

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Six Months Ending June 30, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	MTD June 2020 Budget	VAR		Actual	Actual	YTD June 2020 Budget		
Income									
Assessments	845,415	881,160	(35,745)	682,248	4,877,602	4,872,440	5,162	4,048,422	829,180
City of Bella Vista	2,903	2,903	0	0	6,189	5,806	383	3,249	2,940
Food and Beverage	179,137	220,670	(41,533)	230,395	720,076	972,781	(252,705)	956,589	(236,513)
Golf	385,156	351,655	33,501	387,300	2,087,341	2,162,435	(75,094)	2,390,983	(303,643)
Pro Shop	68,302	72,467	(4,165)	69,229	194,722	254,650	(59,927)	255,058	(60,336)
Other Recreation	10,698	12,130	(1,432)	9,487	19,285	32,465	(13,180)	28,417	(9,132)
RV	37,238	38,045	(807)	36,531	248,951	254,569	(5,618)	231,272	17,678
Facility Use Fees	75,047	87,617	(12,570)	122,896	349,456	404,837	(55,381)	554,621	(205,165)
Boat	57,802	37,026	20,776	46,887	355,127	280,412	74,715	413,619	(58,492)
Investment Income	2,847	0	2,847	25	12,598	0	12,598	9,294	3,304
Water	855,062	702,965	152,097	632,311	4,191,602	3,694,884	496,718	3,516,214	675,387
Restricted Revenue	95	1,080	(985)	1,146	2,842	6,480	(3,638)	6,457	(3,615)
Lot Sales	58,024	11,000	47,024	34,017	152,918	92,000	60,918	70,087	82,830
Transfer Fees	52,200	52,983	(783)	39,750	302,400	313,082	(10,682)	237,210	65,190
Past Due Collections	15,561	22,350	(6,789)	19,755	100,716	130,950	(30,234)	71,839	28,876
Advertising Income	8,254	8,500	(246)	6,556	86,516	88,300	(1,784)	83,522	2,994
Rebates	0	0	0	33	483	0	483	53,616	(53,133)
POA Lot Inventory Valuation	290	2,000	(1,710)	290	6,715	30,000	(23,285)	(112,807)	119,522
Water Capital Buy In Fees	100,000	45,835	54,165	50,000	522,500	275,010	247,490	272,500	250,000
Water Late Fees	11,955	13,500	(1,545)	11,790	61,635	81,000	(19,365)	77,885	(16,250)
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	34,836	34,836	0	33,822	1,014
Commissions	95	69	26	69	514	277	237	277	237
Cell Tower Rents	3,264	3,200	64	3,200	44,873	44,610	263	1,110,054	(1,065,180)
Legal Fees	330	750	(420)	830	10,039	4,500	5,539	2,424	7,615
Rents - Leases Facilities	1,000	1,000	0	500	6,000	6,000	0	3,000	3,000
Donations Received	0	0	0	0	21	20	1	50	(29)
NSF Fees	475	575	(100)	525	4,400	3,550	850	4,100	300
Inter Company Interest Income	3,302	4,718	(1,416)	0	26,963	27,475	(512)	0	26,963
Other	13,147	19,697	(6,550)	13,251	(62,859)	122,983	(185,842)	86,790	(149,649)
Total Income	2,793,404	2,599,701	193,703	2,404,657	14,405,585	14,196,352	209,233	14,416,740	(11,155)
Food and Beverage	58,278	82,871	24,593	83,179	259,901	355,542	95,641	351,256	91,355

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	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD June 2020 Actual	Budget	VAR		Actual	Budget	VAR		
Water	239,178	225,444	(13,734)	200,530	1,178,464	1,174,899	(3,565)	1,101,084	(77,381)
Pro Shop	50,361	52,878	2,517	48,029	148,163	187,096	38,933	189,768	41,605
Recreation	4,211	11,319	7,108	11,237	21,395	31,535	10,140	28,984	7,589
Total Cost of Goods	352,028	372,512	20,484	342,976	1,607,924	1,749,072	141,149	1,671,091	63,168
Gross Profit	2,441,376	2,227,189	214,187	2,061,681	12,797,662	12,447,279	350,382	12,745,648	52,013
Expenses									
Salary and Wages	790,977	838,817	47,840	798,912	4,554,204	4,925,490	371,286	4,647,862	93,658
Employee Benefits	168,140	203,675	35,534	168,970	1,066,423	1,216,398	149,975	1,173,139	106,716
Memberships, Training and Travel	4,929	14,372	9,443	14,011	65,018	117,260	52,242	89,439	24,421
Supplies	159,339	115,363	(43,976)	112,211	677,629	673,239	(4,389)	641,045	(36,584)
Fuel and Oil	18,212	27,930	9,718	24,824	83,681	121,791	38,110	115,813	32,132
Equipment and Tools	11,668	12,054	386	11,919	127,988	197,837	69,849	184,301	56,314
Lease, Rents and Licenses	74,719	81,324	6,605	82,233	467,022	494,158	27,136	477,867	10,845
Maintenance and Repairs	127,758	73,879	(53,879)	106,198	530,189	652,212	122,023	499,754	(30,434)
Maintenance and Service Agreements	37,660	75,128	37,468	42,155	268,014	312,571	44,557	306,617	38,603
Outside Contracts	69,833	68,639	(1,194)	61,796	331,988	329,090	(2,898)	316,094	(15,894)
Professional Services	51,099	51,863	764	1,009,182	286,283	283,298	(2,985)	1,462,172	1,175,889
Insurance	56,715	57,297	582	51,771	342,837	342,653	(184)	310,331	(32,506)
Utilities	90,489	110,076	19,587	91,525	498,792	564,572	65,780	515,580	16,787
Taxes and Permits	52,727	69,937	17,210	65,898	315,293	330,145	14,852	331,207	15,914
Postage	16,147	9,620	(6,527)	3,066	80,531	69,799	(10,732)	62,022	(18,509)
Credit Card Fees & Interest Expense	30,442	41,360	10,918	39,526	217,940	242,922	24,982	235,712	17,772
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	18,014	22,560	4,546	20,969	82,256	89,099	6,843	99,681	17,426
Bad Debts	8,669	10,850	2,181	(373)	68,613	63,700	(4,913)	26,862	(41,751)
Uniforms	1,187	396	(791)	1,167	19,646	32,157	12,511	22,138	2,492
Investment Fund Fees	0	0	0	0	0	0	0	1,523	1,523
Discounts Earned	(4,977)	(12,030)	(7,053)	(7,540)	(27,837)	(56,180)	(28,343)	(46,875)	(19,038)
Inter Company Interest Exp	3,302	4,718	1,416	0	26,963	27,475	512	0	(26,963)
Other	1,149	7,356	6,207	8,520	38,521	34,496	(4,025)	29,464	(9,058)
Total Operating Expenses	1,788,200	1,885,183	96,983	2,706,940	10,162,861	11,134,882	972,021	11,541,605	1,378,744
EBITDA	653,176	342,006	311,170	(645,259)	2,634,801	1,312,398	1,322,403	1,204,044	1,430,757

