

Bella Vista POA
Bella Vista Village POA Consolidated-All
For the Nine Months Ending September 30, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Income									
Assessments	880,085	887,360	(7,275)	687,800	7,514,869	7,532,520	(17,651)	6,096,817	1,418,052
City of Bella Vista	2,903	2,903	0	3,072	9,093	8,709	384	9,275	(182)
Food and Beverage	193,772	197,881	(4,109)	193,487	1,262,682	1,608,593	(345,911)	1,584,140	(321,458)
Golf	340,813	317,233	23,580	344,894	3,183,610	3,075,025	108,585	3,392,670	(209,060)
Pro Shop	65,494	56,391	9,103	47,776	396,489	421,735	(25,246)	413,511	(17,022)
Other Recreation	7,660	5,039	2,621	4,757	47,626	57,158	(9,532)	52,026	(4,400)
RV	21,715	35,349	(13,634)	34,515	357,265	352,085	5,180	330,173	27,092
Facility Use Fees	36,142	26,262	9,880	48,645	498,863	549,741	(50,878)	777,245	(278,383)
Boat	25,791	7,504	18,287	11,051	475,759	358,891	116,868	503,250	(27,491)
Investment Income	3,621	0	3,621	0	22,810	0	22,810	9,320	13,491
Water	782,331	720,525	61,806	700,526	6,699,636	5,925,224	774,412	5,647,151	1,052,486
Restricted Revenue	48	1,080	(1,032)	1,219	2,987	9,720	(6,733)	9,786	(6,799)
Lot Sales	65,491	26,000	39,491	13,450	271,963	155,000	116,963	196,254	75,710
Transfer Fees	73,557	59,558	13,999	83,289	503,732	526,612	(22,880)	438,330	65,402
Past Due Collections	26,348	22,350	3,998	22,030	174,107	198,000	(23,893)	147,229	26,878
Advertising Income	10,963	10,700	263	10,176	119,729	130,150	(10,421)	120,757	(1,028)
Rebates	1,000	250	750	1,000	81,994	250	81,744	55,210	26,784
POA Lot Inventory Valuation	1,733	12,000	(10,267)	73	13,379	56,000	(42,621)	(105,538)	118,916
Water Capital Buy In Fees	95,000	45,835	49,165	55,000	760,000	412,515	347,485	442,500	317,500
Water Late Fees	13,574	13,500	74	15,130	100,228	121,500	(21,272)	121,126	(20,898)
AR MO Land Income	0	0	0	(2,044)	0	0	0	6,131	(6,131)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	349,890	(308,766)
Water Rent Income	5,806	5,806	0	5,637	52,254	52,254	0	50,733	1,521
Commissions	0	0	0	177	1,240	572	668	750	490
Cell Tower Rents	3,264	3,200	64	3,200	54,665	54,210	455	1,119,654	(1,064,988)
Legal Fees	1,439	750	689	2,244	14,166	6,750	7,416	9,829	4,337
Rents - Leases Facilities	1,000	1,000	0	500	9,000	9,000	0	4,500	4,500
Donations Received	0	0	0	0	21	40	(19)	50	(29)
NSF Fees	625	625	0	825	6,300	5,375	925	6,150	150
Inter Company Interest Income	3,203	4,592	(1,389)	11,753	37,259	40,938	(3,679)	38,620	(1,362)
Other	8,202	21,013	(12,811)	15,013	(30,289)	184,864	(215,153)	121,823	(152,112)
Total Income	2,671,580	2,484,706	186,873	2,315,196	22,682,562	21,853,431	829,131	21,949,361	733,202
Food and Beverage	63,681	73,909	10,228	64,949	460,554	591,998	131,444	578,826	118,272
Water	202,401	231,582	29,181	155,721	1,850,949	1,893,230	42,281	1,714,773	(136,176)

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	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Pro Shop	49,126	42,777	(6,349)	34,050	296,875	311,370	14,495	303,039	6,164
Recreation	9,364	5,880	(3,484)	6,843	54,509	58,305	3,796	58,474	3,965
Total Cost of Goods	324,573	354,148	29,575	261,563	2,662,887	2,854,903	192,017	2,655,112	(7,775)
Gross Profit	2,347,007	2,130,558	216,449	2,053,633	20,019,676	18,998,528	1,021,148	19,294,249	725,427
Expenses									
Salary and Wages	775,371	810,328	34,957	769,686	7,319,338	7,810,147	490,808	7,394,906	75,568
Employee Benefits	169,007	199,730	30,723	183,048	1,624,629	1,865,690	241,060	1,762,945	138,316
Memberships, Training and Travel	13,285	15,042	1,757	17,959	97,393	152,361	54,968	132,543	35,151
Supplies	94,045	99,439	5,394	82,885	1,037,734	1,010,900	(26,834)	980,573	(57,161)
Fuel and Oil	18,505	25,295	6,790	27,317	141,368	202,284	60,916	194,706	53,338
Equipment and Tools	30,773	15,804	(14,969)	28,674	205,003	232,779	27,776	234,513	29,510
Lease, Rents and Licenses	65,780	81,454	15,674	81,534	702,502	738,330	35,828	716,858	14,356
Maintenance and Repairs	139,324	71,097	(68,227)	187,382	876,102	876,703	601	846,727	(29,375)
Maintenance and Service Agreements	36,771	37,108	337	31,415	376,916	424,771	47,855	405,528	28,612
Outside Contracts	64,673	58,777	(5,896)	62,613	485,261	489,112	3,851	461,653	(23,607)
Professional Services	75,586	53,400	(22,186)	100,952	512,159	461,349	(50,810)	2,774,993	2,262,834
Insurance	57,972	57,065	(907)	52,221	514,610	517,202	2,592	466,372	(48,238)
Utilities	93,279	106,569	13,290	91,671	810,690	896,156	85,466	806,131	(4,559)
Taxes and Permits	51,825	50,482	(1,343)	56,339	482,694	476,904	(5,790)	484,446	1,752
Postage	10,385	10,083	(302)	12,487	110,967	102,603	(8,364)	99,869	(11,098)
Credit Card Fees & Interest Expense	43,473	38,277	(5,195)	40,563	346,878	361,409	14,531	367,355	20,478
Membership Elections	0	0	0	2,248	40,869	70,700	29,831	45,744	4,876
Advertising Expense	3,710	10,837	7,127	18,230	98,512	126,428	27,916	165,251	66,739
Bad Debts	(3,875)	10,850	14,725	16,257	106,425	96,250	(10,175)	56,342	(50,083)
Uniforms	824	13,600	12,776	5,651	28,652	46,707	18,056	29,578	926
Investment Fund Fees	0	0	0	0	0	0	0	1,523	1,523
Donations	7,500	0	(7,500)	0	25,055	25,000	(55)	0	(25,055)
Discounts Earned	(9,373)	(8,280)	1,093	(6,213)	(54,439)	(85,270)	(30,831)	(69,796)	(15,357)
Inter Company Interest Exp	3,203	4,592	1,389	11,753	37,259	40,938	3,679	38,620	1,362
Other	10,407	4,036	(6,371)	5,442	55,819	48,627	(7,192)	44,636	(11,183)
Total Operating Expenses	1,752,448	1,765,585	13,137	1,880,116	15,982,395	16,988,079	1,005,685	18,442,019	2,459,624
EBITDA	594,559	364,973	229,586	173,517	4,037,281	2,010,449	2,026,833	852,230	3,185,051

