

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2019		VAR		YTD September 2019	VAR	Year to Year Actual Compared		
	Actual	Budget							
Income									
Assessments	687,800	671,400	16,400	669,792	6,096,817	6,033,600	63,217	5,979,336	117,481
City of Bella Vista	3,072	3,125	(53)	2,903	9,275	9,375	(100)	9,000	275
Food and Beverage	193,487	160,110	33,377	157,862	1,584,140	1,355,122	229,018	1,289,345	294,795
Golf	344,894	378,580	(33,686)	367,848	3,392,670	3,695,884	(303,214)	3,533,680	(141,010)
Pro Shop	47,776	51,022	(3,246)	61,145	413,511	414,914	(1,403)	402,015	11,496
Other Recreation	4,757	5,056	(299)	7,151	52,026	53,021	(995)	41,359	10,668
RV	34,515	35,466	(951)	32,315	330,173	302,108	28,065	281,177	48,996
Facility Use Fees	48,645	50,571	(1,926)	50,581	777,245	714,511	62,734	738,515	38,731
Boat	11,051	20,410	(9,359)	2,670	503,250	523,895	(20,645)	382,183	121,067
Investment Income	0	5,000	(5,000)	279	9,320	45,000	(35,681)	50,854	(41,534)
Water	700,526	727,493	(26,967)	729,620	5,647,151	5,970,668	(323,517)	5,846,356	(199,205)
Restricted Revenue	1,219	330	889	940	9,786	2,970	6,816	6,348	3,439
Stump Dump	0	0	0	2,544	0	0	0	107,294	(107,294)
Lot Sales	13,450	25,000	(11,550)	13,985	196,254	143,000	53,254	178,655	17,599
Transfer Fees	83,289	42,000	41,289	45,600	438,330	350,000	88,330	340,270	98,060
Past Due Collections	22,030	24,245	(2,215)	25,473	147,229	238,943	(91,714)	283,313	(136,085)
Advertising Income	10,176	20,500	(10,324)	8,549	120,757	115,300	5,457	116,487	4,269
Rebates	1,000	0	1,000	250	55,210	95,000	(39,790)	330	54,880
POA Lot Inventory Valuation	73	14,500	(14,428)	73	(105,538)	52,500	(158,038)	44,954	(150,492)
Water Capital Buy In Fees	55,000	45,000	10,000	42,500	442,500	415,000	27,500	501,520	(59,020)
Water Late Fees	15,130	13,500	1,630	13,402	121,126	121,500	(374)	122,129	(1,003)
AR MO Land Income	(2,044)	2,500	(4,544)	0	6,131	5,500	631	3,000	3,131
Gain / Loss Disposal Surplus Assets	0	9,000	(9,000)	0	349,890	9,000	340,890	0	349,890
Water Rent Income	5,637	5,637	0	5,473	50,733	50,733	0	49,255	1,478
Commissions	177	100	77	0	750	678	72	286	463
Cell Tower Rents	3,200	2,400	800	0	1,119,654	1,071,977	47,677	46,720	1,072,933
Legal Fees	2,244	750	1,494	1,311	9,829	6,750	3,079	10,431	(601)
Rents - Leases Facilities	500	500	0	500	4,500	4,500	0	4,500	0
Donations Received	0	10	(10)	14	50	85	(35)	14	36
NSF Fees	825	565	260	475	6,150	5,085	1,065	4,900	1,250
Other	26,766	22,583	4,183	(39,580)	160,443	142,099	18,344	117,749	42,694
Total Income	2,315,196	2,337,353	(22,157)	2,203,676	21,949,361	21,948,718	643	20,491,976	1,457,385
Food and Beverage	64,949	57,492	(7,458)	57,492	578,826	473,070	(105,756)	489,448	(89,378)
Water	155,721	223,507	67,786	212,463	1,714,773	1,816,123	101,350	1,802,506	87,733
Pro Shop	34,050	38,094	4,044	44,925	303,039	314,854	11,814	293,226	(9,813)

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD				
	MTD September 2019		VAR		YTD September 2019			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
Recreation	6,843	5,753	(1,090)	3,825	58,474	56,168	(2,306)	28,882	(29,592)
Total Cost of Goods	261,563	324,846	63,282	318,705	2,655,112	2,660,214	5,102	2,614,062	(41,049)
Gross Profit	2,053,633	2,012,507	41,126	1,884,972	19,294,249	19,288,504	5,745	17,877,913	1,416,336
Expenses									
Salary and Wages	769,686	796,814	27,128	797,679	7,394,906	7,694,615	299,709	7,521,026	126,120
Employee Benefits	183,048	203,273	20,225	184,278	1,762,945	1,884,936	121,991	1,939,310	176,365
Memberships, Training and Travel	17,959	14,860	(3,099)	18,949	132,543	145,789	13,246	136,037	3,493
Supplies	82,885	93,092	10,207	67,004	980,573	997,377	16,803	943,946	(36,627)
Fuel and Oil	27,317	24,420	(2,897)	27,728	194,706	224,102	29,396	221,550	26,844
Equipment and Tools	28,674	5,666	(23,008)	49,693	234,513	263,270	28,756	510,287	275,773
Lease, Rents and Licenses	81,534	80,118	(1,416)	81,464	716,858	716,757	(101)	732,060	15,201
Maintenance and Repairs	187,382	74,530	(112,852)	62,042	846,727	902,910	56,182	876,788	30,060
Maintenance and Service Agreements	31,415	32,815	1,400	35,610	405,528	419,170	13,642	408,790	3,262
Outside Contracts	62,613	85,539	22,926	46,411	461,653	500,985	39,332	374,750	(86,904)
Professional Services	100,952	9,900	(91,052)	5,668	2,774,993	119,750	(2,655,243)	121,081	(2,653,912)
Insurance	52,221	51,101	(1,120)	43,510	466,372	459,909	(6,463)	423,284	(43,088)
Utilities	91,671	100,543	8,872	99,882	806,131	880,721	74,591	859,214	53,084
Taxes and Permits	56,339	49,011	(7,328)	41,876	484,446	467,967	(16,479)	448,506	(35,940)
Postage	12,487	8,552	(3,935)	16,165	99,869	115,763	15,894	115,093	15,224
Credit Card Fees & Interest Expense	40,563	39,812	(751)	37,166	367,355	356,190	(11,165)	351,424	(15,932)
Membership Elections	2,248	0	(2,248)	4,545	45,744	76,000	30,256	43,612	(2,132)
Advertising Expense	18,230	16,830	(1,400)	17,616	165,251	181,258	16,007	154,374	(10,877)
Bad Debts	16,257	6,500	(9,757)	10,158	56,342	58,500	2,158	62,322	5,980
Uniforms	5,651	15,214	9,563	6,276	29,578	54,918	25,340	43,753	14,176
Investment Fund Fees	0	350	350	502	1,523	3,150	1,627	10,278	8,755
Donations	0	250	250	0	0	27,250	27,250	35,009	35,009
Other	10,983	8,797	(2,186)	(21,314)	13,461	90,884	77,423	(11,520)	(24,981)
Total Operating Expenses	1,880,116	1,717,987	(162,128)	1,632,908	18,442,019	16,642,172	(1,799,847)	16,320,974	(2,121,045)
EBITDA	173,517	294,520	(121,003)	252,064	852,230	2,646,332	(1,794,102)	1,556,939	(704,709)
Pre Depreciation Gross	173,517	294,520	(121,003)	252,064	852,230	2,646,332	(1,794,102)	1,556,939	(704,709)
Depreciation	271,025	278,151	7,126	241,210	2,445,261	2,513,790	68,529	2,118,825	(326,435)

