

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD February 2020		VAR		YTD February 2020				
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
Assessments	687,742	684,850	2,892	662,441	1,403,972	1,369,500	34,472	1,335,873	68,099
City of Bella Vista	313	0	313	0	313	0	313	0	313
Food and Beverage	152,293	106,832	45,461	110,596	267,024	184,634	82,390	192,483	74,541
Golf	195,731	133,476	62,255	150,740	865,720	940,444	(74,724)	1,022,431	(156,711)
Pro Shop	20,327	16,573	3,754	16,605	34,395	29,828	4,567	30,282	4,113
Other Recreation	1,708	2,325	(617)	2,187	3,128	4,126	(998)	3,983	(855)
RV	32,961	32,222	739	24,472	76,270	73,286	2,984	63,508	12,762
Facility Use Fees	52,718	41,988	10,730	62,284	123,968	125,518	(1,550)	168,153	(44,185)
Boat	47,474	51,484	(4,010)	63,479	93,202	110,085	(16,883)	123,730	(30,529)
Investment Income	1,663	0	1,663	1,005	3,229	0	3,229	8,584	(5,355)
Water	643,690	585,606	58,084	576,196	1,292,826	1,201,829	90,997	1,130,237	162,589
Restricted Revenue	457	1,080	(623)	819	1,590	2,160	(570)	2,536	(945)
Lot Sales	46,902	9,000	37,902	(652)	42,154	18,000	24,154	10,683	31,471
Transfer Fees	42,875	36,076	6,799	26,250	99,050	95,853	3,197	73,980	25,070
Past Due Collections	18,428	19,800	(1,372)	8,018	37,492	39,500	(2,008)	23,204	14,289
Advertising Income	24,825	25,600	(775)	24,779	39,797	37,100	2,697	36,207	3,590
Rebates	32	0	32	53,177	32	0	32	53,177	(53,145)
POA Lot Inventory Valuation	3,815	1,000	2,815	(562)	4,830	2,000	2,830	(489)	5,319
Water Capital Buy In Fees	77,500	45,835	31,665	45,000	142,500	91,670	50,830	70,000	72,500
Water Late Fees	12,162	13,500	(1,338)	13,068	25,967	27,000	(1,033)	26,348	(381)
Water Rent Income	5,806	5,806	0	5,637	11,612	11,612	0	11,274	338
Commissions	0	19	(19)	19	147	42	105	42	105
Cell Tower Rents	3,211	3,200	11	1,069,000	31,817	31,810	7	1,096,806	(1,064,989)
Legal Fees	2,203	750	1,453	0	3,893	1,500	2,393	276	3,618
Rents - Leases Facilities	1,000	1,000	0	500	2,000	2,000	0	1,000	1,000
Donations Received	21	0	21	0	21	0	21	0	21
NSF Fees	1,300	575	725	775	2,700	1,150	1,550	1,525	1,175
Inter Company Interest Income	4,828	4,582	246	0	10,554	9,500	1,054	0	10,554
Other	(113,604)	19,624	(133,228)	16,532	(98,507)	36,848	(135,355)	54,588	(153,096)
<b>Total Income</b>	<b>1,968,381</b>	<b>1,842,803</b>	<b>125,578</b>	<b>2,932,367</b>	<b>4,521,697</b>	<b>4,446,995</b>	<b>74,702</b>	<b>5,540,422</b>	<b>(1,018,725)</b>
Food and Beverage	57,837	38,200	(19,637)	43,218	101,187	66,586	(34,601)	75,842	(25,344)
Water	186,171	185,953	(218)	176,573	374,589	382,625	8,036	316,172	(58,417)
Pro Shop	17,220	12,360	(4,860)	11,889	28,480	19,855	(8,624)	21,650	(6,830)

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**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD February 2020		VAR		YTD February 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Recreation	2,265	3,717	1,452	1,699	4,046	6,444	2,398	2,841	(1,205)		
<b>Total Cost of Goods</b>	<b>263,493</b>	<b>240,230</b>	<b>(23,263)</b>	<b>233,378</b>	<b>508,302</b>	<b>475,510</b>	<b>(32,791)</b>	<b>416,506</b>	<b>(91,796)</b>		
<b>Gross Profit</b>	<b>1,704,888</b>	<b>1,602,573</b>	<b>102,315</b>	<b>2,698,989</b>	<b>4,013,395</b>	<b>3,971,484</b>	<b>41,911</b>	<b>5,123,916</b>	<b>(1,110,521)</b>		
<b>Expenses</b>											
Salary and Wages	689,921	716,988	27,067	666,973	1,653,324	1,756,128	102,804	1,300,391	(352,933)		
Employee Benefits	183,914	192,205	8,291	187,144	417,938	419,036	1,098	383,250	(34,688)		
Memberships, Training and Travel	14,322	23,393	9,071	24,294	30,616	42,731	12,115	39,167	8,551		
Supplies	71,597	77,465	5,868	60,428	167,397	186,519	19,122	180,722	13,325		
Fuel and Oil	13,102	12,931	(171)	14,871	30,174	28,773	(1,401)	31,496	1,322		
Equipment and Tools	29,221	53,682	24,461	45,562	58,753	85,726	26,973	82,466	23,713		
Lease, Rents and Licenses	77,470	81,164	3,694	76,731	159,212	162,378	3,166	150,882	(8,330)		
Maintenance and Repairs	68,699	98,555	29,856	60,779	120,600	179,703	59,103	159,535	38,935		
Maintenance and Service Agreements	35,957	31,060	(4,897)	29,587	128,202	128,655	453	168,066	39,864		
Outside Contracts	51,714	45,239	(6,475)	40,902	108,326	109,203	877	103,041	(5,285)		
Professional Services	28,823	31,206	2,383	35,794	42,184	70,506	28,322	47,537	5,353		
Insurance	57,266	56,185	(1,081)	51,661	116,813	114,775	(2,038)	102,762	(14,051)		
Utilities	89,469	90,874	1,405	89,687	178,741	186,562	7,821	182,169	3,428		
Taxes and Permits	46,313	47,429	1,116	44,587	102,998	95,646	(7,352)	88,882	(14,116)		
Postage	10,518	12,950	2,432	4,777	27,603	26,872	(731)	19,514	(8,090)		
Credit Card Fees & Interest Expense	33,570	34,589	1,018	33,941	75,410	81,683	6,273	77,927	2,517		
Membership Elections	0	30,000	30,000	0	0	30,000	30,000	0	0		
Advertising Expense	9,566	11,970	2,404	16,953	30,536	22,220	(8,316)	31,689	1,153		
Bad Debts	1,880	10,150	8,270	10,480	5,022	20,300	15,278	27,074	22,053		
Uniforms	1,357	5,500	4,143	2,397	3,410	7,110	3,700	2,618	(792)		
Investment Fund Fees	0	0	0	508	0	0	0	1,015	1,015		
Discounts Earned	(6,053)	(9,780)	(3,727)	(5,553)	(8,074)	(16,810)	(8,736)	(23,017)	(14,943)		
Inter Company Interest Exp	4,828	4,582	(246)	0	10,554	9,500	(1,054)	0	(10,554)		
Other	9,979	3,376	(6,603)	3,421	15,569	9,936	(5,633)	2,156	(13,413)		
<b>Total Operating Expenses</b>	<b>1,523,435</b>	<b>1,661,712</b>	<b>138,278</b>	<b>1,495,925</b>	<b>3,475,309</b>	<b>3,757,152</b>	<b>281,843</b>	<b>3,159,341</b>	<b>(315,968)</b>		
<b>EBITDA</b>	<b>181,453</b>	<b>(59,139)</b>	<b>240,592</b>	<b>1,203,063</b>	<b>538,086</b>	<b>214,332</b>	<b>323,754</b>	<b>1,964,575</b>	<b>(1,426,489)</b>		
<b>Pre Depreciation Gross</b>	<b>181,453</b>	<b>(59,139)</b>	<b>240,592</b>	<b>1,203,063</b>	<b>538,086</b>	<b>214,332</b>	<b>323,754</b>	<b>1,964,575</b>	<b>(1,426,489)</b>		