**Bella Vista POA
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For the Six Months Ending June 30, 2020**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	Actual	MTD June 2020 Budget	VAR		Actual	Budget	YTD June 2020 VAR		
Pre Depreciation Gross	653,176	342,006	311,170	(645,259)	2,634,801	1,312,398	1,322,403	1,204,044	1,430,757
Depreciation	270,563	270,213	(350)	276,168	1,627,014	1,632,855	5,841	1,617,057	(9,957)
Net Income / Cost of Operations	<u>382,613</u>	<u>71,793</u>	<u>310,820</u>	<u>(921,426)</u>	<u>1,007,787</u>	<u>(320,457)</u>	<u>1,328,244</u>	<u>(413,013)</u>	<u>1,420,800</u>

Bella Vista POA
Water Utility Consolidated-All
For the Six Months Ending June 30, 2020

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
Income									
Assessments	100	100	0	100	600	600	0	600	0
Investment Income	2,843	0	2,843	0	12,333	0	12,333	4,311	8,022
Water	855,062	702,965	152,097	632,311	4,191,602	3,694,884	496,718	3,516,214	675,387
Restricted Revenue	95	1,080	(985)	1,146	2,842	6,480	(3,638)	6,457	(3,615)
Water Capital Buy In Fees	100,000	45,835	54,165	50,000	522,500	275,010	247,490	272,500	250,000
Water Late Fees	11,955	13,500	(1,545)	11,790	61,635	81,000	(19,365)	77,885	(16,250)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	0	41,124
NSF Fees	100	275	(175)	375	1,525	1,650	(125)	1,875	(350)
Inter Company Interest Income	3,302	4,718	(1,416)	0	26,963	27,475	(512)	0	26,963
Other	7,988	15,295	(7,307)	8,250	37,988	92,170	(54,182)	63,348	(25,361)
Total Income	981,445	783,768	197,677	703,972	4,899,112	4,179,269	719,843	3,943,191	955,921
Water	239,178	225,444	(13,734)	200,530	1,178,464	1,174,899	(3,565)	1,101,084	(77,381)
Total Cost of Goods	239,178	225,444	(13,734)	200,530	1,178,464	1,174,899	(3,565)	1,101,084	(77,381)
Gross Profit	742,268	558,324	183,944	503,442	3,720,647	3,004,370	716,277	2,842,107	878,540
Expenses									
Salary and Wages	75,851	80,158	4,307	73,815	489,236	515,793	26,557	473,638	(15,599)
Employee Benefits	19,612	25,462	5,850	19,127	135,930	157,515	21,585	141,219	5,289
Memberships, Training and Travel	417	417	0	1,104	3,989	10,957	6,968	11,799	7,810
Supplies	66,398	18,045	(48,353)	14,030	219,396	132,870	(86,526)	126,914	(92,481)
Fuel and Oil	3,153	5,000	1,847	4,727	21,005	28,400	7,395	25,974	4,969
Equipment and Tools	3,054	3,190	136	739	17,168	15,315	(1,853)	16,630	(538)
Lease, Rents and Licenses	6,071	6,096	25	5,902	36,505	36,576	71	35,434	(1,071)
Maintenance and Repairs	16,946	17,200	254	11,645	126,402	103,700	(22,702)	77,949	(48,453)
Maintenance and Service Agreements	2,646	37,164	34,518	1,598	49,043	50,324	1,281	43,731	(5,312)
Outside Contracts	35,169	19,888	(15,281)	18,389	159,938	133,136	(26,802)	130,264	(29,673)
Professional Services	0	300	300	0	5,568	4,860	(708)	5,798	230
Insurance	13,528	13,784	256	10,407	82,237	83,088	851	63,250	(18,987)
Utilities	7,440	8,015	575	9,913	53,650	49,245	(4,405)	52,408	(1,242)
Taxes and Permits	18,582	18,214	(368)	17,284	113,624	109,424	(4,200)	103,361	(10,263)
Postage	4,018	4,200	182	331	22,602	25,200	2,598	24,592	1,990
Credit Card Fees & Interest Expense	6,971	19,084	12,113	19,895	104,178	114,504	10,326	121,336	17,158

