

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD					
	MTD October 2018				Actual	YTD October 2018			Prior Year	Year to Year
	Actual	Budget	VAR			Actual	Budget	VAR		
<b>Income</b>										
Assessments	674,880	674,068	812	669,104	6,654,216	6,714,440	(60,224)	6,600,127	54,089	
City of Bella Vista	0	0	0	2,765	9,000	9,375	(375)	8,579	421	
Food and Beverage	148,107	197,872	(49,765)	83,601	1,437,452	1,555,772	(118,320)	483,841	953,611	
Golf	239,705	307,015	(67,310)	262,998	3,773,385	4,081,527	(308,142)	3,829,287	(55,901)	
Pro Shop	38,255	41,250	(2,995)	35,247	440,270	498,679	(58,409)	429,461	10,810	
Other Recreation	1,755	3,939	(2,184)	3,765	43,114	22,085	21,029	22,660	20,454	
RV	38,043	30,055	7,988	32,490	319,220	319,393	(173)	305,293	13,926	
Facility Use Fees	46,505	53,554	(7,049)	49,693	785,020	763,840	21,180	789,125	(4,105)	
Boat	869	1,025	(156)	1,071	383,052	387,145	(4,093)	364,666	18,386	
Investment Income	3,168	17,215	(14,047)	46,434	54,022	187,332	(133,310)	701,462	(647,440)	
Water	621,776	650,575	(28,799)	589,549	6,468,131	5,963,685	504,446	5,976,890	491,241	
Restricted Revenue	1,014	300	714	574	7,362	3,000	4,362	3,269	4,093	
Stump Dump	0	6,900	(6,900)	8,903	107,294	69,000	38,294	80,741	26,554	
Lot Sales	10,284	14,000	(3,716)	34,038	188,939	156,000	32,939	193,392	(4,453)	
Transfer Fees	32,550	22,075	10,475	37,700	372,820	370,150	2,670	394,303	(21,483)	
Past Due Collections	16,160	22,075	(5,915)	38,698	299,474	230,375	69,099	443,594	(144,120)	
Advertising Income	10,023	12,000	(1,977)	9,168	126,510	129,000	(2,490)	116,471	10,039	
Rebates	0	0	0	59	330	0	330	93,088	(92,758)	
POA Lot Inventory Valuation	73	24,250	(24,178)	8,995	45,027	118,000	(72,973)	109,369	(64,342)	
Water Capital Buy In Fees	60,000	25,000	35,000	35,000	561,520	250,000	311,520	325,000	236,520	
Water Late Fees	15,523	12,500	3,023	13,403	137,652	125,000	12,652	126,226	11,426	
AR MO Land Income	2,752	0	2,752	2,501	5,752	5,500	252	4,001	1,751	
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)	
Gain / Loss Disposal Surplus Assets	41,273	0	41,273	0	41,273	37,500	3,773	72,733	(31,460)	
Water Rent Income	5,473	5,473	(0)	5,473	54,728	54,730	(2)	54,728	0	
Commissions	0	50	(50)	57	286	632	(346)	560	(274)	
Cell Tower Rents	4,800	2,400	2,400	2,400	51,520	46,000	5,520	48,206	3,314	
Legal Fees	150	450	(300)	200	10,581	4,500	6,081	6,626	3,955	
Rents - Leases Facilities	500	500	0	500	5,000	5,000	0	5,000	0	
Donations Received	0	15	(15)	0	14	140	(126)	180,055	(180,041)	
NSF Fees	525	0	525	525	5,425	0	5,425	5,250	175	
Other	33,898	10,221	23,677	16,444	151,647	104,599	47,048	161,336	(9,690)	
<b>Total Income</b>	<b>2,048,061</b>	<b>2,134,777</b>	<b>(86,716)</b>	<b>1,991,355</b>	<b>22,540,036</b>	<b>22,212,399</b>	<b>327,637</b>	<b>21,943,758</b>	<b>596,279</b>	
Food and Beverage	54,927	64,262	9,335	55,655	544,375	535,886	(8,489)	219,317	(325,058)	

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**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD October 2018				YTD October 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Water	202,000	213,640	11,640	181,855	2,004,506	1,946,640	(57,866)	1,861,780	(142,726)
Pro Shop	28,685	28,626	(59)	26,256	321,911	358,189	36,278	348,346	26,435
Recreation	(9,729)	2,310	12,039	2,425	19,153	23,857	4,704	24,908	5,755
<b>Total Cost of Goods</b>	<b>275,883</b>	<b>308,838</b>	<b>32,955</b>	<b>266,191</b>	<b>2,889,945</b>	<b>2,864,572</b>	<b>(25,374)</b>	<b>2,454,352</b>	<b>(435,593)</b>
<b>Gross Profit</b>	<b>1,772,178</b>	<b>1,825,939</b>	<b>(53,762)</b>	<b>1,725,164</b>	<b>19,650,091</b>	<b>19,347,827</b>	<b>302,264</b>	<b>19,489,406</b>	<b>160,685</b>
<b>Expenses</b>									
Salary and Wages	771,754	758,850	(12,904)	698,700	8,292,781	8,584,780	292,000	7,348,217	(944,564)
Employee Benefits	193,865	162,828	(31,037)	193,225	2,133,175	1,894,448	(238,727)	1,534,916	(598,260)
Memberships, Training and Travel	6,405	9,522	3,117	15,766	142,442	144,318	1,876	103,977	(38,465)
Supplies	62,585	62,880	295	60,553	1,006,531	1,036,749	30,218	962,921	(43,610)
Fuel and Oil	30,993	19,966	(11,027)	23,022	252,543	209,805	(42,738)	202,720	(49,824)
Equipment and Tools	21,250	3,186	(18,064)	44,996	531,537	570,447	38,910	392,559	(138,978)
Lease, Rents and Licenses	80,279	80,993	714	70,262	812,338	825,696	13,358	754,527	(57,812)
Maintenance and Repairs	130,445	55,788	(74,657)	103,968	1,007,233	1,035,335	28,102	990,102	(17,131)
Maintenance and Service Agreements	36,434	22,953	(13,481)	23,150	445,224	443,518	(1,706)	403,793	(41,431)
Outside Contracts	75,165	53,801	(21,364)	57,046	449,915	467,066	17,151	407,177	(42,737)
Professional Services	3,605	9,425	5,820	13,127	124,686	162,228	37,542	151,310	26,624
Insurance	51,278	47,323	(3,955)	47,318	474,562	474,238	(324)	347,857	(126,706)
Utilities	91,468	92,588	1,120	87,283	950,682	930,461	(20,221)	846,490	(104,192)
Taxes and Permits	55,370	42,822	(12,548)	42,027	503,876	504,480	604	490,344	(13,532)
Postage	11,238	8,786	(2,452)	8,547	126,331	122,660	(3,671)	111,485	(14,847)
Credit Card Fees & Interest Expense	36,637	40,126	3,489	35,235	388,061	418,770	30,709	359,729	(28,332)
Membership Elections	0	13,000	13,000	0	43,612	98,000	54,388	36,949	(6,663)
Advertising Expense	15,095	13,990	(1,105)	20,021	169,469	189,670	20,201	155,690	(13,778)
Bad Debts	11,736	3,300	(8,436)	(143)	74,059	34,800	(39,259)	36,775	(37,283)
Uniforms	18,068	12,250	(5,818)	6,793	61,821	51,655	(10,166)	48,112	(13,709)
Investment Fund Fees	501	2,000	1,499	5,497	10,779	20,000	9,221	67,644	56,865
Donations	1,768	5,250	3,482	1,810	36,777	37,500	723	32,776	(4,002)
Other	(4,415)	6,365	10,780	13,923	(15,935)	75,386	91,321	48,424	64,359
<b>Total Operating Expenses</b>	<b>1,701,524</b>	<b>1,527,992</b>	<b>(173,532)</b>	<b>1,572,127</b>	<b>18,022,499</b>	<b>18,332,010</b>	<b>309,511</b>	<b>15,834,494</b>	<b>(2,188,005)</b>
<b>EBITDA</b>	<b>70,653</b>	<b>297,947</b>	<b>(227,294)</b>	<b>153,037</b>	<b>1,627,592</b>	<b>1,015,817</b>	<b>611,775</b>	<b>3,654,912</b>	<b>(2,027,320)</b>
<b>Pre Depreciation Gross</b>	<b>70,653</b>	<b>297,947</b>	<b>(227,294)</b>	<b>153,037</b>	<b>1,627,592</b>	<b>1,015,817</b>	<b>611,775</b>	<b>3,654,912</b>	<b>(2,027,320)</b>

