

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Five Months Ending May 31, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD May 2019		VAR		YTD May 2019	VAR			
	Actual	Budget					Actual		
Income									
Assessments	673,281	670,400	2,881	663,944	3,366,174	3,349,600	16,574	3,313,136	53,038
City of Bella Vista	0	0	0	0	3,249	3,125	124	3,193	56
Food and Beverage	205,024	181,983	23,041	191,148	726,193	626,541	99,652	566,609	159,585
Golf	346,234	357,298	(11,064)	364,522	2,003,683	2,178,314	(174,631)	2,108,850	(105,168)
Pro Shop	66,282	64,058	2,224	64,647	185,830	184,055	1,775	171,679	14,151
Other Recreation	6,574	6,262	312	4,231	18,930	16,301	2,629	13,161	5,768
RV	34,928	31,348	3,580	26,877	194,741	184,459	10,282	176,439	18,302
Facility Use Fees	96,263	98,809	(2,546)	106,308	431,724	404,386	27,338	430,375	1,350
Boat	50,490	60,710	(10,220)	47,204	366,732	373,205	(6,473)	341,275	25,457
Investment Income	25	5,000	(4,975)	27,272	9,269	25,000	(15,731)	20,140	(10,871)
Water	598,999	628,177	(29,178)	614,627	2,883,903	3,012,681	(128,778)	2,862,142	21,762
Restricted Revenue	1,025	330	695	701	5,311	1,650	3,661	2,770	2,542
Stump Dump	0	0	0	15,763	0	0	0	67,752	(67,752)
Lot Sales	4,987	12,000	(7,013)	10,767	36,070	67,000	(30,930)	99,334	(63,264)
Transfer Fees	54,030	40,000	14,030	34,440	197,460	170,000	27,460	153,230	44,230
Past Due Collections	15,785	27,500	(11,715)	32,441	52,085	133,773	(81,688)	170,643	(118,558)
Advertising Income	21,529	14,500	7,029	9,218	76,966	53,900	23,066	63,190	13,776
Rebates	138	0	138	40	53,583	95,000	(41,417)	40	53,543
POA Lot Inventory Valuation	8,705	1,500	7,205	16,848	(113,097)	20,500	(133,597)	22,275	(135,372)
Water Capital Buy In Fees	35,000	47,500	(12,500)	65,000	222,500	230,000	(7,500)	309,020	(86,520)
Water Late Fees	13,977	13,500	477	14,121	66,095	67,500	(1,405)	67,516	(1,421)
AR MO Land Income	0	0	0	0	8,175	0	8,175	3,000	5,175
Water Rent Income	5,637	5,637	0	5,473	28,185	28,185	0	27,364	821
Commissions	102	78	24	39	208	334	(126)	167	41
Cell Tower Rents	3,200	2,400	800	2,400	1,106,854	1,062,377	44,477	37,120	1,069,733
Legal Fees	729	750	(21)	100	1,594	3,750	(2,156)	3,887	(2,293)
Rents - Leases Facilities	500	500	0	500	2,500	2,500	0	2,500	0
Donations Received	0	20	(20)	0	50	35	15	0	50
NSF Fees	550	565	(15)	250	3,575	2,825	750	2,750	825
Other	11,125	10,306	819	21,000	73,539	47,348	26,191	90,071	(16,532)
Total Income	2,255,119	2,281,131	(26,012)	2,339,878	12,012,083	12,344,344	(332,261)	11,129,628	882,455
Food and Beverage	69,866	62,343	(7,523)	76,567	268,077	214,340	(53,737)	217,596	(50,481)
Water	210,465	189,629	(20,836)	205,885	900,553	908,769	8,216	931,457	30,904
Pro Shop	50,267	49,660	(607)	47,549	141,739	141,391	(349)	126,753	(14,986)

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Five Months Ending May 31, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared	
	MTD May 2019		VAR		Actual	YTD May 2019				Actual
	Actual	Budget				Actual	Budget			
Recreation	6,535	5,431	(1,104)	2,622	17,747	24,040	6,293	11,665	(6,081)	
Total Cost of Goods	337,133	307,063	(30,070)	332,623	1,328,116	1,288,540	(39,576)	1,287,471	(40,644)	
Gross Profit	1,917,986	1,974,068	(56,082)	2,007,256	10,683,967	11,055,804	(371,837)	9,842,157	841,810	
Expenses										
Salary and Wages	770,033	795,576	25,543	796,458	3,848,950	4,047,465	198,515	3,831,308	(17,642)	
Employee Benefits	192,789	202,090	9,301	231,685	1,004,169	1,024,918	20,750	1,082,231	78,063	
Memberships, Training and Travel	10,324	14,429	4,105	15,647	75,428	94,644	19,216	91,584	16,156	
Supplies	173,943	121,622	(52,321)	113,241	528,833	553,189	24,355	524,589	(4,244)	
Fuel and Oil	23,481	29,357	5,877	28,907	90,989	105,827	14,838	99,529	8,539	
Equipment and Tools	23,980	22,899	(1,081)	141,910	172,383	246,156	73,774	398,017	225,634	
Lease, Rents and Licenses	82,023	81,029	(994)	81,305	395,634	394,074	(1,560)	410,368	14,733	
Maintenance and Repairs	85,085	119,311	34,226	208,807	393,556	592,385	198,829	560,044	166,488	
Maintenance and Service Agreements	28,716	33,437	4,721	66,029	264,462	254,458	(10,004)	270,539	6,077	
Outside Contracts	39,509	41,009	1,500	13,903	254,298	255,203	905	188,249	(66,049)	
Professional Services	298,483	13,900	(284,583)	29,697	452,990	67,475	(385,515)	75,487	(377,502)	
Insurance	52,112	51,101	(1,011)	47,222	258,560	255,505	(3,055)	236,812	(21,748)	
Utilities	74,421	83,359	8,938	77,901	424,055	451,363	27,308	443,130	19,076	
Taxes and Permits	71,931	53,546	(18,385)	57,107	265,309	242,657	(22,652)	250,287	(15,022)	
Postage	19,495	12,810	(6,685)	11,448	58,956	71,760	12,804	68,426	9,470	
Credit Card Fees & Interest Expense	39,917	40,821	904	41,811	196,186	195,218	(968)	195,040	(1,146)	
Membership Elections	7,535	0	(7,535)	15,816	39,858	38,000	(1,858)	39,067	(791)	
Advertising Expense	22,908	21,350	(1,558)	16,801	78,712	88,520	9,808	71,045	(7,667)	
Bad Debts	4,318	6,500	2,182	4,993	27,235	32,500	5,265	21,223	(6,012)	
Uniforms	1,066	1,541	475	9,453	20,971	38,539	17,568	33,972	13,002	
Investment Fund Fees	0	350	350	1,217	1,523	1,750	227	6,108	4,584	
Donations	0	250	250	38	0	1,250	1,250	9,551	9,551	
Other	4,503	9,521	5,018	(15,851)	(18,392)	49,581	67,973	24,383	42,775	
Total Operating Expenses	2,026,573	1,755,809	(270,765)	1,995,546	8,834,664	9,102,436	267,772	8,930,990	96,326	
EBITDA	(108,588)	218,259	(326,847)	11,710	1,849,302	1,953,368	(104,066)	911,167	938,136	
Pre Depreciation Gross	(108,588)	218,259	(326,847)	11,710	1,849,302	1,953,368	(104,066)	911,167	938,136	
Depreciation	278,414	279,909	1,495	232,872	1,340,889	1,386,372	45,483	1,163,435	(177,454)	