**Bella Vista POA
Water Utility Consolidated-All
For the Six Months Ending June 30, 2020**

	MTD			Prior Year	YTD			Year to Year	
	MTD June 2020				YTD June 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Bad Debts	(2,901)	200	3,101	490	2,172	1,200	(972)	59	(2,113)
Uniforms	347	0	(347)	0	3,909	3,600	(309)	3,539	(370)
Investment Fund Fees	0	0	0	0	0	0	0	1,311	1,311
Discounts Earned	0	0	0	(33)	0	0	0	(33)	(33)
Other	102	0	(102)	97	559	0	(559)	409	(150)
Total Operating Expenses	277,403	276,416	(987)	209,459	1,647,113	1,575,708	(71,405)	1,459,583	(187,529)
EBITDA	464,864	281,908	182,957	293,983	2,073,535	1,428,662	644,872	1,382,524	691,011
Allocations - MAC	37,885	37,885	0	37,639	221,214	221,214	0	225,836	4,622
Allocations - F & A	70,678	70,678	0	70,618	416,948	416,948	0	423,706	6,758
Total Allocations	108,563	108,563	0	108,257	638,162	638,162	0	649,542	11,380
Pre Depreciation Gross	356,301	173,345	182,957	185,726	1,435,373	790,500	644,872	732,982	702,391
Depreciation	109,796	110,491	695	108,254	654,661	663,420	8,759	594,377	(60,285)
Net Income / Cost of Operations	246,505	62,854	183,652	77,472	780,712	127,080	653,631	138,606	642,106

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD June 2020	MTD June 2020	VAR		Actual	Budget	VAR		
Salary and Wages	715,126	758,659	43,533	725,097	4,064,968	4,409,697	344,729	4,174,224	109,257
Employee Benefits	148,529	178,213	29,684	149,843	930,493	1,058,883	128,390	1,031,920	101,427
Memberships, Training and Travel	4,512	13,955	9,443	12,907	61,029	106,303	45,274	77,640	16,611
Supplies	92,940	97,318	4,378	98,182	458,233	540,369	82,137	514,130	55,898
Fuel and Oil	15,059	22,930	7,871	20,097	62,677	93,391	30,714	89,839	27,162
Equipment and Tools	8,615	8,864	249	11,180	110,819	182,522	71,703	167,671	56,852
Lease, Rents and Licenses	68,649	75,228	6,579	76,331	430,516	457,582	27,066	442,433	11,917
Maintenance and Repairs	110,812	56,679	(54,133)	94,553	403,787	548,512	144,725	421,806	18,019
Maintenance and Service Agreements	35,015	37,964	2,949	40,557	218,971	262,247	43,276	262,886	43,915
Outside Contracts	34,664	48,751	14,087	43,407	172,050	195,954	23,904	185,830	13,780
Professional Services	51,099	51,563	464	1,009,182	280,715	278,438	(2,277)	1,456,374	1,175,660
Insurance	43,187	43,513	326	41,364	260,599	259,565	(1,034)	247,081	(13,518)
Utilities	83,049	102,061	19,012	81,612	445,142	515,327	70,185	463,171	18,029
Taxes and Permits	34,144	51,723	17,579	48,614	201,669	220,721	19,052	227,846	26,177
Postage	12,129	5,420	(6,709)	2,735	57,929	44,599	(13,330)	37,429	(20,499)
Credit Card Fees & Interest Expense	23,471	22,276	(1,195)	19,631	113,762	128,418	14,656	114,375	614
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	18,014	22,560	4,546	20,969	82,256	89,099	6,843	99,681	17,426
Bad Debts	11,570	10,650	(920)	(863)	66,441	62,500	(3,941)	26,803	(39,638)
Uniforms	841	396	(445)	1,167	15,737	28,557	12,820	18,599	2,862
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Discounts Earned	(4,977)	(12,030)	(7,053)	(7,507)	(27,837)	(56,180)	(28,343)	(46,843)	(19,006)
Inter Company Interest Exp	3,302	4,718	1,416	0	26,963	27,475	512	0	(26,963)
Other	1,047	7,356	6,309	8,423	37,962	34,496	(3,466)	29,054	(8,908)
Total Operating Expenses	1,510,797	1,608,767	97,970	2,497,482	8,515,748	9,559,174	1,043,426	10,082,021	1,566,273
EBITDA	188,311	60,098	128,213	(939,242)	561,266	(116,265)	677,531	(178,480)	739,746
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(221,214)	(221,214)	0	(225,836)	(4,622)
Allocations - F & A	(70,678)	(70,678)	0	(70,618)	(416,948)	(416,948)	0	(423,706)	(6,758)
Total Allocations	(108,563)	(108,563)	0	(108,257)	(638,162)	(638,162)	0	(649,542)	(11,380)
Pre Depreciation Gross	296,874	168,661	128,213	(830,985)	1,199,428	521,897	677,531	471,062	728,366
Depreciation	160,767	159,722	(1,045)	167,914	972,352	969,435	(2,917)	1,022,680	50,328