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**For the Ten Months Ending October 31, 2018**

	MTD				YTD				
	MTD October 2018			Prior Year Actual	YTD October 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	247,097	281,198	34,101	229,513	2,365,922	2,574,205	208,283	2,189,735	(176,187)
<b>Net Income / Cost of Operations</b>	<u><u>(176,443)</u></u>	<u><u>16,749</u></u>	<u><u>(193,193)</u></u>	<u><u>(76,476)</u></u>	<u><u>(738,329)</u></u>	<u><u>(1,558,388)</u></u>	<u><u>820,058</u></u>	<u><u>1,465,177</u></u>	<u><u>(2,203,506)</u></u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared	
	MTD October 2018		VAR		Actual	YTD October 2018				Actual
	Actual	Budget				Actual	Budget			
<b>Income</b>										
Assessments	100	100	0	100	1,000	1,000	0	1,000	0	
Investment Income	2,063	9,215	(7,152)	37,306	35,180	100,332	(65,152)	232,763	(197,583)	
Water	621,776	650,575	(28,799)	589,549	6,468,131	5,963,685	504,446	5,976,890	491,241	
Restricted Revenue	1,014	300	714	574	7,362	3,000	4,362	3,269	4,093	
Water Capital Buy In Fees	60,000	25,000	35,000	35,000	561,520	250,000	311,520	325,000	236,520	
Water Late Fees	15,523	12,500	3,023	13,403	137,652	125,000	12,652	126,226	11,426	
Gain / Loss Disposal Surplus Assets	21,100	0	21,100	0	21,100	35,000	(13,900)	45,000	(23,900)	
NSF Fees	300	0	300	375	2,025	0	2,025	2,125	(100)	
Other	16,564	5,800	10,764	5,443	103,858	58,000	45,858	44,535	59,324	
<b>Total Income</b>	<b>738,440</b>	<b>703,490</b>	<b>34,950</b>	<b>681,750</b>	<b>7,337,828</b>	<b>6,536,017</b>	<b>801,811</b>	<b>6,756,808</b>	<b>581,020</b>	
Water	202,000	213,640	11,640	181,855	2,004,506	1,946,640	(57,866)	1,861,780	(142,726)	
<b>Total Cost of Goods</b>	<b>202,000</b>	<b>213,640</b>	<b>11,640</b>	<b>181,855</b>	<b>2,004,506</b>	<b>1,946,640</b>	<b>(57,866)</b>	<b>1,861,780</b>	<b>(142,726)</b>	
<b>Gross Profit</b>	<b>536,440</b>	<b>489,850</b>	<b>46,590</b>	<b>499,895</b>	<b>5,333,322</b>	<b>4,589,377</b>	<b>743,945</b>	<b>4,895,028</b>	<b>438,294</b>	
<b>Expenses</b>										
Salary and Wages	83,386	79,735	(3,652)	70,889	863,165	869,313	6,147	789,372	(73,794)	
Employee Benefits	26,363	20,095	(6,268)	27,018	274,548	229,365	(45,183)	208,862	(65,686)	
Memberships, Training and Travel	256	400	144	418	13,885	14,300	415	9,784	(4,101)	
Supplies	25,611	13,120	(12,491)	8,483	171,526	154,090	(17,436)	149,330	(22,196)	
Fuel and Oil	5,602	4,135	(1,467)	4,851	53,884	39,595	(14,289)	42,185	(11,699)	
Equipment and Tools	1,261	690	(571)	682	138,494	134,340	(4,154)	18,486	(120,007)	
Lease, Rents and Licenses	5,827	5,843	16	5,801	57,506	58,430	924	58,556	1,049	
Maintenance and Repairs	42,013	14,800	(27,213)	15,346	185,439	149,500	(35,939)	147,765	(37,674)	
Maintenance and Service Agreements	1,793	1,962	169	591	58,075	64,052	5,977	38,272	(19,804)	
Outside Contracts	23,001	9,545	(13,456)	7,454	118,941	80,105	(38,836)	80,457	(38,484)	
Professional Services	88	0	(88)	0	10,075	14,000	3,925	12,764	2,689	
Insurance	10,789	9,787	(1,002)	9,722	93,236	97,870	4,634	75,040	(18,196)	
Utilities	8,280	7,905	(375)	7,769	85,091	78,450	(6,641)	80,229	(4,862)	
Taxes and Permits	18,682	16,125	(2,557)	15,178	165,356	160,775	(4,581)	154,452	(10,904)	
Postage	4,208	4,100	(108)	4,064	40,951	41,000	49	38,476	(2,475)	
Credit Card Fees & Interest Expense	21,765	18,340	(3,425)	20,861	215,331	183,400	(31,931)	202,779	(12,553)	
Advertising Expense	(138)	0	138	0	0	0	0	0	0	
Bad Debts	(588)	0	588	341	(958)	0	958	1,274	2,232	
Uniforms	3,764	0	(3,764)	0	7,502	3,600	(3,902)	2,559	(4,943)	

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

	MTD			Prior Year	YTD				
	MTD October 2018				YTD October 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Investment Fund Fees	326	2,000	1,674	2,957	7,019	20,000	12,981	22,244	15,225
Donations	0	5,000	5,000	0	29,750	35,000	5,250	30,200	450
Other	727	0	(727)	(39)	111	1,200	1,089	2,578	2,466
<b>Total Operating Expenses</b>	<b>283,016</b>	<b>213,582</b>	<b>(69,434)</b>	<b>202,386</b>	<b>2,588,929</b>	<b>2,428,385</b>	<b>(160,543)</b>	<b>2,165,663</b>	<b>(423,266)</b>
<b>EBITDA</b>	<b>253,425</b>	<b>276,268</b>	<b>(22,844)</b>	<b>297,510</b>	<b>2,744,393</b>	<b>2,160,992</b>	<b>583,401</b>	<b>2,729,365</b>	<b>15,029</b>
Allocations - MAC	33,396	33,396	0	26,522	403,532	403,532	0	333,780	(69,752)
Allocations - F & A	58,014	58,014	0	50,328	664,237	664,237	0	677,829	13,592
<b>Total Allocations</b>	<b>91,410</b>	<b>91,410</b>	<b>0</b>	<b>76,851</b>	<b>1,067,768</b>	<b>1,067,768</b>	<b>0</b>	<b>1,011,608</b>	<b>(56,160)</b>
<b>Pre Depreciation Gross</b>	<b>162,014</b>	<b>184,858</b>	<b>(22,844)</b>	<b>220,659</b>	<b>1,676,625</b>	<b>1,093,224</b>	<b>583,401</b>	<b>1,717,757</b>	<b>(41,131)</b>
Depreciation	87,618	111,202	23,584	82,167	863,595	979,075	115,480	802,504	(61,090)
<b>Net Income / Cost of Operations</b>	<b>74,397</b>	<b>73,656</b>	<b>740</b>	<b>138,492</b>	<b>813,031</b>	<b>114,149</b>	<b>698,881</b>	<b>915,252</b>	<b>(102,222)</b>

