

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD					
	MTD December 2019		VAR		Actual	YTD December 2019			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Assessments	664,126	672,100	(7,974)	673,440	8,149,572	8,049,200	100,372	7,998,392	151,179	
City of Bella Vista	2,903	3,125	(222)	2,903	12,178	12,500	(322)	11,903	275	
Food and Beverage	157,420	141,008	16,412	121,905	2,091,667	1,795,692	295,975	1,686,057	405,609	
Golf	86,044	78,840	7,204	76,914	3,801,759	4,208,490	(406,731)	3,963,305	(161,547)	
Pro Shop	34,962	35,306	(344)	34,373	501,467	523,902	(22,435)	505,224	(3,757)	
Other Recreation	1,489	682	807	1,309	56,198	57,694	(1,496)	45,704	10,494	
RV	17,325	10,912	6,413	13,573	415,199	371,313	43,886	356,010	59,189	
Facility Use Fees	15,334	18,808	(3,474)	31,802	876,873	806,640	70,233	851,343	25,530	
Boat	22	50	(28)	88	507,855	530,160	(22,305)	383,401	124,454	
Investment Income	(9,582)	5,000	(14,582)	12,987	(263)	60,000	(60,263)	75,150	(75,412)	
Water	565,405	608,519	(43,114)	544,925	7,439,193	7,884,439	(445,246)	7,617,009	(177,816)	
Restricted Revenue	1,144	330	814	1,208	13,220	3,960	9,260	9,797	3,423	
Stump Dump	0	0	0	0	0	0	0	107,294	(107,294)	
Lot Sales	5,986	8,000	(2,014)	10,233	255,915	184,000	71,915	214,309	41,606	
Transfer Fees	45,100	32,000	13,100	48,900	573,765	450,000	123,765	446,024	127,741	
Past Due Collections	24,294	23,930	364	11,836	247,621	311,000	(63,379)	331,445	(83,825)	
Advertising Income	9,672	19,500	(9,828)	7,354	159,033	152,000	7,033	155,838	3,195	
Rebates	0	0	0	0	55,759	95,000	(39,241)	5,330	50,429	
POA Lot Inventory Valuation	435	1,500	(1,065)	145	(93,373)	70,000	(163,373)	45,244	(138,617)	
Water Capital Buy In Fees	116,740	45,000	71,740	52,500	595,000	550,000	45,000	654,020	(59,020)	
Water Late Fees	13,562	13,500	62	12,254	165,031	162,000	3,031	163,656	1,374	
AR MO Land Income	0	0	0	0	6,131	5,500	631	5,752	379	
Gain / Loss Disposal Surplus Assets	30,184	0	30,184	0	396,374	9,000	387,374	41,273	355,101	
Water Rent Income	5,637	5,639	(2)	5,473	67,644	67,646	(2)	65,674	1,970	
Commissions	82	34	48	0	1,101	870	231	359	742	
Cell Tower Rents	3,200	2,400	800	40,736	1,129,254	1,079,177	50,077	92,256	1,036,998	
Legal Fees	75	750	(675)	0	12,902	9,000	3,902	10,556	2,347	
Rents - Leases Facilities	1,000	500	500	500	6,500	6,000	500	6,000	500	
Donations Received	0	0	0	0	50	100	(50)	14	36	
NSF Fees	500	565	(65)	275	8,575	6,780	1,795	6,400	2,175	
Inter Company Interest Income	6,059	0	6,059	0	72,459	0	72,459	0	72,459	
Other	27,902	17,854	10,048	14,066	184,583	184,340	243	182,519	2,064	
Total Income	1,827,019	1,745,852	81,168	1,719,697	27,709,242	27,646,403	62,839	26,037,259	1,671,982	
Food and Beverage	56,380	46,037	(10,343)	55,085	762,367	623,682	(138,685)	638,726	(123,640)	

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PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019		VAR		YTD December 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget			Actual	Budget	VAR		
Water	198,313	184,214	(14,099)	196,795	2,310,683	2,397,586	86,903	2,409,202	98,519
Pro Shop	30,013	26,904	(3,109)	29,862	371,057	395,781	24,724	375,886	4,830
Recreation	4,953	962	(3,991)	3,170	72,035	62,128	(9,907)	39,645	(32,390)
Total Cost of Goods	289,660	258,117	(31,543)	284,912	3,516,141	3,479,176	(36,965)	3,463,459	(52,682)
Gross Profit	1,537,360	1,487,735	49,625	1,434,786	24,193,101	24,167,227	25,874	22,573,800	1,619,300
Expenses									
Salary and Wages	797,990	726,146	(71,844)	924,226	9,610,569	9,900,197	289,628	9,938,613	328,044
Employee Benefits	286,534	196,451	(90,083)	235,358	2,419,710	2,475,873	56,162	2,566,942	147,232
Memberships, Training and Travel	11,210	7,980	(3,230)	9,816	172,654	182,402	9,748	160,202	(12,452)
Supplies	55,618	40,672	(14,946)	65,995	1,174,835	1,172,967	(1,869)	1,122,690	(52,146)
Fuel and Oil	9,558	11,749	2,191	(2,554)	239,728	275,115	35,387	267,449	27,721
Equipment and Tools	18,844	4,770	(14,074)	57,755	294,630	271,706	(22,924)	659,928	365,299
Lease, Rents and Licenses	53,367	80,120	26,753	72,490	932,588	957,113	24,525	968,470	35,882
Maintenance and Repairs	83,328	36,897	(46,431)	77,210	1,053,932	1,047,030	(6,903)	1,195,364	141,432
Maintenance and Service Agreements	28,362	32,686	4,324	38,793	509,124	526,564	17,440	484,318	(24,806)
Outside Contracts	56,316	56,002	(314)	34,143	614,134	627,399	13,265	523,186	(90,948)
Professional Services	238,722	6,200	(232,522)	1,730,579	3,120,019	144,500	(2,975,519)	1,862,403	(1,257,617)
Insurance	39,800	51,101	11,302	64,663	612,926	613,212	286	590,326	(22,600)
Utilities	82,723	91,902	9,179	92,190	1,068,149	1,151,228	83,079	1,125,102	56,953
Taxes and Permits	80,073	42,383	(37,690)	56,486	670,129	595,780	(74,349)	603,259	(66,870)
Postage	20,764	8,472	(12,292)	16,801	138,493	147,450	8,957	154,527	16,034
Credit Card Fees & Interest Expense	29,387	41,280	11,893	30,348	467,387	467,274	(113)	450,607	(16,780)
Membership Elections	36,503	0	(36,503)	0	125,363	76,000	(49,363)	43,612	(81,751)
Advertising Expense	13,251	10,880	(2,371)	9,459	221,583	226,214	4,631	186,518	(35,065)
Bad Debts	27,351	6,500	(20,851)	30,664	107,929	78,000	(29,929)	142,908	34,979
Uniforms	9,904	150	(9,754)	1,966	43,208	67,659	24,451	65,279	22,071
Investment Fund Fees	0	350	350	502	1,523	4,200	2,677	11,781	10,258
Donations	0	250	250	0	453	28,000	27,547	36,777	36,324
Discounts Earned	(2,722)	(6,000)	(3,278)	(6,796)	(86,418)	(87,000)	(582)	(139,000)	(52,582)
Inter Company Interest Exp	6,059	0	(6,059)	0	72,459	0	(72,459)	0	(72,459)
Other	21,436	12,525	(8,911)	22,601	76,551	196,303	119,752	109,655	33,104
Total Operating Expenses	2,004,375	1,459,465	(544,910)	3,562,697	23,661,658	21,145,186	(2,516,472)	23,130,915	(530,744)
EBITDA	(467,015)	28,269	(495,285)	(2,127,911)	531,442	3,022,041	(2,490,599)	(557,115)	1,088,557