Bella Vista POA
POA w/o Water-All
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	Actual	MTD June 2020 Budget	VAR			YTD June 2020 Budget	VAR		
Net Income / Cost of Operations	<u>136,107</u>	<u>8,939</u>	<u>127,168</u>	<u>(998,899)</u>	<u>227,076</u>	<u>(447,538)</u>	<u>674,613</u>	<u>(551,618)</u>	<u>778,694</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Food and Beverage	170,795	212,100	(41,305)	221,533	706,500	955,350	(248,850)	939,664	(233,165)
Facility Use Fees	(9,635)	(1,305)	(8,330)	(2,298)	(57,856)	(20,012)	(37,844)	(26,979)	(30,877)
Rebates	0	0	0	33	483	0	483	469	14
Other	234	0	234	226	6,748	2,500	4,248	377	6,371
Total Income	161,393	210,795	(49,402)	219,495	655,874	937,838	(281,964)	913,530	(257,656)
Food and Beverage	53,948	78,376	24,428	79,051	253,314	347,190	93,876	343,831	90,517
Total Cost of Goods	53,948	78,376	24,428	79,051	253,314	347,190	93,876	343,831	90,517
Gross Profit	107,445	132,419	(24,974)	140,444	402,560	590,648	(188,088)	569,699	(167,139)
Expenses									
Salary and Wages	76,426	84,992	8,566	90,239	449,680	522,697	73,017	519,702	70,022
Employee Benefits	11,300	9,559	(1,742)	12,309	66,590	58,889	(7,701)	72,984	6,394
Memberships, Training and Travel	53	445	392	5,068	7,507	10,120	2,613	12,665	5,159
Supplies	7,625	11,395	3,770	13,282	43,828	53,955	10,127	57,525	13,697
Fuel and Oil	16	0	(16)	185	429	0	(429)	517	88
Equipment and Tools	42	0	(42)	642	1,413	3,000	1,587	2,859	1,446
Lease, Rents and Licenses	135	140	5	269	2,161	840	(1,321)	1,859	(303)
Maintenance and Repairs	725	75	(650)	0	2,131	375	(1,756)	1,818	(313)
Maintenance and Service Agreements	615	695	80	833	3,196	3,570	374	4,678	1,482
Outside Contracts	246	753	507	194	1,487	2,603	1,116	869	(618)
Insurance	491	547	56	1,168	2,880	3,385	505	7,077	4,196
Utilities	3,513	5,578	2,065	5,665	22,853	30,018	7,165	32,008	9,155
Taxes and Permits	705	285	(420)	408	5,865	2,120	(3,745)	5,673	(192)
Postage	0	0	0	24	69	0	(69)	47	(22)
Credit Card Fees & Interest Expense	4,915	5,837	922	5,173	20,168	27,243	7,075	25,097	4,929
Advertising Expense	0	1,325	1,325	3,380	7,533	9,100	1,567	20,012	12,480
Uniforms	0	0	0	159	726	2,500	1,774	2,335	1,609
Discounts Earned	0	0	0	(92)	0	0	0	(92)	(92)
Other	(9)	0	9	569	1,896	0	(1,896)	1,766	(131)
Total Operating Expenses	106,797	121,626	14,829	139,474	640,414	730,415	90,001	769,400	128,986
EBITDA	648	10,793	(10,145)	970	(237,853)	(139,767)	(98,086)	(199,701)	(38,153)

**Bella Vista POA
Food and Beverage Division - Tommy Lee-All
For the Six Months Ending June 30, 2020**

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	Actual	MTD June 2020 Budget	VAR		Actual	YTD June 2020 Budget	VAR		Prior Year Actual
Pre Depreciation Gross	648	10,793	(10,145)	970	(237,853)	(139,767)	(98,086)	(199,701)	(38,153)
Depreciation	403	404	1	402	2,419	2,424	5	2,413	(7)
Net Income / Cost of Operations	<u>245</u>	<u>10,389</u>	<u>(10,145)</u>	<u>568</u>	<u>(240,273)</u>	<u>(142,191)</u>	<u>(98,082)</u>	<u>(202,113)</u>	<u>(38,159)</u>

**Bella Vista POA
Clubhouses-All
For the Six Months Ending June 30, 2020**

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	MTD June 2020 Actual	Budget	VAR		YTD June 2020 Budget	VAR	Prior Year Actual		
Income									
Rents - Leases Facilities	1,000	1,000	0	500	6,000	6,000	0	3,000	3,000
Total Income	1,000	1,000	0	500	6,000	6,000	0	3,000	3,000
Gross Profit	1,000	1,000	0	500	6,000	6,000	0	3,000	3,000
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)	54	349	0	(349)	54	(295)
Supplies	526	450	(76)	938	9,676	2,500	(7,176)	3,019	(6,657)
Equipment and Tools	0	2,000	2,000	2,826	12,532	11,700	(832)	5,138	(7,394)
Maintenance and Repairs	9,858	8,125	(1,733)	4,292	42,304	46,600	4,296	32,589	(9,715)
Maintenance and Service Agreements	4,955	7,352	2,397	6,086	28,955	40,919	11,964	33,098	4,143
Outside Contracts	0	2,539	2,539	0	4,046	3,181	(865)	3,823	(223)
Insurance	0	0	0	0	1	0	(1)	0	(1)
Utilities	8,156	14,205	6,049	9,874	55,512	71,405	15,893	53,205	(2,306)
Taxes and Permits	78	0	(78)	106	362	0	(362)	220	(142)
Discounts Earned	0	0	0	(16)	0	0	0	(16)	(16)
Total Operating Expenses	23,627	34,671	11,044	24,161	153,846	176,305	22,459	131,130	(22,716)
EBITDA	(22,627)	(33,671)	11,044	(23,661)	(147,846)	(170,305)	22,459	(128,130)	(19,716)
Allocations - F & A	(3,107)	(3,107)	0	(6,744)	(17,908)	(17,908)	0	(40,465)	(22,557)
Total Allocations	(3,107)	(3,107)	0	(6,744)	(17,908)	(17,908)	0	(40,465)	(22,557)
Pre Depreciation Gross	(19,520)	(30,564)	11,044	(16,917)	(129,938)	(152,397)	22,459	(87,665)	(42,273)
Depreciation	49,045	48,440	(605)	48,415	293,191	290,640	(2,551)	290,926	(2,264)
Net Income / Cost of Operations	(68,565)	(79,004)	10,439	(65,333)	(423,129)	(443,037)	19,908	(378,591)	(44,537)

