

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Five Months Ending May 31, 2020

	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	878,121	879,760	(1,639)	673,281	4,032,187	3,991,280	40,907	3,366,174	666,013
City of Bella Vista	70	0	70	0	3,286	2,903	383	3,249	37
Food and Beverage	108,524	216,837	(108,313)	205,024	540,939	752,111	(211,172)	726,193	(185,254)
Golf	315,234	315,802	(568)	346,234	1,702,184	1,810,780	(108,596)	2,003,683	(301,499)
Pro Shop	49,442	65,503	(16,061)	66,282	126,421	182,183	(55,762)	185,830	(59,409)
Other Recreation	3,647	6,676	(3,029)	6,574	8,587	20,335	(11,748)	18,930	(10,343)
RV	37,406	37,974	(568)	34,928	211,712	216,524	(4,812)	194,741	16,971
Facility Use Fees	47,539	72,730	(25,192)	96,263	274,409	317,220	(42,811)	431,724	(157,316)
Boat	56,262	31,227	25,035	50,490	297,325	243,386	53,939	366,732	(69,407)
Investment Income	2,242	0	2,242	25	9,751	0	9,751	9,269	482
Water	684,488	622,407	62,081	598,999	3,336,540	2,991,919	344,621	2,883,903	452,637
Restricted Revenue	89	1,080	(991)	1,025	2,748	5,400	(2,652)	5,311	(2,563)
Lot Sales	15,996	26,000	(10,004)	4,987	94,894	81,000	13,894	36,070	58,824
Transfer Fees	48,950	70,867	(21,917)	54,030	250,200	260,099	(9,899)	197,460	52,740
Past Due Collections	13,332	23,375	(10,043)	15,785	85,155	108,600	(23,445)	52,085	33,070
Advertising Income	20,245	22,200	(1,955)	21,529	78,263	79,800	(1,537)	76,966	1,296
Rebates	0	0	0	138	483	0	483	53,583	(53,101)
POA Lot Inventory Valuation	653	12,000	(11,348)	8,705	6,425	28,000	(21,575)	(113,097)	119,522
Water Capital Buy In Fees	82,500	45,835	36,665	35,000	422,500	229,175	193,325	222,500	200,000
Water Late Fees	23,809	13,500	10,309	13,977	49,680	67,500	(17,820)	66,095	(16,415)
AR MO Land Income	0	0	0	0	0	0	0	8,175	(8,175)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	0	41,124
Water Rent Income	5,806	5,806	0	5,637	29,030	29,030	0	28,185	845
Commissions	142	102	40	102	419	208	211	208	210
Cell Tower Rents	3,264	3,200	64	3,200	41,609	41,410	199	1,106,854	(1,065,244)
Legal Fees	2,954	750	2,204	729	9,709	3,750	5,959	1,594	8,115
Rents - Leases Facilities	1,000	1,000	0	500	5,000	5,000	0	2,500	2,500
Donations Received	0	0	0	0	21	20	1	50	(29)
NSF Fees	500	625	(125)	550	3,925	2,975	950	3,575	350
Inter Company Interest Income	3,962	4,507	(545)	0	23,661	22,757	904	0	23,661
Other	16,406	19,320	(2,914)	11,125	(76,006)	103,286	(179,292)	73,539	(149,545)
Total Income	2,422,583	2,499,083	(76,500)	2,255,119	11,612,181	11,596,651	15,530	12,012,083	(399,902)
Food and Beverage	32,532	77,376	44,844	69,866	201,623	272,671	71,048	268,077	66,454
Water	200,671	197,461	(3,210)	210,465	939,287	949,455	10,168	900,553	(38,733)

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	MTD				YTD				
	MTD May 2020			Prior Year	YTD May 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Pro Shop	37,890	49,269	11,379	50,267	97,802	134,218	36,416	141,739	43,937
Recreation	11,141	4,502	(6,639)	6,535	17,184	20,216	3,032	17,747	563
Total Cost of Goods	282,234	328,608	46,374	337,133	1,255,895	1,376,560	120,665	1,328,116	72,221
Gross Profit	2,140,349	2,170,475	(30,126)	1,917,986	10,356,286	10,220,090	136,195	10,683,967	(327,681)
Expenses									
Salary and Wages	711,144	810,161	99,017	770,033	3,763,227	4,086,673	323,446	3,848,950	85,723
Employee Benefits	157,598	200,572	42,974	192,789	898,283	1,012,723	114,441	1,004,169	105,886
Memberships, Training and Travel	6,760	18,681	11,921	10,324	60,089	102,888	42,799	75,428	15,339
Supplies	107,935	121,607	13,673	173,943	518,290	557,876	39,587	528,833	10,544
Fuel and Oil	12,330	27,137	14,807	23,481	65,469	93,861	28,392	90,989	25,520
Equipment and Tools	10,753	15,379	4,626	23,980	116,319	185,783	69,464	172,383	56,063
Lease, Rents and Licenses	71,604	81,324	9,721	82,023	392,302	412,834	20,532	395,634	3,332
Maintenance and Repairs	106,260	84,577	(21,683)	85,085	402,430	578,333	175,903	393,556	(8,874)
Maintenance and Service Agreements	28,328	34,753	6,425	28,716	230,354	237,443	7,089	264,462	34,108
Outside Contracts	64,847	44,302	(20,545)	39,509	262,155	260,451	(1,704)	254,298	(7,857)
Professional Services	28,114	52,204	24,090	298,483	235,184	231,435	(3,749)	452,990	217,806
Insurance	56,604	57,073	469	52,112	286,122	285,356	(766)	258,560	(27,562)
Utilities	74,210	88,631	14,421	74,421	408,303	454,496	46,193	424,055	15,751
Taxes and Permits	60,429	68,141	7,712	71,931	262,566	260,208	(2,358)	265,309	2,743
Postage	19,511	13,614	(5,897)	19,495	64,384	60,179	(4,205)	58,956	(5,428)
Credit Card Fees & Interest Expense	36,900	40,946	4,045	39,917	187,497	201,561	14,064	196,186	8,689
Membership Elections	40,869	8,000	(32,869)	7,535	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	(26,450)	17,315	43,765	22,908	64,242	66,539	2,297	78,712	14,470
Bad Debts	30,386	10,850	(19,536)	4,318	59,944	52,850	(7,094)	27,235	(32,709)
Uniforms	4,991	1,941	(3,050)	1,066	18,459	31,761	13,302	20,971	2,512
Investment Fund Fees	0	0	0	0	0	0	0	1,523	1,523
Discounts Earned	(5,302)	(7,030)	(1,728)	(4,580)	(22,860)	(44,150)	(21,290)	(39,335)	(16,475)
Inter Company Interest Exp	3,962	4,507	545	0	23,661	22,757	(904)	0	(23,661)
Other	9,282	6,567	(2,715)	9,083	37,372	27,140	(10,232)	20,943	(16,428)
Total Operating Expenses	1,611,066	1,801,252	190,186	2,026,573	8,374,661	9,249,698	875,038	8,834,664	460,004
EBITDA	529,283	369,223	160,060	(108,588)	1,981,625	970,392	1,011,233	1,849,302	132,323
Pre Depreciation Gross	529,283	369,223	160,060	(108,588)	1,981,625	970,392	1,011,233	1,849,302	132,323

