / Cost of Operations</b>	<b>(96,939)</b>	<b>(92,842)</b>	<b>(4,098)</b>	<b>(90,830)</b>	<b>(824,659)</b>	<b>(1,034,794)</b>	<b>210,135</b>	<b>(553,408)</b>	<b>(271,251)</b>



**Bella Vista POA**  
**Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	2,544	6,900	(4,356)	12,197	107,294	62,100	45,194	71,837	35,457
AR MO Land Income	0	2,500	(2,500)	0	3,000	5,500	(2,500)	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	7,875	(7,875)
Cell Tower Rents	0	2,400	(2,400)	4,800	46,720	43,600	3,120	45,806	914
Other	(62,952)	0	(62,952)	7,686	853	0	853	36,801	(35,949)
<b>Total Income</b>	<b>(60,408)</b>	<b>11,800</b>	<b>(72,208)</b>	<b>24,683</b>	<b>158,157</b>	<b>111,200</b>	<b>46,957</b>	<b>172,522</b>	<b>(14,365)</b>
<b>Gross Profit</b>	<b>(60,408)</b>	<b>11,800</b>	<b>(72,208)</b>	<b>24,683</b>	<b>158,157</b>	<b>111,200</b>	<b>46,957</b>	<b>172,522</b>	<b>(14,365)</b>
<b>Expenses</b>									
Salary and Wages	103,602	115,107	11,505	145,912	1,052,379	1,124,486	72,107	935,855	(116,524)
Employee Benefits	11,084	13,165	2,081	22,191	129,251	149,709	20,458	195,520	66,269
Memberships, Training and Travel	0	0	0	0	581	1,085	504	1,932	1,351
Supplies	860	1,937	1,077	1,995	9,314	16,946	7,633	13,148	3,834
Fuel and Oil	6,348	5,310	(1,038)	5,660	57,743	46,660	(11,083)	44,217	(13,526)
Equipment and Tools	554	475	(79)	2,407	36,177	43,945	7,768	68,938	32,760
Lease, Rents and Licenses	20	125	105	13	661	2,475	1,814	2,027	1,366
Maintenance and Repairs	10,206	11,350	1,144	11,393	107,269	100,215	(7,054)	103,146	(4,123)
Maintenance and Service Agreements	449	750	301	2,846	4,268	6,430	2,162	6,534	2,265
Outside Contracts	101	30,410	30,309	10,345	3,382	37,190	33,808	12,565	9,183
Insurance	8,203	8,664	461	6,658	75,217	77,976	2,759	28,643	(46,575)
Utilities	2,783	2,723	(60)	3,275	30,835	25,343	(5,492)	27,837	(2,998)
Taxes and Permits	1,601	1,586	(15)	1,653	19,349	17,919	(1,430)	17,812	(1,537)
Postage	0	0	0	0	12	0	(12)	0	(12)
Credit Card Fees & Interest Expense	0	0	0	3	0	0	0	3	3
Uniforms	0	2,300	2,300	0	5,028	7,850	2,822	3,023	(2,005)
Other	0	300	300	0	34	600	566	805	771
<b>Total Operating Expenses</b>	<b>145,810</b>	<b>194,201</b>	<b>48,392</b>	<b>214,351</b>	<b>1,531,500</b>	<b>1,658,829</b>	<b>127,329</b>	<b>1,462,003</b>	<b>(69,497)</b>
<b>EBITDA</b>	<b>(206,218)</b>	<b>(182,401)</b>	<b>(23,817)</b>	<b>(189,668)</b>	<b>(1,373,343)</b>	<b>(1,547,629)</b>	<b>174,286</b>	<b>(1,289,481)</b>	<b>(83,862)</b>
Allocations - MAC	(40,725)	(40,725)	0	(35,660)	(370,135)	(370,135)	0	(307,257)	62,878
<b>Total Allocations</b>	<b>(40,725)</b>	<b>(40,725)</b>	<b>0</b>	<b>(35,660)</b>	<b>(370,135)</b>	<b>(370,135)</b>	<b>0</b>	<b>(307,257)</b>	<b>62,878</b>