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Five Months Ending May 31, 2019

	MTD				YTD				
	MTD May 2019			Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Net Income / Cost of Operations	<u>(387,002)</u>	<u>(61,650)</u>	<u>(325,352)</u>	<u>(221,162)</u>	<u>508,414</u>	<u>566,996</u>	<u>(58,582)</u>	<u>(252,268)</u>	<u>760,681</u>

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2019

	MTD				YTD				
	MTD May 2019		VAR	Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Income									
Assessments	100	100	0	100	500	500	0	500	0
Investment Income	0	5,000	(5,000)	(3,090)	4,311	25,000	(20,689)	13,115	(8,804)
Water	598,999	628,177	(29,178)	614,627	2,883,903	3,012,681	(128,778)	2,862,142	21,762
Restricted Revenue	1,025	330	695	701	5,311	1,650	3,661	2,770	2,542
Water Capital Buy In Fees	35,000	47,500	(12,500)	65,000	222,500	230,000	(7,500)	309,020	(86,520)
Water Late Fees	13,977	13,500	477	14,121	66,095	67,500	(1,405)	67,516	(1,421)
NSF Fees	250	225	25	225	1,500	1,125	375	975	525
Other	6,189	6,385	(196)	5,788	55,098	31,925	23,173	30,801	24,297
Total Income	655,540	701,217	(45,677)	697,471	3,239,219	3,370,381	(131,162)	3,286,838	(47,619)
Water	210,465	189,629	(20,836)	205,885	900,553	908,769	8,216	931,457	30,904
Total Cost of Goods	210,465	189,629	(20,836)	205,885	900,553	908,769	8,216	931,457	30,904
Gross Profit	445,075	511,588	(66,513)	491,586	2,338,665	2,461,612	(122,947)	2,355,381	(16,716)
Expenses									
Salary and Wages	75,979	79,685	3,706	43,993	399,823	433,378	33,554	382,055	(17,768)
Employee Benefits	19,276	25,783	6,506	29,475	122,092	133,423	11,331	140,794	18,703
Memberships, Training and Travel	1,074	2,020	946	1,205	10,695	11,715	1,020	10,491	(204)
Supplies	29,815	16,795	(13,020)	15,279	112,885	109,525	(3,360)	84,742	(28,143)
Fuel and Oil	4,248	4,665	417	5,535	21,247	25,385	4,138	24,276	3,029
Equipment and Tools	482	230	(252)	109,298	15,891	18,610	2,719	132,313	116,421
Lease, Rents and Licenses	5,994	5,937	(57)	5,715	29,532	29,685	153	28,573	(959)
Maintenance and Repairs	6,904	16,950	10,046	20,701	66,304	87,050	20,746	76,831	10,527
Maintenance and Service Agreements	949	5,358	4,409	6,607	42,133	45,990	3,857	47,581	5,448
Outside Contracts	21,056	18,024	(3,032)	7,780	111,876	104,216	(7,660)	51,901	(59,975)
Professional Services	4,418	3,000	(1,418)	1,046	5,798	9,000	3,202	8,504	2,706
Insurance	10,482	10,628	146	9,535	52,843	53,140	297	48,308	(4,535)
Utilities	6,587	7,965	1,378	6,459	42,496	42,930	434	43,615	1,119
Taxes and Permits	17,155	17,606	451	15,983	86,077	86,475	398	80,526	(5,551)
Postage	7,772	4,100	(3,672)	4,121	24,261	20,500	(3,761)	19,667	(4,594)
Credit Card Fees & Interest Expense	19,471	20,067	596	22,072	101,442	100,335	(1,107)	107,564	6,122
Bad Debts	87	0	(87)	(161)	(431)	0	431	(2,584)	(2,153)
Uniforms	0	0	0	3,653	3,539	3,700	161	3,653	115
Investment Fund Fees	0	350	350	3,291	1,311	1,750	439	27,326	26,015
Donations	0	0	0	0	0	0	0	4,500	4,500

