

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Twelve Months Ending December 31, 2018

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	673,440	675,492	(2,052)	661,528	7,998,392	8,064,512	(66,120)	7,922,023	76,369
City of Bella Vista	2,903	3,125	(222)	2,765	11,903	12,500	(597)	11,344	559
Food and Beverage	121,905	182,207	(60,302)	45,535	1,686,057	1,914,137	(228,080)	589,330	1,096,728
Golf	76,914	72,972	3,942	88,008	3,963,305	4,317,202	(353,897)	4,077,970	(114,665)
Pro Shop	34,373	39,300	(4,927)	30,799	505,224	573,254	(68,030)	488,499	16,724
Other Recreation	1,309	130	1,179	866	45,704	22,475	23,229	23,755	21,949
RV	13,573	10,835	2,738	10,970	356,010	347,728	8,282	339,623	16,388
Facility Use Fees	31,802	57,176	(25,374)	24,472	851,343	864,311	(12,968)	845,460	5,883
Boat	88	300	(212)	21	383,401	387,945	(4,544)	364,993	18,408
Investment Income	12,987	17,136	(4,149)	7,650	75,150	221,644	(146,494)	727,155	(652,006)
Water	544,925	552,450	(7,525)	542,720	7,617,009	7,137,380	479,629	7,110,202	506,808
Restricted Revenue	1,208	300	908	530	9,797	3,600	6,197	4,340	5,457
Stump Dump	0	6,900	(6,900)	5,338	107,294	82,800	24,494	98,275	9,019
Lot Sales	10,233	12,000	(1,767)	5,643	214,309	180,000	34,309	203,509	10,800
Transfer Fees	48,900	22,075	26,825	29,000	446,024	414,300	31,724	466,809	(20,785)
Past Due Collections	11,836	21,550	(9,714)	44,858	331,445	274,000	57,445	506,828	(175,382)
Advertising Income	7,354	10,800	(3,446)	6,223	155,838	165,100	(9,262)	141,977	13,860
Rebates	0	0	0	0	5,330	0	5,330	93,088	(87,758)
POA Lot Inventory Valuation	145	3,500	(3,355)	73	45,244	125,000	(79,756)	109,514	(64,269)
Water Capital Buy In Fees	52,500	25,000	27,500	22,500	654,020	300,000	354,020	400,000	254,020
Water Late Fees	12,254	12,500	(246)	12,511	163,656	150,000	13,656	152,387	11,270
AR MO Land Income	0	0	0	0	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	0	0	0	0	41,273	37,500	3,773	72,733	(31,460)
Water Rent Income	5,473	5,473	(0)	5,473	65,674	65,676	(2)	65,674	0
Commissions	0	0	0	17	359	682	(323)	599	(240)
Cell Tower Rents	40,736	32,400	8,336	39,203	92,256	80,800	11,456	87,410	4,846
Legal Fees	0	450	(450)	1,987	10,556	5,400	5,156	10,823	(267)
Rents - Leases Facilities	500	500	0	500	6,000	6,000	0	6,000	0
Donations Received	0	10	(10)	0	14	165	(151)	180,055	(180,041)
NSF Fees	275	0	275	375	6,400	0	6,400	6,275	125
Other	14,066	7,074	6,992	18,094	182,519	120,536	61,983	193,488	(10,969)
Total Income	1,719,697	1,771,655	(51,958)	1,607,657	26,037,259	25,880,147	157,112	25,312,556	724,704

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	MTD				YTD				
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	Actual	Budget	VAR		Actual	Budget	VAR		
Food and Beverage	55,085	63,524	8,439	29,104	638,726	661,825	23,099	276,596	(362,130)
Water	196,795	179,490	(17,305)	192,078	2,409,202	2,330,020	(79,182)	2,234,906	(174,296)
Pro Shop	29,862	27,758	(2,104)	17,279	375,886	410,573	34,687	393,451	17,564
Recreation	3,170	800	(2,370)	1,312	39,645	26,407	(13,238)	27,293	(12,352)
Total Cost of Goods	284,912	271,572	(13,340)	239,774	3,463,459	3,428,825	(34,634)	2,932,246	(531,213)
Gross Profit	1,434,786	1,500,083	(65,298)	1,367,884	22,573,800	22,451,322	122,478	22,380,310	193,491
Expenses									
Salary and Wages	924,226	734,457	(189,770)	1,028,562	9,938,613	10,015,031	76,418	9,052,006	(886,607)
Employee Benefits	235,358	159,519	(75,839)	307,167	2,566,942	2,208,249	(358,693)	2,004,512	(562,430)
Memberships, Training and Travel	9,816	6,747	(3,069)	16,860	160,202	162,165	1,963	133,248	(26,954)
Supplies	65,995	35,435	(30,560)	66,718	1,122,690	1,131,675	8,985	1,095,124	(27,565)
Fuel and Oil	(2,554)	12,344	14,898	14,913	267,449	237,444	(30,005)	237,337	(30,112)
Equipment and Tools	57,755	3,854	(53,901)	60,811	659,928	579,690	(80,239)	474,036	(185,892)
Lease, Rents and Licenses	72,490	80,793	8,303	54,694	968,470	988,098	19,628	889,781	(78,689)
Maintenance and Repairs	77,210	37,209	(40,001)	109,664	1,195,364	1,120,308	(75,056)	1,182,648	(12,716)
Maintenance and Service Agreements	38,793	29,906	(8,887)	38,805	484,318	514,698	30,380	467,582	(16,736)
Outside Contracts	34,143	24,677	(9,466)	34,018	523,186	515,732	(7,454)	477,468	(45,719)
Professional Services	64,358	8,069	(56,289)	265	196,182	176,947	(19,235)	160,935	(35,247)
Insurance	64,663	47,258	(17,405)	124,529	590,326	567,811	(22,515)	520,904	(69,422)
Utilities	92,190	90,159	(2,031)	88,090	1,125,102	1,098,798	(26,304)	1,012,849	(112,254)
Taxes and Permits	56,486	42,068	(14,418)	22,186	603,259	589,306	(13,953)	560,874	(42,384)
Postage	16,801	11,360	(5,441)	16,215	154,527	149,879	(4,648)	141,292	(13,234)
Credit Card Fees & Interest Expense	30,348	51,624	21,276	30,453	450,607	505,971	55,364	422,970	(27,637)
Membership Elections	0	0	0	0	43,612	104,000	60,388	36,949	(6,663)
Advertising Expense	9,459	9,490	31	12,847	186,518	207,150	20,632	174,119	(12,398)
Bad Debts	30,664	3,200	(27,464)	(3,583)	142,908	41,200	(101,708)	36,611	(106,297)
Uniforms	1,966	0	(1,966)	4,016	65,279	55,255	(10,024)	61,386	(3,893)
Investment Fund Fees	502	2,000	1,498	5,035	11,781	24,000	12,219	78,166	66,385
Donations	0	250	250	0	36,777	38,000	1,223	18,705	(18,072)
Other	15,806	13,249	(2,557)	(2,643)	(29,345)	92,213	121,558	50,136	79,481
Total Operating Expenses	1,896,476	1,403,667	(492,808)	2,029,622	21,464,694	21,123,620	(341,074)	19,289,639	(2,175,055)
EBITDA	(461,690)	96,416	(558,106)	(661,739)	1,109,106	1,327,702	(218,595)	3,090,671	(1,981,564)