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

**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Assessments	674,780	673,968	812	669,004	6,653,216	6,713,440	(60,224)	6,599,127	54,089
City of Bella Vista	0	0	0	2,765	9,000	9,375	(375)	8,579	421
Food and Beverage	148,107	197,872	(49,765)	83,601	1,437,452	1,555,772	(118,320)	483,841	953,611
Golf	239,705	307,015	(67,310)	262,998	3,773,385	4,081,527	(308,142)	3,829,287	(55,901)
Pro Shop	38,255	41,250	(2,995)	35,247	440,270	498,679	(58,409)	429,461	10,810
Other Recreation	1,755	3,939	(2,184)	3,765	43,114	22,085	21,029	22,660	20,454
RV	38,043	30,055	7,988	32,490	319,220	319,393	(173)	305,293	13,926
Facility Use Fees	46,505	53,554	(7,049)	49,693	785,020	763,840	21,180	789,125	(4,105)
Boat	869	1,025	(156)	1,071	383,052	387,145	(4,093)	364,666	18,386
Investment Income	1,105	8,000	(6,895)	9,128	18,842	87,000	(68,158)	468,699	(449,857)
Stump Dump	0	6,900	(6,900)	8,903	107,294	69,000	38,294	80,741	26,554
Lot Sales	10,284	14,000	(3,716)	34,038	188,939	156,000	32,939	193,392	(4,453)
Transfer Fees	32,550	22,075	10,475	37,700	372,820	370,150	2,670	394,303	(21,483)
Past Due Collections	16,160	22,075	(5,915)	38,698	299,474	230,375	69,099	443,594	(144,120)
Advertising Income	10,023	12,000	(1,977)	9,168	126,510	129,000	(2,490)	116,471	10,039
Rebates	0	0	0	59	330	0	330	93,088	(92,758)
POA Lot Inventory Valuation	73	24,250	(24,178)	8,995	45,027	118,000	(72,973)	109,369	(64,342)
AR MO Land Income	2,752	0	2,752	2,501	5,752	5,500	252	4,001	1,751
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)
Gain / Loss Disposal Surplus Assets	20,173	0	20,173	0	20,173	2,500	17,673	27,733	(7,560)
Water Rent Income	5,473	5,473	(0)	5,473	54,728	54,730	(2)	54,728	0
Commissions	0	50	(50)	57	286	632	(346)	560	(274)
Cell Tower Rents	4,800	2,400	2,400	2,400	51,520	46,000	5,520	48,206	3,314
Legal Fees	150	450	(300)	200	10,581	4,500	6,081	6,626	3,955
Rents - Leases Facilities	500	500	0	500	5,000	5,000	0	5,000	0
Donations Received	0	15	(15)	0	14	140	(126)	180,055	(180,041)
NSF Fees	225	0	225	150	3,400	0	3,400	3,125	275
Other	17,334	4,421	12,913	11,001	47,788	46,599	1,189	116,802	(69,013)
<b>Total Income</b>	<b>1,309,621</b>	<b>1,431,287</b>	<b>(121,666)</b>	<b>1,309,604</b>	<b>15,202,208</b>	<b>15,676,382</b>	<b>(474,174)</b>	<b>15,186,950</b>	<b>15,258</b>
Food and Beverage	54,927	64,262	9,335	55,655	544,375	535,886	(8,489)	219,317	(325,058)
Pro Shop	28,685	28,626	(59)	26,256	321,911	358,189	36,278	348,346	26,435
Recreation	(9,729)	2,310	12,039	2,425	19,153	23,857	4,704	24,908	5,755
<b>Total Cost of Goods</b>	<b>73,883</b>	<b>95,198</b>	<b>21,315</b>	<b>84,335</b>	<b>885,439</b>	<b>917,932</b>	<b>32,493</b>	<b>592,571</b>	<b>(292,867)</b>

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

**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Gross Profit</b>	<b>1,235,738</b>	<b>1,336,089</b>	<b>(100,352)</b>	<b>1,225,269</b>	<b>14,316,769</b>	<b>14,758,450</b>	<b>(441,681)</b>	<b>14,594,378</b>	<b>(277,609)</b>
<b>Expenses</b>									
Salary and Wages	688,368	679,116	(9,252)	627,812	7,429,615	7,715,467	285,852	6,558,845	(870,770)
Employee Benefits	167,502	142,733	(24,769)	166,207	1,858,627	1,665,083	(193,544)	1,326,053	(532,574)
Memberships, Training and Travel	6,149	9,122	2,973	15,348	128,557	130,018	1,461	94,193	(34,364)
Supplies	36,974	49,760	12,786	52,070	835,005	882,659	47,654	813,591	(21,414)
Fuel and Oil	25,390	15,831	(9,559)	18,171	198,659	170,210	(28,449)	160,535	(38,124)
Equipment and Tools	19,989	2,496	(17,493)	44,314	393,043	436,107	43,063	374,073	(18,971)
Lease, Rents and Licenses	74,452	75,150	698	64,461	754,832	767,266	12,434	695,971	(58,861)
Maintenance and Repairs	88,433	40,988	(47,445)	88,622	821,794	885,835	64,041	842,337	20,542
Maintenance and Service Agreements	34,641	20,991	(13,650)	22,559	387,149	379,466	(7,683)	365,521	(21,627)
Outside Contracts	52,164	44,256	(7,908)	49,591	330,974	386,961	55,987	326,721	(4,253)
Professional Services	3,517	9,425	5,908	13,127	114,611	148,228	33,617	138,546	23,935
Insurance	40,489	37,536	(2,953)	37,596	381,327	376,368	(4,959)	272,817	(108,510)
Utilities	83,188	84,683	1,495	79,514	865,591	852,011	(13,580)	766,261	(99,330)
Taxes and Permits	36,689	26,697	(9,992)	26,849	338,520	343,705	5,185	335,892	(2,628)
Postage	7,030	4,686	(2,344)	4,483	85,380	81,660	(3,720)	73,009	(12,371)
Credit Card Fees & Interest Expense	14,872	21,786	6,914	14,374	172,730	235,370	62,640	156,951	(15,779)
Membership Elections	0	13,000	13,000	0	43,612	98,000	54,388	36,949	(6,663)
Advertising Expense	15,233	13,990	(1,243)	20,021	169,469	189,670	20,201	155,690	(13,778)
Bad Debts	12,324	3,300	(9,024)	(485)	75,017	34,800	(40,217)	35,501	(39,516)
Uniforms	14,304	12,250	(2,054)	6,793	54,319	48,055	(6,264)	45,553	(8,766)
Investment Fund Fees	175	0	(175)	2,541	3,759	0	(3,759)	45,400	41,641
Donations	1,768	250	(1,518)	1,810	7,027	2,500	(4,527)	2,576	(4,452)
Other	(5,142)	6,365	11,507	13,962	(16,046)	74,186	90,232	45,846	61,892
<b>Total Operating Expenses</b>	<b>1,418,509</b>	<b>1,314,410</b>	<b>(104,099)</b>	<b>1,369,741</b>	<b>15,433,570</b>	<b>15,903,625</b>	<b>470,055</b>	<b>13,668,831</b>	<b>(1,764,739)</b>
<b>EBITDA</b>	<b>(182,771)</b>	<b>21,679</b>	<b>(204,450)</b>	<b>(144,472)</b>	<b>(1,116,801)</b>	<b>(1,145,174)</b>	<b>28,374</b>	<b>925,547</b>	<b>(2,042,348)</b>
Allocations - MAC	(33,396)	(33,396)	0	(26,522)	(403,532)	(403,532)	0	(333,780)	69,752
Allocations - F & A	(58,014)	(58,014)	0	(50,328)	(664,237)	(664,237)	0	(677,829)	(13,592)
<b>Total Allocations</b>	<b>(91,410)</b>	<b>(91,410)</b>	<b>0</b>	<b>(76,851)</b>	<b>(1,067,768)</b>	<b>(1,067,768)</b>	<b>0</b>	<b>(1,011,608)</b>	<b>56,160</b>
<b>Pre Depreciation Gross</b>	<b>(91,361)</b>	<b>113,089</b>	<b>(204,450)</b>	<b>(67,622)</b>	<b>(49,033)</b>	<b>(77,406)</b>	<b>28,374</b>	<b>1,937,156</b>	<b>(1,986,188)</b>
Depreciation	159,479	169,996	10,517	147,346	1,502,327	1,595,131	92,804	1,387,231	(115,096)