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PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD December 2019		VAR		YTD December 2019		VAR		
	Actual	Budget			Actual	Budget			
Pre Depreciation Gross	(467,015)	28,269	(495,285)	(2,127,911)	531,442	3,022,041	(2,490,599)	(557,115)	1,088,557
Depreciation	313,910	274,126	(39,784)	257,929	3,304,770	3,339,419	34,649	2,909,560	(395,210)
Net Income / Cost of Operations	<u>(780,925)</u>	<u>(245,857)</u>	<u>(535,069)</u>	<u>(2,385,840)</u>	<u>(2,773,328)</u>	<u>(317,378)</u>	<u>(2,455,950)</u>	<u>(3,466,675)</u>	<u>693,347</u>

Bella Vista POA
Water Utility Consolidated-All
For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	100	100	0	100	1,200	1,200	0	1,200	0
Investment Income	0	5,000	(5,000)	13,931	4,311	60,000	(55,689)	48,938	(44,627)
Water	565,405	608,519	(43,114)	544,925	7,439,193	7,884,439	(445,246)	7,617,009	(177,816)
Restricted Revenue	1,144	330	814	1,208	13,220	3,960	9,260	9,797	3,423
Water Capital Buy In Fees	116,740	45,000	71,740	52,500	595,000	550,000	45,000	654,020	(59,020)
Water Late Fees	13,562	13,500	62	12,254	165,031	162,000	3,031	163,656	1,374
Gain / Loss Disposal Surplus Assets	0	0	0	0	8,000	9,000	(1,000)	21,100	(13,100)
NSF Fees	300	225	75	75	4,325	2,700	1,625	2,275	2,050
Inter Company Interest Income	6,059	0	6,059	0	72,459	0	72,459	0	72,459
Other	6,999	6,385	614	12,448	120,520	76,620	43,900	130,845	(10,325)
Total Income	710,309	679,059	31,250	637,441	8,423,259	8,749,919	(326,660)	8,648,842	(225,583)
Water	198,313	184,214	(14,099)	196,795	2,310,683	2,397,586	86,903	2,409,202	98,519
Total Cost of Goods	198,313	184,214	(14,099)	196,795	2,310,683	2,397,586	86,903	2,409,202	98,519
Gross Profit	511,996	494,845	17,151	440,646	6,112,575	6,352,333	(239,758)	6,239,640	(127,065)
Expenses									
Salary and Wages	82,079	79,885	(2,194)	137,068	970,948	1,031,547	60,598	1,079,146	108,198
Employee Benefits	17,315	25,801	8,486	37,390	274,960	318,898	43,939	340,423	65,463
Memberships, Training and Travel	794	420	(374)	349	17,373	20,855	3,482	14,234	(3,139)
Supplies	14,923	15,905	982	12,658	253,603	258,800	5,197	202,563	(51,041)
Fuel and Oil	3,308	4,100	792	3,886	51,242	59,870	8,628	62,657	11,415
Equipment and Tools	891	230	(661)	9,162	23,980	25,420	1,440	149,993	126,013
Lease, Rents and Licenses	6,581	5,939	(642)	5,440	71,888	71,246	(642)	68,894	(2,994)
Maintenance and Repairs	9,988	16,950	6,962	20,412	187,273	210,600	23,327	223,452	36,179
Maintenance and Service Agreements	(433)	1,698	2,131	1,338	54,432	65,726	11,294	54,918	486
Outside Contracts	15,337	18,309	2,972	16,370	267,712	232,148	(35,564)	143,227	(124,485)
Professional Services	720	0	(720)	0	8,028	19,000	10,972	10,525	2,497
Insurance	12,130	10,628	(1,502)	12,328	131,743	127,536	(4,207)	116,177	(15,565)
Utilities	8,280	8,735	455	9,053	101,654	99,430	(2,224)	101,965	311
Taxes and Permits	19,446	17,451	(1,995)	16,941	221,799	208,687	(13,112)	199,139	(22,660)
Postage	4,470	4,100	(370)	4,240	50,190	49,200	(990)	49,324	(866)
Credit Card Fees & Interest Expense	14,080	20,067	5,987	13,383	246,108	240,804	(5,304)	249,659	3,551
Advertising Expense	0	0	0	153	0	0	0	153	153

Bella Vista POA
Water Utility Consolidated-All
For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Bad Debts	(18)	0	18	383	2,967	0	(2,967)	217	(2,750)
Uniforms	3,088	0	(3,088)	392	6,890	7,400	510	7,894	1,004
Investment Fund Fees	0	350	350	327	1,311	4,200	2,889	7,672	6,361
Donations	0	0	0	0	0	25,000	25,000	29,750	29,750
Discounts Earned	0	0	0	0	(129)	0	129	(2,026)	(1,897)
Other	299	0	(299)	11,904	1,677	800	(877)	14,041	12,365
Total Operating Expenses	213,277	230,568	17,291	313,178	2,945,648	3,077,167	131,519	3,123,998	178,350
EBITDA	298,718	264,277	34,441	127,469	3,166,927	3,275,166	(108,239)	3,115,641	51,286
Allocations - MAC	37,639	37,639	0	28,546	451,672	451,672	0	464,925	13,253
Allocations - F & A	70,618	70,618	0	56,025	847,412	847,412	0	781,505	(65,907)
Total Allocations	108,257	108,257	0	84,571	1,299,083	1,299,083	0	1,246,429	(52,654)
Pre Depreciation Gross	190,461	156,020	34,441	42,898	1,867,844	1,976,083	(108,239)	1,869,212	(1,368)
Depreciation	110,290	109,277	(1,013)	86,202	1,254,036	1,284,533	30,497	1,036,222	(217,814)
Net Income / Cost of Operations	80,172	46,743	33,429	(43,304)	613,808	691,550	(77,742)	832,990	(219,182)