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	Actual	MTD June 2020 Budget	VAR		Actual	YTD June 2020 Budget	VAR		
Income									
Other	0	0	0	0	79	0	79	525	(447)
Total Income	0	0	0	0	79	0	79	525	(447)
Gross Profit	0	0	0	0	79	0	79	525	(447)
Expenses									
Salary and Wages	150,359	161,763	11,404	156,374	820,553	919,244	98,691	852,585	32,032
Employee Benefits	16,764	19,485	2,721	18,592	95,075	110,913	15,837	107,309	12,234
Memberships, Training and Travel	870	810	(60)	500	4,258	8,355	4,097	10,505	6,248
Supplies	62,082	62,399	317	69,027	286,789	321,380	34,591	336,372	49,583
Fuel and Oil	8,468	12,866	4,398	10,693	28,531	46,541	18,010	41,110	12,579
Equipment and Tools	650	1,940	1,290	666	9,481	18,154	8,673	28,307	18,826
Lease, Rents and Licenses	45,424	46,425	1,001	46,239	273,052	278,550	5,498	261,184	(11,869)
Maintenance and Repairs	78,333	20,190	(58,143)	27,957	225,575	241,687	16,112	163,590	(61,985)
Maintenance and Service Agreements	968	733	(235)	727	5,675	6,142	467	5,756	81
Outside Contracts	0	102	102	900	3,509	10,112	6,603	7,289	3,779
Professional Services	0	500	500	0	0	2,625	2,625	9,140	9,140
Insurance	879	1,082	203	2,161	6,119	5,853	(266)	12,474	6,355
Utilities	22,712	31,242	8,530	16,647	93,683	122,107	28,424	96,413	2,731
Taxes and Permits	1,446	20,339	18,893	20,220	5,371	36,572	31,201	36,395	31,024
Postage	0	45	45	0	91	220	129	66	(25)
Uniforms	336	0	(336)	483	6,618	9,025	2,407	7,276	658
Discounts Earned	0	0	0	(57)	0	0	0	(57)	(57)
Total Operating Expenses	389,291	379,921	(9,370)	371,129	1,864,381	2,137,480	273,099	1,975,715	111,334
EBITDA	(389,291)	(379,921)	(9,370)	(371,129)	(1,864,302)	(2,137,480)	273,178	(1,975,189)	110,887
Pre Depreciation Gross	(389,291)	(379,921)	(9,370)	(371,129)	(1,864,302)	(2,137,480)	273,178	(1,975,189)	110,887
Depreciation	48,480	48,415	(65)	55,103	298,088	298,275	187	341,154	43,066
Net Income / Cost of Operations	<u>(437,771)</u>	<u>(428,336)</u>	<u>(9,435)</u>	<u>(426,232)</u>	<u>(2,162,390)</u>	<u>(2,435,755)</u>	<u>273,365</u>	<u>(2,316,344)</u>	<u>153,953</u>

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

	MTD			Prior Year	YTD			Year to Year	
	MTD June 2020	MTD June 2020	VAR		Actual	YTD June 2020	YTD June 2020		Prior Year
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Golf	385,156	351,655	33,501	387,300	2,087,341	2,162,435	(75,094)	2,390,983	(303,643)
Pro Shop	68,302	72,467	(4,165)	69,229	194,722	254,650	(59,927)	255,058	(60,336)
Commissions	95	69	26	69	514	277	237	277	237
Other	3,594	3,445	149	3,332	9,824	13,342	(3,518)	13,534	(3,709)
Total Income	457,147	427,636	29,511	459,930	2,292,402	2,430,704	(138,302)	2,659,852	(367,451)
Food and Beverage	0	0	0	0	(143)	0	143	0	143
Pro Shop	50,361	52,878	2,517	48,029	148,163	187,096	38,933	189,768	41,605
Total Cost of Goods	50,361	52,878	2,517	48,029	148,020	187,096	39,077	189,768	41,748
Gross Profit	406,786	374,758	32,028	411,901	2,144,382	2,243,607	(99,226)	2,470,084	(325,703)
Expenses									
Salary and Wages	97,094	104,330	7,237	91,034	506,298	561,557	55,259	478,676	(27,623)
Employee Benefits	11,734	11,581	(153)	10,553	61,060	63,552	2,492	57,146	(3,914)
Memberships, Training and Travel	92	2,050	1,958	1,165	5,608	12,516	6,908	9,400	3,792
Supplies	4,123	4,908	785	4,101	18,471	41,399	22,928	22,682	4,211
Fuel and Oil	94	147	53	147	676	1,642	966	1,586	910
Equipment and Tools	0	3,424	3,424	459	13,905	10,860	(3,045)	21,122	7,216
Lease, Rents and Licenses	20,049	22,517	2,468	23,209	126,891	141,166	14,275	141,457	14,566
Maintenance and Repairs	1,322	1,089	(233)	26,008	9,066	18,529	9,463	34,471	25,405
Maintenance and Service Agreements	8,131	7,496	(635)	7,421	42,472	45,658	3,186	45,782	3,310
Outside Contracts	3,673	3,865	192	3,219	16,699	20,107	3,408	16,792	93
Professional Services	0	0	0	0	0	1,300	1,300	0	0
Insurance	593	675	82	1,247	3,804	3,515	(289)	7,095	3,291
Utilities	11,953	12,252	299	12,120	60,718	61,441	723	60,469	(249)
Taxes and Permits	86	163	77	368	6,135	4,621	(1,514)	7,849	1,714
Postage	0	45	45	46	80	469	389	478	397
Credit Card Fees & Interest Expense	11,348	9,858	(1,489)	8,728	55,007	57,356	2,348	52,811	(2,196)
Advertising Expense	0	3,685	3,685	3,682	0	14,379	14,379	14,376	14,376
Uniforms	0	296	296	125	666	1,991	1,325	743	77
Discounts Earned	0	0	0	(63)	0	0	0	(63)	(63)
Other	(35)	71	106	221	246	4,798	4,552	(3,481)	(3,727)
Total Operating Expenses	170,255	188,452	18,197	193,791	927,803	1,066,856	139,053	969,390	41,587

