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SUPPLEMENTAL RESPONSE TO WBRG 4-6

606

RENEWAL, MODIFICATION, AND EXTENSION AGREEMENT

Effective Date:	August 21, 2017
Lender:	First Financial Bank, N.A.
Lender's Mailing Address:	403 N. Main Street Cleburne, Texas 76033
Borrower:	Double Diamond Utilities Co., a Texas corporation
Borrower's Mailing Address:	5495 Belt Line Road, Suite 200 Dallas, Texas 75254
Obligor:	Double Diamond, Inc., a Texas corporation
Obligor's Mailing Address:	5495 Belt Line Road, Suite 200 Dallas, Texas 75254
Guarantor:	Double Diamond – Delaware, Inc., a Delaware corporation
Guarantor's Mailing Address:	1105 N. Market Street, Suite 1140 Wilmington, Delaware 19801
Note	
Date:	March 7, 2013
Original Principal Amount:	\$3,000,000.00
Lender:	First Financial Bank, N.A.
Borrower:	Double Diamond Utilities Co.
Original Maturity Date:	March 7, 2015

As used in this Renewal, Modification, and Extension Agreement (this "*Agreement*"), the term "*Note*" includes all renewals, modifications, and extensions of the Note described above. The term "*Security Documents*" includes, without limitation: (i) a Real Estate Deed of Trust and Security Agreement, dated March 7, 2013, executed by Borrower for the benefit of Lender and recorded as Instrument Number 00057803 in Volume 1747, Page 557 of the Official Public Records of Hill County, Texas; (ii) a Deed of Trust, dated March 7, 2013, executed by Obligor for the benefit of Lender and recorded as Instrument Number 00057411 in Volume 1745, Page 631 of the Official Public Records of Hill County, Texas; (iii) a Commercial Guaranty, dated March 7, 2013, executed by Guarantor, guaranteeing Borrower's obligations to Lender, including, without limitation, the Note (the "*Guaranty*"), a copy of which is attached as Exhibit A; and (iv) a Subordination Agreement, dated March 7, 2013, executed by Borrower and Guarantor, as creditor, for the benefit of Lender and recorded as Instrument Number 00057409 in Volume 1745, Page 622 of the Official Public Records of Hill County, Texas. References to any or all of the Security Documents include all renewals, extensions, and modifications thereof. The term "*Parties*" means Lender, Borrower, Obligor, and Guarantor.

Borrower and Lender wish to modify certain provisions of the Note as provided below, and the Parties hereby agree as follows:

1. **Acknowledgment of Outstanding Balance.** As of the Effective Date, the outstanding principal balance of the Note is **TWO MILLION, THREE HUNDRED SEVENTY-EIGHT THOUSAND, SEVEN HUNDRED NINETEEN AND 11/100ths DOLLARS (\$2,378,719.11)**.

2. **Modified Terms.** The maturity date of the Note is hereby extended to August 21, 2018. All obligations of Borrower, Obligor, and Guarantor, including, without limitation, those described in the Security Documents, are likewise extended. The interest rate applicable to the Note shall remain fixed at seven percent (7.0%) per annum. A monthly installment payment in the amount of **Twenty-Six Thousand, Five Hundred Seventy-Eight and 44/100ths Dollars (\$26,578.44)** shall be due on September 21, 2017, and an equal payment

shall be due on the 21st day of each month thereafter until the Maturity Date, when the entire principal balance and all accrued, unpaid interest thereon shall be due and payable in full. Except as modified herein, the terms and provisions of the Note and the Business Loan Agreement dated March 7, 2013, by and between Borrower and Lender, shall remain in full effect and unmodified (a copy of the Business Loan Agreement is attached as Exhibit B and incorporated herein by reference).

3. **Binding Effect; Warranties and Covenants.** As modified herein, the provisions of the Note and the Security Documents shall continue in full force and effect. Borrower acknowledges and affirms its liability to Lender under the Note, and each of Borrower, Obligor, and Guarantor acknowledges and reaffirms its liability to Lender under the applicable Security Documents. For value received, Borrower modifies the Note and promises to pay to the order of Lender, according to the modified terms, the unpaid principal and interest owing under the Note and Security Documents.

Borrower warrants to Lender that the Note and the Security Documents, as modified, are valid and enforceable and represents that they are not subject to rights of offset, rescission, or other claims. Obligor and Guarantor each acknowledges that, except as modified in a writing executed by Lender, its obligations under the Security Documents shall remain in full force and effect until the Note is paid in full.

Each of the Parties expressly acknowledges and agrees that any default by Borrower in the performance of its obligations under this Agreement shall constitute a default under the Note and the Security Documents and shall allow Lender to exercise all of its remedies set forth in the Security Documents.

4. **No Novation.**

(a) The Parties acknowledge and agree that this Agreement shall not constitute a novation of the indebtedness evidenced by the Note and Security Documents. The Parties intend that the liens securing the Note are and shall remain continuously as security for all obligations under the Note and Security Documents without interruption in priority or effect.

(b) Nothing in this Agreement shall constitute a satisfaction of the Note, the Security Documents, or any related agreement. It is the intention of Lender to retain as liable all parties to the Security Documents and all parties, makers, and endorsers of the Note, including accommodation parties, unless expressly released by Lender in writing. Any maker or endorser, including accommodation makers, shall not be released by this Agreement. If any party to the original Note or Security Documents does not sign this Agreement, then all of the Parties signing below acknowledge that this Agreement is given conditionally, based on the representation to Lender that the non-signing entity consents to the changes and provisions of this Agreement. This waiver applies to all subsequent extensions or modifications.

5. **Miscellaneous.** In the event of an inconsistency between this Agreement and the Note or any of the Security Documents, this Agreement shall govern. Lender does not, by its execution of this Agreement, waive any rights it may have against any person not a party hereto. This Agreement may be executed in multiple counterparts, each of which shall constitute an original instrument, but all of which shall constitute one and the same agreement. Borrower, Obligor, and Guarantor each hereby ratifies and affirms that, except as expressly modified herein, the Note and the Security Documents, as previously modified, are in full force and effect. Each of the Parties agrees that the renewal, extension, and modification of the Note and Security Documents is effective as of the Effective Date, regardless of the date this Agreement or any related document is executed.

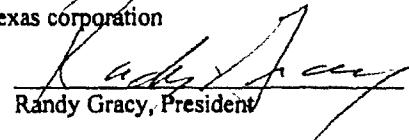
THE NOTE IS PAYABLE IN FULL ON THE MATURITY DATE, WHEN BORROWER MUST REPAY THE ENTIRE PRINCIPAL BALANCE OF THE NOTE AND ALL UNPAID ACCRUED INTEREST. LENDER IS UNDER NO OBLIGATION TO REFINANCE THE NOTE.

THIS AGREEMENT, THE NOTE, THE SECURITY DOCUMENTS, AND THE RESPECTIVE EXHIBITS CONSTITUTE THE FINAL AGREEMENT BY AND AMONG THE PARTIES. THERE ARE NO UNWRITTEN AGREEMENTS BETWEEN OR AMONG ANY PARTIES.

Executed to be effective as of the Effective Date.

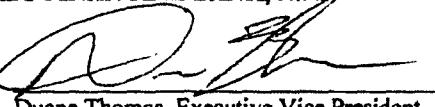
BORROWER:

DOUBLE DIAMOND UTILITIES CO.,
a Texas corporation

By: 
Randy Gracy, President

LENDER:

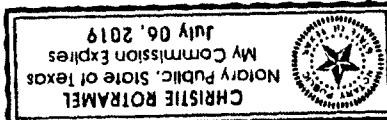
FIRST FINANCIAL BANK, N.A.

By: 
Duane Thomas, Executive Vice President

STATE OF TEXAS §

COUNTY OF Dallas §

This instrument was acknowledged before me on the 26th day of September, 2017, by Randy Gracy, President of Double Diamond Utilities Co., a Texas corporation, on behalf of said corporation.