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

PRELIMINARY

	MTD			Prior Year	YTD					
	MTD December 2019		VAR		Actual	YTD December 2019			Prior Year	Year to Year Actual Compared
	Actual	Budget				Actual	Budget	VAR		
Income										
Assessments	664,026	672,000	(7,974)	673,340	8,148,372	8,048,000	100,372	7,997,192	151,179	
City of Bella Vista	2,903	3,125	(222)	2,903	12,178	12,500	(322)	11,903	275	
Food and Beverage	157,420	141,008	16,412	121,905	2,091,667	1,795,692	295,975	1,686,057	405,609	
Golf	86,044	78,840	7,204	76,914	3,801,759	4,208,490	(406,731)	3,963,305	(161,547)	
Pro Shop	34,962	35,306	(344)	34,373	501,467	523,902	(22,435)	505,224	(3,757)	
Other Recreation	1,489	682	807	1,309	56,198	57,694	(1,496)	45,704	10,494	
RV	17,325	10,912	6,413	13,573	415,199	371,313	43,886	356,010	59,189	
Facility Use Fees	15,334	18,808	(3,474)	31,802	876,873	806,640	70,233	851,343	25,530	
Boat	22	50	(28)	88	507,855	530,160	(22,305)	383,401	124,454	
Investment Income	(9,582)	0	(9,582)	(944)	(4,574)	0	(4,574)	26,211	(30,785)	
Stump Dump	0	0	0	0	0	0	0	107,294	(107,294)	
Lot Sales	5,986	8,000	(2,014)	10,233	255,915	184,000	71,915	214,309	41,606	
Transfer Fees	45,100	32,000	13,100	48,900	573,765	450,000	123,765	446,024	127,741	
Past Due Collections	24,294	23,930	364	11,836	247,621	311,000	(63,379)	331,445	(83,825)	
Advertising Income	9,672	19,500	(9,828)	7,354	159,033	152,000	7,033	155,838	3,195	
Rebates	0	0	0	0	55,759	95,000	(39,241)	5,330	50,429	
POA Lot Inventory Valuation	435	1,500	(1,065)	145	(93,373)	70,000	(163,373)	45,244	(138,617)	
AR MO Land Income	0	0	0	0	6,131	5,500	631	5,752	379	
Gain / Loss Disposal Surplus Assets	30,184	0	30,184	0	388,374	0	388,374	20,173	368,201	
Water Rent Income	5,637	5,639	(2)	5,473	67,644	67,646	(2)	65,674	1,970	
Commissions	82	34	48	0	1,101	870	231	359	742	
Cell Tower Rents	3,200	2,400	800	40,736	1,129,254	1,079,177	50,077	92,256	1,036,998	
Legal Fees	75	750	(675)	0	12,902	9,000	3,902	10,556	2,347	
Rents - Leases Facilities	1,000	500	500	500	6,500	6,000	500	6,000	500	
Donations Received	0	0	0	0	50	100	(50)	14	36	
NSF Fees	200	340	(140)	200	4,250	4,080	170	4,125	125	
Other	20,903	11,469	9,434	1,618	64,063	107,720	(43,657)	51,674	12,389	
Total Income	1,116,711	1,066,793	49,918	1,082,256	19,285,983	18,896,484	389,499	17,388,418	1,897,566	
Food and Beverage	56,380	46,037	(10,343)	55,085	762,367	623,682	(138,685)	638,726	(123,640)	
Pro Shop	30,013	26,904	(3,109)	29,862	371,057	395,781	24,724	375,886	4,830	
Recreation	4,953	962	(3,991)	3,170	72,035	62,128	(9,907)	39,645	(32,390)	
Total Cost of Goods	91,346	73,903	(17,443)	88,117	1,205,458	1,081,590	(123,868)	1,054,257	(151,201)	
Gross Profit	1,025,364	992,890	32,475	994,139	18,080,525	17,814,894	265,631	16,334,160	1,746,365	

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PRELIMINARY

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	MTD December 2019		VAR		YTD December 2019			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
Expenses									
Salary and Wages	715,911	646,261	(69,650)	787,158	8,639,621	8,868,651	229,030	8,859,467	219,845
Employee Benefits	269,219	170,650	(98,569)	197,968	2,144,751	2,156,974	12,224	2,226,519	81,768
Memberships, Training and Travel	10,416	7,560	(2,856)	9,467	155,281	161,547	6,266	145,967	(9,313)
Supplies	40,695	24,767	(15,928)	53,337	921,232	914,167	(7,065)	920,127	(1,105)
Fuel and Oil	6,251	7,649	1,398	(6,440)	188,486	215,245	26,759	204,792	16,306
Equipment and Tools	17,954	4,540	(13,414)	48,594	270,650	246,286	(24,364)	509,935	239,286
Lease, Rents and Licenses	46,786	74,181	27,395	67,050	860,700	885,867	25,167	899,576	38,876
Maintenance and Repairs	73,340	19,947	(53,393)	56,798	866,659	836,430	(30,230)	971,912	105,253
Maintenance and Service Agreements	28,794	30,988	2,194	37,455	454,693	460,838	6,145	429,400	(25,292)
Outside Contracts	40,980	37,693	(3,287)	17,773	346,422	395,251	48,829	379,959	33,537
Professional Services	238,002	6,200	(231,802)	1,730,579	3,111,992	125,500	(2,986,492)	1,851,878	(1,260,114)
Insurance	27,670	40,473	12,803	52,335	481,184	485,676	4,493	474,149	(7,035)
Utilities	74,443	83,167	8,724	83,137	966,495	1,051,798	85,304	1,023,137	56,643
Taxes and Permits	60,626	24,932	(35,694)	39,545	448,330	387,093	(61,237)	404,120	(44,210)
Postage	16,294	4,372	(11,922)	12,560	88,303	98,250	9,947	105,203	16,900
Credit Card Fees & Interest Expense	15,307	21,213	5,906	16,964	221,279	226,470	5,191	200,948	(20,331)
Membership Elections	36,503	0	(36,503)	0	125,363	76,000	(49,363)	43,612	(81,751)
Advertising Expense	13,251	10,880	(2,371)	9,306	221,583	226,214	4,631	186,365	(35,218)
Bad Debts	27,368	6,500	(20,868)	30,281	104,961	78,000	(26,961)	142,691	37,729
Uniforms	6,816	150	(6,666)	1,575	36,318	60,259	23,941	57,385	21,067
Investment Fund Fees	0	0	0	175	212	0	(212)	4,109	3,897
Donations	0	250	250	0	453	3,000	2,547	7,027	6,574
Discounts Earned	(2,722)	(6,000)	(3,278)	(6,796)	(86,289)	(87,000)	(711)	(136,974)	(50,685)
Inter Company Interest Exp	6,059	0	(6,059)	0	72,459	0	(72,459)	0	(72,459)
Other	21,137	12,525	(8,612)	10,697	74,874	195,503	120,629	95,613	20,739
Total Operating Expenses	1,791,098	1,228,897	(562,201)	3,249,519	20,716,010	18,068,019	(2,647,991)	20,006,916	(709,094)
EBITDA	(765,734)	(236,008)	(529,726)	(2,255,380)	(2,635,485)	(253,125)	(2,382,360)	(3,672,756)	1,037,271
Allocations - MAC	(37,639)	(37,639)	0	(28,546)	(451,672)	(451,672)	0	(464,925)	(13,253)
Allocations - F & A	(70,618)	(70,618)	0	(56,025)	(847,412)	(847,412)	0	(781,505)	65,907
Total Allocations	(108,257)	(108,257)	0	(84,571)	(1,299,083)	(1,299,083)	0	(1,246,429)	52,654
Pre Depreciation Gross	(657,477)	(127,751)	(529,726)	(2,170,809)	(1,336,402)	1,045,958	(2,382,360)	(2,426,327)	1,089,925