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	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	270,863	271,052	190	278,414	1,356,450	1,362,642	6,192	1,340,889	(15,562)
Net Income / Cost of Operations	<u><u>258,421</u></u>	<u><u>98,171</u></u>	<u><u>160,250</u></u>	<u><u>(387,002)</u></u>	<u><u>625,175</u></u>	<u><u>(392,250)</u></u>	<u><u>1,017,425</u></u>	<u><u>508,414</u></u>	<u><u>116,761</u></u>

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2020

	MTD				YTD				
	MTD May 2020			Prior Year	YTD May 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	100	100	0	100	500	500	0	500	0
Investment Income	2,237	0	2,237	0	9,489	0	9,489	4,311	5,178
Water	684,488	622,407	62,081	598,999	3,336,540	2,991,919	344,621	2,883,903	452,637
Restricted Revenue	89	1,080	(991)	1,025	2,748	5,400	(2,652)	5,311	(2,563)
Water Capital Buy In Fees	82,500	45,835	36,665	35,000	422,500	229,175	193,325	222,500	200,000
Water Late Fees	23,809	13,500	10,309	13,977	49,680	67,500	(17,820)	66,095	(16,415)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	0	41,124
NSF Fees	275	275	0	250	1,425	1,375	50	1,500	(75)
Inter Company Interest Income	3,962	4,507	(545)	0	23,661	22,757	904	0	23,661
Other	12,223	15,295	(3,072)	6,189	30,000	76,875	(46,875)	55,098	(25,099)
Total Income	809,684	702,999	106,685	655,540	3,917,666	3,395,501	522,165	3,239,219	678,447
Water	200,671	197,461	(3,210)	210,465	939,287	949,455	10,168	900,553	(38,733)
Total Cost of Goods	200,671	197,461	(3,210)	210,465	939,287	949,455	10,168	900,553	(38,733)
Gross Profit	609,013	505,538	103,475	445,075	2,978,380	2,446,046	532,334	2,338,665	639,714
Expenses									
Salary and Wages	70,874	79,958	9,084	75,979	413,386	435,635	22,250	399,823	(13,563)
Employee Benefits	19,020	25,444	6,424	19,276	116,319	132,054	15,735	122,092	5,773
Memberships, Training and Travel	405	2,317	1,912	1,074	3,572	10,540	6,968	10,695	7,123
Supplies	22,730	32,895	10,165	29,815	152,997	114,825	(38,172)	112,885	(40,112)
Fuel and Oil	2,420	5,000	2,580	4,248	17,851	23,400	5,549	21,247	3,396
Equipment and Tools	7,397	250	(7,147)	482	14,115	12,125	(1,990)	15,891	1,777
Lease, Rents and Licenses	6,071	6,096	25	5,994	30,435	30,480	45	29,532	(903)
Maintenance and Repairs	20,414	17,200	(3,214)	6,904	109,456	86,500	(22,956)	66,304	(43,152)
Maintenance and Service Agreements	1,293	1,444	151	949	46,398	13,160	(33,238)	42,133	(4,265)
Outside Contracts	44,649	19,878	(24,771)	21,056	124,769	113,248	(11,521)	111,876	(12,893)
Professional Services	1,656	804	(852)	4,418	5,568	4,560	(1,008)	5,798	230
Insurance	13,702	13,782	80	10,482	68,709	69,304	595	52,843	(15,866)
Utilities	7,949	8,015	66	6,587	46,210	41,230	(4,980)	42,496	(3,714)
Taxes and Permits	18,281	18,269	(12)	17,155	95,042	91,210	(3,832)	86,077	(8,965)
Postage	3,512	4,200	689	7,772	18,585	21,000	2,416	24,261	5,677
Credit Card Fees & Interest Expense	19,705	19,084	(621)	19,471	97,207	95,420	(1,787)	101,442	4,235
Bad Debts	2,556	200	(2,356)	87	5,073	1,000	(4,073)	(431)	(5,505)