Bella Vista POA
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For the Nine Months Ending September 30, 2020

	MTD			Prior Year	YTD			Prior Year	Year to Year Actual Compared
	MTD September 2020 Actual	Budget	VAR		Actual	YTD September 2020 Budget	VAR		
Pre Depreciation Gross	594,559	364,973	229,586	173,517	4,037,281	2,010,449	2,026,833	852,230	3,185,051
Depreciation	263,726	269,600	5,874	271,025	2,426,427	2,451,780	25,353	2,445,261	18,834
Net Income / Cost of Operations	<u>330,832</u>	<u>95,373</u>	<u>235,459</u>	<u>(97,508)</u>	<u>1,610,854</u>	<u>(441,331)</u>	<u>2,052,186</u>	<u>(1,593,030)</u>	<u>3,203,885</u>

Bella Vista POA
Water Utility Consolidated-All
For the Nine Months Ending September 30, 2020

	MTD			Prior Year	YTD			Year to Year	
	MTD September 2020	MTD September 2020	VAR		Actual	YTD September 2020	YTD September 2020		VAR
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Assessments	100	100	0	100	900	900	0	900	0
Investment Income	3,543	0	3,543	0	22,350	0	22,350	4,311	18,039
Water	782,331	720,525	61,806	700,526	6,699,636	5,925,224	774,412	5,647,151	1,052,486
Restricted Revenue	48	1,080	(1,032)	1,219	2,987	9,720	(6,733)	9,786	(6,799)
Water Capital Buy In Fees	95,000	45,835	49,165	55,000	760,000	412,515	347,485	442,500	317,500
Water Late Fees	13,574	13,500	74	15,130	100,228	121,500	(21,272)	121,126	(20,898)
Gain / Loss Disposal Surplus Assets	0	0	0	0	41,124	0	41,124	0	41,124
NSF Fees	325	275	50	400	2,200	2,475	(275)	3,075	(875)
Inter Company Interest Income	3,203	4,592	(1,389)	11,753	37,259	40,938	(3,679)	38,620	(1,362)
Other	7,037	19,295	(12,258)	8,823	60,849	150,255	(89,406)	87,216	(26,367)
Total Income	905,162	805,202	99,960	792,952	7,727,534	6,663,527	1,064,007	6,354,685	1,372,849
Water	202,401	231,582	29,181	155,721	1,850,949	1,893,230	42,281	1,714,773	(136,176)
Total Cost of Goods	202,401	231,582	29,181	155,721	1,850,949	1,893,230	42,281	1,714,773	(136,176)
Gross Profit	702,761	573,620	129,141	637,231	5,876,585	4,770,297	1,106,288	4,639,912	1,236,673
Expenses									
Salary and Wages	83,538	80,158	(3,380)	70,347	772,263	793,920	21,658	734,977	(37,285)
Employee Benefits	20,955	25,462	4,507	21,760	201,314	238,662	37,348	209,271	7,957
Memberships, Training and Travel	916	417	(499)	1,395	5,934	14,183	8,249	14,813	8,879
Supplies	21,193	32,595	11,402	15,038	290,340	199,435	(90,905)	187,347	(102,993)
Fuel and Oil	3,320	5,000	1,680	4,551	31,360	43,400	12,040	40,023	8,664
Equipment and Tools	4,991	6,270	1,279	539	25,812	26,125	313	22,361	(3,452)
Lease, Rents and Licenses	6,073	6,096	23	6,001	54,725	54,864	139	53,306	(1,419)
Maintenance and Repairs	29,712	17,200	(12,512)	20,044	206,356	163,050	(43,306)	142,721	(63,635)
Maintenance and Service Agreements	2,336	1,614	(722)	1,002	55,154	55,166	12	48,549	(6,604)
Outside Contracts	20,738	20,004	(734)	22,062	214,541	193,432	(21,109)	194,071	(20,470)
Professional Services	0	540	540	125	5,568	7,080	1,512	6,971	1,403
Insurance	13,698	13,784	86	10,492	122,983	124,919	1,936	94,580	(28,403)
Utilities	8,173	8,015	(158)	7,925	81,779	73,290	(8,489)	76,424	(5,355)
Taxes and Permits	18,425	18,239	(186)	18,592	169,297	165,541	(3,756)	159,500	(9,797)
Postage	3,349	4,200	851	4,345	34,564	37,800	3,236	37,766	3,202
Credit Card Fees & Interest Expense	20,143	19,084	(1,059)	21,935	162,411	171,756	9,345	187,981	25,569

Bella Vista POA
Water Utility Consolidated-All
For the Nine Months Ending September 30, 2020