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
Net Income / Cost of Operations	<u>(250,840)</u>	<u>(56,907)</u>	<u>(193,933)</u>	<u>(214,968)</u>	<u>(1,551,360)</u>	<u>(1,672,537)</u>	<u>121,177</u>	<u>549,925</u>	<u>(2,101,285)</u>



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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Food and Beverage	147,201	196,194	(48,993)	69,488	1,410,172	1,527,920	(117,748)	340,431	1,069,742
Facility Use Fees	(2,776)	5,590	(8,366)	3,802	(30,590)	31,115	(61,705)	604	(31,194)
Rebates	0	0	0	0	80	0	80	0	80
Gain / Loss Disposal Surplus Assets	2,250	0	2,250	0	2,250	0	2,250	0	2,250
Other	137	0	137	122	425	0	425	6,780	(6,356)
<b>Total Income</b>	<b>146,812</b>	<b>201,784</b>	<b>(54,972)</b>	<b>73,412</b>	<b>1,382,337</b>	<b>1,559,035</b>	<b>(176,698)</b>	<b>347,815</b>	<b>1,034,522</b>
Food and Beverage	54,698	63,277	8,579	46,980	531,627	521,566	(10,061)	149,933	(381,694)
<b>Total Cost of Goods</b>	<b>54,698</b>	<b>63,277</b>	<b>8,579</b>	<b>46,980</b>	<b>531,627</b>	<b>521,566</b>	<b>(10,061)</b>	<b>149,933</b>	<b>(381,694)</b>
<b>Gross Profit</b>	<b>92,114</b>	<b>138,507</b>	<b>(46,394)</b>	<b>26,432</b>	<b>850,710</b>	<b>1,037,469</b>	<b>(186,759)</b>	<b>197,882</b>	<b>652,828</b>
<b>Expenses</b>									
Salary and Wages	86,444	82,676	(3,768)	62,983	916,722	928,456	11,734	456,660	(460,063)
Employee Benefits	10,836	7,211	(3,625)	12,125	117,979	100,468	(17,511)	70,379	(47,600)
Memberships, Training and Travel	996	900	(96)	607	17,754	9,150	(8,604)	14,787	(2,966)
Supplies	8,257	5,975	(2,282)	10,278	89,861	61,500	(28,361)	65,067	(24,794)
Fuel and Oil	579	0	(579)	0	1,885	0	(1,885)	0	(1,885)
Equipment and Tools	115	300	185	4,193	13,256	3,250	(10,006)	51,361	38,105
Lease, Rents and Licenses	315	112	(203)	164	2,661	1,120	(1,541)	2,010	(651)
Maintenance and Repairs	35	100	65	4,751	8,097	25,100	17,003	16,470	8,373
Maintenance and Service Agreements	1,059	1,500	441	579	6,333	15,120	8,787	9,584	3,251
Outside Contracts	100	2,266	2,166	505	7,187	14,386	7,199	9,822	2,634
Professional Services	0	0	0	0	341	0	(341)	6,238	5,897
Insurance	1,380	2,639	1,259	478	13,193	27,398	14,206	3,223	(9,969)
Utilities	6,895	9,798	2,903	3,724	64,829	107,580	42,751	32,159	(32,670)
Taxes and Permits	1,032	855	(177)	63	15,621	14,675	(946)	12,105	(3,516)
Postage	0	0	0	0	3	0	(3)	77	73
Credit Card Fees & Interest Expense	4,312	98	(4,214)	2,566	38,243	1,176	(37,067)	12,452	(25,791)
Advertising Expense	2,045	1,000	(1,045)	2,900	22,871	24,300	1,429	21,591	(1,280)
Uniforms	364	300	(64)	229	8,088	2,800	(5,288)	4,655	(3,433)
Other	(48)	0	48	1,340	3,956	0	(3,956)	9,376	5,419
<b>Total Operating Expenses</b>	<b>124,715</b>	<b>115,730</b>	<b>(8,985)</b>	<b>107,484</b>	<b>1,348,879</b>	<b>1,336,479</b>	<b>(12,400)</b>	<b>798,014</b>	<b>(550,865)</b>
<b>EBITDA</b>	<b>(32,602)</b>	<b>22,777</b>	<b>(55,378)</b>	<b>(81,052)</b>	<b>(498,169)</b>	<b>(299,010)</b>	<b>(199,159)</b>	<b>(600,131)</b>	<b>101,963</b>

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

	MTD				YTD				
	MTD October 2018			Prior Year	YTD October 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	<b>(32,602)</b>	<b>22,777</b>	<b>(55,378)</b>	<b>(81,052)</b>	<b>(498,169)</b>	<b>(299,010)</b>	<b>(199,159)</b>	<b>(600,131)</b>	<b>101,963</b>
Depreciation	403	611	207	195	3,095	4,023	928	879	(2,216)
<b>Net Income / Cost of Operations</b>	<b><u>(33,005)</u></b>	<b><u>22,166</u></b>	<b><u>(55,171)</u></b>	<b><u>(81,247)</u></b>	<b><u>(501,264)</u></b>	<b><u>(303,033)</u></b>	<b><u>(198,231)</u></b>	<b><u>(601,010)</u></b>	<b><u>99,746</u></b>