Bella Vista POA
Water Utility Consolidated-All
For the Five Months Ending May 31, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD May 2020		VAR		YTD May 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Uniforms	103	0	(103)	0	3,562	3,600	38	3,539	(24)		
Investment Fund Fees	0	0	0	0	0	0	0	1,311	1,311		
Other	0	0	0	(0)	457	0	(457)	313	(144)		
Total Operating Expenses	262,735	254,835	(7,899)	231,749	1,369,709	1,299,291	(70,418)	1,250,125	(119,584)		
EBITDA	346,279	250,703	95,576	213,326	1,608,670	1,146,755	461,916	1,088,541	520,130		
Allocations - MAC	37,885	37,885	0	37,639	183,329	183,329	0	188,196	4,867		
Allocations - F & A	70,678	70,678	0	70,618	346,270	346,270	0	353,088	6,818		
Total Allocations	108,563	108,563	0	108,257	529,599	529,599	0	541,285	11,686		
Pre Depreciation Gross	237,716	142,140	95,576	105,069	1,079,071	617,156	461,916	547,256	531,816		
Depreciation	109,318	110,491	1,173	108,254	544,865	552,929	8,064	486,123	(58,743)		
Net Income / Cost of Operations	128,398	31,649	96,749	(3,185)	534,206	64,227	469,979	61,133	473,073		

Bella Vista POA
POA w/o Water-All
For the Five Months Ending May 31, 2020

	MTD			Prior Year	YTD					
	MTD May 2020		VAR		Actual	YTD May 2020			Prior Year	Year to Year
	Actual	Budget				Actual	Budget	VAR		
Salary and Wages	640,270	730,203	89,933	694,054	3,349,842	3,651,038	301,196	3,449,127	99,285	
Employee Benefits	138,578	175,128	36,550	173,513	781,964	880,670	98,705	882,077	100,113	
Memberships, Training and Travel	6,355	16,364	10,009	9,250	56,517	92,348	35,831	64,733	8,216	
Supplies	85,204	88,712	3,508	144,129	365,293	443,051	77,759	415,949	50,656	
Fuel and Oil	9,911	22,137	12,226	19,232	47,618	70,461	22,843	69,742	22,125	
Equipment and Tools	3,356	15,129	11,773	23,498	102,205	173,658	71,453	156,491	54,287	
Lease, Rents and Licenses	65,533	75,228	9,695	76,029	361,868	382,354	20,486	366,102	4,235	
Maintenance and Repairs	85,845	67,377	(18,468)	78,181	292,975	491,833	198,858	327,252	34,278	
Maintenance and Service Agreements	27,035	33,309	6,274	27,768	183,956	224,283	40,327	222,329	38,373	
Outside Contracts	20,198	24,424	4,226	18,453	137,386	147,203	9,817	142,422	5,036	
Professional Services	26,458	51,400	24,942	294,065	229,616	226,875	(2,741)	447,192	217,577	
Insurance	42,902	43,291	389	41,630	217,413	216,052	(1,361)	205,717	(11,696)	
Utilities	66,262	80,616	14,354	67,835	362,093	413,266	51,173	381,559	19,466	
Taxes and Permits	42,149	49,872	7,723	54,776	167,524	168,998	1,474	179,232	11,708	
Postage	15,999	9,414	(6,585)	11,723	45,799	39,179	(6,620)	34,695	(11,105)	
Credit Card Fees & Interest Expense	17,196	21,862	4,666	20,446	90,290	106,141	15,851	94,744	4,454	
Membership Elections	40,869	8,000	(32,869)	7,535	40,869	70,700	29,831	39,858	(1,011)	
Advertising Expense	(26,450)	17,315	43,765	22,908	64,242	66,539	2,297	78,712	14,470	
Bad Debts	27,831	10,650	(17,181)	4,230	54,871	51,850	(3,021)	27,666	(27,204)	
Uniforms	4,888	1,941	(2,947)	1,066	14,896	28,161	13,265	17,432	2,535	
Investment Fund Fees	0	0	0	0	0	0	0	212	212	
Discounts Earned	(5,302)	(7,030)	(1,728)	(4,580)	(22,860)	(44,150)	(21,290)	(39,335)	(16,475)	
Inter Company Interest Exp	3,962	4,507	545	0	23,661	22,757	(904)	0	(23,661)	
Other	9,282	6,567	(2,715)	9,083	36,915	27,140	(9,775)	20,631	(16,284)	
Total Operating Expenses	1,348,331	1,546,416	198,085	1,794,824	7,004,952	7,950,407	945,456	7,584,540	579,588	
EBITDA	183,005	118,521	64,484	(321,914)	372,955	(176,363)	549,318	760,762	(387,807)	
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(183,329)	(183,329)	0	(188,196)	(4,867)	
Allocations - F & A	(70,678)	(70,678)	0	(70,618)	(346,270)	(346,270)	0	(353,088)	(6,818)	
Total Allocations	(108,563)	(108,563)	0	(108,257)	(529,599)	(529,599)	0	(541,285)	(11,686)	
Pre Depreciation Gross	291,568	227,084	64,484	(213,657)	902,554	353,236	549,318	1,302,046	(399,493)	
Depreciation	161,544	160,561	(983)	170,160	811,585	809,713	(1,872)	854,766	43,181	

Bella Vista POA
POA w/o Water-All
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	Actual	Budget					VAR		
Net Income / Cost of Operations	<u>130,023</u>	<u>66,523</u>	<u>63,501</u>	<u>(383,817)</u>	<u>90,968</u>	<u>(456,477)</u>	<u>547,445</u>	<u>447,280</u>	<u>(356,312)</u>

