

**Bella Vista POA**  
**Bella Vista Village POA Consolidated-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	MTD July 2020 Budget	VAR		Actual	Actual	YTD July 2020 Budget		
<b>Income</b>									
Assessments	833,676	885,560	(51,884)	683,203	5,711,278	5,758,000	(46,722)	4,731,625	979,653
City of Bella Vista	0	0	0	2,953	6,189	5,806	383	6,202	(13)
Food and Beverage	150,442	223,275	(72,833)	217,048	870,518	1,196,056	(325,538)	1,173,637	(303,119)
Golf	356,074	309,187	46,887	350,606	2,443,415	2,471,622	(28,207)	2,741,589	(298,174)
Pro Shop	69,299	58,854	10,445	57,062	264,021	313,504	(49,482)	312,120	(48,099)
Other Recreation	9,925	12,267	(2,342)	12,046	29,210	44,732	(15,522)	40,463	(11,253)
RV	33,331	35,922	(2,591)	34,851	282,282	290,491	(8,209)	266,123	16,159
Facility Use Fees	67,686	69,956	(2,270)	109,770	417,141	474,793	(57,652)	664,391	(247,250)
Boat	56,226	46,230	9,996	53,165	411,353	326,642	84,711	466,784	(55,431)
Investment Income	3,216	0	3,216	25	15,813	0	15,813	9,320	6,494
Water	865,836	773,157	92,679	699,703	5,057,437	4,468,041	589,396	4,215,917	841,521
Restricted Revenue	51	1,080	(1,029)	1,092	2,894	7,560	(4,666)	7,549	(4,655)
Lot Sales	13,627	26,000	(12,373)	76,303	166,545	118,000	48,545	146,390	20,154
Transfer Fees	72,150	83,053	(10,903)	63,760	374,550	396,135	(21,585)	300,970	73,580
Past Due Collections	14,093	22,350	(8,257)	28,760	114,809	153,300	(38,491)	100,599	14,209
Advertising Income	7,373	9,000	(1,627)	8,421	93,889	97,300	(3,411)	91,943	1,946
Rebates	80,011	0	80,011	0	80,493	0	80,493	53,616	26,878
POA Lot Inventory Valuation	798	12,000	(11,203)	73	7,513	42,000	(34,487)	(112,735)	120,247
Water Capital Buy In Fees	67,500	45,835	21,665	65,000	590,000	320,845	269,155	337,500	252,500
Water Late Fees	12,902	13,500	(598)	14,174	74,537	94,500	(19,963)	92,059	(17,522)
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	40,642	40,642	0	39,459	1,183
Commissions	340	207	133	207	854	484	370	484	370
Cell Tower Rents	3,264	3,200	64	3,200	48,137	47,810	327	1,113,254	(1,065,116)
Legal Fees	390	750	(360)	705	10,429	5,250	5,179	3,129	7,301
Rents - Leases Facilities	1,000	1,000	0	500	7,000	7,000	0	3,500	3,500
Donations Received	0	20	(20)	0	21	40	(19)	50	(29)
NSF Fees	675	625	50	500	5,075	4,175	900	4,600	475
Inter Company Interest Income	2,863	4,390	(1,527)	12,612	29,826	31,865	(2,039)	12,612	17,214
Other	12,035	18,329	(6,294)	7,347	(50,824)	141,312	(192,136)	94,137	(144,961)
<b>Total Income</b>	<b>2,740,589</b>	<b>2,661,553</b>	<b>79,036</b>	<b>2,508,721</b>	<b>17,146,174</b>	<b>16,857,905</b>	<b>288,269</b>	<b>16,925,461</b>	<b>220,713</b>
Food and Beverage	66,585	82,876	16,291	82,787	326,486	438,418	111,932	434,044	107,558

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	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	Actual	MTD July 2020 Budget	VAR		Actual	Budget	YTD July 2020 VAR		
Water	248,380	249,938	1,558	216,072	1,426,844	1,424,837	(2,007)	1,317,156	(109,688)
Pro Shop	50,786	43,710	(7,076)	41,278	198,949	230,806	31,858	231,046	32,097
Recreation	11,614	12,245	631	12,608	33,010	43,780	10,770	41,592	8,582
<b>Total Cost of Goods</b>	<b>377,364</b>	<b>388,769</b>	<b>11,405</b>	<b>352,746</b>	<b>1,985,288</b>	<b>2,137,841</b>	<b>152,553</b>	<b>2,023,837</b>	<b>38,549</b>
<b>Gross Profit</b>	<b>2,363,224</b>	<b>2,272,784</b>	<b>90,440</b>	<b>2,155,976</b>	<b>15,160,886</b>	<b>14,720,063</b>	<b>440,823</b>	<b>14,901,624</b>	<b>259,262</b>
<b>Expenses</b>									
Salary and Wages	1,198,046	1,237,600	39,555	801,230	5,752,250	6,163,090	410,840	5,449,092	(303,158)
Employee Benefits	215,342	245,490	30,148	180,615	1,281,765	1,461,888	180,123	1,353,754	71,989
Memberships, Training and Travel	7,418	11,272	3,854	8,840	72,436	128,532	56,096	98,279	25,843
Supplies	128,650	109,361	(19,289)	134,263	806,279	782,600	(23,678)	775,308	(30,971)
Fuel and Oil	19,306	26,500	7,194	25,214	102,988	148,291	45,303	141,027	38,039
Equipment and Tools	6,159	10,754	4,595	11,925	134,146	208,591	74,445	196,226	62,080
Lease, Rents and Licenses	78,942	81,324	2,382	78,883	545,964	575,482	29,518	556,750	10,786
Maintenance and Repairs	95,528	75,644	(19,884)	114,433	625,717	727,856	102,139	614,188	(11,529)
Maintenance and Service Agreements	34,412	38,372	3,960	33,191	302,426	350,943	48,517	339,808	37,382
Outside Contracts	61,152	54,428	(6,724)	60,100	393,140	383,518	(9,622)	376,194	(16,947)
Professional Services	59,613	67,601	7,988	1,107,292	345,896	350,899	5,003	2,569,464	2,223,568
Insurance	56,910	60,216	3,306	51,867	399,746	402,869	3,123	362,198	(37,548)
Utilities	111,884	112,569	685	98,621	610,676	677,141	66,465	614,200	3,524
Taxes and Permits	54,263	46,755	(7,508)	49,037	369,556	376,900	7,344	380,244	10,688
Postage	5,639	10,053	4,414	11,863	86,170	79,852	(6,318)	73,884	(12,286)
Credit Card Fees & Interest Expense	42,992	41,533	(1,459)	50,743	260,931	284,455	23,523	286,454	25,523
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	2,232	11,017	8,785	17,637	84,488	100,116	15,628	117,318	32,831
Bad Debts	10,939	10,850	(89)	7,221	79,552	74,550	(5,002)	34,083	(45,469)
Uniforms	7,637	600	(7,037)	897	27,283	32,757	5,474	23,035	(4,248)
Investment Fund Fees	0	0	0	0	0	0	0	1,523	1,523
Discounts Earned	(9,324)	(13,280)	(3,956)	(8,147)	(37,161)	(69,460)	(32,299)	(55,023)	(17,862)
Inter Company Interest Exp	2,863	4,390	1,527	12,612	29,826	31,865	2,039	12,612	(17,214)
Other	1,153	4,854	3,701	4,097	39,674	39,350	(324)	33,560	(6,114)
<b>Total Operating Expenses</b>	<b>2,191,755</b>	<b>2,247,903</b>	<b>56,148</b>	<b>2,852,432</b>	<b>12,354,616</b>	<b>13,382,785</b>	<b>1,028,169</b>	<b>14,394,036</b>	<b>2,039,420</b>
<b>EBITDA</b>	<b>171,469</b>	<b>24,881</b>	<b>146,589</b>	<b>(696,456)</b>	<b>2,806,270</b>	<b>1,337,278</b>	<b>1,468,992</b>	<b>507,587</b>	<b>2,298,683</b>