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For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	271,353	273,482	2,129	256,243	543,778	548,495	4,717	512,186	(31,592)
<b>Net Income / Cost of Operations</b>	<u><u>(89,900)</u></u>	<u><u>(332,621)</u></u>	<u><u>242,721</u></u>	<u><u>946,821</u></u>	<u><u>(5,692)</u></u>	<u><u>(334,163)</u></u>	<u><u>328,471</u></u>	<u><u>1,452,389</u></u>	<u><u>(1,458,081)</u></u>

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year	YTD February 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Assessments	100	100	0	100	200	200	0	200	0
Investment Income	1,652	0	1,652	654	2,984	0	2,984	5,590	(2,606)
Water	643,690	585,606	58,084	576,196	1,292,826	1,201,829	90,997	1,130,237	162,589
Restricted Revenue	457	1,080	(623)	819	1,590	2,160	(570)	2,536	(945)
Water Capital Buy In Fees	77,500	45,835	31,665	45,000	142,500	91,670	50,830	70,000	72,500
Water Late Fees	12,162	13,500	(1,338)	13,068	25,967	27,000	(1,033)	26,348	(381)
NSF Fees	675	275	400	250	1,175	550	625	650	525
Inter Company Interest Income	4,828	4,582	246	0	10,554	9,500	1,054	0	10,554
Other	8,278	15,295	(7,017)	14,656	16,658	30,790	(14,132)	50,797	(34,139)
<b>Total Income</b>	<b>749,342</b>	<b>666,273</b>	<b>83,069</b>	<b>650,745</b>	<b>1,494,454</b>	<b>1,363,699</b>	<b>130,755</b>	<b>1,286,357</b>	<b>208,097</b>
Water	186,171	185,953	(218)	176,573	374,589	382,625	8,036	316,172	(58,417)
<b>Total Cost of Goods</b>	<b>186,171</b>	<b>185,953</b>	<b>(218)</b>	<b>176,573</b>	<b>374,589</b>	<b>382,625</b>	<b>8,036</b>	<b>316,172</b>	<b>(58,417)</b>
<b>Gross Profit</b>	<b>563,172</b>	<b>480,320</b>	<b>82,852</b>	<b>474,172</b>	<b>1,119,865</b>	<b>981,074</b>	<b>138,791</b>	<b>970,185</b>	<b>149,680</b>
<b>Expenses</b>									
Salary and Wages	79,378	78,995	(383)	71,622	191,361	195,762	4,401	145,566	(45,795)
Employee Benefits	24,821	25,452	631	25,274	54,098	55,722	1,625	50,390	(3,708)
Memberships, Training and Travel	1,222	1,832	610	4,036	1,796	3,279	1,483	5,316	3,519
Supplies	14,851	14,345	(506)	18,648	52,051	45,940	(6,111)	45,382	(6,669)
Fuel and Oil	5,464	4,500	(964)	3,899	9,554	9,000	(554)	8,071	(1,484)
Equipment and Tools	3,550	3,420	(130)	283	5,883	4,610	(1,273)	9,810	3,927
Lease, Rents and Licenses	6,151	6,096	(55)	5,879	12,222	12,192	(30)	11,781	(442)
Maintenance and Repairs	22,602	17,200	(5,402)	13,994	40,810	34,650	(6,160)	50,844	10,033
Maintenance and Service Agreements	1,325	1,454	129	1,395	41,078	8,828	(32,250)	37,871	(3,207)
Outside Contracts	31,419	22,948	(8,471)	19,769	52,764	53,344	580	49,080	(3,684)
Professional Services	0	456	456	2	0	456	456	612	612
Insurance	13,680	13,745	65	10,573	27,592	27,958	366	21,161	(6,430)
Utilities	10,595	8,400	(2,195)	9,893	21,124	16,800	(4,324)	19,896	(1,228)
Taxes and Permits	19,711	18,189	(1,522)	17,099	40,013	36,453	(3,560)	34,439	(5,574)
Postage	3,482	4,200	718	4,367	7,625	8,400	775	8,357	731
Credit Card Fees & Interest Expense	18,399	19,084	685	21,497	36,823	38,168	1,345	42,158	5,334
Bad Debts	(108)	200	308	1,207	987	400	(587)	2,311	1,324
Uniforms	146	0	(146)	0	386	0	(386)	130	(256)

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD February 2020		VAR		YTD February 2020				
	Actual	Budget			Actual	Budget	VAR		
Investment Fund Fees	0	0	0	331	0	0	0	661	661
Other	345	0	(345)	0	457	0	(457)	312	(145)
<b>Total Operating Expenses</b>	<b>257,033</b>	<b>240,516</b>	<b>(16,517)</b>	<b>229,768</b>	<b>596,627</b>	<b>551,963</b>	<b>(44,664)</b>	<b>544,147</b>	<b>(52,480)</b>
<b>EBITDA</b>	<b>306,139</b>	<b>239,804</b>	<b>66,335</b>	<b>244,404</b>	<b>523,238</b>	<b>429,111</b>	<b>94,126</b>	<b>426,038</b>	<b>97,199</b>
Allocations - MAC	34,837	34,837	0	37,639	69,674	69,674	0	75,279	5,605
Allocations - F & A	67,118	67,118	0	70,618	134,236	134,236	0	141,235	6,999
<b>Total Allocations</b>	<b>101,955</b>	<b>101,955</b>	<b>0</b>	<b>108,257</b>	<b>203,910</b>	<b>203,910</b>	<b>0</b>	<b>216,514</b>	<b>12,604</b>
<b>Pre Depreciation Gross</b>	<b>204,184</b>	<b>137,849</b>	<b>66,335</b>	<b>136,147</b>	<b>319,328</b>	<b>225,201</b>	<b>94,126</b>	<b>209,525</b>	<b>109,803</b>
Depreciation	108,947	110,682	1,735	85,978	217,838	221,364	3,526	171,955	(45,882)
<b>Net Income / Cost of Operations</b>	<b>95,237</b>	<b>27,167</b>	<b>68,070</b>	<b>50,169</b>	<b>101,490</b>	<b>3,837</b>	<b>97,653</b>	<b>37,569</b>	<b>63,921</b>