	MTD			Prior Year	YTD			Year to Year	
	September 2020				September 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Bad Debts	(300)	200	500	280	1,555	1,800	245	663	(893)
Uniforms	210	0	(210)	127	4,601	3,600	(1,001)	3,802	(799)
Investment Fund Fees	0	0	0	0	0	0	0	1,311	1,311
Donations	7,500	0	(7,500)	0	25,000	25,000	0	0	(25,000)
Discounts Earned	0	0	0	(18)	0	0	0	(122)	(122)
Other	(5)	0	5	5	650	0	(650)	457	(193)
Total Operating Expenses	264,963	258,877	(6,085)	226,545	2,466,205	2,393,023	(73,182)	2,216,770	(249,435)
EBITDA	437,798	314,743	123,055	410,686	3,410,380	2,377,274	1,033,106	2,423,142	987,238
Allocations - MAC	37,885	37,885	0	37,639	334,869	334,869	0	338,754	3,885
Allocations - F & A	70,678	70,678	0	70,618	628,982	628,982	0	635,559	6,577
Total Allocations	108,563	108,563	0	108,257	963,851	963,851	0	974,312	10,461
Pre Depreciation Gross	329,235	206,180	123,055	302,429	2,446,529	1,413,423	1,033,106	1,448,829	997,700
Depreciation	109,759	110,768	1,009	108,472	983,003	996,047	13,044	919,688	(63,314)
Net Income / Cost of Operations	219,475	95,412	124,064	193,956	1,463,526	417,376	1,046,150	529,141	934,385

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2020				YTD September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Salary and Wages	691,833	730,170	38,337	699,339	6,547,076	7,016,226	469,151	6,659,929	112,854
Employee Benefits	148,052	174,268	26,216	161,289	1,423,315	1,627,028	203,712	1,553,674	130,359
Memberships, Training and Travel	12,369	14,625	2,256	16,564	91,459	138,178	46,719	117,730	26,271
Supplies	72,853	66,844	(6,009)	67,848	747,394	811,465	64,071	793,226	45,832
Fuel and Oil	15,185	20,295	5,110	22,767	110,009	158,884	48,875	154,683	44,675
Equipment and Tools	25,782	9,534	(16,248)	28,136	179,191	206,654	27,463	212,153	32,962
Lease, Rents and Licenses	59,707	75,358	15,651	75,533	647,777	683,466	35,689	663,553	15,776
Maintenance and Repairs	109,612	53,897	(55,715)	167,338	669,747	713,653	43,906	704,007	34,260
Maintenance and Service Agreements	34,434	35,494	1,060	30,412	321,762	369,605	47,843	356,978	35,217
Outside Contracts	43,935	38,773	(5,162)	40,551	270,719	295,680	24,961	267,583	(3,137)
Professional Services	75,586	52,860	(22,726)	100,827	506,591	454,269	(52,322)	2,768,022	2,261,431
Insurance	44,274	43,281	(993)	41,729	391,627	392,283	656	371,792	(19,835)
Utilities	85,106	98,554	13,448	83,746	728,911	822,866	93,955	729,706	795
Taxes and Permits	33,400	32,243	(1,157)	37,747	313,397	311,363	(2,034)	324,946	11,548
Postage	7,036	5,883	(1,153)	8,143	76,403	64,803	(11,600)	62,103	(14,300)
Credit Card Fees & Interest Expense	23,330	19,193	(4,137)	18,627	184,466	189,653	5,186	179,375	(5,092)
Membership Elections	0	0	0	2,248	40,869	70,700	29,831	45,744	4,876
Advertising Expense	3,710	10,837	7,127	18,230	98,512	126,428	27,916	165,251	66,739
Bad Debts	(3,575)	10,650	14,225	15,976	104,870	94,450	(10,420)	55,679	(49,191)
Uniforms	614	13,600	12,986	5,525	24,051	43,107	19,057	25,776	1,725
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Donations	0	0	0	0	55	0	(55)	0	(55)
Discounts Earned	(9,373)	(8,280)	1,093	(6,194)	(54,439)	(85,270)	(30,831)	(69,674)	(15,235)
Inter Company Interest Exp	3,203	4,592	1,389	11,753	37,259	40,938	3,679	38,620	1,362
Other	10,412	4,036	(6,376)	5,437	55,169	48,627	(6,542)	44,180	(10,990)
Total Operating Expenses	1,487,485	1,506,708	19,222	1,653,570	13,516,190	14,595,056	1,078,867	16,225,249	2,709,059
EBITDA	156,761	50,231	106,530	(237,168)	626,901	(366,825)	993,727	(1,570,911)	2,197,813
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(334,869)	(334,869)	0	(338,754)	(3,885)
Allocations - F & A	(70,678)	(70,678)	0	(70,618)	(628,982)	(628,982)	0	(635,559)	(6,577)
Total Allocations	(108,563)	(108,563)	0	(108,257)	(963,851)	(963,851)	0	(974,312)	(10,461)
Pre Depreciation Gross	265,324	158,794	106,530	(128,911)	1,590,752	597,026	993,727	(596,599)	2,187,351
Depreciation	153,967	158,832	4,865	162,552	1,443,424	1,455,733	12,309	1,525,572	82,148

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

	MTD			Prior Year Actual	Actual	YTD		Prior Year Actual	Year to Year Actual Compared
	MTD Actual	September 2020 Budget	September 2020 VAR			YTD Budget	YTD VAR		
Net Income / Cost of Operations	<u>111,357</u>	<u>(38)</u>	<u>111,395</u>	<u>(291,464)</u>	<u>147,328</u>	<u>(858,707)</u>	<u>1,006,036</u>	<u>(2,122,171)</u>	<u>2,269,499</u>