Bella Vista POA
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 For the Nine Months Ending September 30, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2019		YTD September 2019		Prior Year	Year to Year			
	Actual	Budget					VAR		
Net Income / Cost of Operations	<u>(97,508)</u>	<u>16,369</u>	<u>(113,877)</u>	<u>10,854</u>	<u>(1,593,030)</u>	<u>132,542</u>	<u>(1,725,573)</u>	<u>(561,886)</u>	<u>(1,031,144)</u>

Bella Vista POA
Water Utility Consolidated-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD September 2019				YTD September 2019					Actual	Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR				
Income											
Assessments	100	100	0	100	900	900	0	900	0		
Investment Income	0	5,000	(5,000)	181	4,311	45,000	(40,689)	33,117	(28,806)		
Water	700,526	727,493	(26,967)	729,620	5,647,151	5,970,668	(323,517)	5,846,356	(199,205)		
Restricted Revenue	1,219	330	889	940	9,786	2,970	6,816	6,348	3,439		
Water Capital Buy In Fees	55,000	45,000	10,000	42,500	442,500	415,000	27,500	501,520	(59,020)		
Water Late Fees	15,130	13,500	1,630	13,402	121,126	121,500	(374)	122,129	(1,003)		
Gain / Loss Disposal Surplus Assets	0	9,000	(9,000)	0	0	9,000	(9,000)	0	0		
NSF Fees	400	225	175	200	3,075	2,025	1,050	1,725	1,350		
Other	20,577	6,385	14,192	19,275	125,836	57,465	68,371	87,294	38,542		
Total Income	792,952	807,033	(14,081)	806,219	6,354,685	6,624,528	(269,843)	6,599,388	(244,703)		
Water	155,721	223,507	67,786	212,463	1,714,773	1,816,123	101,350	1,802,506	87,733		
Total Cost of Goods	155,721	223,507	67,786	212,463	1,714,773	1,816,123	101,350	1,802,506	87,733		
Gross Profit	637,231	583,526	53,705	593,756	4,639,912	4,808,405	(168,493)	4,796,882	(156,970)		
Expenses											
Salary and Wages	70,347	79,885	9,539	80,789	734,977	792,291	57,314	779,779	44,802		
Employee Benefits	21,760	25,801	4,041	24,152	209,271	241,532	32,261	248,185	38,914		
Memberships, Training and Travel	1,395	600	(795)	396	14,813	19,015	4,202	13,629	(1,184)		
Supplies	15,038	17,995	2,957	4,222	187,347	196,755	9,408	145,915	(41,432)		
Fuel and Oil	4,551	4,370	(181)	5,036	40,023	46,985	6,962	48,282	8,258		
Equipment and Tools	539	2,450	1,911	595	22,361	24,290	1,929	137,232	114,872		
Lease, Rents and Licenses	6,001	5,937	(64)	5,837	53,306	53,433	127	51,680	(1,626)		
Maintenance and Repairs	20,044	16,950	(3,094)	12,839	142,721	159,500	16,779	143,426	706		
Maintenance and Service Agreements	1,002	798	(204)	765	48,549	57,182	8,633	56,283	7,733		
Outside Contracts	22,062	18,262	(3,800)	13,067	194,071	177,469	(16,602)	95,940	(98,131)		
Professional Services	125	2,000	1,875	260	6,971	19,000	12,029	9,987	3,016		
Insurance	10,492	10,628	136	5,708	94,580	95,652	1,072	82,446	(12,134)		
Utilities	7,925	7,965	40	8,148	76,424	74,790	(1,634)	76,812	387		
Taxes and Permits	18,592	17,251	(1,341)	16,045	159,500	156,629	(2,871)	146,675	(12,825)		
Postage	4,345	4,100	(245)	4,347	37,766	36,900	(866)	36,743	(1,023)		
Credit Card Fees & Interest Expense	21,935	20,067	(1,868)	20,694	187,981	180,603	(7,378)	193,566	5,586		
Advertising Expense	0	0	0	138	0	0	0	138	138		
Bad Debts	280	0	(280)	356	663	0	(663)	(370)	(1,033)		
Uniforms	127	0	(127)	0	3,802	3,700	(102)	3,738	(64)		

