

The Windrifter Resort Association Profit & Loss Prev Year Comparison October through December 2017

	Oct - Dec 17	Oct - Dec 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
R&M Comissions Income	140.00	110.00	30.00	27.27%
Upgrade Fee	1,350.00	1,150.00	200.00	17.39%
3000 - Maintenance Fee Income				
3151 - Discount on Dues	-3,172.80	-3,629.00	456.20	12.57%
3000 - Maintenance Fee Income - Other	414,203.17	386,376.83	27,826.34	7.2%
Total 3000 - Maintenance Fee Income	411,030.37	382,747.83	28,282.54	7.39%
3060 - Rental Income	41,449.44	29,084.84	12,364.60	42.51%
3105 - Laundry Income	145.00	280.00	-135.00	-48.21%
3106 - Cleaning Fee	2,190.00	2,010.00	180.00	8.96%
3133 - Interval Sales	399.00	599.00	-200.00	-33.39%
3142 - Function Room Rentals	1,472.00	983.88	488.12	49.61%
3157 - Dock Income	0.00	178.00	-178.00	-100.0%
3158 - Area Attraction Tickets	-2,108.00	-1,989.00	-119.00	-5.98%
3190 - Transfer & Recording Fees				
3195 - Windrifter Fee Income	3,095.00	2,135.00	960.00	44.97%
3190 - Transfer & Recording Fees - Other	935.00	785.00	170.00	22.22%
Total 3190 - Transfer & Recording Fees	4,030.00	2,920.00	1,110.00	38.37%
3200 - Store Sales	152.41	118.96	33.45	28.12%
3215 - Vending Machine Income	239.51	0.00	239.51	100.0%
Total Income	460,489.73	418,173.51	42,316.22	10.12%
Cost of Goods Sold				
3500 - Store Inventory	0.00	52.95	-52.95	-100.0%
5000 - Cost of Goods Sold	0.00	-13.00	13.00	100.0%
Total COGS	0.00	39.95	-39.95	-100.0%
Gross Profit	460,489.73	418,133.56	42,356.17	10.13%
Expense				
4048 - Employee Paid Insurance	-72.82	0.00	-72.82	-100.0%
Charitable Contributions	76.00	0.00	76.00	100.0%
3061 - Owner Rent Share	19,469.84	18,551.67	918.17	4.95%
4452 - Dock & Mooring Expense	379.45	295.00	84.45	28.63%
4485 - Employee Appreciation	1,878.84	1,795.05	83.79	4.67%
4010 - Advertising and Promotion	4,384.50	3,537.57	846.93	23.94%
4012 - Website	1,041.00	1,041.00	0.00	0.0%
4025 - Credit Card Merchant Fees	4,032.43	3,446.63	585.80	17.0%
4026 - Bank Service Charges	111.50	135.50	-24.00	-17.71%
4029 - Association Meetings				
4031 - Annual Meeting	0.00	30.49	-30.49	-100.0%
4032 - Board Travel Reimbursement	565.22	932.69	-367.47	-39.4%
Total 4029 - Association Meetings	565.22	963.18	-397.96	-41.32%
4040 - Insurance Expense				
4041 - Board Liability Policy	0.00	3,078.75	-3,078.75	-100.0%
4042 - Workman's Comp	11,277.00	5,092.07	6,184.93	121.46%
4043 - Commercial Package	29,145.00	8,246.00	20,899.00	253.44%
4044 - Commercial Umbrella	2,856.00	876.00	1,980.00	226.03%
4046 - Ocean Marine Policy	1,266.00	363.00	903.00	248.76%
4047 - Bonds	399.00	399.00	0.00	0.0%
4040 - Insurance Expense - Other	0.00	12.00	-12.00	-100.0%
Total 4040 - Insurance Expense	44,943.00	18,666.82	26,276.18	148.79%
4045 - Legal Fees	0.00	527.00	-527.00	-100.0%
4065 - Taxes - Real Estate	26,203.00	26,102.00	101.00	0.39%
4066 - Taxes NH BET	1,500.00	0.00	1,500.00	100.0%
4070 - Office Expense	1,236.37	2,725.30	-1,488.93	-54.63%