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD February 2020		VAR		YTD February 2020				
	Actual	Budget			Actual	Budget	VAR		
<b>Income</b>									
Assessments	687,642	684,750	2,892	662,341	1,403,772	1,369,300	34,472	1,335,673	68,099
City of Bella Vista	313	0	313	0	313	0	313	0	313
Food and Beverage	152,293	106,832	45,461	110,596	267,024	184,634	82,390	192,483	74,541
Golf	195,731	133,476	62,255	150,740	865,720	940,444	(74,724)	1,022,431	(156,711)
Pro Shop	20,327	16,573	3,754	16,605	34,395	29,828	4,567	30,282	4,113
Other Recreation	1,708	2,325	(617)	2,187	3,128	4,126	(998)	3,983	(855)
RV	32,961	32,222	739	24,472	76,270	73,286	2,984	63,508	12,762
Facility Use Fees	52,718	41,988	10,730	62,284	123,968	125,518	(1,550)	168,153	(44,185)
Boat	47,474	51,484	(4,010)	63,479	93,202	110,085	(16,883)	123,730	(30,529)
Investment Income	11	0	11	350	245	0	245	2,994	(2,748)
Lot Sales	46,902	9,000	37,902	(652)	42,154	18,000	24,154	10,683	31,471
Transfer Fees	42,875	36,076	6,799	26,250	99,050	95,853	3,197	73,980	25,070
Past Due Collections	18,428	19,800	(1,372)	8,018	37,492	39,500	(2,008)	23,204	14,289
Advertising Income	24,825	25,600	(775)	24,779	39,797	37,100	2,697	36,207	3,590
Rebates	32	0	32	53,177	32	0	32	53,177	(53,145)
POA Lot Inventory Valuation	3,815	1,000	2,815	(562)	4,830	2,000	2,830	(489)	5,319
Water Rent Income	5,806	5,806	0	5,637	11,612	11,612	0	11,274	338
Commissions	0	19	(19)	19	147	42	105	42	105
Cell Tower Rents	3,211	3,200	11	1,069,000	31,817	31,810	7	1,096,806	(1,064,989)
Legal Fees	2,203	750	1,453	0	3,893	1,500	2,393	276	3,618
Rents - Leases Facilities	1,000	1,000	0	500	2,000	2,000	0	1,000	1,000
Donations Received	21	0	21	0	21	0	21	0	21
NSF Fees	625	300	325	525	1,525	600	925	875	650
Other	(121,882)	4,329	(126,211)	1,876	(115,166)	6,058	(121,224)	3,791	(118,957)
<b>Total Income</b>	<b>1,219,038</b>	<b>1,176,530</b>	<b>42,508</b>	<b>2,281,622</b>	<b>3,027,243</b>	<b>3,083,296</b>	<b>(56,053)</b>	<b>4,254,065</b>	<b>(1,226,822)</b>
Food and Beverage	57,837	38,200	(19,637)	43,218	101,187	66,586	(34,601)	75,842	(25,344)
Pro Shop	17,220	12,360	(4,860)	11,889	28,480	19,855	(8,624)	21,650	(6,830)
Recreation	2,265	3,717	1,452	1,699	4,046	6,444	2,398	2,841	(1,205)
<b>Total Cost of Goods</b>	<b>77,322</b>	<b>54,277</b>	<b>(23,045)</b>	<b>56,806</b>	<b>133,712</b>	<b>92,885</b>	<b>(40,827)</b>	<b>100,334</b>	<b>(33,379)</b>
<b>Gross Profit</b>	<b>1,141,716</b>	<b>1,122,253</b>	<b>19,463</b>	<b>2,224,817</b>	<b>2,893,530</b>	<b>2,990,410</b>	<b>(96,880)</b>	<b>4,153,731</b>	<b>(1,260,201)</b>
<b>Expenses</b>									
Salary and Wages	610,543	637,993	27,450	595,351	1,461,963	1,560,366	98,403	1,154,824	(307,138)

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD				
	MTD February 2020				YTD February 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Actual	Budget	VAR	Actual
Employee Benefits	159,093	166,753	7,659	161,870	363,841	363,314	(527)	332,860	(30,981)
Memberships, Training and Travel	13,100	21,561	8,461	20,259	28,820	39,452	10,632	33,852	5,032
Supplies	56,746	63,120	6,374	41,780	115,346	140,579	25,233	135,339	19,994
Fuel and Oil	7,638	8,431	793	10,972	20,620	19,773	(847)	23,426	2,806
Equipment and Tools	25,671	50,262	24,591	45,280	52,870	81,116	28,246	72,656	19,786
Lease, Rents and Licenses	71,318	75,068	3,750	70,852	146,990	150,186	3,196	139,101	(7,889)
Maintenance and Repairs	46,097	81,355	35,258	46,784	79,789	145,053	65,264	108,691	28,902
Maintenance and Service Agreements	34,632	29,606	(5,026)	28,192	87,124	119,827	32,703	130,195	43,071
Outside Contracts	20,294	22,291	1,997	21,134	55,563	55,859	296	53,961	(1,601)
Professional Services	28,823	30,750	1,927	35,792	42,184	70,050	27,866	46,925	4,741
Insurance	43,586	42,440	(1,146)	41,088	89,221	86,817	(2,404)	81,601	(7,620)
Utilities	78,874	82,474	3,600	79,794	157,618	169,762	12,144	162,274	4,656
Taxes and Permits	26,602	29,240	2,638	27,488	62,985	59,193	(3,792)	54,443	(8,541)
Postage	7,037	8,750	1,713	409	19,978	18,472	(1,506)	11,157	(8,821)
Credit Card Fees & Interest Expense	15,172	15,505	333	12,444	38,586	43,515	4,929	35,769	(2,818)
Membership Elections	0	30,000	30,000	0	0	30,000	30,000	0	0
Advertising Expense	9,566	11,970	2,404	16,953	30,536	22,220	(8,316)	31,689	1,153
Bad Debts	1,988	9,950	7,962	9,274	4,035	19,900	15,865	24,763	20,729
Uniforms	1,211	5,500	4,289	2,397	3,023	7,110	4,087	2,488	(535)
Investment Fund Fees	0	0	0	177	0	0	0	354	354
Discounts Earned	(6,053)	(9,780)	(3,727)	(5,553)	(8,074)	(16,810)	(8,736)	(23,017)	(14,943)
Inter Company Interest Exp	4,828	4,582	(246)	0	10,554	9,500	(1,054)	0	(10,554)
Other	9,635	3,376	(6,259)	3,421	15,112	9,936	(5,176)	1,844	(13,268)
<b>Total Operating Expenses</b>	<b>1,266,402</b>	<b>1,421,197</b>	<b>154,794</b>	<b>1,266,157</b>	<b>2,878,682</b>	<b>3,205,190</b>	<b>326,508</b>	<b>2,615,194</b>	<b>(263,488)</b>
<b>EBITDA</b>	<b>(124,686)</b>	<b>(298,944)</b>	<b>174,258</b>	<b>958,660</b>	<b>14,848</b>	<b>(214,780)</b>	<b>229,628</b>	<b>1,538,536</b>	<b>(1,523,688)</b>
Allocations - MAC	(34,837)	(34,837)	0	(37,639)	(69,674)	(69,674)	0	(75,279)	(5,605)
Allocations - F & A	(67,118)	(67,118)	0	(70,618)	(134,236)	(134,236)	0	(141,235)	(6,999)
<b>Total Allocations</b>	<b>(101,955)</b>	<b>(101,955)</b>	<b>0</b>	<b>(108,257)</b>	<b>(203,910)</b>	<b>(203,910)</b>	<b>0</b>	<b>(216,514)</b>	<b>(12,604)</b>
<b>Pre Depreciation Gross</b>	<b>(22,731)</b>	<b>(196,989)</b>	<b>174,258</b>	<b>1,066,916</b>	<b>218,758</b>	<b>(10,870)</b>	<b>229,628</b>	<b>1,755,050</b>	<b>(1,536,292)</b>
Depreciation	162,406	162,800	394	170,265	325,941	327,131	1,190	340,231	14,290