Bella Vista POA
Water Utility Consolidated-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD September 2019		VAR		YTD September 2019					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Investment Fund Fees	0	350	350	327	1,311	3,150	1,839	6,693	5,382		
Donations	0	0	0	0	0	25,000	25,000	29,750	29,750		
Other	(13)	0	13	398	335	400	65	(616)	(950)		
Total Operating Expenses	226,545	235,409	8,864	204,119	2,216,770	2,364,276	147,506	2,305,913	89,143		
EBITDA	410,686	348,117	62,569	389,637	2,423,142	2,444,129	(20,987)	2,490,969	(67,827)		
Allocations - MAC	37,639	37,639	0	40,725	338,754	338,754	0	370,135	31,382		
Allocations - F & A	70,618	70,618	0	54,258	635,559	635,559	0	606,222	(29,336)		
Total Allocations	108,257	108,257	0	94,983	974,312	974,312	0	976,358	2,045		
Pre Depreciation Gross	302,429	239,860	62,569	294,653	1,448,829	1,469,816	(20,987)	1,514,611	(65,782)		
Depreciation	108,472	110,107	1,635	85,990	919,688	955,042	35,354	775,977	(143,712)		
Net Income / Cost of Operations	193,956	129,753	64,203	208,663	529,141	514,774	14,366	738,634	(209,493)		

Bella Vista POA
POA w/o Water-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD				
	MTD September 2019		VAR		YTD September 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Salary and Wages	699,339	716,929	17,589	716,890	6,659,929	6,902,324	242,395	6,741,247	81,318
Employee Benefits	161,289	177,472	16,184	160,126	1,553,674	1,643,404	89,730	1,691,125	137,451
Memberships, Training and Travel	16,564	14,260	(2,304)	18,553	117,730	126,774	9,044	122,408	4,677
Supplies	67,848	75,097	7,249	62,781	793,226	800,622	7,395	798,031	4,805
Fuel and Oil	22,767	20,050	(2,717)	22,692	154,683	177,117	22,434	173,269	18,586
Equipment and Tools	28,136	3,216	(24,920)	49,098	212,153	238,980	26,827	373,054	160,902
Lease, Rents and Licenses	75,533	74,181	(1,352)	75,627	663,553	663,324	(229)	680,380	16,827
Maintenance and Repairs	167,338	57,580	(109,758)	49,203	704,007	743,410	39,403	733,361	29,355
Maintenance and Service Agreements	30,412	32,017	1,605	34,845	356,978	361,988	5,010	352,507	(4,471)
Outside Contracts	40,551	67,277	26,726	33,344	267,583	323,516	55,933	278,810	11,227
Professional Services	100,827	7,900	(92,927)	5,408	2,768,022	100,750	(2,667,272)	111,094	(2,656,928)
Insurance	41,729	40,473	(1,256)	37,801	371,792	364,257	(7,535)	340,838	(30,954)
Utilities	83,746	92,578	8,832	91,734	729,706	805,931	76,225	782,403	52,696
Taxes and Permits	37,747	31,760	(5,987)	25,831	324,946	311,338	(13,608)	301,831	(23,115)
Postage	8,143	4,452	(3,691)	11,818	62,103	78,863	16,760	78,350	16,247
Credit Card Fees & Interest Expense	18,627	19,745	1,118	16,472	179,375	175,587	(3,787)	157,857	(21,517)
Membership Elections	2,248	0	(2,248)	4,545	45,744	76,000	30,256	43,612	(2,132)
Advertising Expense	18,230	16,830	(1,400)	17,478	165,251	181,258	16,007	154,236	(11,015)
Bad Debts	15,976	6,500	(9,476)	9,802	55,679	58,500	2,821	62,693	7,014
Uniforms	5,525	15,214	9,689	6,276	25,776	51,218	25,442	40,015	14,239
Investment Fund Fees	0	0	0	175	212	0	(212)	3,585	3,373
Donations	0	250	250	0	0	2,250	2,250	5,259	5,259
Other	10,996	8,797	(2,199)	(21,712)	13,126	90,484	77,358	(10,904)	(24,030)
Total Operating Expenses	1,653,570	1,482,578	(170,992)	1,428,788	16,225,249	14,277,896	(1,947,353)	14,015,061	(2,210,188)
EBITDA	(237,168)	(53,597)	(183,571)	(137,573)	(1,570,911)	202,203	(1,773,115)	(934,030)	(636,882)
Allocations - MAC	(37,639)	(37,639)	0	(40,725)	(338,754)	(338,754)	0	(370,135)	(31,382)
Allocations - F & A	(70,618)	(70,618)	0	(54,258)	(635,559)	(635,559)	0	(606,222)	29,336
Total Allocations	(108,257)	(108,257)	0	(94,983)	(974,312)	(974,312)	0	(976,358)	(2,045)
Pre Depreciation Gross	(128,911)	54,660	(183,571)	(42,589)	(596,599)	1,176,516	(1,773,115)	42,328	(638,927)
Depreciation	162,552	168,044	5,492	155,219	1,525,572	1,558,748	33,176	1,342,848	(182,724)
Net Income / Cost of Operations	(291,464)	(113,384)	(178,080)	(197,808)	(2,122,171)	(382,232)	(1,739,939)	(1,300,520)	(821,651)

