

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD					
	MTD March 2019		VAR		Actual	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget				Actual	Budget	VAR		
Income										
Assessments	682,292	669,900	12,392	662,672	2,018,165	2,009,100	9,065	1,986,496		31,669
City of Bella Vista	3,249	3,125	124	290	3,249	3,125	124	290		2,959
Food and Beverage	155,156	135,146	20,010	98,371	347,640	285,818	61,822	196,871		150,769
Golf	307,245	316,453	(9,208)	314,203	1,329,676	1,544,060	(214,384)	1,458,815		(129,139)
Pro Shop	34,051	32,813	1,238	33,183	64,333	63,211	1,122	51,451		12,882
Other Recreation	3,793	2,858	935	2,658	7,776	6,244	1,532	5,906		1,871
RV	55,349	47,348	8,001	47,298	118,858	118,062	796	121,347		(2,490)
Facility Use Fees	89,518	66,497	23,021	89,545	257,671	235,939	21,732	258,869		(1,198)
Boat	137,671	137,210	461	134,308	261,402	265,410	(4,008)	254,073		7,329
Investment Income	2,489	5,000	(2,511)	24,833	11,073	15,000	(3,927)	2,607		8,466
Water	538,501	568,401	(29,900)	524,948	1,668,738	1,767,553	(98,815)	1,693,374		(24,637)
Restricted Revenue	755	330	425	453	3,290	990	2,300	1,538		1,752
Stump Dump	0	0	0	14,105	0	0	0	38,770		(38,770)
Lot Sales	17,761	10,000	7,761	55,935	28,444	26,000	2,444	74,906		(46,462)
Transfer Fees	37,650	34,500	3,150	31,650	111,630	95,500	16,130	88,760		22,870
Past Due Collections	6,140	27,500	(21,360)	29,428	29,344	78,773	(49,430)	102,472		(73,128)
Advertising Income	8,170	14,500	(6,330)	8,117	44,377	31,800	12,577	37,736		6,642
Rebates	0	0	0	0	53,177	95,000	(41,823)	0		53,177
POA Lot Inventory Valuation	(121,385)	1,500	(122,885)	6,260	(121,874)	4,500	(126,374)	5,916		(127,790)
Water Capital Buy In Fees	50,000	45,000	5,000	89,020	120,000	135,000	(15,000)	189,020		(69,020)
Water Late Fees	11,939	13,500	(1,561)	13,128	38,287	40,500	(2,213)	41,458		(3,171)
AR MO Land Income	8,175	0	8,175	0	8,175	0	8,175	3,000		5,175
Water Rent Income	5,637	5,637	0	5,473	16,911	16,911	0	16,418		493
Commissions	20	50	(30)	25	62	136	(74)	69		(7)
Cell Tower Rents	0	2,400	(2,400)	5,714	1,096,806	1,057,577	39,229	32,320		1,064,486
Legal Fees	225	750	(525)	1,389	501	2,250	(1,749)	3,462		(2,961)
Rents - Leases Facilities	500	500	0	500	1,500	1,500	0	1,500		0
Donations Received	50	5	45	0	50	5	45	0		50
NSF Fees	900	565	335	575	2,425	1,695	730	1,750		675
Other	22,508	10,577	11,931	18,805	77,096	26,936	50,160	48,471		28,625
Total Income	2,058,358	2,152,065	(93,707)	2,212,886	7,598,780	7,928,595	(329,815)	6,717,667		881,113
Food and Beverage	56,938	46,351	(10,587)	41,296	132,781	98,857	(33,924)	82,817		(49,963)
Water	189,452	170,759	(18,693)	192,573	505,625	533,236	27,612	540,729		35,105
Pro Shop	26,116	23,558	(2,558)	23,457	47,766	48,381	615	37,590		(10,176)

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD					
	MTD March 2019				Actual	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR			Actual	Budget	VAR		
Recreation	3,068	8,873	5,805	2,573	5,909	13,214	7,305	4,727	(1,183)	
Total Cost of Goods	275,574	249,541	(26,033)	259,900	692,080	693,688	1,607	665,863	(26,217)	
Gross Profit	1,782,784	1,902,524	(119,740)	1,952,986	6,906,700	7,234,908	(328,208)	6,051,804	854,896	
Expenses										
Salary and Wages	1,046,144	1,095,012	48,867	1,008,761	2,346,535	2,487,324	140,789	2,268,913	(77,622)	
Employee Benefits	236,075	237,569	1,494	256,134	619,326	623,396	4,070	585,894	(33,431)	
Memberships, Training and Travel	17,589	18,415	826	14,483	56,757	74,366	17,609	64,154	7,397	
Supplies	82,337	114,670	32,333	86,104	263,059	305,321	42,261	267,592	4,533	
Fuel and Oil	14,797	20,852	6,055	19,522	46,293	54,525	8,232	50,517	4,224	
Equipment and Tools	28,911	53,947	25,036	69,225	111,376	193,040	81,664	186,424	75,048	
Lease, Rents and Licenses	84,082	79,614	(4,468)	80,469	234,964	232,016	(2,948)	247,124	12,160	
Maintenance and Repairs	118,930	146,558	27,628	107,490	278,465	337,184	58,719	264,082	(14,382)	
Maintenance and Service Agreements	31,769	31,250	(519)	26,590	199,835	195,844	(3,991)	171,954	(27,882)	
Outside Contracts	67,686	63,802	(3,884)	15,531	170,727	175,259	4,532	114,356	(56,370)	
Professional Services	46,138	22,025	(24,113)	29,504	93,675	35,125	(58,550)	38,565	(55,110)	
Insurance	51,761	51,101	(660)	47,222	154,523	153,303	(1,220)	142,017	(12,506)	
Utilities	87,620	88,734	1,114	85,797	269,789	278,561	8,771	277,467	7,677	
Taxes and Permits	47,221	42,868	(4,353)	48,398	136,103	139,739	3,636	144,834	8,731	
Postage	5,845	9,257	3,412	9,190	25,359	47,537	22,178	44,945	19,586	
Credit Card Fees & Interest Expense	39,637	39,304	(333)	38,839	117,564	116,774	(790)	115,567	(1,997)	
Membership Elections	23,200	0	(23,200)	23,200	23,200	25,000	1,800	23,251	51	
Advertising Expense	9,698	18,480	8,782	12,357	41,387	50,340	8,953	45,647	4,260	
Bad Debts	(9,887)	6,500	16,387	4,130	17,187	19,500	2,313	9,995	(7,192)	
Uniforms	3,594	9,250	5,656	9,298	6,212	20,238	14,026	16,820	10,607	
Investment Fund Fees	508	350	(158)	1,217	1,523	1,050	(473)	3,668	2,144	
Donations	0	250	250	4,500	0	750	750	4,500	4,500	
Other	(698)	11,245	11,943	33,447	(21,560)	30,338	51,898	42,547	64,107	
Total Operating Expenses	2,032,958	2,161,054	128,096	2,031,409	5,192,299	5,596,529	404,230	5,130,834	(61,465)	
EBITDA	(250,174)	(258,530)	8,356	(78,423)	1,714,401	1,638,378	76,022	920,970	793,431	
Pre Depreciation Gross	(250,174)	(258,530)	8,356	(78,423)	1,714,401	1,638,378	76,022	920,970	793,431	
Depreciation	257,154	281,522	24,368	233,301	769,340	824,478	55,138	697,380	(71,960)	