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2019

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	(0)	0	0	(2,025)	313	400	87	(1,468)	(1,780)
Total Operating Expenses	231,749	239,163	7,414	309,563	1,250,125	1,317,206	67,081	1,319,166	69,042
EBITDA	213,326	272,425	(59,099)	182,024	1,088,541	1,144,406	(55,865)	1,036,215	52,326
Allocations - MAC	37,639	37,639	0	53,328	188,196	188,196	0	216,783	28,586
Allocations - F & A	70,618	70,618	0	61,685	353,088	353,088	0	355,860	2,772
Total Allocations	108,257	108,257	0	115,014	541,285	541,285	0	572,643	31,358
Pre Depreciation Gross	105,069	164,168	(59,099)	67,010	547,256	603,121	(55,865)	463,572	83,684
Depreciation	108,254	107,011	(1,243)	86,196	486,123	513,988	27,865	430,732	(55,390)
Net Income / Cost of Operations	(3,185)	57,157	(60,342)	(19,186)	61,133	89,133	(28,000)	32,840	28,294

Bella Vista POA
POA w/o Water-All
For the Five Months Ending May 31, 2019

	MTD			Prior Year	YTD					
	MTD May 2019		VAR		Actual	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget				Actual	Budget	VAR		
Salary and Wages	694,054	715,891	21,837	752,465	3,449,127	3,614,087	164,960	3,449,253	126	
Employee Benefits	173,513	176,308	2,795	202,209	882,077	891,496	9,419	941,437	59,360	
Memberships, Training and Travel	9,250	12,409	3,159	14,442	64,733	82,929	18,196	81,093	16,360	
Supplies	144,129	104,827	(39,302)	97,962	415,949	443,664	27,715	439,847	23,899	
Fuel and Oil	19,232	24,692	5,460	23,372	69,742	80,442	10,700	75,253	5,510	
Equipment and Tools	23,498	22,669	(829)	32,613	156,491	227,546	71,055	265,704	109,213	
Lease, Rents and Licenses	76,029	75,092	(937)	75,591	366,102	364,389	(1,713)	381,795	15,693	
Maintenance and Repairs	78,181	102,361	24,180	188,106	327,252	505,335	178,082	483,213	155,960	
Maintenance and Service Agreements	27,768	28,079	311	59,422	222,329	208,468	(13,861)	222,959	629	
Outside Contracts	18,453	22,985	4,532	6,122	142,422	150,987	8,565	136,349	(6,074)	
Professional Services	294,065	10,900	(283,165)	28,651	447,192	58,475	(388,717)	66,984	(380,208)	
Insurance	41,630	40,473	(1,157)	37,687	205,717	202,365	(3,352)	188,503	(17,213)	
Utilities	67,835	75,394	7,559	71,442	381,559	408,433	26,874	399,516	17,957	
Taxes and Permits	54,776	35,940	(18,836)	41,125	179,232	156,182	(23,050)	169,761	(9,471)	
Postage	11,723	8,710	(3,013)	7,327	34,695	51,260	16,565	48,759	14,064	
Credit Card Fees & Interest Expense	20,446	20,754	308	19,740	94,744	94,883	138	87,476	(7,268)	
Membership Elections	7,535	0	(7,535)	15,816	39,858	38,000	(1,858)	39,067	(791)	
Advertising Expense	22,908	21,350	(1,558)	16,801	78,712	88,520	9,808	71,045	(7,667)	
Bad Debts	4,230	6,500	2,270	5,154	27,666	32,500	4,834	23,808	(3,859)	
Uniforms	1,066	1,541	475	5,800	17,432	34,839	17,407	30,319	12,887	
Investment Fund Fees	0	0	0	(2,074)	212	0	(212)	(21,218)	(21,430)	
Donations	0	250	250	38	0	1,250	1,250	5,051	5,051	
Other	4,503	9,521	5,018	(13,826)	(18,704)	49,181	67,885	25,851	44,555	
Total Operating Expenses	1,794,824	1,516,646	(278,179)	1,685,983	7,584,540	7,785,230	200,691	7,611,824	27,284	
EBITDA	(321,914)	(54,166)	(267,748)	(170,063)	760,762	808,962	(48,200)	(125,048)	885,810	
Allocations - MAC	(37,639)	(37,639)	0	(53,328)	(188,196)	(188,196)	0	(216,783)	(28,586)	
Allocations - F & A	(70,618)	(70,618)	0	(61,685)	(353,088)	(353,088)	0	(355,860)	(2,772)	
Total Allocations	(108,257)	(108,257)	0	(115,014)	(541,285)	(541,285)	0	(572,643)	(31,358)	
Pre Depreciation Gross	(213,657)	54,091	(267,748)	(55,050)	1,302,046	1,350,247	(48,200)	447,595	854,452	
Depreciation	170,160	172,898	2,738	146,675	854,766	872,384	17,618	732,702	(122,064)	
Net Income / Cost of Operations	(383,817)	(118,807)	(265,010)	(201,725)	447,280	477,863	(30,582)	(285,108)	732,388	