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2019				YTD September 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	191,158	157,552	33,606	156,293	1,552,166	1,317,295	234,871	1,262,972	289,194
Pro Shop	11	0	11	0	11	0	11	0	11
Facility Use Fees	(8,471)	(5,850)	(2,621)	(1,649)	(55,497)	(46,251)	(9,246)	(27,814)	(27,683)
Rebates	1,000	0	1,000	0	2,063	0	2,063	80	1,983
Other	719	0	719	2,087	2,218	0	2,218	288	1,931
Total Income	184,418	151,702	32,716	156,731	1,500,961	1,271,044	229,917	1,235,525	265,436
Food and Beverage	64,203	56,085	(8,119)	56,289	564,074	453,646	(110,428)	476,929	(87,145)
Total Cost of Goods	64,203	56,085	(8,119)	56,289	564,074	453,646	(110,428)	476,929	(87,145)
Gross Profit	120,214	95,618	24,597	100,442	936,888	817,399	119,489	758,597	178,291
Expenses									
Salary and Wages	87,391	78,751	(8,641)	92,255	834,106	766,575	(67,531)	830,278	(3,827)
Employee Benefits	12,043	9,352	(2,692)	10,963	116,135	90,232	(25,903)	107,143	(8,992)
Memberships, Training and Travel	743	475	(268)	3,190	15,682	11,025	(4,657)	16,757	1,075
Supplies	10,850	6,020	(4,830)	6,119	92,039	58,420	(33,619)	81,604	(10,434)
Fuel and Oil	108	0	(108)	103	815	0	(815)	1,306	491
Equipment and Tools	260	50	(210)	484	4,863	4,217	(646)	13,141	8,278
Lease, Rents and Licenses	293	166	(127)	320	2,717	1,494	(1,223)	2,346	(371)
Maintenance and Repairs	44	300	256	0	2,976	2,500	(476)	8,062	5,086
Maintenance and Service Agreements	1,334	5,347	4,013	330	8,806	19,554	10,748	5,273	(3,533)
Outside Contracts	1,789	1,702	(87)	64	2,997	8,793	5,796	7,088	4,090
Professional Services	0	0	0	0	0	0	0	341	341
Insurance	1,220	846	(374)	1,299	10,880	7,614	(3,266)	11,813	933
Utilities	5,589	6,063	474	6,147	46,581	53,017	6,436	57,934	11,353
Taxes and Permits	5	0	(5)	859	5,810	5,050	(760)	14,589	8,779
Postage	0	0	0	0	47	0	(47)	3	(44)
Credit Card Fees & Interest Expense	5,045	3,820	(1,225)	3,876	41,534	30,660	(10,874)	33,931	(7,603)
Advertising Expense	2,194	1,330	(864)	2,008	28,465	18,970	(9,495)	20,826	(7,640)
Uniforms	330	0	(330)	544	3,015	6,000	2,985	7,725	4,710
Other	(45)	0	45	19	2,816	0	(2,816)	4,004	1,188
Total Operating Expenses	129,195	114,221	(14,973)	128,580	1,220,283	1,084,121	(136,163)	1,224,164	3,880
EBITDA	(8,981)	(18,604)	9,623	(28,138)	(283,396)	(266,722)	(16,673)	(465,567)	182,171

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2019		Actual		YTD September 2019		Actual		
	Actual	Budget			VAR	Actual			
Pre Depreciation Gross	(8,981)	(18,604)	9,623	(28,138)	(283,396)	(266,722)	(16,673)	(465,567)	182,171
Depreciation	402	402	(0)	403	3,619	3,618	(1)	2,692	(928)
Net Income / Cost of Operations	<u>(9,383)</u>	<u>(19,006)</u>	<u>9,623</u>	<u>(28,541)</u>	<u>(287,015)</u>	<u>(270,340)</u>	<u>(16,675)</u>	<u>(468,259)</u>	<u>181,244</u>

**Bella Vista POA
Clubhouses-All**

For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2019		VAR		YTD September 2019		VAR		
	Actual	Budget			Actual	Budget			
Income									
Rents - Leases Facilities	500	500	0	500	4,500	4,500	0	4,500	0
Total Income	500	500	0	500	4,500	4,500	0	4,500	0
Gross Profit	500	500	0	500	4,500	4,500	0	4,500	0
Expenses									
Salary and Wages	0	0	0	0	37	0	(37)	0	(37)
Employee Benefits	0	0	0	0	4	0	(4)	0	(4)
Memberships, Training and Travel	54	0	(54)	0	217	0	(217)	54	(162)
Supplies	784	200	(584)	(4,633)	4,871	1,800	(3,071)	5,021	150
Equipment and Tools	77	100	23	111	6,117	1,600	(4,517)	2,886	(3,232)
Maintenance and Repairs	9,704	2,750	(6,954)	4,603	65,538	24,650	(40,888)	59,751	(5,787)
Maintenance and Service Agreements	5,131	4,498	(633)	10,242	49,304	39,038	(10,266)	46,027	(3,278)
Outside Contracts	0	0	0	0	5,693	3,090	(2,603)	6,382	689
Insurance	0	0	0	4,792	0	0	(0)	43,128	43,128
Utilities	8,732	9,207	475	8,928	81,269	81,413	144	85,126	3,857
Taxes and Permits	1	0	(1)	3,866	391	0	(391)	35,178	34,787
Advertising Expense	0	0	0	0	0	0	0	199	199
Other	(45)	0	45	0	(96)	0	96	1,245	1,341
Total Operating Expenses	24,439	16,755	(7,684)	27,910	213,345	151,591	(61,754)	284,997	71,651
EBITDA	(23,939)	(16,255)	(7,684)	(27,410)	(208,845)	(147,091)	(61,754)	(280,497)	71,651
Allocations - F & A	(6,744)	(6,744)	0	0	(60,698)	(60,698)	0	0	60,698
Total Allocations	(6,744)	(6,744)	0	0	(60,698)	(60,698)	0	0	60,698
Pre Depreciation Gross	(17,195)	(9,511)	(7,684)	(27,410)	(148,148)	(86,393)	(61,754)	(280,497)	132,349
Depreciation	48,362	44,412	(3,950)	37,081	436,119	399,996	(36,123)	335,138	(100,981)
Net Income / Cost of Operations	(65,557)	(53,923)	(11,634)	(64,491)	(584,267)	(486,389)	(97,877)	(615,635)	31,368