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Net Income / Cost of Operations	<u>(507,328)</u>	<u>(540,052)</u>	<u>32,724</u>	<u>(311,723)</u>	<u>945,060</u>	<u>813,900</u>	<u>131,160</u>	<u>223,590</u>	<u>721,470</u>

Bella Vista POA
Water Utility Consolidated-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared	
	MTD March 2019		VAR		Actual	YTD March 2019				VAR
	Actual	Budget				Actual	Budget			
Income										
Assessments	100	100	0	100	300	300	0	300	0	
Investment Income	3,941	5,000	(1,059)	16,172	9,531	15,000	(5,469)	1,698	7,833	
Water	538,501	568,401	(29,900)	524,948	1,668,738	1,767,553	(98,815)	1,693,374	(24,637)	
Restricted Revenue	755	330	425	453	3,290	990	2,300	1,538	1,752	
Water Capital Buy In Fees	50,000	45,000	5,000	89,020	120,000	135,000	(15,000)	189,020	(69,020)	
Water Late Fees	11,939	13,500	(1,561)	13,128	38,287	40,500	(2,213)	41,458	(3,171)	
NSF Fees	275	225	50	100	925	675	250	475	450	
Other	18,835	6,385	12,450	6,118	69,632	19,155	50,477	17,537	52,096	
Total Income	624,346	638,941	(14,595)	650,039	1,910,703	1,979,173	(68,470)	1,945,400	(34,697)	
Water	189,452	170,759	(18,693)	192,573	505,625	533,236	27,612	540,729	35,105	
Total Cost of Goods	189,452	170,759	(18,693)	192,573	505,625	533,236	27,612	540,729	35,105	
Gross Profit	434,893	468,182	(33,289)	457,466	1,405,079	1,445,937	(40,858)	1,404,671	407	
Expenses										
Salary and Wages	104,098	118,033	13,935	114,561	249,664	273,382	23,718	260,076	10,412	
Employee Benefits	28,328	30,597	2,269	33,026	78,718	81,801	3,082	75,429	(3,289)	
Memberships, Training and Travel	3,514	580	(2,934)	396	8,829	9,295	466	8,639	(190)	
Supplies	14,907	16,045	1,138	16,197	60,290	60,135	(155)	47,232	(13,058)	
Fuel and Oil	4,003	4,565	562	3,912	12,073	16,065	3,992	13,112	1,039	
Equipment and Tools	891	4,650	3,759	4,549	10,701	15,910	5,209	9,947	(754)	
Lease, Rents and Licenses	5,879	5,937	58	5,715	17,659	17,811	152	17,144	(516)	
Maintenance and Repairs	25,402	16,950	(8,452)	10,757	76,246	52,900	(23,346)	47,215	(29,031)	
Maintenance and Service Agreements	1,472	1,493	21	548	39,344	39,834	490	39,826	482	
Outside Contracts	20,129	18,193	(1,936)	7,890	69,209	68,183	(1,026)	36,433	(32,775)	
Professional Services	768	3,000	2,232	7,000	1,380	3,000	1,620	7,458	6,078	
Insurance	10,425	10,628	203	9,631	31,586	31,884	298	28,952	(2,634)	
Utilities	9,154	8,735	(419)	8,482	29,050	26,205	(2,845)	29,585	535	
Taxes and Permits	17,366	17,211	(155)	16,352	51,805	51,663	(142)	48,670	(3,135)	
Postage	4,070	4,100	30	3,547	12,427	12,300	(127)	11,561	(867)	
Credit Card Fees & Interest Expense	20,395	20,067	(328)	20,962	62,553	60,201	(2,352)	64,522	1,969	
Bad Debts	(2,957)	0	2,957	(370)	(646)	0	646	(1,505)	(859)	
Uniforms	0	0	0	0	130	0	(130)	0	(130)	
Investment Fund Fees	650	350	(300)	793	1,311	1,050	(261)	2,389	1,077	
Donations	0	0	0	4,500	0	0	0	4,500	4,500	

