

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Month Ending January 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD January 2020		VAR		YTD January 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
<b>Income</b>											
Assessments	716,230	684,650	31,580	673,432	716,230	684,650	31,580	673,432	42,798		
Food and Beverage	114,731	77,802	36,929	81,888	114,731	77,802	36,929	81,888	32,844		
Golf	669,989	806,968	(136,979)	871,691	669,989	806,968	(136,979)	871,691	(201,702)		
Pro Shop	14,068	13,255	814	13,677	14,068	13,255	814	13,677	391		
Other Recreation	1,421	1,801	(380)	1,796	1,421	1,801	(380)	1,796	(375)		
RV	43,309	41,064	2,245	39,037	43,309	41,064	2,245	39,037	4,273		
Facility Use Fees	71,250	83,530	(12,280)	105,869	71,250	83,530	(12,280)	105,869	(34,619)		
Boat	45,728	58,601	(12,873)	60,251	45,728	58,601	(12,873)	60,251	(14,523)		
Investment Income	1,565	0	1,565	7,579	1,565	0	1,565	7,579	(6,013)		
Water	649,136	616,223	32,913	554,041	649,136	616,223	32,913	554,041	95,096		
Restricted Revenue	1,133	1,080	53	1,717	1,133	1,080	53	1,717	(583)		
Lot Sales	(4,749)	9,000	(13,749)	11,335	(4,749)	9,000	(13,749)	11,335	(16,083)		
Transfer Fees	56,175	59,777	(3,602)	47,730	56,175	59,777	(3,602)	47,730	8,445		
Past Due Collections	19,065	19,700	(635)	15,185	19,065	19,700	(635)	15,185	3,879		
Advertising Income	14,972	11,500	3,472	11,428	14,972	11,500	3,472	11,428	3,544		
POA Lot Inventory Valuation	1,015	1,000	15	73	1,015	1,000	15	73	943		
Water Capital Buy In Fees	65,000	45,835	19,165	25,000	65,000	45,835	19,165	25,000	40,000		
Water Late Fees	13,804	13,500	304	13,280	13,804	13,500	304	13,280	525		
Water Rent Income	5,806	5,806	0	5,637	5,806	5,806	0	5,637	169		
Commissions	147	23	124	23	147	23	124	23	124		
Cell Tower Rents	28,606	28,610	(4)	27,806	28,606	28,610	(4)	27,806	800		
Legal Fees	1,691	750	941	276	1,691	750	941	276	1,415		
Rents - Leases Facilities	1,000	1,000	0	500	1,000	1,000	0	500	500		
NSF Fees	1,400	575	825	750	1,400	575	825	750	650		
Inter Company Interest Income	5,726	4,918	808	0	5,726	4,918	808	0	5,726		
Other	15,097	17,224	(2,127)	38,056	15,097	17,224	(2,127)	38,056	(22,959)		
<b>Total Income</b>	<b>2,553,316</b>	<b>2,604,192</b>	<b>(50,876)</b>	<b>2,608,055</b>	<b>2,553,316</b>	<b>2,604,192</b>	<b>(50,876)</b>	<b>2,608,055</b>	<b>(54,739)</b>		
Food and Beverage	43,350	28,386	(14,964)	32,624	43,350	28,386	(14,964)	32,624	(10,726)		
Water	188,419	196,672	8,253	139,600	188,419	196,672	8,253	139,600	(48,819)		
Pro Shop	11,259	7,495	(3,764)	9,761	11,259	7,495	(3,764)	9,761	(1,498)		
Recreation	1,781	2,727	946	1,143	1,781	2,727	946	1,143	(638)		
<b>Total Cost of Goods</b>	<b>244,809</b>	<b>235,280</b>	<b>(9,529)</b>	<b>183,128</b>	<b>244,809</b>	<b>235,280</b>	<b>(9,529)</b>	<b>183,128</b>	<b>(61,681)</b>		

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**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Gross Profit</b>	<b>2,308,507</b>	<b>2,368,911</b>	<b>(60,404)</b>	<b>2,424,927</b>	<b>2,308,507</b>	<b>2,368,911</b>	<b>(60,404)</b>	<b>2,424,927</b>	<b>(116,420)</b>
<b>Expenses</b>									
Salary and Wages	963,403	1,039,140	75,737	633,418	963,403	1,039,140	75,737	633,418	(329,985)
Employee Benefits	234,025	226,832	(7,193)	196,107	234,025	226,832	(7,193)	196,107	(37,918)
Memberships, Training and Travel	16,294	19,338	3,044	14,873	16,294	19,338	3,044	14,873	(1,420)
Supplies	95,800	109,054	13,254	120,294	95,800	109,054	13,254	120,294	24,494
Fuel and Oil	17,072	15,842	(1,230)	16,625	17,072	15,842	(1,230)	16,625	(447)
Equipment and Tools	29,532	32,044	2,512	36,903	29,532	32,044	2,512	36,903	7,371
Lease, Rents and Licenses	81,742	81,214	(528)	74,151	81,742	81,214	(528)	74,151	(7,591)
Maintenance and Repairs	51,901	81,148	29,247	98,756	51,901	81,148	29,247	98,756	46,856
Maintenance and Service Agreements	92,246	97,595	5,349	138,479	92,246	97,595	5,349	138,479	46,234
Outside Contracts	56,612	63,964	7,352	62,139	56,612	63,964	7,352	62,139	5,527
Professional Services	13,361	39,300	25,939	11,742	13,361	39,300	25,939	11,742	(1,619)
Insurance	59,546	58,590	(956)	51,101	59,546	58,590	(956)	51,101	(8,445)
Utilities	89,272	95,688	6,416	92,482	89,272	95,688	6,416	92,482	3,210
Taxes and Permits	56,685	48,217	(8,468)	44,295	56,685	48,217	(8,468)	44,295	(12,390)
Postage	17,085	13,922	(3,163)	14,737	17,085	13,922	(3,163)	14,737	(2,348)
Credit Card Fees & Interest Expense	41,840	47,095	5,255	43,986	41,840	47,095	5,255	43,986	2,146
Advertising Expense	20,970	10,250	(10,720)	14,736	20,970	10,250	(10,720)	14,736	(6,234)
Bad Debts	3,141	10,150	7,009	16,594	3,141	10,150	7,009	16,594	13,453
Uniforms	2,052	1,610	(442)	222	2,052	1,610	(442)	222	(1,831)
Investment Fund Fees	0	0	0	506	0	0	0	506	506
Discounts Earned	(2,021)	(7,030)	(5,009)	(17,465)	(2,021)	(7,030)	(5,009)	(17,465)	(15,444)
Inter Company Interest Exp	5,726	4,918	(808)	0	5,726	4,918	(808)	0	(5,726)
Other	5,590	6,560	970	(1,266)	5,590	6,560	970	(1,266)	(6,855)
<b>Total Operating Expenses</b>	<b>1,951,874</b>	<b>2,095,440</b>	<b>143,566</b>	<b>1,663,416</b>	<b>1,951,874</b>	<b>2,095,440</b>	<b>143,566</b>	<b>1,663,416</b>	<b>(288,458)</b>
<b>EBITDA</b>	<b>356,633</b>	<b>273,471</b>	<b>83,162</b>	<b>761,511</b>	<b>356,633</b>	<b>273,471</b>	<b>83,162</b>	<b>761,511</b>	<b>(404,878)</b>
<b>Pre Depreciation Gross</b>	<b>356,633</b>	<b>273,471</b>	<b>83,162</b>	<b>761,511</b>	<b>356,633</b>	<b>273,471</b>	<b>83,162</b>	<b>761,511</b>	<b>(404,878)</b>
Depreciation	272,425	275,013	2,588	255,943	272,425	275,013	2,588	255,943	(16,482)
<b>Net Income / Cost of Operations</b>	<b>84,207</b>	<b>(1,542)</b>	<b>85,749</b>	<b>505,568</b>	<b>84,207</b>	<b>(1,542)</b>	<b>85,749</b>	<b>505,568</b>	<b>(421,361)</b>