**Bella Vista POA**  
**POA w/o Water-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD February 2020				YTD February 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Net Income / Cost of Operations	<u>(185,137)</u>	<u>(359,789)</u>	<u>174,652</u>	<u>896,651</u>	<u>(107,183)</u>	<u>(338,001)</u>	<u>230,818</u>	<u>1,414,819</u>	<u>(1,522,002)</u>



**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD				
	MTD February 2020				YTD February 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	151,297	105,885	45,412	109,692	265,648	183,160	82,488	191,098	74,550
Facility Use Fees	(10,062)	(3,952)	(6,110)	(6,824)	(18,851)	(5,912)	(12,939)	(11,661)	(7,189)
Rebates	32	0	32	30	32	0	32	30	2
Other	316	2,500	(2,184)	0	5,438	2,500	2,938	37	5,401
<b>Total Income</b>	<b>141,583</b>	<b>104,433</b>	<b>37,150</b>	<b>102,898</b>	<b>252,267</b>	<b>179,748</b>	<b>72,519</b>	<b>179,503</b>	<b>72,764</b>
Food and Beverage	57,393	37,812	(19,581)	42,871	100,500	65,854	(34,646)	75,167	(25,333)
<b>Total Cost of Goods</b>	<b>57,393</b>	<b>37,812</b>	<b>(19,581)</b>	<b>42,871</b>	<b>100,500</b>	<b>65,854</b>	<b>(34,646)</b>	<b>75,167</b>	<b>(25,333)</b>
<b>Gross Profit</b>	<b>84,190</b>	<b>66,621</b>	<b>17,569</b>	<b>60,027</b>	<b>151,767</b>	<b>113,894</b>	<b>37,873</b>	<b>104,336</b>	<b>47,431</b>
<b>Expenses</b>									
Salary and Wages	77,490	83,396	5,906	67,105	182,630	183,438	809	138,402	(44,227)
Employee Benefits	11,371	9,265	(2,105)	9,272	28,250	20,715	(7,535)	19,380	(8,870)
Memberships, Training and Travel	0	1,195	1,195	1,824	4,371	2,590	(1,781)	3,272	(1,099)
Supplies	9,445	8,150	(1,295)	9,243	15,656	12,870	(2,786)	14,714	(943)
Fuel and Oil	100	0	(100)	99	325	0	(325)	136	(189)
Equipment and Tools	72	0	(72)	677	222	0	(222)	1,155	933
Lease, Rents and Licenses	135	140	5	671	1,114	280	(834)	806	(308)
Maintenance and Repairs	635	75	(560)	496	693	75	(618)	661	(32)
Maintenance and Service Agreements	615	395	(220)	654	1,397	790	(607)	1,337	(60)
Outside Contracts	224	460	236	147	322	770	448	297	(26)
Insurance	724	538	(186)	1,059	1,654	1,202	(452)	2,155	500
Utilities	2,946	4,728	1,782	5,728	7,858	9,056	1,198	10,722	2,865
Taxes and Permits	500	60	(440)	67	596	120	(476)	571	(25)
Credit Card Fees & Interest Expense	3,981	3,093	(888)	2,998	7,721	5,331	(2,390)	5,934	(1,787)
Advertising Expense	0	1,000	1,000	3,736	1,503	3,800	2,297	8,981	7,478
Uniforms	499	1,000	501	267	545	1,000	455	267	(278)
Other	70	0	(70)	28	227	0	(227)	60	(167)
<b>Total Operating Expenses</b>	<b>108,807</b>	<b>113,495</b>	<b>4,689</b>	<b>104,070</b>	<b>255,083</b>	<b>242,037</b>	<b>(13,046)</b>	<b>208,849</b>	<b>(46,234)</b>
<b>EBITDA</b>	<b>(24,616)</b>	<b>(46,874)</b>	<b>22,258</b>	<b>(44,043)</b>	<b>(103,315)</b>	<b>(128,143)</b>	<b>24,828</b>	<b>(104,513)</b>	<b>1,197</b>
<b>Pre Depreciation Gross</b>	<b>(24,616)</b>	<b>(46,874)</b>	<b>22,258</b>	<b>(44,043)</b>	<b>(103,315)</b>	<b>(128,143)</b>	<b>24,828</b>	<b>(104,513)</b>	<b>1,197</b>

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD February 2020		VAR		YTD February 2020		VAR		
	Actual	Budget			Actual	Budget			
Depreciation	403	404	1	402	806	808	2	804	(2)
<b>Net Income / Cost of Operations</b>	<u>(25,020)</u>	<u>(47,278)</u>	<u>22,259</u>	<u>(44,445)</u>	<u>(104,122)</u>	<u>(128,951)</u>	<u>24,829</u>	<u>(105,317)</u>	<u>1,195</u>