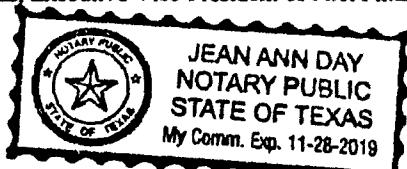


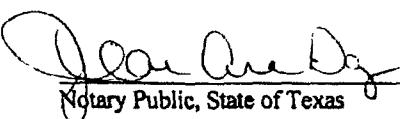

Christie Rotamal
Notary Public, State of Texas

STATE OF TEXAS §

COUNTY OF Johnson §

This instrument was acknowledged before me on the 27 day of September, 2017, by Duane Thomas, Executive Vice-President of First Financial Bank, N.A., on behalf of said bank.




Jean Ann Day
Notary Public, State of Texas

Executed and acknowledged by Obligor and Guarantor on the following page.

OBLIGOR:

DOUBLE DIAMOND, INC.,
a Texas corporation

By:

R. Mike Ward
R. Mike Ward, President

GUARANTOR:

DOUBLE DIAMOND – DELAWARE, INC.,
a Delaware corporation

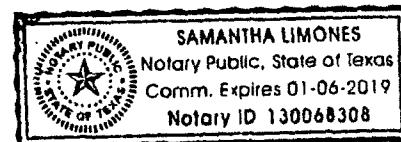
By:

R. Mike Ward
R. Mike Ward, President

STATE OF TEXAS §
COUNTY OF Dallas §
 §

This instrument was acknowledged before me on the 26th day of September, 2017, by R. Mike Ward, in his capacity as President of Double Diamond, Inc., a Texas corporation, on behalf of said corporation, and in his capacity as President of Double Diamond – Delaware, Inc., a Delaware corporation, on behalf of said corporation.

Samantha Limones
Notary Public, State of Texas



SUPPLEMENTAL RESPONSE TO WBRG 4-9

DOUBLE DIAMOND-DELAWARE, INC.
CONSOLIDATED STATEMENT OF OPERATIONS
COMPARISON OF ACTUAL TO BUDGET AND PRIOR YEAR
For the Period from July 24, 2017 to August 20, 2017

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	3,379,423	5,131,660	-1,752,237	3,232,063	20,241,701	31,687,857	-11,446,156	21,360,652	36,413,034	56
Condo Sales-Land					146,000	-146,000			216,000	
Condo Sales-Building					824,000	-824,000		169,900	1,115,000	
Condo Sales - Trade Ins								-59,600		
Interval Sales	262,955	561,002	-298,047	497,626	1,921,980	4,095,245	-2,173,265	4,416,430	4,632,386	41
Interval Sales - Trade Ins	-208,823	-471,477	262,654	-486,564	-1,844,648	-3,650,014	1,805,366	-4,288,253	-4,111,050	45
Lodging Income	247,110	279,545	-32,435	260,803	1,464,248	1,892,964	-428,716	1,622,305	2,102,632	70
Package Inc - Taxable (gross)	44,593	50,616	-6,023	72,019	273,941	303,832	-29,891	416,790	403,966	68
Guaranteed No Show Income	8,556		8,556	7,043	70,382		70,382	51,475		
Phone Income		-3,300	3,300				-19,125	19,125		-22,050
Ticket Sales					4,620	25,337	-20,717	2,366	25,337	18
Ticket Sales - Snowtubing					4,274	10,400	-6,126	5,035	10,400	41
Group Sales					135		135			
Ski Equipment Rental					88,068	116,365	-28,297	59,432	116,365	76
Ski Lessons					25,239	36,124	-10,885	21,218	36,124	70
Green Fees - Members	45,865	57,631	-11,766	41,170	294,059	370,726	-76,667	320,386	429,271	69
Golf Club Rentals	571	360	211	379	2,472	2,850	-378	3,188	3,210	77
Cart Fees	99,453	152,172	-52,719	106,610	691,459	875,238	-183,779	739,100	1,019,766	68
Range Fees	447	291	156	373	2,390	2,340	50	2,523	2,632	91
Tournament Sales					4,244	5,940	-1,696		5,940	71
Membership Fees	137,897	139,100	-1,203	135,971	1,172,455	1,225,650	-53,195	1,149,282	1,365,955	86
Merchandise Sales	53,278	103,127	-49,849	40,855	434,128	578,168	-144,040	402,019	671,358	65
Boat Slip Rental	99,224	93,275	5,949	98,925	797,469	728,402	69,067	741,269	821,676	97
Boat Slip Rental - Vacancy	-22,497	-5,622	-16,875	-19,621	-180,310	-44,978	-135,332	-123,953	-50,601	356
Watercraft Rental	26,220	9,800	16,420	34,544	121,652	38,900	82,752	135,365	49,400	246
Fuel Sales	38,821	49,300	-10,479	38,034	187,957	203,775	-15,818	178,198	237,675	79
Employee Housing	6,185	5,575	610	5,031	37,995	37,400	595	44,891	42,075	90
Sewer Revenue	68,102	84,315	-16,213	67,829	540,940	621,546	-80,606	532,889	705,861	77
Sewer Tap	-22		-22		-183		-183			
Water Revenue	133,522	117,812	15,710	149,733	746,578	869,422	-122,844	628,237	987,236	76
Water Tap	1,835		1,835	4,192	8,858		8,858	14,543		
Reconnect / Transfer Utilities	195	373	-178	105	2,535	2,984	-449	2,880	3,357	76

DOUBLE DIAMOND-DELAWARE, INC.
CONSOLIDATED STATEMENT OF OPERATIONS
COMPARISON OF ACTUAL TO BUDGET AND PRIOR YEAR

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For the Period from July 24, 2017 to August 20, 2017

	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Spa & Fitness Revenue	4,740	2,829	1,911	5,277	31,068	16,915	14,153	32,262	19,714	158
Spa & Fitness - Massage	8,418	17,663	-9,246	10,695	79,349	82,361	-3,012	78,775	97,778	81
Spa & Fitness - Salon Services	3,827	11,445	-7,618	5,256	31,791	46,671	-14,880	40,383	54,755	58
Spa & Fitness - Hair Services	1,710	3,460	-1,750	2,295	16,709	20,458	-3,749	17,935	23,379	71
Food Sales	253,542	298,940	-45,399	221,581	1,642,864	2,017,804	-374,940	1,565,011	2,325,944	71
Liquor Sales	33,005	38,429	-5,424	26,660	230,281	259,704	-29,423	202,171	290,379	79
Liquor Comps / Spills	-81		-81	-40	-654		-654	-269		
Beer Sales	30,275	39,957	-9,682	28,858	222,132	271,002	-48,870	211,422	310,605	72
Wine Sales	20,048	31,179	-11,132	17,010	123,378	182,375	-58,997	130,643	203,090	61
Conference Room Rental	8,451	6,900	1,551	5,345	26,278	39,025	-12,747	41,363	48,279	54
Audio / Video Rental	918	1,000	-82	866	2,207	3,380	-1,173	1,728	4,730	47
Gratuity Income	12,139	14,576	-2,437	10,932	73,443	85,064	-11,621	66,549	103,392	71
Discounts / Comps / Credits	-16,398	-15,278	-1,120	-14,277	-115,057	-103,861	-11,196	-116,939	-118,601	97
Premium Sales	332,355	519,960	-187,605	298,777	1,635,370	3,163,090	-1,527,720	1,599,992	3,596,390	45
TOTAL SALES	5,115,859	7,326,615	-2,210,756	4,906,354	31,113,796	47,071,336	-15,957,540	32,419,593	54,192,789	57
COST OF SALES										
Cost of Lot Sales	685,748	1,118,779	-433,031	725,748	3,945,084	6,941,953	-2,996,869	4,632,378	7,978,875	-49
Cost of Condo Sales-Land						33,580	-33,580		49,680	
Cost of Condo Sales-Building						745,000	-745,000	137,225	1,001,000	
Cost of Condo Trade-Ins								-8,940		
Cost of Interval Sales	88,400	238,502	-150,102	137,400	274,100	1,515,244	-1,241,144	1,090,800	1,729,885	-16
Cost of Interval Trade-Ins		-94,167	94,167	-107,884		-753,334	753,334	-1,002,253	-847,500	
Golf Cart Leases	48,939	53,464	-4,525	53,227	329,912	320,784	9,128	326,497	374,248	-88
Cost of Merchandise	39,340	53,381	-14,041	29,140	306,495	329,659	-23,164	300,032	381,181	-80
Cost of Fuel	23,192	30,704	-7,512	19,832	121,578	126,346	-4,768	99,738	147,435	-82
Cost of Food	93,378	103,783	-10,405	92,992	645,857	698,087	-52,230	589,634	804,341	-80
Cost of Beverages		120	-120			884	-884		1,064	
Inventory Waste/Spoilage					27		27			
Cost of Liquor	6,472	8,765	-2,293	4,639	48,881	58,957	-10,076	43,137	66,187	-74
Cost of Beer	11,147	13,395	-2,248	9,247	75,902	89,754	-13,852	73,438	102,936	-74
Cost of Wine	8,174	10,138	-1,964	7,271	47,949	59,481	-11,532	49,127	66,220	-72
Disposable Goods	7,224	6,017	1,207	5,313	42,016	40,902	1,114	36,785	47,243	-89