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

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	201,765	177,033	24,732	173,599	718,131	617,144	100,987	519,341	198,790
Facility Use Fees	(4,616)	(3,940)	(676)	(3,501)	(24,682)	(22,677)	(2,005)	(6,847)	(17,834)
Rebates	138	0	138	40	436	0	436	40	396
Other	33	0	33	29	150	0	150	32	119
Total Income	197,320	173,093	24,227	170,167	694,036	594,467	99,569	512,565	181,471
Food and Beverage	68,791	60,013	(8,778)	66,181	264,780	209,503	(55,277)	192,792	(71,988)
Total Cost of Goods	68,791	60,013	(8,778)	66,181	264,780	209,503	(55,277)	192,792	(71,988)
Gross Profit	128,529	113,080	15,449	103,986	429,256	384,964	44,292	319,773	109,483
Expenses									
Salary and Wages	79,454	81,480	2,026	96,719	429,463	411,742	(17,271)	405,141	(24,322)
Employee Benefits	11,617	9,597	(2,020)	20,591	60,675	48,709	(11,967)	96,770	36,095
Memberships, Training and Travel	722	3,975	3,253	5,567	7,597	9,125	1,528	10,816	3,219
Supplies	10,597	8,200	(2,397)	13,203	44,244	28,950	(15,294)	45,921	1,677
Fuel and Oil	64	0	(64)	87	332	0	(332)	442	110
Equipment and Tools	25	1,050	1,025	1,917	2,216	4,017	1,801	11,109	8,892
Lease, Rents and Licenses	86	166	80	281	1,590	830	(760)	1,272	(317)
Maintenance and Repairs	482	300	(182)	591	1,818	1,300	(518)	5,508	3,690
Maintenance and Service Agreements	648	1,615	967	391	3,845	8,307	4,462	2,781	(1,064)
Outside Contracts	155	796	641	1,050	675	5,106	4,431	4,835	4,159
Professional Services	0	0	0	0	0	0	0	341	341
Insurance	1,145	846	(299)	1,335	5,909	4,230	(1,679)	6,111	202
Utilities	4,898	6,013	1,115	4,789	26,343	28,015	1,672	30,858	4,515
Taxes and Permits	4,523	5,050	527	5,433	5,265	5,050	(215)	10,001	4,736
Postage	23	0	(23)	0	23	0	(23)	2	(21)
Credit Card Fees & Interest Expense	5,178	3,820	(1,358)	4,914	19,925	15,060	(4,865)	16,399	(3,526)
Advertising Expense	2,147	2,930	783	1,762	16,632	13,650	(2,982)	13,570	(3,062)
Uniforms	387	0	(387)	0	2,176	6,000	3,824	6,122	3,946
Other	64	0	(64)	293	1,197	0	(1,197)	3,538	2,341
Total Operating Expenses	122,217	125,838	3,621	158,924	629,926	590,091	(39,835)	671,537	41,611
EBITDA	6,313	(12,758)	19,070	(54,938)	(200,670)	(205,127)	4,457	(351,764)	151,094

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	6,313	(12,758)	19,070	(54,938)	(200,670)	(205,127)	4,457	(351,764)	151,094
Depreciation	402	402	(0)	194	2,011	2,010	(1)	970	(1,041)
Net Income / Cost of Operations	<u>5,910</u>	<u>(13,160)</u>	<u>19,070</u>	<u>(55,132)</u>	<u>(202,681)</u>	<u>(207,137)</u>	<u>4,456</u>	<u>(352,734)</u>	<u>150,053</u>

Bella Vista POA
Clubhouses-All
For the Five Months Ending May 31, 2019

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Rents - Leases Facilities	500	500	0	500	2,500	2,500	0	2,500	0
Total Income	500	500	0	500	2,500	2,500	0	2,500	0
Gross Profit	500	500	0	500	2,500	2,500	0	2,500	0
Expenses									
Supplies	304	200	(104)	481	2,080	1,000	(1,080)	2,495	415
Equipment and Tools	895	100	(795)	138	2,311	1,200	(1,111)	776	(1,535)
Maintenance and Repairs	5,846	2,750	(3,096)	10,346	28,297	13,650	(14,647)	37,742	9,445
Maintenance and Service Agreements	7,457	4,357	(3,100)	5,344	27,012	21,176	(5,836)	22,780	(4,233)
Outside Contracts	630	1,050	420	1,050	3,823	2,410	(1,413)	3,723	(100)
Insurance	0	0	0	4,792	0	0	0	23,960	23,960
Utilities	7,199	8,707	1,508	15,070	43,331	42,785	(546)	44,415	1,084
Taxes and Permits	70	0	(70)	3,928	114	0	(114)	19,586	19,472
Advertising Expense	0	0	0	0	0	0	0	199	199
Other	0	0	0	0	0	0	0	1,245	1,245
Total Operating Expenses	22,401	17,164	(5,237)	41,148	106,968	82,221	(24,747)	156,920	49,952
EBITDA	(21,901)	(16,664)	(5,237)	(40,648)	(104,468)	(79,721)	(24,747)	(154,420)	49,952
Allocations - F & A	(6,744)	(6,744)	0	0	(33,721)	(33,721)	0	0	33,721
Total Allocations	(6,744)	(6,744)	0	0	(33,721)	(33,721)	0	0	33,721
Pre Depreciation Gross	(15,157)	(9,920)	(5,237)	(40,648)	(70,748)	(46,000)	(24,747)	(154,420)	83,673
Depreciation	48,415	44,466	(3,949)	37,081	242,511	222,186	(20,325)	186,814	(55,697)
Net Income / Cost of Operations	(63,572)	(54,386)	(9,186)	(77,729)	(313,259)	(268,186)	(45,073)	(341,234)	27,975