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Five Months Ending May 31, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD May 2020		VAR		YTD May 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Income											
Food and Beverage	106,390	213,025	(106,635)	201,765	535,705	743,250	(207,545)	718,131	(182,426)		
Facility Use Fees	(9,288)	(3,665)	(5,623)	(4,616)	(48,221)	(18,707)	(29,514)	(24,682)	(23,539)		
Rebates	0	0	0	138	483	0	483	436	46		
Other	420	0	420	33	6,514	2,500	4,014	150	6,364		
Total Income	97,522	209,360	(111,838)	197,320	494,481	727,043	(232,562)	694,036	(199,555)		
Food and Beverage	31,772	75,849	44,077	68,791	199,366	268,814	69,448	264,780	65,415		
Total Cost of Goods	31,772	75,849	44,077	68,791	199,366	268,814	69,448	264,780	65,415		
Gross Profit	65,750	133,511	(67,761)	128,529	295,115	458,229	(163,114)	429,256	(134,140)		
Expenses											
Salary and Wages	57,097	84,992	27,895	79,454	373,254	437,705	64,451	429,463	56,209		
Employee Benefits	7,803	9,559	1,755	11,617	55,290	49,331	(5,959)	60,675	5,385		
Memberships, Training and Travel	145	3,695	3,550	722	7,454	9,675	2,221	7,597	144		
Supplies	7,500	10,755	3,256	10,597	36,204	42,560	6,356	44,244	8,040		
Fuel and Oil	13	0	(13)	64	413	0	(413)	332	(81)		
Equipment and Tools	790	0	(790)	25	1,371	3,000	1,629	2,216	845		
Lease, Rents and Licenses	135	140	5	86	2,026	700	(1,326)	1,590	(437)		
Maintenance and Repairs	126	75	(51)	482	1,406	300	(1,106)	1,818	412		
Maintenance and Service Agreements	615	695	80	648	2,581	2,875	294	3,845	1,264		
Outside Contracts	425	360	(65)	155	1,242	1,850	608	675	(566)		
Insurance	244	547	303	1,145	2,389	2,838	449	5,909	3,519		
Utilities	3,269	5,178	1,909	4,898	19,340	24,440	5,100	26,343	7,003		
Taxes and Permits	4,489	1,595	(2,894)	4,523	5,160	1,835	(3,325)	5,265	105		
Postage	0	0	0	23	69	0	(69)	23	(46)		
Credit Card Fees & Interest Expense	2,516	6,037	3,521	5,178	15,253	21,406	6,153	19,925	4,672		
Advertising Expense	1,116	1,325	209	2,147	7,533	7,775	242	16,632	9,099		
Uniforms	126	500	374	387	726	2,500	1,774	2,176	1,450		
Other	951	0	(951)	64	1,906	0	(1,906)	1,197	(709)		
Total Operating Expenses	87,361	125,453	38,092	122,217	533,617	608,789	75,173	629,926	96,309		
EBITDA	(21,611)	8,058	(29,669)	6,313	(238,501)	(150,560)	(87,941)	(200,670)	(37,831)		

Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Five Months Ending May 31, 2020

	MTD			YTD					
	MTD May 2020		Prior Year	YTD May 2020			Prior Year	Year to Year Actual Compared	
	Actual	Budget		VAR	Actual	Budget			VAR
Pre Depreciation Gross	(21,611)	8,058	(29,669)	6,313	(238,501)	(150,560)	(87,941)	(200,670)	(37,831)
Depreciation	403	404	1	402	2,016	2,020	4	2,011	(6)
Net Income / Cost of Operations	<u>(22,014)</u>	<u>7,654</u>	<u>(29,668)</u>	<u>5,910</u>	<u>(240,518)</u>	<u>(152,580)</u>	<u>(87,937)</u>	<u>(202,681)</u>	<u>(37,837)</u>

**Bella Vista POA
Clubhouses-All
For the Five Months Ending May 31, 2020**

	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 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	5,000	5,000	0	2,500	2,500
Total Income	1,000	1,000	0	500	5,000	5,000	0	2,500	2,500
Gross Profit	1,000	1,000	0	500	5,000	5,000	0	2,500	2,500
Expenses									
Salary and Wages	0	0	0	0	98	0	(98)	0	(98)
Employee Benefits	0	0	0	0	12	0	(12)	0	(12)
Memberships, Training and Travel	53	0	(53)	0	296	0	(296)	0	(296)
Supplies	4,561	450	(4,111)	304	9,150	2,050	(7,100)	2,080	(7,069)
Equipment and Tools	0	1,900	1,900	895	12,532	9,700	(2,832)	2,311	(10,221)
Maintenance and Repairs	2,504	8,875	6,371	5,846	32,446	38,475	6,029	28,297	(4,149)
Maintenance and Service Agreements	5,846	7,352	1,506	7,457	24,000	33,567	9,567	27,012	3,012
Outside Contracts	407	210	(197)	630	4,046	642	(3,404)	3,823	(223)
Insurance	0	0	0	0	1	0	(1)	0	(1)
Utilities	8,526	12,380	3,854	7,199	47,356	57,200	9,844	43,331	(4,025)
Taxes and Permits	50	0	(50)	70	284	0	(284)	114	(170)
Total Operating Expenses	21,948	31,167	9,219	22,401	130,219	141,634	11,415	106,968	(23,251)
EBITDA	(20,948)	(30,167)	9,219	(21,901)	(125,219)	(136,634)	11,415	(104,468)	(20,751)
Allocations - F & A	(3,107)	(3,107)	0	(6,744)	(14,801)	(14,801)	0	(33,721)	(18,920)
Total Allocations	(3,107)	(3,107)	0	(6,744)	(14,801)	(14,801)	0	(33,721)	(18,920)
Pre Depreciation Gross	(17,841)	(27,060)	9,219	(15,157)	(110,418)	(121,833)	11,415	(70,748)	(39,671)
Depreciation	49,045	48,440	(605)	48,415	244,146	242,200	(1,946)	242,511	(1,635)
Net Income / Cost of Operations	(66,886)	(75,500)	8,614	(63,572)	(354,564)	(364,033)	9,469	(313,259)	(41,305)

Bella Vista POA
Golf Maintenance - Keith Ihms (15 - 23)-All
For the Five Months Ending May 31, 2020

