

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Assessments	876,459	877,960	(1,501)	674,728	3,154,066	3,111,520	42,546	2,692,893	461,173	
City of Bella Vista	0	0	0	0	3,216	2,903	313	3,249	(33)	
Food and Beverage	64,057	189,194	(125,137)	173,530	432,415	535,274	(102,859)	521,169	(88,755)	
Golf	229,930	289,946	(60,016)	327,773	1,386,950	1,494,978	(108,028)	1,657,449	(270,500)	
Pro Shop	22,922	52,194	(29,271)	55,215	76,978	116,680	(39,702)	119,548	(42,569)	
Other Recreation	(8)	5,164	(5,172)	4,580	4,939	13,659	(8,720)	12,356	(7,416)	
RV	39,111	45,040	(5,929)	40,956	174,307	178,550	(4,243)	159,813	14,493	
Facility Use Fees	28,378	59,258	(30,880)	77,790	226,870	244,490	(17,620)	335,461	(108,591)	
Boat	48,958	37,678	11,280	54,841	241,063	212,159	28,904	316,243	(75,180)	
Investment Income	2,242	0	2,242	(1,829)	7,509	0	7,509	9,244	(1,735)	
Water	711,878	603,107	108,771	616,166	2,652,052	2,369,512	282,540	2,284,904	367,148	
Restricted Revenue	586	1,080	(494)	996	2,658	4,320	(1,662)	4,286	(1,627)	
Lot Sales	20,116	11,000	9,116	2,639	78,898	55,000	23,898	31,083	47,815	
Transfer Fees	42,750	43,026	(276)	31,800	201,250	189,232	12,018	143,430	57,820	
Past Due Collections	13,620	23,375	(9,755)	6,956	71,823	85,225	(13,402)	36,299	35,524	
Advertising Income	8,474	12,000	(3,526)	11,060	58,017	57,600	417	55,437	2,580	
Rebates	231	0	231	269	483	0	483	53,445	(52,963)	
POA Lot Inventory Valuation	435	2,000	(1,565)	73	5,773	16,000	(10,227)	(121,802)	127,575	
Water Capital Buy In Fees	110,000	45,835	64,165	67,500	340,000	183,340	156,660	187,500	152,500	
Water Late Fees	(24)	13,500	(13,524)	13,832	25,871	54,000	(28,129)	52,118	(26,248)	
AR MO Land Income	0	0	0	0	0	0	0	8,175	(8,175)	
Gain / Loss Disposal Surplus Assets	41,124	0	41,124	0	41,124	0	41,124	0	41,124	
Water Rent Income	5,806	5,806	0	5,637	23,224	23,224	0	22,548	676	
Commissions	77	44	33	44	277	106	171	106	171	
Cell Tower Rents	3,264	3,200	64	6,847	38,345	38,210	135	1,103,654	(1,065,308)	
Legal Fees	2,066	750	1,316	365	6,756	3,000	3,756	866	5,890	
Rents - Leases Facilities	1,000	1,000	0	500	4,000	4,000	0	2,000	2,000	
Donations Received	0	20	(20)	0	21	20	1	50	(29)	
NSF Fees	325	575	(250)	600	3,425	2,350	1,075	3,025	400	
Inter Company Interest Income	4,317	4,371	(54)	0	19,699	18,250	1,449	0	19,699	
Other	1,585	28,443	(26,858)	(14,683)	(92,412)	83,966	(176,378)	62,414	(154,826)	
Total Income	2,279,680	2,355,566	(75,886)	2,158,184	9,189,598	9,097,568	92,030	9,756,964	(567,366)	
Food and Beverage	27,534	70,044	42,510	65,430	169,091	195,295	26,204	198,211	29,120	

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	MTD				YTD				
	MTD April 2020			Prior Year	YTD April 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Water	187,380	191,199	3,819	184,464	738,616	751,994	13,378	690,089	(48,527)
Pro Shop	17,125	38,481	21,356	43,706	59,912	84,949	25,038	91,472	31,560
Recreation	426	5,543	5,118	5,302	6,043	15,714	9,671	11,211	5,168
Total Cost of Goods	232,464	305,267	72,803	298,902	973,661	1,047,952	74,291	990,983	17,321
Gross Profit	2,047,216	2,050,299	(3,082)	1,859,281	8,215,937	8,049,615	166,321	8,765,981	(550,045)
Expenses									
Salary and Wages	685,468	780,865	95,397	732,382	3,052,083	3,276,512	224,429	3,078,917	26,834
Employee Benefits	155,733	197,750	42,017	192,054	740,685	812,152	71,467	811,379	70,694
Memberships, Training and Travel	9,923	12,409	2,486	8,347	53,329	84,207	30,878	65,104	11,775
Supplies	126,672	117,513	(9,159)	91,831	410,355	436,269	25,914	354,890	(55,465)
Fuel and Oil	11,292	20,762	9,470	21,216	53,139	66,724	13,585	67,509	14,370
Equipment and Tools	15,948	35,343	19,395	37,026	105,566	170,404	64,838	148,402	42,836
Lease, Rents and Licenses	80,470	81,364	894	78,647	320,699	331,510	10,811	313,611	(7,088)
Maintenance and Repairs	81,837	152,729	70,892	30,006	296,170	493,756	197,586	308,471	12,300
Maintenance and Service Agreements	31,598	37,343	5,745	35,911	202,026	202,690	664	235,746	33,720
Outside Contracts	33,934	43,637	9,703	44,063	197,308	216,149	18,841	214,790	17,481
Professional Services	77,241	53,600	(23,641)	60,832	207,070	179,231	(27,839)	154,507	(52,563)
Insurance	55,489	56,888	1,399	51,925	229,518	228,283	(1,235)	206,448	(23,070)
Utilities	72,869	88,155	15,286	79,844	334,093	365,865	31,772	349,633	15,540
Taxes and Permits	47,090	48,553	1,463	57,275	202,137	192,067	(10,070)	193,378	(8,759)
Postage	10,238	9,559	(679)	14,102	44,873	46,565	1,692	39,461	(5,412)
Credit Card Fees & Interest Expense	35,353	39,717	4,365	38,705	150,597	160,615	10,018	156,268	5,672
Membership Elections	0	9,500	9,500	9,123	0	62,700	62,700	32,323	32,323
Advertising Expense	40,727	13,829	(26,898)	14,417	90,692	49,224	(41,468)	55,804	(34,888)
Bad Debts	25,706	10,850	(14,856)	5,731	29,558	42,000	12,442	22,918	(6,641)
Uniforms	4,980	11,625	6,645	13,692	13,468	29,820	16,352	19,904	6,436
Investment Fund Fees	0	0	0	0	0	0	0	1,523	1,523
Discounts Earned	(4,435)	(10,780)	(6,345)	(6,233)	(17,558)	(37,120)	(19,562)	(34,755)	(17,197)
Inter Company Interest Exp	4,317	4,371	54	0	19,699	18,250	(1,449)	0	(19,699)
Other	4,721	4,496	(225)	4,899	28,089	20,573	(7,516)	11,861	(16,229)
Total Operating Expenses	1,607,172	1,820,078	212,906	1,615,792	6,763,595	7,448,447	684,851	6,808,091	44,496
EBITDA	440,044	230,220	209,824	243,489	1,452,342	601,169	851,173	1,957,890	(505,548)