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

	MTD				YTD				
	MTD May 2019			Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Other	525	0	525	170	525	0	525	170	356
Total Income	525	0	525	170	525	0	525	170	356
Gross Profit	525	0	525	170	525	0	525	170	356
Expenses									
Salary and Wages	145,531	162,751	17,220	145,661	696,211	752,944	56,732	690,663	(5,548)
Employee Benefits	17,283	19,288	2,005	43,643	88,718	90,971	2,254	208,077	119,359
Memberships, Training and Travel	498	25	(473)	21	10,005	13,100	3,095	5,700	(4,306)
Supplies	109,132	72,952	(36,180)	65,848	267,346	264,135	(3,211)	287,102	19,756
Fuel and Oil	9,909	13,526	3,617	12,840	30,417	40,354	9,937	33,981	3,564
Equipment and Tools	2,039	2,800	761	7,263	27,641	40,948	13,307	49,960	22,319
Lease, Rents and Licenses	46,295	45,727	(568)	46,315	214,945	212,870	(2,075)	236,925	21,980
Maintenance and Repairs	36,021	43,205	7,184	92,361	135,633	189,677	54,044	220,366	84,734
Maintenance and Service Agreements	749	611	(138)	727	5,029	5,021	(8)	4,943	(86)
Outside Contracts	29	667	638	0	6,389	10,267	3,878	25	(6,364)
Professional Services	0	100	100	0	9,140	12,175	3,035	0	(9,140)
Insurance	2,169	1,825	(344)	9,621	10,313	9,125	(1,188)	47,819	37,506
Utilities	13,218	17,437	4,219	17,705	79,766	91,368	11,602	89,633	9,866
Taxes and Permits	14,131	589	(13,542)	8,577	16,175	3,491	(12,684)	42,430	26,255
Postage	0	95	95	0	66	225	159	34	(32)
Uniforms	0	450	450	1,341	6,793	9,135	2,342	7,393	600
Total Operating Expenses	397,003	382,048	(14,954)	451,921	1,604,586	1,745,806	141,220	1,925,049	320,463
EBITDA	(396,477)	(382,048)	(14,429)	(451,751)	(1,604,061)	(1,745,806)	141,745	(1,924,879)	320,819
Pre Depreciation Gross	(396,477)	(382,048)	(14,429)	(451,751)	(1,604,061)	(1,745,806)	141,745	(1,924,879)	320,819
Depreciation	56,335	57,976	1,641	53,391	286,051	296,888	10,837	265,008	(21,043)
Net Income / Cost of Operations	(452,812)	(440,024)	(12,787)	(505,142)	(1,890,111)	(2,042,694)	152,582	(2,189,887)	299,776

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

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	0	0	0	14,551	0	0	0	41,189	(41,189)
Golf	346,234	357,298	(11,064)	364,522	2,003,683	2,178,314	(174,631)	2,108,850	(105,168)
Pro Shop	66,282	63,153	3,129	64,647	185,830	180,538	5,292	171,679	14,151
Facility Use Fees	0	0	0	0	0	0	0	62	(62)
Commissions	102	78	24	39	208	334	(126)	167	41
Other	3,411	3,393	18	4,693	10,202	10,913	(711)	12,529	(2,327)
Total Income	416,028	423,922	(7,894)	448,451	2,199,923	2,370,099	(170,176)	2,334,477	(134,554)
Food and Beverage	0	0	0	9,170	0	0	0	21,944	21,944
Pro Shop	50,267	48,460	(1,807)	47,549	141,739	137,331	(4,409)	126,753	(14,986)
Total Cost of Goods	50,267	48,460	(1,807)	56,719	141,739	137,331	(4,409)	148,697	6,958
Gross Profit	365,761	375,462	(9,701)	391,733	2,058,184	2,232,768	(174,585)	2,185,780	(127,596)
Expenses									
Salary and Wages	84,939	94,289	9,350	100,000	387,642	461,934	74,292	408,132	20,490
Employee Benefits	9,773	10,971	1,199	23,285	46,593	54,548	7,955	104,958	58,365
Memberships, Training and Travel	3,542	1,535	(2,007)	618	8,235	12,495	4,260	7,346	(889)
Supplies	9,038	2,890	(6,148)	2,724	18,580	28,829	10,249	16,976	(1,605)
Fuel and Oil	101	383	282	55	1,439	1,723	284	180	(1,260)
Equipment and Tools	517	15,679	15,162	80	20,662	28,596	7,934	6,236	(14,426)
Lease, Rents and Licenses	22,391	22,342	(49)	22,309	118,248	116,354	(1,894)	112,147	(6,101)
Maintenance and Repairs	1,069	1,245	176	28,456	8,463	28,448	19,984	48,829	40,365
Maintenance and Service Agreements	7,519	6,227	(1,292)	7,539	38,360	30,077	(8,283)	35,740	(2,621)
Outside Contracts	3,222	5,536	2,314	4,980	13,573	16,986	3,413	16,260	2,687
Professional Services	0	0	0	0	0	500	500	625	625
Insurance	1,242	1,068	(174)	3,030	5,847	5,340	(507)	14,613	8,766
Utilities	9,888	9,935	47	8,875	48,350	50,702	2,352	51,367	3,017
Taxes and Permits	7,273	1,940	(5,333)	6,348	7,481	3,684	(3,797)	11,723	4,242
Postage	114	0	(114)	0	431	70	(361)	137	(294)
Credit Card Fees & Interest Expense	9,422	9,647	225	8,525	44,083	43,664	(420)	38,505	(5,578)
Advertising Expense	8,240	5,020	(3,220)	6,667	10,694	10,170	(524)	11,327	633
Uniforms	0	250	250	0	618	3,738	3,120	0	(618)
Other	(23)	721	744	739	(3,703)	2,986	6,689	11,971	15,674
Total Operating Expenses	178,266	189,679	11,413	224,232	775,599	900,842	125,243	897,072	121,472

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

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
EBITDA	187,495	185,783	1,712	167,501	1,282,584	1,331,926	(49,342)	1,288,708	(6,123)
Pre Depreciation Gross	187,495	185,783	1,712	167,501	1,282,584	1,331,926	(49,342)	1,288,708	(6,123)
Depreciation	3,802	3,648	(154)	4,063	19,011	18,240	(771)	21,244	2,234
Net Income / Cost of Operations	<u>183,693</u>	<u>182,135</u>	<u>1,558</u>	<u>163,437</u>	<u>1,263,574</u>	<u>1,313,686</u>	<u>(50,112)</u>	<u>1,267,464</u>	<u>(3,890)</u>