**Bella Vista POA  
Clubhouses-All**

For the Ten Months Ending October 31, 2018

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	872	(872)
Rents - Leases Facilities	500	500	0	500	5,000	5,000	0	5,000	0
<b>Total Income</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>500</b>	<b>5,000</b>	<b>5,000</b>	<b>0</b>	<b>5,872</b>	<b>(872)</b>
<b>Gross Profit</b>	<b>500</b>	<b>500</b>	<b>0</b>	<b>500</b>	<b>5,000</b>	<b>5,000</b>	<b>0</b>	<b>5,872</b>	<b>(872)</b>
<b>Expenses</b>									
Memberships, Training and Travel	100	0	(100)	0	154	0	(154)	0	(154)
Supplies	752	298	(454)	302	5,773	2,980	(2,793)	2,390	(3,383)
Equipment and Tools	3,336	200	(3,136)	128	6,221	2,000	(4,221)	2,974	(3,248)
Maintenance and Repairs	22,515	1,875	(20,640)	14,574	82,266	42,175	(40,091)	65,709	(16,558)
Maintenance and Service Agreements	7,251	3,210	(4,041)	3,971	53,278	32,100	(21,178)	28,884	(24,393)
Outside Contracts	6,398	2,073	(4,325)	4,352	12,780	8,451	(4,329)	13,146	365
Insurance	4,944	3,363	(1,581)	4,802	48,072	33,630	(14,442)	35,402	(12,670)
Utilities	9,298	2,226	(7,072)	6,650	94,424	23,605	(70,819)	61,612	(32,812)
Taxes and Permits	4,498	3,875	(623)	4,602	39,676	38,560	(1,116)	45,383	5,707
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>59,092</b>	<b>17,120</b>	<b>(41,972)</b>	<b>39,381</b>	<b>344,089</b>	<b>183,501</b>	<b>(160,588)</b>	<b>255,499</b>	<b>(88,590)</b>
<b>EBITDA</b>	<b>(58,592)</b>	<b>(16,620)</b>	<b>(41,972)</b>	<b>(38,881)</b>	<b>(339,089)</b>	<b>(178,501)</b>	<b>(160,588)</b>	<b>(249,627)</b>	<b>(89,461)</b>
<b>Pre Depreciation Gross</b>	<b>(58,592)</b>	<b>(16,620)</b>	<b>(41,972)</b>	<b>(38,881)</b>	<b>(339,089)</b>	<b>(178,501)</b>	<b>(160,588)</b>	<b>(249,627)</b>	<b>(89,461)</b>
Depreciation	37,081	44,158	7,077	37,662	372,219	419,377	47,158	308,406	(63,813)
<b>Net Income / Cost of Operations</b>	<b><u>(95,673)</u></b>	<b><u>(60,778)</u></b>	<b><u>(34,895)</u></b>	<b><u>(76,543)</u></b>	<b><u>(711,308)</u></b>	<b><u>(597,878)</u></b>	<b><u>(113,429)</u></b>	<b><u>(558,033)</u></b>	<b><u>(153,275)</u></b>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD October 2018				YTD October 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Gain / Loss Disposal Surplus Assets	1,355	0	1,355	0	1,355	0	1,355	18,157	(16,802)
Other	1,758	0	1,758	0	1,927	10,000	(8,073)	9,205	(7,278)
<b>Total Income</b>	<b>3,113</b>	<b>0</b>	<b>3,113</b>	<b>0</b>	<b>3,282</b>	<b>10,000</b>	<b>(6,718)</b>	<b>27,362</b>	<b>(24,080)</b>
<b>Gross Profit</b>	<b>3,113</b>	<b>0</b>	<b>3,113</b>	<b>0</b>	<b>3,282</b>	<b>10,000</b>	<b>(6,718)</b>	<b>27,362</b>	<b>(24,080)</b>
<b>Expenses</b>									
Salary and Wages	138,757	136,706	(2,052)	127,627	1,550,449	1,634,839	84,390	1,523,239	(27,210)
Employee Benefits	14,971	15,414	443	41,274	175,333	218,944	43,611	336,330	160,997
Memberships, Training and Travel	(254)	590	844	955	8,176	11,095	2,919	8,951	775
Supplies	14,415	18,014	3,599	29,191	532,617	561,566	28,949	518,671	(13,946)
Fuel and Oil	15,933	8,330	(7,603)	9,073	105,914	93,140	(12,774)	78,106	(27,809)
Equipment and Tools	497	100	(397)	774	55,768	58,695	2,927	65,927	10,159
Lease, Rents and Licenses	46,366	46,485	119	45,871	468,679	470,850	2,171	444,848	(23,831)
Maintenance and Repairs	13,626	15,925	2,299	26,442	343,892	311,044	(32,848)	416,128	72,236
Maintenance and Service Agreements	968	940	(28)	1,099	9,059	8,758	(301)	9,552	493
Outside Contracts	0	2,000	2,000	0	728	16,000	15,272	177	(550)
Professional Services	0	0	0	215	0	3,500	3,500	3,765	3,765
Insurance	10,517	9,451	(1,066)	9,836	97,381	94,510	(2,871)	66,936	(30,445)
Utilities	19,766	22,258	2,492	25,075	231,058	228,060	(2,998)	221,846	(9,212)
Taxes and Permits	9,818	9,378	(440)	8,032	102,416	116,084	13,668	104,941	2,524
Postage	0	50	50	180	64	1,300	1,236	600	536
Credit Card Fees & Interest Expense	0	0	0	10	0	0	0	(3)	(3)
Uniforms	714	250	(464)	5,075	14,140	17,005	2,865	12,644	(1,496)
Other	300	0	(300)	56	353	0	(353)	795	442
<b>Total Operating Expenses</b>	<b>286,395</b>	<b>285,891</b>	<b>(504)</b>	<b>330,785</b>	<b>3,696,029</b>	<b>3,845,390</b>	<b>149,361</b>	<b>3,813,452</b>	<b>117,423</b>
<b>EBITDA</b>	<b>(283,283)</b>	<b>(285,891)</b>	<b>2,608</b>	<b>(330,785)</b>	<b>(3,692,747)</b>	<b>(3,835,390)</b>	<b>142,643</b>	<b>(3,786,091)</b>	<b>93,344</b>
<b>Pre Depreciation Gross</b>	<b>(283,283)</b>	<b>(285,891)</b>	<b>2,608</b>	<b>(330,785)</b>	<b>(3,692,747)</b>	<b>(3,835,390)</b>	<b>142,643</b>	<b>(3,786,091)</b>	<b>93,344</b>
Depreciation	56,145	56,643	498	53,003	548,694	546,154	(2,539)	498,043	(50,650)
<b>Net Income / Cost of Operations</b>	<b>(339,427)</b>	<b>(342,533)</b>	<b>3,106</b>	<b>(383,787)</b>	<b>(4,241,441)</b>	<b>(4,381,544)</b>	<b>140,103</b>	<b>(4,284,134)</b>	<b>42,693</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Ten Months Ending October 31, 2018**

	MTD				YTD				
	MTD October 2018			Prior Year	YTD October 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	0	0	0	13,120	0	0	0	121,105	(121,105)
Golf	239,705	307,015	(67,310)	262,998	3,773,385	4,081,527	(308,142)	3,829,287	(55,901)
Pro Shop	38,255	40,650	(2,395)	35,247	440,270	489,575	(49,305)	429,461	10,810
Facility Use Fees	0	0	0	27	62	0	62	31	31
Rebates	0	0	0	0	250	0	250	0	250
Gain / Loss Disposal Surplus Assets	(6,107)	0	(6,107)	0	(6,107)	2,500	(8,607)	0	(6,107)
Commissions	0	50	(50)	57	286	632	(346)	560	(274)
Other	4,667	3,495	1,172	2,602	24,473	27,355	(2,882)	34,218	(9,745)
<b>Total Income</b>	<b>276,521</b>	<b>351,210</b>	<b>(74,689)</b>	<b>314,051</b>	<b>4,232,621</b>	<b>4,601,589</b>	<b>(368,968)</b>	<b>4,414,662</b>	<b>(182,041)</b>
Food and Beverage	0	0	0	7,961	0	0	0	59,513	59,513
Pro Shop	28,685	28,126	(559)	26,256	321,911	350,539	28,628	348,346	26,435
<b>Total Cost of Goods</b>	<b>28,685</b>	<b>28,126</b>	<b>(559)</b>	<b>34,217</b>	<b>321,911</b>	<b>350,539</b>	<b>28,628</b>	<b>407,860</b>	<b>85,949</b>
<b>Gross Profit</b>	<b>247,836</b>	<b>323,084</b>	<b>(75,248)</b>	<b>279,834</b>	<b>3,910,710</b>	<b>4,251,050</b>	<b>(340,340)</b>	<b>4,006,802</b>	<b>(96,092)</b>
<b>Expenses</b>									
Salary and Wages	107,215	83,619	(23,597)	85,613	956,230	1,007,912	51,682	882,715	(73,515)
Employee Benefits	11,205	9,702	(1,503)	21,510	110,598	131,405	20,807	166,896	56,298
Memberships, Training and Travel	786	1,875	1,089	584	15,225	20,115	4,890	10,538	(4,687)
Supplies	2,891	3,572	681	3,011	32,523	43,919	11,396	47,807	15,284
Fuel and Oil	101	295	194	43	540	3,290	2,750	11,635	11,096
Equipment and Tools	77	0	(77)	2,211	15,050	26,735	11,685	2,829	(12,221)
Lease, Rents and Licenses	22,323	22,397	74	12,050	223,137	233,270	10,133	198,264	(24,874)
Maintenance and Repairs	3,469	660	(2,809)	1,766	57,638	64,084	6,446	13,722	(43,917)
Maintenance and Service Agreements	8,031	4,420	(3,611)	7,679	74,638	63,898	(10,740)	70,680	(3,958)
Outside Contracts	2,498	2,857	359	2,774	37,696	31,245	(6,451)	33,230	(4,467)
Professional Services	0	0	0	0	625	2,165	1,540	2,350	1,725
Insurance	3,029	3,042	13	2,993	29,667	30,420	753	24,950	(4,716)
Utilities	10,938	12,394	1,456	11,191	113,389	116,518	3,129	102,914	(10,475)
Taxes and Permits	4,740	835	(3,905)	782	21,153	25,650	4,497	25,467	4,314
Postage	476	11	(465)	320	884	535	(349)	1,181	297
Credit Card Fees & Interest Expense	6,246	7,907	1,661	6,213	76,663	80,503	3,840	75,470	(1,194)
Advertising Expense	886	500	(386)	11,502	25,317	34,420	9,104	33,318	8,001
Uniforms	(37)	0	37	0	(37)	0	37	0	37
Other	70	0	(70)	(319)	16,996	14,689	(2,307)	5,820	(11,176)