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	203,620	164,849	(38,771)	171,727	2,050,734	2,054,886	4,152	1,873,338	(177,396)
Net Income / Cost of Operations	<u>(861,097)</u>	<u>(292,600)</u>	<u>(568,497)</u>	<u>(2,342,536)</u>	<u>(3,387,136)</u>	<u>(1,008,928)</u>	<u>(2,378,208)</u>	<u>(4,299,664)</u>	<u>912,529</u>

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	156,457	140,704	15,753	121,567	2,056,480	1,754,765	301,715	1,657,199	399,281
Pro Shop	0	0	0	0	11	0	11	0	11
Facility Use Fees	(6,433)	(7,115)	682	(5,566)	(78,774)	(62,786)	(15,988)	(42,239)	(36,535)
Rebates	0	0	0	0	2,612	0	2,612	5,080	(2,468)
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	2,250	(2,250)
Other	878	0	878	141	3,473	0	3,473	580	2,892
Total Income	150,903	133,589	17,314	116,143	1,983,802	1,691,979	291,823	1,622,870	360,933
Food and Beverage	56,024	45,625	(10,399)	54,971	745,735	602,266	(143,470)	625,016	(120,719)
Total Cost of Goods	56,024	45,625	(10,399)	54,971	745,735	602,266	(143,470)	625,016	(120,719)
Gross Profit	94,880	87,964	6,916	61,171	1,238,067	1,089,714	148,354	997,854	240,213
Expenses									
Salary and Wages	90,532	76,786	(13,747)	103,112	1,090,202	997,900	(92,303)	1,115,161	24,959
Employee Benefits	12,953	9,175	(3,778)	12,057	151,965	117,843	(34,122)	141,185	(10,780)
Memberships, Training and Travel	293	475	182	1,300	17,830	12,450	(5,380)	20,168	2,338
Supplies	8,868	5,870	(2,998)	6,614	125,386	78,480	(46,906)	104,342	(21,044)
Fuel and Oil	97	0	(97)	111	1,040	0	(1,040)	2,094	1,054
Equipment and Tools	456	0	(456)	39	6,557	4,217	(2,340)	13,350	6,793
Lease, Rents and Licenses	199	166	(33)	377	3,501	1,992	(1,509)	3,389	(112)
Maintenance and Repairs	1,875	300	(1,575)	0	5,186	3,400	(1,786)	8,156	2,971
Maintenance and Service Agreements	1,196	2,670	1,474	1,000	12,019	25,454	13,435	2,709	(9,310)
Outside Contracts	423	1,002	579	63	3,950	10,578	6,628	7,627	3,677
Professional Services	275	0	(275)	0	463	0	(463)	341	(122)
Insurance	803	846	43	2,362	13,274	10,152	(3,122)	17,003	3,729
Utilities	4,644	5,613	969	6,025	62,302	70,056	7,754	29,422	(32,880)
Taxes and Permits	69	0	(69)	895	6,083	5,050	(1,033)	7,898	1,815
Postage	0	0	0	0	47	0	(47)	10	(37)
Credit Card Fees & Interest Expense	4,575	3,740	(835)	3,398	56,182	41,820	(14,362)	45,368	(10,814)
Advertising Expense	1,318	1,330	12	3,691	35,818	22,960	(12,858)	28,521	(7,297)
Uniforms	883	0	(883)	727	4,533	7,000	2,467	9,267	4,735
Discounts Earned	0	0	0	0	(231)	0	231	0	231
Other	3,379	0	(3,379)	152	6,407	0	(6,407)	4,157	(2,250)
Total Operating Expenses	132,838	107,972	(24,865)	141,921	1,602,514	1,409,352	(193,162)	1,560,170	(42,344)

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
EBITDA	(37,958)	(20,008)	(17,950)	(80,750)	(364,446)	(319,638)	(44,808)	(562,316)	197,869
Pre Depreciation Gross	(37,958)	(20,008)	(17,950)	(80,750)	(364,446)	(319,638)	(44,808)	(562,316)	197,869
Depreciation	402	402	(0)	403	4,826	4,824	(2)	3,902	(924)
Net Income / Cost of Operations	<u>(38,360)</u>	<u>(20,410)</u>	<u>(17,950)</u>	<u>(81,153)</u>	<u>(369,272)</u>	<u>(324,462)</u>	<u>(44,810)</u>	<u>(566,218)</u>	<u>196,945</u>