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

	MTD				YTD				
	MTD May 2019		VAR	Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Income									
Food and Beverage	3,252	4,950	(1,698)	2,997	8,055	9,397	(1,342)	6,079	1,976
Pro Shop	0	905	(905)	0	0	3,517	(3,517)	0	0
Other Recreation	5,962	4,549	1,413	2,783	16,737	12,348	4,389	10,006	6,731
RV	30,672	26,348	4,324	24,794	115,869	89,459	26,410	84,100	31,770
Facility Use Fees	55,575	61,304	(5,729)	64,279	218,707	193,002	25,705	195,714	22,993
Boat	12,838	19,260	(6,422)	2,519	85,266	83,755	1,511	57,018	28,248
Other	742	528	214	822	6,396	4,510	1,886	4,793	1,604
Total Income	109,041	117,844	(8,803)	98,195	451,031	395,988	55,043	357,709	93,322
Food and Beverage	1,074	2,330	1,256	1,216	3,296	4,837	1,541	2,860	(436)
Pro Shop	0	1,200	1,200	0	0	4,060	4,060	0	0
Recreation	3,266	3,648	382	968	8,147	15,042	6,895	3,001	(5,147)
Total Cost of Goods	4,341	7,178	2,837	2,184	11,443	23,939	12,496	5,861	(5,582)
Gross Profit	104,701	110,666	(5,965)	96,011	439,588	372,049	67,539	351,849	87,739
Expenses									
Salary and Wages	53,747	57,568	3,821	47,503	266,710	284,269	17,558	244,896	(21,815)
Employee Benefits	6,131	5,221	(910)	12,361	32,700	25,758	(6,943)	57,093	24,392
Memberships, Training and Travel	534	439	(95)	0	4,629	3,394	(1,235)	2,296	(2,333)
Supplies	3,829	4,265	436	3,039	33,480	35,955	2,475	27,822	(5,658)
Fuel and Oil	1,991	320	(1,671)	308	2,828	1,200	(1,628)	988	(1,841)
Equipment and Tools	16,169	875	(15,294)	7,572	77,779	102,129	24,350	110,645	32,866
Lease, Rents and Licenses	75	240	165	195	1,033	1,200	167	1,016	(18)
Maintenance and Repairs	21,471	16,672	(4,799)	29,506	76,714	145,028	68,314	81,347	4,633
Maintenance and Service Agreements	5,964	6,608	644	5,598	30,038	28,729	(1,309)	28,131	(1,907)
Outside Contracts	1,686	2,559	873	2,026	14,358	15,209	851	18,266	3,909
Professional Services	0	0	0	260	0	0	0	260	260
Insurance	766	562	(204)	3,729	3,671	2,810	(861)	19,058	15,387
Utilities	19,549	19,111	(438)	16,025	101,166	108,363	7,197	97,982	(3,184)
Taxes and Permits	2,600	2,510	(90)	5,067	6,078	6,790	712	20,247	14,170
Postage	0	0	0	10	10	22	12	10	0
Credit Card Fees & Interest Expense	2,151	1,717	(434)	1,484	9,356	6,234	(3,122)	5,381	(3,975)
Advertising Expense	0	500	500	0	0	1,000	1,000	0	0
Uniforms	713	50	(663)	200	870	2,475	1,605	813	(58)
Other	1,184	935	(249)	629	2,966	4,565	1,599	4,791	1,825

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

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	Actual	MTD May 2019 Budget	VAR		Actual	Actual	YTD May 2019 Budget		
Total Operating Expenses	138,560	120,152	(18,408)	135,511	664,387	775,130	110,743	721,041	56,654
EBITDA	(33,859)	(9,486)	(24,374)	(39,500)	(224,799)	(403,081)	178,282	(369,192)	144,393
Pre Depreciation Gross	(33,859)	(9,486)	(24,374)	(39,500)	(224,799)	(403,081)	178,282	(369,192)	144,393
Depreciation	27,627	33,083	5,456	19,693	138,742	166,578	27,836	93,636	(45,106)
Net Income / Cost of Operations	<u>(61,486)</u>	<u>(42,569)</u>	<u>(18,917)</u>	<u>(59,193)</u>	<u>(363,541)</u>	<u>(569,659)</u>	<u>206,117</u>	<u>(462,828)</u>	<u>99,287</u>