Bella Vista POA
Water Utility Consolidated-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD March 2019				YTD March 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	0	0	0	125	312	0	(312)	440	128
Total Operating Expenses	268,495	281,134	12,639	268,572	812,641	821,619	8,977	751,623	(61,019)
EBITDA	166,399	187,048	(20,649)	188,894	592,437	624,318	(31,881)	653,049	(60,612)
Allocations - MAC	37,639	37,639	0	48,480	112,918	112,918	0	115,565	2,647
Allocations - F & A	70,618	70,618	0	80,398	211,853	211,853	0	236,244	24,391
Total Allocations	108,257	108,257	0	128,878	324,771	324,771	0	351,809	27,038
Pre Depreciation Gross	58,142	78,791	(20,649)	60,016	267,666	299,547	(31,881)	301,240	(33,574)
Depreciation	85,978	106,625	20,647	86,196	257,933	299,875	41,942	258,340	407
Net Income / Cost of Operations	<u>(27,836)</u>	<u>(27,834)</u>	<u>(2)</u>	<u>(26,180)</u>	<u>9,733</u>	<u>(328)</u>	<u>10,061</u>	<u>42,900</u>	<u>(33,167)</u>

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

For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD March 2019		VAR		YTD March 2019				
	Actual	Budget			Actual	Budget	VAR		
Salary and Wages	942,047	976,979	34,932	894,200	2,096,871	2,213,942	117,071	2,008,837	(88,034)
Employee Benefits	207,747	206,972	(775)	223,108	540,607	541,595	988	510,465	(30,142)
Memberships, Training and Travel	14,076	17,835	3,759	14,086	47,927	65,071	17,144	55,515	7,588
Supplies	67,430	98,625	31,195	69,907	202,769	245,186	42,416	220,360	17,591
Fuel and Oil	10,794	16,287	5,493	15,610	34,219	38,460	4,241	37,405	3,185
Equipment and Tools	28,020	49,297	21,277	64,677	100,675	177,130	76,455	176,477	75,802
Lease, Rents and Licenses	78,204	73,677	(4,527)	74,755	217,305	214,205	(3,100)	229,981	12,676
Maintenance and Repairs	93,527	129,608	36,081	96,733	202,219	284,284	82,065	216,867	14,649
Maintenance and Service Agreements	30,296	29,757	(539)	26,042	160,491	156,010	(4,481)	132,128	(28,364)
Outside Contracts	47,557	45,609	(1,948)	7,641	101,518	107,076	5,558	77,923	(23,595)
Professional Services	45,370	19,025	(26,345)	22,504	92,295	32,125	(60,170)	31,107	(61,188)
Insurance	41,336	40,473	(863)	37,591	122,937	121,419	(1,518)	113,065	(9,872)
Utilities	78,466	79,999	1,533	77,316	240,739	252,356	11,616	247,882	7,143
Taxes and Permits	29,855	25,657	(4,198)	32,046	84,298	88,076	3,778	96,164	11,866
Postage	1,775	5,157	3,382	5,643	12,932	35,237	22,305	33,384	20,453
Credit Card Fees & Interest Expense	19,242	19,237	(5)	17,877	55,011	56,573	1,562	51,046	(3,966)
Membership Elections	23,200	0	(23,200)	23,200	23,200	25,000	1,800	23,251	51
Advertising Expense	9,698	18,480	8,782	12,357	41,387	50,340	8,953	45,647	4,260
Bad Debts	(6,931)	6,500	13,431	4,500	17,833	19,500	1,667	11,500	(6,333)
Uniforms	3,594	9,250	5,656	9,298	6,082	20,238	14,156	16,820	10,737
Investment Fund Fees	(142)	0	142	425	212	0	(212)	1,279	1,067
Donations	0	250	250	0	0	750	750	0	0
Other	(698)	11,245	11,943	33,322	(21,872)	30,338	52,210	42,108	63,979
Total Operating Expenses	1,764,463	1,879,920	115,457	1,762,837	4,379,658	4,774,911	395,253	4,379,211	(446)
EBITDA	(416,573)	(445,578)	29,005	(267,317)	1,121,964	1,014,060	107,904	267,922	854,042
Allocations - MAC	(37,639)	(37,639)	0	(48,480)	(112,918)	(112,918)	0	(115,565)	(2,647)
Allocations - F & A	(70,618)	(70,618)	0	(80,398)	(211,853)	(211,853)	0	(236,244)	(24,391)
Total Allocations	(108,257)	(108,257)	0	(128,878)	(324,771)	(324,771)	0	(351,809)	(27,038)
Pre Depreciation Gross	(308,316)	(337,321)	29,005	(138,439)	1,446,735	1,338,831	107,904	619,730	827,004
Depreciation	171,177	174,897	3,720	147,105	511,408	524,603	13,195	439,040	(72,367)
Net Income / Cost of Operations	(479,492)	(512,218)	32,726	(285,544)	935,327	814,228	121,099	180,690	754,637

