

The Windrifter Resort Association Profit & Loss Budget vs. Actual

October 2015 through September 2016

	<u>Oct '15 - Sep 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
R&M Comissions Income	543.00			
Upgrade Fee	3,120.00	0.00	3,120.00	100.0%
3000 · Maintenance Fee Income				
3151 · Discount on Dues	-6,549.00	-4,500.00	-2,049.00	145.53%
3000 · Maintenance Fee Income - Other	<u>596,280.91</u>	<u>624,000.00</u>	<u>-27,719.09</u>	<u>95.56%</u>
Total 3000 · Maintenance Fee Income	<u>589,731.91</u>	<u>619,500.00</u>	<u>-29,768.09</u>	<u>95.2%</u>
3060 · Rental Income	215,400.49	210,000.00	5,400.49	102.57%
3105 · Laundry Income	1,493.50	600.00	893.50	248.92%
3106 · Cleaning Fee	4,920.00	3,000.00	1,920.00	164.0%
3125 · Special Assessment Income	0.00	0.00	0.00	0.0%
3133 · Interval Sales	8,991.00	12,500.00	-3,509.00	71.93%
3142 · Function Room Rentals	3,456.51	3,000.00	456.51	115.22%
3155 · Mooring Income	6,720.00	7,200.00	-480.00	93.33%
3156 · Dock and Mooring Sticker Income	2,055.00	1,500.00	555.00	137.0%
3157 · Dock Income	10,430.00	10,000.00	430.00	104.3%
3158 · Area Attraction Tickets	511.00	125.00	386.00	408.8%
3190 · Transfer & Recording Fees				
3195 · Windrifter Fee Income	2,925.82	0.00	2,925.82	100.0%
3196 · Carroll County payments	0.00	0.00	0.00	0.0%
3190 · Transfer & Recording Fees - Other	<u>3,064.00</u>	<u>3,200.00</u>	<u>-136.00</u>	<u>95.75%</u>
Total 3190 · Transfer & Recording Fees	<u>5,989.82</u>	<u>3,200.00</u>	<u>2,789.82</u>	<u>187.18%</u>
3200 · Store Sales	519.17	500.00	19.17	103.83%
3215 · Vending Machine Income	45.00	125.00	-80.00	36.0%
49900 · Uncategorized Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Income	<u>853,926.40</u>	<u>871,250.00</u>	<u>-17,323.60</u>	<u>98.01%</u>
Cost of Goods Sold				
3500 · Store Inventory	-131.00	0.00	-131.00	100.0%
50000 · Cost of Goods Sold	<u>-84.50</u>			
Total COGS	<u>-215.50</u>	<u>0.00</u>	<u>-215.50</u>	<u>100.0%</u>
Gross Profit	<u>854,141.90</u>	<u>871,250.00</u>	<u>-17,108.10</u>	<u>98.04%</u>
Expense				
Charitable Contributions	100.00			
ASK MY ACCOUNTANT	0.00			
3061 · Owner Rent Share	32,483.60	21,000.00	11,483.60	154.68%
3062 · Travel Agent Commission	2,882.95	5,500.00	-2,617.05	52.42%
4452 · Dock & Mooring Expense	2,905.64	4,000.00	-1,094.36	72.64%
4485 · Employee Appreciation	1,974.66	0.00	1,974.66	100.0%