DOUBLE DIAMOND-DELAWARE, INC.
CONSOLIDATED STATEMENT OF OPERATIONS
COMPARISON OF ACTUAL TO BUDGET AND PRIOR YEAR

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For the Period from July 24, 2017 to August 20, 2017

	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Cost of Sales Conference Cent		150	-150			750	-750		900	
Cost of AV Equipment						1,750	-1,750		1,750	
Cost of Premium Sales	332,355	519,960	-187,605	298,777	1,635,370	3,163,090	-1,527,720	1,599,992	3,596,390	-45
TOTAL COST OF SALES	1,344,369	2,062,991	-718,622	1,275,704	7,473,171	13,372,887	-5,899,716	7,967,590	15,501,835	-48
GROSS PROFIT	3,771,490	5,263,624	-1,492,134	3,630,651	23,640,625	33,698,449	-10,057,824	24,452,002	38,690,954	61
COST OF GOODS SOLD %	-26	-28	2	-26	-24	-28	4	-25	-29	84
OTHER INCOME										
Management Fee Income	72,317	72,302	15	72,637	581,550	578,416	3,134	581,096	650,718	89
Late Charges, Other Fees & TA	29,863	7,425	22,438	34,306	149,692	59,400	90,292	162,936	66,825	224
Other Income	21,798	32,124	-10,326	19,981	1,303,999	1,285,613	18,386	1,419,474	1,738,499	75
Other Income - Commission	69,596	29,167	40,429	35,240	340,552	233,334	107,218	157,460	262,500	130
TOTAL OTHER INCOME	193,573	141,018	52,555	162,164	2,375,792	2,156,763	219,029	2,320,966	2,718,542	87
INTEREST INCOME										
Interest Income	1,118,855	1,148,331	-29,476	1,169,729	9,184,844	9,167,332	17,512	9,236,942	10,317,516	89
TOTAL INTEREST INCOME	1,118,855	1,148,331	-29,476	1,169,729	9,184,844	9,167,332	17,512	9,236,942	10,317,516	89
TOTAL NET REVENUES	5,083,918	6,552,973	-1,469,055	4,962,544	35,201,262	45,022,544	-9,821,282	36,009,911	51,727,012	68
COMMISSIONS										
Commission Expense	192,371	316,907	-124,536	150,011	1,090,437	1,954,430	-863,993	1,333,266	2,245,621	-49
Assistant Manager Commissio	17,999	11,295	6,704	8,701	100,369	72,172	28,197	42,412	82,856	-121
Manager Commissions	35,554	60,651	-25,097	37,967	223,076	366,365	-143,289	357,743	420,910	-53
Regional Manager Commissio		19,707	-19,707			114,073	-114,073		131,045	
Residual Commissions	17,481	26,106	-8,625	16,094	101,632	160,666	-59,034	107,267	184,673	-55
Sales Bonus	50,024	23,377	26,647	27,414	264,601	155,654	108,947	205,182	176,933	-150
Spiffs	150	592	-442	150	1,400	4,734	-3,334	1,760	5,325	-26
Outside Sales Bonus	30,448	14,583	15,865	21,600	170,820	116,666	54,154	80,763	131,250	-130
Travel Agency Commissions	1,110	880	230	1,785	9,192	7,869	1,323	5,516	8,434	-109
TOTAL COMMISSIONS	345,136	474,098	-128,963	263,723	1,961,528	2,952,629	-991,101	2,133,909	3,387,047	-58
EMPLOYEE COMPENSATION										

DOUBLE DIAMOND-DELAWARE, INC.
CONSOLIDATED STATEMENT OF OPERATIONS
COMPARISON OF ACTUAL TO BUDGET AND PRIOR YEAR

Page No. 4

For the Period from July 24, 2017 to August 20, 2017

	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Employee Compensation	529,769	432,796	96,973	411,173	3,611,022	3,716,289	-105,267	3,388,625	4,257,129	-85
Referral Bonus	250	-250				1,250	-1,250		1,250	
Training Salaries	22,120	11,571	10,549	14,350	244,668	92,566	152,102	117,401	104,137	-235
Commission/Bonus	60,246	63,690	-3,444	47,788	420,034	480,353	-60,319	352,442	542,011	-77
Hourly Wages	420,315	369,004	51,311	301,893	2,471,703	2,788,200	-316,497	2,396,542	3,196,148	-77
401k Expense	-1,500	1,500		-1,030		-1,331	-12,000	10,669	-17,482	-13,500
Labor Transfers	-45,399	-52,750	7,351	-28,468		-251,228	-423,000	171,772	-266,931	-485,060
Payroll Burden	190,800	172,277	18,523	139,627	1,333,234	1,317,726	15,508	1,304,665	1,508,895	-88
Contract Labor	11,054	9,802	1,252	9,933	118,434	81,775	36,659	92,313	93,258	-127
Recruiting	11,659	2,447	9,212	6,468	90,831	23,068	67,763	70,055	25,513	-356
Moving Expense				1,575					4,520	
Other Employee Expense	24,044	25,976	-1,933	29,642	184,877	207,992	-23,115	207,176	235,006	-79
Payroll Reimbursement	225	648	-423		1,890	25,508	-23,618	850	26,318	-7
TOTAL EMPLOYEE COMPENS	1,224,833	1,034,211	190,622	932,952	8,224,135	8,299,727	-75,592	7,650,175	9,491,105	-87
INTEREST EXPENSE										
Interest Expense	703,639	663,611	40,028	661,429	5,726,962	5,371,089	355,873	5,351,825	6,033,040	-95
TOTAL INTEREST EXPENSE	703,639	663,611	40,028	661,429	5,726,962	5,371,089	355,873	5,351,825	6,033,040	-95
REPOSSESSION EXPENSE	314,652	359,216	-44,564	759,105	1,843,801	2,218,149	-374,348	2,376,384	2,548,912	-72
OCCUPANCY EXPENSE										
Rent Expense	42,271	41,158	1,113	42,998	370,369	366,926	3,443	351,041	408,008	-91
Electricity	66,587	67,792	-1,205	52,422	485,978	545,164	-59,186	453,375	611,855	-79
Gas / Propane	8,088	10,045	-1,957	13,437	79,143	95,813	-16,670	74,705	106,947	-74
Water / Sewer	40,457	28,847	11,610	31,800	224,621	214,257	10,364	194,924	243,432	-92
Trash Removal	5,556	6,740	-1,184	7,172	47,485	52,197	-4,712	52,589	59,827	-79
TOTAL OCCUPANCY EXPENS	162,959	154,582	8,377	147,829	1,207,596	1,274,357	-66,761	1,126,635	1,430,069	-84
MARKETING EXPENSE										
Marketing Expense	57,283	56,211	1,072	23,682	250,194	414,874	-164,680	148,503	457,640	-55
Premium Expense	713,233	598,683	114,550	760,006	3,994,380	4,762,401	-768,021	3,873,590	5,352,791	-75
Sales Referral Program Exp	140	750	-610	2,515	1,771	6,000	-4,229	5,870	6,750	-26
Other Marketing Expenses	42,311	51,202	-8,891	15,854	290,557	386,292	-95,735	381,324	430,827	-67