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PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	(461,690)	96,416	(558,106)	(661,739)	1,109,106	1,327,702	(218,595)	3,090,671	(1,981,564)
Depreciation	257,929	282,373	24,444	232,974	2,909,560	3,137,572	228,012	2,658,682	(250,878)
Net Income / Cost of Operations	<u>(719,619)</u>	<u>(185,957)</u>	<u>(533,662)</u>	<u>(894,712)</u>	<u>(1,800,454)</u>	<u>(1,809,871)</u>	<u>9,417</u>	<u>431,989</u>	<u>(2,232,442)</u>

Bella Vista POA
Water Utility Consolidated-All
For the Twelve Months Ending December 31, 2018

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	100	100	0	100	1,200	1,200	0	1,200	0
Investment Income	13,931	9,136	4,795	184,790	48,938	118,644	(69,706)	462,834	(413,896)
Water	544,925	552,450	(7,525)	542,720	7,617,009	7,137,380	479,629	7,110,202	506,808
Restricted Revenue	1,208	300	908	530	9,797	3,600	6,197	4,340	5,457
Water Capital Buy In Fees	52,500	25,000	27,500	22,500	654,020	300,000	354,020	400,000	254,020
Water Late Fees	12,254	12,500	(246)	12,511	163,656	150,000	13,656	152,387	11,270
Gain / Loss Disposal Surplus Assets	0	0	0	0	21,100	35,000	(13,900)	45,000	(23,900)
NSF Fees	75	0	75	200	2,275	0	2,275	2,600	(325)
Other	12,448	5,800	6,648	6,480	130,845	69,600	61,245	57,005	73,840
Total Income	637,441	605,286	32,155	769,830	8,648,842	7,815,424	833,418	8,235,568	413,274
Water	196,795	179,490	(17,305)	192,078	2,409,202	2,330,020	(79,182)	2,234,906	(174,296)
Total Cost of Goods	196,795	179,490	(17,305)	192,078	2,409,202	2,330,020	(79,182)	2,234,906	(174,296)
Gross Profit	440,646	425,796	14,850	577,751	6,239,640	5,485,404	754,236	6,000,662	238,978
Expenses									
Salary and Wages	137,068	79,935	(57,133)	167,030	1,079,146	1,028,982	(50,164)	1,030,644	(48,503)
Employee Benefits	37,390	20,095	(17,295)	48,429	340,423	269,556	(70,867)	280,048	(60,376)
Memberships, Training and Travel	349	400	51	793	14,234	15,100	866	13,072	(1,163)
Supplies	12,658	12,580	(78)	18,296	202,563	178,500	(24,063)	194,509	(8,054)
Fuel and Oil	3,886	3,310	(576)	4,082	62,657	46,340	(16,317)	50,144	(12,513)
Equipment and Tools	9,162	250	(8,912)	4,752	149,993	134,840	(15,153)	29,139	(120,854)
Lease, Rents and Licenses	5,440	5,843	403	5,853	68,894	70,116	1,222	70,210	1,316
Maintenance and Repairs	20,412	14,550	(5,862)	32,233	223,452	178,600	(44,852)	213,270	(10,182)
Maintenance and Service Agreements	1,338	1,762	424	551	54,918	68,646	13,728	39,414	(15,504)
Outside Contracts	16,370	6,845	(9,525)	7,548	143,227	93,795	(49,432)	95,187	(48,040)
Professional Services	0	0	0	368	10,525	14,000	3,475	13,571	3,046
Insurance	12,328	9,784	(2,544)	26,033	116,177	117,441	1,264	110,866	(5,311)
Utilities	9,053	8,205	(848)	8,508	101,965	94,860	(7,105)	95,739	(6,227)
Taxes and Permits	16,941	16,050	(891)	8,736	199,139	192,875	(6,264)	179,057	(20,082)
Postage	4,240	4,100	(140)	4,314	49,324	49,200	(124)	46,690	(2,634)
Credit Card Fees & Interest Expense	13,383	18,340	4,957	13,076	249,659	220,080	(29,579)	237,061	(12,598)
Advertising Expense	153	0	(153)	0	153	0	(153)	0	(153)
Bad Debts	383	0	(383)	1,654	217	0	(217)	3,041	2,824

Bella Vista POA
Water Utility Consolidated-All
For the Twelve Months Ending December 31, 2018

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2018				YTD December 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Uniforms	392	0	(392)	87	7,894	7,200	(694)	5,839	(2,055)
Investment Fund Fees	327	2,000	1,673	20,238	7,672	24,000	16,328	49,753	42,081
Donations	0	0	0	0	29,750	35,000	5,250	15,700	(14,050)
Other	11,904	0	(11,904)	(5,197)	12,015	1,200	(10,815)	(2,620)	(14,635)
Total Operating Expenses	313,178	204,049	(109,129)	367,381	3,123,998	2,840,331	(283,668)	2,770,335	(353,664)
EBITDA	127,469	221,747	(94,278)	210,371	3,115,641	2,645,073	470,568	3,230,327	(114,686)
Allocations - MAC	28,546	28,546	0	24,920	464,925	464,925	0	385,083	(79,842)
Allocations - F & A	56,025	56,025	0	52,018	781,505	781,505	0	780,710	(794)
Total Allocations	84,571	84,571	0	76,938	1,246,429	1,246,429	0	1,165,793	(80,636)
Pre Depreciation Gross	42,898	137,176	(94,278)	133,432	1,869,212	1,398,644	470,568	2,064,534	(195,322)
Depreciation	86,202	110,906	24,704	85,565	1,036,222	1,201,111	164,888	977,070	(59,153)
Net Income / Cost of Operations	(43,304)	26,270	(69,574)	47,867	832,990	197,533	635,456	1,087,464	(254,474)