	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Other	0	0	0	525	79	0	79	525	(447)
Total Income	0	0	0	525	79	0	79	525	(447)
Gross Profit	0	0	0	525	79	0	79	525	(447)
Expenses									
Salary and Wages	130,947	161,363	30,416	145,531	670,194	757,481	87,287	696,211	26,017
Employee Benefits	14,579	19,254	4,676	17,283	78,311	91,427	13,116	88,718	10,406
Memberships, Training and Travel	455	275	(180)	498	3,388	7,545	4,157	10,005	6,618
Supplies	52,626	56,057	3,432	109,132	224,707	258,981	34,274	267,346	42,639
Fuel and Oil	4,938	13,300	8,362	9,909	20,063	33,675	13,612	30,417	10,354
Equipment and Tools	335	2,690	2,355	2,039	8,831	16,214	7,383	27,641	18,810
Lease, Rents and Licenses	42,672	46,425	3,753	46,295	227,628	232,125	4,497	214,945	(12,684)
Maintenance and Repairs	50,008	24,960	(25,048)	36,021	147,241	221,497	74,256	135,633	(11,608)
Maintenance and Service Agreements	814	683	(131)	749	4,708	5,409	701	5,029	321
Outside Contracts	0	4,102	4,102	29	3,509	10,010	6,501	6,389	2,879
Professional Services	0	0	0	0	0	2,125	2,125	9,140	9,140
Insurance	935	1,047	112	2,169	5,240	4,771	(469)	10,313	5,072
Utilities	12,488	17,817	5,329	13,218	70,971	90,865	19,894	79,766	8,795
Taxes and Permits	183	14,469	14,286	14,131	3,925	16,233	12,308	16,175	12,249
Postage	91	70	(21)	0	91	175	84	66	(25)
Uniforms	265	0	(265)	0	6,282	9,025	2,743	6,793	511
Total Operating Expenses	311,337	362,513	51,176	397,003	1,475,090	1,757,559	282,469	1,604,586	129,496
EBITDA	(311,337)	(362,513)	51,176	(396,477)	(1,475,011)	(1,757,559)	282,548	(1,604,061)	129,049
Pre Depreciation Gross	(311,337)	(362,513)	51,176	(396,477)	(1,475,011)	(1,757,559)	282,548	(1,604,061)	129,049
Depreciation	49,257	49,254	(3)	56,335	249,608	249,860	252	286,051	36,442
Net Income / Cost of Operations	<u>(360,593)</u>	<u>(411,767)</u>	<u>51,173</u>	<u>(452,812)</u>	<u>(1,724,620)</u>	<u>(2,007,419)</u>	<u>282,800</u>	<u>(1,890,111)</u>	<u>165,492</u>

Bella Vista POA
Golf Pro Shops (25 - 33) Darryl Muldoon-All
For the Five Months Ending May 31, 2020

	MTD				YTD				
	MTD May 2020			Prior Year	YTD May 2020			Prior Year	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Golf	315,234	315,802	(568)	346,234	1,702,184	1,810,780	(108,596)	2,003,683	(301,499)
Pro Shop	49,442	65,503	(16,061)	66,282	126,421	182,183	(55,762)	185,830	(59,409)
Commissions	142	102	40	102	419	208	211	208	210
Other	2,142	3,234	(1,092)	3,411	6,231	9,897	(3,666)	10,202	(3,971)
Total Income	366,961	384,641	(17,680)	416,028	1,835,254	2,003,068	(167,813)	2,199,923	(364,668)
Food and Beverage	0	0	0	0	(143)	0	143	0	143
Pro Shop	37,890	49,269	11,379	50,267	97,802	134,218	36,416	141,739	43,937
Total Cost of Goods	37,890	49,269	11,379	50,267	97,659	134,218	36,559	141,739	44,080
Gross Profit	329,071	335,372	(6,301)	365,761	1,737,595	1,868,849	(131,254)	2,058,184	(320,588)
Expenses									
Salary and Wages	90,982	100,293	9,311	84,939	409,205	457,227	48,022	387,642	(21,563)
Employee Benefits	11,043	11,077	35	9,773	49,326	51,971	2,645	46,593	(2,733)
Memberships, Training and Travel	516	1,675	1,159	3,542	5,516	10,466	4,950	8,235	2,719
Supplies	4,110	3,713	(397)	9,038	14,348	36,491	22,143	18,580	4,233
Fuel and Oil	130	160	30	101	582	1,495	913	1,439	858
Equipment and Tools	260	149	(111)	517	13,905	7,436	(6,469)	20,662	6,757
Lease, Rents and Licenses	17,579	22,517	4,938	22,391	106,842	118,649	11,807	118,248	11,407
Maintenance and Repairs	1,211	160	(1,051)	1,069	7,744	17,440	9,696	8,463	720
Maintenance and Service Agreements	6,916	7,447	531	7,519	34,341	38,162	3,821	38,360	4,019
Outside Contracts	3,917	3,870	(47)	3,222	13,026	16,242	3,216	13,573	547
Professional Services	0	1,300	1,300	0	0	1,300	1,300	0	0
Insurance	654	645	(9)	1,242	3,211	2,840	(371)	5,847	2,636
Utilities	10,043	9,883	(160)	9,888	48,766	49,189	423	48,350	(416)
Taxes and Permits	5,837	3,825	(2,012)	7,273	6,049	4,458	(1,591)	7,481	1,432
Postage	30	114	84	114	80	424	344	431	351
Credit Card Fees & Interest Expense	8,383	9,306	923	9,422	43,660	47,497	3,838	44,083	424
Advertising Expense	0	8,240	8,240	8,240	0	10,694	10,694	10,694	10,694
Uniforms	0	0	0	0	666	1,695	1,029	618	(48)
Other	110	187	77	(23)	281	4,727	4,446	(3,703)	(3,984)
Total Operating Expenses	161,718	184,561	22,843	178,266	757,548	878,404	120,856	775,599	18,051
EBITDA	167,353	150,811	16,542	187,495	980,047	990,445	(10,398)	1,282,584	(302,537)