Bella Vista POA
Golf Maintenance - Keith Ihms (15 - 23)-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared	
	MTD September 2019		VAR		Actual	YTD September 2019				VAR
	Actual	Budget				Budget	VAR			
Income										
Other	34	0	34	0	560	0	560	170	390	
Total Income	34	0	34	0	560	0	560	170	390	
Gross Profit	34	0	34	0	560	0	560	170	390	
Expenses										
Salary and Wages	150,308	164,451	14,143	151,083	1,394,151	1,503,874	109,723	1,411,692	17,541	
Employee Benefits	16,986	19,540	2,554	16,013	169,942	177,806	7,864	160,362	(9,580)	
Memberships, Training and Travel	1,187	25	(1,162)	192	13,338	14,275	937	8,431	(4,907)	
Supplies	36,313	52,915	16,602	41,605	510,748	509,134	(1,614)	518,202	7,454	
Fuel and Oil	14,300	11,610	(2,690)	13,249	78,551	95,627	17,076	89,981	11,431	
Equipment and Tools	8,397	375	(8,022)	433	40,062	43,528	3,466	55,271	15,209	
Lease, Rents and Licenses	46,263	45,727	(536)	46,367	399,941	395,778	(4,163)	422,312	22,371	
Maintenance and Repairs	96,115	30,239	(65,876)	26,872	303,577	317,226	13,649	330,266	26,689	
Maintenance and Service Agreements	727	611	(116)	727	8,178	7,857	(321)	8,092	(86)	
Outside Contracts	195	100	(95)	0	8,362	11,092	2,730	728	(7,634)	
Professional Services	0	600	600	0	9,140	14,150	5,010	0	(9,140)	
Insurance	2,139	1,825	(314)	9,929	19,100	16,425	(2,675)	86,864	67,764	
Utilities	22,309	28,794	6,485	26,198	171,428	218,081	46,653	211,292	39,864	
Taxes and Permits	964	612	(352)	8,394	38,088	29,742	(8,346)	92,598	54,510	
Postage	0	70	70	15	66	480	414	64	(2)	
Uniforms	5,029	6,885	1,856	5,736	12,526	16,120	3,594	13,426	900	
Other	(13)	0	13	0	(118)	0	118	53	171	
Total Operating Expenses	401,219	364,379	(36,840)	346,813	3,177,078	3,371,195	194,117	3,409,634	232,556	
EBITDA	(401,185)	(364,379)	(36,806)	(346,813)	(3,176,519)	(3,371,195)	194,676	(3,409,464)	232,946	
Pre Depreciation Gross	(401,185)	(364,379)	(36,806)	(346,813)	(3,176,519)	(3,371,195)	194,676	(3,409,464)	232,946	
Depreciation	52,301	54,673	2,372	57,059	501,143	521,192	20,049	492,549	(8,594)	
Net Income / Cost of Operations	<u>(453,485)</u>	<u>(419,052)</u>	<u>(34,433)</u>	<u>(403,873)</u>	<u>(3,677,662)</u>	<u>(3,892,387)</u>	<u>214,725</u>	<u>(3,902,013)</u>	<u>224,352</u>	

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD September 2019				YTD September 2019					Actual	Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR				
Income											
Golf	344,894	378,580	(33,686)	367,848	3,392,670	3,695,884	(303,214)	3,533,680	(141,010)		
Pro Shop	47,765	50,202	(2,437)	61,145	413,500	408,522	4,978	402,015	11,484		
Facility Use Fees	0	0	0	0	0	0	0	62	(62)		
Rebates	0	0	0	250	0	0	0	250	(250)		
Commissions	177	100	77	0	750	678	72	286	463		
Other	1,304	1,834	(530)	(304)	13,903	20,602	(6,699)	19,806	(5,903)		
Total Income	394,140	430,716	(36,576)	428,939	3,820,823	4,125,686	(304,864)	3,956,100	(135,277)		
Pro Shop	34,050	37,594	3,544	44,925	303,039	307,894	4,854	293,226	(9,813)		
Total Cost of Goods	34,050	37,594	3,544	44,925	303,039	307,894	4,854	293,226	(9,813)		
Gross Profit	360,090	393,122	(33,032)	384,014	3,517,784	3,817,793	(300,009)	3,662,874	(145,090)		
Expenses											
Salary and Wages	87,320	92,766	5,445	103,526	792,032	887,260	95,229	849,014	56,983		
Employee Benefits	9,958	11,258	1,301	11,345	92,508	104,022	11,513	99,393	6,884		
Memberships, Training and Travel	1,946	1,735	(211)	4,788	13,308	17,480	4,172	14,439	1,131		
Supplies	2,968	2,768	(200)	2,195	32,908	42,279	9,371	29,632	(3,276)		
Fuel and Oil	177	378	201	59	2,073	3,267	1,194	439	(1,635)		
Equipment and Tools	679	241	(438)	106	23,515	29,742	6,226	14,973	(8,542)		
Lease, Rents and Licenses	22,458	22,342	(116)	21,724	208,660	207,022	(1,638)	200,814	(7,846)		
Maintenance and Repairs	4,244	1,962	(2,282)	552	41,191	34,816	(6,375)	54,169	12,978		
Maintenance and Service Agreements	7,264	6,387	(877)	9,168	68,337	56,735	(11,602)	66,607	(1,730)		
Outside Contracts	3,464	4,220	756	2,599	28,075	36,886	8,811	35,198	7,124		
Professional Services	0	0	0	0	0	1,000	1,000	625	625		
Insurance	1,241	1,068	(173)	3,098	10,957	9,612	(1,345)	26,638	15,681		
Utilities	12,331	11,612	(719)	13,631	98,338	101,004	2,665	102,450	4,112		
Taxes and Permits	24	185	161	886	7,979	19,949	11,970	16,413	8,434		
Postage	13	0	(13)	162	519	70	(449)	408	(111)		
Credit Card Fees & Interest Expense	8,480	9,803	1,323	8,136	81,116	82,534	1,418	70,417	(10,699)		
Advertising Expense	500	1,850	1,350	212	21,632	24,750	3,118	24,431	2,799		
Uniforms	55	629	574	0	1,242	4,882	3,640	0	(1,242)		
Other	377	327	(50)	(94)	(3,503)	4,594	8,097	16,927	20,430		
Total Operating Expenses	163,499	169,531	6,032	182,095	1,520,888	1,667,904	147,015	1,622,987	102,099		
EBITDA	196,591	223,591	(27,000)	201,919	1,996,895	2,149,889	(152,994)	2,039,887	(42,992)		