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Solidifications	1,370	2,019	-649	-1,613	3,268	16,158	-19,426	-4,564	18,180	18
Booth Space Fees	10,000		10,000		10,000		10,000			
Booth Expense	1,916		1,916		2,344		2,344			
TOTAL MARKETING EXPENSE	826,252	708,865	117,387	800,443	4,545,979	5,585,725	-1,039,746	4,404,724	6,266,188	-73
G&A EXPENSE										
Cleaning Supplies	12,896	12,923	-27	10,166	75,033	85,396	-10,363	72,653	97,864	-77
Smallwares / Tools	6,042	6,363	-321	6,290	45,589	60,379	-14,790	45,508	67,924	-67
Uniforms	3,617	4,861	-1,244	2,231	36,657	44,145	-7,488	30,260	50,024	-73
Office Supplies	8,208	7,330	878	1,551	54,810	62,690	-7,880	58,553	70,213	-78
Safety Supplies	313	827	-514	149	5,762	7,122	-1,360	10,560	7,908	-73
Other Supplies	8,306	5,687	2,619	11,077	78,282	70,178	8,104	79,002	76,192	-103
Guest Supplies	5,678	8,755	-3,077	3,703	38,395	52,811	-14,416	33,643	60,770	-63
Printing	10,900	10,293	608	2,469	141,320	98,185	43,135	107,968	107,554	-131
Computer Expense	11,792	5,117	6,675	8,231	95,761	86,785	8,976	100,869	91,936	-104
Over/Short-Expired Certs.		10	-10			80	-80		90	
Postage & Delivery	15,127	10,725	4,403	10,348	127,451	89,286	38,165	118,495	99,819	-128
Telephone	23,160	19,465	3,695	17,035	176,686	156,308	20,378	152,396	175,781	-101
Mobile Phones / Pagers	4,852	3,774	1,078	3,430	28,040	30,513	-2,473	30,880	34,337	-82
Travel	3,824	7,719	-3,895	11,487	45,462	56,330	-10,868	48,451	63,286	-72
Travel - Outlying	7,176	4,558	2,618	5,461	43,467	42,270	1,197	75,442	47,828	-91
Meals & Entertainment	2,486	5,339	-2,853	5,656	27,662	41,091	-13,429	37,670	46,247	-60
Refreshments	949	3,148	-2,199	1,236	13,160	23,324	-10,164	11,198	26,499	-50
Vehicle Expense	6,477	5,468	1,009	7,971	34,806	45,323	-10,517	38,971	50,086	-69
Vehicle Fuel Expense	13,674	12,211	1,463	10,772	72,380	94,585	-22,205	67,221	107,221	-68
Equipment Fuel Expense	23,249	16,455	6,794	10,870	95,745	139,187	-43,443	73,339	155,640	-62
Pest Control	2,862	3,092	-230	2,694	23,187	25,921	-2,734	22,978	29,694	-78
Landscaping	4,089	6,664	-2,575	6,328	43,146	56,209	-13,063	42,257	64,867	-67
Equipment Lease/Payment	96,667	75,790	20,877	68,002	561,812	601,358	-39,546	575,455	671,648	-84
Vehicle Lease/Payment	11,471	15,550	-4,079	11,347	88,978	108,317	-19,339	76,273	123,866	-72
Linen Rental	5,382	4,383	999	4,647	35,340	43,953	-8,613	26,678	49,415	-72
Other Contract Services	43,420	42,593	827	47,056	328,642	317,852	10,790	315,800	360,405	-91
Dues & Subscriptions	8,693	23,865	-15,172	11,750	130,752	146,645	-15,893	152,401	157,797	-83

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Training & Education	4,188	2,261	1,927	543	23,236	42,310	-19,074	17,108	44,772	-52
Taxes & Licenses	58,040	76,365	-18,325	22,165	262,256	554,221	-291,965	264,357	632,294	-41
Property Taxes	281,091	309,140	-28,049	276,357	2,856,437	2,473,524	382,913	2,184,995	2,782,662	-103
Legal Fees	51,556	20,833	30,723	2,571	297,401	166,664	130,737	111,534	187,498	-159
Professional Fees	129,888	66,671	63,217	88,781	1,036,018	598,417	437,601	761,704	662,872	-156
Legal Contingency Fund		7,500	-7,500		20,000	60,000	-40,000		67,500	-30
Insurance Expense	88,895	100,379	-11,484	111,862	862,611	803,038	59,573	821,583	903,417	-95
Cash Over / Short	-12		-12	20	-2,000		-2,000	653		
Coupon Over / Short				-439				-482		
Tip Income / Loss				-57				-5,372		
Inventory Gain / Loss				-473		4,476		4,476	35,496	
Bank Charges	37,271	17,667	19,604	20,085	213,122	141,409	71,713	192,712	159,075	-134
Credit Card Discounts	55,525	55,941	-416	62,348	412,730	380,746	31,984	394,576	433,392	-95
Credit Services	6,284	4,576	1,708	4,386	39,367	33,108	6,259	29,289	37,684	-104
Servicing Fees	143,298	115,650	27,648	120,157	957,970	926,600	31,370	1,019,998	1,042,200	-92
Trustee Fees	6,263	3,650	2,613	3,627	63,192	30,900	32,292	44,549	34,550	-183
Maintenance Fees				-1,800	118,223	84,473	33,750	96,289	119,924	-99
Closing Costs	11,135	750	10,385	-3,310	13,115	6,000	7,115	27,828	6,750	-194
Recording Fees	89,462	28,927	60,535	67,954	456,541	179,837	276,704	467,713	206,915	-221
Late Fees	4	962	-958		859	7,696	-6,837	161	8,658	-10
Other Fees	15,394		15,394	1,250	20,534	2,600	17,934	12,793	2,600	-790
R&M Building	22,872	25,360	-2,488	61,551	226,422	212,032	14,390	398,922	236,743	-96
R & M Furniture & Fixtures			91	-91			1,835	-1,835	4,898	1,926
R&M Equipment	32,628	37,275	-4,647	52,374	322,664	314,987	7,677	347,762	353,764	-91
Minor Improvements								1,071		
R&M Pool & Bathhouse					130		130			
R&M Chemicals	1,900	3,325	-1,425	2,203	25,846	26,600	-754	27,113	29,925	-86
R&M Parks	917		917	1,740	20,010	5,339	14,671	32,813	5,339	-375
R&M - Water Plant	2,535	6,000	-3,465	39,052	37,638	48,000	-10,362	114,703	54,000	-70
R&M - Sewer Plant	338	2,433	-2,095	2,799	13,594	19,464	-5,870	30,502	21,898	-62
R&M - Distribution Lines	6,150	2,300	3,850	1,505	25,247	18,400	6,847	10,850	20,700	-122
R&M - Collection Lines	8,140	10,717	-2,577	23,162	99,607	85,734	13,873	117,777	96,451	-103
Lot Prep Expense	-23,077	9,233	-32,310	6,176	9,776	73,867	-64,091	69,424	83,100	-12