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD May 2020		VAR		YTD May 2020		VAR		
	Actual	Budget			Actual	Budget			
Pre Depreciation Gross	167,353	150,811	16,542	187,495	980,047	990,445	(10,398)	1,282,584	(302,537)
Depreciation	4,014	4,016	2	3,802	19,999	20,080	81	19,011	(988)
Net Income / Cost of Operations	<u>163,339</u>	<u>146,795</u>	<u>16,544</u>	<u>183,693</u>	<u>960,048</u>	<u>970,365</u>	<u>(10,317)</u>	<u>1,263,574</u>	<u>(303,525)</u>

Bella Vista POA
Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-1
For the Five Months Ending May 31, 2020

	MTD				YTD				
	MTD May 2020			Prior Year	YTD May 2020			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	2,063	3,692	(1,629)	3,252	4,953	8,576	(3,623)	8,055	(3,102)
Other Recreation	3,621	6,026	(2,405)	5,962	7,795	18,060	(10,265)	16,737	(8,943)
RV	30,762	32,974	(2,212)	30,672	111,887	121,524	(9,638)	115,869	(3,983)
Facility Use Fees	16,162	30,712	(14,550)	55,575	105,975	144,239	(38,264)	218,707	(112,732)
Boat	24,398	12,177	12,221	12,838	85,519	79,571	5,948	85,266	253
Other	592	781	(189)	742	3,131	13,964	(10,833)	6,396	(3,265)
Total Income	77,598	86,362	(8,764)	109,041	319,260	385,934	(66,674)	451,031	(131,771)
Food and Beverage	1,030	1,527	497	1,074	2,470	3,857	1,387	3,296	826
Recreation	4,276	1,977	(2,299)	3,266	6,059	11,321	5,262	8,147	2,088
Total Cost of Goods	5,306	3,504	(1,802)	4,341	8,529	15,178	6,649	11,443	2,915
Gross Profit	72,292	82,858	(10,566)	104,701	310,731	370,756	(60,025)	439,588	(128,856)
Expenses									
Salary and Wages	38,252	60,178	21,926	53,747	246,978	295,216	48,238	266,710	19,732
Employee Benefits	4,530	7,086	2,556	6,131	30,894	36,179	5,286	32,700	1,807
Memberships, Training and Travel	916	999	83	534	6,346	5,010	(1,336)	4,629	(1,717)
Supplies	3,362	5,492	2,130	3,829	23,746	35,613	11,867	33,480	9,734
Fuel and Oil	154	370	216	1,991	590	1,295	705	2,828	2,238
Equipment and Tools	794	5,365	4,571	16,169	40,348	84,633	44,285	77,779	37,431
Lease, Rents and Licenses	171	228	57	75	992	1,100	108	1,033	41
Maintenance and Repairs	15,901	20,575	4,675	21,471	46,743	116,145	69,402	76,714	29,971
Maintenance and Service Agreements	3,634	7,024	3,390	5,964	24,278	34,021	9,743	30,038	5,760
Outside Contracts	2,399	2,224	(175)	1,686	10,838	15,882	5,044	14,358	3,520
Insurance	317	361	44	766	2,093	1,764	(329)	3,671	1,578
Utilities	18,379	21,211	2,832	19,549	94,824	106,655	11,831	101,166	6,342
Taxes and Permits	2,652	1,584	(1,068)	2,600	3,714	4,704	990	6,078	2,364
Postage	0	0	0	0	22	0	(22)	10	(12)
Credit Card Fees & Interest Expense	3,460	2,009	(1,451)	2,151	14,746	10,028	(4,718)	9,356	(5,391)
Uniforms	179	650	471	713	566	1,850	1,284	870	304
Other	297	1,200	903	1,184	2,508	4,043	1,535	2,966	458
Total Operating Expenses	95,397	136,556	41,159	138,560	550,228	754,138	203,910	664,387	114,158
EBITDA	(23,105)	(53,698)	30,593	(33,859)	(239,497)	(383,382)	143,885	(224,799)	(14,698)

Bella Vista POA
 ac Division - Joan G. (40,41,53,42,43,45,46,49,50,55,57,58,59)-
 For the Five Months Ending May 31, 2020

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD May 2020		VAR		YTD May 2020		VAR		
	Actual	Budget			Actual	Budget			
Pre Depreciation Gross	(23,105)	(53,698)	30,593	(33,859)	(239,497)	(383,382)	143,885	(224,799)	(14,698)
Depreciation	30,295	30,151	(144)	27,627	151,891	152,209	318	138,742	(13,149)
Net Income / Cost of Operations	<u>(53,400)</u>	<u>(83,849)</u>	<u>30,449</u>	<u>(61,486)</u>	<u>(391,388)</u>	<u>(535,591)</u>	<u>144,203</u>	<u>(363,541)</u>	<u>(27,847)</u>