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

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	673,340	675,392	(2,052)	661,428	7,997,192	8,063,312	(66,120)	7,920,823	76,369
City of Bella Vista	2,903	3,125	(222)	2,765	11,903	12,500	(597)	11,344	559
Food and Beverage	121,905	182,207	(60,302)	45,535	1,686,057	1,914,137	(228,080)	589,330	1,096,728
Golf	76,914	72,972	3,942	88,008	3,963,305	4,317,202	(353,897)	4,077,970	(114,665)
Pro Shop	34,373	39,300	(4,927)	30,799	505,224	573,254	(68,030)	488,499	16,724
Other Recreation	1,309	130	1,179	866	45,704	22,475	23,229	23,755	21,949
RV	13,573	10,835	2,738	10,970	356,010	347,728	8,282	339,623	16,388
Facility Use Fees	31,802	57,176	(25,374)	24,472	851,343	864,311	(12,968)	845,460	5,883
Boat	88	300	(212)	21	383,401	387,945	(4,544)	364,993	18,408
Investment Income	(944)	8,000	(8,944)	(177,140)	26,211	103,000	(76,789)	264,321	(238,110)
Stump Dump	0	6,900	(6,900)	5,338	107,294	82,800	24,494	98,275	9,019
Lot Sales	10,233	12,000	(1,767)	5,643	214,309	180,000	34,309	203,509	10,800
Transfer Fees	48,900	22,075	26,825	29,000	446,024	414,300	31,724	466,809	(20,785)
Past Due Collections	11,836	21,550	(9,714)	44,858	331,445	274,000	57,445	506,828	(175,382)
Advertising Income	7,354	10,800	(3,446)	6,223	155,838	165,100	(9,262)	141,977	13,860
Rebates	0	0	0	0	5,330	0	5,330	93,088	(87,758)
POA Lot Inventory Valuation	145	3,500	(3,355)	73	45,244	125,000	(79,756)	109,514	(64,269)
AR MO Land Income	0	0	0	0	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	0	0	0	0	20,173	2,500	17,673	27,733	(7,560)
Water Rent Income	5,473	5,473	(0)	5,473	65,674	65,676	(2)	65,674	0
Commissions	0	0	0	17	359	682	(323)	599	(240)
Cell Tower Rents	40,736	32,400	8,336	39,203	92,256	80,800	11,456	87,410	4,846
Legal Fees	0	450	(450)	1,987	10,556	5,400	5,156	10,823	(267)
Rents - Leases Facilities	500	500	0	500	6,000	6,000	0	6,000	0
Donations Received	0	10	(10)	0	14	165	(151)	180,055	(180,041)
NSF Fees	200	0	200	175	4,125	0	4,125	3,675	450
Other	1,618	1,274	344	11,615	51,674	50,936	738	136,482	(84,809)
Total Income	1,082,256	1,166,369	(84,113)	837,827	17,388,418	18,064,723	(676,305)	17,076,987	311,430
Food and Beverage	55,085	63,524	8,439	29,104	638,726	661,825	23,099	276,596	(362,130)
Pro Shop	29,862	27,758	(2,104)	17,279	375,886	410,573	34,687	393,451	17,564
Recreation	3,170	800	(2,370)	1,312	39,645	26,407	(13,238)	27,293	(12,352)
Total Cost of Goods	88,117	92,082	3,965	47,695	1,054,257	1,098,805	44,548	697,340	(356,918)

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	Actual	Budget	VAR		Actual	Budget	VAR		
Gross Profit	994,139	1,074,287	(80,148)	790,132	16,334,160	16,965,918	(631,758)	16,379,648	(45,487)
Expenses									
Salary and Wages	787,158	654,522	(132,636)	861,532	8,859,467	8,986,049	126,583	8,021,362	(838,104)
Employee Benefits	197,968	139,423	(58,545)	258,738	2,226,519	1,938,694	(287,825)	1,724,465	(502,054)
Memberships, Training and Travel	9,467	6,347	(3,120)	16,068	145,967	147,065	1,098	120,176	(25,791)
Supplies	53,337	22,855	(30,482)	48,423	920,127	953,175	33,048	900,616	(19,511)
Fuel and Oil	(6,440)	9,034	15,474	10,831	204,792	191,104	(13,688)	187,193	(17,599)
Equipment and Tools	48,594	3,604	(44,990)	56,059	509,935	444,850	(65,086)	444,897	(65,038)
Lease, Rents and Licenses	67,050	74,950	7,900	48,841	899,576	917,982	18,406	819,571	(80,005)
Maintenance and Repairs	56,798	22,659	(34,139)	77,431	971,912	941,708	(30,204)	969,378	(2,534)
Maintenance and Service Agreements	37,455	28,144	(9,311)	38,254	429,400	446,052	16,652	428,168	(1,232)
Outside Contracts	17,773	17,832	59	26,470	379,959	421,937	41,978	382,280	2,321
Professional Services	64,358	8,069	(56,289)	(104)	185,657	162,947	(22,710)	147,363	(38,294)
Insurance	52,335	37,474	(14,861)	98,496	474,149	450,370	(23,779)	410,038	(64,111)
Utilities	83,137	81,954	(1,183)	79,583	1,023,137	1,003,938	(19,199)	917,110	(106,027)
Taxes and Permits	39,545	26,018	(13,527)	13,450	404,120	396,431	(7,689)	381,817	(22,303)
Postage	12,560	7,260	(5,300)	11,901	105,203	100,679	(4,524)	94,602	(10,600)
Credit Card Fees & Interest Expense	16,964	33,284	16,320	17,377	200,948	285,891	84,943	185,909	(15,039)
Membership Elections	0	0	0	0	43,612	104,000	60,388	36,949	(6,663)
Advertising Expense	9,306	9,490	184	12,847	186,365	207,150	20,785	174,119	(12,245)
Bad Debts	30,281	3,200	(27,081)	(5,237)	142,691	41,200	(101,491)	33,570	(109,121)
Uniforms	1,575	0	(1,575)	3,930	57,385	48,055	(9,330)	55,547	(1,838)
Investment Fund Fees	175	0	(175)	(15,203)	4,109	0	(4,109)	28,413	24,304
Donations	0	250	250	0	7,027	3,000	(4,027)	3,005	(4,022)
Other	3,902	13,249	9,347	2,555	(41,361)	91,013	132,374	52,755	94,116
Total Operating Expenses	1,583,298	1,199,619	(383,679)	1,662,241	18,340,695	18,283,289	(57,406)	16,519,304	(1,821,391)
EBITDA	(589,159)	(125,331)	(463,828)	(872,109)	(2,006,535)	(1,317,371)	(689,164)	(139,657)	(1,866,878)
Allocations - MAC	(28,546)	(28,546)	0	(24,920)	(464,925)	(464,925)	0	(385,083)	79,842
Allocations - F & A	(56,025)	(56,025)	0	(52,018)	(781,505)	(781,505)	0	(780,710)	794
Total Allocations	(84,571)	(84,571)	0	(76,938)	(1,246,429)	(1,246,429)	0	(1,165,793)	80,636
Pre Depreciation Gross	(504,588)	(40,760)	(463,828)	(795,171)	(760,106)	(70,942)	(689,164)	1,026,137	(1,786,242)