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	152,907	133,770	19,137	86,612	344,005	282,945	61,060	178,569	165,436
Facility Use Fees	(1,795)	(4,585)	2,790	3,050	(13,456)	(13,422)	(34)	3,132	(16,588)
Rebates	0	0	0	0	30	0	30	0	30
Other	53	0	53	1	90	0	90	6	85
Total Income	151,166	129,185	21,981	89,663	330,669	269,523	61,146	181,706	148,962
Food and Beverage	56,527	45,677	(10,850)	36,755	131,695	97,269	(34,426)	74,475	(57,219)
Total Cost of Goods	56,527	45,677	(10,850)	36,755	131,695	97,269	(34,426)	74,475	(57,219)
Gross Profit	94,638	83,508	11,130	52,908	198,974	172,254	26,720	107,231	91,743
Expenses									
Salary and Wages	128,176	116,384	(11,793)	94,000	266,579	250,652	(15,927)	203,913	(62,666)
Employee Benefits	17,730	13,271	(4,460)	20,455	37,110	29,683	(7,427)	50,518	13,408
Memberships, Training and Travel	2,532	475	(2,057)	791	5,804	3,925	(1,879)	4,512	(1,292)
Supplies	9,657	6,095	(3,562)	11,591	24,371	13,350	(11,021)	20,874	(3,496)
Fuel and Oil	60	0	(60)	45	196	0	(196)	311	115
Equipment and Tools	1,010	0	(1,010)	2,888	2,165	1,067	(1,098)	7,752	5,587
Lease, Rents and Licenses	281	166	(115)	281	1,088	498	(590)	710	(378)
Maintenance and Repairs	613	300	(313)	2,350	1,274	700	(574)	3,314	2,040
Maintenance and Service Agreements	857	2,947	2,090	602	2,193	5,077	2,884	1,493	(701)
Outside Contracts	151	1,877	1,726	79	447	4,081	3,634	1,738	1,291
Insurance	1,423	846	(577)	1,097	3,578	2,538	(1,040)	3,336	(242)
Utilities	5,612	5,713	101	5,924	16,334	16,239	(95)	16,779	446
Taxes and Permits	102	0	(102)	1,090	672	0	(672)	3,659	2,987
Postage	0	0	0	0	0	0	0	2	2
Credit Card Fees & Interest Expense	4,004	3,420	(584)	3,305	9,938	7,560	(2,378)	6,629	(3,308)
Advertising Expense	3,179	2,080	(1,099)	3,785	12,160	8,640	(3,520)	10,335	(1,826)
Uniforms	408	2,000	1,592	2,878	675	4,000	3,325	5,294	4,619
Other	147	0	(147)	2,837	206	0	(206)	3,141	2,935
Total Operating Expenses	175,941	155,573	(20,367)	153,998	384,789	348,009	(36,780)	344,311	(40,478)
EBITDA	(81,302)	(72,065)	(9,237)	(101,089)	(185,815)	(175,755)	(10,060)	(237,080)	51,265
Pre Depreciation Gross	(81,302)	(72,065)	(9,237)	(101,089)	(185,815)	(175,755)	(10,060)	(237,080)	51,265

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year Actual	YTD March 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	402	402	(0)	194	1,206	1,206	(0)	582	(624)
Net Income / Cost of Operations	<u><u>(81,704)</u></u>	<u><u>(72,467)</u></u>	<u><u>(9,237)</u></u>	<u><u>(101,283)</u></u>	<u><u>(187,021)</u></u>	<u><u>(176,961)</u></u>	<u><u>(10,060)</u></u>	<u><u>(237,662)</u></u>	<u><u>50,641</u></u>

**Bella Vista POA
Clubhouses-All**

For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD					
	MTD March 2019		VAR		Actual	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget				Actual	Budget	VAR		
Income										
Rents - Leases Facilities	500	500	0	500	1,500	1,500	0	1,500		0
Total Income	500	500	0	500	1,500	1,500	0	1,500		0
Gross Profit	500	500	0	500	1,500	1,500	0	1,500		0
Expenses										
Supplies	531	200	(331)	254	1,231	600	(631)	833		(398)
Equipment and Tools	0	100	100	104	1,141	1,000	(141)	401		(741)
Maintenance and Repairs	5,828	2,750	(3,078)	8,086	14,717	8,150	(6,567)	19,901		5,184
Maintenance and Service Agreements	5,015	4,498	(517)	3,852	13,460	12,462	(998)	11,631		(1,829)
Outside Contracts	0	0	0	0	0	680	680	680		680
Insurance	0	0	0	4,792	0	0	0	14,376		14,376
Utilities	10,696	8,507	(2,189)	6,769	28,785	25,221	(3,564)	22,560		(6,226)
Taxes and Permits	26	0	(26)	3,825	36	0	(36)	11,833		11,797
Advertising Expense	0	0	0	199	0	0	0	199		199
Other	0	0	0	1,245	0	0	0	1,245		1,245
Total Operating Expenses	22,096	16,055	(6,041)	29,125	59,370	48,113	(11,257)	83,658		24,287
EBITDA	(21,596)	(15,555)	(6,041)	(28,625)	(57,870)	(46,613)	(11,257)	(82,158)		24,287
Allocations - F & A	(6,744)	(6,744)	0	0	(20,233)	(20,233)	0	0		20,233
Total Allocations	(6,744)	(6,744)	0	0	(20,233)	(20,233)	0	0		20,233
Pre Depreciation Gross	(14,852)	(8,811)	(6,041)	(28,625)	(37,638)	(26,380)	(11,257)	(82,158)		44,520
Depreciation	48,429	44,480	(3,949)	37,449	145,680	133,254	(12,426)	112,468		(33,213)
Net Income / Cost of Operations	(63,281)	(53,291)	(9,990)	(66,074)	(183,318)	(159,634)	(23,684)	(194,625)		11,307