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	100	100	0	100	100	100	0	100	0
Investment Income	1,331	0	1,331	4,936	1,331	0	1,331	4,936	(3,604)
Water	649,136	616,223	32,913	554,041	649,136	616,223	32,913	554,041	95,096
Restricted Revenue	1,133	1,080	53	1,717	1,133	1,080	53	1,717	(583)
Water Capital Buy In Fees	65,000	45,835	19,165	25,000	65,000	45,835	19,165	25,000	40,000
Water Late Fees	13,804	13,500	304	13,280	13,804	13,500	304	13,280	525
NSF Fees	500	275	225	400	500	275	225	400	100
Inter Company Interest Income	5,726	4,918	808	0	5,726	4,918	808	0	5,726
Other	8,380	15,495	(7,115)	36,141	8,380	15,495	(7,115)	36,141	(27,760)
<b>Total Income</b>	<b>745,112</b>	<b>697,426</b>	<b>47,686</b>	<b>635,613</b>	<b>745,112</b>	<b>697,426</b>	<b>47,686</b>	<b>635,613</b>	<b>109,499</b>
Water	188,419	196,672	8,253	139,600	188,419	196,672	8,253	139,600	(48,819)
<b>Total Cost of Goods</b>	<b>188,419</b>	<b>196,672</b>	<b>8,253</b>	<b>139,600</b>	<b>188,419</b>	<b>196,672</b>	<b>8,253</b>	<b>139,600</b>	<b>(48,819)</b>
<b>Gross Profit</b>	<b>556,693</b>	<b>500,754</b>	<b>55,939</b>	<b>496,013</b>	<b>556,693</b>	<b>500,754</b>	<b>55,939</b>	<b>496,013</b>	<b>60,680</b>
<b>Expenses</b>									
Salary and Wages	111,984	116,767	4,784	73,945	111,984	116,767	4,784	73,945	(38,039)
Employee Benefits	29,277	30,271	993	25,116	29,277	30,271	993	25,116	(4,161)
Memberships, Training and Travel	574	1,447	873	1,280	574	1,447	873	1,280	706
Supplies	37,200	31,595	(5,605)	26,734	37,200	31,595	(5,605)	26,734	(10,466)
Fuel and Oil	4,090	4,500	410	4,172	4,090	4,500	410	4,172	82
Equipment and Tools	2,333	1,190	(1,143)	9,527	2,333	1,190	(1,143)	9,527	7,194
Lease, Rents and Licenses	6,071	6,096	25	5,902	6,071	6,096	25	5,902	(169)
Maintenance and Repairs	18,208	17,450	(758)	36,849	18,208	17,450	(758)	36,849	18,641
Maintenance and Service Agreements	39,754	7,374	(32,380)	36,476	39,754	7,374	(32,380)	36,476	(3,277)
Outside Contracts	21,344	30,396	9,052	29,311	21,344	30,396	9,052	29,311	7,967
Professional Services	0	0	0	609	0	0	0	609	609
Insurance	13,912	14,213	301	10,588	13,912	14,213	301	10,588	(3,324)
Utilities	10,529	8,400	(2,129)	10,002	10,529	8,400	(2,129)	10,002	(526)
Taxes and Permits	20,302	18,264	(2,038)	17,340	20,302	18,264	(2,038)	17,340	(2,962)
Postage	4,144	4,200	56	3,990	4,144	4,200	56	3,990	(154)
Credit Card Fees & Interest Expense	18,425	19,084	659	20,661	18,425	19,084	659	20,661	2,236
Bad Debts	1,095	200	(895)	1,104	1,095	200	(895)	1,104	9
Uniforms	240	0	(240)	130	240	0	(240)	130	(110)

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Investment Fund Fees	0	0	0	330	0	0	0	330	330
Other	112	0	(112)	312	112	0	(112)	312	200
<b>Total Operating Expenses</b>	<b>339,594</b>	<b>311,447</b>	<b>(28,147)</b>	<b>314,379</b>	<b>339,594</b>	<b>311,447</b>	<b>(28,147)</b>	<b>314,379</b>	<b>(25,215)</b>
<b>EBITDA</b>	<b>217,099</b>	<b>189,307</b>	<b>27,792</b>	<b>181,634</b>	<b>217,099</b>	<b>189,307</b>	<b>27,792</b>	<b>181,634</b>	<b>35,464</b>
Allocations - MAC	34,837	34,837	0	37,639	34,837	34,837	0	37,639	2,802
Allocations - F & A	67,118	67,118	0	70,618	67,118	67,118	0	70,618	3,500
<b>Total Allocations</b>	<b>101,955</b>	<b>101,955</b>	<b>0</b>	<b>108,257</b>	<b>101,955</b>	<b>101,955</b>	<b>0</b>	<b>108,257</b>	<b>6,302</b>
<b>Pre Depreciation Gross</b>	<b>115,144</b>	<b>87,352</b>	<b>27,792</b>	<b>73,377</b>	<b>115,144</b>	<b>87,352</b>	<b>27,792</b>	<b>73,377</b>	<b>41,766</b>
Depreciation	108,890	110,682	1,792	85,978	108,890	110,682	1,792	85,978	(22,913)
<b>Net Income / Cost of Operations</b>	<b>6,253</b>	<b>(23,330)</b>	<b>29,583</b>	<b>(12,600)</b>	<b>6,253</b>	<b>(23,330)</b>	<b>29,583</b>	<b>(12,600)</b>	<b>18,853</b>