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For the Seven Months Ending July 31, 2020**

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	Actual	MTD July 2020 Budget	VAR		Actual	YTD July 2020 Budget	VAR		
<b>Pre Depreciation Gross</b>	171,469	24,881	146,589	(696,456)	2,806,270	1,337,278	1,468,992	507,587	2,298,683
Depreciation	268,684	275,559	6,875	274,028	1,895,697	1,908,414	12,717	1,891,085	(4,613)
<b>Net Income / Cost of Operations</b>	<u>(97,214)</u>	<u>(250,678)</u>	<u>153,464</u>	<u>(970,484)</u>	<u>910,573</u>	<u>(571,136)</u>	<u>1,481,709</u>	<u>(1,383,497)</u>	<u>2,294,070</u>

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Income</b>									
Assessments	100	100	0	100	700	700	0	700	0
Investment Income	3,166	0	3,166	0	15,498	0	15,498	4,311	11,187
Water	865,836	773,157	92,679	699,703	5,057,437	4,468,041	589,396	4,215,917	841,521
Restricted Revenue	51	1,080	(1,029)	1,092	2,894	7,560	(4,666)	7,549	(4,655)
Water Capital Buy In Fees	67,500	45,835	21,665	65,000	590,000	320,845	269,155	337,500	252,500
Water Late Fees	12,902	13,500	(598)	14,174	74,537	94,500	(19,963)	92,059	(17,522)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	0	41,124
NSF Fees	200	275	(75)	400	1,725	1,925	(200)	2,275	(550)
Inter Company Interest Income	2,863	4,390	(1,527)	12,612	29,826	31,865	(2,039)	12,612	17,214
Other	6,997	19,495	(12,498)	7,709	44,985	111,665	(66,680)	71,058	(26,073)
<b>Total Income</b>	<b>959,615</b>	<b>857,832</b>	<b>101,783</b>	<b>800,790</b>	<b>5,858,727</b>	<b>5,037,101</b>	<b>821,626</b>	<b>4,743,980</b>	<b>1,114,746</b>
Water	248,380	249,938	1,558	216,072	1,426,844	1,424,837	(2,007)	1,317,156	(109,688)
<b>Total Cost of Goods</b>	<b>248,380</b>	<b>249,938</b>	<b>1,558</b>	<b>216,072</b>	<b>1,426,844</b>	<b>1,424,837</b>	<b>(2,007)</b>	<b>1,317,156</b>	<b>(109,688)</b>
<b>Gross Profit</b>	<b>711,235</b>	<b>607,894</b>	<b>103,341</b>	<b>584,717</b>	<b>4,431,883</b>	<b>3,612,264</b>	<b>819,619</b>	<b>3,426,824</b>	<b>1,005,058</b>
<b>Expenses</b>									
Salary and Wages	118,565	118,012	(553)	76,130	607,801	633,805	26,003	549,768	(58,034)
Employee Benefits	23,803	30,241	6,438	20,769	159,734	187,756	28,023	161,988	2,255
Memberships, Training and Travel	417	2,392	1,975	1,222	4,406	13,349	8,943	13,021	8,615
Supplies	22,307	17,625	(4,682)	24,982	241,702	150,495	(91,207)	151,896	(89,806)
Fuel and Oil	3,545	5,000	1,455	4,965	24,549	33,400	8,851	30,939	6,389
Equipment and Tools	2,335	2,790	455	2,028	19,503	18,105	(1,398)	18,658	(844)
Lease, Rents and Licenses	6,073	6,096	23	5,902	42,579	42,672	93	41,336	(1,243)
Maintenance and Repairs	31,304	17,450	(13,854)	32,453	157,706	121,150	(36,556)	110,402	(47,304)
Maintenance and Service Agreements	2,337	1,614	(723)	1,019	51,380	51,938	558	44,750	(6,630)
Outside Contracts	24,183	20,298	(3,885)	31,474	184,121	153,434	(30,687)	161,739	(22,382)
Professional Services	0	600	600	0	5,568	5,460	(108)	5,798	230
Insurance	13,451	14,265	814	10,439	95,688	97,353	1,665	73,689	(21,999)
Utilities	9,325	8,015	(1,310)	7,707	62,975	57,260	(5,715)	60,115	(2,860)
Taxes and Permits	19,155	19,114	(41)	18,309	132,779	128,538	(4,241)	121,670	(11,109)
Postage	4,018	4,200	182	4,726	26,621	29,400	2,779	29,319	2,698
Credit Card Fees & Interest Expense	18,613	19,084	471	21,603	122,791	133,588	10,797	142,939	20,148

**Bella Vista POA**  
**Water Utility Consolidated-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Year to Year	
	MTD July 2020				YTD July 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Bad Debts	(445)	200	645	326	1,727	1,400	(327)	385	(1,342)
Uniforms	50	0	(50)	0	3,959	3,600	(359)	3,539	(421)
Investment Fund Fees	0	0	0	0	0	0	0	1,311	1,311
Discounts Earned	0	0	0	(18)	0	0	0	(51)	(51)
Other	12	0	(12)	(0)	571	0	(571)	409	(162)
<b>Total Operating Expenses</b>	<b>299,049</b>	<b>286,995</b>	<b>(12,053)</b>	<b>264,037</b>	<b>1,946,161</b>	<b>1,862,703</b>	<b>(83,458)</b>	<b>1,723,620</b>	<b>(222,541)</b>
<b>EBITDA</b>	<b>412,187</b>	<b>320,899</b>	<b>91,288</b>	<b>320,680</b>	<b>2,485,721</b>	<b>1,749,561</b>	<b>736,160</b>	<b>1,703,204</b>	<b>782,517</b>
Allocations - MAC	37,885	37,885	0	37,639	259,099	259,099	0	263,475	4,376
Allocations - F & A	70,678	70,678	0	70,618	487,626	487,626	0	494,324	6,698
<b>Total Allocations</b>	<b>108,563</b>	<b>108,563</b>	<b>0</b>	<b>108,257</b>	<b>746,725</b>	<b>746,725</b>	<b>0</b>	<b>757,799</b>	<b>11,074</b>
<b>Pre Depreciation Gross</b>	<b>303,624</b>	<b>212,336</b>	<b>91,288</b>	<b>212,423</b>	<b>1,738,996</b>	<b>1,002,836</b>	<b>736,160</b>	<b>945,405</b>	<b>793,591</b>
Depreciation	109,452	111,091	1,639	108,036	764,113	774,511	10,398	702,413	(61,700)
<b>Net Income / Cost of Operations</b>	<b>194,171</b>	<b>101,245</b>	<b>92,927</b>	<b>104,387</b>	<b>974,883</b>	<b>228,325</b>	<b>746,558</b>	<b>242,992</b>	<b>731,890</b>