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

	MTD			Prior Year	YTD			Year to Year	
	MTD September 2020	MTD September 2020	VAR		Actual	YTD September 2020	YTD September 2020		VAR
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	191,457	195,975	(4,518)	191,158	1,233,700	1,576,395	(342,695)	1,552,166	(318,466)
Pro Shop	0	0	0	11	0	0	0	11	(11)
Facility Use Fees	(10,691)	(2,420)	(8,271)	(8,471)	(85,887)	(29,127)	(56,760)	(55,497)	(30,390)
Rebates	1,000	0	1,000	1,000	1,983	0	1,983	2,063	(80)
Other	210	0	210	719	7,288	2,500	4,788	2,218	5,070
Total Income	181,976	193,555	(11,579)	184,418	1,157,084	1,549,768	(392,684)	1,500,961	(343,878)
Food and Beverage	62,604	72,893	10,289	64,203	445,957	576,300	130,343	564,074	118,117
Total Cost of Goods	62,604	72,893	10,289	64,203	445,957	576,300	130,343	564,074	118,117
Gross Profit	119,372	120,662	(1,290)	120,214	711,127	973,468	(262,341)	936,888	(225,761)
Expenses									
Salary and Wages	79,372	84,992	5,621	87,391	723,837	820,714	96,877	834,106	110,268
Employee Benefits	12,070	9,569	(2,502)	12,043	107,664	92,281	(15,383)	116,135	8,471
Memberships, Training and Travel	928	445	(483)	743	10,180	12,455	2,275	15,682	5,502
Supplies	10,913	10,490	(423)	10,850	73,564	85,535	11,971	92,039	18,475
Fuel and Oil	0	0	0	108	469	0	(469)	815	346
Equipment and Tools	0	0	0	260	4,027	3,500	(527)	4,863	835
Lease, Rents and Licenses	(357)	140	497	293	3,431	1,260	(2,171)	2,717	(714)
Maintenance and Repairs	915	75	(840)	44	3,226	600	(2,626)	2,976	(250)
Maintenance and Service Agreements	806	695	(111)	1,334	5,241	5,655	414	8,806	3,565
Outside Contracts	484	360	(124)	1,789	2,625	3,683	1,058	2,997	372
Insurance	550	547	(3)	1,220	4,399	5,298	899	10,880	6,481
Utilities	4,238	5,648	1,410	5,589	37,710	46,942	9,232	46,581	8,871
Taxes and Permits	0	60	60	5	5,865	2,300	(3,565)	5,810	(56)
Postage	0	0	0	0	69	0	(69)	47	(22)
Credit Card Fees & Interest Expense	5,576	5,495	(81)	5,045	34,306	44,672	10,366	41,534	7,228
Advertising Expense	(1,053)	1,325	2,378	2,194	7,427	13,075	5,648	28,465	21,039
Uniforms	210	500	290	330	4,294	3,000	(1,294)	3,015	(1,279)
Discounts Earned	0	0	0	(36)	0	0	0	(194)	(194)
Other	18	0	(18)	(9)	2,057	0	(2,057)	3,010	953
Total Operating Expenses	114,670	120,341	5,671	129,195	1,030,391	1,140,970	110,579	1,220,283	189,893

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	MTD September 2020 Actual	Budget	VAR		Actual	YTD September 2020 Budget	VAR		Prior Year Actual
EBITDA	4,702	321	4,380	(8,981)	(319,264)	(167,502)	(151,762)	(283,396)	(35,868)
Pre Depreciation Gross	4,702	321	4,380	(8,981)	(319,264)	(167,502)	(151,762)	(283,396)	(35,868)
Depreciation	403	404	1	402	3,629	3,636	7	3,619	(10)
Net Income / Cost of Operations	<u>4,299</u>	<u>(83)</u>	<u>4,381</u>	<u>(9,383)</u>	<u>(322,893)</u>	<u>(171,138)</u>	<u>(151,755)</u>	<u>(287,015)</u>	<u>(35,878)</u>

**Bella Vista POA
Clubhouses-All
For the Nine Months Ending September 30, 2020**

	MTD			Prior Year Actual	YTD			Year to Year Actual Compared	
	MTD September 2020 Actual	Budget	VAR		YTD September 2020 Actual	Budget	VAR		Prior Year Actual
Income									
Rents - Leases Facilities	1,000	1,000	0	500	9,000	9,000	0	4,500	4,500
Total Income	1,000	1,000	0	500	9,000	9,000	0	4,500	4,500
Gross Profit	1,000	1,000	0	500	9,000	9,000	0	4,500	4,500
Expenses									
Salary and Wages	0	0	0	0	98	0	(98)	37	(61)
Employee Benefits	0	0	0	0	12	0	(12)	4	(9)
Memberships, Training and Travel	214	0	(214)	54	669	0	(669)	217	(452)
Supplies	5,256	450	(4,806)	784	25,385	3,850	(21,535)	4,871	(20,514)
Equipment and Tools	(850)	1,900	2,750	77	18,688	17,500	(1,188)	6,117	(12,571)
Maintenance and Repairs	14,012	9,075	(4,937)	9,704	70,685	71,525	840	65,538	(5,147)
Maintenance and Service Agreements	5,425	7,352	1,927	5,131	47,126	63,382	16,256	49,304	2,179
Outside Contracts	0	282	282	0	6,127	3,463	(2,664)	5,693	(434)
Insurance	0	0	0	0	1	0	(1)	0	(0)
Utilities	7,945	14,030	6,085	8,732	85,447	114,795	29,348	81,269	(4,178)
Taxes and Permits	195	0	(195)	1	569	0	(569)	391	(177)
Advertising Expense	(88)	0	88	0	0	0	0	0	0
Discounts Earned	0	0	0	(45)	0	0	0	(96)	(96)
Total Operating Expenses	32,109	33,089	980	24,439	254,806	274,515	19,709	213,345	(41,460)
EBITDA	(31,109)	(32,089)	980	(23,939)	(245,806)	(265,515)	19,709	(208,845)	(36,960)
Allocations - F & A	(3,107)	(3,107)	0	(6,744)	(27,229)	(27,229)	0	(60,698)	(33,469)
Total Allocations	(3,107)	(3,107)	0	(6,744)	(27,229)	(27,229)	0	(60,698)	(33,469)
Pre Depreciation Gross	(28,002)	(28,982)	980	(17,195)	(218,577)	(238,286)	19,709	(148,148)	(70,429)
Depreciation	49,045	48,440	(605)	48,362	440,325	435,960	(4,365)	436,119	(4,206)
Net Income / Cost of Operations	(77,047)	(77,422)	375	(65,557)	(658,902)	(674,246)	15,344	(584,267)	(74,635)