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	Actual	Budget	VAR		Actual	Budget	VAR		
EBITDA	236,531	186,306	50,226	218,110	1,216,579	1,176,751	39,827	1,500,694	(284,115)
Pre Depreciation Gross	236,531	186,306	50,226	218,110	1,216,579	1,176,751	39,827	1,500,694	(284,115)
Depreciation	4,014	4,016	2	3,802	24,013	24,096	83	22,813	(1,201)
Net Income / Cost of Operations	<u>232,517</u>	<u>182,290</u>	<u>50,227</u>	<u>214,308</u>	<u>1,192,566</u>	<u>1,152,655</u>	<u>39,910</u>	<u>1,477,881</u>	<u>(285,316)</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD June 2020	MTD June 2020	VAR		Actual	YTD June 2020	YTD June 2020		
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	8,203	8,370	(167)	8,646	13,157	16,946	(3,789)	16,701	(3,544)
Other Recreation	10,296	11,335	(1,039)	8,806	18,091	29,395	(11,304)	25,544	(7,452)
RV	35,518	36,045	(527)	34,593	147,404	157,569	(10,165)	150,462	(3,058)
Facility Use Fees	30,669	41,094	(10,425)	78,302	136,644	185,333	(48,689)	297,008	(160,365)
Boat	36,076	26,326	9,750	27,740	121,595	105,897	15,698	113,007	8,589
Other	1,239	947	292	1,381	4,371	14,911	(10,540)	7,778	(3,407)
Total Income	122,002	124,117	(2,115)	159,468	441,262	510,051	(68,789)	610,499	(169,238)
Food and Beverage	4,203	4,495	292	4,174	6,672	8,352	1,680	7,470	797
Recreation	6,869	6,694	(175)	6,024	12,928	18,015	5,087	14,171	1,243
Total Cost of Goods	11,072	11,189	117	10,198	19,601	26,367	6,766	21,641	2,040
Gross Profit	110,930	112,928	(1,998)	149,271	421,661	483,684	(62,023)	588,858	(167,197)
Expenses									
Salary and Wages	68,410	81,026	12,616	72,602	315,388	376,242	60,854	339,312	23,924
Employee Benefits	7,759	8,768	1,008	8,205	38,653	44,947	6,294	40,905	2,252
Memberships, Training and Travel	583	695	112	139	6,930	5,705	(1,225)	4,768	(2,162)
Supplies	8,029	11,421	3,392	5,813	31,776	47,034	15,259	39,293	7,518
Fuel and Oil	193	300	107	251	783	1,595	812	3,080	2,296
Equipment and Tools	2,291	875	(1,416)	4,815	42,639	85,508	42,869	82,594	39,955
Lease, Rents and Licenses	285	228	(57)	171	1,277	1,328	51	1,204	(73)
Maintenance and Repairs	4,612	13,585	8,973	19,091	51,356	129,730	78,374	95,805	44,449
Maintenance and Service Agreements	7,553	10,096	2,543	8,339	31,831	44,117	12,286	38,376	6,545
Outside Contracts	646	9,529	8,883	10,054	11,484	25,411	13,927	24,411	12,927
Insurance	432	467	35	1,094	2,525	2,231	(294)	4,765	2,240
Utilities	22,289	23,875	1,586	22,855	117,113	130,530	13,417	124,021	6,908
Taxes and Permits	79	265	186	277	3,792	4,969	1,177	6,355	2,562
Postage	24	0	(24)	17	46	0	(46)	27	(19)
Credit Card Fees & Interest Expense	2,656	2,441	(215)	2,753	17,402	12,469	(4,933)	12,109	(5,293)
Uniforms	290	100	(190)	0	856	1,950	1,094	870	14
Discounts Earned	0	0	0	(103)	0	0	0	(103)	(103)
Other	(119)	2,970	3,089	2,313	2,389	7,013	4,624	5,279	2,890

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	MTD June 2020				YTD June 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	
Total Operating Expenses	126,012	166,641	40,629	158,686	676,240	920,779	244,539	823,072	146,832
EBITDA	(15,082)	(53,713)	38,631	(9,415)	(254,579)	(437,095)	182,516	(234,214)	(20,365)
Pre Depreciation Gross	(15,082)	(53,713)	38,631	(9,415)	(254,579)	(437,095)	182,516	(234,214)	(20,365)
Depreciation	30,295	30,151	(144)	27,197	182,186	182,360	174	165,939	(16,247)
Net Income / Cost of Operations	<u>(45,377)</u>	<u>(83,864)</u>	<u>38,487</u>	<u>(36,612)</u>	<u>(436,765)</u>	<u>(619,455)</u>	<u>182,690</u>	<u>(400,153)</u>	<u>(36,612)</u>