**Bella Vista POA**  
**POA w/o Water-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD July 2020 Actual	Budget	VAR		Actual	YTD July 2020 Actual	Budget		
Salary and Wages	1,079,481	1,119,589	40,108	725,100	5,144,449	5,529,285	384,837	4,899,324	(245,124)
Employee Benefits	191,538	215,249	23,711	159,846	1,122,031	1,274,132	152,101	1,191,766	69,735
Memberships, Training and Travel	7,001	8,880	1,879	7,618	68,030	115,183	47,153	85,258	17,228
Supplies	106,343	91,736	(14,607)	109,281	564,576	632,105	67,529	623,411	58,835
Fuel and Oil	15,762	21,500	5,738	20,249	78,438	114,891	36,453	110,088	31,650
Equipment and Tools	3,824	7,964	4,140	9,896	114,643	190,486	75,843	177,568	62,924
Lease, Rents and Licenses	72,869	75,228	2,359	72,981	503,385	532,810	29,425	515,414	12,029
Maintenance and Repairs	64,224	58,194	(6,030)	81,980	468,011	606,706	138,695	503,786	35,775
Maintenance and Service Agreements	32,075	36,758	4,683	32,171	251,046	299,005	47,959	295,058	44,012
Outside Contracts	36,969	34,130	(2,839)	28,625	209,019	230,084	21,065	214,455	5,436
Professional Services	59,613	67,001	7,388	1,107,292	340,328	345,439	5,111	2,563,666	2,223,339
Insurance	43,459	45,951	2,492	41,428	304,058	305,516	1,458	288,509	(15,549)
Utilities	102,559	104,554	1,995	90,914	547,701	619,881	72,180	554,085	6,384
Taxes and Permits	35,108	27,641	(7,467)	30,728	236,777	248,362	11,585	258,574	21,797
Postage	1,621	5,853	4,232	7,136	59,549	50,452	(9,097)	44,566	(14,983)
Credit Card Fees & Interest Expense	24,379	22,449	(1,929)	29,140	138,140	150,867	12,727	143,515	5,375
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	2,232	11,017	8,785	17,637	84,488	100,116	15,628	117,318	32,831
Bad Debts	11,384	10,650	(734)	6,895	77,825	73,150	(4,675)	33,698	(44,127)
Uniforms	7,586	600	(6,986)	897	23,323	29,157	5,834	19,496	(3,827)
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Discounts Earned	(9,324)	(13,280)	(3,956)	(8,129)	(37,161)	(69,460)	(32,299)	(54,972)	(17,811)
Inter Company Interest Exp	2,863	4,390	1,527	12,612	29,826	31,865	2,039	12,612	(17,214)
Other	1,141	4,854	3,713	4,097	39,103	39,350	247	33,151	(5,952)
<b>Total Operating Expenses</b>	<b>1,892,706</b>	<b>1,960,908</b>	<b>68,202</b>	<b>2,588,395</b>	<b>10,408,455</b>	<b>11,520,082</b>	<b>1,111,627</b>	<b>12,670,416</b>	<b>2,261,961</b>
<b>EBITDA</b>	<b>(240,717)</b>	<b>(296,018)</b>	<b>55,301</b>	<b>(1,017,136)</b>	<b>320,549</b>	<b>(412,283)</b>	<b>732,831</b>	<b>(1,195,617)</b>	<b>1,516,165</b>
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(259,099)	(259,099)	0	(263,475)	(4,376)
Allocations - F & A	(70,678)	(70,678)	0	(70,618)	(487,626)	(487,626)	0	(494,324)	(6,698)
<b>Total Allocations</b>	<b>(108,563)</b>	<b>(108,563)</b>	<b>0</b>	<b>(108,257)</b>	<b>(746,725)</b>	<b>(746,725)</b>	<b>0</b>	<b>(757,799)</b>	<b>(11,074)</b>
<b>Pre Depreciation Gross</b>	<b>(132,154)</b>	<b>(187,455)</b>	<b>55,301</b>	<b>(908,880)</b>	<b>1,067,274</b>	<b>334,442</b>	<b>732,831</b>	<b>(437,818)</b>	<b>1,505,092</b>
Depreciation	159,231	164,468	5,237	165,992	1,131,584	1,133,903	2,319	1,188,672	57,088

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**POA w/o Water-All**  
**For the Seven Months Ending July 31, 2020**

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	Actual	MTD July 2020 Budget	VAR		Actual	YTD July 2020 Budget	VAR		Prior Year Actual
Net Income / Cost of Operations	<u>(291,385)</u>	<u>(351,923)</u>	<u>60,538</u>	<u>(1,074,871)</u>	<u>(64,310)</u>	<u>(799,461)</u>	<u>735,151</u>	<u>(1,626,490)</u>	<u>1,562,180</u>