**Bella Vista POA
Clubhouses-All**

For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Gain / Loss Disposal Surplus Assets	29,316	0	29,316	0	29,316	0	29,316	0	29,316
Rents - Leases Facilities	1,000	500	500	500	6,500	6,000	500	6,000	500
Other	0	0	0	0	124	0	124	0	124
Total Income	30,316	500	29,816	500	35,940	6,000	29,940	6,000	29,940
Gross Profit	30,316	500	29,816	500	35,940	6,000	29,940	6,000	29,940
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	217	0	(217)	108	487	0	(487)	317	(171)
Supplies	329	200	(129)	317	6,771	2,400	(4,371)	6,540	(230)
Equipment and Tools	0	100	100	14,475	12,839	1,900	(10,939)	79,708	66,869
Maintenance and Repairs	8,738	2,700	(6,038)	8,120	82,622	32,800	(49,822)	92,501	9,880
Maintenance and Service Agreements	4,320	4,275	(45)	4,996	64,457	51,652	(12,805)	69,961	5,504
Outside Contracts	3,483	0	(3,483)	1,199	11,074	4,770	(6,304)	13,979	2,905
Professional Services	0	0	0	948	0	0	0	948	948
Insurance	0	0	0	4,944	0	0	(0)	57,960	57,960
Utilities	7,640	8,157	517	10,705	110,966	105,984	(4,982)	160,258	49,292
Taxes and Permits	0	0	0	4,135	451	0	(451)	57,537	57,086
Advertising Expense	0	0	0	0	0	0	0	199	199
Discounts Earned	0	0	0	0	(133)	0	133	0	133
Other	0	0	0	0	0	0	0	1,245	1,245
Total Operating Expenses	24,727	15,432	(9,295)	49,948	289,575	199,506	(90,069)	541,153	251,578
EBITDA	5,590	(14,932)	20,522	(49,448)	(253,635)	(193,506)	(60,129)	(535,153)	281,518
Allocations - F & A	(6,744)	(6,744)	0	0	(80,930)	(80,930)	0	0	80,930
Total Allocations	(6,744)	(6,744)	0	0	(80,930)	(80,930)	0	0	80,930
Pre Depreciation Gross	12,334	(8,188)	20,522	(49,448)	(172,705)	(112,576)	(60,129)	(535,153)	362,448
Depreciation	48,245	44,358	(3,887)	48,674	580,981	533,072	(47,909)	498,469	(82,512)
Net Income / Cost of Operations	(35,911)	(52,546)	16,635	(98,122)	(753,686)	(645,648)	(108,038)	(1,033,622)	279,936

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

PRELIMINARY

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared	
	MTD December 2019		VAR		Actual	YTD December 2019				VAR
	Actual	Budget				Actual	Budget			
Income										
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	1,355	(1,355)	
Other	0	0	0	0	1,636	0	1,636	2,170	(534)	
Total Income	0	0	0	0	1,636	0	1,636	3,525	(1,889)	
Gross Profit	0	0	0	0	1,636	0	1,636	3,525	(1,889)	
Expenses										
Salary and Wages	133,168	128,123	(5,045)	151,439	1,782,494	1,899,387	116,893	1,827,966	45,472	
Employee Benefits	14,733	16,132	1,399	16,020	213,546	227,221	13,675	204,775	(8,771)	
Memberships, Training and Travel	475	825	350	899	14,086	17,165	3,079	10,978	(3,108)	
Supplies	(13,923)	3,926	17,849	1,960	522,094	535,246	13,152	543,303	21,209	
Fuel and Oil	(2,031)	1,500	3,531	(8,072)	90,450	112,560	22,110	103,105	12,655	
Equipment and Tools	331	415	84	485	46,336	44,733	(1,603)	57,885	11,549	
Lease, Rents and Licenses	15,064	45,727	30,663	40,781	507,530	532,959	25,429	555,841	48,311	
Maintenance and Repairs	24,349	7,520	(16,829)	15,935	443,327	347,251	(96,076)	369,123	(74,204)	
Maintenance and Service Agreements	678	711	33	825	10,503	9,988	(515)	10,611	109	
Outside Contracts	0	100	100	0	8,362	11,392	3,030	740	(7,622)	
Professional Services	0	0	0	0	9,140	14,150	5,010	0	(9,140)	
Insurance	1,035	1,825	790	12,428	22,492	21,900	(592)	120,224	97,732	
Utilities	13,287	18,254	4,967	16,548	218,620	278,513	59,893	263,061	44,441	
Taxes and Permits	32,223	564	(31,659)	8,609	70,993	31,482	(39,511)	119,421	48,428	
Postage	0	20	20	0	256	565	309	101	(155)	
Uniforms	1,456	0	(1,456)	0	14,055	16,370	2,315	14,140	85	
Discounts Earned	0	0	0	0	(132)	0	132	0	132	
Other	0	0	0	0	0	400	400	403	403	
Total Operating Expenses	220,846	225,642	4,796	257,856	3,974,153	4,101,282	127,129	4,201,679	227,526	
EBITDA	(220,846)	(225,642)	4,796	(257,856)	(3,972,517)	(4,101,282)	128,765	(4,198,154)	225,637	
Pre Depreciation Gross	(220,846)	(225,642)	4,796	(257,856)	(3,972,517)	(4,101,282)	128,765	(4,198,154)	225,637	
Depreciation	50,860	53,137	2,277	56,190	653,990	681,062	27,072	660,999	7,009	
Net Income / Cost of Operations	(271,705)	(278,779)	7,074	(314,046)	(4,626,507)	(4,782,344)	155,836	(4,859,153)	232,646	

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Golf	86,044	78,840	7,204	76,914	3,801,759	4,208,490	(406,731)	3,963,305	(161,547)
Pro Shop	34,962	35,061	(99)	34,373	501,456	516,205	(14,749)	505,224	(3,768)
Facility Use Fees	0	0	0	0	0	0	0	62	(62)
Rebates	0	0	0	0	0	0	0	250	(250)
Gain / Loss Disposal Surplus Assets	868	0	868	0	868	0	868	(6,107)	6,975
Commissions	82	34	48	0	1,101	870	231	359	742
Other	12,801	865	11,936	665	28,916	25,044	3,872	26,515	2,401
Total Income	134,756	114,800	19,957	111,951	4,334,099	4,750,609	(416,510)	4,489,608	(155,510)
Pro Shop	30,013	26,904	(3,109)	29,862	371,057	388,821	17,764	375,886	4,830
Total Cost of Goods	30,013	26,904	(3,109)	29,862	371,057	388,821	17,764	375,886	4,830
Gross Profit	104,744	87,896	16,848	82,090	3,963,042	4,361,789	(398,746)	4,113,722	(150,680)
Expenses									
Salary and Wages	72,814	79,588	6,774	94,205	1,009,041	1,134,125	125,083	1,141,501	132,459
Employee Benefits	8,409	9,744	1,335	8,114	117,624	133,674	16,050	127,321	9,697
Memberships, Training and Travel	569	2,535	1,966	1,792	16,653	23,505	6,852	17,330	677
Supplies	2,336	2,466	130	2,061	45,954	50,577	4,623	37,247	(8,707)
Fuel and Oil	9	311	302	(3,282)	2,332	4,243	1,911	(2,429)	(4,761)
Equipment and Tools	0	1,125	1,125	4,516	26,705	31,453	4,747	20,640	(6,066)
Lease, Rents and Licenses	22,037	22,342	305	19,571	275,614	274,048	(1,566)	265,045	(10,569)
Maintenance and Repairs	1,357	1,992	635	1,104	47,120	38,850	(8,270)	61,004	13,884
Maintenance and Service Agreements	6,824	7,124	300	7,305	89,767	76,282	(13,485)	89,334	(433)
Outside Contracts	2,828	5,925	3,097	2,913	35,683	47,849	12,166	42,605	6,921
Professional Services	0	250	250	0	0	1,500	1,500	1,925	1,925
Insurance	642	1,068	426	4,168	12,903	12,816	(87)	36,772	23,869
Utilities	12,163	11,031	(1,132)	9,790	130,785	133,149	2,363	132,266	1,480
Taxes and Permits	4	99	95	13,289	7,742	20,188	12,446	35,258	27,516
Postage	154	0	(154)	0	1,544	70	(1,474)	1,057	(487)
Credit Card Fees & Interest Expense	9,042	11,986	2,944	9,921	100,719	106,356	5,637	90,165	(10,553)
Advertising Expense	388	250	(138)	81	25,269	26,200	931	25,398	128
Uniforms	76	150	74	0	1,384	5,182	3,798	(37)	(1,421)
Discounts Earned	0	0	0	0	(192)	0	192	0	192
Other	4,061	265	(3,796)	3	758	6,528	5,770	17,043	16,285