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2020	MTD September 2020	VAR		Actual	YTD September 2020	YTD September 2020		
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Other	0	0	0	34	79	0	79	560	(481)
Total Income	0	0	0	34	79	0	79	560	(481)
Gross Profit	0	0	0	34	79	0	79	560	(481)
Expenses									
Salary and Wages	141,167	161,363	20,196	150,308	1,358,052	1,486,694	128,641	1,394,151	36,098
Employee Benefits	15,843	18,944	3,102	16,986	155,133	175,758	20,625	169,942	14,809
Memberships, Training and Travel	525	220	(305)	1,187	5,713	8,575	2,862	13,338	7,625
Supplies	40,837	36,185	(4,652)	36,313	464,468	491,347	26,879	510,748	46,280
Fuel and Oil	8,301	11,800	3,499	14,300	55,311	82,791	27,480	78,551	23,239
Equipment and Tools	8,200	325	(7,875)	8,397	21,134	19,324	(1,810)	40,062	18,928
Lease, Rents and Licenses	33,540	46,425	12,885	46,263	410,240	417,825	7,585	399,941	(10,299)
Maintenance and Repairs	38,961	28,159	(10,802)	96,115	351,741	306,496	(45,245)	303,577	(48,164)
Maintenance and Service Agreements	755	733	(22)	727	7,787	8,658	871	8,178	391
Outside Contracts	4,460	102	(4,358)	195	11,370	10,618	(752)	8,362	(3,008)
Professional Services	0	600	600	0	0	4,325	4,325	9,140	9,140
Insurance	926	1,066	140	2,139	8,965	9,615	650	19,100	10,135
Utilities	26,197	27,617	1,420	22,309	179,349	213,924	34,575	171,428	(7,921)
Taxes and Permits	692	420	(272)	964	8,406	38,226	29,820	38,088	29,682
Postage	19	95	76	0	143	455	312	66	(77)
Credit Card Fees & Interest Expense	5	0	(5)	0	5	0	(5)	0	(5)
Uniforms	248	7,375	7,127	5,029	8,427	16,400	7,973	12,526	4,099
Discounts Earned	0	0	0	(13)	0	0	0	(118)	(118)
Total Operating Expenses	320,677	341,429	20,752	401,219	3,046,247	3,291,031	244,785	3,177,078	130,832
EBITDA	(320,677)	(341,429)	20,752	(401,185)	(3,046,168)	(3,291,031)	244,863	(3,176,519)	130,351
Pre Depreciation Gross	(320,677)	(341,429)	20,752	(401,185)	(3,046,168)	(3,291,031)	244,863	(3,176,519)	130,351
Depreciation	47,191	48,095	904	52,301	440,459	443,668	3,209	501,143	60,684
Net Income / Cost of Operations	<u>(367,868)</u>	<u>(389,524)</u>	<u>21,656</u>	<u>(453,485)</u>	<u>(3,486,627)</u>	<u>(3,734,699)</u>	<u>248,072</u>	<u>(3,677,662)</u>	<u>191,035</u>

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

	MTD			Prior Year	YTD			Year to Year	
	MTD September 2020				YTD September 2020				
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	134	0	134	0	0	0	0	0	0
Golf	340,813	317,233	23,580	344,894	3,183,610	3,075,025	108,585	3,392,670	(209,060)
Pro Shop	65,494	56,391	9,103	47,765	396,489	421,735	(25,246)	413,500	(17,011)
Rebates	0	250	(250)	0	0	250	(250)	0	0
Commissions	0	0	0	177	1,240	572	668	750	490
Other	2,588	(445)	3,033	1,304	17,196	13,313	3,883	13,903	3,293
Total Income	409,030	373,429	35,601	394,140	3,598,535	3,510,895	87,640	3,820,823	(222,287)
Food and Beverage	0	0	0	0	(143)	0	143	0	143
Pro Shop	49,126	42,777	(6,349)	34,050	296,875	311,370	14,495	303,039	6,164
Total Cost of Goods	49,126	42,777	(6,349)	34,050	296,732	311,370	14,639	303,039	6,307
Gross Profit	359,904	330,652	29,252	360,090	3,301,803	3,199,525	102,278	3,517,784	(215,980)
Expenses									
Salary and Wages	94,369	99,333	4,965	87,320	845,628	913,044	67,416	792,032	(53,597)
Employee Benefits	11,171	10,704	(467)	9,958	101,747	101,631	(116)	92,508	(9,239)
Memberships, Training and Travel	115	1,475	1,360	1,946	7,814	15,931	8,117	13,308	5,494
Supplies	3,088	4,514	1,426	2,968	27,601	58,433	30,832	32,908	5,307
Fuel and Oil	100	59	(41)	177	994	2,010	1,016	2,073	1,079
Equipment and Tools	3,285	3,404	119	679	20,445	16,762	(3,683)	23,515	3,070
Lease, Rents and Licenses	19,835	22,517	2,682	22,458	186,829	208,717	21,888	208,660	21,831
Maintenance and Repairs	9,576	931	(8,645)	4,244	26,895	20,542	(6,353)	41,191	14,295
Maintenance and Service Agreements	7,866	7,973	107	7,264	65,529	69,555	4,026	68,337	2,808
Outside Contracts	5,717	3,243	(2,474)	3,464	36,124	32,292	(3,832)	28,075	(8,050)
Professional Services	0	0	0	0	0	1,300	1,300	0	0
Insurance	627	645	18	1,241	5,668	5,800	132	10,957	5,289
Utilities	12,001	13,080	1,079	12,331	98,380	101,087	2,707	98,338	(42)
Taxes and Permits	95	16	(79)	24	18,764	4,670	(14,094)	7,979	(10,785)
Postage	45	558	513	13	155	1,098	943	519	363
Credit Card Fees & Interest Expense	12,194	8,741	(3,453)	8,480	90,773	82,984	(7,789)	81,116	(9,656)
Advertising Expense	0	212	212	500	0	21,233	21,233	21,632	21,632
Uniforms	125	100	(25)	55	1,899	2,341	442	1,242	(656)
Discounts Earned	0	0	0	(25)	0	0	0	(173)	(173)