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	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	440,044	230,220	209,824	243,489	1,452,342	601,169	851,173	1,957,890	(505,548)
Depreciation	270,544	271,310	766	293,134	1,085,588	1,091,590	6,002	1,062,474	(23,113)
Net Income / Cost of Operations	<u>169,500</u>	<u>(41,090)</u>	<u>210,590</u>	<u>(49,645)</u>	<u>366,754</u>	<u>(490,421)</u>	<u>857,175</u>	<u>895,416</u>	<u>(528,662)</u>

Bella Vista POA
Water Utility Consolidated-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year	YTD April 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	100	100	0	100	400	400	0	400	0
Investment Income	2,237	0	2,237	(5,220)	7,252	0	7,252	4,311	2,941
Water	711,878	603,107	108,771	616,166	2,652,052	2,369,512	282,540	2,284,904	367,148
Restricted Revenue	586	1,080	(494)	996	2,658	4,320	(1,662)	4,286	(1,627)
Water Capital Buy In Fees	110,000	45,835	64,165	67,500	340,000	183,340	156,660	187,500	152,500
Water Late Fees	(24)	13,500	(13,524)	13,832	25,871	54,000	(28,129)	52,118	(26,248)
Gain / Loss Disposal Surplus Assets	41,124	0	41,124	0	41,124	0	41,124	0	41,124
NSF Fees	(25)	275	(300)	325	1,150	1,100	50	1,250	(100)
Inter Company Interest Income	4,317	4,371	(54)	0	19,699	18,250	1,449	0	19,699
Other	756	15,495	(14,739)	(20,723)	17,776	61,580	(43,804)	48,909	(31,133)
Total Income	870,949	683,763	187,186	672,976	3,107,982	2,692,502	415,480	2,583,679	524,303
Water	187,380	191,199	3,819	184,464	738,616	751,994	13,378	690,089	(48,527)
Total Cost of Goods	187,380	191,199	3,819	184,464	738,616	751,994	13,378	690,089	(48,527)
Gross Profit	683,569	492,564	191,005	488,512	2,369,366	1,940,508	428,858	1,893,590	475,776
Expenses									
Salary and Wages	75,549	79,958	4,409	74,180	342,512	355,678	13,166	323,844	(18,668)
Employee Benefits	19,568	25,444	5,876	24,097	97,299	106,610	9,311	102,815	5,516
Memberships, Training and Travel	413	3,417	3,004	792	3,167	8,223	5,056	9,621	6,455
Supplies	53,788	21,045	(32,743)	22,780	130,267	81,930	(48,337)	83,070	(47,197)
Fuel and Oil	2,757	4,700	1,943	4,926	15,432	18,400	2,968	16,999	1,567
Equipment and Tools	555	3,215	2,660	4,708	6,717	11,875	5,158	15,409	8,692
Lease, Rents and Licenses	6,071	6,096	25	5,879	24,364	24,384	20	23,538	(826)
Maintenance and Repairs	19,609	17,450	(2,159)	(16,847)	89,041	69,300	(19,741)	59,399	(29,642)
Maintenance and Service Agreements	1,293	1,444	151	1,840	45,105	11,716	(33,389)	41,184	(3,920)
Outside Contracts	16,478	19,868	3,390	21,611	80,120	93,370	13,250	90,820	10,699
Professional Services	1,192	300	(892)	0	3,912	3,756	(156)	1,380	(2,533)
Insurance	13,548	13,782	234	10,776	55,007	55,522	515	42,362	(12,646)
Utilities	8,262	8,015	(247)	6,859	38,261	33,215	(5,046)	35,909	(2,353)
Taxes and Permits	18,526	18,264	(262)	17,117	76,761	72,941	(3,820)	68,922	(7,839)
Postage	3,417	4,200	783	4,062	15,073	16,800	1,727	16,489	1,416
Credit Card Fees & Interest Expense	20,503	19,084	(1,419)	19,418	77,502	76,336	(1,166)	81,971	4,468
Bad Debts	1,658	200	(1,458)	127	2,518	800	(1,718)	(518)	(3,036)