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

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019				YTD December 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Total Operating Expenses	143,714	158,251	14,537	175,550	1,947,406	2,126,594	179,188	2,139,444	192,038
EBITDA	(38,970)	(70,355)	31,385	(93,460)	2,015,636	2,235,195	(219,558)	1,974,278	41,358
Pre Depreciation Gross	(38,970)	(70,355)	31,385	(93,460)	2,015,636	2,235,195	(219,558)	1,974,278	41,358
Depreciation	3,981	3,853	(128)	4,550	46,932	45,205	(1,727)	48,891	1,959
Net Income / Cost of Operations	<u>(42,951)</u>	<u>(74,208)</u>	<u>31,257</u>	<u>(98,011)</u>	<u>1,968,704</u>	<u>2,189,990</u>	<u>(221,286)</u>	<u>1,925,387</u>	<u>43,317</u>

Bella Vista POA
Rec Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-A
For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019		VAR		YTD December 2019			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
Income									
Food and Beverage	904	304	600	338	34,322	40,927	(6,605)	28,858	5,463
Pro Shop	0	245	(245)	0	0	7,697	(7,697)	0	0
Other Recreation	1,313	516	797	1,141	50,968	49,174	1,794	39,248	11,721
RV	17,282	10,912	6,370	13,573	331,183	273,213	57,970	261,650	69,534
Facility Use Fees	16,215	21,180	(4,965)	29,789	537,868	462,166	75,702	473,996	63,871
Boat	0	0	0	0	185,891	200,610	(14,719)	60,334	125,556
Other	262	3,104	(2,842)	323	17,081	45,176	(28,095)	12,422	4,659
Total Income	35,975	36,261	(286)	45,164	1,157,312	1,078,963	78,349	876,508	280,804
Cost of Goods									
Food and Beverage	347	412	65	113	15,881	21,416	5,535	13,710	(2,171)
Pro Shop	0	0	0	0	0	6,960	6,960	0	0
Recreation	3,221	92	(3,129)	776	44,244	36,394	(7,850)	11,885	(32,359)
Total Cost of Goods	3,568	504	(3,064)	890	60,125	64,770	4,645	25,595	(34,530)
Gross Profit	32,406	35,757	(3,351)	44,274	1,097,187	1,014,193	82,994	850,913	246,274
Expenses									
Salary and Wages	60,259	52,377	(7,881)	58,880	752,710	773,626	20,916	676,915	(75,795)
Employee Benefits	7,387	4,722	(2,665)	7,452	88,701	70,264	(18,437)	80,970	(7,731)
Memberships, Training and Travel	333	615	282	474	11,299	13,363	2,064	8,781	(2,519)
Supplies	2,357	2,115	(242)	2,011	67,456	70,394	2,938	60,315	(7,141)
Fuel and Oil	152	160	8	306	4,389	3,060	(1,329)	2,837	(1,553)
Equipment and Tools	445	0	(445)	6,784	107,342	103,529	(3,813)	192,166	84,824
Lease, Rents and Licenses	408	240	(168)	222	2,794	2,880	86	2,550	(244)
Maintenance and Repairs	11,155	1,470	(9,685)	6,150	189,715	203,560	13,845	168,042	(21,673)
Maintenance and Service Agreements	6,466	5,815	(651)	6,678	77,744	75,448	(2,296)	73,289	(4,455)
Outside Contracts	1,749	1,525	(224)	1,698	44,812	49,475	4,663	57,580	12,769
Professional Services	0	0	0	56,873	78	0	(78)	57,133	57,055
Insurance	569	562	(7)	4,816	9,653	6,744	(2,909)	48,794	39,141
Utilities	18,484	21,846	3,362	19,372	250,903	267,637	16,734	240,798	(10,106)
Taxes and Permits	134	91	(43)	2,798	7,250	8,156	906	40,480	33,230
Postage	0	0	0	0	101	32	(69)	10	(91)
Credit Card Fees & Interest Expense	882	767	(115)	659	23,615	18,979	(4,636)	14,672	(8,943)
Advertising Expense	0	0	0	0	8,500	9,500	1,000	8,401	(100)
Uniforms	135	0	(135)	0	1,116	3,325	2,209	1,223	107
Discounts Earned	0	0	0	0	(409)	0	409	(336)	73

Bella Vista POA
Electric Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-A
For the Twelve Months Ending December 31, 2019

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019				YTD December 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	782	1,210	428	205	14,694	16,145	1,451	13,963	(730)
Total Operating Expenses	111,696	93,515	(18,180)	175,376	1,662,464	1,696,117	33,654	1,748,583	86,119
EBITDA	(79,289)	(57,758)	(21,531)	(131,102)	(565,277)	(681,924)	116,648	(897,670)	332,393
Pre Depreciation Gross	(79,289)	(57,758)	(21,531)	(131,102)	(565,277)	(681,924)	116,648	(897,670)	332,393
Depreciation	70,786	32,596	(38,190)	28,567	371,987	396,250	24,263	263,094	(108,893)
Net Income / Cost of Operations	<u>(150,075)</u>	<u>(90,354)</u>	<u>(59,721)</u>	<u>(159,669)</u>	<u>(937,264)</u>	<u>(1,078,174)</u>	<u>140,910</u>	<u>(1,160,764)</u>	<u>223,500</u>