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Other	1,542	71	(1,471)	402	1,712	5,011	3,299	(3,330)	(5,042)
Total Operating Expenses	181,751	177,577	(4,174)	163,499	1,536,958	1,664,442	127,484	1,520,888	(16,069)
EBITDA	178,154	153,075	25,078	196,591	1,764,846	1,535,083	229,763	1,996,895	(232,050)
Pre Depreciation Gross	178,154	153,075	25,078	196,591	1,764,846	1,535,083	229,763	1,996,895	(232,050)
Depreciation	4,014	5,099	1,085	4,007	36,056	39,393	3,337	34,937	(1,119)
Net Income / Cost of Operations	174,140	147,976	26,163	192,584	1,728,790	1,495,690	233,100	1,961,959	(233,169)

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

	MTD			Prior Year	YTD			Year to Year	
	MTD September 2020	Budget	VAR		Actual	YTD September 2020	Prior Year		Actual Compared
	Actual	Budget	VAR	Actual	Actual	Budget	VAR	Actual	Actual Compared
Income									
Food and Beverage	2,056	1,806	250	2,176	28,165	31,363	(3,198)	31,376	(3,211)
Other Recreation	7,059	4,444	2,615	4,210	45,267	52,278	(7,011)	47,486	(2,219)
RV	42,396	35,349	7,047	34,106	251,699	254,085	(2,386)	246,796	4,903
Facility Use Fees	15,594	17,336	(1,742)	33,405	210,554	274,697	(64,143)	456,000	(245,447)
Boat	22,667	4,279	18,388	9,431	225,346	167,476	57,870	182,261	43,085
Other	671	2,153	(1,482)	3,835	7,711	18,706	(10,995)	13,697	(5,986)
Total Income	90,444	65,367	25,077	87,164	768,741	798,605	(29,864)	977,616	(208,875)
Food and Beverage	1,182	1,016	(166)	625	14,166	15,698	1,532	14,230	65
Recreation	6,071	4,125	(1,946)	4,943	37,261	39,550	2,289	37,417	156
Total Cost of Goods	7,254	5,141	(2,113)	5,568	51,427	55,248	3,821	51,647	220
Gross Profit	83,190	60,226	22,964	81,596	717,315	743,357	(26,042)	925,969	(208,655)
Expenses									
Salary and Wages	58,079	61,514	3,435	59,448	555,824	638,919	83,095	585,333	29,509
Employee Benefits	6,748	7,122	374	6,827	65,751	73,876	8,126	68,836	3,085
Memberships, Training and Travel	814	3,300	2,486	1,669	9,263	12,830	3,567	9,540	277
Supplies	4,469	7,115	2,646	5,893	49,142	66,624	17,482	57,070	7,927
Fuel and Oil	151	350	199	254	1,275	2,595	1,320	3,785	2,510
Equipment and Tools	902	1,150	248	13,660	44,446	86,908	42,462	99,603	55,157
Lease, Rents and Licenses	172	228	56	171	1,794	2,012	218	1,945	151
Maintenance and Repairs	27,488	7,065	(20,423)	29,892	92,013	167,895	75,882	149,393	57,380
Maintenance and Service Agreements	8,676	8,703	27	7,559	55,076	70,245	15,169	60,806	5,730
Outside Contracts	2,614	3,339	725	2,108	20,562	42,066	21,504	39,067	18,505
Professional Services	0	0	0	0	0	0	0	78	78
Insurance	406	333	(73)	825	3,854	3,723	(131)	8,146	4,292
Utilities	20,044	22,917	2,873	21,102	188,013	201,349	13,336	191,481	3,468
Taxes and Permits	95	10	(85)	379	3,932	5,114	1,182	6,933	3,002
Postage	0	0	0	45	46	0	(46)	78	32
Credit Card Fees & Interest Expense	1,084	1,602	518	1,689	19,697	19,757	60	19,745	48
Advertising Expense	0	0	0	0	0	0	0	8,500	8,500
Uniforms	0	100	100	111	940	2,450	1,510	981	41
Discounts Earned	0	0	0	(164)	0	0	0	(370)	(370)

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
Other	1,732	730	(1,002)	1,170	5,488	11,026	5,538	9,457	3,970
Total Operating Expenses	133,474	125,578	(7,896)	152,637	1,117,118	1,407,389	290,271	1,320,409	203,290
EBITDA	(50,284)	(65,352)	15,069	(71,041)	(399,804)	(664,032)	264,228	(394,440)	(5,364)
Pre Depreciation Gross	(50,284)	(65,352)	15,069	(71,041)	(399,804)	(664,032)	264,228	(394,440)	(5,364)
Depreciation	29,851	30,745	894	26,868	272,397	275,254	2,857	246,716	(25,681)
Net Income / Cost of Operations	(80,134)	(96,097)	15,963	(97,909)	(672,200)	(939,286)	267,086	(641,156)	(31,045)