**Bella Vista POA  
Clubhouses-All  
For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 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	2,000	2,000	0	1,000	1,000
<b>Total Income</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>2,000</b>	<b>2,000</b>	<b>0</b>	<b>1,000</b>	<b>1,000</b>
<b>Gross Profit</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>2,000</b>	<b>2,000</b>	<b>0</b>	<b>1,000</b>	<b>1,000</b>
<b>Expenses</b>									
Memberships, Training and Travel	0	0	0	0	54	0	(54)	0	(54)
Supplies	513	350	(163)	243	982	700	(282)	700	(282)
Equipment and Tools	4,747	2,000	(2,747)	0	9,116	3,900	(5,216)	1,141	(7,975)
Maintenance and Repairs	7,695	6,775	(920)	3,610	10,012	13,550	3,538	8,889	(1,124)
Maintenance and Service Agreements	5,004	5,552	548	4,689	10,008	11,104	1,096	8,445	(1,562)
Outside Contracts	0	0	0	0	1,878	0	(1,878)	0	(1,878)
Utilities	12,474	10,730	(1,744)	8,396	21,814	21,660	(154)	18,089	(3,725)
Taxes and Permits	62	0	(62)	0	171	0	(171)	10	(161)
<b>Total Operating Expenses</b>	<b>30,495</b>	<b>25,407</b>	<b>(5,088)</b>	<b>16,938</b>	<b>54,035</b>	<b>50,914</b>	<b>(3,121)</b>	<b>37,274</b>	<b>(16,761)</b>
<b>EBITDA</b>	<b>(29,495)</b>	<b>(24,407)</b>	<b>(5,088)</b>	<b>(16,438)</b>	<b>(52,035)</b>	<b>(48,914)</b>	<b>(3,121)</b>	<b>(36,274)</b>	<b>(15,761)</b>
Allocations - F & A	(2,740)	(2,740)	0	(6,744)	(5,480)	(5,480)	0	(13,488)	(8,008)
<b>Total Allocations</b>	<b>(2,740)</b>	<b>(2,740)</b>	<b>0</b>	<b>(6,744)</b>	<b>(5,480)</b>	<b>(5,480)</b>	<b>0</b>	<b>(13,488)</b>	<b>(8,008)</b>
<b>Pre Depreciation Gross</b>	<b>(26,755)</b>	<b>(21,667)</b>	<b>(5,088)</b>	<b>(9,694)</b>	<b>(46,555)</b>	<b>(43,434)</b>	<b>(3,121)</b>	<b>(22,786)</b>	<b>(23,770)</b>
Depreciation	48,694	48,440	(254)	48,565	97,011	96,880	(131)	97,251	240
<b>Net Income / Cost of Operations</b>	<b>(75,449)</b>	<b>(70,107)</b>	<b>(5,342)</b>	<b>(58,259)</b>	<b>(143,567)</b>	<b>(140,314)</b>	<b>(3,253)</b>	<b>(120,037)</b>	<b>(23,529)</b>

**Bella Vista POA**  
**Golf Maintenance - Keith Ihms (15 - 23)-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year	YTD February 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Other	79	0	79	0	79	0	79	0	79
<b>Total Income</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>
<b>Gross Profit</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>
<b>Expenses</b>									
Salary and Wages	118,740	128,108	9,369	119,021	295,688	319,956	24,268	239,076	(56,612)
Employee Benefits	14,032	16,011	1,980	16,328	36,229	37,683	1,454	33,136	(3,093)
Memberships, Training and Travel	400	2,635	2,235	6,986	3,028	6,455	3,427	9,167	6,139
Supplies	27,583	37,929	10,346	18,863	62,713	86,148	23,435	87,002	24,289
Fuel and Oil	1,471	1,800	329	2,769	7,969	6,725	(1,244)	7,796	(173)
Equipment and Tools	2,126	2,480	354	4,781	7,502	9,099	1,597	11,157	3,654
Lease, Rents and Licenses	46,239	46,425	186	40,804	92,478	92,850	372	81,621	(10,857)
Maintenance and Repairs	18,271	31,154	12,883	14,416	36,193	59,992	23,799	26,297	(9,896)
Maintenance and Service Agreements	968	1,508	540	727	1,646	2,909	1,263	1,695	49
Outside Contracts	0	1,602	1,602	0	9	3,204	3,195	1,080	1,071
Professional Services	0	0	0	0	0	250	250	0	0
Insurance	1,084	776	(308)	2,025	2,559	1,941	(618)	3,993	1,435
Utilities	13,360	17,410	4,050	16,387	28,675	37,946	9,271	34,509	5,834
Taxes and Permits	247	446	199	186	823	918	95	407	(416)
Postage	0	20	20	0	0	40	40	20	20
Uniforms	0	0	0	0	379	0	(379)	102	(277)
<b>Total Operating Expenses</b>	<b>244,519</b>	<b>288,305</b>	<b>43,785</b>	<b>243,292</b>	<b>575,891</b>	<b>666,117</b>	<b>90,226</b>	<b>537,057</b>	<b>(38,834)</b>
<b>EBITDA</b>	<b>(244,441)</b>	<b>(288,305)</b>	<b>43,864</b>	<b>(243,292)</b>	<b>(575,812)</b>	<b>(666,117)</b>	<b>90,305</b>	<b>(537,057)</b>	<b>(38,755)</b>
<b>Pre Depreciation Gross</b>	<b>(244,441)</b>	<b>(288,305)</b>	<b>43,864</b>	<b>(243,292)</b>	<b>(575,812)</b>	<b>(666,117)</b>	<b>90,305</b>	<b>(537,057)</b>	<b>(38,755)</b>
Depreciation	50,314	50,377	63	56,497	101,374	101,500	126	112,771	11,397
<b>Net Income / Cost of Operations</b>	<b>(294,755)</b>	<b>(338,682)</b>	<b>43,927</b>	<b>(299,789)</b>	<b>(677,186)</b>	<b>(767,617)</b>	<b>90,431</b>	<b>(649,828)</b>	<b>(27,358)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year	YTD February 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Golf	195,731	133,476	62,255	150,740	865,720	940,444	(74,724)	1,022,431	(156,711)
Pro Shop	20,327	16,573	3,754	16,605	34,395	29,828	4,567	30,282	4,113
Commissions	0	19	(19)	19	147	42	105	42	105
Other	1,004	1,251	(247)	1,251	2,139	2,644	(505)	2,657	(518)
<b>Total Income</b>	<b>217,062</b>	<b>151,319</b>	<b>65,743</b>	<b>168,614</b>	<b>902,401</b>	<b>972,958</b>	<b>(70,557)</b>	<b>1,055,413</b>	<b>(153,012)</b>
Pro Shop	17,220	12,360	(4,860)	11,889	28,480	19,855	(8,624)	21,650	(6,830)
<b>Total Cost of Goods</b>	<b>17,220</b>	<b>12,360</b>	<b>(4,860)</b>	<b>11,889</b>	<b>28,480</b>	<b>19,855</b>	<b>(8,624)</b>	<b>21,650</b>	<b>(6,830)</b>
<b>Gross Profit</b>	<b>199,841</b>	<b>138,959</b>	<b>60,882</b>	<b>156,725</b>	<b>873,921</b>	<b>953,102</b>	<b>(79,181)</b>	<b>1,033,763</b>	<b>(159,842)</b>
<b>Expenses</b>									
Salary and Wages	63,914	71,779	7,865	57,050	160,146	176,332	16,185	119,602	(40,544)
Employee Benefits	7,531	8,834	1,303	7,619	19,405	20,300	895	15,486	(3,919)
Memberships, Training and Travel	910	6,095	5,185	2,561	2,921	7,911	4,990	4,277	1,356
Supplies	2,390	2,993	603	1,924	4,264	5,846	1,582	4,460	196
Fuel and Oil	95	396	301	396	218	928	710	928	710
Equipment and Tools	465	149	(316)	286	13,220	2,315	(10,905)	3,521	(9,699)
Lease, Rents and Licenses	22,326	22,337	11	23,028	44,611	44,674	63	44,635	23
Maintenance and Repairs	1,697	1,406	(291)	787	3,879	4,569	690	4,033	154
Maintenance and Service Agreements	6,431	7,021	590	6,917	12,795	14,399	1,604	14,417	1,623
Outside Contracts	2,439	3,180	741	2,582	4,276	5,765	1,489	4,569	294
Insurance	594	419	(175)	1,053	1,441	1,040	(401)	2,202	762
Utilities	10,141	9,891	(250)	9,679	20,397	19,842	(555)	19,405	(992)
Taxes and Permits	73	4	(69)	4	121	11	(110)	11	(111)
Postage	51	0	(51)	0	51	92	41	92	41
Credit Card Fees & Interest Expense	6,073	4,294	(1,779)	4,221	19,845	22,881	3,036	18,275	(1,571)
Advertising Expense	0	200	200	200	0	200	200	200	200
Uniforms	517	200	(317)	0	571	360	(211)	400	(171)
Other	(169)	71	240	110	(659)	3,798	4,457	(4,171)	(3,512)
<b>Total Operating Expenses</b>	<b>125,476</b>	<b>139,269</b>	<b>13,793</b>	<b>118,416</b>	<b>307,501</b>	<b>331,263</b>	<b>23,761</b>	<b>252,341</b>	<b>(55,160)</b>
<b>EBITDA</b>	<b>74,365</b>	<b>(310)</b>	<b>74,675</b>	<b>38,309</b>	<b>566,420</b>	<b>621,840</b>	<b>(55,420)</b>	<b>781,422</b>	<b>(215,002)</b>