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

PRELIMINARY

	MTD			Prior Year	YTD					
	MTD December 2019		VAR		Actual	YTD December 2019			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
City of Bella Vista	0	0	0	0	565	0	565	290	275	
Stump Dump	0	0	0	0	0	0	0	107,294	(107,294)	
AR MO Land Income	0	0	0	0	6,131	5,500	631	5,752	379	
Gain / Loss Disposal Surplus Assets	0	0	0	0	7,626	0	7,626	19,075	(11,450)	
Cell Tower Rents	3,200	2,400	800	40,736	60,254	50,800	9,454	92,256	(32,002)	
Other	108	0	108	491	3,106	30,000	(26,894)	6,200	(3,094)	
Total Income	3,308	2,400	908	41,227	77,682	86,300	(8,618)	230,867	(153,186)	
Gross Profit	3,308	2,400	908	41,227	77,682	86,300	(8,618)	230,867	(153,186)	
Expenses										
Salary and Wages	101,540	104,158	2,617	120,562	1,303,717	1,374,596	70,879	1,379,352	75,636	
Employee Benefits	17,435	14,111	(3,324)	14,219	168,310	183,946	15,636	165,780	(2,530)	
Memberships, Training and Travel	0	0	0	0	1,127	1,065	(62)	581	(546)	
Supplies	1,789	930	(859)	1,471	12,439	19,085	6,646	13,673	1,234	
Fuel and Oil	6,389	4,255	(2,134)	3,349	64,534	67,175	2,641	72,264	7,730	
Equipment and Tools	1,034	100	(934)	1,921	21,862	29,320	7,458	38,745	16,883	
Lease, Rents and Licenses	700	76	(624)	701	938	912	(26)	1,408	470	
Maintenance and Repairs	14,334	5,140	(9,194)	13,774	140,200	121,030	(19,170)	146,050	5,850	
Maintenance and Service Agreements	387	466	79	458	7,509	7,942	433	8,113	603	
Outside Contracts	226	449	223	73	5,229	35,064	29,835	30,580	25,351	
Professional Services	0	0	0	2,868	4,786	0	(4,786)	2,868	(1,919)	
Insurance	1,608	3,533	1,925	12,220	36,632	42,396	5,764	104,208	67,576	
Utilities	2,874	3,428	554	3,660	37,429	40,292	2,863	40,632	3,202	
Taxes and Permits	748	0	(748)	1,934	7,700	4,374	(3,326)	24,707	17,008	
Postage	0	0	0	0	0	0	0	12	12	
Uniforms	1,964	0	(1,964)	666	9,072	10,182	1,110	10,136	1,064	
Discounts Earned	0	0	0	0	(22)	0	22	0	22	
Other	33	0	(33)	0	1,886	700	(1,186)	666	(1,220)	
Total Operating Expenses	151,061	136,646	(14,415)	177,874	1,823,349	1,938,079	114,731	2,039,774	216,425	
EBITDA	(147,753)	(134,246)	(13,507)	(136,647)	(1,745,667)	(1,851,779)	106,112	(1,808,906)	63,239	
Allocations - MAC	(37,639)	(37,639)	0	(28,546)	(451,672)	(451,672)	0	(464,925)	(13,253)	
Total Allocations	(37,639)	(37,639)	0	(28,546)	(451,672)	(451,672)	0	(464,925)	(13,253)	

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	(110,114)	(96,607)	(13,507)	(108,101)	(1,293,995)	(1,400,108)	106,112	(1,343,981)	49,986
Depreciation	10,595	11,010	415	12,983	142,214	145,117	2,903	153,691	11,477
Net Income / Cost of Operations	<u>(120,709)</u>	<u>(107,617)</u>	<u>(13,092)</u>	<u>(121,084)</u>	<u>(1,436,210)</u>	<u>(1,545,225)</u>	<u>109,015</u>	<u>(1,497,672)</u>	<u>61,463</u>

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	2,903	3,125	(222)	2,903	11,613	12,500	(887)	11,613	0
Food and Beverage	59	0	59	0	865	0	865	0	865
Other Recreation	176	166	10	168	5,230	8,520	(3,290)	6,456	(1,226)
RV	43	0	43	0	84,016	98,100	(14,084)	94,361	(10,345)
Facility Use Fees	5,552	4,243	1,309	7,255	96,009	92,260	3,749	100,250	(4,240)
Boat	22	50	(28)	88	321,965	329,550	(7,585)	323,067	(1,102)
Gain / Loss Disposal Surplus Assets	0	0	0	0	675	0	675	3,600	(2,925)
Donations Received	0	0	0	0	50	100	(50)	14	36
Other	(160)	0	(160)	97	2,563	0	2,563	3,021	(458)
Total Income	8,596	7,584	1,012	10,510	522,985	541,030	(18,045)	542,381	(19,396)
Food and Beverage	10	0	(10)	0	750	0	(750)	0	(750)
Recreation	1,732	870	(862)	2,394	27,791	25,734	(2,057)	27,759	(31)
Total Cost of Goods	1,742	870	(872)	2,394	28,541	25,734	(2,807)	27,759	(782)
Gross Profit	6,854	6,714	140	8,116	494,444	515,296	(20,852)	514,622	(20,178)
Expenses									
Salary and Wages	34,416	28,222	(6,193)	33,831	388,938	407,040	18,102	376,849	(12,089)
Employee Benefits	4,004	3,650	(354)	3,907	47,807	49,939	2,132	46,779	(1,029)
Memberships, Training and Travel	0	150	150	0	565	2,803	2,238	2,086	1,521
Supplies	6,318	3,585	(2,733)	5,030	61,904	74,875	12,971	69,045	7,141
Fuel and Oil	1,441	1,140	(301)	992	23,318	24,625	1,307	24,218	900
Equipment and Tools	8,978	0	(8,978)	269	25,211	16,080	(9,131)	33,532	8,321
Lease, Rents and Licenses	6	32	26	6	494	384	(110)	174	(321)
Maintenance and Repairs	11,530	725	(10,805)	10,469	52,937	86,450	33,513	120,147	67,210
Maintenance and Service Agreements	2,520	2,140	(380)	1,925	27,146	30,700	3,554	26,451	(696)
Outside Contracts	1,853	970	(883)	1,063	22,594	20,280	(2,314)	23,474	880
Professional Services	0	0	0	0	0	0	0	200	200
Insurance	553	823	270	4,963	10,215	9,876	(339)	48,739	38,524
Utilities	4,430	3,662	(768)	4,112	41,370	38,770	(2,600)	37,552	(3,818)
Taxes and Permits	1,193	110	(1,083)	4,968	6,053	1,320	(4,733)	62,751	56,698
Postage	1	10	9	67	93	380	287	289	196
Credit Card Fees & Interest Expense	416	240	(176)	491	13,728	14,255	527	13,614	(115)
Advertising Expense	0	0	0	0	99	950	851	193	94