**Bella Vista POA**  
**Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	September 2018				September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Pre Depreciation Gross</b>	(165,493)	(141,676)	(23,817)	(154,008)	(1,003,207)	(1,177,494)	174,286	(982,224)	(20,984)
Depreciation	14,994	13,219	(1,775)	12,766	114,741	116,935	2,194	121,128	6,388
<b>Net Income / Cost of Operations</b>	<u>(180,487)</u>	<u>(154,895)</u>	<u>(25,592)</u>	<u>(166,775)</u>	<u>(1,117,948)</u>	<u>(1,294,429)</u>	<u>176,480</u>	<u>(1,103,352)</u>	<u>(14,596)</u>

**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,49,44,66,56,51,52)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018		VAR		YTD September 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
City of Bella Vista	2,903	3,125	(222)	0	8,710	9,375	(665)	5,530	3,180
Other Recreation	536	775	(239)	541	5,650	7,650	(2,000)	6,486	(837)
RV	0	350	(350)	537	94,361	93,900	461	93,173	1,187
Facility Use Fees	9,681	7,800	1,881	9,631	77,763	68,300	9,463	67,396	10,366
Boat	2,670	2,300	370	3,470	382,183	386,120	(3,937)	363,595	18,588
Donations Received	14	15	(1)	42	14	125	(111)	8,396	(8,382)
Other	0	0	0	(28)	925	0	925	1,717	(792)
<b>Total Income</b>	<b>15,804</b>	<b>14,365</b>	<b>1,439</b>	<b>14,193</b>	<b>569,605</b>	<b>565,470</b>	<b>4,135</b>	<b>546,294</b>	<b>23,311</b>
Recreation	1,191	2,200	1,009	3,054	18,952	18,610	(342)	18,679	(273)
<b>Total Cost of Goods</b>	<b>1,191</b>	<b>2,200</b>	<b>1,009</b>	<b>3,054</b>	<b>18,952</b>	<b>18,610</b>	<b>(342)</b>	<b>18,679</b>	<b>(273)</b>
<b>Gross Profit</b>	<b>14,613</b>	<b>12,165</b>	<b>2,448</b>	<b>11,139</b>	<b>550,653</b>	<b>546,860</b>	<b>3,793</b>	<b>527,615</b>	<b>23,038</b>
<b>Expenses</b>									
Salary and Wages	31,154	34,620	3,466	44,249	289,097	319,966	30,869	262,119	(26,978)
Employee Benefits	3,488	4,701	1,213	5,998	35,881	48,037	12,156	40,989	5,108
Memberships, Training and Travel	0	0	0	0	2,086	5,615	3,529	681	(1,405)
Supplies	10,877	805	(10,072)	3,849	58,286	55,610	(2,676)	46,277	(12,008)
Fuel and Oil	2,517	1,950	(567)	1,432	19,573	16,130	(3,443)	13,961	(5,612)
Equipment and Tools	100	250	150	338	36,871	54,200	17,330	36,300	(570)
Lease, Rents and Licenses	20	70	50	0	120	630	510	822	702
Maintenance and Repairs	785	10,815	10,030	10,639	53,127	143,215	90,088	50,438	(2,689)
Maintenance and Service Agreements	2,138	2,964	826	5,648	21,074	23,406	2,332	28,787	7,713
Outside Contracts	1,033	915	(118)	971	30,191	10,635	(19,556)	21,402	(8,789)
Professional Services	0	0	0	0	0	0	0	6,000	6,000
Insurance	4,379	4,219	(160)	7,494	38,334	37,971	(363)	51,345	13,011
Utilities	2,856	2,615	(241)	2,167	31,145	29,846	(1,299)	27,625	(3,520)
Taxes and Permits	5,059	5,059	0	4,903	47,306	45,586	(1,720)	46,089	(1,217)
Postage	4	25	21	2	211	250	39	331	120