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Month Ending January 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD January 2020		VAR		YTD January 2020		VAR		
	Actual	Budget			Actual	Budget			
<b>Income</b>									
Assessments	716,130	684,550	31,580	673,332	716,130	684,550	31,580	673,332	42,798
Food and Beverage	114,731	77,802	36,929	81,888	114,731	77,802	36,929	81,888	32,844
Golf	669,989	806,968	(136,979)	871,691	669,989	806,968	(136,979)	871,691	(201,702)
Pro Shop	14,068	13,255	814	13,677	14,068	13,255	814	13,677	391
Other Recreation	1,421	1,801	(380)	1,796	1,421	1,801	(380)	1,796	(375)
RV	43,309	41,064	2,245	39,037	43,309	41,064	2,245	39,037	4,273
Facility Use Fees	71,250	83,530	(12,280)	105,869	71,250	83,530	(12,280)	105,869	(34,619)
Boat	45,728	58,601	(12,873)	60,251	45,728	58,601	(12,873)	60,251	(14,523)
Investment Income	234	0	234	2,643	234	0	234	2,643	(2,409)
Lot Sales	(4,749)	9,000	(13,749)	11,335	(4,749)	9,000	(13,749)	11,335	(16,083)
Transfer Fees	56,175	59,777	(3,602)	47,730	56,175	59,777	(3,602)	47,730	8,445
Past Due Collections	19,065	19,700	(635)	15,185	19,065	19,700	(635)	15,185	3,879
Advertising Income	14,972	11,500	3,472	11,428	14,972	11,500	3,472	11,428	3,544
POA Lot Inventory Valuation	1,015	1,000	15	73	1,015	1,000	15	73	943
Water Rent Income	5,806	5,806	0	5,637	5,806	5,806	0	5,637	169
Commissions	147	23	124	23	147	23	124	23	124
Cell Tower Rents	28,606	28,610	(4)	27,806	28,606	28,610	(4)	27,806	800
Legal Fees	1,691	750	941	276	1,691	750	941	276	1,415
Rents - Leases Facilities	1,000	1,000	0	500	1,000	1,000	0	500	500
NSF Fees	900	300	600	350	900	300	600	350	550
Other	6,716	1,729	4,987	1,916	6,716	1,729	4,987	1,916	4,801
<b>Total Income</b>	<b>1,808,204</b>	<b>1,906,766</b>	<b>(98,562)</b>	<b>1,972,442</b>	<b>1,808,204</b>	<b>1,906,766</b>	<b>(98,562)</b>	<b>1,972,442</b>	<b>(164,238)</b>
Food and Beverage	43,350	28,386	(14,964)	32,624	43,350	28,386	(14,964)	32,624	(10,726)
Pro Shop	11,259	7,495	(3,764)	9,761	11,259	7,495	(3,764)	9,761	(1,498)
Recreation	1,781	2,727	946	1,143	1,781	2,727	946	1,143	(638)
<b>Total Cost of Goods</b>	<b>56,390</b>	<b>38,608</b>	<b>(17,782)</b>	<b>43,528</b>	<b>56,390</b>	<b>38,608</b>	<b>(17,782)</b>	<b>43,528</b>	<b>(12,862)</b>
<b>Gross Profit</b>	<b>1,751,814</b>	<b>1,868,157</b>	<b>(116,343)</b>	<b>1,928,914</b>	<b>1,751,814</b>	<b>1,868,157</b>	<b>(116,343)</b>	<b>1,928,914</b>	<b>(177,100)</b>
<b>Expenses</b>									
Salary and Wages	851,419	922,372	70,953	559,473	851,419	922,372	70,953	559,473	(291,946)
Employee Benefits	204,747	196,561	(8,186)	170,990	204,747	196,561	(8,186)	170,990	(33,757)
Memberships, Training and Travel	15,719	17,891	2,172	13,593	15,719	17,891	2,172	13,593	(2,126)
Supplies	58,599	77,459	18,860	93,560	58,599	77,459	18,860	93,560	34,961

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Month Ending January 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD January 2020		VAR		YTD January 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Fuel and Oil	12,982	11,342	(1,640)	12,453	12,982	11,342	(1,640)	12,453	(529)		
Equipment and Tools	27,199	30,854	3,655	27,376	27,199	30,854	3,655	27,376	177		
Lease, Rents and Licenses	75,671	75,118	(553)	68,249	75,671	75,118	(553)	68,249	(7,422)		
Maintenance and Repairs	33,692	63,698	30,006	61,907	33,692	63,698	30,006	61,907	28,215		
Maintenance and Service Agreements	52,492	90,221	37,729	102,003	52,492	90,221	37,729	102,003	49,511		
Outside Contracts	35,268	33,568	(1,700)	32,827	35,268	33,568	(1,700)	32,827	(2,441)		
Professional Services	13,361	39,300	25,939	11,133	13,361	39,300	25,939	11,133	(2,228)		
Insurance	45,635	44,377	(1,258)	40,513	45,635	44,377	(1,258)	40,513	(5,122)		
Utilities	78,744	87,288	8,544	82,480	78,744	87,288	8,544	82,480	3,736		
Taxes and Permits	36,383	29,953	(6,430)	26,955	36,383	29,953	(6,430)	26,955	(9,428)		
Postage	12,941	9,722	(3,219)	10,748	12,941	9,722	(3,219)	10,748	(2,194)		
Credit Card Fees & Interest Expense	23,415	28,011	4,596	23,325	23,415	28,011	4,596	23,325	(90)		
Advertising Expense	20,970	10,250	(10,720)	14,736	20,970	10,250	(10,720)	14,736	(6,234)		
Bad Debts	2,046	9,950	7,904	15,490	2,046	9,950	7,904	15,490	13,443		
Uniforms	1,812	1,610	(202)	92	1,812	1,610	(202)	92	(1,721)		
Investment Fund Fees	0	0	0	177	0	0	0	177	177		
Discounts Earned	(2,021)	(7,030)	(5,009)	(17,465)	(2,021)	(7,030)	(5,009)	(17,465)	(15,444)		
Inter Company Interest Exp	5,726	4,918	(808)	0	5,726	4,918	(808)	0	(5,726)		
Other	5,478	6,560	1,082	(1,577)	5,478	6,560	1,082	(1,577)	(7,055)		
<b>Total Operating Expenses</b>	<b>1,612,280</b>	<b>1,783,993</b>	<b>171,713</b>	<b>1,349,037</b>	<b>1,612,280</b>	<b>1,783,993</b>	<b>171,713</b>	<b>1,349,037</b>	<b>(263,243)</b>		
<b>EBITDA</b>	<b>139,534</b>	<b>84,164</b>	<b>55,370</b>	<b>579,877</b>	<b>139,534</b>	<b>84,164</b>	<b>55,370</b>	<b>579,877</b>	<b>(440,343)</b>		
Allocations - MAC	(34,837)	(34,837)	0	(37,639)	(34,837)	(34,837)	0	(37,639)	(2,802)		
Allocations - F & A	(67,118)	(67,118)	0	(70,618)	(67,118)	(67,118)	0	(70,618)	(3,500)		
<b>Total Allocations</b>	<b>(101,955)</b>	<b>(101,955)</b>	<b>0</b>	<b>(108,257)</b>	<b>(101,955)</b>	<b>(101,955)</b>	<b>0</b>	<b>(108,257)</b>	<b>(6,302)</b>		
<b>Pre Depreciation Gross</b>	<b>241,489</b>	<b>186,119</b>	<b>55,370</b>	<b>688,134</b>	<b>241,489</b>	<b>186,119</b>	<b>55,370</b>	<b>688,134</b>	<b>(446,645)</b>		
Depreciation	163,535	164,331	796	169,966	163,535	164,331	796	169,966	6,431		
<b>Net Income / Cost of Operations</b>	<b>77,954</b>	<b>21,788</b>	<b>56,166</b>	<b>518,168</b>	<b>77,954</b>	<b>21,788</b>	<b>56,166</b>	<b>518,168</b>	<b>(440,214)</b>		