**Bella Vista POA**  
**Golf Pro Shops (25 - 33) Darryl Muldoon-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	74,365	(310)	74,675	38,309	566,420	621,840	(55,420)	781,422	(215,002)
Depreciation	3,991	4,016	25	3,802	7,956	8,032	76	7,604	(352)
<b>Net Income / Cost of Operations</b>	<u>70,374</u>	<u>(4,326)</u>	<u>74,700</u>	<u>34,507</u>	<u>558,464</u>	<u>613,808</u>	<u>(55,344)</u>	<u>773,818</u>	<u>(215,354)</u>

**Bella Vista POA**  
**ac Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-/**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year	YTD February 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	929	917	12	904	1,254	1,409	(155)	1,386	(131)
Other Recreation	1,437	1,970	(533)	1,856	2,647	3,636	(989)	3,451	(804)
RV	17,658	12,222	5,436	11,387	31,034	23,286	7,748	22,937	8,097
Facility Use Fees	26,760	27,240	(480)	37,836	56,897	60,441	(3,544)	85,217	(28,320)
Boat	15,577	14,034	1,543	14,034	29,698	32,335	(2,637)	32,335	(2,637)
Other	725	568	157	688	1,184	894	290	985	199
<b>Total Income</b>	<b>63,086</b>	<b>56,951</b>	<b>6,135</b>	<b>66,704</b>	<b>122,715</b>	<b>122,001</b>	<b>714</b>	<b>146,310</b>	<b>(23,595)</b>
Food and Beverage	370	388	18	347	584	732	148	675	91
Recreation	318	2,292	1,974	414	576	3,494	2,918	924	348
<b>Total Cost of Goods</b>	<b>688</b>	<b>2,680</b>	<b>1,992</b>	<b>761</b>	<b>1,160</b>	<b>4,226</b>	<b>3,066</b>	<b>1,599</b>	<b>439</b>
<b>Gross Profit</b>	<b>62,398</b>	<b>54,271</b>	<b>8,127</b>	<b>65,943</b>	<b>121,555</b>	<b>117,775</b>	<b>3,780</b>	<b>144,711</b>	<b>(23,156)</b>
<b>Expenses</b>									
Salary and Wages	47,872	50,798	2,926	45,024	116,578	123,829	7,252	88,403	(28,174)
Employee Benefits	6,010	6,445	436	5,719	15,221	15,806	585	11,464	(3,757)
Memberships, Training and Travel	798	2,019	1,221	1,122	1,230	2,499	1,269	2,030	800
Supplies	2,959	3,188	229	3,146	9,638	12,764	3,126	10,073	436
Fuel and Oil	101	135	34	75	195	340	145	565	371
Equipment and Tools	15,640	30,245	14,605	29,888	15,999	40,707	24,708	39,179	23,180
Lease, Rents and Licenses	182	218	36	195	353	436	83	366	13
Maintenance and Repairs	9,045	17,170	8,125	15,659	10,669	20,120	9,451	37,235	26,566
Maintenance and Service Agreements	6,323	5,941	(382)	5,377	11,356	12,010	654	10,814	(543)
Outside Contracts	4,219	4,320	101	3,789	5,577	6,762	1,185	5,614	37
Insurance	451	302	(149)	688	1,110	745	(365)	1,367	256
Utilities	22,060	21,239	(821)	20,478	42,841	44,505	1,664	41,343	(1,498)
Taxes and Permits	197	21	(176)	1,906	241	2,546	2,305	1,934	1,693
Postage	0	0	0	10	22	0	(22)	10	(12)
Credit Card Fees & Interest Expense	1,547	2,448	901	1,517	4,434	4,103	(331)	3,285	(1,149)
Uniforms	136	300	164	0	25	450	425	0	(25)
Other	295	60	(235)	(61)	386	238	(148)	(12)	(398)
<b>Total Operating Expenses</b>	<b>117,834</b>	<b>144,849</b>	<b>27,015</b>	<b>134,531</b>	<b>235,874</b>	<b>287,861</b>	<b>51,987</b>	<b>253,669</b>	<b>17,795</b>
<b>EBITDA</b>	<b>(55,436)</b>	<b>(90,578)</b>	<b>35,142</b>	<b>(68,587)</b>	<b>(114,319)</b>	<b>(170,086)</b>	<b>55,767</b>	<b>(108,957)</b>	<b>(5,361)</b>

**Bella Vista POA**  
 ac Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-  
 For the Two Months Ending February 29, 2020

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Pre Depreciation Gross</b>	(55,436)	(90,578)	35,142	(68,587)	(114,319)	(170,086)	55,767	(108,957)	(5,361)
Depreciation	30,039	30,594	555	27,815	60,512	61,622	1,110	55,397	(5,114)
<b>Net Income / Cost of Operations</b>	<u>(85,475)</u>	<u>(121,172)</u>	<u>35,697</u>	<u>(96,402)</u>	<u>(174,830)</u>	<u>(231,708)</u>	<u>56,877</u>	<u>(164,355)</u>	<u>(10,475)</u>