Bella Vista POA
Golf Maintenance - Keith Ihms (15 - 23)-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD March 2019		VAR		YTD March 2019		VAR		
	Actual	Budget			Actual	Budget			
Expenses									
Salary and Wages	183,057	193,602	10,545	182,148	422,133	441,626	19,493	415,111	(7,021)
Employee Benefits	22,925	22,175	(750)	48,598	56,061	53,699	(2,362)	113,966	57,905
Memberships, Training and Travel	110	770	660	195	9,277	12,860	3,583	4,999	(4,278)
Supplies	30,093	41,220	11,127	41,511	117,095	130,102	13,006	141,108	24,013
Fuel and Oil	3,979	9,220	5,241	8,840	11,775	17,978	6,203	16,106	4,331
Equipment and Tools	8,167	9,575	1,408	11,102	19,323	30,925	11,602	28,743	9,420
Lease, Rents and Licenses	40,804	40,472	(332)	46,315	122,425	121,416	(1,009)	144,295	21,870
Maintenance and Repairs	55,030	44,344	(10,686)	53,323	81,327	111,469	30,142	99,551	18,224
Maintenance and Service Agreements	727	611	(116)	727	2,422	3,101	679	2,411	(11)
Outside Contracts	5,280	3,100	(2,180)	0	6,360	9,500	3,140	17	(6,343)
Professional Services	5,940	8,075	2,135	0	5,940	8,175	2,235	0	(5,940)
Insurance	2,118	1,825	(293)	9,575	6,111	5,475	(636)	28,678	22,566
Utilities	16,510	18,524	2,014	18,632	51,019	56,234	5,215	54,935	3,917
Taxes and Permits	219	564	345	8,588	626	2,266	1,640	25,302	24,676
Postage	34	45	11	18	54	85	31	34	(20)
Uniforms	2,155	1,925	(230)	85	2,257	1,925	(332)	85	(2,172)
Total Operating Expenses	377,148	396,047	18,900	429,659	914,205	1,006,836	92,631	1,075,341	161,137
EBITDA	(377,148)	(396,047)	18,900	(429,659)	(914,205)	(1,006,836)	92,631	(1,075,341)	161,137
Pre Depreciation Gross	(377,148)	(396,047)	18,900	(429,659)	(914,205)	(1,006,836)	92,631	(1,075,341)	161,137
Depreciation	57,455	59,728	2,273	52,583	170,226	179,184	8,958	158,810	(11,416)
Net Income / Cost of Operations	<u>(434,602)</u>	<u>(455,775)</u>	<u>21,173</u>	<u>(482,242)</u>	<u>(1,084,430)</u>	<u>(1,186,020)</u>	<u>101,590</u>	<u>(1,234,151)</u>	<u>149,721</u>

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	0	0	0	10,675	0	0	0	15,823	(15,823)
Golf	307,245	316,453	(9,208)	314,203	1,329,676	1,544,060	(214,384)	1,458,815	(129,139)
Pro Shop	34,051	31,818	2,233	33,183	64,333	61,604	2,729	51,451	12,882
Facility Use Fees	0	0	0	0	0	0	0	62	(62)
Commissions	20	50	(30)	25	62	136	(74)	69	(7)
Other	1,289	2,107	(818)	2,003	3,947	4,932	(985)	4,721	(774)
Total Income	342,605	350,428	(7,823)	360,089	1,398,017	1,610,732	(212,715)	1,530,942	(132,925)
Food and Beverage	0	0	0	4,078	0	0	0	7,071	7,071
Pro Shop	26,116	22,898	(3,218)	23,457	47,766	45,921	(1,845)	37,590	(10,176)
Total Cost of Goods	26,116	22,898	(3,218)	27,536	47,766	45,921	(1,845)	44,660	(3,106)
Gross Profit	316,489	327,530	(11,041)	332,553	1,350,252	1,564,812	(214,560)	1,486,282	(136,030)
Expenses									
Salary and Wages	98,797	126,835	28,038	106,446	218,399	277,296	58,897	220,372	1,973
Employee Benefits	11,559	14,548	2,989	25,513	27,045	32,791	5,745	55,269	28,224
Memberships, Training and Travel	265	5,435	5,170	244	4,542	10,925	6,383	3,168	(1,374)
Supplies	2,187	16,059	13,872	3,090	6,647	21,690	15,043	8,014	1,367
Fuel and Oil	251	334	83	0	1,179	984	(195)	72	(1,107)
Equipment and Tools	3,446	4,255	809	(250)	6,967	10,978	4,011	4,800	(2,167)
Lease, Rents and Licenses	28,913	26,182	(2,731)	22,309	73,548	71,670	(1,878)	67,528	(6,019)
Maintenance and Repairs	2,569	22,020	19,451	718	6,602	25,491	18,889	7,084	482
Maintenance and Service Agreements	6,955	5,868	(1,087)	7,230	21,372	17,304	(4,068)	18,649	(2,723)
Outside Contracts	2,179	3,225	1,046	3,567	6,748	7,716	968	7,235	487
Professional Services	0	0	0	313	0	250	250	438	438
Insurance	1,149	1,068	(81)	2,840	3,351	3,204	(147)	8,574	5,222
Utilities	9,400	9,632	232	9,924	28,804	31,142	2,338	32,586	3,781
Taxes and Permits	37	317	280	1,100	48	1,729	1,681	4,281	4,233
Postage	159	0	(159)	57	251	0	(251)	137	(114)
Credit Card Fees & Interest Expense	7,636	7,413	(223)	6,685	25,911	26,712	801	23,845	(2,066)
Advertising Expense	0	750	750	811	200	950	750	2,143	1,943
Uniforms	57	0	(57)	0	457	2,838	2,381	0	(457)
Other	(44)	880	924	6,805	(4,215)	1,713	5,928	10,193	14,408
Total Operating Expenses	175,516	244,821	69,305	197,401	427,857	545,382	117,525	474,386	46,529