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

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2018		VAR		YTD December 2018		VAR		
	Actual	Budget			Actual	Budget			
Depreciation	171,727	171,467	(260)	147,408	1,873,338	1,936,462	63,124	1,681,612	(191,726)
Net Income / Cost of Operations	<u><u>(676,315)</u></u>	<u><u>(212,227)</u></u>	<u><u>(464,088)</u></u>	<u><u>(942,579)</u></u>	<u><u>(2,633,443)</u></u>	<u><u>(2,007,404)</u></u>	<u><u>(626,040)</u></u>	<u><u>(655,475)</u></u>	<u><u>(1,977,968)</u></u>

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	121,567	181,698	(60,131)	41,327	1,657,199	1,885,036	(227,837)	432,672	1,224,527
Facility Use Fees	(5,566)	4,330	(9,896)	(2,298)	(42,239)	38,570	(80,809)	(2,897)	(39,342)
Rebates	0	0	0	0	5,080	0	5,080	0	5,080
Gain / Loss Disposal Surplus Assets	0	0	0	0	2,250	0	2,250	0	2,250
Other	141	0	141	(15)	580	0	580	6,400	(5,819)
Total Income	116,143	186,028	(69,885)	39,014	1,622,870	1,923,606	(300,736)	436,174	1,186,696
Food and Beverage	54,971	63,209	8,237	26,372	625,016	646,805	21,789	199,680	(425,336)
Total Cost of Goods	54,971	63,209	8,237	26,372	625,016	646,805	21,789	199,680	(425,336)
Gross Profit	61,171	122,819	(61,648)	12,642	997,854	1,276,801	(278,947)	236,494	761,360
Expenses									
Salary and Wages	103,112	82,986	(20,126)	93,115	1,115,161	1,050,250	(64,911)	612,215	(502,946)
Employee Benefits	12,057	7,222	(4,834)	20,010	141,185	109,168	(32,018)	101,072	(40,114)
Memberships, Training and Travel	1,300	900	(400)	1,628	20,168	10,950	(9,218)	17,146	(3,022)
Supplies	6,614	5,575	(1,039)	5,607	104,342	70,230	(34,112)	76,425	(27,918)
Fuel and Oil	111	0	(111)	109	2,094	0	(2,094)	109	(1,985)
Equipment and Tools	39	0	(39)	107	13,350	3,550	(9,800)	52,701	39,351
Lease, Rents and Licenses	377	112	(265)	194	3,389	1,344	(2,045)	2,256	(1,133)
Maintenance and Repairs	0	100	100	111	8,156	24,900	16,744	16,878	8,722
Maintenance and Service Agreements	1,000	1,500	500	157	2,709	18,000	15,291	10,114	7,404
Outside Contracts	63	1,012	949	4,976	7,627	15,448	7,821	16,077	8,450
Professional Services	0	0	0	(5,000)	341	0	(341)	2,456	2,116
Insurance	2,362	2,650	288	4,488	17,003	31,679	14,676	8,253	(8,750)
Utilities	6,025	9,498	3,473	4,815	29,422	119,126	89,704	40,725	11,304
Taxes and Permits	895	855	(40)	230	7,898	15,385	7,487	12,720	4,821
Postage	0	0	0	1	10	0	(10)	91	81
Credit Card Fees & Interest Expense	3,398	98	(3,300)	1,244	45,368	1,176	(44,192)	16,026	(29,342)
Advertising Expense	3,691	1,000	(2,691)	7,657	28,521	25,300	(3,221)	31,809	3,288
Uniforms	727	0	(727)	75	9,267	2,800	(6,467)	5,694	(3,573)
Other	152	0	(152)	8	4,157	0	(4,157)	9,719	5,563
Total Operating Expenses	141,921	113,508	(28,413)	139,531	1,560,170	1,499,306	(60,864)	1,032,487	(527,682)
EBITDA	(80,750)	9,311	(90,061)	(126,889)	(562,316)	(222,505)	(339,811)	(795,994)	233,678

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	(80,750)	9,311	(90,061)	(126,889)	(562,316)	(222,505)	(339,811)	(795,994)	233,678
Depreciation	403	611	207	195	3,902	5,244	1,343	1,269	(2,633)
Net Income / Cost of Operations	<u>(81,153)</u>	<u>8,701</u>	<u>(89,854)</u>	<u>(127,084)</u>	<u>(566,218)</u>	<u>(227,749)</u>	<u>(338,468)</u>	<u>(797,263)</u>	<u>231,045</u>