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

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
Income									
City of Bella Vista	0	0	0	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	44,873	44,610	263	41,054	3,820
Other	0	0	0	0	56	0	56	0	56
Total Income	3,264	3,200	64	3,200	45,313	44,610	703	49,574	(4,262)
Gross Profit	3,264	3,200	64	3,200	45,313	44,610	703	49,574	(4,262)
Expenses									
Salary and Wages	95,752	110,574	14,822	101,377	615,470	670,237	54,767	656,071	40,601
Employee Benefits	11,266	14,289	3,022	12,782	76,655	86,318	9,663	87,569	10,914
Memberships, Training and Travel	99	85	(14)	33	99	2,135	2,036	382	283
Supplies	693	1,030	337	647	5,044	8,060	3,016	5,855	811
Fuel and Oil	4,486	7,272	2,786	5,806	23,267	32,213	8,946	30,835	7,568
Equipment and Tools	1,142	325	(817)	489	6,480	26,830	20,350	8,819	2,339
Lease, Rents and Licenses	18	194	176	18	116	1,164	1,048	115	(2)
Maintenance and Repairs	9,681	11,140	1,459	12,535	45,860	64,515	18,655	61,451	15,592
Maintenance and Service Agreements	811	467	(344)	458	2,889	3,162	273	2,889	0
Outside Contracts	70	225	155	140	1,281	2,100	819	718	(563)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	849	1,147	298	3,299	6,973	6,775	(198)	21,579	14,606
Utilities	3,320	2,974	(346)	2,651	19,584	20,863	1,279	19,212	(372)
Taxes and Permits	77	27	(50)	67	2,878	2,777	(101)	3,233	355
Uniforms	217	0	(217)	0	3,953	5,241	1,288	4,086	133
Other	0	0	0	505	373	350	(23)	900	527
Total Operating Expenses	128,480	149,748	21,268	140,807	810,923	932,740	121,817	908,502	97,579
EBITDA	(125,216)	(146,548)	21,332	(137,607)	(765,610)	(888,130)	122,520	(858,927)	93,317
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(221,214)	(221,214)	0	(225,836)	(4,622)
Total Allocations	(37,885)	(37,885)	0	(37,639)	(221,214)	(221,214)	0	(225,836)	(4,622)
Pre Depreciation Gross	(87,331)	(108,663)	21,332	(99,968)	(544,396)	(666,916)	122,520	(633,092)	88,696

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

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	Actual	Budget	VAR		Actual	Budget	VAR		
Depreciation	10,415	10,416	1	12,423	62,988	62,990	2	76,823	13,836
Net Income / Cost of Operations	<u>(97,746)</u>	<u>(119,079)</u>	<u>21,333</u>	<u>(112,390)</u>	<u>(607,383)</u>	<u>(729,906)</u>	<u>122,523</u>	<u>(709,915)</u>	<u>102,531</u>

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

	MTD			Prior Year	YTD			Year to Year	
	MTD June 2020				YTD June 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
City of Bella Vista	2,903	2,903	0	0	5,806	5,806	0	2,903	2,903
Food and Beverage	139	200	(61)	216	419	485	(66)	223	196
Other Recreation	402	795	(393)	681	1,194	3,070	(1,876)	2,873	(1,679)
RV	1,720	2,000	(280)	1,938	101,546	97,000	4,546	80,810	20,736
Facility Use Fees	6,054	11,905	(5,851)	13,704	29,724	40,914	(11,190)	49,637	(19,913)
Boat	21,726	10,700	11,026	19,147	233,532	174,515	59,017	300,613	(67,081)
Donations Received	0	0	0	0	21	20	1	50	(29)
Other	45	0	45	142	(198)	0	(198)	1,350	(1,548)
Total Income	32,989	28,503	4,486	35,828	372,045	321,810	50,235	438,459	(66,414)
Food and Beverage	127	0	(127)	(45)	58	0	(58)	(45)	(103)
Recreation	(2,658)	4,625	7,283	5,213	8,467	13,520	5,053	14,813	6,346
Total Cost of Goods	(2,530)	4,625	7,155	5,168	8,525	13,520	4,995	14,768	6,243
Gross Profit	35,519	23,878	11,641	30,660	363,520	308,290	55,230	423,691	(60,171)
Expenses									
Salary and Wages	34,028	37,073	3,045	33,098	187,733	203,471	15,739	184,235	(3,497)
Employee Benefits	4,012	4,426	414	3,907	22,722	25,452	2,730	24,312	1,589
Memberships, Training and Travel	30	0	(30)	0	332	4,330	3,998	265	(67)
Supplies	1,731	890	(841)	1,041	28,488	36,630	8,142	27,231	(1,257)
Fuel and Oil	1,677	2,110	433	2,805	8,235	10,100	1,865	11,467	3,232
Equipment and Tools	340	0	(340)	490	2,121	17,200	15,079	8,312	6,192
Lease, Rents and Licenses	18	10	(8)	18	116	90	(26)	116	(0)
Maintenance and Repairs	4,325	1,800	(2,525)	4,617	24,601	44,755	20,154	30,764	6,163
Maintenance and Service Agreements	820	2,280	1,460	2,063	10,078	13,140	3,062	12,026	1,948
Outside Contracts	1,676	2,430	754	954	9,933	13,825	3,892	11,661	1,728
Insurance	204	248	44	949	1,663	1,312	(351)	5,641	3,979
Utilities	2,606	3,035	429	2,777	22,388	23,121	733	21,343	(1,046)
Taxes and Permits	101	0	(101)	130	1,508	100	(1,408)	544	(964)
Postage	0	20	20	49	0	120	120	79	79
Credit Card Fees & Interest Expense	1,259	600	(659)	940	5,818	9,470	3,652	11,591	5,773
Uniforms	0	0	0	0	1,712	1,950	238	1,101	(611)