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

PRELIMINARY

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD December 2019				YTD December 2019				
	Actual	Budget	VAR		Actual	Budget	VAR		
Uniforms	2,301	0	(2,301)	196	3,959	3,600	(359)	2,826	(1,133)
Discounts Earned	0	0	0	0	(103)	0	103	0	103
Other	0	0	0	(9)	111	0	(111)	(93)	(205)
Total Operating Expenses	79,961	45,459	(34,501)	72,281	726,440	782,327	55,887	888,823	162,383
EBITDA	(73,107)	(38,745)	(34,362)	(64,165)	(231,996)	(267,031)	35,035	(374,201)	142,205
Pre Depreciation Gross	(73,107)	(38,745)	(34,362)	(64,165)	(231,996)	(267,031)	35,035	(374,201)	142,205
Depreciation	8,362	8,936	574	9,764	110,836	115,691	4,855	113,215	2,379
Net Income / Cost of Operations	<u>(81,470)</u>	<u>(47,681)</u>	<u>(33,788)</u>	<u>(73,929)</u>	<u>(342,832)</u>	<u>(382,722)</u>	<u>39,890</u>	<u>(487,416)</u>	<u>144,584</u>

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

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019		VAR		YTD December 2019			Prior Year	Year to Year
	Actual	Budget			Actual	Budget	VAR		
Income									
Assessments	664,026	672,000	(7,974)	673,340	8,148,372	8,048,000	100,372	7,997,192	151,179
Facility Use Fees	0	500	(500)	324	321,770	315,000	6,770	319,274	2,497
Investment Income	(9,582)	0	(9,582)	(944)	(4,574)	0	(4,574)	26,211	(30,785)
Lot Sales	5,986	8,000	(2,014)	10,233	255,915	184,000	71,915	214,309	41,606
Transfer Fees	45,100	32,000	13,100	48,900	573,765	450,000	123,765	446,024	127,741
Past Due Collections	24,294	23,930	364	11,836	247,621	311,000	(63,379)	331,445	(83,825)
Advertising Income	9,672	19,500	(9,828)	7,354	159,033	152,000	7,033	155,838	3,195
Rebates	0	0	0	0	53,147	95,000	(41,853)	0	53,147
POA Lot Inventory Valuation	435	1,500	(1,065)	145	(93,373)	70,000	(163,373)	45,244	(138,617)
Gain / Loss Disposal Surplus Assets	0	0	0	0	349,890	0	349,890	0	349,890
Water Rent Income	5,637	5,639	(2)	5,473	67,644	67,646	(2)	65,674	1,970
Cell Tower Rents	0	0	0	0	1,069,000	1,028,377	40,623	0	1,069,000
Legal Fees	75	750	(675)	0	12,902	9,000	3,902	10,556	2,347
NSF Fees	200	340	(140)	200	4,250	4,080	170	4,125	125
Other	7,013	7,500	(487)	(100)	7,165	7,500	(335)	766	6,399
Total Income	752,856	771,659	(18,803)	756,761	11,172,527	10,741,603	430,924	9,616,658	1,555,869
Gross Profit	752,856	771,659	(18,803)	756,761	11,172,527	10,741,603	430,924	9,616,658	1,555,869
Expenses									
Salary and Wages	223,182	177,006	(46,176)	225,130	2,312,482	2,281,978	(30,504)	2,341,723	29,241
Employee Benefits	204,297	113,116	(91,182)	136,199	1,356,793	1,374,087	17,294	1,459,709	102,915
Memberships, Training and Travel	8,529	2,960	(5,569)	4,894	93,233	91,196	(2,037)	85,728	(7,505)
Supplies	32,620	5,675	(26,945)	33,873	79,229	83,110	3,881	85,662	6,433
Fuel and Oil	194	283	89	156	2,422	3,582	1,160	2,704	281
Equipment and Tools	6,709	2,800	(3,909)	20,105	23,795	15,054	(8,741)	73,909	50,114
Lease, Rents and Licenses	8,372	5,598	(2,774)	5,393	69,828	72,692	2,864	71,169	1,341
Maintenance and Repairs	3	100	97	1,247	(94,446)	3,089	97,535	6,889	101,335
Maintenance and Service Agreements	6,403	7,787	1,384	14,268	165,546	183,372	17,826	148,932	(16,615)
Outside Contracts	30,418	27,722	(2,696)	10,765	214,719	215,843	1,124	203,375	(11,344)
Professional Services	237,727	5,950	(231,777)	1,669,891	3,097,525	109,850	(2,987,675)	1,788,464	(1,309,061)
Insurance	22,461	31,816	9,355	6,435	376,013	381,792	5,779	40,448	(335,565)
Utilities	10,920	11,176	256	12,924	114,118	117,398	3,280	119,149	5,030
Taxes and Permits	26,255	24,068	(2,187)	2,918	342,059	316,523	(25,536)	56,068	(285,991)
Postage	16,138	4,342	(11,796)	12,493	86,262	97,203	10,941	103,722	17,461
Credit Card Fees & Interest Expense	392	4,480	4,088	2,495	27,035	45,060	18,025	37,129	10,094

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

PRELIMINARY

	MTD			Prior Year	YTD				
	MTD December 2019				YTD December 2019			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Membership Elections	36,503	0	(36,503)	0	125,363	76,000	(49,363)	43,612	(81,751)
Advertising Expense	11,545	9,300	(2,245)	5,535	151,897	166,604	14,707	123,653	(28,243)
Bad Debts	27,368	6,500	(20,868)	30,281	104,961	78,000	(26,961)	142,691	37,729
Uniforms	0	0	0	(14)	2,200	14,600	12,400	19,829	17,629
Investment Fund Fees	0	0	0	175	212	0	(212)	4,109	3,897
Donations	0	250	250	0	453	3,000	2,547	7,027	6,574
Discounts Earned	(2,722)	(6,000)	(3,278)	(6,796)	(85,067)	(87,000)	(1,933)	(136,638)	(51,571)
Inter Company Interest Exp	6,059	0	(6,059)	0	72,459	0	(72,459)	0	(72,459)
Other	12,883	11,050	(1,833)	10,347	51,019	171,730	120,711	58,230	7,211
Total Operating Expenses	926,256	445,979	(480,277)	2,198,713	8,690,111	5,814,763	(2,875,347)	6,887,292	(1,802,819)
EBITDA	(173,400)	325,680	(499,080)	(1,441,952)	2,482,416	4,926,840	(2,444,424)	2,729,366	(246,950)
Allocations - F & A	(63,873)	(63,873)	0	(56,025)	(766,482)	(766,482)	0	(781,505)	(15,023)
Total Allocations	(63,873)	(63,873)	0	(56,025)	(766,482)	(766,482)	0	(781,505)	(15,023)
Pre Depreciation Gross	(109,527)	389,553	(499,080)	(1,385,927)	3,248,898	5,693,322	(2,444,424)	3,510,870	(261,972)
Depreciation	10,389	10,557	168	10,595	138,967	133,665	(5,302)	131,076	(7,891)
Net Income / Cost of Operations	(119,916)	378,996	(498,912)	(1,396,522)	3,109,931	5,559,657	(2,449,726)	3,379,794	(269,863)