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	114,351	77,275	37,076	81,406	114,351	77,275	37,076	81,406	32,945
Facility Use Fees	(8,789)	(1,960)	(6,829)	(4,838)	(8,789)	(1,960)	(6,829)	(4,838)	(3,951)
Other	5,122	0	5,122	37	5,122	0	5,122	37	5,085
<b>Total Income</b>	<b>110,684</b>	<b>75,315</b>	<b>35,369</b>	<b>76,605</b>	<b>110,684</b>	<b>75,315</b>	<b>35,369</b>	<b>76,605</b>	<b>34,079</b>
Food and Beverage	43,107	28,042	(15,065)	32,296	43,107	28,042	(15,065)	32,296	(10,811)
<b>Total Cost of Goods</b>	<b>43,107</b>	<b>28,042</b>	<b>(15,065)</b>	<b>32,296</b>	<b>43,107</b>	<b>28,042</b>	<b>(15,065)</b>	<b>32,296</b>	<b>(10,811)</b>
<b>Gross Profit</b>	<b>67,577</b>	<b>47,273</b>	<b>20,304</b>	<b>44,309</b>	<b>67,577</b>	<b>47,273</b>	<b>20,304</b>	<b>44,309</b>	<b>23,268</b>
<b>Expenses</b>									
Salary and Wages	105,140	100,042	(5,098)	71,298	105,140	100,042	(5,098)	71,298	(33,842)
Employee Benefits	16,879	11,450	(5,430)	10,108	16,879	11,450	(5,430)	10,108	(6,771)
Memberships, Training and Travel	4,371	1,395	(2,976)	1,448	4,371	1,395	(2,976)	1,448	(2,923)
Supplies	6,211	4,720	(1,491)	5,470	6,211	4,720	(1,491)	5,470	(741)
Fuel and Oil	225	0	(225)	37	225	0	(225)	37	(188)
Equipment and Tools	150	0	(150)	479	150	0	(150)	479	329
Lease, Rents and Licenses	979	140	(839)	135	979	140	(839)	135	(844)
Maintenance and Repairs	57	0	(57)	165	57	0	(57)	165	108
Maintenance and Service Agreements	782	395	(387)	683	782	395	(387)	683	(99)
Outside Contracts	99	310	211	149	99	310	211	149	51
Insurance	931	664	(267)	1,095	931	664	(267)	1,095	165
Utilities	4,911	4,328	(583)	4,994	4,911	4,328	(583)	4,994	82
Taxes and Permits	96	60	(36)	504	96	60	(36)	504	408
Credit Card Fees & Interest Expense	3,740	2,238	(1,502)	2,936	3,740	2,238	(1,502)	2,936	(804)
Advertising Expense	1,503	2,800	1,297	5,245	1,503	2,800	1,297	5,245	3,742
Uniforms	46	0	(46)	0	46	0	(46)	0	(46)
Other	156	0	(156)	31	156	0	(156)	31	(125)
<b>Total Operating Expenses</b>	<b>146,276</b>	<b>128,542</b>	<b>(17,735)</b>	<b>104,779</b>	<b>146,276</b>	<b>128,542</b>	<b>(17,735)</b>	<b>104,779</b>	<b>(41,498)</b>
<b>EBITDA</b>	<b>(78,699)</b>	<b>(81,269)</b>	<b>2,570</b>	<b>(60,470)</b>	<b>(78,699)</b>	<b>(81,269)</b>	<b>2,570</b>	<b>(60,470)</b>	<b>(18,229)</b>
<b>Pre Depreciation Gross</b>	<b>(78,699)</b>	<b>(81,269)</b>	<b>2,570</b>	<b>(60,470)</b>	<b>(78,699)</b>	<b>(81,269)</b>	<b>2,570</b>	<b>(60,470)</b>	<b>(18,229)</b>

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	403	404	1	402	403	404	1	402	(1)
<b>Net Income / Cost of Operations</b>	<u><u>(79,102)</u></u>	<u><u>(81,673)</u></u>	<u><u>2,570</u></u>	<u><u>(60,872)</u></u>	<u><u>(79,102)</u></u>	<u><u>(81,673)</u></u>	<u><u>2,570</u></u>	<u><u>(60,872)</u></u>	<u><u>(18,231)</u></u>