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

	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
City of Bella Vista	70	0	70	0	383	0	383	346	37
AR MO Land Income	0	0	0	0	0	0	0	8,175	(8,175)
Cell Tower Rents	3,264	3,200	64	3,200	41,609	41,410	199	37,854	3,756
Other	56	0	56	0	56	0	56	0	56
Total Income	3,390	3,200	190	3,200	42,049	41,410	639	46,374	(4,326)
Gross Profit	3,390	3,200	190	3,200	42,049	41,410	639	46,374	(4,326)
Expenses									
Salary and Wages	92,041	110,454	18,413	102,936	519,718	559,664	39,945	554,694	34,975
Employee Benefits	11,012	14,221	3,209	15,334	65,389	72,029	6,640	74,787	9,398
Memberships, Training and Travel	0	210	210	49	0	2,050	2,050	350	350
Supplies	956	2,135	1,179	1,040	4,352	7,030	2,678	5,209	857
Fuel and Oil	3,165	6,503	3,338	4,750	18,782	24,941	6,159	25,029	6,247
Equipment and Tools	688	4,410	3,722	(297)	5,337	26,505	21,168	8,330	2,993
Lease, Rents and Licenses	18	194	176	45	98	970	872	96	(2)
Maintenance and Repairs	9,692	10,585	893	10,804	36,179	53,375	17,196	48,916	12,738
Maintenance and Service Agreements	387	542	155	458	2,078	2,695	617	2,431	353
Outside Contracts	630	225	(405)	144	1,211	1,875	664	578	(633)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	727	1,113	386	3,489	6,125	5,628	(497)	18,280	12,155
Utilities	2,675	2,939	264	2,394	16,264	17,889	1,625	16,561	297
Taxes and Permits	414	1,635	1,221	431	2,801	2,750	(51)	3,166	365
Uniforms	2,883	491	(2,392)	0	3,736	5,241	1,505	4,086	350
Other	293	350	57	0	373	350	(23)	396	23
Total Operating Expenses	125,581	156,006	30,425	141,577	682,443	782,992	100,549	767,695	85,252
EBITDA	(122,191)	(152,806)	30,616	(138,377)	(640,394)	(741,582)	101,188	(721,320)	80,926
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(183,329)	(183,329)	0	(188,196)	(4,867)
Total Allocations	(37,885)	(37,885)	0	(37,639)	(183,329)	(183,329)	0	(188,196)	(4,867)
Pre Depreciation Gross	(84,306)	(114,921)	30,616	(100,737)	(457,065)	(558,253)	101,188	(533,124)	76,058
Depreciation	10,415	10,416	1	12,891	52,572	52,574	2	64,400	11,828

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD May 2020		VAR		YTD May 2020				
	Actual	Budget			Actual	Budget	VAR		
Net Income / Cost of Operations	<u>(94,721)</u>	<u>(125,337)</u>	<u>30,616</u>	<u>(113,629)</u>	<u>(509,637)</u>	<u>(610,827)</u>	<u>101,189</u>	<u>(597,524)</u>	<u>87,887</u>

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

	MTD				YTD				
	MTD May 2020			Prior Year	YTD May 2020			Prior Year	Year to Year
	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	72	120	(48)	7	281	285	(4)	7	273
Other Recreation	26	650	(624)	612	792	2,275	(1,483)	2,192	(1,400)
RV	6,643	5,000	1,643	4,255	99,826	95,000	4,826	78,872	20,954
Facility Use Fees	4,618	8,640	(4,022)	10,613	23,670	29,009	(5,339)	35,933	(12,263)
Boat	31,864	19,050	12,814	37,652	211,806	163,815	47,991	281,466	(69,660)
Donations Received	0	0	0	0	21	20	1	50	(29)
Other	39	0	39	337	(243)	0	(243)	1,207	(1,450)
Total Income	43,262	33,460	9,802	53,476	339,056	293,307	45,749	402,631	(63,575)
Food and Beverage	(270)	0	270	1	(69)	0	69	1	70
Recreation	6,865	2,525	(4,340)	3,269	11,125	8,895	(2,230)	9,599	(1,525)
Total Cost of Goods	6,595	2,525	(4,070)	3,269	11,055	8,895	(2,160)	9,600	(1,455)
Gross Profit	36,667	30,935	5,732	50,207	328,001	284,412	43,589	393,031	(65,030)
Expenses									
Salary and Wages	30,354	34,673	4,319	31,094	153,705	166,399	12,694	151,138	(2,567)
Employee Benefits	3,559	4,216	656	3,953	18,710	21,026	2,316	20,404	1,694
Memberships, Training and Travel	0	0	0	60	303	4,330	4,028	265	(38)
Supplies	3,699	5,450	1,751	6,528	26,758	35,740	8,982	26,190	(567)
Fuel and Oil	1,402	1,570	168	2,170	6,558	7,990	1,432	8,662	2,104
Equipment and Tools	466	300	(166)	3,072	1,780	17,200	15,420	7,822	6,042
Lease, Rents and Licenses	18	10	(8)	45	98	80	(18)	98	(0)
Maintenance and Repairs	6,152	1,765	(4,387)	2,487	20,276	42,955	22,679	26,147	5,871
Maintenance and Service Agreements	842	2,480	1,638	2,247	9,258	10,860	1,602	9,963	705
Outside Contracts	1,112	2,480	1,368	1,366	8,257	11,395	3,138	10,707	2,450
Insurance	116	233	117	958	1,459	1,064	(395)	4,692	3,234
Utilities	2,984	2,740	(244)	2,650	19,783	20,086	303	18,566	(1,217)
Taxes and Permits	82	0	(82)	81	1,407	100	(1,307)	413	(994)
Postage	0	20	20	0	0	100	100	30	30
Credit Card Fees & Interest Expense	201	1,070	869	1,371	4,559	8,870	4,311	10,652	6,092
Uniforms	1,441	0	(1,441)	0	1,712	1,950	238	1,101	(611)
Other	46	0	(46)	47	30	0	(30)	42	12
Total Operating Expenses	52,473	57,006	4,533	58,128	274,651	350,144	75,493	296,893	22,241