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Minor Improvements	28,394		28,394	10,978	190,017	1,079,785	-889,768	192,236	1,079,785	-18
Water Tests	512	608	-96	821	8,581	4,864	3,717	5,068	5,473	-157
Water Tap Expense	390		390	480	5,823		5,823	1,092		
Regulatory Water Fees	7,394	3,083	4,311	13,675	24,931	27,392	-2,461	49,674	30,226	-82
Sewer Tests	2,016	2,180	-164	2,779	19,535	17,440	2,095	18,717	19,620	-100
Sewer Tap Expense	390		390	168	12,232		12,232	342		
Regulatory Sewer Fees		50	-50			400	-400		450	
Coupons	7,844	10,630	-2,786	10,584	43,293	85,042	-41,749	60,182	95,673	-45
Coupons-Mgr.	363	457	-94	607	2,740	3,463	-723	3,971	3,922	-70
Activities Expense	1,608	1,250	358	3,524	13,014	20,250	-7,236	25,417	20,500	-63
Advertising & Promotion	8,178	21,478	-13,300	84,613	155,054	179,593	-24,539	791,426	201,773	-77
Contributions	218	1,817	-1,599	128	4,233	24,531	-20,298	1,653	28,348	-15
Allocated Resort Overhead	-12,455	-25,722	13,267	-22,130	-197,379	-262,038	64,659	-205,869	-295,882	-67
Allocated Hospitality Overhead		917	-917			7,917	-7,917		9,014	
Allocated Marketing Overhead		2	-2					600		
ESOP Deduction					150,000	250,000	-100,000	185,000	375,000	-40
TOTAL GEN. & ADMIN EXP.R	1,416,849	1,247,720	169,129	1,354,769	11,317,417	11,322,683	-5,266	11,167,746	12,705,421	-89
TOTAL BUDGETED EXPENSE	4,994,319	4,642,303	352,016	4,920,250	34,827,417	37,024,359	-2,196,942	34,211,399	41,861,782	-83
BUDGET NET INC. (LOSS)	89,600	1,910,671	-1,821,071	42,294	373,845	7,998,185	-7,624,340	1,798,512	9,865,231	4
NON-BUDGETED ITEMS										
Other Income / Expense - Affil	159		159	152	1,205		1,205	31,549		
Debt Service - Leases	-33,299		-33,299	-18,321	-351,703		-351,703	-351,788		
Interest Expense - Leases				292	11,880		11,880	17,016		
Depreciation	164,214		164,214	172,119	1,289,476		1,289,476	1,374,058		
Amortization of Deferred Loan	35,162		35,162	40,343	281,299		281,299	292,755		
Liquor Allocation	10,621		10,621	11,097	81,429		81,429	85,223		
State Income Tax					154,000		154,000	150,000		
TOTAL NON-BUD. EXPENSE	176,857		176,857	205,682	1,467,586		1,467,586	1,598,813		
NET INCOME (LOSS)	-87,258	1,910,671	-1,997,928	-163,387	-1,093,742	7,998,185	-9,091,927	199,699	9,865,231	-11

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
NET INCOME TEST	87,258	-1,910,671	1,997,928	163,387	1,093,742	-7,998,185	9,091,927	-199,699	-9,865,231	11
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
SALES AND REVENUES										
Lot Sales	33,012,322	44,183,550	-11,171,228	1,237,715	33,012,322	44,183,550	-11,171,228	1,237,715	44,183,550	75
Lot Sales-Trade-in Allowance		358,440	-358,440			358,440	-358,440		358,440	
Condo Sales-Building	513,800		513,800		513,800		513,800			
Condo Sales - Trade Ins	-127,400		-127,400		-127,400		-127,400			
Interval Sales	5,433,751	5,696,823	-263,072	141,800	5,433,751	5,696,823	-263,072	141,800	5,696,823	95
Interval Sales - Trade Ins	-5,280,706	-5,416,663	135,957	-141,800	-5,280,706	-5,416,663	135,957	-141,800	-5,416,663	97
Sales Discounts	-12,255		-12,255		-12,255		-12,255			
Lodging Income	2,302,324	2,280,546	21,778	98,870	2,302,324	2,280,546	21,778	98,870	2,280,546	101
Package Inc - Taxable (gross)	647,535	743,977	-96,442	27,291	647,535	743,977	-96,442	27,291	743,977	87
Guaranteed No Show Income	86,508		86,508	3,675	86,508		86,508	3,675		
Ticket Sales	2,366	36,728	-34,362	16,492	2,366	36,728	-34,362	16,492	36,728	6
Ticket Sales - Snowtubing	5,073	15,023	-9,950	7,942	5,073	15,023	-9,950	7,942	15,023	34
Group Sales	1,945		1,945	2,749	1,945		1,945	2,749		
Season Ski Passes		8,155	-8,155	1,840		8,155	-8,155	1,840	8,155	
Ski Equipment Rental	61,612	278,188	-216,576	71,267	61,612	278,188	-216,576	71,267	278,188	22
Ski Lessons	21,456	55,000	-33,544	23,220	21,456	55,000	-33,544	23,220	55,000	39
Green Fees - Members	470,650	554,737	-84,087	8,453	470,650	554,737	-84,087	8,453	554,737	85
Golf Club Rentals	4,571	4,650	-79	300	4,571	4,650	-79	300	4,650	98
Cart Fees	1,134,932	1,291,304	-156,372	22,866	1,134,932	1,291,304	-156,372	22,866	1,291,304	88
Range Fees	3,323	3,384	-61	146	3,323	3,384	-61	146	3,384	98
Tournament Sales		6,480	-6,480			6,480	-6,480		6,480	
Membership Fees	1,678,246	1,845,643	-167,397	264,128	1,678,246	1,845,643	-167,397	264,128	1,845,643	91
Merchandise Sales	583,184	676,504	-93,320	41,891	583,184	676,504	-93,320	41,891	676,504	86
Boat Slip Rental	1,137,050	1,194,763	-57,713	77,101	1,137,050	1,194,763	-57,713	77,101	1,194,763	95
Boat Slip Rental - Vacancy	-204,247	-188,829	-15,418	-12,097	-204,247	-188,829	-15,418	-12,097	-188,829	108
Watercraft Rental	167,357	188,100	-20,743		167,357	188,100	-20,743		188,100	89
Fuel Sales	221,128	241,250	-20,122	223	221,128	241,250	-20,122	223	241,250	92
Employee Housing	55,747	59,975	-4,228	3,596	55,747	59,975	-4,228	3,596	59,975	93
Sewer Revenue	817,820	827,173	-9,353	60,756	817,820	827,173	-9,353	60,756	827,173	99
Sewer Tap	-48	49,000	-49,048		-48	49,000	-49,048		49,000	0
Water Revenue	984,846	1,211,379	-226,533	76,331	984,846	1,211,379	-226,533	76,331	1,211,379	81
Water Tap	26,393		26,393		26,393		26,393			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Reconnect / Transfer Utilities	3,145	4,849	-1,704	155	3,145	4,849	-1,704	155	4,849	65
Spa & Fitness Revenue	48,003	29,289	18,714	2,340	48,003	29,289	18,714	2,340	29,289	164
Spa & Fitness - Massage	112,479	172,582	-60,103	7,615	112,479	172,582	-60,103	7,615	172,582	65
Spa & Fitness - Salon Services	55,655	77,393	-21,738	4,252	55,655	77,393	-21,738	4,252	77,393	72
Spa & Fitness - Hair Services	29,049	34,954	-5,906	1,827	29,049	34,954	-5,906	1,827	34,954	83
Food Sales	2,330,054	3,037,021	-706,967	177,360	2,330,054	3,037,021	-706,967	177,360	3,037,021	77
Liquor Sales	324,690	327,465	-2,775	23,614	324,690	327,465	-2,775	23,614	327,465	99
Liquor Comps / Spills	-509		-509	-15	-509		-509	-15		
Beer Sales	324,791	376,185	-51,394	19,160	324,791	376,185	-51,394	19,160	376,185	86
Wine Sales	197,599	214,763	-17,164	16,580	197,599	214,763	-17,164	16,580	214,763	92
Conference Room Rental	64,614	65,112	-498	4,407	64,614	65,112	-498	4,407	65,112	99
Audio / Video Rental	3,051	5,150	-2,099		3,051	5,150	-2,099		5,150	59
Gratuity Income	122,027	122,871	-845	11,296	122,027	122,871	-845	11,296	122,871	99
Discounts / Comps / Credits	-162,496	-172,785	10,289	-48,285	-162,496	-172,785	10,289	-48,285	-172,785	94
Premium Sales		5,788,016	-5,788,016	132,095		5,788,016	-5,788,016	132,095	5,788,016	
TOTAL SALES	47,201,436	66,288,146	-19,086,710	2,387,158	47,201,436	66,288,146	-19,086,710	2,387,158	66,288,146	71
COST OF SALES										
Cost of Lot Sales	5,919,957	9,531,170	-3,611,213	291,223	5,919,957	9,531,170	-3,611,213	291,223	9,531,170	-62
Cost of Condo Sales-Building	401,084		401,084		401,084		401,084			
Cost of Condo Trade-Ins	-8,940		-8,940		-8,940		-8,940			
Cost of Interval Sales	1,432,563	1,862,763	-430,201	14,400	1,432,563	1,862,763	-430,201	14,400	1,862,763	-77
Cost of Interval Trade-Ins	-1,227,543	-1,224,163	3,380	-35,450	-1,227,543	-1,224,163	3,380	-35,450	-1,224,163	-100
Golf Cart Leases	444,664	415,999	28,665	18,902	444,664	415,999	28,665	18,902	415,999	-107
Cost of Merchandise	445,114	476,560	-31,446	33,315	445,114	476,560	-31,446	33,315	476,560	-93
Cost of Fuel	129,932	150,200	-20,268	3,242	129,932	150,200	-20,268	3,242	150,200	-87
Cost of Food	916,293	1,089,676	-173,383	61,651	916,293	1,089,676	-173,383	61,651	1,089,676	-84
Cost of Beverages		13,315	-13,315			13,315	-13,315		13,315	
Inventory Waste/Spoilage	111		111		111		111			
Cost of Liquor	65,785	68,531	-2,746	5,447	65,785	68,531	-2,746	5,447	68,531	-96
Cost of Beer	112,418	119,618	-7,200	5,910	112,418	119,618	-7,200	5,910	119,618	-94
Cost of Wine	70,154	70,724	-570	5,373	70,154	70,724	-570	5,373	70,724	-99
Disposable Goods	58,366	64,599	-6,233	6,236	58,366	64,599	-6,233	6,236	64,599	-90