**Bella Vista POA  
Clubhouses-All  
For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Rents - Leases Facilities	1,000	1,000	0	500	1,000	1,000	0	500	500
<b>Total Income</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>500</b>
<b>Gross Profit</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>500</b>
<b>Expenses</b>									
Memberships, Training and Travel	54	0	(54)	0	54	0	(54)	0	(54)
Supplies	469	350	(119)	457	469	350	(119)	457	(11)
Equipment and Tools	4,369	1,900	(2,469)	1,141	4,369	1,900	(2,469)	1,141	(3,228)
Maintenance and Repairs	2,317	6,775	4,458	5,278	2,317	6,775	4,458	5,278	2,961
Maintenance and Service Agreements	5,004	5,552	548	3,756	5,004	5,552	548	3,756	(1,248)
Outside Contracts	1,878	0	(1,878)	0	1,878	0	(1,878)	0	(1,878)
Utilities	9,339	10,930	1,591	9,694	9,339	10,930	1,591	9,694	354
Taxes and Permits	109	0	(109)	10	109	0	(109)	10	(100)
<b>Total Operating Expenses</b>	<b>23,541</b>	<b>25,507</b>	<b>1,966</b>	<b>20,336</b>	<b>23,541</b>	<b>25,507</b>	<b>1,966</b>	<b>20,336</b>	<b>(3,204)</b>
<b>EBITDA</b>	<b>(22,541)</b>	<b>(24,507)</b>	<b>1,966</b>	<b>(19,836)</b>	<b>(22,541)</b>	<b>(24,507)</b>	<b>1,966</b>	<b>(19,836)</b>	<b>(2,704)</b>
Allocations - F & A	(2,740)	(2,740)	0	(6,744)	(2,740)	(2,740)	0	(6,744)	(4,004)
<b>Total Allocations</b>	<b>(2,740)</b>	<b>(2,740)</b>	<b>0</b>	<b>(6,744)</b>	<b>(2,740)</b>	<b>(2,740)</b>	<b>0</b>	<b>(6,744)</b>	<b>(4,004)</b>
<b>Pre Depreciation Gross</b>	<b>(19,801)</b>	<b>(21,767)</b>	<b>1,966</b>	<b>(13,092)</b>	<b>(19,801)</b>	<b>(21,767)</b>	<b>1,966</b>	<b>(13,092)</b>	<b>(6,708)</b>
Depreciation	48,318	48,440	123	48,686	48,318	48,440	123	48,686	369
<b>Net Income / Cost of Operations</b>	<b>(68,118)</b>	<b>(70,207)</b>	<b>2,089</b>	<b>(61,779)</b>	<b>(68,118)</b>	<b>(70,207)</b>	<b>2,089</b>	<b>(61,779)</b>	<b>(6,340)</b>

**Bella Vista POA**  
**Golf Maintenance - Keith Ihms (15 - 23)-All**  
**For the Month Ending January 31, 2020**

	MTD			Prior Year	YTD				
	MTD January 2020		VAR		YTD January 2020			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
<b>Expenses</b>									
Salary and Wages	176,948	191,848	14,900	120,055	176,948	191,848	14,900	120,055	(56,893)
Employee Benefits	22,197	21,672	(525)	16,808	22,197	21,672	(525)	16,808	(5,389)
Memberships, Training and Travel	2,628	3,820	1,192	2,180	2,628	3,820	1,192	2,180	(447)
Supplies	35,130	48,219	13,089	68,139	35,130	48,219	13,089	68,139	33,009
Fuel and Oil	6,499	4,925	(1,574)	5,027	6,499	4,925	(1,574)	5,027	(1,472)
Equipment and Tools	5,376	6,619	1,243	6,375	5,376	6,619	1,243	6,375	999
Lease, Rents and Licenses	46,239	46,425	186	40,817	46,239	46,425	186	40,817	(5,422)
Maintenance and Repairs	17,923	28,838	10,915	11,882	17,923	28,838	10,915	11,882	(6,041)
Maintenance and Service Agreements	678	1,401	723	968	678	1,401	723	968	289
Outside Contracts	9	1,602	1,593	1,080	9	1,602	1,593	1,080	1,071
Professional Services	0	250	250	0	0	250	250	0	0
Insurance	1,475	1,165	(310)	1,968	1,475	1,165	(310)	1,968	493
Utilities	15,314	20,536	5,222	18,122	15,314	20,536	5,222	18,122	2,808
Taxes and Permits	576	472	(104)	222	576	472	(104)	222	(355)
Postage	0	20	20	20	0	20	20	20	20
Uniforms	379	0	(379)	102	379	0	(379)	102	(277)
<b>Total Operating Expenses</b>	<b>331,371</b>	<b>377,812</b>	<b>46,441</b>	<b>293,765</b>	<b>331,371</b>	<b>377,812</b>	<b>46,441</b>	<b>293,765</b>	<b>(37,606)</b>
<b>EBITDA</b>	<b>(331,371)</b>	<b>(377,812)</b>	<b>46,441</b>	<b>(293,765)</b>	<b>(331,371)</b>	<b>(377,812)</b>	<b>46,441</b>	<b>(293,765)</b>	<b>(37,606)</b>
<b>Pre Depreciation Gross</b>	<b>(331,371)</b>	<b>(377,812)</b>	<b>46,441</b>	<b>(293,765)</b>	<b>(331,371)</b>	<b>(377,812)</b>	<b>46,441</b>	<b>(293,765)</b>	<b>(37,606)</b>
Depreciation	51,060	51,123	63	56,274	51,060	51,123	63	56,274	5,214
<b>Net Income / Cost of Operations</b>	<b>(382,431)</b>	<b>(428,935)</b>	<b>46,504</b>	<b>(350,039)</b>	<b>(382,431)</b>	<b>(428,935)</b>	<b>46,504</b>	<b>(350,039)</b>	<b>(32,392)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Golf	669,989	806,968	(136,979)	871,691	669,989	806,968	(136,979)	871,691	(201,702)
Pro Shop	14,068	13,255	814	13,677	14,068	13,255	814	13,677	391
Commissions	147	23	124	23	147	23	124	23	124
Other	1,135	1,393	(258)	1,407	1,135	1,393	(258)	1,407	(272)
<b>Total Income</b>	<b>685,339</b>	<b>821,639</b>	<b>(136,300)</b>	<b>886,798</b>	<b>685,339</b>	<b>821,639</b>	<b>(136,300)</b>	<b>886,798</b>	<b>(201,459)</b>
Pro Shop	11,259	7,495	(3,764)	9,761	11,259	7,495	(3,764)	9,761	(1,498)
<b>Total Cost of Goods</b>	<b>11,259</b>	<b>7,495</b>	<b>(3,764)</b>	<b>9,761</b>	<b>11,259</b>	<b>7,495</b>	<b>(3,764)</b>	<b>9,761</b>	<b>(1,498)</b>
<b>Gross Profit</b>	<b>674,080</b>	<b>814,143</b>	<b>(140,064)</b>	<b>877,038</b>	<b>674,080</b>	<b>814,143</b>	<b>(140,064)</b>	<b>877,038</b>	<b>(202,958)</b>
<b>Expenses</b>									
Salary and Wages	96,232	104,552	8,320	62,552	96,232	104,552	8,320	62,552	(33,680)
Employee Benefits	11,874	11,465	(409)	7,867	11,874	11,465	(409)	7,867	(4,007)
Memberships, Training and Travel	2,011	1,816	(195)	1,716	2,011	1,816	(195)	1,716	(295)
Supplies	1,874	2,853	979	2,536	1,874	2,853	979	2,536	662
Fuel and Oil	123	532	409	532	123	532	409	532	409
Equipment and Tools	12,755	2,166	(10,589)	3,235	12,755	2,166	(10,589)	3,235	(9,520)
Lease, Rents and Licenses	22,285	22,337	52	21,607	22,285	22,337	52	21,607	(679)
Maintenance and Repairs	2,182	3,163	981	3,245	2,182	3,163	981	3,245	1,064
Maintenance and Service Agreements	6,364	7,378	1,014	7,500	6,364	7,378	1,014	7,500	1,137
Outside Contracts	1,837	2,585	748	1,987	1,837	2,585	748	1,987	150
Insurance	847	621	(226)	1,150	847	621	(226)	1,150	303
Utilities	10,256	9,951	(305)	9,726	10,256	9,951	(305)	9,726	(530)
Taxes and Permits	48	7	(41)	7	48	7	(41)	7	(42)
Postage	0	92	92	92	0	92	92	92	92
Credit Card Fees & Interest Expense	13,772	18,588	4,815	14,053	13,772	18,588	4,815	14,053	281
Uniforms	54	160	106	400	54	160	106	400	346
Other	(490)	3,727	4,217	(4,281)	(490)	3,727	4,217	(4,281)	(3,791)
<b>Total Operating Expenses</b>	<b>182,025</b>	<b>191,994</b>	<b>9,969</b>	<b>133,925</b>	<b>182,025</b>	<b>191,994</b>	<b>9,969</b>	<b>133,925</b>	<b>(48,100)</b>
<b>EBITDA</b>	<b>492,055</b>	<b>622,150</b>	<b>(130,095)</b>	<b>743,113</b>	<b>492,055</b>	<b>622,150</b>	<b>(130,095)</b>	<b>743,113</b>	<b>(251,058)</b>
<b>Pre Depreciation Gross</b>	<b>492,055</b>	<b>622,150</b>	<b>(130,095)</b>	<b>743,113</b>	<b>492,055</b>	<b>622,150</b>	<b>(130,095)</b>	<b>743,113</b>	<b>(251,058)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	3,965	4,016	51	3,802	3,965	4,016	51	3,802	(163)
<b>Net Income / Cost of Operations</b>	<u><u>488,090</u></u>	<u><u>618,134</u></u>	<u><u>(130,044)</u></u>	<u><u>739,311</u></u>	<u><u>488,090</u></u>	<u><u>618,134</u></u>	<u><u>(130,044)</u></u>	<u><u>739,311</u></u>	<u><u>(251,221)</u></u>