**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	MTD July 2020 Budget	VAR		Actual	Actual	YTD July 2020 Budget		
<b>Income</b>									
Food and Beverage	142,560	214,145	(71,585)	207,861	849,059	1,169,495	(320,436)	1,147,525	(298,466)
Facility Use Fees	(5,430)	(3,030)	(2,400)	(8,829)	(63,286)	(23,042)	(40,244)	(35,809)	(27,477)
Rebates	0	0	0	0	483	0	483	469	14
Other	500	0	500	1,178	7,248	2,500	4,748	1,554	5,694
<b>Total Income</b>	<b>137,630</b>	<b>211,115</b>	<b>(73,485)</b>	<b>200,209</b>	<b>793,504</b>	<b>1,148,953</b>	<b>(355,449)</b>	<b>1,113,739</b>	<b>(320,235)</b>
Food and Beverage	63,266	78,738	15,473	78,817	316,580	425,928	109,348	422,649	106,069
<b>Total Cost of Goods</b>	<b>63,266</b>	<b>78,738</b>	<b>15,473</b>	<b>78,817</b>	<b>316,580</b>	<b>425,928</b>	<b>109,348</b>	<b>422,649</b>	<b>106,069</b>
<b>Gross Profit</b>	<b>74,364</b>	<b>132,377</b>	<b>(58,013)</b>	<b>121,391</b>	<b>476,924</b>	<b>723,025</b>	<b>(246,101)</b>	<b>691,091</b>	<b>(214,166)</b>
<b>Expenses</b>									
Salary and Wages	118,770	128,033	9,263	90,659	568,450	650,730	82,280	610,360	41,910
Employee Benefits	17,298	14,255	(3,043)	12,038	83,888	73,144	(10,744)	85,022	1,134
Memberships, Training and Travel	496	445	(51)	444	8,003	10,565	2,562	13,110	5,107
Supplies	8,881	10,695	1,814	11,486	52,709	64,650	11,941	69,011	16,302
Fuel and Oil	0	0	0	122	429	0	(429)	639	210
Equipment and Tools	2,615	0	(2,615)	1,744	4,027	3,000	(1,027)	4,603	575
Lease, Rents and Licenses	842	140	(702)	269	3,003	980	(2,023)	2,128	(875)
Maintenance and Repairs	180	75	(105)	260	2,311	450	(1,861)	2,078	(233)
Maintenance and Service Agreements	620	695	75	741	3,816	4,265	449	5,419	1,603
Outside Contracts	407	360	(47)	143	1,894	2,963	1,069	1,013	(882)
Insurance	469	819	350	1,211	3,349	4,204	855	8,288	4,939
Utilities	5,754	5,578	(176)	4,075	28,607	35,596	6,989	36,084	7,476
Taxes and Permits	0	60	60	0	5,865	2,180	(3,685)	5,673	(192)
Postage	0	0	0	0	69	0	(69)	47	(22)
Credit Card Fees & Interest Expense	4,211	5,977	1,766	5,993	24,379	33,220	8,841	31,090	6,711
Advertising Expense	2,050	1,325	(725)	4,250	9,583	10,425	842	24,262	14,680
Uniforms	3,317	0	(3,317)	134	4,043	2,500	(1,543)	2,469	(1,574)
Discounts Earned	0	0	0	(40)	0	0	0	(131)	(131)
Other	7	0	(7)	196	1,903	0	(1,903)	1,961	58
<b>Total Operating Expenses</b>	<b>165,915</b>	<b>168,457</b>	<b>2,542</b>	<b>133,725</b>	<b>806,329</b>	<b>898,872</b>	<b>92,543</b>	<b>903,125</b>	<b>96,796</b>
<b>EBITDA</b>	<b>(91,551)</b>	<b>(36,080)</b>	<b>(55,471)</b>	<b>(12,334)</b>	<b>(329,405)</b>	<b>(175,847)</b>	<b>(153,558)</b>	<b>(212,034)</b>	<b>(117,370)</b>

**Bella Vista POA**  
**Food and Beverage Division - Tommy Lee-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	Actual	MTD July 2020 Budget	VAR		Actual	Budget	YTD July 2020 VAR		Prior Year Actual
<b>Pre Depreciation Gross</b>	(91,551)	(36,080)	(55,471)	(12,334)	(329,405)	(175,847)	(153,558)	(212,034)	(117,370)
Depreciation	403	404	1	402	2,823	2,828	5	2,815	(8)
<b>Net Income / Cost of Operations</b>	<u>(91,954)</u>	<u>(36,484)</u>	<u>(55,470)</u>	<u>(12,736)</u>	<u>(332,227)</u>	<u>(178,675)</u>	<u>(153,552)</u>	<u>(214,849)</u>	<u>(117,378)</u>

**Bella Vista POA  
Clubhouses-All  
For the Seven Months Ending July 31, 2020**

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	MTD July 2020 Actual	Budget	VAR		YTD July 2020 Budget	VAR	Prior Year Actual		
<b>Income</b>									
Rents - Leases Facilities	1,000	1,000	0	500	7,000	7,000	0	3,500	3,500
<b>Total Income</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>7,000</b>	<b>7,000</b>	<b>0</b>	<b>3,500</b>	<b>3,500</b>
<b>Gross Profit</b>	<b>1,000</b>	<b>1,000</b>	<b>0</b>	<b>500</b>	<b>7,000</b>	<b>7,000</b>	<b>0</b>	<b>3,500</b>	<b>3,500</b>
<b>Expenses</b>									
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	106	0	(106)	54	455	0	(455)	108	(347)
Supplies	6,794	450	(6,344)	443	16,470	2,950	(13,520)	3,461	(13,009)
Equipment and Tools	(18,468)	1,900	20,368	902	(5,936)	13,600	19,536	6,040	11,976
Maintenance and Repairs	7,851	7,875	24	12,865	50,155	54,475	4,320	45,455	(4,700)
Maintenance and Service Agreements	4,997	7,759	2,762	5,945	33,953	48,678	14,725	39,043	5,090
Outside Contracts	2,081	0	(2,081)	1,870	6,127	3,181	(2,946)	5,693	(434)
Insurance	0	0	0	0	1	0	(1)	0	(1)
Utilities	11,722	14,630	2,908	9,856	67,234	86,035	18,801	63,061	(4,172)
Taxes and Permits	12	0	(12)	79	373	0	(373)	299	(75)
Discounts Earned	0	0	0	(23)	0	0	0	(39)	(39)
<b>Total Operating Expenses</b>	<b>15,095</b>	<b>32,614</b>	<b>17,519</b>	<b>31,991</b>	<b>168,941</b>	<b>208,919</b>	<b>39,978</b>	<b>163,121</b>	<b>(5,820)</b>
<b>EBITDA</b>	<b>(14,095)</b>	<b>(31,614)</b>	<b>17,519</b>	<b>(31,491)</b>	<b>(161,941)</b>	<b>(201,919)</b>	<b>39,978</b>	<b>(159,621)</b>	<b>(2,320)</b>
Allocations - F & A	(3,107)	(3,107)	0	(6,744)	(21,015)	(21,015)	0	(47,209)	(26,194)
<b>Total Allocations</b>	<b>(3,107)</b>	<b>(3,107)</b>	<b>0</b>	<b>(6,744)</b>	<b>(21,015)</b>	<b>(21,015)</b>	<b>0</b>	<b>(47,209)</b>	<b>(26,194)</b>
<b>Pre Depreciation Gross</b>	<b>(10,988)</b>	<b>(28,507)</b>	<b>17,519</b>	<b>(24,747)</b>	<b>(140,926)</b>	<b>(180,904)</b>	<b>39,978</b>	<b>(112,412)</b>	<b>(28,514)</b>
Depreciation	49,045	48,440	(605)	48,415	342,236	339,080	(3,156)	339,342	(2,894)
<b>Net Income / Cost of Operations</b>	<b>(60,033)</b>	<b>(76,947)</b>	<b>16,914</b>	<b>(73,162)</b>	<b>(483,162)</b>	<b>(519,984)</b>	<b>36,822</b>	<b>(451,753)</b>	<b>(31,408)</b>

