

Bull Point Plantation POA, Inc.
Profit & Loss Budget vs. Actual
January through December 2018

| | Jan - Dec 18 | Budget | \$ Over Budget | % of Budget |
|---------------------------------|-------------------|-------------------|-------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Lot Work/Income | 400.00 | | | |
| *POA Managment | 30.00 | | | |
| Bad Debt Recovery | 0.00 | 0.00 | 0.00 | 0.0% |
| Security | 42,393.18 | 25,000.00 | 17,393.18 | 169.6% |
| Miscellaneous | 0.00 | 0.00 | 0.00 | 0.0% |
| Mailboxes | 1,138.00 | 2,000.00 | -862.00 | 56.9% |
| Interest/Late Fees - Dues | 2,148.19 | 500.00 | 1,648.19 | 429.6% |
| Interest Income (CF) | 9,514.99 | 500.04 | 9,014.95 | 1,902.8% |
| Fines | 0.00 | | | |
| Dues | 497,306.29 | 567,386.00 | -70,079.71 | 87.6% |
| Contingency Income | 82,882.60 | 95,600.00 | -12,717.40 | 86.7% |
| ARB Applications | 1,100.00 | | | |
| Amenity Reservations | 475.00 | | | |
| Total Income | 637,388.25 | 690,986.04 | -53,597.79 | 92.2% |
| Gross Profit | 637,388.25 | 690,986.04 | -53,597.79 | 92.2% |
| Expense | | | | |
| Uncategorized Expense | 2,600.00 | | | |
| Postage | 201.75 | | | |
| Subscriptions | 270.29 | | | |
| Wildlife Committee | 1,437.06 | 0.00 | 1,437.06 | 100.0% |
| Email Marketing | 296.80 | | | |
| Office Supplies | 2,993.95 | | | |
| Bank Fees | 249.87 | | | |
| Amenity Furniture, Equip & Supp | 4,397.46 | 5,000.00 | -602.54 | 87.9% |
| Amenity Janitorial Supplies | 944.99 | 1,900.00 | -955.01 | 49.7% |
| Common Area Maint. & Repair | 2,585.45 | | | |
| Homeowner Functions | 873.79 | 4,000.00 | -3,126.21 | 21.8% |
| Professional Fees | 35,301.08 | 5,000.00 | 30,301.08 | 706.0% |
| Property Liability & Auto Ins | 24,600.12 | 36,700.00 | -12,099.88 | 67.0% |
| Utilities | | | | |
| Internet, Cable, and Phones | 15,041.61 | 11,900.00 | 3,141.61 | 126.4% |
| Gate House & Entrance | 89.00 | | | |
| Utilities - Other | 21,042.82 | 18,000.00 | 3,042.82 | 116.9% |
| Total Utilities | 36,173.43 | 29,900.00 | 6,273.43 | 121.0% |
| Waste Removal | 5,595.74 | 3,500.00 | 2,095.74 | 159.9% |
| Website | 2,824.90 | 1,500.00 | 1,324.90 | 188.3% |
| Payroll Expenses | | | | |
| Employee Phone Exp. | 930.00 | | | |
| Processing Fee | 169.75 | | | |
| Admin Staff (Contracted) | 19,840.10 | | | |
| Management (Contracted) | 55,000.00 | 76,404.00 | -21,404.00 | 72.0% |
| Cleaning (Contracted) | 5,185.00 | | | |
| Maintenance Supervisor (Salary) | 44,850.00 | 85,627.00 | -40,777.00 | 52.4% |
| Maintenance Staff (Wages) | 82,577.76 | 97,335.00 | -14,757.24 | 84.8% |
| Security Staff Wages (All) | 58,332.57 | 63,490.00 | -5,157.43 | 91.9% |
| Payroll Taxes | 17,055.92 | 24,471.00 | -7,415.08 | 69.7% |
| Workers Compensation | 10,306.00 | 9,800.00 | 506.00 | 105.2% |
| Employee Truck Exp. | 6,300.00 | 5,400.00 | 900.00 | 116.7% |
| Maintenance Uniforms | 1,141.31 | 2,500.00 | -1,358.69 | 45.7% |
| Security Uniforms | 0.00 | 1,900.00 | -1,900.00 | 0.0% |
| Medical Ins Premiums | 32,137.65 | 30,000.00 | 2,137.65 | 107.1% |
| Payroll Expenses - Other | 32,688.40 | | | |
| Total Payroll Expenses | 366,514.46 | 396,927.00 | -30,412.54 | 92.3% |

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Cash Basis

Bull Point Plantation POA, Inc.
Profit & Loss Budget vs. Actual
January through December 2018

| | Jan - Dec 18 | Budget | \$ Over Budget | % of Budget |
|----------------------------------|-------------------|-------------------|-------------------|--------------|
| Equipment Rental | 250.00 | | | |
| Equipment Maint. & Supplies | 4,241.63 | 3,000.00 | 1,241.63 | 141.4% |
| Gas, Oil & Propane | 8,688.44 | 9,000.00 | -311.56 | 96.5% |
| Landscape Chemicals & Supplies | 1,083.26 | 9,000.00 | -7,916.74 | 12.0% |
| Landscape Irrigation | 28.76 | | | |
| Landscape Shrubs, Trees & Grass | 3,293.81 | 0.00 | 3,293.81 | 100.0% |
| Mailboxes and Signage | 1,687.28 | 3,000.00 | -1,312.72 | 56.2% |
| Maint & Repair - Gate & Lights | 1,365.30 | 3,500.00 | -2,134.70 | 39.0% |
| Maint & Rpr - Electr & Plumbing | 696.56 | 8,100.00 | -7,403.44 | 8.6% |
| Monitoring Fire/Security | 1,019.40 | 1,800.00 | -780.60 | 56.6% |
| Pest /Termite Control | 957.00 | 1,750.00 | -793.00 | 54.7% |
| Pond/Lake Maintenance | 7,613.76 | 8,500.00 | -886.24 | 89.6% |
| Pool Maint & Chemicals | 12,325.17 | 11,980.00 | 345.17 | 102.9% |
| Tennis Court Maintenance | 619.02 | 800.00 | -180.98 | 77.4% |
| Repairs - Amenities | 18,754.40 | 32,000.00 | -13,245.60 | 58.6% |
| Repairs Large Equipment | 5,132.33 | 7,000.00 | -1,867.67 | 73.3% |
| Repairs Small Equipment | 308.79 | 4,000.00 | -3,691.21 | 7.7% |
| Road & Path Repair | 1,385.00 | 4,500.00 | -3,115.00 | 30.8% |
| Small Equip. Purchase/Replace | 2,683.62 | 2,600.00 | 83.62 | 103.2% |
| Vehicle Taxes & Tags | 154.44 | 250.00 | -95.56 | 61.8% |
| Common Area Property Taxes | 5,400.78 | 6,000.00 | -599.22 | 90.0% |
| Total Expense | 565,549.89 | 601,207.00 | -35,657.11 | 94.1% |
| Net Ordinary Income | 71,838.36 | 89,779.04 | -17,940.68 | 80.0% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| Interest Income (Operating) | 2.18 | | | |
| Total Other Income | 2.18 | | | |
| Other Expense | | | | |
| Contingency Reimbursement Reques | 39,856.59 | | | |
| Total Other Expense | 39,856.59 | | | |
| Net Other Income | -39,854.41 | | | |
| Net Income | 31,983.95 | 89,779.04 | -57,795.09 | 35.6% |