Bella Vista POA
Water Utility Consolidated-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD April 2020		VAR		YTD April 2020				
	Actual	Budget			Actual	Budget	VAR		
Uniforms	3,073	3,600	527	3,409	3,460	3,600	140	3,539	79
Investment Fund Fees	0	0	0	0	0	0	0	1,311	1,311
Other	0	0	0	1	457	0	(457)	313	(144)
Total Operating Expenses	266,260	250,081	(16,179)	205,734	1,106,975	1,044,456	(62,519)	1,018,376	(88,599)
EBITDA	417,309	242,483	174,826	282,777	1,262,392	896,052	366,339	875,214	387,177
Allocations - MAC	37,885	37,885	0	37,639	145,444	145,444	0	150,557	5,113
Allocations - F & A	70,678	70,678	0	70,618	275,592	275,592	0	282,471	6,879
Total Allocations	108,563	108,563	0	108,257	421,036	421,036	0	433,028	11,992
Pre Depreciation Gross	308,746	133,920	174,826	174,521	841,356	475,016	366,339	442,187	399,169
Depreciation	108,808	110,491	1,683	119,936	435,547	442,438	6,891	377,868	(57,679)
Net Income / Cost of Operations	199,938	23,429	176,509	54,585	405,809	32,578	373,230	64,318	341,490

Bella Vista POA
POA w/o Water-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Salary and Wages	609,919	700,907	90,988	658,202	2,709,571	2,920,835	211,263	2,755,073	45,502	
Employee Benefits	136,164	172,306	36,142	167,957	643,386	705,542	62,155	708,564	65,178	
Memberships, Training and Travel	9,510	8,992	(518)	7,555	50,162	75,984	25,822	55,483	5,321	
Supplies	72,884	96,468	23,584	69,051	280,088	354,339	74,251	271,820	(8,268)	
Fuel and Oil	8,535	16,062	7,527	16,290	37,707	48,324	10,617	50,510	12,803	
Equipment and Tools	15,393	32,128	16,735	32,318	98,848	158,529	59,681	132,993	34,144	
Lease, Rents and Licenses	74,399	75,268	869	72,768	296,335	307,126	10,791	290,073	(6,262)	
Maintenance and Repairs	62,228	135,279	73,051	46,853	207,129	424,456	217,327	249,072	41,942	
Maintenance and Service Agreements	30,305	35,899	5,594	34,070	156,921	190,974	34,053	194,562	37,640	
Outside Contracts	17,456	23,769	6,313	22,452	117,188	122,779	5,591	123,970	6,782	
Professional Services	76,050	53,300	(22,750)	60,832	203,157	175,475	(27,682)	153,127	(50,030)	
Insurance	41,941	43,106	1,165	41,149	174,511	172,761	(1,750)	164,086	(10,425)	
Utilities	64,607	80,140	15,533	72,985	295,831	332,650	36,819	313,724	17,893	
Taxes and Permits	28,564	30,289	1,725	40,158	125,376	119,126	(6,250)	124,456	(920)	
Postage	6,821	5,359	(1,462)	10,040	29,800	29,765	(35)	22,972	(6,828)	
Credit Card Fees & Interest Expense	14,850	20,633	5,783	19,287	73,095	84,279	11,185	74,298	1,203	
Membership Elections	0	9,500	9,500	9,123	0	62,700	62,700	32,323	32,323	
Advertising Expense	40,727	13,829	(26,898)	14,417	90,692	49,224	(41,468)	55,804	(34,888)	
Bad Debts	24,048	10,650	(13,398)	5,603	27,040	41,200	14,160	23,436	(3,604)	
Uniforms	1,906	8,025	6,119	10,283	10,008	26,220	16,212	16,366	6,357	
Investment Fund Fees	0	0	0	0	0	0	0	212	212	
Discounts Earned	(4,435)	(10,780)	(6,345)	(6,233)	(17,558)	(37,120)	(19,562)	(34,755)	(17,197)	
Inter Company Interest Exp	4,317	4,371	54	0	19,699	18,250	(1,449)	0	(19,699)	
Other	4,721	4,496	(225)	4,898	27,633	20,573	(7,060)	11,548	(16,085)	
Total Operating Expenses	1,340,912	1,569,997	229,085	1,410,058	5,656,621	6,403,991	747,370	5,789,715	133,095	
EBITDA	22,735	(12,262)	34,997	(39,288)	189,950	(294,884)	484,834	1,082,676	(892,726)	
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(145,444)	(145,444)	0	(150,557)	(5,113)	
Allocations - F & A	(70,678)	(70,678)	0	(70,618)	(275,592)	(275,592)	0	(282,471)	(6,879)	
Total Allocations	(108,563)	(108,563)	0	(108,257)	(421,036)	(421,036)	0	(433,028)	(11,992)	
Pre Depreciation Gross	131,298	96,301	34,997	68,969	610,986	126,152	484,834	1,515,703	(904,717)	
Depreciation	161,735	160,819	(916)	173,198	650,041	649,152	(889)	684,606	34,565	

Bella Vista POA
POA w/o Water-All
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	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Net Income / Cost of Operations	<u>(30,437)</u>	<u>(64,518)</u>	<u>34,081</u>	<u>(104,230)</u>	<u>(39,055)</u>	<u>(523,000)</u>	<u>483,945</u>	<u>831,097</u>	<u>(870,152)</u>