**Bella Vista POA
Clubhouses-All**
For the Twelve Months Ending December 31, 2018

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2018		VAR		YTD December 2018		VAR		
	Actual	Budget			Actual	Budget			
Income									
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	872	(872)
Rents - Leases Facilities	500	500	0	500	6,000	6,000	0	6,000	0
Total Income	500	500	0	500	6,000	6,000	0	6,872	(872)
Gross Profit	500	500	0	500	6,000	6,000	0	6,872	(872)
Expenses									
Memberships, Training and Travel	108	0	(108)	0	317	0	(317)	0	(317)
Supplies	317	298	(19)	113	6,540	3,576	(2,964)	2,799	(3,742)
Equipment and Tools	14,475	200	(14,275)	0	79,708	2,400	(77,308)	2,974	(76,734)
Maintenance and Repairs	8,120	1,875	(6,245)	5,165	92,501	45,950	(46,551)	72,097	(20,405)
Maintenance and Service Agreements	4,996	3,210	(1,786)	7,465	69,961	38,520	(31,441)	40,223	(29,738)
Outside Contracts	1,199	1,339	140	488	13,979	9,790	(4,189)	12,636	(1,343)
Professional Services	948	0	(948)	0	948	0	(948)	0	(948)
Insurance	4,944	3,363	(1,581)	6,464	57,960	40,356	(17,604)	46,670	(11,290)
Utilities	10,705	2,426	(8,279)	6,793	160,258	28,557	(131,701)	74,687	(85,571)
Taxes and Permits	4,135	3,825	(310)	1,825	57,537	46,210	(11,327)	52,808	(4,729)
Advertising Expense	0	0	0	244	199	0	(199)	244	46
Other	0	0	0	0	1,245	0	(1,245)	0	(1,245)
Total Operating Expenses	49,948	16,536	(33,412)	28,557	541,153	215,359	(325,794)	305,136	(236,017)
EBITDA	(49,448)	(16,036)	(33,412)	(28,057)	(535,153)	(209,359)	(325,794)	(298,265)	(236,888)
Pre Depreciation Gross	(49,448)	(16,036)	(33,412)	(28,057)	(535,153)	(209,359)	(325,794)	(298,265)	(236,888)
Depreciation	48,674	44,158	(4,516)	38,227	498,469	507,693	9,224	384,186	(114,283)
Net Income / Cost of Operations	(98,122)	(60,194)	(37,928)	(66,284)	(1,033,622)	(717,052)	(316,570)	(682,451)	(351,171)

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

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2018		VAR		YTD December 2018		VAR		
	Actual	Budget			Actual	Budget			
Income									
Gain / Loss Disposal Surplus Assets	0	0	0	0	1,355	0	1,355	18,157	(16,802)
Other	0	0	0	0	2,170	10,000	(7,830)	9,205	(7,035)
Total Income	0	0	0	0	3,525	10,000	(6,475)	27,362	(23,837)
Gross Profit	0	0	0	0	3,525	10,000	(6,475)	27,362	(23,837)
Expenses									
Salary and Wages	151,439	126,992	(24,447)	173,288	1,827,966	1,888,822	60,856	1,827,955	(11)
Employee Benefits	16,020	14,241	(1,779)	59,227	204,775	247,434	42,659	427,855	223,080
Memberships, Training and Travel	899	1,550	651	982	10,978	14,200	3,222	11,188	210
Supplies	1,960	2,493	533	2,181	543,303	575,114	31,811	528,687	(14,616)
Fuel and Oil	(8,072)	3,200	11,272	4,439	103,105	101,190	(1,915)	91,344	(11,760)
Equipment and Tools	485	100	(385)	203	57,885	59,295	1,410	66,530	8,645
Lease, Rents and Licenses	40,781	46,485	5,704	18,643	555,841	563,820	7,979	509,953	(45,888)
Maintenance and Repairs	15,935	8,100	(7,835)	12,829	369,123	331,194	(37,929)	455,340	86,216
Maintenance and Service Agreements	825	885	60	98	10,611	10,588	(23)	10,356	(255)
Outside Contracts	0	0	0	9	740	16,000	15,260	189	(551)
Professional Services	0	0	0	0	0	3,500	3,500	3,915	3,915
Insurance	12,428	9,435	(2,993)	20,838	120,224	113,396	(6,828)	97,538	(22,686)
Utilities	16,548	18,478	1,930	18,053	263,061	265,671	2,610	256,961	(6,101)
Taxes and Permits	8,609	8,984	375	4,565	119,421	134,158	14,737	124,687	5,266
Postage	0	0	0	81	101	1,350	1,249	681	580
Credit Card Fees & Interest Expense	0	0	0	0	0	0	0	(3)	(3)
Uniforms	0	0	0	159	14,140	17,005	2,865	14,204	64
Other	0	0	0	0	403	0	(403)	795	392
Total Operating Expenses	257,856	240,942	(16,914)	315,594	4,201,679	4,342,737	141,059	4,428,175	226,497
EBITDA	(257,856)	(240,942)	(16,914)	(315,594)	(4,198,154)	(4,332,737)	134,584	(4,400,814)	202,660
Pre Depreciation Gross	(257,856)	(240,942)	(16,914)	(315,594)	(4,198,154)	(4,332,737)	134,584	(4,400,814)	202,660
Depreciation	56,190	58,216	2,026	53,055	660,999	660,983	(16)	604,154	(56,846)
Net Income / Cost of Operations	(314,046)	(299,158)	(14,888)	(368,649)	(4,859,153)	(4,993,721)	134,568	(5,004,967)	145,815

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	0	0	0	3,945	0	0	0	133,083	(133,083)
Golf	76,914	72,972	3,942	88,008	3,963,305	4,317,202	(353,897)	4,077,970	(114,665)
Pro Shop	34,373	39,300	(4,927)	30,799	505,224	564,150	(58,926)	488,499	16,724
Facility Use Fees	0	0	0	25	62	0	62	91	(29)
Rebates	0	0	0	0	250	0	250	0	250
Gain / Loss Disposal Surplus Assets	0	0	0	0	(6,107)	2,500	(8,607)	0	(6,107)
Commissions	0	0	0	17	359	682	(323)	599	(240)
Other	665	1,099	(434)	472	26,515	30,286	(3,771)	32,952	(6,437)
Total Income	111,951	113,371	(1,420)	123,266	4,489,608	4,914,820	(425,212)	4,733,195	(243,586)
Food and Beverage	0	0	0	2,640	0	0	0	66,583	66,583
Pro Shop	29,862	27,758	(2,104)	17,279	375,886	402,923	27,037	393,451	17,564
Total Cost of Goods	29,862	27,758	(2,104)	19,919	375,886	402,923	27,037	460,034	84,148
Gross Profit	82,090	85,613	(3,523)	103,347	4,113,722	4,511,897	(398,175)	4,273,160	(159,438)
Expenses									
Salary and Wages	94,205	74,594	(19,611)	91,180	1,141,501	1,159,811	18,310	1,049,049	(92,452)
Employee Benefits	8,114	8,542	428	32,482	127,321	148,823	21,501	217,012	89,691
Memberships, Training and Travel	1,792	1,425	(367)	2,928	17,330	21,540	4,210	13,738	(3,592)
Supplies	2,061	2,172	111	2,794	37,247	49,156	11,909	54,348	17,101
Fuel and Oil	(3,282)	165	3,447	42	(2,429)	3,635	6,064	11,677	14,107
Equipment and Tools	4,516	0	(4,516)	10,786	20,640	26,735	6,095	15,362	(5,277)
Lease, Rents and Licenses	19,571	22,397	2,826	22,560	265,045	278,064	13,019	243,205	(21,840)
Maintenance and Repairs	1,104	992	(112)	11,833	61,004	66,196	5,192	26,333	(34,671)
Maintenance and Service Agreements	7,305	6,941	(364)	6,795	89,334	79,276	(10,058)	85,126	(4,208)
Outside Contracts	2,913	1,525	(1,388)	5,597	42,605	35,186	(7,419)	40,632	(1,973)
Professional Services	0	1,219	1,219	0	1,925	3,384	1,459	2,913	988
Insurance	4,168	3,031	(1,137)	6,615	36,772	36,493	(279)	34,499	(2,273)
Utilities	9,790	10,992	1,202	11,276	132,266	137,674	5,408	124,156	(8,110)
Taxes and Permits	13,289	799	(12,490)	659	35,258	28,167	(7,091)	27,028	(8,229)
Postage	0	0	0	39	1,057	579	(478)	1,243	186
Credit Card Fees & Interest Expense	9,921	15,665	5,744	11,509	90,165	99,966	9,801	90,928	762
Advertising Expense	81	0	(81)	1,800	25,398	34,920	9,522	35,926	10,528
Uniforms	0	0	0	0	(37)	0	37	0	37