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	Actual	MTD July 2020 Budget	VAR		Actual	YTD July 2020 Budget	VAR		
<b>Income</b>									
Other	0	0	0	0	79	0	79	525	(447)
<b>Total Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>525</b>	<b>(447)</b>
<b>Gross Profit</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>79</b>	<b>0</b>	<b>79</b>	<b>525</b>	<b>(447)</b>
<b>Expenses</b>									
Salary and Wages	240,678	244,124	3,446	161,959	1,061,231	1,163,368	102,137	1,014,544	(46,686)
Employee Benefits	26,936	26,689	(247)	19,564	122,011	137,602	15,590	126,873	4,861
Memberships, Training and Travel	420	0	(420)	1,440	4,678	8,355	3,677	11,945	7,268
Supplies	65,146	59,959	(5,187)	71,209	351,936	381,339	29,404	407,581	55,645
Fuel and Oil	8,494	11,300	2,806	10,737	37,026	57,841	20,815	51,847	14,821
Equipment and Tools	756	325	(431)	449	10,237	18,479	8,242	28,756	18,518
Lease, Rents and Licenses	44,494	46,425	1,931	46,239	317,547	324,975	7,428	307,423	(10,124)
Maintenance and Repairs	34,581	19,165	(15,416)	27,596	260,156	260,852	696	191,186	(68,970)
Maintenance and Service Agreements	678	951	273	968	6,354	7,093	739	6,724	370
Outside Contracts	2,321	260	(2,061)	878	5,830	10,372	4,542	8,167	2,337
Professional Services	0	800	800	0	0	3,425	3,425	9,140	9,140
Insurance	968	1,615	647	2,201	7,087	7,468	381	14,675	7,589
Utilities	31,080	32,283	1,203	25,943	124,763	154,390	29,627	122,356	(2,407)
Taxes and Permits	1,730	696	(1,034)	367	7,101	37,268	30,167	36,762	29,661
Postage	0	95	95	0	91	315	224	66	(25)
Uniforms	1,573	0	(1,573)	33	8,191	9,025	834	7,309	(882)
Discounts Earned	0	0	0	(19)	0	0	0	(76)	(76)
<b>Total Operating Expenses</b>	<b>459,856</b>	<b>444,687</b>	<b>(15,169)</b>	<b>369,563</b>	<b>2,324,237</b>	<b>2,582,167</b>	<b>257,930</b>	<b>2,345,278</b>	<b>21,040</b>
<b>EBITDA</b>	<b>(459,856)</b>	<b>(444,687)</b>	<b>(15,169)</b>	<b>(369,563)</b>	<b>(2,324,159)</b>	<b>(2,582,167)</b>	<b>258,009</b>	<b>(2,344,752)</b>	<b>20,594</b>
<b>Pre Depreciation Gross</b>	<b>(459,856)</b>	<b>(444,687)</b>	<b>(15,169)</b>	<b>(369,563)</b>	<b>(2,324,159)</b>	<b>(2,582,167)</b>	<b>258,009</b>	<b>(2,344,752)</b>	<b>20,594</b>
Depreciation	47,806	48,865	1,059	54,157	345,894	347,140	1,246	395,311	49,418
<b>Net Income / Cost of Operations</b>	<b><u>(507,662)</u></b>	<b><u>(493,552)</u></b>	<b><u>(14,110)</u></b>	<b><u>(423,720)</u></b>	<b><u>(2,670,052)</u></b>	<b><u>(2,929,307)</u></b>	<b><u>259,255</u></b>	<b><u>(2,740,064)</u></b>	<b><u>70,011</u></b>

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

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Income</b>									
Golf	356,074	309,187	46,887	350,606	2,443,415	2,471,622	(28,207)	2,741,589	(298,174)
Pro Shop	69,299	58,854	10,445	57,062	264,021	313,504	(49,482)	312,120	(48,099)
Commissions	340	207	133	207	854	484	370	484	370
Other	2,216	(2,006)	4,222	(2,786)	12,040	11,336	704	10,748	1,293
<b>Total Income</b>	<b>427,929</b>	<b>366,242</b>	<b>61,687</b>	<b>405,088</b>	<b>2,720,331</b>	<b>2,796,946</b>	<b>(76,615)</b>	<b>3,064,941</b>	<b>(344,610)</b>
<b>Total Cost of Goods</b>									
Food and Beverage	0	0	0	0	(143)	0	143	0	143
Pro Shop	50,786	43,710	(7,076)	41,278	198,949	230,806	31,858	231,046	32,097
<b>Total Cost of Goods</b>	<b>50,786</b>	<b>43,710</b>	<b>(7,076)</b>	<b>41,278</b>	<b>198,806</b>	<b>230,806</b>	<b>32,001</b>	<b>231,046</b>	<b>32,241</b>
<b>Gross Profit</b>	<b>377,143</b>	<b>322,532</b>	<b>54,611</b>	<b>363,810</b>	<b>2,521,525</b>	<b>2,566,139</b>	<b>(44,614)</b>	<b>2,833,894</b>	<b>(312,369)</b>
<b>Expenses</b>									
Salary and Wages	149,733	147,173	(2,560)	92,507	656,032	708,731	52,699	571,183	(84,849)
Employee Benefits	18,085	15,379	(2,706)	10,435	79,145	78,931	(214)	67,581	(11,564)
Memberships, Training and Travel	666	400	(266)	803	6,274	12,916	6,642	10,204	3,930
Supplies	3,077	4,590	1,513	3,953	21,548	45,989	24,441	26,635	5,087
Fuel and Oil	96	172	76	172	772	1,814	1,042	1,759	987
Equipment and Tools	3,225	149	(3,076)	1,465	17,130	11,009	(6,121)	22,586	5,456
Lease, Rents and Licenses	20,050	22,517	2,467	22,326	146,940	163,683	16,743	163,783	16,842
Maintenance and Repairs	4,531	282	(4,249)	769	13,597	18,811	5,214	35,240	21,643
Maintenance and Service Agreements	7,069	7,956	887	7,853	49,541	53,614	4,073	53,635	4,094
Outside Contracts	8,511	4,155	(4,356)	3,744	25,210	24,262	(948)	20,536	(4,674)
Professional Services	0	0	0	0	0	1,300	1,300	0	0
Insurance	637	946	309	1,284	4,441	4,461	20	8,379	3,938
Utilities	12,893	12,978	85	12,747	73,611	74,419	808	73,216	(395)
Taxes and Permits	195	9	(186)	54	6,329	4,630	(1,699)	7,903	1,573
Postage	30	28	(2)	28	110	497	387	506	396
Credit Card Fees & Interest Expense	11,401	9,002	(2,399)	11,560	66,409	66,358	(51)	64,371	(2,038)
Advertising Expense	0	3,092	3,092	3,092	0	17,471	17,471	17,468	17,468
Uniforms	1,108	50	(1,058)	196	1,774	2,041	267	940	(834)
Discounts Earned	0	0	0	(42)	0	0	0	(104)	(104)
Other	(30)	71	101	212	216	4,869	4,653	(3,270)	(3,485)
<b>Total Operating Expenses</b>	<b>241,277</b>	<b>228,949</b>	<b>(12,328)</b>	<b>173,159</b>	<b>1,169,080</b>	<b>1,295,805</b>	<b>126,725</b>	<b>1,142,550</b>	<b>(26,531)</b>

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	Actual	Budget	VAR		Actual	Budget	VAR		
<b>EBITDA</b>	135,866	93,583	42,283	190,651	1,352,445	1,270,334	82,111	1,691,345	(338,900)
<b>Pre Depreciation Gross</b>	135,866	93,583	42,283	190,651	1,352,445	1,270,334	82,111	1,691,345	(338,900)
Depreciation	4,014	5,099	1,085	3,802	28,028	29,195	1,167	26,615	(1,413)
<b>Net Income / Cost of Operations</b>	<u>131,852</u>	<u>88,484</u>	<u>43,368</u>	<u>186,849</u>	<u>1,324,417</u>	<u>1,241,139</u>	<u>83,278</u>	<u>1,664,730</u>	<u>(340,313)</u>