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Total Operating Expenses</b>	184,945	154,086	(30,860)	169,921	1,807,932	1,930,773	122,840	1,709,785	(98,147)
<b>EBITDA</b>	62,890	168,998	(106,108)	109,913	2,102,777	2,320,277	(217,500)	2,297,017	(194,239)
<b>Pre Depreciation Gross</b>	62,890	168,998	(106,108)	109,913	2,102,777	2,320,277	(217,500)	2,297,017	(194,239)
Depreciation	3,560	3,857	297	4,326	40,835	42,772	1,938	47,041	6,207
<b>Net Income / Cost of Operations</b>	<u>59,330</u>	<u>165,141</u>	<u>(105,811)</u>	<u>105,587</u>	<u>2,061,943</u>	<u>2,277,505</u>	<u>(215,563)</u>	<u>2,249,975</u>	<u>(188,033)</u>

**Bella Vista POA**  
**Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58,59)-All**  
**For the Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD October 2018				YTD October 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	906	1,678	(772)	993	27,279	27,852	(573)	22,306	4,974
Pro Shop	0	600	(600)	0	0	9,104	(9,104)	0	0
Other Recreation	1,467	3,264	(1,797)	3,558	37,175	13,760	23,415	15,966	21,210
RV	38,043	29,705	8,338	32,382	224,859	225,143	(284)	212,012	12,846
Facility Use Fees	29,294	27,334	1,960	27,699	419,674	361,795	57,879	405,804	13,869
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	2,398	926	1,472	2,671	10,910	9,204	1,706	20,703	(9,792)
<b>Total Income</b>	<b>72,108</b>	<b>63,507</b>	<b>8,601</b>	<b>67,302</b>	<b>719,897</b>	<b>646,858</b>	<b>73,039</b>	<b>848,679</b>	<b>(128,782)</b>
<b>Cost of Goods</b>									
Food and Beverage	229	985	756	714	12,748	14,320	1,572	9,871	(2,877)
Pro Shop	0	500	500	0	0	7,650	7,650	0	0
Recreation	627	110	(517)	234	10,556	3,047	(7,509)	4,038	(6,519)
<b>Total Cost of Goods</b>	<b>855</b>	<b>1,595</b>	<b>740</b>	<b>948</b>	<b>23,305</b>	<b>25,017</b>	<b>1,712</b>	<b>13,909</b>	<b>(9,396)</b>
<b>Gross Profit</b>	<b>71,253</b>	<b>61,912</b>	<b>9,341</b>	<b>66,355</b>	<b>696,593</b>	<b>621,841</b>	<b>74,752</b>	<b>834,770</b>	<b>(138,178)</b>
<b>Expenses</b>									
Salary and Wages	49,625	45,416	(4,209)	42,044	570,144	523,341	(46,803)	517,994	(52,149)
Employee Benefits	5,687	5,637	(49)	8,359	67,452	70,079	2,627	81,166	13,714
Memberships, Training and Travel	1,066	1,330	264	962	7,775	10,767	2,992	6,227	(1,548)
Supplies	3,893	4,261	368	3,187	54,850	72,163	17,313	64,136	9,286
Fuel and Oil	275	130	(145)	247	2,424	1,385	(1,039)	1,346	(1,078)
Equipment and Tools	8,983	0	(8,983)	932	176,842	200,778	23,936	71,295	(105,547)
Lease, Rents and Licenses	249	430	182	369	2,091	4,520	2,429	3,669	1,578
Maintenance and Repairs	23,680	9,246	(14,434)	15,098	142,144	183,223	41,079	147,622	5,479
Maintenance and Service Agreements	6,198	5,375	(823)	5,339	60,360	64,498	4,138	61,648	1,288
Outside Contracts	3,681	6,939	3,258	5,114	42,706	65,420	22,714	59,215	16,510
Professional Services	0	25	25	0	260	2,025	1,765	781	521
Insurance	3,881	3,265	(616)	3,620	36,697	32,650	(4,047)	25,709	(10,988)
Utilities	20,112	22,153	2,041	18,066	196,967	212,446	15,479	189,806	(7,162)
Taxes and Permits	3,184	2,396	(788)	3,865	32,643	29,869	(2,774)	32,899	256
Postage	0	10	10	1	10	20	10	36	26
Credit Card Fees & Interest Expense	1,433	1,196	(237)	1,366	12,997	12,662	(335)	15,493	2,496
Advertising Expense	0	0	0	0	8,401	8,000	(401)	50	(8,351)
Uniforms	100	0	(100)	42	1,223	1,100	(123)	741	(482)

**Bella Vista POA**  
**Rec Division - Joan G.(40,41,53,42,43,45,46,50,55,57,58,59)-All**  
**For the Ten Months Ending October 31, 2018**

	MTD				YTD				
	MTD October 2018			Prior Year Actual	YTD October 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	4,875	4,140	(735)	641	12,507	15,428	2,921	5,906	(6,602)
<b>Total Operating Expenses</b>	<b>136,923</b>	<b>111,949</b>	<b>(24,974)</b>	<b>109,252</b>	<b>1,428,493</b>	<b>1,510,374</b>	<b>81,882</b>	<b>1,285,739</b>	<b>(142,753)</b>
<b>EBITDA</b>	<b>(65,670)</b>	<b>(50,037)</b>	<b>(15,633)</b>	<b>(42,897)</b>	<b>(731,900)</b>	<b>(888,533)</b>	<b>156,634</b>	<b>(450,969)</b>	<b>(280,931)</b>
<b>Pre Depreciation Gross</b>	<b>(65,670)</b>	<b>(50,037)</b>	<b>(15,633)</b>	<b>(42,897)</b>	<b>(731,900)</b>	<b>(888,533)</b>	<b>156,634</b>	<b>(450,969)</b>	<b>(280,931)</b>
Depreciation	26,868	28,297	1,429	15,820	185,297	224,595	39,298	161,156	(24,141)
<b>Net Income / Cost of Operations</b>	<b>(92,538)</b>	<b>(78,334)</b>	<b>(14,204)</b>	<b>(58,717)</b>	<b>(917,196)</b>	<b>(1,113,128)</b>	<b>195,932</b>	<b>(612,125)</b>	<b>(305,072)</b>