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Cost of Sales Conference Cent		1,800	-1,800			1,800	-1,800		1,800	
Cost of AV Equipment		1,750	-1,750			1,750	-1,750		1,750	
Cost of Premium Sales	0	5,651,763	-5,651,763	132,095		0	5,651,763	-5,651,763	132,095	5,651,763
TOTAL COST OF SALES	8,759,957	18,294,305	-9,534,348	542,343	8,759,957	18,294,305	-9,534,348	542,343	18,294,305	-48
GROSS PROFIT	38,441,479	47,993,841	-9,552,362	1,844,815	38,441,479	47,993,841	-9,552,362	1,844,815	47,993,841	80
COST OF GOODS SOLD %	-19	-28	9	-23	-19	-28	9	-23	-28	67
OTHER INCOME										
Maintenance Fee Income				1,800					1,800	
Management Fee Income	892,685	939,926	-47,241	72,717	892,685	939,926	-47,241	72,717	939,926	95
Late Charges, Other Fees & TA	235,328	118,300	117,028	18,489	235,328	118,300	117,028	18,489	118,300	199
Other Income	2,260,014	2,889,263	-629,249	116,385	2,260,014	2,889,263	-629,249	116,385	2,889,263	78
Other Income - Commission	362,910	325,000	37,910	20,665	362,910	325,000	37,910	20,665	325,000	112
TOTAL OTHER INCOME	3,750,936	4,272,489	-521,553	230,056	3,750,936	4,272,489	-521,553	230,056	4,272,489	88
INTEREST INCOME										
Interest Income	13,709,085	15,824,078	-2,114,993	1,096,928	13,709,085	15,824,078	-2,114,993	1,096,928	15,824,078	87
TOTAL INTEREST INCOME	13,709,085	15,824,078	-2,114,993	1,096,928	13,709,085	15,824,078	-2,114,993	1,096,928	15,824,078	87
TOTAL NET REVENUES	55,901,500	68,090,408	-12,188,907	3,171,799	55,901,500	68,090,408	-12,188,907	3,171,799	68,090,408	82
COMMISSIONS										
Commission Expense	2,049,488	2,949,072	-899,584	81,445	2,049,488	2,949,072	-899,584	81,445	2,949,072	-69
Assistant Manager Commissio	65,661	66,103	-442	1,666	65,661	66,103	-442	1,666	66,103	-99
Manager Commissions	543,076	752,354	-209,278	18,327	543,076	752,354	-209,278	18,327	752,354	-72
Residual Commissions	168,443	224,114	-55,671	5,988	168,443	224,114	-55,671	5,988	224,114	-75
Sales Bonus	314,751	7,500	307,251	13,772	314,751	7,500	307,251	13,772	7,500	-4,197
Spiffs	2,160	7,688	-5,528		2,160	7,688	-5,528		7,688	-28
Outside Sales Bonus	179,275	162,500	16,775	5,593	179,275	162,500	16,775	5,593	162,500	-110
Travel Agency Commissions	10,845	13,580	-2,735	446	10,845	13,580	-2,735	446	13,580	-80
TOTAL COMMISSIONS	3,333,698	4,182,911	-849,213	127,237	3,333,698	4,182,911	-849,213	127,237	4,182,911	-80
EMPLOYEE COMPENSATION										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Employee Compensation	5,283,565	6,277,704	-994,139	387,605	5,283,565	6,277,704	-994,139	387,605	6,277,704	-84
Referral Bonus		1,750	-1,750			1,750	-1,750		1,750	
Training Salaries	180,629	108,054	72,575	5,000	180,629	108,054	72,575	5,000	108,054	-167
Commission/Bonus	595,462	744,824	-149,362	28,013	595,462	744,824	-149,362	28,013	744,824	-80
Hourly Wages	3,629,066	4,209,239	-580,173	301,561	3,629,066	4,209,239	-580,173	301,561	4,209,239	-86
401k Expense	-22,301	-19,500	-2,801		-22,301	-19,500	-2,801		-19,500	-114
Labor Transfers	-524,858	-698,925	174,067	-27,632	-524,858	-698,925	174,067	-27,632	-698,925	-75
Payroll Burden	1,897,841	2,059,536	-161,695	168,184	1,897,841	2,059,536	-161,695	168,184	2,059,536	-92
Contract Labor	154,188	184,826	-30,638	16,025	154,188	184,826	-30,638	16,025	184,826	-83
Recruiting	98,922	46,369	52,553	9,393	98,922	46,369	52,553	9,393	46,369	-213
Moving Expense	4,520		4,520		4,520		4,520			
Other Employee Expense	304,028	318,328	-14,300	23,366	304,028	318,328	-14,300	23,366	318,328	-96
Payroll Reimbursement	49,229	38,224	11,005	432	49,229	38,224	11,005	432	38,224	-129
TOTAL EMPLOYEE COMPENS	11,650,291	13,270,429	-1,620,138	911,947	11,650,291	13,270,429	-1,620,138	911,947	13,270,429	-88
INTEREST EXPENSE										
Interest Expense	7,900,782	9,274,318	-1,373,536	757,414	7,900,782	9,274,318	-1,373,536	757,414	9,274,318	-85
TOTAL INTEREST EXPENSE	7,900,782	9,274,318	-1,373,536	757,414	7,900,782	9,274,318	-1,373,536	757,414	9,274,318	-85
REPOSSESSION EXPENSE	3,724,353	3,092,847	631,506	107,793	3,724,353	3,092,847	631,506	107,793	3,092,847	-120
OCCUPANCY EXPENSE										
Rent Expense	517,952	616,404	-98,452	42,449	517,952	616,404	-98,452	42,449	616,404	-84
Electricity	705,651	909,386	-203,735	88,438	705,651	909,386	-203,735	88,438	909,386	-78
Gas / Propane	116,416	203,160	-86,744	26,449	116,416	203,160	-86,744	26,449	203,160	-57
Water / Sewer	309,235	317,315	-8,080	76,097	309,235	317,315	-8,080	76,097	317,315	-97
Trash Removal	77,789	82,426	-4,637	6,195	77,789	82,426	-4,637	6,195	82,426	-94
TOTAL OCCUPANCY EXPENS	1,727,044	2,128,691	-401,647	239,629	1,727,044	2,128,691	-401,647	239,629	2,128,691	-81
MARKETING EXPENSE										
Marketing Expense	192,136	689,109	-496,973	9,765	192,136	689,109	-496,973	9,765	689,109	-28
Premium Expense	6,583,750	7,448,131	-864,381	245,500	6,583,750	7,448,131	-864,381	245,500	7,448,131	-88
Sales Referral Program Exp	7,316	5,413	1,903		7,316	5,413	1,903		5,413	-135
Other Marketing Expenses	529,946	1,072,539	-542,593	6,358	529,946	1,072,539	-542,593	6,358	1,072,539	-49