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2019		Actual		YTD September 2019		Actual		
	Actual	Budget			VAR	Actual			
Pre Depreciation Gross	196,591	223,591	(27,000)	201,919	1,996,895	2,149,889	(152,994)	2,039,887	(42,992)
Depreciation	4,007	3,852	(155)	3,840	34,937	33,648	(1,289)	37,275	2,338
Net Income / Cost of Operations	<u>192,584</u>	<u>219,739</u>	<u>(27,155)</u>	<u>198,079</u>	<u>1,961,959</u>	<u>2,116,241</u>	<u>(154,282)</u>	<u>2,002,612</u>	<u>(40,654)</u>

Bella Vista POA
 Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-/
 For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2019				YTD September 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	2,176	2,558	(382)	1,569	31,376	37,827	(6,451)	26,373	5,003
Pro Shop	0	820	(820)	0	0	6,392	(6,392)	0	0
Other Recreation	4,210	4,251	(41)	6,615	47,486	45,387	2,099	35,709	11,778
RV	34,106	34,966	(860)	32,315	246,796	204,108	42,688	186,816	59,980
Facility Use Fees	33,405	32,801	604	28,038	456,000	392,527	63,473	390,379	65,621
Boat	9,431	17,710	(8,279)	203	182,261	195,745	(13,484)	60,262	121,999
Other	3,835	4,364	(529)	2,355	13,697	34,032	(20,335)	8,955	4,742
Total Income	87,164	97,470	(10,306)	71,095	977,616	916,018	61,598	708,494	269,122
Food and Beverage	625	1,407	782	1,203	14,230	19,424	5,194	12,519	(1,711)
Pro Shop	0	500	500	0	0	6,960	6,960	0	0
Recreation	4,943	2,581	(2,362)	2,633	37,417	34,551	(2,866)	9,930	(27,487)
Total Cost of Goods	5,568	4,488	(1,080)	3,836	51,647	60,935	9,288	22,449	(29,198)
Gross Profit	81,596	92,982	(11,386)	67,258	925,969	855,083	70,886	686,045	239,924
Expenses									
Salary and Wages	59,448	62,958	3,511	47,001	585,333	616,057	30,724	520,518	(64,815)
Employee Benefits	6,827	5,828	(998)	5,211	68,836	55,956	(12,880)	61,765	(7,071)
Memberships, Training and Travel	1,669	2,890	1,221	1,180	9,540	11,369	1,829	6,708	(2,832)
Supplies	5,893	4,254	(1,639)	2,868	57,070	62,909	5,839	51,085	(5,984)
Fuel and Oil	254	195	(59)	201	3,785	2,430	(1,355)	2,149	(1,636)
Equipment and Tools	13,660	500	(13,160)	44,672	99,603	103,379	3,776	172,660	73,057
Lease, Rents and Licenses	171	240	69	209	1,945	2,160	215	1,842	(103)
Maintenance and Repairs	29,892	9,595	(20,297)	6,420	149,393	188,238	38,845	127,549	(21,844)
Maintenance and Service Agreements	7,559	6,927	(632)	8,516	60,806	59,019	(1,787)	54,647	(6,159)
Outside Contracts	2,108	1,339	(769)	770	39,067	44,837	5,770	51,293	12,225
Professional Services	0	0	0	0	78	0	(78)	260	182
Insurance	825	562	(263)	3,767	8,146	5,058	(3,088)	35,510	27,364
Utilities	21,102	22,201	1,099	20,941	191,481	205,451	13,970	180,392	(11,090)
Taxes and Permits	379	82	(297)	2,861	6,933	7,866	933	31,587	24,654
Postage	45	0	(45)	0	78	22	(56)	10	(68)
Credit Card Fees & Interest Expense	1,689	2,177	488	1,378	19,745	15,263	(4,482)	11,564	(8,181)
Advertising Expense	0	0	0	0	8,500	9,500	1,000	8,401	(100)
Uniforms	111	550	439	0	981	3,275	2,294	1,123	142
Other	1,007	780	(227)	844	9,087	9,925	838	7,632	(1,455)

Bella Vista POA
 Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-/
 For the Nine Months Ending September 30, 2019

	MTD				YTD				
	MTD September 2019			Prior Year	YTD September 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Total Operating Expenses	152,637	121,078	(31,558)	146,840	1,320,409	1,402,714	82,305	1,326,696	6,287
EBITDA	(71,041)	(28,096)	(42,944)	(79,581)	(394,440)	(547,631)	153,191	(640,651)	246,211
Pre Depreciation Gross	(71,041)	(28,096)	(42,944)	(79,581)	(394,440)	(547,631)	153,191	(640,651)	246,211
Depreciation	26,868	32,778	5,910	20,906	246,716	298,190	51,474	177,115	(69,601)
Net Income / Cost of Operations	<u>(97,909)</u>	<u>(60,874)</u>	<u>(37,035)</u>	<u>(100,488)</u>	<u>(641,156)</u>	<u>(845,821)</u>	<u>204,665</u>	<u>(817,765)</u>	<u>176,609</u>

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All
For the Nine Months Ending September 30, 2019