**Bella Vista POA**  
**Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-A**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year	YTD February 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
City of Bella Vista	313	0	313	0	313	0	313	0	313
Cell Tower Rents	3,211	3,200	11	0	31,817	31,810	7	27,806	4,011
<b>Total Income</b>	<b>3,524</b>	<b>3,200</b>	<b>324</b>	<b>0</b>	<b>32,130</b>	<b>31,810</b>	<b>320</b>	<b>27,806</b>	<b>4,324</b>
<b>Gross Profit</b>	<b>3,524</b>	<b>3,200</b>	<b>324</b>	<b>0</b>	<b>32,130</b>	<b>31,810</b>	<b>320</b>	<b>27,806</b>	<b>4,324</b>
<b>Expenses</b>									
Salary and Wages	95,227	96,844	1,617	101,192	239,433	241,998	2,565	201,074	(38,359)
Employee Benefits	12,158	12,510	352	14,098	31,894	30,191	(1,703)	28,107	(3,786)
Memberships, Training and Travel	0	0	0	5	0	750	750	294	294
Supplies	787	1,665	878	1,390	1,342	2,475	1,133	2,626	1,284
Fuel and Oil	4,396	4,175	(221)	5,737	8,827	8,043	(784)	10,418	1,591
Equipment and Tools	359	5,238	4,879	3,392	1,585	6,915	5,330	4,094	2,509
Lease, Rents and Licenses	25	194	169	12	43	388	345	28	(15)
Maintenance and Repairs	7,749	10,650	2,901	8,233	14,444	21,825	7,381	17,926	3,482
Maintenance and Service Agreements	529	617	89	529	916	1,189	273	986	71
Outside Contracts	140	225	85	97	279	450	171	241	(38)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	1,696	934	(762)	3,784	4,062	2,335	(1,727)	7,429	3,367
Utilities	3,855	4,196	341	4,304	7,525	7,737	212	7,888	363
Taxes and Permits	78	775	697	126	1,678	930	(748)	1,855	177
Other	5	0	(5)	148	80	0	(80)	396	316
<b>Total Operating Expenses</b>	<b>127,004</b>	<b>138,024</b>	<b>11,020</b>	<b>143,046</b>	<b>312,109</b>	<b>325,226</b>	<b>13,117</b>	<b>288,148</b>	<b>(23,960)</b>
<b>EBITDA</b>	<b>(123,480)</b>	<b>(134,824)</b>	<b>11,344</b>	<b>(143,046)</b>	<b>(279,978)</b>	<b>(293,416)</b>	<b>13,438</b>	<b>(260,342)</b>	<b>(19,636)</b>
Allocations - MAC	(34,837)	(34,837)	0	(37,639)	(69,674)	(69,674)	0	(75,279)	(5,605)
<b>Total Allocations</b>	<b>(34,837)</b>	<b>(34,837)</b>	<b>0</b>	<b>(37,639)</b>	<b>(69,674)</b>	<b>(69,674)</b>	<b>0</b>	<b>(75,279)</b>	<b>(5,605)</b>
<b>Pre Depreciation Gross</b>	<b>(88,643)</b>	<b>(99,987)</b>	<b>11,344</b>	<b>(105,407)</b>	<b>(210,304)</b>	<b>(223,742)</b>	<b>13,438</b>	<b>(185,063)</b>	<b>(25,241)</b>
Depreciation	10,615	10,615	0	12,846	21,229	21,230	1	25,726	4,497
<b>Net Income / Cost of Operations</b>	<b>(99,258)</b>	<b>(110,602)</b>	<b>11,344</b>	<b>(118,253)</b>	<b>(231,534)</b>	<b>(244,972)</b>	<b>13,438</b>	<b>(210,790)</b>	<b>(20,744)</b>

**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>Income</b>									
Food and Beverage	66	30	36	0	122	65	57	0	122
Other Recreation	271	355	(84)	331	481	490	(9)	532	(51)
RV	15,303	20,000	(4,697)	13,085	45,237	50,000	(4,763)	40,571	4,665
Facility Use Fees	8,741	3,700	5,041	5,174	14,819	8,989	5,830	10,813	4,006
Boat	31,897	37,450	(5,553)	49,446	63,503	77,750	(14,247)	91,395	(27,892)
Donations Received	21	0	21	0	21	0	21	0	21
Other	(143)	0	(143)	0	(143)	0	(143)	4	(147)
<b>Total Income</b>	<b>56,155</b>	<b>61,535</b>	<b>(5,380)</b>	<b>68,036</b>	<b>124,040</b>	<b>137,294</b>	<b>(13,254)</b>	<b>143,315</b>	<b>(19,276)</b>
Food and Beverage	74	0	(74)	0	103	0	(103)	0	(103)
Recreation	1,947	1,425	(522)	1,285	3,470	2,950	(520)	1,918	(1,553)
<b>Total Cost of Goods</b>	<b>2,021</b>	<b>1,425</b>	<b>(596)</b>	<b>1,285</b>	<b>3,573</b>	<b>2,950</b>	<b>(623)</b>	<b>1,918</b>	<b>(1,656)</b>
<b>Gross Profit</b>	<b>54,134</b>	<b>60,110</b>	<b>(5,976)</b>	<b>66,751</b>	<b>120,467</b>	<b>134,344</b>	<b>(13,877)</b>	<b>141,398</b>	<b>(20,931)</b>
<b>Expenses</b>									
Salary and Wages	25,690	29,548	3,858	26,716	64,781	72,070	7,290	51,490	(13,290)
Employee Benefits	3,102	4,437	1,336	3,625	8,035	9,439	1,404	7,010	(1,025)
Memberships, Training and Travel	105	3,365	3,260	0	105	4,330	4,225	0	(105)
Supplies	9,541	4,460	(5,081)	3,918	12,934	10,340	(2,594)	7,386	(5,549)
Fuel and Oil	1,312	1,730	418	1,704	2,786	3,340	554	3,228	442
Equipment and Tools	91	9,650	9,559	3,050	91	11,750	11,659	4,716	4,625
Lease, Rents and Licenses	25	25	(0)	12	43	50	7	30	(14)
Maintenance and Repairs	930	13,925	12,995	3,470	3,595	24,290	20,695	12,522	8,927
Maintenance and Service Agreements	2,285	1,970	(315)	1,851	4,572	3,940	(632)	3,682	(890)
Outside Contracts	1,996	1,630	(366)	1,225	4,220	2,960	(1,260)	3,158	(1,062)
Insurance	482	176	(306)	937	1,157	440	(717)	1,839	682
Utilities	4,724	4,714	(10)	4,552	9,377	9,418	41	8,791	(586)
Taxes and Permits	49	0	(49)	135	401	100	(301)	161	(240)
Postage	0	20	20	0	0	40	40	29	29
Credit Card Fees & Interest Expense	1,619	2,030	411	2,179	2,426	3,820	1,394	4,168	1,742
Uniforms	0	0	0	0	262	0	(262)	0	(262)
Other	24	0	(24)	(6)	14	0	(14)	(6)	(20)
<b>Total Operating Expenses</b>	<b>51,974</b>	<b>77,680</b>	<b>25,706</b>	<b>53,368</b>	<b>114,798</b>	<b>156,327</b>	<b>41,529</b>	<b>108,203</b>	<b>(6,595)</b>

**Bella Vista POA**  
**Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All**  
**For the Two Months Ending February 29, 2020**