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

	MTD			Prior Year	YTD			Prior Year	Year to Year
	MTD September 2020	Budget	VAR		Actual	YTD September 2020	VAR		
	Actual			Actual	Actual	Budget		Actual	
Income									
City of Bella Vista	0	0	0	169	383	0	383	565	(182)
AR MO Land Income	0	0	0	(2,044)	0	0	0	6,131	(6,131)
Cell Tower Rents	3,264	3,200	64	3,200	54,665	54,210	455	50,654	4,012
Other	0	0	0	0	56	0	56	2,699	(2,643)
Total Income	3,264	3,200	64	1,325	55,105	54,210	895	60,049	(4,944)
Gross Profit	3,264	3,200	64	1,325	55,105	54,210	895	60,049	(4,944)
Expenses									
Salary and Wages	98,690	109,144	10,454	104,672	955,657	1,052,271	96,614	1,004,105	48,449
Employee Benefits	11,562	14,009	2,447	12,037	117,124	134,761	17,637	127,582	10,458
Memberships, Training and Travel	(331)	0	331	675	188	2,135	1,947	1,127	939
Supplies	881	1,810	929	729	7,563	13,230	5,667	8,739	1,176
Fuel and Oil	4,775	5,594	819	5,680	37,314	51,915	14,601	49,034	11,720
Equipment and Tools	1,187	345	(842)	4,540	7,892	27,565	19,673	14,370	6,478
Lease, Rents and Licenses	18	194	176	29	171	1,746	1,575	181	9
Maintenance and Repairs	13,695	5,745	(7,950)	23,465	79,476	89,880	10,404	101,196	21,719
Maintenance and Service Agreements	661	617	(44)	458	4,795	5,118	323	4,333	(462)
Outside Contracts	0	225	225	210	4,790	14,900	10,110	4,365	(425)
Professional Services	0	0	0	0	0	0	0	4,786	4,786
Insurance	1,018	1,106	88	3,406	9,615	10,649	1,034	31,369	21,754
Utilities	2,839	3,009	170	2,395	28,543	29,915	1,372	27,570	(972)
Taxes and Permits	74	0	(74)	193	5,408	3,837	(1,571)	5,829	421
Advertising Expense	108	0	(108)	0	108	0	(108)	0	(108)
Uniforms	0	1,000	1,000	0	3,376	6,241	2,865	4,086	711
Discounts Earned	0	0	0	(2)	0	0	0	(18)	(18)
Other	49	350	301	0	792	700	(92)	1,358	567
Total Operating Expenses	135,229	143,148	7,919	158,488	1,262,812	1,444,863	182,051	1,390,013	127,201
EBITDA	(131,965)	(139,948)	7,983	(157,162)	(1,207,707)	(1,390,653)	182,946	(1,329,964)	122,257
Allocations - MAC	(37,885)	(37,885)	0	(37,639)	(334,869)	(334,869)	0	(338,754)	(3,885)
Total Allocations	(37,885)	(37,885)	0	(37,639)	(334,869)	(334,869)	0	(338,754)	(3,885)
Pre Depreciation Gross	(94,080)	(102,063)	7,983	(119,523)	(872,838)	(1,055,784)	182,946	(991,210)	118,372

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2020 Actual	Budget	VAR		YTD September 2020 Budget	VAR	Actual		
Depreciation	8,704	9,998	1,294	10,595	90,596	94,801	4,205	110,428	19,833
Net Income / Cost of Operations	<u><u>(102,784)</u></u>	<u><u>(112,061)</u></u>	<u><u>9,277</u></u>	<u><u>(130,119)</u></u>	<u><u>(963,433)</u></u>	<u><u>(1,150,585)</u></u>	<u><u>187,151</u></u>	<u><u>(1,101,638)</u></u>	<u><u>138,205</u></u>

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

	MTD			Prior Year Actual	YTD			Prior Year Actual	Year to Year Actual Compared
	MTD September 2020 Actual	Budget	VAR		YTD September 2020 Budget	VAR	Actual		
Income									
City of Bella Vista	2,903	2,903	0	2,903	8,710	8,709	1	8,710	0
Food and Beverage	125	100	25	153	818	835	(17)	598	219
Other Recreation	600	595	5	546	2,359	4,880	(2,521)	4,540	(2,181)
RV	(20,681)	0	(20,681)	409	105,566	98,000	7,566	83,377	22,189
Facility Use Fees	13,322	7,520	5,802	8,375	57,956	61,154	(3,198)	73,620	(15,664)
Boat	3,124	3,225	(101)	1,620	250,414	191,415	58,999	320,990	(70,576)
Donations Received	0	0	0	0	21	40	(19)	50	(29)
Other	(7)	0	(7)	(0)	(271)	0	(271)	1,349	(1,620)
Total Income	(614)	14,343	(14,957)	14,006	425,572	365,033	60,539	493,232	(67,660)
Food and Beverage	(105)	0	105	121	575	0	(575)	522	(53)
Recreation	3,293	1,755	(1,538)	1,900	17,248	18,755	1,507	21,057	3,810
Total Cost of Goods	3,188	1,755	(1,433)	2,021	17,822	18,755	933	21,579	3,757
Gross Profit	(3,802)	12,588	(16,390)	11,985	407,750	346,278	61,472	471,654	(63,904)
Expenses									
Salary and Wages	32,706	34,973	2,266	30,650	301,699	328,876	27,176	297,453	(4,246)
Employee Benefits	3,727	4,255	528	3,671	35,830	40,193	4,363	37,267	1,437
Memberships, Training and Travel	176	0	(176)	0	508	4,330	3,822	565	57
Supplies	1,635	1,520	(115)	3,057	45,129	49,035	3,906	51,069	5,940
Fuel and Oil	1,690	2,330	640	2,042	13,402	17,680	4,278	18,520	5,118
Equipment and Tools	7,647	300	(7,347)	138	22,890	17,800	(5,090)	9,076	(13,813)
Lease, Rents and Licenses	18	10	(8)	29	171	120	(51)	432	260
Maintenance and Repairs	3,518	2,465	(1,053)	3,802	37,310	53,255	15,945	38,319	1,008
Maintenance and Service Agreements	3,170	2,220	(950)	2,388	18,879	19,900	1,021	19,816	937
Outside Contracts	3,155	2,455	(700)	1,816	15,598	21,290	5,692	17,602	2,004
Insurance	216	234	18	940	2,261	2,152	(109)	8,555	6,294
Utilities	3,007	2,900	(107)	2,989	31,701	32,001	300	30,231	(1,470)
Taxes and Permits	3,278	3,600	322	3,546	5,523	3,700	(1,823)	4,449	(1,074)
Postage	0	20	20	0	0	180	180	91	91
Credit Card Fees & Interest Expense	914	215	(699)	281	13,838	10,640	(3,198)	12,910	(928)
Advertising Expense	0	0	0	99	0	0	0	99	99
Uniforms	0	525	525	0	2,964	2,475	(489)	1,657	(1,307)

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

	MTD			Prior Year	YTD			Year to Year Actual Compared	
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		
Discounts Earned	0	0	0	(36)	0	0	0	(84)	(84)
Other	9	0	(9)	(35)	39	0	(39)	8	(31)
Total Operating Expenses	64,865	58,021	(6,844)	55,376	547,743	603,627	55,884	548,035	292
EBITDA	(68,668)	(45,433)	(23,235)	(43,391)	(139,993)	(257,349)	117,355	(76,381)	(63,612)
Pre Depreciation Gross	(68,668)	(45,433)	(23,235)	(43,391)	(139,993)	(257,349)	117,355	(76,381)	(63,612)
Depreciation	8,387	9,129	742	8,589	75,256	76,656	1,400	85,247	9,991
Net Income / Cost of Operations	<u>(77,055)</u>	<u>(54,562)</u>	<u>(22,493)</u>	<u>(51,980)</u>	<u>(215,249)</u>	<u>(334,005)</u>	<u>118,756</u>	<u>(161,628)</u>	<u>(53,621)</u>