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	3	424	421	(3)	17,043	15,776	(1,267)	7,091	(9,952)
Total Operating Expenses	175,550	150,882	(24,668)	218,890	2,139,444	2,225,381	85,937	2,080,267	(59,177)
EBITDA	(93,460)	(65,269)	(28,191)	(115,543)	1,974,278	2,286,516	(312,238)	2,192,893	(218,615)
Pre Depreciation Gross	(93,460)	(65,269)	(28,191)	(115,543)	1,974,278	2,286,516	(312,238)	2,192,893	(218,615)
Depreciation	4,550	3,857	(693)	4,309	48,891	50,487	1,596	55,675	6,784
Net Income / Cost of Operations	<u>(98,011)</u>	<u>(69,127)</u>	<u>(28,884)</u>	<u>(119,852)</u>	<u>1,925,387</u>	<u>2,236,029</u>	<u>(310,642)</u>	<u>2,137,218</u>	<u>(211,831)</u>

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

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	338	509	(171)	263	28,858	29,101	(243)	23,575	5,283
Pro Shop	0	0	0	0	0	9,104	(9,104)	0	0
Other Recreation	1,141	50	1,091	840	39,248	13,890	25,358	16,967	22,280
RV	13,573	10,835	2,738	10,948	261,650	253,403	8,247	246,278	15,372
Facility Use Fees	29,789	14,566	15,223	21,634	473,996	401,061	72,935	447,376	26,620
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	323	175	148	253	11,979	10,610	1,369	22,397	(10,419)
Total Income	45,164	26,135	19,029	33,939	815,731	717,169	98,562	928,483	(112,752)
Cost of Goods									
Food and Beverage	113	315	202	92	13,710	15,020	1,310	10,333	(3,377)
Pro Shop	0	0	0	0	0	7,650	7,650	0	0
Recreation	776	0	(776)	454	11,885	3,097	(8,788)	4,613	(7,273)
Total Cost of Goods	890	315	(575)	546	25,595	25,767	172	14,945	(10,650)
Gross Profit	44,274	25,820	18,454	33,393	790,136	691,402	98,734	913,538	(123,402)
Expenses									
Salary and Wages	58,880	43,224	(15,657)	61,715	676,915	610,590	(66,326)	621,951	(54,964)
Employee Benefits	7,452	5,287	(2,165)	16,033	80,970	80,778	(191)	106,063	25,093
Memberships, Training and Travel	474	220	(254)	812	8,781	11,306	2,525	7,992	(789)
Supplies	2,011	2,105	94	4,707	60,187	77,646	17,459	72,327	12,139
Fuel and Oil	159	120	(39)	98	2,690	1,625	(1,065)	1,614	(1,076)
Equipment and Tools	4,258	0	(4,258)	2,978	182,308	200,778	18,470	74,579	(107,729)
Lease, Rents and Licenses	222	430	208	373	2,550	5,380	2,830	4,370	1,820
Maintenance and Repairs	4,969	2,425	(2,544)	12,773	155,782	191,191	35,409	168,908	13,125
Maintenance and Service Agreements	6,636	6,913	277	6,901	72,678	78,186	5,508	74,205	1,527
Outside Contracts	1,698	2,505	807	1,856	45,312	70,482	25,170	63,543	18,230
Professional Services	56,873	0	(56,873)	0	57,133	2,025	(55,108)	781	(56,351)
Insurance	4,457	3,242	(1,215)	9,016	45,023	39,157	(5,866)	38,375	(6,649)
Utilities	19,005	20,569	1,564	19,955	236,150	252,899	16,749	228,597	(7,553)
Taxes and Permits	2,509	2,583	74	1,573	37,578	35,161	(2,417)	36,784	(794)
Postage	0	0	0	0	10	20	10	36	26
Credit Card Fees & Interest Expense	659	865	206	701	14,672	14,608	(64)	17,253	2,582
Advertising Expense	0	0	0	0	8,401	8,000	(401)	50	(8,351)

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Uniforms	0	0	0	0	1,223	1,100	(123)	771	(452)
Other	205	1,390	1,185	35	13,627	17,123	3,496	7,038	(6,590)
Total Operating Expenses	170,466	91,878	(78,589)	139,527	1,701,990	1,698,055	(3,935)	1,525,237	(176,753)
EBITDA	(126,192)	(66,058)	(60,134)	(106,134)	(911,855)	(1,006,653)	94,798	(611,699)	(300,155)
Pre Depreciation Gross	(126,192)	(66,058)	(60,134)	(106,134)	(911,855)	(1,006,653)	94,798	(611,699)	(300,155)
Depreciation	26,229	28,194	1,965	15,638	237,394	280,983	43,589	192,613	(44,781)
Net Income / Cost of Operations	<u>(152,421)</u>	<u>(94,252)</u>	<u>(58,169)</u>	<u>(121,772)</u>	<u>(1,149,249)</u>	<u>(1,287,636)</u>	<u>138,387</u>	<u>(804,312)</u>	<u>(344,936)</u>