**Bella Vista POA**  
**Rec Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Income</b>									
Food and Beverage	7,733	8,980	(1,247)	9,045	20,889	25,926	(5,037)	25,747	(4,857)
Other Recreation	9,630	11,537	(1,907)	11,343	27,721	40,932	(13,211)	36,887	(9,166)
RV	32,180	34,922	(2,742)	33,359	179,585	192,491	(12,906)	183,821	(4,237)
Facility Use Fees	35,236	40,961	(5,725)	76,437	171,880	226,294	(54,414)	373,445	(201,565)
Boat	46,676	37,780	8,896	39,562	168,271	143,677	24,594	152,569	15,702
Other	1,530	830	700	1,241	5,900	15,741	(9,841)	9,018	(3,118)
<b>Total Income</b>	<b>132,985</b>	<b>135,010</b>	<b>(2,025)</b>	<b>170,988</b>	<b>574,247</b>	<b>645,061</b>	<b>(70,814)</b>	<b>781,487</b>	<b>(207,240)</b>
Food and Beverage	3,749	4,138	389	3,949	10,422	12,490	2,068	11,418	997
Recreation	8,096	10,620	2,524	10,418	21,024	28,635	7,611	24,589	3,565
<b>Total Cost of Goods</b>	<b>11,845</b>	<b>14,758</b>	<b>2,913</b>	<b>14,366</b>	<b>31,446</b>	<b>41,125</b>	<b>9,679</b>	<b>36,007</b>	<b>4,561</b>
<b>Gross Profit</b>	<b>121,140</b>	<b>120,252</b>	<b>888</b>	<b>156,622</b>	<b>542,801</b>	<b>603,936</b>	<b>(61,135)</b>	<b>745,480</b>	<b>(202,679)</b>
<b>Expenses</b>									
Salary and Wages	110,838	120,745	9,907	79,541	426,226	496,987	70,760	418,853	(7,373)
Employee Benefits	12,274	13,058	784	8,952	50,927	58,005	7,078	49,857	(1,070)
Memberships, Training and Travel	741	1,950	1,209	613	7,671	7,655	(16)	5,380	(2,290)
Supplies	7,570	7,472	(98)	8,332	39,346	54,506	15,160	47,626	8,280
Fuel and Oil	230	375	145	230	1,014	1,970	956	3,310	2,296
Equipment and Tools	695	200	(495)	2,148	43,334	85,708	42,374	84,742	41,408
Lease, Rents and Licenses	172	228	56	325	1,449	1,556	107	1,529	79
Maintenance and Repairs	5,075	18,445	13,370	26,068	56,431	148,175	91,744	121,873	65,442
Maintenance and Service Agreements	7,176	9,004	1,828	7,476	39,006	53,121	14,115	45,852	6,846
Outside Contracts	5,976	8,777	2,801	10,546	17,460	34,188	16,728	34,957	17,497
Professional Services	0	0	0	78	0	0	0	78	78
Insurance	498	694	196	1,199	3,023	2,925	(98)	5,964	2,941
Utilities	25,991	24,252	(1,739)	23,305	143,105	154,782	11,677	147,327	4,222
Taxes and Permits	44	103	59	190	3,836	5,072	1,236	6,545	2,708
Postage	0	0	0	7	46	0	(46)	34	(13)
Credit Card Fees & Interest Expense	(1,492)	3,480	4,972	3,791	15,910	15,949	39	15,900	(10)
Uniforms	0	250	250	0	856	2,200	1,344	870	14
Discounts Earned	0	0	0	(54)	0	0	0	(157)	(157)
Other	750	1,798	1,048	2,099	3,139	8,811	5,672	7,378	4,239

**Bella Vista POA**  
**Rec Division - Joan G.(40,41,53,42,43,45,46,49,50,55,57,58,59)-All**  
**For the Seven Months Ending July 31, 2020**

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Total Operating Expenses</b>	176,539	210,830	34,292	174,846	852,779	1,131,609	278,831	997,918	145,139
<b>EBITDA</b>	(55,399)	(90,578)	35,180	(18,224)	(309,978)	(527,673)	217,696	(252,438)	(57,540)
<b>Pre Depreciation Gross</b>	(55,399)	(90,578)	35,180	(18,224)	(309,978)	(527,673)	217,696	(252,438)	(57,540)
Depreciation	30,295	31,189	894	26,984	212,480	213,549	1,069	192,923	(19,557)
<b>Net Income / Cost of Operations</b>	<u>(85,693)</u>	<u>(121,767)</u>	<u>36,074</u>	<u>(45,208)</u>	<u>(522,458)</u>	<u>(741,222)</u>	<u>218,764</u>	<u>(445,361)</u>	<u>(77,097)</u>



**Bella Vista POA**  
**Maint and Const - Mike Taggart -(60,61,62,63,64,65,67,47,54)-All**  
**For the Seven Months Ending July 31, 2020**

	MTD				YTD				
	Actual	MTD July 2020 Budget	VAR	Prior Year Actual	Actual	YTD July 2020 Budget	VAR	Prior Year Actual	Year to Year Actual Compared
<b>Income</b>									
City of Bella Vista	0	0	0	50	383	0	383	396	(13)
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	48,137	47,810	327	44,254	3,884
Other	0	0	0	0	56	0	56	0	56
<b>Total Income</b>	<b>3,264</b>	<b>3,200</b>	<b>64</b>	<b>3,250</b>	<b>48,577</b>	<b>47,810</b>	<b>767</b>	<b>52,824</b>	<b>(4,248)</b>
<b>Gross Profit</b>	<b>3,264</b>	<b>3,200</b>	<b>64</b>	<b>3,250</b>	<b>48,577</b>	<b>47,810</b>	<b>767</b>	<b>52,824</b>	<b>(4,248)</b>
<b>Expenses</b>									
Salary and Wages	146,356	163,446	17,090	97,170	761,826	833,683	71,857	753,241	(8,586)
Employee Benefits	17,600	19,930	2,330	11,183	94,255	106,247	11,992	98,752	4,498
Memberships, Training and Travel	89	0	(89)	0	188	2,135	1,947	382	194
Supplies	533	1,990	1,457	886	5,577	10,050	4,473	6,741	1,164
Fuel and Oil	5,010	6,800	1,790	6,108	28,277	39,013	10,736	36,942	8,665
Equipment and Tools	120	75	(45)	537	6,600	26,905	20,305	9,356	2,756
Lease, Rents and Licenses	18	194	176	18	135	1,358	1,223	133	(2)
Maintenance and Repairs	5,458	9,510	4,052	11,152	51,318	74,025	22,707	72,603	21,285
Maintenance and Service Agreements	655	722	67	529	3,544	3,884	340	3,417	(127)
Outside Contracts	3,299	7,350	4,051	3,221	4,580	9,450	4,870	3,939	(641)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	792	1,660	868	3,175	7,766	8,435	669	24,754	16,988
Utilities	3,036	3,004	(32)	3,103	22,620	23,867	1,247	22,315	(305)
Taxes and Permits	2,276	100	(2,176)	759	5,154	2,877	(2,277)	3,992	(1,162)
Uniforms	(577)	0	577	0	3,376	5,241	1,865	4,086	711
Discounts Earned	0	0	0	(9)	0	0	0	(9)	(9)
Other	36	0	(36)	445	409	350	(59)	1,345	936
<b>Total Operating Expenses</b>	<b>184,701</b>	<b>214,781</b>	<b>30,079</b>	<b>138,275</b>	<b>995,624</b>	<b>1,147,521</b>	<b>151,896</b>	<b>1,046,777</b>	<b>51,153</b>
<b>EBITDA</b>	<b>(181,437)</b>	<b>(211,581)</b>	<b>30,143</b>	<b>(135,025)</b>	<b>(947,047)</b>	<b>(1,099,711)</b>	<b>152,663</b>	<b>(993,953)</b>	<b>46,905</b>
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(259,099)	(259,099)	0	(263,475)	(4,376)
<b>Total Allocations</b>	<b>(37,885)</b>	<b>(37,885)</b>	<b>0</b>	<b>(37,639)</b>	<b>(259,099)</b>	<b>(259,099)</b>	<b>0</b>	<b>(263,475)</b>	<b>(4,376)</b>
<b>Pre Depreciation Gross</b>	<b>(143,552)</b>	<b>(173,696)</b>	<b>30,143</b>	<b>(97,386)</b>	<b>(687,948)</b>	<b>(840,612)</b>	<b>152,663</b>	<b>(730,478)</b>	<b>42,529</b>