	MTD				YTD				
	MTD February 2020			Prior Year Actual	YTD February 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>EBITDA</b>	2,160	(17,570)	19,730	13,384	5,669	(21,983)	27,652	33,195	(27,526)
<b>Pre Depreciation Gross</b>	2,160	(17,570)	19,730	13,384	5,669	(21,983)	27,652	33,195	(27,526)
Depreciation	8,295	8,297	2	9,752	16,589	16,594	5	19,504	2,915
<b>Net Income / Cost of Operations</b>	<u>(6,134)</u>	<u>(25,867)</u>	<u>19,733</u>	<u>3,631</u>	<u>(10,920)</u>	<u>(38,577)</u>	<u>27,657</u>	<u>13,691</u>	<u>(24,611)</u>

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD					
	MTD February 2020		VAR		Actual	YTD February 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
<b>Income</b>										
Assessments	687,642	684,750	2,892	662,341	1,403,772	1,369,300	34,472	1,335,673	68,099	
Facility Use Fees	27,280	15,000	12,280	26,098	71,103	62,000	9,103	83,785	(12,682)	
Investment Income	11	0	11	350	245	0	245	2,994	(2,748)	
Lot Sales	46,902	9,000	37,902	(652)	42,154	18,000	24,154	10,683	31,471	
Transfer Fees	42,875	36,076	6,799	26,250	99,050	95,853	3,197	73,980	25,070	
Past Due Collections	18,428	19,800	(1,372)	8,018	37,492	39,500	(2,008)	23,204	14,289	
Advertising Income	24,825	25,600	(775)	24,779	39,797	37,100	2,697	36,207	3,590	
Rebates	0	0	0	53,147	0	0	0	53,147	(53,147)	
POA Lot Inventory Valuation	3,815	1,000	2,815	(562)	4,830	2,000	2,830	(489)	5,319	
Water Rent Income	5,806	5,806	0	5,637	11,612	11,612	0	11,274	338	
Cell Tower Rents	0	0	0	1,069,000	0	0	0	1,069,000	(1,069,000)	
Legal Fees	2,203	750	1,453	0	3,893	1,500	2,393	276	3,618	
NSF Fees	625	300	325	525	1,525	600	925	875	650	
Other	(123,863)	10	(123,873)	(63)	(123,863)	20	(123,883)	108	(123,970)	
<b>Total Income</b>	<b>736,550</b>	<b>798,092</b>	<b>(61,542)</b>	<b>1,874,870</b>	<b>1,591,611</b>	<b>1,637,485</b>	<b>(45,874)</b>	<b>2,700,716</b>	<b>(1,109,105)</b>	
<b>Gross Profit</b>	<b>736,550</b>	<b>798,092</b>	<b>(61,542)</b>	<b>1,874,870</b>	<b>1,591,611</b>	<b>1,637,485</b>	<b>(45,874)</b>	<b>2,700,716</b>	<b>(1,109,105)</b>	
<b>Expenses</b>										
Salary and Wages	181,611	177,519	(4,092)	179,245	402,708	442,742	40,035	316,777	(85,930)	
Employee Benefits	104,891	109,249	4,359	105,209	224,807	229,180	4,373	218,276	(6,530)	
Memberships, Training and Travel	10,888	6,252	(4,636)	7,761	17,111	14,917	(2,194)	14,812	(2,298)	
Supplies	3,527	4,385	858	3,054	7,816	9,436	1,620	8,379	563	
Fuel and Oil	164	195	31	191	300	397	97	353	54	
Equipment and Tools	2,171	500	(1,671)	3,206	5,136	6,430	1,294	7,693	2,557	
Lease, Rents and Licenses	2,387	5,729	3,342	6,132	8,347	11,508	3,161	11,615	3,268	
Maintenance and Repairs	75	200	125	113	303	632	329	1,129	826	
Maintenance and Service Agreements	12,478	6,602	(5,876)	7,448	44,435	73,486	29,051	88,818	44,384	
Outside Contracts	11,277	10,874	(403)	13,293	39,001	35,948	(3,053)	39,002	1	
Professional Services	28,823	30,750	1,927	35,792	42,184	69,800	27,616	42,139	(45)	
Insurance	38,557	39,295	738	31,542	77,239	79,114	1,875	62,616	(14,622)	
Utilities	9,313	9,566	253	10,271	19,132	19,598	466	21,528	2,395	
Taxes and Permits	25,396	27,934	2,538	25,065	58,952	54,568	(4,384)	49,494	(9,458)	
Postage	6,986	8,710	1,724	399	19,905	18,300	(1,605)	11,006	(8,899)	
Credit Card Fees & Interest Expense	1,952	3,640	1,688	1,529	4,161	7,380	3,219	4,108	(53)	

**Bella Vista POA**  
**F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All**  
**For the Two Months Ending February 29, 2020**

	MTD			Prior Year	YTD				
	MTD February 2020				YTD February 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Membership Elections	0	30,000	30,000	0	0	30,000	30,000	0	0
Advertising Expense	9,566	10,770	1,204	13,017	29,033	18,220	(10,813)	22,508	(6,525)
Bad Debts	1,988	9,950	7,962	9,274	4,035	19,900	15,865	24,763	20,729
Uniforms	59	4,000	3,941	2,129	1,242	5,300	4,058	1,719	477
Investment Fund Fees	0	0	0	177	0	0	0	354	354
Discounts Earned	(6,053)	(9,780)	(3,727)	(5,553)	(8,074)	(16,810)	(8,736)	(23,017)	(14,943)
Inter Company Interest Exp	4,828	4,582	(246)	0	10,554	9,500	(1,054)	0	(10,554)
Other	9,410	3,245	(6,165)	3,202	15,065	5,900	(9,165)	5,578	(9,487)
<b>Total Operating Expenses</b>	<b>460,293</b>	<b>494,168</b>	<b>33,874</b>	<b>452,497</b>	<b>1,023,392</b>	<b>1,145,446</b>	<b>122,054</b>	<b>929,654</b>	<b>(93,738)</b>
<b>EBITDA</b>	<b>276,256</b>	<b>303,924</b>	<b>(27,668)</b>	<b>1,422,373</b>	<b>568,219</b>	<b>492,039</b>	<b>76,180</b>	<b>1,771,063</b>	<b>(1,202,844)</b>
Allocations - F & A	(64,378)	(64,378)	0	(63,873)	(128,756)	(128,756)	0	(127,747)	1,009
<b>Total Allocations</b>	<b>(64,378)</b>	<b>(64,378)</b>	<b>0</b>	<b>(63,873)</b>	<b>(128,756)</b>	<b>(128,756)</b>	<b>0</b>	<b>(127,747)</b>	<b>1,009</b>
<b>Pre Depreciation Gross</b>	<b>340,634</b>	<b>368,302</b>	<b>(27,668)</b>	<b>1,486,246</b>	<b>696,975</b>	<b>620,795</b>	<b>76,180</b>	<b>1,898,810</b>	<b>(1,201,835)</b>
Depreciation	10,056	10,057	1	10,586	20,463	20,465	2	21,172	709
<b>Net Income / Cost of Operations</b>	<b>330,579</b>	<b>358,245</b>	<b>(27,667)</b>	<b>1,475,660</b>	<b>676,512</b>	<b>600,330</b>	<b>76,182</b>	<b>1,877,638</b>	<b>(1,201,125)</b>