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Food and Beverage	63,847	187,935	(124,088)	172,361	429,315	530,225	(100,910)	516,366	(87,051)	
Facility Use Fees	(9,607)	(5,400)	(4,207)	(6,610)	(38,933)	(15,042)	(23,891)	(20,066)	(18,867)	
Rebates	231	0	231	269	483	0	483	298	184	
Other	388	0	388	27	6,095	2,500	3,595	117	5,978	
Total Income	54,860	182,535	(127,675)	166,047	396,959	517,683	(120,724)	496,715	(99,756)	
Food and Beverage	27,548	68,891	41,343	64,294	167,594	192,965	25,371	195,989	28,395	
Total Cost of Goods	27,548	68,891	41,343	64,294	167,594	192,965	25,371	195,989	28,395	
Gross Profit	27,312	113,644	(86,332)	101,752	229,365	324,718	(95,353)	300,726	(71,361)	
Expenses										
Salary and Wages	54,445	84,992	30,547	83,431	316,156	352,712	36,556	350,009	33,853	
Employee Benefits	7,399	9,559	2,159	11,948	47,487	39,772	(7,715)	49,058	1,571	
Memberships, Training and Travel	665	1,445	780	1,072	7,309	5,980	(1,329)	6,876	(433)	
Supplies	5,095	9,505	4,410	9,276	28,704	31,805	3,101	33,646	4,942	
Fuel and Oil	31	0	(31)	72	400	0	(400)	268	(132)	
Equipment and Tools	219	1,500	1,281	26	581	3,000	2,419	2,191	1,611	
Lease, Rents and Licenses	135	140	5	415	1,891	560	(1,331)	1,503	(388)	
Maintenance and Repairs	68	75	7	62	1,281	225	(1,056)	1,336	56	
Maintenance and Service Agreements	165	695	530	1,004	1,966	2,180	214	3,197	1,231	
Outside Contracts	146	360	214	73	816	1,490	674	521	(296)	
Insurance	143	547	404	1,186	2,145	2,291	146	4,764	2,619	
Utilities	3,585	5,428	1,843	5,111	16,072	19,262	3,190	21,445	5,373	
Taxes and Permits	70	60	(10)	70	671	240	(431)	742	71	
Postage	0	0	0	0	69	0	(69)	0	(69)	
Credit Card Fees & Interest Expense	1,694	5,371	3,677	4,809	12,737	15,369	2,632	14,746	2,010	
Advertising Expense	2,780	1,325	(1,455)	2,325	6,417	6,450	33	14,485	8,068	
Uniforms	0	0	0	1,114	600	2,000	1,400	1,789	1,189	
Other	634	0	(634)	926	955	0	(955)	1,132	178	
Total Operating Expenses	77,275	121,002	43,727	122,920	446,256	483,337	37,081	507,709	61,453	
EBITDA	(49,963)	(7,358)	(42,605)	(21,168)	(216,891)	(158,619)	(58,272)	(206,983)	(9,908)	

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year	YTD April 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	(49,963)	(7,358)	(42,605)	(21,168)	(216,891)	(158,619)	(58,272)	(206,983)	(9,908)
Depreciation	403	404	1	402	1,613	1,616	3	1,609	(4)
Net Income / Cost of Operations	<u>(50,366)</u>	<u>(7,762)</u>	<u>(42,604)</u>	<u>(21,570)</u>	<u>(218,504)</u>	<u>(160,235)</u>	<u>(58,269)</u>	<u>(208,592)</u>	<u>(9,912)</u>

**Bella Vista POA
Clubhouses-All
For the Four Months Ending April 30, 2020**

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Rents - Leases Facilities	1,000	1,000	0	500	4,000	4,000	0	2,000	2,000
Total Income	1,000	1,000	0	500	4,000	4,000	0	2,000	2,000
Gross Profit	1,000	1,000	0	500	4,000	4,000	0	2,000	2,000
Expenses									
Salary and Wages	98	0	(98)	0	98	0	(98)	0	(98)
Employee Benefits	12	0	(12)	0	12	0	(12)	0	(12)
Memberships, Training and Travel	134	0	(134)	0	243	0	(243)	0	(243)
Supplies	2,940	450	(2,490)	545	4,588	1,600	(2,988)	1,776	(2,812)
Equipment and Tools	35	2,000	1,965	275	12,532	7,800	(4,732)	1,416	(11,116)
Maintenance and Repairs	13,594	7,975	(5,619)	7,734	29,942	29,600	(342)	22,451	(7,491)
Maintenance and Service Agreements	3,755	7,759	4,004	6,095	18,154	26,215	8,061	19,556	1,402
Outside Contracts	1,761	150	(1,611)	3,193	3,639	432	(3,207)	3,193	(446)
Insurance	1	0	(1)	0	1	0	(1)	0	(1)
Utilities	7,801	11,930	4,129	7,347	38,830	44,820	5,990	36,132	(2,697)
Taxes and Permits	0	0	0	8	234	0	(234)	44	(190)
Total Operating Expenses	30,131	30,264	133	25,198	108,271	110,467	2,196	84,568	(23,704)
EBITDA	(29,131)	(29,264)	133	(24,698)	(104,271)	(106,467)	2,196	(82,568)	(21,704)
Allocations - F & A	(3,107)	(3,107)	0	(6,744)	(11,694)	(11,694)	0	(26,977)	(15,283)
Total Allocations	(3,107)	(3,107)	0	(6,744)	(11,694)	(11,694)	0	(26,977)	(15,283)
Pre Depreciation Gross	(26,024)	(26,157)	133	(17,953)	(92,577)	(94,773)	2,196	(55,591)	(36,986)
Depreciation	49,045	48,440	(605)	48,415	195,101	193,760	(1,341)	194,096	(1,005)
Net Income / Cost of Operations	(75,069)	(74,597)	(472)	(66,369)	(287,678)	(288,533)	855	(249,687)	(37,992)