	MTD				YTD				
	MTD September 2019			Prior Year	YTD September 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	169	0	169	0	565	0	565	290	275
Stump Dump	0	0	0	2,544	0	0	0	107,294	(107,294)
AR MO Land Income	(2,044)	2,500	(4,544)	0	6,131	5,500	631	3,000	3,131
Cell Tower Rents	3,200	2,400	800	0	50,654	43,600	7,054	46,720	3,933
Other	0	10,000	(10,000)	(62,952)	2,699	30,000	(27,301)	853	1,847
Total Income	1,325	14,900	(13,575)	(60,408)	60,049	79,100	(19,051)	158,157	(98,108)
Gross Profit	1,325	14,900	(13,575)	(60,408)	60,049	79,100	(19,051)	158,157	(98,108)
Expenses									
Salary and Wages	104,672	107,468	2,795	103,602	1,004,105	1,055,723	51,618	1,052,379	48,273
Employee Benefits	12,037	14,387	2,349	11,084	127,582	141,042	13,461	129,251	1,670
Memberships, Training and Travel	675	0	(675)	0	1,127	865	(262)	581	(546)
Supplies	729	2,200	1,471	860	8,739	13,690	4,951	9,314	574
Fuel and Oil	5,680	4,975	(705)	6,348	49,034	52,905	3,871	57,743	8,709
Equipment and Tools	4,540	650	(3,890)	554	14,370	28,655	14,285	36,177	21,807
Lease, Rents and Licenses	29	76	47	20	181	684	503	661	480
Maintenance and Repairs	23,465	10,190	(13,275)	10,206	101,196	94,695	(6,501)	107,269	6,074
Maintenance and Service Agreements	458	466	8	449	4,333	4,644	311	4,268	(65)
Outside Contracts	210	30,065	29,855	101	4,365	33,735	29,370	3,382	(983)
Professional Services	0	0	0	0	4,786	0	(4,786)	0	(4,786)
Insurance	3,406	3,533	127	8,203	31,369	31,797	428	75,217	43,849
Utilities	2,395	2,967	572	2,783	27,570	30,426	2,856	30,835	3,265
Taxes and Permits	193	25	(168)	1,601	5,829	3,624	(2,205)	19,349	13,519
Postage	0	0	0	0	0	0	0	12	12
Uniforms	0	1,500	1,500	0	4,086	6,741	2,655	5,028	942
Other	(2)	350	352	0	1,341	700	(641)	34	(1,307)
Total Operating Expenses	158,488	178,851	20,363	145,810	1,390,013	1,499,926	109,913	1,531,500	141,487
EBITDA	(157,162)	(163,951)	6,789	(206,218)	(1,329,964)	(1,420,826)	90,862	(1,373,343)	43,379
Allocations - MAC	(37,639)	(37,639)	0	(40,725)	(338,754)	(338,754)	0	(370,135)	(31,382)
Total Allocations	(37,639)	(37,639)	0	(40,725)	(338,754)	(338,754)	0	(370,135)	(31,382)
Pre Depreciation Gross	(119,523)	(126,312)	6,789	(165,493)	(991,210)	(1,082,072)	90,862	(1,003,207)	11,997
Depreciation	10,595	11,010	415	14,994	110,428	112,087	1,659	114,741	4,313

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2019		VAR		YTD September 2019		VAR		
	Actual	Budget			Actual	Budget			
Net Income / Cost of Operations	<u>(130,119)</u>	<u>(137,322)</u>	<u>7,203</u>	<u>(180,487)</u>	<u>(1,101,638)</u>	<u>(1,194,159)</u>	<u>92,521</u>	<u>(1,117,948)</u>	<u>16,310</u>

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD September 2019		VAR		YTD September 2019					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Income											
City of Bella Vista	2,903	3,125	(222)	2,903	8,710	9,375	(665)	8,710	0		
Food and Beverage	153	0	153	0	598	0	598	0	598		
Other Recreation	546	805	(259)	536	4,540	7,634	(3,094)	5,650	(1,110)		
RV	409	500	(91)	0	83,377	98,000	(14,623)	94,361	(10,984)		
Facility Use Fees	8,375	8,620	(245)	9,681	73,620	73,235	385	77,763	(4,143)		
Boat	1,620	2,700	(1,080)	2,467	320,990	328,150	(7,160)	321,921	(931)		
Donations Received	0	10	(10)	14	50	85	(35)	14	36		
Other	(0)	0	(0)	0	1,349	0	1,349	482	867		
Total Income	14,006	15,760	(1,754)	15,602	493,232	516,479	(23,246)	508,900	(15,668)		
Food and Beverage	121	0	(121)	0	522	0	(522)	0	(522)		
Recreation	1,900	3,172	1,272	1,191	21,057	21,617	560	18,952	(2,105)		
Total Cost of Goods	2,021	3,172	1,151	1,191	21,579	21,617	38	18,952	(2,627)		
Gross Profit	11,985	12,588	(603)	14,410	471,654	494,862	(23,208)	489,948	(18,294)		
Expenses											
Salary and Wages	30,650	34,522	3,873	31,154	297,453	318,172	20,719	289,097	(8,357)		
Employee Benefits	3,671	4,210	538	3,488	37,267	38,677	1,411	35,881	(1,386)		
Memberships, Training and Travel	0	0	0	0	565	2,653	2,088	2,086	1,521		
Supplies	3,057	1,570	(1,487)	10,859	51,069	58,955	7,886	58,158	7,089		
Fuel and Oil	2,042	2,645	603	2,517	18,520	20,150	1,630	19,573	1,053		
Equipment and Tools	138	200	62	100	9,076	16,055	6,979	32,069	22,993		
Lease, Rents and Licenses	29	32	3	20	432	288	(144)	120	(312)		
Maintenance and Repairs	3,802	2,065	(1,737)	392	38,319	78,975	40,656	44,041	5,723		
Maintenance and Service Agreements	2,388	3,044	656	2,096	19,816	24,180	4,364	20,589	773		
Outside Contracts	1,816	1,795	(21)	1,033	17,602	15,850	(1,752)	17,923	321		
Insurance	940	823	(117)	4,072	8,555	7,407	(1,148)	35,640	27,086		
Utilities	2,989	2,563	(426)	2,427	30,231	29,653	(578)	27,609	(2,622)		
Taxes and Permits	3,546	110	(3,436)	4,836	4,449	990	(3,459)	45,178	40,729		
Postage	0	45	45	4	91	350	259	211	119		
Credit Card Fees & Interest Expense	281	465	184	199	12,910	13,610	700	12,922	12		
Advertising Expense	99	0	(99)	0	99	950	851	193	94		
Uniforms	0	1,650	1,650	0	1,657	3,600	1,943	1,499	(158)		
Other	(71)	0	71	(7)	(76)	0	76	(253)	(177)		
Total Operating Expenses	55,376	55,739	363	63,188	548,035	630,516	82,481	642,536	94,501		

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Nine Months Ending September 30, 2019