**Bella Vista POA**  
 Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-/  
 For the Month Ending January 31, 2020

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	325	492	(167)	482	325	492	(167)	482	(157)
Other Recreation	1,211	1,666	(455)	1,595	1,211	1,666	(455)	1,595	(384)
RV	13,376	11,064	2,312	11,551	13,376	11,064	2,312	11,551	1,825
Facility Use Fees	30,137	33,201	(3,064)	47,380	30,137	33,201	(3,064)	47,380	(17,243)
Boat	14,121	18,301	(4,180)	18,301	14,121	18,301	(4,180)	18,301	(4,180)
Other	459	326	133	297	459	326	133	297	162
<b>Total Income</b>	<b>59,629</b>	<b>65,050</b>	<b>(5,421)</b>	<b>79,606</b>	<b>59,629</b>	<b>65,050</b>	<b>(5,421)</b>	<b>79,606</b>	<b>(19,977)</b>
Food and Beverage	214	344	130	328	214	344	130	328	114
Recreation	258	1,202	944	510	258	1,202	944	510	252
<b>Total Cost of Goods</b>	<b>472</b>	<b>1,546</b>	<b>1,074</b>	<b>838</b>	<b>472</b>	<b>1,546</b>	<b>1,074</b>	<b>838</b>	<b>366</b>
<b>Gross Profit</b>	<b>59,157</b>	<b>63,504</b>	<b>(4,347)</b>	<b>78,768</b>	<b>59,157</b>	<b>63,504</b>	<b>(4,347)</b>	<b>78,768</b>	<b>(19,611)</b>
<b>Expenses</b>									
Salary and Wages	68,706	73,031	4,326	43,380	68,706	73,031	4,326	43,380	(25,326)
Employee Benefits	9,211	9,361	150	5,745	9,211	9,361	150	5,745	(3,466)
Memberships, Training and Travel	432	480	48	908	432	480	48	908	476
Supplies	6,678	9,576	2,898	6,927	6,678	9,576	2,898	6,927	249
Fuel and Oil	94	205	112	490	94	205	112	490	397
Equipment and Tools	358	10,462	10,104	9,291	358	10,462	10,104	9,291	8,933
Lease, Rents and Licenses	171	218	47	171	171	218	47	171	0
Maintenance and Repairs	1,624	2,950	1,326	21,576	1,624	2,950	1,326	21,576	19,952
Maintenance and Service Agreements	5,033	6,069	1,036	5,437	5,033	6,069	1,036	5,437	404
Outside Contracts	1,358	2,442	1,084	1,825	1,358	2,442	1,084	1,825	467
Insurance	659	443	(216)	679	659	443	(216)	679	19
Utilities	20,781	23,266	2,485	20,864	20,781	23,266	2,485	20,864	84
Taxes and Permits	45	2,525	2,480	28	45	2,525	2,480	28	(17)
Postage	22	0	(22)	0	22	0	(22)	0	(22)
Credit Card Fees & Interest Expense	2,887	1,655	(1,232)	1,768	2,887	1,655	(1,232)	1,768	(1,119)
Uniforms	(111)	150	261	0	(111)	150	261	0	111
Other	91	178	87	49	91	178	87	49	(42)
<b>Total Operating Expenses</b>	<b>118,040</b>	<b>143,011</b>	<b>24,972</b>	<b>119,138</b>	<b>118,040</b>	<b>143,011</b>	<b>24,972</b>	<b>119,138</b>	<b>1,098</b>
<b>EBITDA</b>	<b>(58,883)</b>	<b>(79,507)</b>	<b>20,625</b>	<b>(40,370)</b>	<b>(58,883)</b>	<b>(79,507)</b>	<b>20,625</b>	<b>(40,370)</b>	<b>(18,512)</b>

**Bella Vista POA**  
 Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-/  
 For the Month Ending January 31, 2020

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	(58,883)	(79,507)	20,625	(40,370)	(58,883)	(79,507)	20,625	(40,370)	(18,512)
Depreciation	30,473	31,028	555	27,583	30,473	31,028	555	27,583	(2,890)
<b>Net Income / Cost of Operations</b>	<u>(89,355)</u>	<u>(110,535)</u>	<u>21,180</u>	<u>(67,953)</u>	<u>(89,355)</u>	<u>(110,535)</u>	<u>21,180</u>	<u>(67,953)</u>	<u>(21,402)</u>