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	0	0	0	0	290	0	290	284	6
Stump Dump	0	6,900	(6,900)	5,338	107,294	82,800	24,494	98,275	9,019
AR MO Land Income	0	0	0	0	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	0	0	0	0	19,075	0	19,075	7,875	11,200
Cell Tower Rents	40,736	32,400	8,336	39,203	92,256	80,800	11,456	87,410	4,846
Other	491	0	491	3,294	6,200	0	6,200	54,162	(47,962)
Total Income	41,227	39,300	1,927	47,835	230,867	169,100	61,767	260,425	(29,557)
Gross Profit	41,227	39,300	1,927	47,835	230,867	169,100	61,767	260,425	(29,557)
Expenses									
Salary and Wages	120,562	111,627	(8,935)	130,320	1,379,352	1,460,947	81,594	1,264,973	(114,379)
Employee Benefits	14,219	12,598	(1,622)	42,676	165,780	187,879	22,099	287,570	121,790
Memberships, Training and Travel	0	0	0	0	581	1,325	744	1,976	1,395
Supplies	1,471	1,067	(404)	825	13,673	21,983	8,310	16,305	2,632
Fuel and Oil	3,349	4,135	786	4,813	72,264	61,060	(11,204)	60,598	(11,666)
Equipment and Tools	1,921	125	(1,796)	10,640	38,745	44,730	5,985	124,575	85,831
Lease, Rents and Licenses	701	125	(576)	856	1,408	3,200	1,792	3,324	1,916
Maintenance and Repairs	13,774	8,400	(5,374)	24,739	146,050	131,030	(15,020)	151,975	5,925
Maintenance and Service Agreements	458	750	292	570	8,113	8,480	367	8,131	18
Outside Contracts	73	410	337	905	30,580	38,420	7,840	40,925	10,345
Professional Services	2,868	0	(2,868)	0	2,868	0	(2,868)	0	(2,868)
Insurance	12,220	8,663	(3,557)	29,471	104,208	103,967	(241)	76,465	(27,744)
Utilities	3,660	3,543	(117)	3,340	40,632	34,200	(6,432)	36,650	(3,982)
Taxes and Permits	1,934	1,546	(388)	833	24,707	23,737	(970)	21,934	(2,773)
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	666	0	(666)	226	10,136	10,700	564	7,582	(2,555)
Other	0	0	0	14	666	600	(66)	988	322
Total Operating Expenses	177,874	152,989	(24,886)	250,227	2,039,774	2,132,258	92,484	2,103,973	64,200
EBITDA	(136,647)	(113,689)	(22,959)	(202,392)	(1,808,906)	(1,963,158)	154,252	(1,843,549)	34,642
Allocations - MAC	(28,546)	(28,546)	0	(24,920)	(464,925)	(464,925)	0	(385,083)	79,842

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year Actual	YTD December 2018			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Total Allocations	(28,546)	(28,546)	0	(24,920)	(464,925)	(464,925)	0	(385,083)	79,842
Pre Depreciation Gross	(108,101)	(85,142)	(22,959)	(177,472)	(1,343,981)	(1,498,233)	154,252	(1,458,465)	114,484
Depreciation	12,983	13,219	235	12,766	153,691	156,591	2,900	159,428	5,736
Net Income / Cost of Operations	<u>(121,084)</u>	<u>(98,361)</u>	<u>(22,723)</u>	<u>(190,238)</u>	<u>(1,497,672)</u>	<u>(1,654,824)</u>	<u>157,152</u>	<u>(1,617,893)</u>	<u>120,221</u>

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

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2018				YTD December 2018			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	2,903	3,125	(222)	2,765	11,613	12,500	(887)	11,060	553
Other Recreation	168	80	88	26	6,456	8,585	(2,129)	6,788	(332)
RV	0	0	0	21	94,361	94,325	36	93,345	1,016
Facility Use Fees	7,255	3,280	3,975	4,901	100,250	84,680	15,570	85,242	15,007
Boat	88	300	(212)	21	383,401	387,945	(4,544)	364,993	18,408
Gain / Loss Disposal Surplus Assets	0	0	0	0	3,600	0	3,600	0	3,600
Donations Received	0	10	(10)	0	14	165	(151)	8,396	(8,382)
Other	97	0	97	(20)	3,464	0	3,464	1,606	1,858
Total Income	10,510	6,795	3,715	7,714	603,158	588,200	14,958	571,430	31,729
Recreation	2,394	800	(1,594)	858	27,759	23,310	(4,449)	22,680	(5,079)
Total Cost of Goods	2,394	800	(1,594)	858	27,759	23,310	(4,449)	22,680	(5,079)
Gross Profit	8,116	5,995	2,121	6,856	575,399	564,890	10,509	548,750	26,649
Expenses									
Salary and Wages	33,831	28,420	(5,411)	39,810	376,849	409,425	32,577	357,372	(19,477)
Employee Benefits	3,907	3,508	(399)	9,799	46,779	59,625	12,846	62,376	15,597
Memberships, Training and Travel	0	150	150	55	2,086	5,765	3,679	821	(1,265)
Supplies	5,030	3,530	(1,500)	4,344	69,173	77,010	7,837	65,183	(3,990)
Fuel and Oil	1,139	1,150	11	1,107	24,364	20,270	(4,094)	18,634	(5,730)
Equipment and Tools	2,795	50	(2,745)	135	43,391	54,350	10,959	37,676	(5,715)
Lease, Rents and Licenses	6	70	64	85	174	840	666	1,072	898
Maintenance and Repairs	11,649	475	(11,174)	9,837	132,406	146,730	14,324	74,024	(58,382)
Maintenance and Service Agreements	1,967	2,114	147	1,957	27,062	29,794	2,732	35,761	8,699
Outside Contracts	1,063	1,215	152	1,053	35,742	13,980	(21,762)	24,383	(11,359)
Professional Services	0	0	0	0	200	0	(200)	6,000	5,800
Insurance	5,322	4,209	(1,113)	14,659	52,510	50,618	(1,892)	74,564	22,054
Utilities	4,479	4,415	(64)	3,598	42,200	40,041	(2,159)	36,700	(5,500)
Taxes and Permits	5,257	5,059	(198)	2,796	65,653	60,763	(4,890)	58,733	(6,920)
Postage	67	15	(52)	0	289	295	6	350	61
Credit Card Fees & Interest Expense	491	250	(241)	383	13,614	11,319	(2,295)	13,068	(546)
Advertising Expense	0	0	0	0	193	0	(193)	0	(193)
Uniforms	196	0	(196)	1,504	2,826	2,300	(526)	2,805	(21)
Other	(9)	0	9	0	(93)	0	93	(45)	48