4080 - Postage	55.22	658.12	-602.90	-91.61%
4105 - Sales Commissions	99.75	399.50	-299.75	-75.03%
4110 - Taxes - Payroll				
4111 - FICA Expense	4,991.92	4,588.83	403.09	8.78%
4112 - Medicare Expense	1,167.46	1,073.19	94.27	8.78%
4113 - FUTA Expense	107.80	105.54	2.26	2.14%
4114 - SUTA Expense	389.12	227.22	161.90	71.25%
4110 - Taxes - Payroll - Other	563.52	0.00	563.52	100.0%
Total 4110 - Taxes - Payroll	7,219.82	5,994.78	1,225.04	20.44%
4130 - Travel Reimbursement	198.49	423.90	-225.41	-53.18%
4200 - Repairs and Maintenance	5,734.85	5,759.10	-24.25	-0.42%
4205 - Maintenance Supplies	1,358.42	1,442.10	-83.68	-5.8%
4210 - Licenses, Permits & Inspections	25.00	0.00	25.00	100.0%
4215 - Safety & Training	408.00	546.35	-138.35	-25.32%
4260 - Uniforms	196.39	78.94	117.45	148.78%
4310 - Electricity	11,140.26	10,719.87	420.39	3.92%
4320 - Oil	1,333.71	1,653.92	-320.21	-19.36%
4330 - Gas	2,584.87	2,558.04	26.83	1.05%
4410 - Amenities & Replacements	4,939.65	2,626.87	2,312.78	88.04%
4420 - Cable TV	875.70	1,255.50	-379.80	-30.25%
4430 - Computer & IT Expenses	1,430.26	2,391.96	-961.70	-40.21%
4440 - Laundry	606.98	653.52	-33.38	-5.10%
4450 - Lawn Care	522.17	919.49	-397.32	-43.21%
4455 - Payroll Expenses				
Simple IRA Company Match	274.69	266.76	7.93	2.97%
4100 - Salaries and Wages	80,984.14	74,013.60	6,970.54	9.42%
4120 - Medical Benefit	2,923.70	3,841.34	-917.64	-23.89%
4455 - Payroll Expenses - Other	0.00	110.00	-110.00	-100.0%
Total 4455 - Payroll Expenses	84,182.53	79,231.70	5,950.83	7.61%
4460 - Pest Control	43.95	13.24	30.71	231.95%
4470 - Pool	1,183.74	724.21	459.53	63.45%
4480 - Refreshments	147.51	132.73	14.78	11.14%
4490 - Room & Housekeeping Supp	2,061.07	4,532.63	-2,471.56	-54.53%
4510 - Snow Removal	1,810.60	1,373.00	437.60	31.87%
4520 - Trash Removal	1,233.43	1,029.74	203.69	19.78%
4540 - Water & Sewer	6,677.93	6,569.20	108.73	1.66%
4650 - Telephone & Internet				
4657 - Internet	958.61	1,305.49	-346.88	-26.57%
4656 - Telephone & Internet - Other	1,718.30	1,830.89	-112.59	-6.15%
Total 4656 - Telephone & Internet	2,676.91	3,136.38	-459.47	-14.65%
5020 - Interest Expense				
5021 - People's United Mort. Int	4,936.96	5,138.74	-201.78	-3.93%
Total 5020 - Interest Expense	4,936.96	5,138.74	-201.78	-3.93%
6990 - Reconciliation Discrepancies	0.00	-0.30	0.30	100.0%
Total Expense	249,752.50	216,090.05	33,662.45	15.58%
Net Ordinary Income	210,737.23	202,043.51	8,693.72	4.3%
Other Income/Expense				
Other Income				
3300 - Capital Reserve	29,639.15	27,971.85	1,667.30	5.96%
3101 - Dues Late Fee Income	17.85	229.48	-211.63	-92.22%
3110 - Interest Income				
3111 - Interest on Reserves	10.89	8.96	1.93	21.54%
3110 - Interest Income - Other	35.63	35.48	0.15	0.42%
Total 3110 - Interest Income	46.52	44.44	2.08	4.68%
5200 - Unrealized Gain (Loss) on Inves	2.55	0.51	2.04	400.0%
Total Other Income	29,706.07	28,246.28	1,459.79	5.17%
Net Other Income	29,706.07	28,246.28	1,459.79	5.17%
Net Income	240,443.30	230,289.79	10,153.51	4.41%