**Bella Vista POA**  
**Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-A**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Cell Tower Rents	28,606	28,610	(4)	27,806	28,606	28,610	(4)	27,806	800
<b>Total Income</b>	<b>28,606</b>	<b>28,610</b>	<b>(4)</b>	<b>27,806</b>	<b>28,606</b>	<b>28,610</b>	<b>(4)</b>	<b>27,806</b>	<b>800</b>
<b>Gross Profit</b>	<b>28,606</b>	<b>28,610</b>	<b>(4)</b>	<b>27,806</b>	<b>28,606</b>	<b>28,610</b>	<b>(4)</b>	<b>27,806</b>	<b>800</b>
<b>Expenses</b>									
Salary and Wages	144,206	145,154	948	99,882	144,206	145,154	948	99,882	(44,324)
Employee Benefits	19,735	17,681	(2,055)	14,009	19,735	17,681	(2,055)	14,009	(5,726)
Memberships, Training and Travel	0	750	750	289	0	750	750	289	289
Supplies	555	810	255	1,236	555	810	255	1,236	682
Fuel and Oil	4,431	3,868	(563)	4,681	4,431	3,868	(563)	4,681	250
Equipment and Tools	1,226	1,677	451	701	1,226	1,677	451	701	(525)
Lease, Rents and Licenses	18	194	176	17	18	194	176	17	(1)
Maintenance and Repairs	6,695	11,175	4,480	9,692	6,695	11,175	4,480	9,692	2,998
Maintenance and Service Agreements	387	572	185	458	387	572	185	458	71
Outside Contracts	140	225	85	145	140	225	85	145	5
Professional Services	0	0	0	4,786	0	0	0	4,786	4,786
Insurance	2,366	1,401	(965)	3,645	2,366	1,401	(965)	3,645	1,279
Utilities	3,670	3,541	(129)	3,584	3,670	3,541	(129)	3,584	(86)
Taxes and Permits	1,600	155	(1,445)	1,729	1,600	155	(1,445)	1,729	128
Other	75	0	(75)	247	75	0	(75)	247	172
<b>Total Operating Expenses</b>	<b>185,105</b>	<b>187,202</b>	<b>2,098</b>	<b>145,102</b>	<b>185,105</b>	<b>187,202</b>	<b>2,098</b>	<b>145,102</b>	<b>(40,003)</b>
<b>EBITDA</b>	<b>(156,498)</b>	<b>(158,592)</b>	<b>2,094</b>	<b>(117,295)</b>	<b>(156,498)</b>	<b>(158,592)</b>	<b>2,094</b>	<b>(117,295)</b>	<b>(39,203)</b>
Allocations - MAC	(34,837)	(34,837)	0	(37,639)	(34,837)	(34,837)	0	(37,639)	(2,802)
<b>Total Allocations</b>	<b>(34,837)</b>	<b>(34,837)</b>	<b>0</b>	<b>(37,639)</b>	<b>(34,837)</b>	<b>(34,837)</b>	<b>0</b>	<b>(37,639)</b>	<b>(2,802)</b>
<b>Pre Depreciation Gross</b>	<b>(121,661)</b>	<b>(123,755)</b>	<b>2,094</b>	<b>(79,656)</b>	<b>(121,661)</b>	<b>(123,755)</b>	<b>2,094</b>	<b>(79,656)</b>	<b>(42,005)</b>
Depreciation	10,615	10,615	0	12,880	10,615	10,615	0	12,880	2,266
<b>Net Income / Cost of Operations</b>	<b>(132,276)</b>	<b>(134,370)</b>	<b>2,094</b>	<b>(92,536)</b>	<b>(132,276)</b>	<b>(134,370)</b>	<b>2,094</b>	<b>(92,536)</b>	<b>(39,740)</b>

**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year	YTD January 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	56	35	21	0	56	35	21	0	56
Other Recreation	210	135	75	201	210	135	75	201	9
RV	29,934	30,000	(66)	27,486	29,934	30,000	(66)	27,486	2,448
Facility Use Fees	6,078	5,289	789	5,639	6,078	5,289	789	5,639	439
Boat	31,607	40,300	(8,693)	41,950	31,607	40,300	(8,693)	41,950	(10,343)
Other	0	0	0	4	0	0	0	4	(4)
<b>Total Income</b>	<b>67,884</b>	<b>75,759</b>	<b>(7,875)</b>	<b>75,280</b>	<b>67,884</b>	<b>75,759</b>	<b>(7,875)</b>	<b>75,280</b>	<b>(7,395)</b>
Food and Beverage	29	0	(29)	0	29	0	(29)	0	(29)
Recreation	1,523	1,525	2	633	1,523	1,525	2	633	(890)
<b>Total Cost of Goods</b>	<b>1,552</b>	<b>1,525</b>	<b>(27)</b>	<b>633</b>	<b>1,552</b>	<b>1,525</b>	<b>(27)</b>	<b>633</b>	<b>(919)</b>
<b>Gross Profit</b>	<b>66,332</b>	<b>74,234</b>	<b>(7,902)</b>	<b>74,646</b>	<b>66,332</b>	<b>74,234</b>	<b>(7,902)</b>	<b>74,646</b>	<b>(8,314)</b>
<b>Expenses</b>									
Salary and Wages	39,091	42,522	3,431	24,774	39,091	42,522	3,431	24,774	(14,317)
Employee Benefits	4,934	5,002	68	3,385	4,934	5,002	68	3,385	(1,548)
Memberships, Training and Travel	0	965	965	0	0	965	965	0	0
Supplies	3,393	5,880	2,487	3,468	3,393	5,880	2,487	3,468	75
Fuel and Oil	1,474	1,610	136	1,523	1,474	1,610	136	1,523	49
Equipment and Tools	0	2,100	2,100	1,666	0	2,100	2,100	1,666	1,666
Lease, Rents and Licenses	18	25	7	18	18	25	7	18	0
Maintenance and Repairs	2,665	10,365	7,700	9,052	2,665	10,365	7,700	9,052	6,387
Maintenance and Service Agreements	2,287	1,970	(317)	1,831	2,287	1,970	(317)	1,831	(456)
Outside Contracts	2,223	1,330	(893)	1,932	2,223	1,330	(893)	1,932	(291)
Insurance	675	264	(411)	901	675	264	(411)	901	227
Utilities	4,653	4,704	51	4,239	4,653	4,704	51	4,239	(414)
Taxes and Permits	352	100	(252)	27	352	100	(252)	27	(325)
Postage	0	20	20	29	0	20	20	29	29
Credit Card Fees & Interest Expense	807	1,790	983	1,988	807	1,790	983	1,988	1,181
Uniforms	262	0	(262)	0	262	0	(262)	0	(262)
Other	(10)	0	10	0	(10)	0	10	0	10
<b>Total Operating Expenses</b>	<b>62,824</b>	<b>78,647</b>	<b>15,823</b>	<b>54,835</b>	<b>62,824</b>	<b>78,647</b>	<b>15,823</b>	<b>54,835</b>	<b>(7,988)</b>
<b>EBITDA</b>	<b>3,509</b>	<b>(4,413)</b>	<b>7,922</b>	<b>19,811</b>	<b>3,509</b>	<b>(4,413)</b>	<b>7,922</b>	<b>19,811</b>	<b>(16,303)</b>