Credit Card Fees & Interest Expense	199	250	51	384	12,922	10,959	(1,963)	12,442	(481)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	0	300	300	0	1,499	1,400	(99)	1,301	(199)
Other	(7)	0	7	2	(253)	0	253	(13)	240
<b>Total Operating Expenses</b>	<b>64,601</b>	<b>69,558</b>	<b>4,956</b>	<b>88,077</b>	<b>677,661</b>	<b>803,456</b>	<b>125,795</b>	<b>646,895</b>	<b>(30,766)</b>

**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,49,44,66,56,51,52)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD				YTD				
	September 2018			Prior Year	September 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>EBITDA</b>	(49,988)	(57,393)	7,404	(76,937)	(127,009)	(256,596)	129,588	(119,281)	(7,728)
<b>Pre Depreciation Gross</b>	(49,988)	(57,393)	7,404	(76,937)	(127,009)	(256,596)	129,588	(119,281)	(7,728)
Depreciation	12,678	12,639	(39)	12,457	102,734	106,090	3,357	99,440	(3,293)
<b>Net Income / Cost of Operations</b>	<u>(62,667)</u>	<u>(70,032)</u>	<u>7,365</u>	<u>(89,394)</u>	<u>(229,742)</u>	<u>(362,686)</u>	<u>132,944</u>	<u>(218,721)</u>	<u>(11,021)</u>

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	669,692	673,456	(3,764)	667,996	5,978,436	6,039,472	(61,036)	5,930,123	48,313
Facility Use Fees	14,512	15,000	(488)	13,527	298,125	282,000	16,125	297,124	1,001
Investment Income	97	8,000	(7,903)	28,267	17,737	79,000	(61,263)	459,571	(441,834)
Lot Sales	13,985	16,000	(2,015)	8,028	178,655	142,000	36,655	159,354	19,301
Transfer Fees	45,600	22,075	23,525	30,300	340,270	348,075	(7,805)	356,603	(16,333)
Past Due Collections	25,473	22,075	3,398	17,158	283,313	208,300	75,013	404,896	(121,583)
Advertising Income	8,549	8,000	549	10,487	116,487	117,000	(513)	107,303	9,185
Rebates	0	0	0	0	0	0	0	93,029	(93,029)
POA Lot Inventory Valuation	73	3,500	(3,428)	0	44,954	93,750	(48,796)	100,374	(55,420)
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	600	(600)
Water Rent Income	5,473	5,473	(0)	5,473	49,255	49,257	(2)	49,255	0
Legal Fees	1,311	450	861	300	10,431	4,050	6,381	6,426	4,005
NSF Fees	275	0	275	375	3,175	0	3,175	2,975	200
Other	(41)	10	(51)	123	(98)	40	(138)	1,771	(1,869)
<b>Total Income</b>	<b>785,000</b>	<b>774,039</b>	<b>10,961</b>	<b>782,034</b>	<b>7,320,741</b>	<b>7,362,944</b>	<b>(42,203)</b>	<b>7,969,405</b>	<b>(648,664)</b>
<b>Gross Profit</b>	<b>785,000</b>	<b>774,039</b>	<b>10,961</b>	<b>782,034</b>	<b>7,320,741</b>	<b>7,362,944</b>	<b>(42,203)</b>	<b>7,969,405</b>	<b>(648,664)</b>
<b>Expenses</b>									
Salary and Wages	188,269	185,823	(2,446)	270,312	1,788,269	1,845,769	57,500	1,670,719	(117,549)
Employee Benefits	102,022	87,759	(14,263)	40,491	1,097,330	841,672	(255,658)	351,834	(745,496)
Memberships, Training and Travel	9,203	3,301	(5,902)	2,706	73,351	67,764	(5,587)	38,836	(34,515)