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

PRELIMINARY

	MTD				YTD				
	MTD December 2018			Prior Year	YTD December 2018			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Total Operating Expenses	77,191	54,630	(22,560)	91,123	935,415	983,125	47,710	869,475	(65,940)
EBITDA	(69,075)	(48,635)	(20,439)	(84,267)	(360,016)	(418,235)	58,219	(320,725)	(39,291)
Pre Depreciation Gross	(69,075)	(48,635)	(20,439)	(84,267)	(360,016)	(418,235)	58,219	(320,725)	(39,291)
Depreciation	12,102	12,639	537	11,031	138,915	144,007	5,092	132,929	(5,986)
Net Income / Cost of Operations	<u>(81,177)</u>	<u>(61,274)</u>	<u>(19,902)</u>	<u>(95,298)</u>	<u>(498,931)</u>	<u>(562,243)</u>	<u>63,311</u>	<u>(453,655)</u>	<u>(45,277)</u>

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	673,340	675,392	(2,052)	661,428	7,997,192	8,063,312	(66,120)	7,920,823	76,369
Facility Use Fees	324	35,000	(34,676)	210	319,274	340,000	(20,726)	315,647	3,626
Investment Income	(944)	8,000	(8,944)	(177,140)	26,211	103,000	(76,789)	264,321	(238,110)
Lot Sales	10,233	12,000	(1,767)	5,643	214,309	180,000	34,309	203,509	10,800
Transfer Fees	48,900	22,075	26,825	29,000	446,024	414,300	31,724	466,809	(20,785)
Past Due Collections	11,836	21,550	(9,714)	44,858	331,445	274,000	57,445	506,828	(175,382)
Advertising Income	7,354	10,800	(3,446)	6,223	155,838	165,100	(9,262)	141,977	13,860
Rebates	0	0	0	0	0	0	0	93,088	(93,088)
POA Lot Inventory Valuation	145	3,500	(3,355)	73	45,244	125,000	(79,756)	109,514	(64,269)
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	600	(600)
Water Rent Income	5,473	5,473	(0)	5,473	65,674	65,676	(2)	65,674	0
Legal Fees	0	450	(450)	1,987	10,556	5,400	5,156	10,823	(267)
NSF Fees	200	0	200	175	4,125	0	4,125	3,675	450
Other	(100)	0	(100)	7,630	766	40	726	9,761	(8,995)
Total Income	756,761	794,240	(37,479)	585,559	9,616,658	9,735,828	(119,170)	10,113,048	(496,391)
Gross Profit	756,761	794,240	(37,479)	585,559	9,616,658	9,735,828	(119,170)	10,113,048	(496,391)
Expenses									
Salary and Wages	225,130	186,681	(38,449)	272,105	2,341,723	2,406,205	64,482	2,287,848	(53,875)
Employee Benefits	136,199	88,025	(48,174)	78,512	1,459,709	1,104,986	(354,722)	522,517	(937,192)
Memberships, Training and Travel	4,894	2,102	(2,792)	9,663	85,728	81,979	(3,749)	67,316	(18,412)
Supplies	33,873	5,615	(28,258)	27,853	85,662	78,460	(7,202)	84,537	(1,124)
Fuel and Oil	156	264	108	223	2,704	3,324	620	3,216	512
Equipment and Tools	20,105	3,129	(16,976)	31,210	73,909	53,012	(20,898)	70,500	(3,410)
Lease, Rents and Licenses	5,393	5,331	(62)	6,129	71,169	65,334	(5,835)	55,391	(15,778)
Maintenance and Repairs	1,247	292	(955)	144	6,889	4,517	(2,372)	3,823	(3,066)
Maintenance and Service Agreements	14,268	5,831	(8,437)	14,311	148,932	183,208	34,276	164,253	15,321
Outside Contracts	10,765	9,826	(939)	11,586	203,375	222,631	19,256	183,896	(19,479)
Professional Services	3,670	6,850	3,180	4,896	122,243	154,038	31,795	131,298	9,055
Insurance	6,435	2,881	(3,554)	6,945	40,448	34,704	(5,744)	33,674	(6,773)
Utilities	12,924	12,033	(891)	11,753	119,149	125,770	6,621	118,634	(514)
Taxes and Permits	2,918	2,367	(551)	970	56,068	52,850	(3,218)	47,124	(8,945)
Postage	12,493	7,245	(5,248)	11,781	103,722	98,435	(5,287)	92,200	(11,522)
Credit Card Fees & Interest Expense	2,495	16,406	13,911	3,541	37,129	158,822	121,693	48,634	11,505

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2018				YTD December 2018				
	Actual	Budget	VAR		Actual	Budget	VAR		
Membership Elections	0	0	0	0	43,612	104,000	60,388	36,949	(6,663)
Advertising Expense	5,535	8,490	2,956	3,146	123,653	138,930	15,277	106,090	(17,563)
Bad Debts	30,281	3,200	(27,081)	(5,237)	142,691	41,200	(101,491)	33,570	(109,121)
Uniforms	(14)	0	14	1,966	19,829	14,150	(5,679)	24,491	4,662
Investment Fund Fees	175	0	(175)	(15,203)	4,109	0	(4,109)	28,413	24,304
Donations	0	250	250	0	7,027	3,000	(4,027)	3,005	(4,022)
Other	3,551	11,435	7,884	2,501	(78,409)	57,514	135,923	27,169	105,578
Total Operating Expenses	532,492	378,253	(154,239)	478,792	5,221,071	5,187,069	(34,002)	4,174,547	(1,046,523)
EBITDA	224,269	415,987	(191,718)	106,767	4,395,587	4,548,759	(153,173)	5,938,501	(1,542,914)
Allocations - F & A	(56,025)	(56,025)	0	(52,018)	(781,505)	(781,505)	0	(780,710)	794
Total Allocations	(56,025)	(56,025)	0	(52,018)	(781,505)	(781,505)	0	(780,710)	794
Pre Depreciation Gross	280,294	472,012	(191,718)	158,785	5,177,091	5,330,264	(153,173)	6,719,211	(1,542,120)
Depreciation	10,595	10,573	(22)	12,187	131,076	130,471	(605)	151,358	20,282
Net Income / Cost of Operations	269,699	461,439	(191,740)	146,598	5,046,015	5,199,793	(153,778)	6,567,853	(1,521,838)