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	MTD June 2020				YTD June 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	
Discounts Earned	0	0	0	(12)	0	0	0	(12)	(12)
Other	0	0	0	(19)	30	0	(30)	23	(7)
Total Operating Expenses	52,828	54,922	2,094	53,806	327,479	405,066	77,588	350,699	23,220
EBITDA	(17,309)	(31,044)	13,735	(23,146)	36,041	(96,776)	132,818	72,992	(36,951)
Pre Depreciation Gross	(17,309)	(31,044)	13,735	(23,146)	36,041	(96,776)	132,818	72,992	(36,951)
Depreciation	8,387	8,151	(236)	9,752	50,094	49,269	(825)	58,513	8,419
Net Income / Cost of Operations	<u>(25,696)</u>	<u>(39,195)</u>	<u>13,499</u>	<u>(32,899)</u>	<u>(14,052)</u>	<u>(146,045)</u>	<u>131,993</u>	<u>14,479</u>	<u>(28,532)</u>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	MTD June 2020 Budget	VAR		Actual	Actual	YTD June 2020 Budget		
Income									
Assessments	845,315	881,060	(35,745)	682,148	4,877,002	4,871,840	5,162	4,047,822	829,180
Facility Use Fees	47,960	35,923	12,037	33,188	240,944	198,602	42,342	234,955	5,989
Investment Income	3	0	3	25	265	0	265	4,983	(4,718)
Lot Sales	58,024	11,000	47,024	34,017	152,918	92,000	60,918	70,087	82,830
Transfer Fees	52,200	52,983	(783)	39,750	302,400	313,082	(10,682)	237,210	65,190
Past Due Collections	15,561	22,350	(6,789)	19,755	100,716	130,950	(30,234)	71,839	28,876
Advertising Income	8,254	8,500	(246)	6,556	86,516	88,300	(1,784)	83,522	2,994
Rebates	0	0	0	0	0	0	0	53,147	(53,147)
POA Lot Inventory Valuation	290	2,000	(1,710)	290	6,715	30,000	(23,285)	(112,807)	119,522
Water Rent Income	5,806	5,806	0	5,637	34,836	34,836	0	33,822	1,014
Cell Tower Rents	0	0	0	0	0	0	0	1,069,000	(1,069,000)
Legal Fees	330	750	(420)	830	10,039	4,500	5,539	2,424	7,615
NSF Fees	375	300	75	150	2,875	1,900	975	2,225	650
Other	47	10	37	(81)	(121,726)	60	(121,786)	(121)	(121,604)
Total Income	1,034,164	1,020,682	13,482	822,265	5,693,500	5,766,070	(72,570)	5,798,108	(104,608)
Gross Profit	1,034,164	1,020,682	13,482	822,265	5,693,500	5,766,070	(72,570)	5,798,108	(104,608)
Expenses									
Salary and Wages	193,058	178,901	(14,156)	180,374	1,169,748	1,156,248	(13,500)	1,143,643	(26,105)
Employee Benefits	85,693	110,106	24,413	83,495	569,725	668,812	99,087	641,694	71,970
Memberships, Training and Travel	2,732	9,870	7,138	5,949	35,947	63,142	27,195	39,600	3,653
Supplies	8,131	4,825	(3,306)	3,333	34,160	29,411	(4,749)	22,153	(12,007)
Fuel and Oil	125	235	110	210	755	1,300	545	1,244	489
Equipment and Tools	4,149	300	(3,849)	791	22,248	9,270	(12,978)	10,521	(11,727)
Lease, Rents and Licenses	2,719	5,714	2,995	6,407	26,903	34,444	7,541	36,499	9,596
Maintenance and Repairs	1,955	675	(1,280)	53	2,895	2,321	(574)	1,317	(1,578)
Maintenance and Service Agreements	11,162	8,845	(2,317)	14,630	93,874	105,539	11,665	120,281	26,407
Outside Contracts	28,353	29,308	955	27,947	123,610	118,615	(4,995)	120,266	(3,344)
Professional Services	51,099	51,063	(36)	1,009,182	280,715	274,513	(6,202)	1,442,448	1,161,733
Insurance	39,740	39,347	(393)	31,445	236,634	236,494	(140)	188,450	(48,184)
Utilities	8,501	8,900	399	9,023	53,291	55,842	2,551	56,499	3,208
Taxes and Permits	31,574	30,644	(930)	27,037	175,757	169,562	(6,195)	167,577	(8,181)
Postage	12,105	5,310	(6,795)	2,599	57,643	43,790	(13,853)	36,733	(20,910)

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	Budget	VAR		Actual	Budget	VAR		
Credit Card Fees & Interest Expense	3,294	3,540	246	2,037	15,366	21,880	6,514	12,766	(2,600)
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	18,014	17,550	(464)	13,907	74,723	65,620	(9,103)	65,293	(9,430)
Bad Debts	11,570	10,650	(920)	(863)	66,441	62,500	(3,941)	26,803	(39,638)
Uniforms	(2)	0	2	400	1,206	5,900	4,694	2,187	981
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Discounts Earned	(4,977)	(12,030)	(7,053)	(7,164)	(27,837)	(56,180)	(28,343)	(46,500)	(18,663)
Inter Company Interest Exp	3,302	4,718	1,416	0	26,963	27,475	512	0	(26,963)
Other	1,211	4,315	3,104	4,834	33,028	22,335	(10,693)	24,568	(8,460)
Total Operating Expenses	513,508	512,786	(722)	1,415,628	3,114,663	3,189,533	74,870	4,154,113	1,039,450
EBITDA	520,656	507,896	12,760	(593,363)	2,578,837	2,576,537	2,299	1,643,995	934,842
Allocations - F & A	(67,571)	(67,571)	0	(63,873)	(399,040)	(399,040)	0	(383,241)	15,799
Total Allocations	(67,571)	(67,571)	0	(63,873)	(399,040)	(399,040)	0	(383,241)	15,799
Pre Depreciation Gross	588,227	575,467	12,760	(529,489)	2,977,877	2,975,577	2,299	2,027,236	950,641
Depreciation	9,728	9,729	1	10,819	59,374	59,381	7	64,099	4,725
Net Income / Cost of Operations	578,499	565,738	12,762	(540,308)	2,918,503	2,916,196	2,306	1,963,137	955,366