Bella Vista POA
Golf Maintenance - Keith Ihms (15 - 23)-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Other	0	0	0	0	79	0	79	0	79
Total Income	0	0	0	0	79	0	79	0	79
Gross Profit	0	0	0	0	79	0	79	0	79
Expenses									
Salary and Wages	121,492	146,689	25,197	128,548	539,247	596,119	56,872	550,681	11,433
Employee Benefits	13,704	17,961	4,257	15,373	63,733	72,173	8,440	71,434	7,702
Memberships, Training and Travel	(95)	455	550	231	2,933	7,270	4,337	9,507	6,574
Supplies	49,838	60,672	10,834	41,119	172,081	202,924	30,843	158,214	(13,868)
Fuel and Oil	3,391	8,300	4,909	8,733	15,125	20,375	5,250	20,508	5,383
Equipment and Tools	44	1,320	1,276	6,279	8,496	13,524	5,028	25,602	17,106
Lease, Rents and Licenses	46,239	46,425	186	46,225	184,957	185,700	743	168,650	(16,307)
Maintenance and Repairs	35,601	59,840	24,239	18,285	97,234	196,537	99,303	99,612	2,379
Maintenance and Service Agreements	1,569	1,134	(435)	1,858	3,894	4,726	832	4,280	387
Outside Contracts	0	102	102	0	3,509	5,908	2,399	6,360	2,851
Professional Services	0	1,700	1,700	3,200	0	2,125	2,125	9,140	9,140
Insurance	733	959	226	2,032	4,305	3,724	(581)	8,144	3,838
Utilities	13,891	16,722	2,831	15,530	58,482	73,048	14,566	66,549	8,066
Taxes and Permits	2,268	444	(1,824)	1,418	3,742	1,764	(1,978)	2,044	(1,698)
Postage	0	20	20	12	0	105	105	66	66
Uniforms	932	3,650	2,718	4,536	6,016	9,025	3,009	6,793	777
Total Operating Expenses	289,607	366,393	76,786	293,379	1,163,753	1,395,047	231,293	1,207,583	43,830
EBITDA	(289,607)	(366,393)	76,786	(293,379)	(1,163,675)	(1,395,047)	231,372	(1,207,583)	43,909
Pre Depreciation Gross	(289,607)	(366,393)	76,786	(293,379)	(1,163,675)	(1,395,047)	231,372	(1,207,583)	43,909
Depreciation	49,448	49,512	64	59,490	200,352	200,606	254	229,716	29,365
Net Income / Cost of Operations	(339,055)	(415,905)	76,850	(352,869)	(1,364,026)	(1,595,653)	231,627	(1,437,299)	73,273

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Golf	229,930	289,946	(60,016)	327,773	1,386,950	1,494,978	(108,028)	1,657,449	(270,500)	
Pro Shop	22,922	52,194	(29,271)	55,215	76,978	116,680	(39,702)	119,548	(42,569)	
Commissions	77	44	33	44	277	106	171	106	171	
Other	531	2,773	(2,242)	2,845	4,089	6,663	(2,574)	6,791	(2,703)	
Total Income	253,461	344,957	(91,495)	385,877	1,468,293	1,618,427	(150,134)	1,783,894	(315,601)	
Food and Beverage	(143)	0	143	0	(143)	0	143	0	143	
Pro Shop	17,125	38,481	21,356	43,706	59,912	84,949	25,038	91,472	31,560	
Total Cost of Goods	16,981	38,481	21,500	43,706	59,768	84,949	25,181	91,472	31,703	
Gross Profit	236,480	306,476	(69,996)	342,171	1,408,525	1,533,477	(124,953)	1,692,423	(283,898)	
Expenses										
Salary and Wages	84,166	95,781	11,615	84,304	318,223	356,934	38,711	302,703	(15,521)	
Employee Benefits	10,443	10,603	160	9,775	38,284	40,894	2,610	36,821	(1,463)	
Memberships, Training and Travel	0	105	105	152	5,000	8,791	3,791	4,694	(306)	
Supplies	1,337	3,506	2,169	2,896	10,238	32,778	22,540	9,542	(695)	
Fuel and Oil	41	84	43	160	452	1,335	883	1,339	887	
Equipment and Tools	0	568	568	13,178	13,645	7,287	(6,358)	20,145	6,500	
Lease, Rents and Licenses	22,326	22,517	191	22,309	89,263	96,132	6,869	95,857	6,594	
Maintenance and Repairs	863	347	(516)	793	6,533	17,280	10,747	7,395	862	
Maintenance and Service Agreements	8,399	9,044	645	9,469	27,425	30,715	3,290	30,841	3,416	
Outside Contracts	1,999	3,800	1,801	3,602	9,109	12,372	3,263	10,351	1,242	
Insurance	509	618	109	1,254	2,557	2,195	(362)	4,606	2,049	
Utilities	9,285	9,886	601	9,658	38,723	39,306	583	38,462	(261)	
Taxes and Permits	24	480	456	160	212	633	421	207	(5)	
Postage	0	59	59	66	51	310	259	318	267	
Credit Card Fees & Interest Expense	6,860	8,374	1,514	8,750	35,277	38,191	2,915	34,661	(616)	
Advertising Expense	0	2,254	2,254	2,254	0	2,454	2,454	2,454	2,454	
Uniforms	95	375	280	160	666	1,695	1,029	618	(48)	
Other	113	471	358	535	171	4,540	4,369	(3,680)	(3,851)	
Total Operating Expenses	146,461	168,872	22,411	169,477	595,830	693,843	98,013	597,334	1,503	
EBITDA	90,019	137,603	(47,584)	172,694	812,694	839,634	(26,940)	1,095,089	(282,395)	