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

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	Actual	MTD July 2020 Budget	VAR		Actual	YTD July 2020 Budget	VAR		Prior Year Actual
Depreciation	9,722	11,232	1,510	12,051	72,709	74,222	1,513	88,874	16,165
<b>Net Income / Cost of Operations</b>	<u><u>(153,274)</u></u>	<u><u>(184,928)</u></u>	<u><u>31,654</u></u>	<u><u>(109,437)</u></u>	<u><u>(760,657)</u></u>	<u><u>(914,834)</u></u>	<u><u>154,176</u></u>	<u><u>(819,351)</u></u>	<u><u>58,694</u></u>

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

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
<b>Income</b>									
City of Bella Vista	0	0	0	2,903	5,806	5,806	0	5,806	0
Food and Beverage	150	150	(0)	142	569	635	(66)	366	204
Other Recreation	295	730	(435)	703	1,489	3,800	(2,311)	3,576	(2,087)
RV	1,151	1,000	151	1,492	102,697	98,000	4,697	82,302	20,396
Facility Use Fees	6,622	6,365	257	9,085	36,346	47,279	(10,933)	58,723	(22,376)
Boat	9,550	8,450	1,100	13,602	243,082	182,965	60,117	314,215	(71,133)
Donations Received	0	20	(20)	0	21	40	(19)	50	(29)
Other	(24)	0	(24)	(1)	(223)	0	(223)	1,348	(1,571)
<b>Total Income</b>	<b>17,743</b>	<b>16,715</b>	<b>1,028</b>	<b>27,926</b>	<b>389,788</b>	<b>338,525</b>	<b>51,263</b>	<b>466,385</b>	<b>(76,597)</b>
Food and Beverage	(430)	0	430	21	(372)	0	372	(23)	349
Recreation	3,518	1,625	(1,893)	2,190	11,985	15,145	3,160	17,003	5,018
<b>Total Cost of Goods</b>	<b>3,088</b>	<b>1,625</b>	<b>(1,463)</b>	<b>2,212</b>	<b>11,613</b>	<b>15,145</b>	<b>3,532</b>	<b>16,980</b>	<b>5,367</b>
<b>Gross Profit</b>	<b>14,655</b>	<b>15,090</b>	<b>(435)</b>	<b>25,715</b>	<b>378,175</b>	<b>323,380</b>	<b>54,795</b>	<b>449,406</b>	<b>(71,231)</b>
<b>Expenses</b>									
Salary and Wages	49,008	53,559	4,551	33,799	236,741	257,030	20,290	218,035	(18,706)
Employee Benefits	5,616	6,095	478	3,462	28,339	31,547	3,208	27,774	(565)
Memberships, Training and Travel	0	0	0	114	332	4,330	3,998	379	47
Supplies	11,590	1,675	(9,915)	10,331	40,078	38,305	(1,773)	37,562	(2,516)
Fuel and Oil	1,726	2,600	874	2,653	9,961	12,700	2,739	14,120	4,159
Equipment and Tools	8,100	0	(8,100)	129	10,221	17,200	6,979	8,441	(1,780)
Lease, Rents and Licenses	18	10	(8)	268	135	100	(35)	384	249
Maintenance and Repairs	6,053	2,285	(3,768)	2,899	30,653	47,040	16,387	33,662	3,009
Maintenance and Service Agreements	2,962	2,370	(592)	2,805	13,040	15,510	2,470	14,831	1,791
Outside Contracts	1,396	2,430	1,034	739	11,329	16,255	4,926	12,400	1,071
Insurance	184	360	176	982	1,847	1,672	(175)	6,623	4,776
Utilities	3,258	3,030	(228)	2,887	25,647	26,151	504	24,230	(1,417)
Taxes and Permits	683	0	(683)	182	2,191	100	(2,091)	725	(1,466)
Postage	0	20	20	13	0	140	140	91	91
Credit Card Fees & Interest Expense	6,822	650	(6,172)	726	12,640	10,120	(2,520)	12,317	(323)
Uniforms	1,252	0	(1,252)	556	2,964	1,950	(1,014)	1,657	(1,307)
Discounts Earned	0	0	0	(19)	0	0	0	(32)	(32)

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

	MTD			Prior Year	YTD			Year to Year	
	MTD July 2020		Actual		YTD July 2020		Prior Year		Actual Compared
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Other	0	0	0	0	30	0	(30)	23	(7)
<b>Total Operating Expenses</b>	<b>98,669</b>	<b>75,084</b>	<b>(23,585)</b>	<b>62,524</b>	<b>426,148</b>	<b>480,150</b>	<b>54,003</b>	<b>413,223</b>	<b>(12,925)</b>
<b>EBITDA</b>	<b>(84,014)</b>	<b>(59,994)</b>	<b>(24,020)</b>	<b>(36,810)</b>	<b>(47,973)</b>	<b>(156,770)</b>	<b>108,798</b>	<b>36,183</b>	<b>(84,155)</b>
<b>Pre Depreciation Gross</b>	<b>(84,014)</b>	<b>(59,994)</b>	<b>(24,020)</b>	<b>(36,810)</b>	<b>(47,973)</b>	<b>(156,770)</b>	<b>108,798</b>	<b>36,183</b>	<b>(84,155)</b>
Depreciation	8,387	9,129	742	9,361	58,481	58,398	(83)	67,874	9,393
<b>Net Income / Cost of Operations</b>	<b><u>(92,401)</u></b>	<b><u>(69,123)</u></b>	<b><u>(23,278)</u></b>	<b><u>(46,170)</u></b>	<b><u>(106,454)</u></b>	<b><u>(215,168)</u></b>	<b><u>108,715</u></b>	<b><u>(31,691)</u></b>	<b><u>(74,763)</u></b>