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

	MTD				YTD				
	MTD October 2018			Prior Year	YTD October 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	0	6,900	(6,900)	8,903	107,294	69,000	38,294	80,741	26,554
AR MO Land Income	2,752	0	2,752	2,501	5,752	5,500	252	4,001	1,751
Street Cuts Repair Income	0	0	0	0	0	0	0	8,418	(8,418)
Gain / Loss Disposal Surplus Assets	19,075	0	19,075	0	19,075	0	19,075	7,875	11,200
Cell Tower Rents	4,800	2,400	2,400	2,400	51,520	46,000	5,520	48,206	3,314
Other	4,856	0	4,856	5,283	5,709	0	5,709	42,084	(36,375)
<b>Total Income</b>	<b>31,483</b>	<b>9,300</b>	<b>22,183</b>	<b>19,087</b>	<b>189,641</b>	<b>120,500</b>	<b>69,141</b>	<b>191,609</b>	<b>(1,969)</b>
<b>Gross Profit</b>	<b>31,483</b>	<b>9,300</b>	<b>22,183</b>	<b>19,087</b>	<b>189,641</b>	<b>120,500</b>	<b>69,141</b>	<b>191,609</b>	<b>(1,969)</b>
<b>Expenses</b>									
Salary and Wages	103,771	113,187	9,416	104,258	1,156,150	1,237,673	81,523	1,040,113	(116,036)
Employee Benefits	10,891	12,917	2,026	26,493	140,142	162,626	22,484	222,013	81,871
Memberships, Training and Travel	0	0	0	44	581	1,085	504	1,976	1,395
Supplies	1,585	2,620	1,035	858	10,898	19,566	8,668	14,006	3,108
Fuel and Oil	6,174	5,255	(919)	6,315	63,916	51,915	(12,001)	50,532	(13,384)
Equipment and Tools	541	100	(441)	33,612	36,718	44,045	7,327	102,550	65,832
Lease, Rents and Licenses	18	125	107	220	679	2,600	1,921	2,248	1,569
Maintenance and Repairs	17,025	10,290	(6,735)	16,794	124,295	110,505	(13,790)	119,940	(4,354)
Maintenance and Service Agreements	2,929	650	(2,279)	517	7,197	7,080	(117)	7,050	(147)
Outside Contracts	26,987	410	(26,577)	27,307	30,369	37,600	7,231	39,872	9,503
Insurance	8,364	8,664	300	8,576	83,581	86,640	3,059	37,219	(46,362)
Utilities	2,590	2,704	114	2,629	33,425	28,047	(5,378)	30,465	(2,960)
Taxes and Permits	1,914	2,011	97	1,511	21,263	19,930	(1,333)	19,323	(1,940)
Postage	0	0	0	0	12	0	(12)	0	(12)
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	3	3
Uniforms	4,129	2,850	(1,279)	659	9,157	10,700	1,543	3,682	(5,475)
Other	632	0	(632)	16	666	600	(66)	820	155
<b>Total Operating Expenses</b>	<b>187,548</b>	<b>161,783</b>	<b>(25,765)</b>	<b>229,809</b>	<b>1,719,048</b>	<b>1,820,612</b>	<b>101,564</b>	<b>1,691,812</b>	<b>(27,235)</b>
<b>EBITDA</b>	<b>(156,064)</b>	<b>(152,483)</b>	<b>(3,582)</b>	<b>(210,722)</b>	<b>(1,529,407)</b>	<b>(1,700,112)</b>	<b>170,705</b>	<b>(1,500,203)</b>	<b>(29,204)</b>
Allocations - MAC	(33,396)	(33,396)	0	(26,522)	(403,532)	(403,532)	0	(333,780)	69,752
<b>Total Allocations</b>	<b>(33,396)</b>	<b>(33,396)</b>	<b>0</b>	<b>(26,522)</b>	<b>(403,532)</b>	<b>(403,532)</b>	<b>0</b>	<b>(333,780)</b>	<b>69,752</b>

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

	MTD				YTD				
	MTD October 2018			Prior Year	YTD October 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>Pre Depreciation Gross</b>	(122,668)	(119,087)	(3,582)	(184,200)	(1,125,876)	(1,296,580)	170,705	(1,166,424)	40,548
Depreciation	12,983	13,219	235	12,766	127,724	130,154	2,429	133,895	6,171
<b>Net Income / Cost of Operations</b>	<u>(135,652)</u>	<u>(132,305)</u>	<u>(3,346)</u>	<u>(196,966)</u>	<u>(1,253,600)</u>	<u>(1,426,734)</u>	<u>173,134</u>	<u>(1,300,318)</u>	<u>46,718</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
City of Bella Vista	0	0	0	2,765	8,710	9,375	(665)	8,295	415
Other Recreation	289	675	(386)	208	5,939	8,325	(2,386)	6,694	(756)
RV	0	350	(350)	107	94,361	94,250	111	93,281	1,080
Facility Use Fees	8,741	7,630	1,111	7,601	86,503	75,930	10,573	74,997	11,506
Boat	869	1,025	(156)	1,071	383,052	387,145	(4,093)	364,666	18,386
Gain / Loss Disposal Surplus Assets	3,600	0	3,600	0	3,600	0	3,600	0	3,600
Donations Received	0	15	(15)	0	14	140	(126)	8,396	(8,382)
Other	2,433	0	2,433	0	3,357	0	3,357	1,717	1,640
<b>Total Income</b>	<b>15,931</b>	<b>9,695</b>	<b>6,236</b>	<b>11,752</b>	<b>585,536</b>	<b>575,165</b>	<b>10,371</b>	<b>558,046</b>	<b>27,490</b>
Recreation	(10,356)	2,200	12,556	2,191	8,597	20,810	12,213	20,870	12,274
<b>Total Cost of Goods</b>	<b>(10,356)</b>	<b>2,200</b>	<b>12,556</b>	<b>2,191</b>	<b>8,597</b>	<b>20,810</b>	<b>12,213</b>	<b>20,870</b>	<b>12,274</b>
<b>Gross Profit</b>	<b>26,287</b>	<b>7,495</b>	<b>18,792</b>	<b>9,561</b>	<b>576,940</b>	<b>554,355</b>	<b>22,585</b>	<b>537,176</b>	<b>39,763</b>
<b>Expenses</b>									
Salary and Wages	26,345	31,420	5,075	29,029	315,441	351,386	35,944	291,148	(24,293)
Employee Benefits	3,426	4,232	805	6,272	39,307	52,269	12,962	47,261	7,954
Memberships, Training and Travel	0	0	0	85	2,086	5,615	3,529	766	(1,320)
Supplies	1,415	11,230	9,815	1,161	59,700	66,840	7,140	47,439	(12,262)
Fuel and Oil	2,064	1,540	(524)	2,181	21,637	17,670	(3,967)	16,142	(5,494)
Equipment and Tools	618	50	(568)	1,066	37,488	54,250	16,762	37,367	(122)
Lease, Rents and Licenses	19	70	51	82	139	700	561	905	765
Maintenance and Repairs	5,110	2,525	(2,585)	8,745	58,236	145,740	87,504	59,183	947
Maintenance and Service Agreements	2,127	2,160	33	2,687	23,201	25,566	2,365	31,474	8,273
Outside Contracts	2,592	915	(1,677)	878	32,783	11,550	(21,233)	22,280	(10,503)
Professional Services	200	0	(200)	0	200	0	(200)	6,000	5,800
Insurance	4,412	4,219	(193)	4,300	42,746	42,190	(556)	55,645	12,899
Utilities	2,979	2,675	(304)	2,594	34,124	32,521	(1,603)	30,219	(3,905)
Taxes and Permits	7,953	5,059	(2,894)	4,939	55,259	50,645	(4,614)	51,027	(4,232)
Postage	11	15	4	20	222	265	43	350	128
Credit Card Fees & Interest Expense	120	100	(20)	173	13,043	11,059	(1,984)	12,614	(428)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	1,131	900	(231)	0	2,630	2,300	(330)	1,301	(1,330)
Other	168	0	(168)	(12)	(85)	0	85	(25)	59
<b>Total Operating Expenses</b>	<b>60,691</b>	<b>67,110</b>	<b>6,419</b>	<b>64,201</b>	<b>738,352</b>	<b>870,566</b>	<b>132,214</b>	<b>711,097</b>	<b>(27,256)</b>