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	90,019	137,603	(47,584)	172,694	812,694	839,634	(26,940)	1,095,089	(282,395)
Depreciation	4,014	4,016	2	3,802	15,985	16,064	79	15,208	(776)
Net Income / Cost of Operations	<u>86,005</u>	<u>133,587</u>	<u>(47,583)</u>	<u>168,892</u>	<u>796,710</u>	<u>823,570</u>	<u>(26,861)</u>	<u>1,079,881</u>	<u>(283,171)</u>

Bella Vista POA
 Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-
 For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Food and Beverage	179	1,204	(1,025)	1,168	2,890	4,884	(1,994)	4,803	(1,913)	
Other Recreation	(29)	4,589	(4,618)	4,065	4,173	12,034	(7,861)	10,775	(6,602)	
RV	21,500	35,040	(13,540)	33,998	81,124	88,550	(7,426)	85,197	(4,073)	
Facility Use Fees	11,160	32,355	(21,195)	42,447	89,813	113,527	(23,714)	163,132	(73,319)	
Boat	10,404	10,753	(349)	11,993	61,122	67,394	(6,272)	72,428	(11,307)	
Other	117	10,165	(10,048)	2,296	2,539	13,183	(10,644)	5,654	(3,115)	
Total Income	43,330	94,106	(50,776)	95,968	241,662	299,572	(57,910)	341,990	(100,328)	
Food and Beverage	94	1,153	1,059	1,136	1,439	2,330	891	2,222	783	
Recreation	384	3,258	2,874	2,391	1,783	9,344	7,561	4,881	3,097	
Total Cost of Goods	478	4,411	3,933	3,527	3,223	11,674	8,451	7,103	3,880	
Gross Profit	42,852	89,695	(46,843)	92,441	238,439	287,898	(49,459)	334,887	(96,448)	
Expenses										
Salary and Wages	39,990	56,613	16,623	51,516	208,726	235,038	26,312	212,963	4,237	
Employee Benefits	4,901	6,707	1,807	6,144	26,364	29,093	2,729	26,570	206	
Memberships, Training and Travel	3,731	1,002	(2,729)	711	5,431	4,011	(1,420)	4,095	(1,335)	
Supplies	2,144	6,740	4,596	9,581	20,384	30,121	9,737	29,651	9,267	
Fuel and Oil	78	370	292	126	436	925	489	838	402	
Equipment and Tools	1,791	13,950	12,159	8,015	39,554	79,268	39,714	61,610	22,056	
Lease, Rents and Licenses	171	218	47	398	821	872	51	958	137	
Maintenance and Repairs	4,612	53,397	48,785	6,552	30,843	95,570	64,727	55,243	24,400	
Maintenance and Service Agreements	3,595	7,264	3,669	6,535	20,644	26,997	6,353	24,074	3,430	
Outside Contracts	1,469	3,669	2,200	4,563	8,439	13,658	5,219	12,671	4,232	
Insurance	250	331	81	746	1,776	1,403	(373)	2,905	1,130	
Utilities	15,083	19,856	4,773	20,127	76,445	85,444	8,999	81,617	5,172	
Taxes and Permits	197	16	(181)	200	1,062	3,120	2,058	3,478	2,416	
Postage	0	0	0	0	22	0	(22)	10	(12)	
Credit Card Fees & Interest Expense	2,773	1,738	(1,035)	1,790	11,286	8,019	(3,267)	7,204	(4,082)	
Uniforms	48	250	202	81	387	1,200	813	157	(230)	
Other	54	480	426	147	2,211	2,843	632	1,782	(429)	
Total Operating Expenses	80,886	172,601	91,715	117,230	454,831	617,582	162,751	525,827	70,996	
EBITDA	(38,034)	(82,906)	44,873	(24,789)	(216,392)	(329,684)	113,292	(190,940)	(25,452)	

Bella Vista POA
 ac Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-
 For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pre Depreciation Gross	(38,034)	(82,906)	44,873	(24,789)	(216,392)	(329,684)	113,292	(190,940)	(25,452)
Depreciation	30,295	30,151	(144)	27,859	121,597	122,058	461	111,115	(10,481)
Net Income / Cost of Operations	<u>(68,328)</u>	<u>(113,057)</u>	<u>44,729</u>	<u>(52,648)</u>	<u>(337,989)</u>	<u>(451,742)</u>	<u>113,754</u>	<u>(302,055)</u>	<u>(35,933)</u>