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
EBITDA	140,973	82,709	58,264	135,152	922,395	1,019,429	(97,035)	1,011,896	(89,501)
Pre Depreciation Gross	140,973	82,709	58,264	135,152	922,395	1,019,429	(97,035)	1,011,896	(89,501)
Depreciation	3,802	3,648	(154)	4,287	11,406	10,944	(462)	12,860	1,454
Net Income / Cost of Operations	<u>137,171</u>	<u>79,061</u>	<u>58,110</u>	<u>130,865</u>	<u>910,988</u>	<u>1,008,485</u>	<u>(97,497)</u>	<u>999,036</u>	<u>(88,048)</u>

Bella Vista POA
ec Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-/
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	2,249	1,376	873	1,084	3,635	2,873	762	2,479	1,156
Pro Shop	0	995	(995)	0	0	1,607	(1,607)	0	0
Other Recreation	3,259	2,190	1,069	2,151	6,710	4,901	1,809	4,847	1,863
RV	28,261	22,348	5,913	20,295	51,199	38,062	13,137	35,418	15,781
Facility Use Fees	35,468	29,939	5,529	29,348	120,684	98,758	21,926	97,370	23,314
Boat	28,101	29,760	(1,659)	26,518	60,436	52,760	7,676	47,925	12,510
Other	2,373	2,085	288	2,051	3,358	2,849	509	2,780	578
Total Income	99,711	88,693	11,018	81,447	246,022	201,810	44,212	190,819	55,202
Food and Beverage	411	674	263	463	1,086	1,588	502	1,272	186
Pro Shop	0	660	660	0	0	2,460	2,460	0	0
Recreation	1,566	6,802	5,236	534	2,490	9,476	6,986	1,080	(1,410)
Total Cost of Goods	1,977	8,136	6,159	997	3,576	13,524	9,948	2,351	(1,225)
Gross Profit	97,734	80,557	17,177	80,450	242,446	188,286	54,160	188,468	53,978
Expenses									
Salary and Wages	73,044	77,410	4,366	69,005	161,447	172,815	11,367	150,682	(10,766)
Employee Benefits	8,962	7,081	(1,881)	13,849	20,426	15,672	(4,754)	30,705	10,279
Memberships, Training and Travel	1,355	740	(615)	334	3,385	2,361	(1,024)	2,007	(1,378)
Supplies	9,996	9,716	(280)	4,897	20,070	22,234	2,164	12,881	(7,189)
Fuel and Oil	147	210	63	110	712	615	(97)	448	(264)
Equipment and Tools	14,416	26,175	11,759	32,947	53,595	91,994	38,399	75,566	21,971
Lease, Rents and Licenses	195	240	45	195	561	720	160	584	24
Maintenance and Repairs	11,456	29,580	18,124	14,375	48,691	69,376	20,685	41,335	(7,356)
Maintenance and Service Agreements	6,726	6,243	(483)	6,418	17,539	16,234	(1,305)	16,406	(1,133)
Outside Contracts	2,495	5,175	2,680	3,646	8,109	10,305	2,196	15,083	6,975
Insurance	793	562	(231)	3,852	2,159	1,686	(473)	11,601	9,442
Utilities	20,147	20,191	44	18,260	61,490	67,203	5,713	61,695	205
Taxes and Permits	1,344	420	(924)	3,014	3,278	3,771	493	11,722	8,444
Postage	0	10	10	0	10	22	12	0	(10)
Credit Card Fees & Interest Expense	2,130	1,209	(921)	1,044	5,415	3,266	(2,149)	2,766	(2,649)
Uniforms	76	675	599	0	76	1,125	1,049	0	(76)
Other	1,647	2,505	858	1,650	1,635	2,635	1,000	3,466	1,831
Total Operating Expenses	154,928	188,142	33,214	173,597	408,597	482,034	73,437	436,946	28,349

Bella Vista POA
ec Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-/
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
EBITDA	(57,194)	(107,585)	50,391	(93,147)	(166,151)	(293,748)	127,597	(248,478)	82,327
Pre Depreciation Gross	(57,194)	(107,585)	50,391	(93,147)	(166,151)	(293,748)	127,597	(248,478)	82,327
Depreciation	27,859	33,316	5,457	19,414	83,256	100,179	16,923	54,353	(28,904)
Net Income / Cost of Operations	<u>(85,053)</u>	<u>(140,901)</u>	<u>55,848</u>	<u>(112,562)</u>	<u>(249,407)</u>	<u>(393,927)</u>	<u>144,520</u>	<u>(302,830)</u>	<u>53,423</u>