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

	MTD				YTD				
	MTD May 2019		VAR	Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Income									
City of Bella Vista	0	0	0	0	346	0	346	290	56
Stump Dump	0	0	0	15,763	0	0	0	67,752	(67,752)
AR MO Land Income	0	0	0	0	8,175	0	8,175	3,000	5,175
Cell Tower Rents	3,200	2,400	800	2,400	37,854	34,000	3,854	37,120	733
Other	0	0	0	9,516	0	0	0	41,693	(41,693)
Total Income	3,200	2,400	800	27,679	46,374	34,000	12,374	149,855	(103,481)
Gross Profit	3,200	2,400	800	27,679	46,374	34,000	12,374	149,855	(103,481)
Expenses									
Salary and Wages	102,936	108,828	5,892	144,924	554,694	571,096	16,403	605,473	50,779
Employee Benefits	15,334	14,509	(825)	41,247	74,787	76,653	1,866	180,772	105,985
Memberships, Training and Travel	49	460	411	0	350	815	465	342	(7)
Supplies	1,040	2,215	1,175	1,112	5,209	7,000	1,791	6,254	1,046
Fuel and Oil	4,750	7,449	2,699	7,614	25,029	26,530	1,501	30,075	5,046
Equipment and Tools	(297)	1,890	2,187	4,667	8,330	26,950	18,620	36,478	28,149
Lease, Rents and Licenses	45	76	31	12	96	380	284	578	482
Maintenance and Repairs	10,804	11,150	346	13,822	48,916	52,830	3,914	61,078	12,162
Maintenance and Service Agreements	458	541	83	529	2,431	2,680	249	2,366	(65)
Outside Contracts	144	65	(79)	145	578	1,075	497	597	19
Professional Services	0	0	0	0	4,786	0	(4,786)	0	(4,786)
Insurance	3,489	3,533	44	8,330	18,280	17,665	(615)	42,472	24,192
Utilities	2,394	2,864	470	2,635	16,561	18,507	1,946	19,050	2,489
Taxes and Permits	431	1,495	1,064	2,009	3,166	2,569	(597)	10,770	7,604
Postage	0	0	0	0	0	0	0	12	12
Uniforms	0	491	491	4,311	4,086	5,241	1,155	4,718	632
Other	0	350	350	0	396	350	(46)	0	(396)
Total Operating Expenses	141,577	155,916	14,339	231,353	767,695	810,341	42,646	1,001,037	233,342
EBITDA	(138,377)	(153,516)	15,139	(203,674)	(721,320)	(776,341)	55,021	(851,181)	129,861
Allocations - MAC	(37,639)	(37,639)	0	(53,328)	(188,196)	(188,196)	0	(216,783)	(28,586)
Total Allocations	(37,639)	(37,639)	0	(53,328)	(188,196)	(188,196)	0	(216,783)	(28,586)
Pre Depreciation Gross	(100,737)	(115,877)	15,139	(150,346)	(533,124)	(588,145)	55,021	(634,399)	101,275

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

	MTD				YTD				
	Actual	MTD May 2019 Budget	VAR	Prior Year Actual	Actual	Budget	YTD May 2019 VAR	Prior Year Actual	Year to Year Actual Compared
Depreciation	12,891	12,886	(5)	12,449	64,400	64,509	109	63,305	(1,096)
Net Income / Cost of Operations	<u>(113,629)</u>	<u>(128,763)</u>	<u>15,134</u>	<u>(162,795)</u>	<u>(597,524)</u>	<u>(652,654)</u>	<u>55,129</u>	<u>(697,703)</u>	<u>100,179</u>

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

	MTD				YTD				
	MTD May 2019		VAR	Prior Year Actual	YTD May 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Income									
City of Bella Vista	0	0	0	0	2,903	3,125	(222)	2,903	0
Food and Beverage	7	0	7	0	7	0	7	0	7
Other Recreation	612	1,713	(1,101)	1,448	2,192	3,953	(1,761)	3,155	(963)
RV	4,255	5,000	(745)	2,083	78,872	95,000	(16,128)	92,340	(13,468)
Facility Use Fees	10,613	9,445	1,168	7,962	35,933	36,061	(128)	39,179	(3,246)
Boat	37,652	41,450	(3,798)	44,684	281,466	289,450	(7,984)	284,257	(2,791)
Donations Received	0	20	(20)	0	50	35	15	0	50
Other	337	0	337	28	1,207	0	1,207	196	1,011
Total Income	53,476	57,628	(4,152)	56,204	402,631	427,624	(24,993)	422,030	(19,399)
Food and Beverage	1	0	(1)	0	1	0	(1)	0	(1)
Recreation	3,269	1,783	(1,486)	1,654	9,599	8,998	(601)	8,665	(935)
Total Cost of Goods	3,269	1,783	(1,486)	1,654	9,600	8,998	(602)	8,665	(935)
Gross Profit	50,207	55,845	(5,638)	54,550	393,031	418,626	(25,595)	413,366	(20,334)
Expenses									
Salary and Wages	31,094	34,422	3,329	28,589	151,138	164,621	13,484	145,140	(5,997)
Employee Benefits	3,953	4,162	209	6,746	20,404	20,454	50	32,830	12,426
Memberships, Training and Travel	60	0	(60)	130	265	2,653	2,388	1,836	1,571
Supplies	6,528	9,385	2,857	7,105	26,190	44,170	17,980	26,125	(66)
Fuel and Oil	2,170	2,695	525	2,242	8,662	9,105	443	8,446	(216)
Equipment and Tools	3,072	25	(3,047)	9,864	7,822	14,580	6,758	16,860	9,038
Lease, Rents and Licenses	45	32	(13)	12	98	160	62	58	(40)
Maintenance and Repairs	2,487	26,565	24,078	11,489	26,147	73,050	46,903	26,666	519
Maintenance and Service Agreements	2,247	2,990	743	2,300	9,963	11,758	1,795	12,023	2,059
Outside Contracts	1,366	1,870	504	2,827	10,707	8,745	(1,962)	10,461	(246)
Insurance	958	823	(135)	3,927	4,692	4,115	(577)	19,770	15,077
Utilities	2,650	2,568	(82)	2,043	18,566	18,631	65	17,729	(837)
Taxes and Permits	81	110	29	5,572	413	550	137	25,448	25,035
Postage	0	10	10	29	30	85	55	29	(2)
Credit Card Fees & Interest Expense	1,371	1,690	319	1,553	10,652	11,025	373	10,904	252
Advertising Expense	0	50	50	0	0	700	700	193	193
Uniforms	0	0	0	0	1,101	1,950	849	0	(1,101)
Other	47	0	(47)	(13)	42	0	(42)	(238)	(280)
Total Operating Expenses	58,128	87,397	29,269	84,413	296,893	386,353	89,460	354,278	57,386