Supplies	2,909	4,510	1,601	3,447	45,015	50,335	5,320	49,988	4,973
Fuel and Oil	214	292	78	242	2,079	2,529	450	2,462	384
Equipment and Tools	2,639	3,529	890	170	45,877	44,608	(1,269)	38,373	(7,503)
Lease, Rents and Licenses	6,966	5,431	(1,535)	3,544	52,285	48,675	(3,610)	38,325	(13,960)
Maintenance and Repairs	158	311	153	79	2,253	3,597	1,344	3,110	857
Maintenance and Service Agreements	3,316	5,031	1,715	3,694	147,004	159,710	12,706	145,960	(1,045)
Outside Contracts	28,776	10,520	(18,256)	10,464	156,817	175,513	18,696	140,318	(16,499)
Professional Services	5,408	9,898	4,490	8,346	109,869	131,138	21,269	106,501	(3,368)
Insurance	2,642	2,893	251	2,868	26,028	26,037	9	20,741	(5,287)
Utilities	10,679	9,986	(693)	8,276	86,765	92,759	5,994	87,655	890
Taxes and Permits	2,527	8,663	6,136	4,948	46,940	46,004	(936)	41,690	(5,250)
Postage	11,637	6,915	(4,722)	6,521	77,642	74,940	(2,702)	66,803	(10,840)
Credit Card Fees & Interest Expense	2,884	12,524	9,640	4,129	29,022	117,485	88,463	36,876	7,853
Membership Elections	4,545	25,000	20,455	0	43,612	85,000	41,388	36,949	(6,663)

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Nine Months Ending September 30, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2018				YTD September 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Advertising Expense	15,259	9,790	(5,469)	8,157	100,187	110,460	10,273	95,114	(5,073)
Bad Debts	9,802	3,300	(6,502)	5,951	62,693	31,500	(31,193)	35,986	(26,707)
Uniforms	(4)	0	4	459	11,214	6,200	(5,014)	21,742	10,529
Investment Fund Fees	175	0	(175)	3,486	3,585	0	(3,585)	42,859	39,274
Donations	0	250	250	0	5,259	2,250	(3,009)	765	(4,494)
Other	(22,474)	2,070	24,544	11,385	(40,545)	41,244	81,789	10,913	51,459
<b>Total Operating Expenses</b>	<b>387,553</b>	<b>397,796</b>	<b>10,243</b>	<b>399,673</b>	<b>3,972,548</b>	<b>4,005,188</b>	<b>32,640</b>	<b>3,084,519</b>	<b>(888,029)</b>
<b>EBITDA</b>	<b>397,447</b>	<b>376,243</b>	<b>21,204</b>	<b>382,361</b>	<b>3,348,193</b>	<b>3,357,756</b>	<b>(9,563)</b>	<b>4,884,886</b>	<b>(1,536,692)</b>
Allocations - F & A	(54,258)	(54,258)	0	(65,308)	(606,222)	(606,222)	0	(627,500)	(21,278)
<b>Total Allocations</b>	<b>(54,258)</b>	<b>(54,258)</b>	<b>0</b>	<b>(65,308)</b>	<b>(606,222)</b>	<b>(606,222)</b>	<b>0</b>	<b>(627,500)</b>	<b>(21,278)</b>
<b>Pre Depreciation Gross</b>	<b>451,705</b>	<b>430,501</b>	<b>21,204</b>	<b>447,669</b>	<b>3,954,416</b>	<b>3,963,978</b>	<b>(9,563)</b>	<b>5,512,386</b>	<b>(1,557,970)</b>
Depreciation	10,595	10,573	(22)	12,187	99,292	98,753	(539)	114,797	15,505
<b>Net Income / Cost of Operations</b>	<b>441,110</b>	<b>419,929</b>	<b>21,182</b>	<b>435,482</b>	<b>3,855,124</b>	<b>3,865,225</b>	<b>(10,101)</b>	<b>5,397,589</b>	<b>(1,542,465)</b>