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-AI
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	346	0	346	290	346	0	346	290	56
Stump Dump	0	0	0	14,105	0	0	0	38,770	(38,770)
AR MO Land Income	8,175	0	8,175	0	8,175	0	8,175	3,000	5,175
Cell Tower Rents	0	2,400	(2,400)	5,714	27,806	29,200	(1,394)	32,320	(4,514)
Other	0	0	0	8,784	0	0	0	23,670	(23,670)
Total Income	8,521	2,400	6,121	28,893	36,327	29,200	7,127	98,051	(61,724)
Gross Profit	8,521	2,400	6,121	28,893	36,327	29,200	7,127	98,051	(61,724)
Expenses									
Salary and Wages	150,491	155,423	4,933	159,929	351,564	357,521	5,957	351,882	317
Employee Benefits	19,381	20,465	1,085	45,276	47,488	48,008	520	94,841	47,353
Memberships, Training and Travel	0	340	340	332	294	340	46	332	38
Supplies	1,222	1,155	(67)	1,899	3,848	3,780	(68)	4,473	625
Fuel and Oil	4,461	4,793	332	5,072	14,880	13,561	(1,319)	15,489	609
Equipment and Tools	2,099	4,650	2,552	8,552	6,192	17,935	11,743	25,648	19,456
Lease, Rents and Licenses	12	76	64	256	40	228	188	555	515
Maintenance and Repairs	9,044	13,385	4,341	12,437	26,970	31,390	4,420	34,909	7,939
Maintenance and Service Agreements	458	466	8	458	1,444	1,648	204	1,379	(65)
Outside Contracts	97	65	(32)	99	338	195	(143)	417	80
Professional Services	0	0	0	0	4,786	0	(4,786)	0	(4,786)
Insurance	3,783	3,533	(250)	8,529	11,212	10,599	(613)	25,709	14,497
Utilities	3,702	3,626	(76)	3,662	11,589	12,098	509	13,100	1,511
Taxes and Permits	233	0	(233)	2,286	2,088	924	(1,164)	7,115	5,027
Postage	0	0	0	12	0	0	0	12	12
Uniforms	638	2,700	2,062	53	638	2,700	2,062	130	(509)
Other	0	0	0	0	396	0	(396)	0	(396)
Total Operating Expenses	195,619	210,678	15,059	248,853	483,767	500,927	17,160	575,990	92,223
EBITDA	(187,098)	(208,278)	21,179	(219,961)	(447,440)	(471,727)	24,287	(477,939)	30,499
Allocations - MAC	(37,639)	(37,639)	0	(48,480)	(112,918)	(112,918)	0	(115,565)	(2,647)
Total Allocations	(37,639)	(37,639)	0	(48,480)	(112,918)	(112,918)	0	(115,565)	(2,647)
Pre Depreciation Gross	(149,459)	(170,638)	21,179	(171,481)	(334,522)	(358,809)	24,287	(362,374)	27,852

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-AI
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	12,891	12,886	(5)	12,752	38,618	38,737	119	38,256	(362)
Net Income / Cost of Operations	<u>(162,350)</u>	<u>(183,524)</u>	<u>21,174</u>	<u>(184,233)</u>	<u>(373,140)</u>	<u>(397,546)</u>	<u>24,406</u>	<u>(400,630)</u>	<u>27,490</u>

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD					
	MTD March 2019				Actual	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR			Actual	Budget	VAR		
Income										
City of Bella Vista	2,903	3,125	(222)	0	2,903	3,125	(222)	0	2,903	
Other Recreation	534	668	(134)	507	1,066	1,343	(277)	1,058	8	
RV	27,088	25,000	2,088	27,003	67,659	80,000	(12,341)	85,930	(18,270)	
Facility Use Fees	6,074	9,143	(3,069)	9,843	16,887	16,603	284	21,069	(4,182)	
Boat	109,571	107,450	2,121	107,790	200,966	212,650	(11,684)	206,148	(5,182)	
Donations Received	50	5	45	0	50	5	45	0	50	
Other	(1)	0	(1)	0	3	0	3	(163)	166	
Total Income	146,219	145,391	828	145,141	289,534	313,726	(24,192)	314,041	(24,507)	
Recreation	1,502	2,071	569	2,039	3,420	3,738	318	3,647	227	
Total Cost of Goods	1,502	2,071	569	2,039	3,420	3,738	318	3,647	227	
Gross Profit	144,717	143,320	1,397	143,102	286,115	309,988	(23,873)	310,394	(24,280)	
Expenses										
Salary and Wages	41,320	44,734	3,413	39,411	92,810	99,357	6,546	89,603	(3,208)	
Employee Benefits	5,919	5,371	(548)	7,428	12,929	12,423	(506)	18,524	5,595	
Memberships, Training and Travel	205	0	(205)	0	205	2,653	2,448	1,088	883	
Supplies	11,015	18,685	7,670	4,381	18,401	29,860	11,459	14,041	(4,359)	
Fuel and Oil	1,707	1,465	(242)	1,335	4,935	4,490	(445)	4,327	(608)	
Equipment and Tools	(308)	1,450	1,758	0	4,408	14,555	10,147	3,835	(572)	
Lease, Rents and Licenses	12	32	20	12	41	96	55	35	(7)	
Maintenance and Repairs	8,891	17,050	8,159	5,390	21,413	37,250	15,837	10,650	(10,763)	
Maintenance and Service Agreements	1,851	2,194	343	2,418	5,533	6,474	941	7,284	1,751	
Outside Contracts	3,854	2,640	(1,214)	3,289	7,012	4,580	(2,432)	6,544	(468)	
Insurance	1,001	823	(178)	3,972	2,840	2,469	(371)	11,923	9,084	
Utilities	4,101	3,647	(454)	3,502	12,892	12,771	(121)	12,666	(226)	
Taxes and Permits	69	110	41	4,893	230	330	100	14,777	14,547	
Postage	0	10	10	0	29	65	36	0	(29)	
Credit Card Fees & Interest Expense	3,131	3,115	(16)	3,439	7,299	7,595	296	7,903	604	
Advertising Expense	0	0	0	0	0	500	500	193	193	
Uniforms	0	1,650	1,650	0	0	1,650	1,650	0	0	
Other	0	0	0	(221)	(6)	0	6	(220)	(214)	
Total Operating Expenses	82,768	102,976	20,208	79,249	190,971	237,118	46,147	203,175	12,204	
EBITDA	61,949	40,344	21,604	63,853	95,144	72,870	22,274	107,220	(12,076)	

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Three Months Ending March 31, 2019

	MTD				YTD				
	MTD March 2019			Prior Year	YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Pre Depreciation Gross	61,949	40,344	21,604	63,853	95,144	72,870	22,274	107,220	(12,076)
Depreciation	9,752	9,851	99	9,257	29,257	29,341	84	27,712	(1,545)
Net Income / Cost of Operations	<u>52,197</u>	<u>30,493</u>	<u>21,703</u>	<u>54,596</u>	<u>65,887</u>	<u>43,529</u>	<u>22,358</u>	<u>79,508</u>	<u>(13,620)</u>