	MTD				YTD				
	MTD September 2019			Prior Year Actual	YTD September 2019			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
EBITDA	(43,391)	(43,151)	(240)	(48,778)	(76,381)	(135,654)	59,272	(152,588)	76,207
Pre Depreciation Gross	(43,391)	(43,151)	(240)	(48,778)	(76,381)	(135,654)	59,272	(152,588)	76,207
Depreciation	8,589	9,321	732	10,340	85,247	88,459	3,212	84,048	(1,199)
Net Income / Cost of Operations	<u>(51,980)</u>	<u>(52,472)</u>	<u>493</u>	<u>(59,118)</u>	<u>(161,628)</u>	<u>(224,113)</u>	<u>62,484</u>	<u>(236,636)</u>	<u>75,008</u>

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD September 2019		VAR		YTD September 2019					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Income											
Assessments	687,700	671,300	16,400	669,692	6,095,917	6,032,700	63,217	5,978,436	117,481		
Facility Use Fees	15,336	15,000	336	14,512	303,122	295,000	8,122	298,125	4,997		
Investment Income	0	0	0	97	5,008	0	5,008	17,737	(12,729)		
Lot Sales	13,450	25,000	(11,550)	13,985	196,254	143,000	53,254	178,655	17,599		
Transfer Fees	83,289	42,000	41,289	45,600	438,330	350,000	88,330	340,270	98,060		
Past Due Collections	22,030	24,245	(2,215)	25,473	147,229	238,943	(91,714)	283,313	(136,085)		
Advertising Income	10,176	20,500	(10,324)	8,549	120,757	115,300	5,457	116,487	4,269		
Rebates	0	0	0	0	53,147	95,000	(41,853)	0	53,147		
POA Lot Inventory Valuation	73	14,500	(14,428)	73	(105,538)	52,500	(158,038)	44,954	(150,492)		
Gain / Loss Disposal Surplus Assets	0	0	0	0	349,890	0	349,890	0	349,890		
Water Rent Income	5,637	5,637	0	5,473	50,733	50,733	0	49,255	1,478		
Cell Tower Rents	0	0	0	0	1,069,000	1,028,377	40,623	0	1,069,000		
Legal Fees	2,244	750	1,494	1,311	9,829	6,750	3,079	10,431	(601)		
NSF Fees	425	340	85	275	3,075	3,060	15	3,175	(100)		
Other	297	0	297	(41)	181	0	181	(98)	279		
Total Income	840,657	819,272	21,385	785,000	8,736,935	8,411,363	325,572	7,320,741	1,416,193		
Gross Profit	840,657	819,272	21,385	785,000	8,736,935	8,411,363	325,572	7,320,741	1,416,193		
Expenses											
Salary and Wages	179,550	176,013	(3,537)	188,269	1,752,712	1,754,663	1,950	1,788,269	35,556		
Employee Benefits	99,766	112,898	13,132	102,022	941,401	1,035,669	94,268	1,097,330	155,929		
Memberships, Training and Travel	10,290	9,135	(1,155)	9,203	63,953	69,107	5,154	73,351	9,398		
Supplies	7,253	5,170	(2,083)	2,909	35,783	53,435	17,652	45,015	9,231		
Fuel and Oil	206	247	41	214	1,905	2,738	833	2,079	173		
Equipment and Tools	384	1,100	716	2,639	14,546	11,804	(2,742)	45,877	31,331		
Lease, Rents and Licenses	6,291	5,598	(693)	6,966	49,677	55,898	6,221	52,285	2,607		
Maintenance and Repairs	71	479	408	158	1,818	2,310	492	2,253	435		
Maintenance and Service Agreements	5,551	4,737	(814)	3,316	137,397	150,961	13,564	147,004	9,607		
Outside Contracts	30,969	28,056	(2,913)	28,776	161,422	169,233	7,811	156,817	(4,605)		
Professional Services	100,827	7,300	(93,527)	5,408	2,754,018	85,600	(2,668,418)	109,869	(2,644,149)		
Insurance	31,958	31,816	(142)	2,642	282,786	286,344	3,558	26,028	(256,758)		
Utilities	8,300	9,171	871	10,679	82,807	86,887	4,080	86,765	3,958		
Taxes and Permits	32,635	30,746	(1,889)	2,527	255,466	244,117	(11,349)	46,940	(208,526)		
Postage	8,085	4,337	(3,748)	11,637	61,302	77,941	16,639	77,642	16,341		
Credit Card Fees & Interest Expense	3,133	3,480	347	2,884	24,069	33,520	9,451	29,022	4,953		
Membership Elections	2,248	0	(2,248)	4,545	45,744	76,000	30,256	43,612	(2,132)		

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Nine Months Ending September 30, 2019

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2019				YTD September 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Advertising Expense	15,437	13,650	(1,787)	15,259	106,555	127,088	20,533	100,187	(6,368)
Bad Debts	15,976	6,500	(9,476)	9,802	55,679	58,500	2,821	62,693	7,014
Uniforms	0	4,000	4,000	(4)	2,268	10,600	8,332	11,214	8,946
Investment Fund Fees	0	0	0	175	212	0	(212)	3,585	3,373
Donations	0	250	250	0	0	2,250	2,250	5,259	5,259
Other	9,788	7,340	(2,448)	(22,474)	3,676	75,265	71,589	(40,545)	(44,221)
Total Operating Expenses	568,718	462,023	(106,695)	387,553	6,835,197	4,469,930	(2,365,267)	3,972,548	(2,862,649)
EBITDA	271,939	357,249	(85,310)	397,447	1,901,738	3,941,433	(2,039,696)	3,348,193	(1,446,456)
Allocations - F & A	(63,873)	(63,873)	0	(54,258)	(574,861)	(574,861)	0	(606,222)	(31,361)
Total Allocations	(63,873)	(63,873)	0	(54,258)	(574,861)	(574,861)	0	(606,222)	(31,361)
Pre Depreciation Gross	335,813	421,122	(85,310)	451,705	2,476,599	4,516,294	(2,039,696)	3,954,416	(1,477,817)
Depreciation	11,428	11,596	168	10,595	107,363	101,558	(5,805)	99,292	(8,071)
Net Income / Cost of Operations	324,384	409,526	(85,142)	441,110	2,369,236	4,414,736	(2,045,501)	3,855,124	(1,485,888)