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Solidifications	-16,834	27,941	-44,775	-1,387	-16,834	27,941	-44,775	-1,387	27,941	60
Booth Space Fees				1,900				1,900		
Booth Expense	193		193	3,892	193		193	3,892		
TOTAL MARKETING EXPENSE	7,296,507	9,243,133	-1,946,625	266,026	7,296,507	9,243,133	-1,946,625	266,026	9,243,133	-79
G&A EXPENSE										
Cleaning Supplies	110,326	114,957	-4,631	6,397	110,326	114,957	-4,631	6,397	114,957	-96
Smallwares / Tools	68,924	80,110	-11,186	2,598	68,924	80,110	-11,186	2,598	80,110	-86
Uniforms	42,567	75,404	-32,837	2,943	42,567	75,404	-32,837	2,943	75,404	-56
Office Supplies	91,026	102,977	-11,951	643	91,026	102,977	-11,951	643	102,977	-88
Safety Supplies	12,867	16,123	-3,256	1,917	12,867	16,123	-3,256	1,917	16,123	-80
Other Supplies	112,085	111,786	299	5,003	112,085	111,786	299	5,003	111,786	-100
Guest Supplies	53,964	91,422	-37,458	4,740	53,964	91,422	-37,458	4,740	91,422	-59
Printing	153,923	136,957	16,966	10,842	153,923	136,957	16,966	10,842	136,957	-112
Computer Expense	132,948	131,477	1,471	27,557	132,948	131,477	1,471	27,557	131,477	-101
Postage & Delivery	157,529	140,164	17,365	4,791	157,529	140,164	17,365	4,791	140,164	-112
Telephone	242,236	275,247	-33,011	21,109	242,236	275,247	-33,011	21,109	275,247	-88
Mobile Phones / Pagers	46,474	49,523	-3,049	3,983	46,474	49,523	-3,049	3,983	49,523	-94
Travel	71,045	74,037	-2,992	2,186	71,045	74,037	-2,992	2,186	74,037	-96
Travel - Outlying	121,103	86,257	34,846	1,644	121,103	86,257	34,846	1,644	86,257	-140
Meals & Entertainment	58,435	63,063	-4,628	3,058	58,435	63,063	-4,628	3,058	63,063	-93
Refreshments	19,884	37,344	-17,460	1,889	19,884	37,344	-17,460	1,889	37,344	-53
Vehicle Expense	57,152	67,789	-10,637	16,199	57,152	67,789	-10,637	16,199	67,789	-84
Vehicle Fuel Expense	104,306	171,417	-67,111	12,185	104,306	171,417	-67,111	12,185	171,417	-61
Equipment Fuel Expense	131,599	246,876	-115,277	11,308	131,599	246,876	-115,277	11,308	246,876	-53
Pest Control	38,358	35,884	2,474	1,986	38,358	35,884	2,474	1,986	35,884	-107
Landscaping	60,592	79,753	-19,161	970	60,592	79,753	-19,161	970	79,753	-76
Equipment Lease/Payment	843,133	1,189,934	-346,801	71,158	843,133	1,189,934	-346,801	71,158	1,189,934	-71
Vehicle Lease/Payment	122,304	141,388	-19,084	6,782	122,304	141,388	-19,084	6,782	141,388	-87
Linen Rental	37,988	53,219	-15,231	-1,432	37,988	53,219	-15,231	-1,432	53,219	-71
Other Contract Services	489,061	474,506	14,555	23,739	489,061	474,506	14,555	23,739	474,506	-103
Dues & Subscriptions	230,782	226,566	4,216	12,286	230,782	226,566	4,216	12,286	226,566	-102
Training & Education	22,781	55,570	-32,789	321	22,781	55,570	-32,789	321	55,570	-41

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Taxes & Licenses	418,991	870,697	-451,706	82,575	418,991	870,697	-451,706	82,575	870,697	-48
Property Taxes	3,660,650	3,797,752	-137,102	252,223	3,660,650	3,797,752	-137,102	252,223	3,797,752	-96
Legal Fees	188,352	270,837	-82,485	13,932	188,352	270,837	-82,485	13,932	270,837	-70
Professional Fees	1,390,624	955,283	435,341	92,611	1,390,624	955,283	435,341	92,611	955,283	-146
Legal Contingency Fund		97,500	-97,500			97,500	-97,500		97,500	
Insurance Expense	1,333,420	1,356,027	-22,607	105,137	1,333,420	1,356,027	-22,607	105,137	1,356,027	-98
Cash Over / Short	1,124		1,124	-123	1,124		1,124	-123		
Coupon Over / Short	-482		-482		-482		-482			
Tip Income / Loss	-10,090		-10,090	858	-10,090		-10,090	858		
Inventory Gain / Loss	-32,665		-32,665	2,136	-32,665		-32,665	2,136		
Bank Charges	269,654	256,225	13,429	19,352	269,654	256,225	13,429	19,352	256,225	-105
Credit Card Discounts	616,018	627,099	-11,082	35,995	616,018	627,099	-11,082	35,995	627,099	-98
Credit Services	47,629	100	47,529		47,629	100	47,529		100	-47,629
Servicing Fees	1,461,533	1,692,350	-230,818	118,459	1,461,533	1,692,350	-230,818	118,459	1,692,350	-86
Trustee Fees	64,342	86,400	-22,058	3,088	64,342	86,400	-22,058	3,088	86,400	-74
Maintenance Fees	168,296	141,062	27,234	17,789	168,296	141,062	27,234	17,789	141,062	-119
Closing Costs	27,828	59,750	-31,922		27,828	59,750	-31,922		59,750	-47
Recording Fees	681,753	265,950	415,803	15,756	681,753	265,950	415,803	15,756	265,950	-256
Late Fees	277		277	52	277		277	52		
Other Fees	16,603	2,600	14,003		16,603	2,600	14,003		2,600	-639
R&M Building	436,734	295,791	140,943	22,707	436,734	295,791	140,943	22,707	295,791	-148
R & M Furniture & Fixtures	4,898	2,088	2,810		4,898	2,088	2,810		2,088	-235
R&M Equipment	509,622	553,856	-44,234	52,563	509,622	553,856	-44,234	52,563	553,856	-92
Minor Improvements	1,071		1,071		1,071		1,071			
R&M Chemicals	46,311	46,909	-598	1,982	46,311	46,909	-598	1,982	46,909	-99
R&M Parks	56,532	34,539	21,993	8,645	56,532	34,539	21,993	8,645	34,539	-164
R&M Entry	400		400		400		400			
R&M - Water Plant	75,948	57,200	18,748	8,043	75,948	57,200	18,748	8,043	57,200	-133
R&M - Sewer Plant	22,432	37,264	-14,832	2,523	22,432	37,264	-14,832	2,523	37,264	-60
R&M - Distribution Lines	20,854	29,900	-9,046	4,836	20,854	29,900	-9,046	4,836	29,900	-70
R&M - Collection Lines	156,767	111,587	45,180	2,333	156,767	111,587	45,180	2,333	111,587	-140
Lot Prep Expense	114,873	113,742	1,131	7,782	114,873	113,742	1,131	7,782	113,742	-101
Minor Improvements	194,660	513,049	-318,389		194,660	513,049	-318,389		513,049	-38