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

	MTD				YTD				
	MTD October 2018			Prior Year	YTD October 2018			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
<b>EBITDA</b>	(34,404)	(59,615)	25,211	(54,640)	(161,413)	(316,211)	154,798	(173,921)	12,508
<b>Pre Depreciation Gross</b>	(34,404)	(59,615)	25,211	(54,640)	(161,413)	(316,211)	154,798	(173,921)	12,508
Depreciation	11,844	12,639	795	11,387	114,577	118,729	4,152	110,827	(3,750)
<b>Net Income / Cost of Operations</b>	<u>(46,248)</u>	<u>(72,254)</u>	<u>26,006</u>	<u>(66,027)</u>	<u>(275,990)</u>	<u>(434,940)</u>	<u>158,950</u>	<u>(284,748)</u>	<u>8,758</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Assessments	674,780	673,968	812	669,004	6,653,216	6,713,440	(60,224)	6,599,127	54,089
Facility Use Fees	11,246	13,000	(1,754)	10,564	309,371	295,000	14,371	307,688	1,682
Investment Income	1,105	8,000	(6,895)	9,128	18,842	87,000	(68,158)	468,699	(449,857)
Lot Sales	10,284	14,000	(3,716)	34,038	188,939	156,000	32,939	193,392	(4,453)
Transfer Fees	32,550	22,075	10,475	37,700	372,820	370,150	2,670	394,303	(21,483)
Past Due Collections	16,160	22,075	(5,915)	38,698	299,474	230,375	69,099	443,594	(144,120)
Advertising Income	10,023	12,000	(1,977)	9,168	126,510	129,000	(2,490)	116,471	10,039
Rebates	0	0	0	59	0	0	0	93,088	(93,088)
POA Lot Inventory Valuation	73	24,250	(24,178)	8,995	45,027	118,000	(72,973)	109,369	(64,342)
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	600	(600)
Water Rent Income	5,473	5,473	(0)	5,473	54,728	54,730	(2)	54,728	0
Legal Fees	150	450	(300)	200	10,581	4,500	6,081	6,626	3,955
NSF Fees	225	0	225	150	3,400	0	3,400	3,125	275
Other	1,084	0	1,084	323	986	40	946	2,094	(1,108)
<b>Total Income</b>	<b>763,153</b>	<b>795,291</b>	<b>(32,138)</b>	<b>823,500</b>	<b>8,083,894</b>	<b>8,158,235</b>	<b>(74,341)</b>	<b>8,792,905</b>	<b>(709,011)</b>
<b>Gross Profit</b>	<b>763,153</b>	<b>795,291</b>	<b>(32,138)</b>	<b>823,500</b>	<b>8,083,894</b>	<b>8,158,235</b>	<b>(74,341)</b>	<b>8,792,905</b>	<b>(709,011)</b>
<b>Expenses</b>									
Salary and Wages	176,211	186,093	9,882	176,258	1,964,479	2,031,861	67,382	1,846,977	(117,502)
Employee Benefits	110,485	87,619	(22,866)	50,174	1,207,815	929,292	(278,523)	402,008	(805,807)
Memberships, Training and Travel	3,455	4,427	972	12,112	76,806	72,191	(4,615)	50,948	(25,858)
Supplies	3,768	3,790	22	4,082	48,783	54,125	5,342	54,070	5,288
Fuel and Oil	265	281	16	311	2,344	2,810	466	2,774	430
Equipment and Tools	5,822	1,746	(4,076)	1,396	51,699	46,354	(5,345)	39,769	(11,929)
Lease, Rents and Licenses	5,162	5,531	369	5,704	57,447	54,206	(3,241)	44,029	(13,417)
Maintenance and Repairs	2,972	367	(2,605)	452	5,225	3,964	(1,261)	3,562	(1,663)
Maintenance and Service Agreements	6,078	2,736	(3,342)	689	153,083	162,446	9,363	146,648	(6,435)
Outside Contracts	9,908	26,796	16,888	8,661	166,724	202,309	35,585	148,979	(17,746)
Professional Services	3,317	9,400	6,083	12,912	113,186	140,538	27,352	119,413	6,227
Insurance	3,962	2,893	(1,069)	2,992	29,990	28,930	(1,060)	23,732	(6,257)
Utilities	10,610	10,475	(135)	9,586	97,374	103,234	5,860	97,241	(134)
Taxes and Permits	3,549	2,288	(1,261)	3,057	50,489	48,292	(2,197)	44,747	(5,742)
Postage	6,543	4,600	(1,943)	3,963	84,186	79,540	(4,646)	70,766	(13,420)
Credit Card Fees & Interest Expense	2,761	12,485	9,724	4,046	31,784	129,970	98,186	40,922	9,138
Membership Elections	0	13,000	13,000	0	43,612	98,000	54,388	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 Ten Months Ending October 31, 2018**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD October 2018		VAR		YTD October 2018		VAR		
	Actual	Budget			Actual	Budget			
Advertising Expense	12,302	12,490	188	5,618	112,489	122,950	10,461	100,732	(11,757)
Bad Debts	12,324	3,300	(9,024)	(485)	75,017	34,800	(40,217)	35,501	(39,516)
Uniforms	7,903	7,950	47	788	19,117	14,150	(4,967)	22,530	3,413
Investment Fund Fees	175	0	(175)	2,541	3,759	0	(3,759)	45,400	41,641
Donations	1,768	250	(1,518)	1,810	7,027	2,500	(4,527)	2,576	(4,452)
Other	(11,140)	2,225	13,365	12,241	(51,686)	43,469	95,155	23,154	74,840
<b>Total Operating Expenses</b>	<b>378,200</b>	<b>400,742</b>	<b>22,542</b>	<b>318,908</b>	<b>4,350,749</b>	<b>4,405,930</b>	<b>55,182</b>	<b>3,403,428</b>	<b>(947,321)</b>
<b>EBITDA</b>	<b>384,953</b>	<b>394,549</b>	<b>(9,596)</b>	<b>504,592</b>	<b>3,733,146</b>	<b>3,752,305</b>	<b>(19,159)</b>	<b>5,389,477</b>	<b>(1,656,332)</b>
Allocations - F & A	(58,014)	(58,014)	0	(50,328)	(664,237)	(664,237)	0	(677,829)	(13,592)
<b>Total Allocations</b>	<b>(58,014)</b>	<b>(58,014)</b>	<b>0</b>	<b>(50,328)</b>	<b>(664,237)</b>	<b>(664,237)</b>	<b>0</b>	<b>(677,829)</b>	<b>(13,592)</b>
<b>Pre Depreciation Gross</b>	<b>442,967</b>	<b>452,563</b>	<b>(9,596)</b>	<b>554,920</b>	<b>4,397,382</b>	<b>4,416,541</b>	<b>(19,159)</b>	<b>6,067,306</b>	<b>(1,669,924)</b>
Depreciation	10,595	10,573	(22)	12,187	109,887	109,326	(561)	126,984	17,098
<b>Net Income / Cost of Operations</b>	<b>432,372</b>	<b>441,990</b>	<b>(9,618)</b>	<b>542,733</b>	<b>4,287,496</b>	<b>4,307,215</b>	<b>(19,720)</b>	<b>5,940,322</b>	<b>(1,652,826)</b>