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

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
EBITDA	(7,921)	(31,552)	23,631	(29,863)	96,139	32,273	63,866	59,087	37,051
Pre Depreciation Gross	(7,921)	(31,552)	23,631	(29,863)	96,139	32,273	63,866	59,087	37,051
Depreciation	9,752	9,851	99	9,257	48,761	49,043	282	46,225	(2,535)
Net Income / Cost of Operations	<u>(17,673)</u>	<u>(41,403)</u>	<u>23,730</u>	<u>(39,120)</u>	<u>47,378</u>	<u>(16,770)</u>	<u>64,148</u>	<u>12,862</u>	<u>34,516</u>

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

	MTD			Prior Year	YTD				
	MTD May 2019		VAR		YTD May 2019			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
Income									
Assessments	673,181	670,300	2,881	663,844	3,365,674	3,349,100	16,574	3,312,636	53,038
Facility Use Fees	34,691	32,000	2,691	37,568	201,766	198,000	3,766	202,267	(501)
Investment Income	25	0	25	30,362	4,958	0	4,958	7,024	(2,066)
Lot Sales	4,987	12,000	(7,013)	10,767	36,070	67,000	(30,930)	99,334	(63,264)
Transfer Fees	54,030	40,000	14,030	34,440	197,460	170,000	27,460	153,230	44,230
Past Due Collections	15,785	27,500	(11,715)	32,441	52,085	133,773	(81,688)	170,643	(118,558)
Advertising Income	21,529	14,500	7,029	9,218	76,966	53,900	23,066	63,190	13,776
Rebates	0	0	0	0	53,147	95,000	(41,853)	0	53,147
POA Lot Inventory Valuation	8,705	1,500	7,205	16,848	(113,097)	20,500	(133,597)	22,275	(135,372)
Water Rent Income	5,637	5,637	0	5,473	28,185	28,185	0	27,364	821
Cell Tower Rents	0	0	0	0	1,069,000	1,028,377	40,623	0	1,069,000
Legal Fees	729	750	(21)	100	1,594	3,750	(2,156)	3,887	(2,293)
NSF Fees	300	340	(40)	275	2,075	1,700	375	1,775	300
Other	(111)	0	(111)	(44)	(41)	0	(41)	(142)	101
Total Income	819,487	804,527	14,960	841,292	4,975,843	5,149,285	(173,442)	4,063,484	912,359
Gross Profit	819,487	804,527	14,960	841,292	4,975,843	5,149,285	(173,442)	4,063,484	912,359
Expenses									
Salary and Wages	196,353	176,553	(19,800)	189,069	963,269	967,481	4,212	949,808	(13,461)
Employee Benefits	109,422	112,559	3,137	54,336	558,199	574,403	16,204	260,937	(297,262)
Memberships, Training and Travel	3,846	5,975	2,129	8,106	33,651	41,347	7,696	52,758	19,106
Supplies	3,660	4,720	1,060	4,450	18,820	33,625	14,805	27,153	8,333
Fuel and Oil	249	319	70	227	1,034	1,530	496	1,141	106
Equipment and Tools	1,079	250	(829)	1,112	9,730	9,127	(603)	33,640	23,910
Lease, Rents and Licenses	7,092	6,509	(583)	6,467	30,093	32,595	2,502	29,800	(293)
Maintenance and Repairs	0	474	474	1,536	1,264	1,352	88	1,676	412
Maintenance and Service Agreements	2,726	5,130	2,404	36,995	105,651	100,720	(4,931)	114,196	8,545
Outside Contracts	11,220	10,442	(778)	(5,956)	92,320	91,189	(1,131)	82,182	(10,138)
Professional Services	294,065	10,800	(283,265)	28,391	433,266	45,800	(387,466)	65,758	(367,508)
Insurance	31,863	31,816	(47)	2,923	157,005	159,080	2,075	14,701	(142,304)
Utilities	8,041	8,759	718	4,301	47,476	50,062	2,586	48,483	1,007
Taxes and Permits	25,667	24,246	(1,421)	4,192	140,540	134,048	(6,492)	29,556	(110,984)
Postage	11,586	8,605	(2,981)	7,288	34,133	50,858	16,725	48,534	14,401
Credit Card Fees & Interest Expense	2,323	3,880	1,557	3,264	10,729	18,900	8,171	16,288	5,559
Membership Elections	7,535	0	(7,535)	15,816	39,858	38,000	(1,858)	39,067	(791)

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

	MTD				YTD				
	MTD May 2019			Prior Year	YTD May 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Advertising Expense	12,522	12,850	328	8,372	51,386	63,000	11,614	45,756	(5,629)
Bad Debts	4,230	6,500	2,270	5,154	27,666	32,500	4,834	23,808	(3,859)
Uniforms	(34)	300	334	(52)	1,787	6,300	4,513	11,272	9,485
Investment Fund Fees	0	0	0	(2,074)	212	0	(212)	(21,218)	(21,430)
Donations	0	250	250	38	0	1,250	1,250	5,051	5,051
Other	3,230	7,515	4,285	(15,473)	(19,602)	41,280	60,882	4,543	24,145
Total Operating Expenses	736,674	438,452	(298,222)	358,481	2,738,486	2,494,447	(244,039)	1,884,890	(853,596)
EBITDA	82,814	366,075	(283,261)	482,811	2,237,357	2,654,838	(417,481)	2,178,594	58,763
Allocations - F & A	(63,873)	(63,873)	0	(61,685)	(319,367)	(319,367)	0	(355,860)	(36,493)
Total Allocations	(63,873)	(63,873)	0	(61,685)	(319,367)	(319,367)	0	(355,860)	(36,493)
Pre Depreciation Gross	146,687	429,949	(283,261)	544,496	2,556,725	2,974,206	(417,481)	2,534,454	22,271
Depreciation	10,936	10,586	(350)	10,548	53,280	52,930	(350)	55,501	2,221
Net Income / Cost of Operations	135,751	419,363	(283,611)	533,948	2,503,445	2,921,276	(417,831)	2,478,953	24,492