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD					
	MTD March 2019				Actual	YTD March 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR			Actual	Budget	VAR		
Income										
Assessments	682,192	669,800	12,392	662,572	2,017,865	2,008,800	9,065	1,986,196	31,669	
Facility Use Fees	49,771	32,000	17,771	47,305	133,556	134,000	(444)	137,235	(3,679)	
Investment Income	(1,452)	0	(1,452)	8,662	1,542	0	1,542	909	633	
Lot Sales	17,761	10,000	7,761	55,935	28,444	26,000	2,444	74,906	(46,462)	
Transfer Fees	37,650	34,500	3,150	31,650	111,630	95,500	16,130	88,760	22,870	
Past Due Collections	6,140	27,500	(21,360)	29,428	29,344	78,773	(49,430)	102,472	(73,128)	
Advertising Income	8,170	14,500	(6,330)	8,117	44,377	31,800	12,577	37,736	6,642	
Rebates	0	0	0	0	53,147	95,000	(41,853)	0	53,147	
POA Lot Inventory Valuation	(121,385)	1,500	(122,885)	6,260	(121,874)	4,500	(126,374)	5,916	(127,790)	
Water Rent Income	5,637	5,637	0	5,473	16,911	16,911	0	16,418	493	
Cell Tower Rents	0	0	0	0	1,069,000	1,028,377	40,623	0	1,069,000	
Legal Fees	225	750	(525)	1,389	501	2,250	(1,749)	3,462	(2,961)	
NSF Fees	625	340	285	475	1,500	1,020	480	1,275	225	
Other	(42)	0	(42)	(152)	66	0	66	(79)	145	
Total Income	685,291	796,527	(111,236)	857,114	3,386,008	3,522,931	(136,923)	2,455,206	930,802	
Gross Profit	685,291	796,527	(111,236)	857,114	3,386,008	3,522,931	(136,923)	2,455,206	930,802	
Expenses										
Salary and Wages	267,161	262,591	(4,570)	243,261	583,939	614,676	30,737	577,275	(6,664)	
Employee Benefits	121,271	124,061	2,790	61,987	339,548	349,319	9,772	146,641	(192,906)	
Memberships, Training and Travel	9,609	10,075	466	12,208	24,421	32,007	7,586	39,410	14,989	
Supplies	2,729	5,495	2,766	2,284	11,107	23,570	12,463	18,136	7,029	
Fuel and Oil	189	265	76	208	543	832	289	652	109	
Equipment and Tools	(809)	3,093	3,901	9,334	6,885	8,677	1,792	29,732	22,847	
Lease, Rents and Licenses	7,988	6,509	(1,479)	5,386	19,603	19,577	(26)	16,274	(3,329)	
Maintenance and Repairs	96	179	83	53	1,225	458	(767)	124	(1,101)	
Maintenance and Service Agreements	7,708	6,930	(778)	4,336	96,526	93,710	(2,816)	72,874	(23,652)	
Outside Contracts	33,501	29,527	(3,974)	(3,039)	72,503	70,019	(2,484)	46,207	(26,296)	
Professional Services	39,430	10,950	(28,480)	22,192	81,569	23,700	(57,869)	30,670	(50,899)	
Insurance	31,070	31,816	746	2,934	93,686	95,448	1,762	8,869	(84,817)	
Utilities	8,299	10,159	1,860	10,643	29,826	31,448	1,621	33,562	3,736	
Taxes and Permits	27,826	24,246	(3,580)	7,250	77,320	79,056	1,736	17,476	(59,844)	
Postage	1,581	5,092	3,511	5,556	12,588	35,065	22,477	33,199	20,611	
Credit Card Fees & Interest Expense	2,341	4,080	1,739	3,403	6,449	11,440	4,991	9,903	3,453	
Membership Elections	23,200	0	(23,200)	23,200	23,200	25,000	1,800	23,251	51	

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Three Months Ending March 31, 2019

	MTD			Prior Year	YTD				
	MTD March 2019				YTD March 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Advertising Expense	6,518	15,650	9,132	7,562	29,027	40,250	11,223	32,778	3,751
Bad Debts	(6,931)	6,500	13,431	4,500	17,833	19,500	1,667	11,500	(6,333)
Uniforms	259	300	41	6,281	1,979	6,000	4,021	11,310	9,332
Investment Fund Fees	(142)	0	142	425	212	0	(212)	1,279	1,067
Donations	0	250	250	0	0	750	750	0	0
Other	(2,448)	7,860	10,308	21,006	(19,887)	25,990	45,877	24,283	44,170
Total Operating Expenses	580,448	565,628	(14,820)	450,971	1,510,102	1,606,491	96,389	1,185,404	(324,697)
EBITDA	104,843	230,899	(126,055)	406,143	1,875,906	1,916,440	(40,534)	1,269,802	606,104
Allocations - F & A	(63,873)	(63,873)	0	(80,398)	(191,620)	(191,620)	0	(236,244)	(44,623)
Total Allocations	(63,873)	(63,873)	0	(80,398)	(191,620)	(191,620)	0	(236,244)	(44,623)
Pre Depreciation Gross	168,717	294,772	(126,055)	486,540	2,067,526	2,108,061	(40,534)	1,506,045	561,481
Depreciation	10,586	10,586	0	11,169	31,758	31,758	0	34,001	2,243
Net Income / Cost of Operations	158,131	284,186	(126,055)	475,372	2,035,768	2,076,303	(40,534)	1,472,044	563,724