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

	MTD				YTD				
	MTD May 2020			Prior Year Actual	YTD May 2020			Prior Year Actual	Year to Year Actual Compared
	Actual	Budget	VAR		Actual	Budget	VAR		
EBITDA	(15,807)	(26,071)	10,265	(7,921)	53,350	(65,732)	119,082	96,139	(42,789)
Pre Depreciation Gross	(15,807)	(26,071)	10,265	(7,921)	53,350	(65,732)	119,082	96,139	(42,789)
Depreciation	8,387	8,151	(236)	9,752	41,706	41,118	(588)	48,761	7,055
Net Income / Cost of Operations	<u>(24,194)</u>	<u>(34,222)</u>	<u>10,029</u>	<u>(17,673)</u>	<u>11,644</u>	<u>(106,850)</u>	<u>118,494</u>	<u>47,378</u>	<u>(35,734)</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD May 2020		VAR		YTD May 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Income											
Assessments	878,021	879,660	(1,639)	673,181	4,031,687	3,990,780	40,907	3,365,674	666,013		
Facility Use Fees	36,047	37,043	(996)	34,691	192,984	162,679	30,305	201,766	(8,783)		
Investment Income	5	0	5	25	262	0	262	4,958	(4,696)		
Lot Sales	15,996	26,000	(10,004)	4,987	94,894	81,000	13,894	36,070	58,824		
Transfer Fees	48,950	70,867	(21,917)	54,030	250,200	260,099	(9,899)	197,460	52,740		
Past Due Collections	13,332	23,375	(10,043)	15,785	85,155	108,600	(23,445)	52,085	33,070		
Advertising Income	20,245	22,200	(1,955)	21,529	78,263	79,800	(1,537)	76,966	1,296		
Rebates	0	0	0	0	0	0	0	53,147	(53,147)		
POA Lot Inventory Valuation	653	12,000	(11,348)	8,705	6,425	28,000	(21,575)	(113,097)	119,522		
Water Rent Income	5,806	5,806	0	5,637	29,030	29,030	0	28,185	845		
Cell Tower Rents	0	0	0	0	0	0	0	1,069,000	(1,069,000)		
Legal Fees	2,954	750	2,204	729	9,709	3,750	5,959	1,594	8,115		
NSF Fees	225	350	(125)	300	2,500	1,600	900	2,075	425		
Other	934	10	924	(111)	(121,773)	50	(121,823)	(41)	(121,733)		
Total Income	1,023,166	1,078,061	(54,895)	819,487	4,659,336	4,745,388	(86,052)	4,975,843	(316,507)		
Gross Profit	1,023,166	1,078,061	(54,895)	819,487	4,659,336	4,745,388	(86,052)	4,975,843	(316,507)		
Expenses											
Salary and Wages	200,598	178,251	(22,346)	196,353	976,690	977,346	656	963,269	(13,421)		
Employee Benefits	86,053	109,715	23,662	109,422	484,032	558,706	74,674	558,199	74,167		
Memberships, Training and Travel	4,270	9,510	5,240	3,846	33,215	53,272	20,057	33,651	436		
Supplies	8,390	4,660	(3,730)	3,660	26,029	24,586	(1,443)	18,820	(7,209)		
Fuel and Oil	109	234	125	249	630	1,065	435	1,034	404		
Equipment and Tools	23	315	292	1,079	18,099	8,970	(9,129)	9,730	(8,370)		
Lease, Rents and Licenses	4,940	5,714	774	7,092	24,183	28,730	4,547	30,093	5,909		
Maintenance and Repairs	253	382	129	0	940	1,646	706	1,264	324		
Maintenance and Service Agreements	7,981	7,086	(895)	2,726	82,712	96,694	13,982	105,651	22,939		
Outside Contracts	11,309	10,953	(356)	11,220	95,257	89,307	(5,950)	92,320	(2,937)		
Professional Services	26,458	50,100	23,642	294,065	229,616	223,450	(6,166)	433,266	203,650		
Insurance	39,908	39,345	(563)	31,863	196,894	197,147	253	157,005	(39,890)		
Utilities	7,898	8,468	570	8,041	44,790	46,942	2,152	47,476	2,686		
Taxes and Permits	28,441	26,764	(1,677)	25,667	144,184	138,918	(5,266)	140,540	(3,643)		
Postage	15,879	9,210	(6,669)	11,586	45,537	38,480	(7,057)	34,133	(11,404)		
Credit Card Fees & Interest Expense	2,636	3,440	804	2,323	12,072	18,340	6,268	10,729	(1,343)		

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

	MTD			Prior Year	YTD			Prior Year	Year to Year		
	MTD May 2020		VAR		YTD May 2020					Actual	Actual Compared
	Actual	Budget			Actual	Budget	VAR				
Membership Elections	40,869	8,000	(32,869)	7,535	40,869	70,700	29,831	39,858	(1,011)		
Advertising Expense	(27,566)	7,750	35,316	12,522	56,709	48,070	(8,639)	51,386	(5,323)		
Bad Debts	27,831	10,650	(17,181)	4,230	54,871	51,850	(3,021)	27,666	(27,204)		
Uniforms	(6)	300	306	(34)	1,208	5,900	4,692	1,787	579		
Investment Fund Fees	0	0	0	0	0	0	0	212	212		
Discounts Earned	(5,302)	(7,030)	(1,728)	(4,580)	(22,860)	(44,150)	(21,290)	(39,335)	(16,475)		
Inter Company Interest Exp	3,962	4,507	545	0	23,661	22,757	(904)	0	(23,661)		
Other	7,585	4,830	(2,755)	7,811	31,817	18,020	(13,797)	19,734	(12,084)		
Total Operating Expenses	492,517	493,154	638	736,674	2,601,155	2,676,746	75,591	2,738,486	137,331		
EBITDA	530,649	584,907	(54,257)	82,814	2,058,180	2,068,642	(10,461)	2,237,357	(179,177)		
Allocations - F & A	(67,571)	(67,571)	0	(63,873)	(331,469)	(331,469)	0	(319,367)	12,102		
Total Allocations	(67,571)	(67,571)	0	(63,873)	(331,469)	(331,469)	0	(319,367)	12,102		
Pre Depreciation Gross	598,220	652,478	(54,257)	146,687	2,389,649	2,400,111	(10,461)	2,556,725	(167,075)		
Depreciation	9,728	9,729	1	10,936	49,646	49,652	6	53,280	3,634		
Net Income / Cost of Operations	588,492	642,749	(54,256)	135,751	2,340,003	2,350,459	(10,455)	2,503,445	(163,442)		