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	Actual	MTD July 2020 Budget	VAR		Actual	Actual	YTD July 2020 Budget		
<b>Income</b>									
Assessments	833,576	885,460	(51,884)	683,103	5,710,578	5,757,300	(46,722)	4,730,925	979,653
Facility Use Fees	31,257	25,660	5,597	33,077	272,201	224,262	47,939	268,032	4,168
Investment Income	50	0	50	25	315	0	315	5,008	(4,694)
Lot Sales	13,627	26,000	(12,373)	76,303	166,545	118,000	48,545	146,390	20,154
Transfer Fees	72,150	83,053	(10,903)	63,760	374,550	396,135	(21,585)	300,970	73,580
Past Due Collections	14,093	22,350	(8,257)	28,760	114,809	153,300	(38,491)	100,599	14,209
Advertising Income	7,373	9,000	(1,627)	8,421	93,889	97,300	(3,411)	91,943	1,946
Rebates	80,011	0	80,011	0	80,011	0	80,011	53,147	26,864
POA Lot Inventory Valuation	798	12,000	(11,203)	73	7,513	42,000	(34,487)	(112,735)	120,247
Water Rent Income	5,806	5,806	0	5,637	40,642	40,642	0	39,459	1,183
Cell Tower Rents	0	0	0	0	0	0	0	1,069,000	(1,069,000)
Legal Fees	390	750	(360)	705	10,429	5,250	5,179	3,129	7,301
NSF Fees	475	350	125	100	3,350	2,250	1,100	2,325	1,025
Other	816	10	806	6	(120,910)	70	(120,980)	(115)	(120,795)
<b>Total Income</b>	<b>1,060,422</b>	<b>1,070,439</b>	<b>(10,017)</b>	<b>899,971</b>	<b>6,753,922</b>	<b>6,836,509</b>	<b>(82,587)</b>	<b>6,698,079</b>	<b>55,843</b>
<b>Gross Profit</b>	<b>1,060,422</b>	<b>1,070,439</b>	<b>(10,017)</b>	<b>899,971</b>	<b>6,753,922</b>	<b>6,836,509</b>	<b>(82,587)</b>	<b>6,698,079</b>	<b>55,843</b>
<b>Expenses</b>									
Salary and Wages	264,097	262,509	(1,589)	169,465	1,433,845	1,418,756	(15,089)	1,313,108	(120,737)
Employee Benefits	93,729	119,844	26,115	94,212	663,454	788,656	125,202	735,907	72,453
Memberships, Training and Travel	4,483	6,085	1,602	4,149	40,430	69,227	28,797	43,749	3,320
Supplies	2,753	4,905	2,152	2,642	36,913	34,316	(2,597)	24,794	(12,118)
Fuel and Oil	205	253	48	227	960	1,553	593	1,471	511
Equipment and Tools	6,781	5,315	(1,466)	2,522	29,029	14,585	(14,444)	13,043	(15,986)
Lease, Rents and Licenses	7,274	5,714	(1,560)	3,536	34,177	40,158	5,981	40,036	5,859
Maintenance and Repairs	495	557	63	371	3,389	2,878	(511)	1,688	(1,701)
Maintenance and Service Agreements	7,918	7,301	(617)	5,856	101,792	112,840	11,048	126,137	24,345
Outside Contracts	12,978	10,798	(2,180)	7,484	136,588	129,413	(7,175)	127,751	(8,838)
Professional Services	59,613	66,201	6,588	1,107,214	340,328	340,714	386	2,549,662	2,209,334
Insurance	39,911	39,857	(54)	31,376	276,545	276,351	(194)	219,826	(56,720)
Utilities	8,824	8,799	(25)	8,997	62,115	64,641	2,526	65,497	3,382
Taxes and Permits	30,170	26,673	(3,497)	29,098	205,927	196,235	(9,692)	196,675	(9,252)
Postage	1,591	5,710	4,119	7,089	59,233	49,500	(9,733)	43,822	(15,411)
Credit Card Fees & Interest Expense	3,436	3,340	(96)	7,070	18,802	25,220	6,418	19,836	1,034

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	Actual	MTD July 2020 Budget	VAR		Actual	YTD July 2020 Budget	VAR		
Membership Elections	0	0	0	0	40,869	70,700	29,831	39,858	(1,011)
Advertising Expense	182	6,600	6,418	10,295	74,905	72,220	(2,685)	75,588	683
Bad Debts	11,384	10,650	(734)	6,895	77,825	73,150	(4,675)	33,698	(44,127)
Uniforms	913	300	(613)	(22)	2,119	6,200	4,081	2,165	46
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Discounts Earned	(9,324)	(13,280)	(3,956)	(7,923)	(37,161)	(69,460)	(32,299)	(54,422)	(17,261)
Inter Company Interest Exp	2,863	4,390	1,527	12,612	29,826	31,865	2,039	12,612	(17,214)
Other	378	2,985	2,607	1,145	33,406	25,320	(8,086)	25,713	(7,694)
<b>Total Operating Expenses</b>	<b>550,653</b>	<b>585,505</b>	<b>34,852</b>	<b>1,504,311</b>	<b>3,665,316</b>	<b>3,775,038</b>	<b>109,722</b>	<b>5,658,425</b>	<b>1,993,108</b>
<b>EBITDA</b>	<b>509,769</b>	<b>484,934</b>	<b>24,836</b>	<b>(604,341)</b>	<b>3,088,606</b>	<b>3,061,471</b>	<b>27,135</b>	<b>1,039,654</b>	<b>2,048,952</b>
Allocations - F & A	(67,571)	(67,571)	0	(63,873)	(466,611)	(466,611)	0	(447,114)	19,497
<b>Total Allocations</b>	<b>(67,571)</b>	<b>(67,571)</b>	<b>0</b>	<b>(63,873)</b>	<b>(466,611)</b>	<b>(466,611)</b>	<b>0</b>	<b>(447,114)</b>	<b>19,497</b>
<b>Pre Depreciation Gross</b>	<b>577,340</b>	<b>552,505</b>	<b>24,836</b>	<b>(540,467)</b>	<b>3,555,217</b>	<b>3,528,082</b>	<b>27,135</b>	<b>1,486,768</b>	<b>2,068,448</b>
Depreciation	9,559	10,110	551	10,819	68,933	69,491	558	74,918	5,985
<b>Net Income / Cost of Operations</b>	<b>567,781</b>	<b>542,395</b>	<b>25,386</b>	<b>(551,286)</b>	<b>3,486,283</b>	<b>3,458,591</b>	<b>27,693</b>	<b>1,411,850</b>	<b>2,074,433</b>