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-A
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year	YTD April 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	0	0	0	0	313	0	313	346	(33)
AR MO Land Income	0	0	0	0	0	0	0	8,175	(8,175)
Cell Tower Rents	3,264	3,200	64	6,847	38,345	38,210	135	34,654	3,692
Total Income	3,264	3,200	64	6,847	38,658	38,210	448	43,174	(4,516)
Gross Profit	3,264	3,200	64	6,847	38,658	38,210	448	43,174	(4,516)
Expenses									
Salary and Wages	94,722	109,004	14,282	100,194	427,678	449,210	21,533	451,758	24,080
Employee Benefits	11,255	14,090	2,835	11,965	54,377	57,808	3,431	59,453	5,076
Memberships, Training and Travel	0	1,090	1,090	7	0	1,840	1,840	301	301
Supplies	729	820	91	320	3,396	4,895	1,499	4,168	773
Fuel and Oil	3,863	5,514	1,651	5,400	15,617	18,438	2,821	20,279	4,662
Equipment and Tools	2,013	11,190	9,177	2,435	4,649	22,095	17,446	8,627	3,978
Lease, Rents and Licenses	18	194	176	12	80	776	696	51	(28)
Maintenance and Repairs	4,232	10,945	6,713	11,142	26,487	42,790	16,303	38,112	11,625
Maintenance and Service Agreements	387	497	110	529	1,691	2,153	462	1,973	282
Outside Contracts	162	975	813	97	581	1,650	1,069	434	(147)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	536	1,105	569	3,579	5,398	4,515	(883)	14,791	9,393
Utilities	2,705	3,564	859	2,578	13,589	14,950	1,361	14,168	579
Taxes and Permits	622	20	(602)	647	2,387	1,115	(1,272)	2,735	348
Uniforms	853	3,750	2,897	3,448	853	4,750	3,897	4,086	3,233
Other	0	0	0	0	80	0	(80)	396	316
Total Operating Expenses	122,098	162,758	40,660	142,351	556,862	626,985	70,123	626,118	69,256
EBITDA	(118,834)	(159,558)	40,724	(135,504)	(518,204)	(588,775)	70,572	(582,944)	64,740
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(145,444)	(145,444)	0	(150,557)	(5,113)
Total Allocations	(37,885)	(37,885)	0	(37,639)	(145,444)	(145,444)	0	(150,557)	(5,113)
Pre Depreciation Gross	(80,949)	(121,673)	40,724	(97,864)	(372,760)	(443,331)	70,572	(432,386)	59,627
Depreciation	10,415	10,416	1	12,891	42,157	42,158	1	51,509	9,352

Bella Vista POA
Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-A
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD April 2020		Actual		YTD April 2020		Actual		
	Actual	Budget			Budget	VAR			
Net Income / Cost of Operations	<u>(91,364)</u>	<u>(132,089)</u>	<u>40,725</u>	<u>(110,756)</u>	<u>(414,916)</u>	<u>(485,489)</u>	<u>70,573</u>	<u>(483,895)</u>	<u>68,979</u>

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	0	0	0	0	2,903	2,903	0	2,903	0
Food and Beverage	31	55	(24)	0	209	165	44	0	209
Other Recreation	21	575	(554)	514	766	1,625	(859)	1,581	(815)
RV	17,611	10,000	7,611	6,957	93,183	90,000	3,183	74,617	18,566
Facility Use Fees	912	6,830	(5,918)	8,433	19,053	20,369	(1,316)	25,320	(6,267)
Boat	38,554	26,925	11,629	42,848	179,942	144,765	35,177	243,814	(63,873)
Donations Received	0	20	(20)	0	21	20	1	50	(29)
Other	0	0	0	867	(282)	0	(282)	871	(1,152)
Total Income	57,129	44,405	12,724	59,621	295,795	259,847	35,948	349,155	(53,360)
Food and Beverage	34	0	(34)	0	201	0	(201)	0	(201)
Recreation	42	2,285	2,243	2,911	4,260	6,370	2,110	6,331	2,071
Total Cost of Goods	76	2,285	2,209	2,911	4,460	6,370	1,910	6,331	1,870
Gross Profit	57,053	42,120	14,933	56,710	291,334	253,477	37,857	342,825	(51,490)
Expenses									
Salary and Wages	28,634	29,828	1,194	27,233	123,350	131,726	8,376	120,044	(3,307)
Employee Benefits	3,575	3,686	111	3,522	15,151	16,810	1,659	16,452	1,301
Memberships, Training and Travel	33	0	(33)	0	303	4,330	4,028	205	(98)
Supplies	6,443	9,650	3,207	1,262	23,059	30,290	7,231	19,662	(3,396)
Fuel and Oil	1,039	1,540	501	1,558	5,156	6,420	1,264	6,493	1,337
Equipment and Tools	93	300	207	342	1,315	16,900	15,585	4,750	3,435
Lease, Rents and Licenses	18	10	(8)	12	80	70	(10)	53	(27)
Maintenance and Repairs	2,918	2,450	(468)	2,246	14,123	41,190	27,067	23,659	9,536
Maintenance and Service Agreements	1,640	2,470	830	2,183	8,416	8,380	(36)	7,716	(700)
Outside Contracts	1,107	2,605	1,498	2,329	7,145	8,915	1,770	9,341	2,195
Insurance	68	203	135	895	1,343	831	(512)	3,735	2,392
Utilities	3,221	3,414	193	3,025	16,799	17,346	547	15,916	(883)
Taxes and Permits	339	0	(339)	102	1,326	100	(1,226)	333	(993)
Postage	0	20	20	1	0	80	80	30	30
Credit Card Fees & Interest Expense	922	1,470	548	1,982	4,359	7,800	3,441	9,281	4,922
Uniforms	0	0	0	1,101	271	1,950	1,679	1,101	830
Other	0	0	0	1	(16)	0	16	(5)	11
Total Operating Expenses	50,052	57,645	7,594	47,794	222,178	293,138	70,960	238,765	16,587

Bella Vista POA
Lakes and Parks Div-Rick Echols(48,480,44,66,56,51,52)-All
For the Four Months Ending April 30, 2020

	MTD				YTD				
	MTD April 2020			Prior Year Actual	YTD April 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
EBITDA	7,001	(15,525)	22,526	8,916	69,157	(39,661)	108,817	104,060	(34,904)
Pre Depreciation Gross	7,001	(15,525)	22,526	8,916	69,157	(39,661)	108,817	104,060	(34,904)
Depreciation	8,387	8,151	(236)	9,752	33,319	32,967	(352)	39,009	5,690
Net Income / Cost of Operations	<u>(1,387)</u>	<u>(23,676)</u>	<u>22,290</u>	<u>(836)</u>	<u>35,838</u>	<u>(72,628)</u>	<u>108,465</u>	<u>65,051</u>	<u>(29,214)</u>