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4006 · Depreciation Expense	0.00	0.00	0.00	0.0%
4010 · Advertising and Promotion	6,593.84	6,000.00	593.84	109.9%
4012 · Website	495.00	2,500.00	-2,005.00	19.8%
4020 · Bad Debts	49,292.01	0.00	49,292.01	100.0%
4021 · Bad Debt Collection Expense	0.00	0.00	0.00	0.0%
4025 · Credit Card Merchant Fees	14,738.96	22,000.00	-7,261.04	67.0%
4026 · Bank Service Charges	296.00	250.00	46.00	118.4%
4029 · Association Meetings				
4030 · Board of Directors Meeting	154.14	5,000.00	-4,845.86	3.08%
4031 · Annual Meeting	4,509.82	0.00	4,509.82	100.0%
4032 · Board Travel Reimbursement	2,933.07	0.00	2,933.07	100.0%
Total 4029 · Association Meetings	7,597.03	5,000.00	2,597.03	151.94%
4040 · Insurance Expense	54,750.11	65,000.00	-10,249.89	84.23%
4045 · Legal Fees	12,166.75	12,000.00	166.75	101.39%
4050 · Management & Accounting	2,150.00	3,500.00	-1,350.00	61.43%
4065 · Taxes - Real Estate	52,901.75	40,000.00	12,901.75	132.25%
4066 · Taxes NH BET	2,250.00	5,500.00	-3,250.00	40.91%
4070 · Office Expense	5,808.59	6,250.00	-441.41	92.94%
4080 · Postage	1,652.02	5,200.00	-3,547.98	31.77%
4105 · Sales Commissions	4,744.95	7,500.00	-2,755.05	63.27%
4110 · Taxes - Payroll	25,843.54	32,000.00	-6,156.46	80.76%
4130 · Travel Reimbursemen	1,831.76	5,000.00	-3,168.24	36.64%
4200 · Repairs and Maintenance	13,473.48	30,000.00	-16,526.52	44.91%
4205 · Maintenance Supplies	7,262.96	6,500.00	762.96	111.74%
4210 · Licenses, Permits & Inspections	1,475.00	600.00	875.00	245.83%
4215 · Safety & Training	2,108.44	2,500.00	-391.56	84.34%
4250 · Major Repairs	32,217.86	0.00	32,217.86	100.0%
4260 · Uniforms	248.26	1,000.00	-751.74	24.83%
4310 · Electricity	57,719.57	66,000.00	-8,280.43	87.45%
4320 · Oil	4,259.02	10,000.00	-5,740.98	42.59%
4330 · Gas	9,663.63	20,500.00	-10,836.37	47.14%
4410 · Amenities & Replacements	15,379.62	22,000.00	-6,620.38	69.91%
4420 · Cable TV	5,079.39	12,500.00	-7,420.61	40.64%
4430 · Computer & IT Expenses	4,977.93	10,000.00	-5,022.07	49.78%
4440 · Laundry	2,755.35	3,000.00	-244.65	91.85%
4450 · Lawn Care	3,377.67	3,000.00	377.67	112.59%
4455 · Payroll Expenses	317,595.12	304,855.00	12,740.12	104.18%
4460 · Pest Control	59.81	1,000.00	-940.19	5.98%
4470 · Pool	2,823.05	4,000.00	-1,176.95	70.58%

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4480 · Refreshments	1,302.86	3,000.00	-1,697.14	43.43%
4490 · Room & Housekeeping Supp	17,022.80	20,000.00	-2,977.20	85.11%
4510 · Snow Removal	4,857.56	7,000.00	-2,142.44	69.39%
4520 · Trash Removal	4,808.69	9,000.00	-4,191.31	53.43%
4540 · Water & Sewer	20,646.24	25,000.00	-4,353.76	82.59%
4656 · Telephone & Internet	13,769.05	49,200.00	-35,430.95	27.99%
5010 · Fees	0.00	0.00	0.00	0.0%
5020 · Interest Expense				
5021 · People's United Mort. Int	21,150.96	0.00	21,150.96	100.0%
5022 · Finance Charges	10.00	0.00	10.00	100.0%
5020 · Interest Expense - Other	0.00	0.00	0.00	0.0%
Total 5020 · Interest Expense	21,160.96	0.00	21,160.96	100.0%
66900 · Reconciliation Discrepancies	0.00	0.00	0.00	0.0%
Total Expense	847,503.48	858,855.00	-11,351.52	98.68%
Net Ordinary Income	6,638.42	12,395.00	-5,756.58	53.56%
Other Income/Expense				
Other Income				
3300 · Capital Reserve	43,325.00	42,250.00	1,075.00	102.54%
3102 · Fines & Admin Fee Income	0.00	0.00	0.00	0.0%
3101 · Dues Late Fee Income	1,777.72	0.00	1,777.72	100.0%
3100 · Other Income	0.00	0.00	0.00	0.0%
3110 · Interest Income				
3111 · Interest on Reserves	68.17			
3110 · Interest Income - Other	104.05	0.00	104.05	100.0%
Total 3110 · Interest Income	172.22	0.00	172.22	100.0%
5200 · Unrealized Gain (Loss) on Inves	2.87	0.00	2.87	100.0%
Total Other Income	45,277.81	42,250.00	3,027.81	107.17%
Other Expense				
Federal Taxes	-1,726.00			
Total Other Expense	-1,726.00			
Net Other Income	47,003.81	42,250.00	4,753.81	111.25%
Net Income	53,642.23	54,645.00	-1,002.77	98.17%