**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	3,509	(4,413)	7,922	19,811	3,509	(4,413)	7,922	19,811	(16,303)
Depreciation	8,295	8,297	2	9,752	8,295	8,297	2	9,752	1,458
<b>Net Income / Cost of Operations</b>	<u>(4,786)</u>	<u>(12,710)</u>	<u>7,924</u>	<u>10,059</u>	<u>(4,786)</u>	<u>(12,710)</u>	<u>7,924</u>	<u>10,059</u>	<u>(14,845)</u>

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Month Ending January 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD January 2020		VAR		YTD January 2020		VAR			Actual	Actual Compared
	Actual	Budget			Actual	Budget					
<b>Income</b>											
Assessments	716,130	684,550	31,580	673,332	716,130	684,550	31,580	673,332	42,798		
Facility Use Fees	43,823	47,000	(3,177)	57,687	43,823	47,000	(3,177)	57,687	(13,864)		
Investment Income	234	0	234	2,643	234	0	234	2,643	(2,409)		
Lot Sales	(4,749)	9,000	(13,749)	11,335	(4,749)	9,000	(13,749)	11,335	(16,083)		
Transfer Fees	56,175	59,777	(3,602)	47,730	56,175	59,777	(3,602)	47,730	8,445		
Past Due Collections	19,065	19,700	(635)	15,185	19,065	19,700	(635)	15,185	3,879		
Advertising Income	14,972	11,500	3,472	11,428	14,972	11,500	3,472	11,428	3,544		
POA Lot Inventory Valuation	1,015	1,000	15	73	1,015	1,000	15	73	943		
Water Rent Income	5,806	5,806	0	5,637	5,806	5,806	0	5,637	169		
Legal Fees	1,691	750	941	276	1,691	750	941	276	1,415		
NSF Fees	900	300	600	350	900	300	600	350	550		
Other	0	10	(10)	171	0	10	(10)	171	(171)		
<b>Total Income</b>	<b>855,061</b>	<b>839,393</b>	<b>15,668</b>	<b>825,847</b>	<b>855,061</b>	<b>839,393</b>	<b>15,668</b>	<b>825,847</b>	<b>29,215</b>		
<b>Gross Profit</b>	<b>855,061</b>	<b>839,393</b>	<b>15,668</b>	<b>825,847</b>	<b>855,061</b>	<b>839,393</b>	<b>15,668</b>	<b>825,847</b>	<b>29,215</b>		
<b>Expenses</b>											
Salary and Wages	221,097	265,223	44,126	137,532	221,097	265,223	44,126	137,532	(83,564)		
Employee Benefits	119,916	119,930	14	113,067	119,916	119,930	14	113,067	(6,849)		
Memberships, Training and Travel	6,223	8,665	2,442	7,051	6,223	8,665	2,442	7,051	828		
Supplies	4,289	5,051	762	5,325	4,289	5,051	762	5,325	1,036		
Fuel and Oil	136	202	66	163	136	202	66	163	26		
Equipment and Tools	2,965	5,930	2,965	4,487	2,965	5,930	2,965	4,487	1,522		
Lease, Rents and Licenses	5,960	5,779	(181)	5,484	5,960	5,779	(181)	5,484	(477)		
Maintenance and Repairs	229	432	203	1,016	229	432	203	1,016	787		
Maintenance and Service Agreements	31,956	66,884	34,928	81,370	31,956	66,884	34,928	81,370	49,414		
Outside Contracts	27,724	25,074	(2,650)	25,709	27,724	25,074	(2,650)	25,709	(2,015)		
Professional Services	13,361	39,050	25,689	6,347	13,361	39,050	25,689	6,347	(7,014)		
Insurance	38,681	39,819	1,138	31,074	38,681	39,819	1,138	31,074	(7,607)		
Utilities	9,820	10,032	212	11,257	9,820	10,032	212	11,257	1,437		
Taxes and Permits	33,556	26,634	(6,922)	24,429	33,556	26,634	(6,922)	24,429	(9,127)		
Postage	12,919	9,590	(3,329)	10,607	12,919	9,590	(3,329)	10,607	(2,312)		
Credit Card Fees & Interest Expense	2,209	3,740	1,531	2,580	2,209	3,740	1,531	2,580	370		
Advertising Expense	19,467	7,450	(12,017)	9,491	19,467	7,450	(12,017)	9,491	(9,976)		
Bad Debts	2,046	9,950	7,904	15,490	2,046	9,950	7,904	15,490	13,443		

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Month Ending January 31, 2020**

	MTD				YTD				
	MTD January 2020			Prior Year Actual	YTD January 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Uniforms	1,183	1,300	117	(410)	1,183	1,300	117	(410)	(1,593)
Investment Fund Fees	0	0	0	177	0	0	0	177	177
Discounts Earned	(2,021)	(7,030)	(5,009)	(17,465)	(2,021)	(7,030)	(5,009)	(17,465)	(15,444)
Inter Company Interest Exp	5,726	4,918	(808)	0	5,726	4,918	(808)	0	(5,726)
Other	5,655	2,655	(3,000)	2,376	5,655	2,655	(3,000)	2,376	(3,279)
<b>Total Operating Expenses</b>	<b>563,099</b>	<b>651,278</b>	<b>88,180</b>	<b>477,157</b>	<b>563,099</b>	<b>651,278</b>	<b>88,180</b>	<b>477,157</b>	<b>(85,942)</b>
<b>EBITDA</b>	<b>291,962</b>	<b>188,115</b>	<b>103,848</b>	<b>348,690</b>	<b>291,962</b>	<b>188,115</b>	<b>103,848</b>	<b>348,690</b>	<b>(56,727)</b>
Allocations - F & A	(64,378)	(64,378)	0	(63,873)	(64,378)	(64,378)	0	(63,873)	505
<b>Total Allocations</b>	<b>(64,378)</b>	<b>(64,378)</b>	<b>0</b>	<b>(63,873)</b>	<b>(64,378)</b>	<b>(64,378)</b>	<b>0</b>	<b>(63,873)</b>	<b>505</b>
<b>Pre Depreciation Gross</b>	<b>356,340</b>	<b>252,493</b>	<b>103,848</b>	<b>412,563</b>	<b>356,340</b>	<b>252,493</b>	<b>103,848</b>	<b>412,563</b>	<b>(56,223)</b>
Depreciation	10,407	10,408	1	10,586	10,407	10,408	1	10,586	179
<b>Net Income / Cost of Operations</b>	<b>345,934</b>	<b>242,085</b>	<b>103,849</b>	<b>401,977</b>	<b>345,934</b>	<b>242,085</b>	<b>103,849</b>	<b>401,977</b>	<b>(56,044)</b>