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD					
	MTD April 2020		VAR		Actual	YTD April 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Income										
Assessments	876,359	877,860	(1,501)	674,628	3,153,666	3,111,120	42,546	2,692,493	461,173	
Facility Use Fees	25,913	25,473	440	33,520	156,937	125,636	31,301	167,075	(10,138)	
Investment Income	4	0	4	3,391	257	0	257	4,933	(4,676)	
Lot Sales	20,116	11,000	9,116	2,639	78,898	55,000	23,898	31,083	47,815	
Transfer Fees	42,750	43,026	(276)	31,800	201,250	189,232	12,018	143,430	57,820	
Past Due Collections	13,620	23,375	(9,755)	6,956	71,823	85,225	(13,402)	36,299	35,524	
Advertising Income	8,474	12,000	(3,526)	11,060	58,017	57,600	417	55,437	2,580	
Rebates	0	0	0	0	0	0	0	53,147	(53,147)	
POA Lot Inventory Valuation	435	2,000	(1,565)	73	5,773	16,000	(10,227)	(121,802)	127,575	
Water Rent Income	5,806	5,806	0	5,637	23,224	23,224	0	22,548	676	
Cell Tower Rents	0	0	0	0	0	0	0	1,069,000	(1,069,000)	
Legal Fees	2,066	750	1,316	365	6,756	3,000	3,756	866	5,890	
NSF Fees	350	300	50	275	2,275	1,250	1,025	1,775	500	
Other	(207)	10	(217)	5	(122,708)	40	(122,748)	71	(122,778)	
Total Income	995,686	1,001,600	(5,914)	770,348	3,636,170	3,667,327	(31,157)	4,156,356	(520,186)	
Gross Profit	995,686	1,001,600	(5,914)	770,348	3,636,170	3,667,327	(31,157)	4,156,356	(520,186)	
Expenses										
Salary and Wages	186,373	178,001	(8,371)	182,977	776,093	799,095	23,002	766,916	(9,177)	
Employee Benefits	84,876	109,700	24,825	109,230	397,979	448,991	51,012	448,777	50,798	
Memberships, Training and Travel	5,042	4,895	(147)	5,384	28,945	43,762	14,817	29,805	860	
Supplies	4,358	5,125	767	4,052	17,639	19,926	2,287	15,160	(2,479)	
Fuel and Oil	91	254	163	242	521	831	310	785	264	
Equipment and Tools	11,198	1,300	(9,898)	1,766	18,077	8,655	(9,422)	8,651	(9,426)	
Lease, Rents and Licenses	5,492	5,764	272	3,398	19,244	23,016	3,772	23,001	3,757	
Maintenance and Repairs	340	250	(90)	38	687	1,264	577	1,264	577	
Maintenance and Service Agreements	10,795	7,036	(3,759)	6,398	74,732	89,608	14,876	102,925	28,193	
Outside Contracts	10,812	12,108	1,296	8,596	83,948	78,354	(5,594)	81,099	(2,849)	
Professional Services	76,050	51,600	(24,450)	57,632	203,157	173,350	(29,807)	139,201	(63,956)	
Insurance	39,701	39,343	(358)	31,456	156,986	157,802	816	125,142	(31,844)	
Utilities	9,036	9,340	304	9,609	36,892	38,474	1,582	39,435	2,543	
Taxes and Permits	25,044	29,269	4,225	37,554	115,743	112,154	(3,589)	114,874	(869)	
Postage	6,821	5,260	(1,561)	9,960	29,658	29,270	(388)	22,548	(7,110)	
Credit Card Fees & Interest Expense	2,600	3,680	1,080	1,956	9,436	14,900	5,464	8,406	(1,031)	

Bella Vista POA
F & A Div (90,91,910,92,93,94,95,96,97,98,99,100,110)-All
For the Four Months Ending April 30, 2020

	MTD			Prior Year	YTD				
	MTD April 2020		Actual		YTD April 2020			Prior Year	Year to Year
	Actual	Budget			VAR	Actual	Budget		
Membership Elections	0	9,500	9,500	9,123	0	62,700	62,700	32,323	32,323
Advertising Expense	37,946	10,250	(27,696)	9,838	84,275	40,320	(43,955)	38,864	(45,411)
Bad Debts	24,048	10,650	(13,398)	5,603	27,040	41,200	14,160	23,436	(3,604)
Uniforms	(22)	0	22	(157)	1,214	5,600	4,386	1,821	607
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Discounts Earned	(4,435)	(10,780)	(6,345)	(6,233)	(17,558)	(37,120)	(19,562)	(34,755)	(17,197)
Inter Company Interest Exp	4,317	4,371	54	0	19,699	18,250	(1,449)	0	(19,699)
Other	3,920	3,545	(375)	3,288	24,232	13,190	(11,042)	11,923	(12,309)
Total Operating Expenses	544,403	490,462	(53,941)	491,710	2,108,638	2,183,592	74,954	2,001,812	(106,826)
EBITDA	451,284	511,138	(59,855)	278,638	1,527,531	1,483,735	43,796	2,154,544	(627,013)
Allocations - F & A	(67,571)	(67,571)	0	(63,873)	(263,898)	(263,898)	0	(255,494)	8,404
Total Allocations	(67,571)	(67,571)	0	(63,873)	(263,898)	(263,898)	0	(255,494)	8,404
Pre Depreciation Gross	518,855	578,709	(59,855)	342,511	1,791,429	1,747,633	43,796	2,410,038	(618,608)
Depreciation	9,728	9,729	1	10,586	39,918	39,923	5	42,344	2,426
Net Income / Cost of Operations	509,127	568,980	(59,853)	331,925	1,751,511	1,707,710	43,801	2,367,694	(616,183)