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

	MTD			Prior Year	YTD			Year to Year	
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
Income									
Assessments	879,985	887,260	(7,275)	687,700	7,513,969	7,531,620	(17,651)	6,095,917	1,418,052
Facility Use Fees	17,917	3,826	14,091	15,336	316,240	243,017	73,223	303,122	13,118
Investment Income	77	0	77	0	460	0	460	5,008	(4,548)
Lot Sales	65,491	26,000	39,491	13,450	271,963	155,000	116,963	196,254	75,710
Transfer Fees	73,557	59,558	13,999	83,289	503,732	526,612	(22,880)	438,330	65,402
Past Due Collections	26,348	22,350	3,998	22,030	174,107	198,000	(23,893)	147,229	26,878
Advertising Income	10,963	10,700	263	10,176	119,729	130,150	(10,421)	120,757	(1,028)
Rebates	0	0	0	0	80,011	0	80,011	53,147	26,864
POA Lot Inventory Valuation	1,733	12,000	(10,267)	73	13,379	56,000	(42,621)	(105,538)	118,916
Gain / Loss Disposal Surplus Assets	0	0	0	0	0	0	0	349,890	(349,890)
Water Rent Income	5,806	5,806	0	5,637	52,254	52,254	0	50,733	1,521
Cell Tower Rents	0	0	0	0	0	0	0	1,069,000	(1,069,000)
Legal Fees	1,439	750	689	2,244	14,166	6,750	7,416	9,829	4,337
NSF Fees	300	350	(50)	425	4,100	2,900	1,200	3,075	1,025
Other	(2,298)	10	(2,308)	297	(123,197)	90	(123,287)	181	(123,378)
Total Income	1,081,318	1,028,610	52,708	840,657	8,940,913	8,902,393	38,520	8,736,935	203,979
Gross Profit	1,081,318	1,028,610	52,708	840,657	8,940,913	8,902,393	38,520	8,736,935	203,979
Expenses									
Salary and Wages	187,450	178,851	(8,599)	179,550	1,806,280	1,775,709	(30,571)	1,752,712	(53,567)
Employee Benefits	86,931	109,665	22,734	99,766	840,055	1,008,527	168,472	941,401	101,346
Memberships, Training and Travel	9,929	9,185	(744)	10,290	57,124	81,922	24,798	63,953	6,829
Supplies	5,756	4,760	(996)	7,253	54,524	43,411	(11,113)	35,783	(18,741)
Fuel and Oil	167	162	(5)	206	1,243	1,893	650	1,905	662
Equipment and Tools	5,411	2,110	(3,301)	384	39,668	17,295	(22,373)	14,546	(25,122)
Lease, Rents and Licenses	6,480	5,844	(636)	6,291	45,140	51,786	6,646	49,677	4,537
Maintenance and Repairs	1,446	382	(1,064)	71	8,399	3,460	(4,939)	1,818	(6,581)
Maintenance and Service Agreements	7,075	7,201	126	5,551	117,328	127,092	9,764	137,397	20,069
Outside Contracts	27,506	28,767	1,261	30,969	173,523	167,368	(6,155)	161,422	(12,101)
Professional Services	75,586	52,260	(23,326)	100,827	506,591	448,644	(57,947)	2,754,018	2,247,427
Insurance	40,533	39,350	(1,183)	31,958	356,866	355,046	(1,820)	282,786	(74,080)
Utilities	8,834	9,353	519	8,300	79,767	82,853	3,086	82,807	3,040
Taxes and Permits	28,970	28,137	(833)	32,635	264,930	253,516	(11,414)	255,466	(9,464)
Postage	6,972	5,210	(1,762)	8,085	75,990	63,070	(12,920)	61,302	(14,688)

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

	MTD			Prior Year	YTD			Year to Year	
	September 2020				September 2020				
	Actual	Budget	VAR		Actual	Budget	VAR		Actual
Credit Card Fees & Interest Expense	3,557	3,140	(417)	3,133	25,847	31,600	5,753	24,069	(1,777)
Membership Elections	0	0	0	2,248	40,869	70,700	29,831	45,744	4,876
Advertising Expense	4,742	9,300	4,558	15,437	90,977	92,120	1,143	106,555	15,578
Bad Debts	(3,575)	10,650	14,225	15,976	104,870	94,450	(10,420)	55,679	(49,191)
Uniforms	32	4,000	3,968	0	2,151	10,200	8,049	2,268	117
Investment Fund Fees	0	0	0	0	0	0	0	212	212
Donations	0	0	0	0	55	0	(55)	0	(55)
Discounts Earned	(9,373)	(8,280)	1,093	(5,874)	(54,439)	(85,270)	(30,831)	(68,620)	(14,181)
Inter Company Interest Exp	3,203	4,592	1,389	11,753	37,259	40,938	3,679	38,620	1,362
Other	7,062	2,885	(4,177)	3,909	45,082	31,890	(13,192)	33,676	(11,407)
Total Operating Expenses	504,693	507,524	2,832	568,718	4,720,098	4,768,220	48,122	6,835,197	2,115,099
EBITDA	576,626	521,086	55,540	271,939	4,220,815	4,134,173	86,642	1,901,738	2,319,078
Allocations - F & A	(67,571)	(67,571)	0	(63,873)	(601,753)	(601,753)	0	(574,861)	26,892
Total Allocations	(67,571)	(67,571)	0	(63,873)	(601,753)	(601,753)	0	(574,861)	26,892
Pre Depreciation Gross	644,197	588,657	55,540	335,813	4,822,568	4,735,926	86,642	2,476,599	2,345,970
Depreciation	6,372	6,922	550	11,428	84,706	86,365	1,659	107,363	22,657
Net Income / Cost of Operations	637,825	581,735	56,090	324,384	4,737,862	4,649,561	88,301	2,369,236	2,368,626