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Water Tests	9,862	8,105	1,757	497	9,862	8,105	1,757	497	8,105	-122
Water Tap Expense	7,928		7,928	2,012	7,928		7,928	2,012		
Regulatory Water Fees	50,356	38,540	11,816	14,226	50,356	38,540	11,816	14,226	38,540	-131
Sewer Tests	29,346	30,880	-1,534	3,096	29,346	30,880	-1,534	3,096	30,880	-95
Sewer Tap Expense	4,911		4,911		4,911		4,911			
Regulatory Sewer Fees	4,500	650	3,850		4,500	650	3,850		650	-692
Coupons	78,644	138,705	-60,061	16,826	78,644	138,705	-60,061	16,826	138,705	-57
Coupons-Mgr.	4,936	5,741	-805	113	4,936	5,741	-805	113	5,741	-86
Activities Expense	30,054	20,300	9,754	1,500	30,054	20,300	9,754	1,500	20,300	-148
Advertising & Promotion	1,006,547	787,618	218,929	41,150	1,006,547	787,618	218,929	41,150	787,618	-128
Contributions	6,553	35,621	-29,068	629	6,553	35,621	-29,068	629	35,621	-18
Gain / Loss on Assets				296				296		
Allocated Resort Overhead	-307,455	-335,784	28,329	-67,861	-307,455	-335,784	28,329	-67,861	-335,784	-92
Allocated Marketing Overhead	67,799	-7,088	74,887		67,799	-7,088	74,887		-7,088	957
ESOP Deduction	391,390	625,000	-233,610		391,390	625,000	-233,610		625,000	-63
TOTAL GEN. & ADMIN EXP.R	16,963,719	17,953,595	-989,876	1,140,539	16,963,719	17,953,595	-989,876	1,140,539	17,953,595	-94
TOTAL BUDGETED EXPENSE	52,596,394	59,145,924	-6,549,529	3,550,584	52,596,394	59,145,924	-6,549,529	3,550,584	59,145,924	-89
BUDGET NET INC. (LOSS)	3,305,106	8,944,484	-5,639,378	-378,786	3,305,106	8,944,484	-5,639,378	-378,786	8,944,484	37
NON-BUDGETED ITEMS										
Interest Income / Expense - Af				-3,979				-3,979		
Other Income / Expense - Affil	32,140		32,140		32,140		32,140			
Debt Service - Leases	-639,079		-639,079	-25,725	-639,079		-639,079	-25,725		
Interest Expense - Leases	37,480		37,480		37,480		37,480			
Depreciation	2,057,055		2,057,055	161,212	2,057,055		2,057,055	161,212		
Amortization of Deferred Loan	434,286		434,286	18,432	434,286		434,286	18,432		
Liquor Allocation	133,993		133,993	4,402	133,993		133,993	4,402		
Allocated Marketing	-67,199		-67,199		-67,199		-67,199			
State Income Tax	153,583		153,583		153,583		153,583			
TOTAL NON-BUD. EXPENSE	2,142,260	2,142,260	154,342	2,142,260	2,142,260	154,342	2,142,260	154,342	2,142,260	154,342
NET INCOME (LOSS)	1,162,846	8,944,484	-7,781,638	-533,127	1,162,846	8,944,484	-7,781,638	-533,127	8,944,484	13

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CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
NET INCOME TEST	-1,162,846	-8,944,484	7,781,638	533,127	-1,162,846	-8,944,484	7,781,638	533,127	-8,944,484	-13
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
SALES AND REVENUES										
Lot Sales	39,676,231	40,995,575	-1,319,344	1,482,607	39,676,231	40,995,575	-1,319,344	1,482,607	40,995,575	97
Condo Sales-Building	284,000		284,000		284,000		284,000			
Interval Sales	5,016,917	3,664,500	1,352,417		5,016,917	3,664,500	1,352,417		3,664,500	137
Interval Sales - Trade Ins	-4,750,877	-3,000,000	-1,750,877		-4,750,877	-3,000,000	-1,750,877		-3,000,000	158
Sales Discounts	-206,676		-206,676		-206,676		-206,676			
Lodging Income	2,373,384	2,065,391	307,993	110,505	2,373,384	2,065,391	307,993	110,505	2,065,391	115
Package Inc - Taxable (gross)	743,117	810,848	-67,731	55,615	743,117	810,848	-67,731	55,615	810,848	92
Guaranteed No Show Income	84,564		84,564	6,657	84,564		84,564	6,657		
Ticket Sales	38,678	64,231	-25,553	16,558	38,678	64,231	-25,553	16,558	64,231	60
Ticket Sales - Snowtubing	16,811	29,694	-12,883	8,168	16,811	29,694	-12,883	8,168	29,694	57
Group Sales	6,482	21,600	-15,118	6,368	6,482	21,600	-15,118	6,368	21,600	30
Season Ski Passes	1,840	12,722	-10,882	507	1,840	12,722	-10,882	507	12,722	14
Ski Equipment Rental	200,671	243,661	-42,990	58,998	200,671	243,661	-42,990	58,998	243,661	82
Ski Lessons	53,344	40,000	13,344	16,386	53,344	40,000	13,344	16,386	40,000	133
Green Fees - Members	498,327	594,560	-96,233	10,628	498,327	594,560	-96,233	10,628	594,560	84
Golf Club Rentals	4,267	4,110	157	362	4,267	4,110	157	362	4,110	104
Cart Fees	1,096,141	1,237,967	-141,826	33,879	1,096,141	1,237,967	-141,826	33,879	1,237,967	89
Range Fees	4,902	3,736	1,166	111	4,902	3,736	1,166	111	3,736	131
Tournament Sales	6,368	12,500	-6,132		6,368	12,500	-6,132		12,500	51
Membership Fees	1,717,583	1,773,787	-56,204	234,945	1,717,583	1,773,787	-56,204	234,945	1,773,787	97
Merchandise Sales	629,787	635,376	-5,589	34,312	629,787	635,376	-5,589	34,312	635,376	99
Boat Slip Rental	1,022,537	1,101,504	-78,967	85,966	1,022,537	1,101,504	-78,967	85,966	1,101,504	93
Boat Slip Rental - Vacancy	-165,902	-158,328	-7,574	-11,144	-165,902	-158,328	-7,574	-11,144	-158,328	105
Watercraft Rental	149,275	197,600	-48,325		149,275	197,600	-48,325		197,600	76
Fuel Sales	222,579	257,200	-34,621	489	222,579	257,200	-34,621	489	257,200	87
Employee Housing	58,603	52,150	6,453	2,503	58,603	52,150	6,453	2,503	52,150	112
Sewer Revenue	756,852	772,676	-15,824	61,362	756,852	772,676	-15,824	61,362	772,676	98
Sewer Tap	-2,430		-2,430		-2,430		-2,430			
Water Revenue	1,027,169	1,123,154	-95,985	51,821	1,027,169	1,123,154	-95,985	51,821	1,123,154	91
Water Tap	9,577		9,577		9,577		9,577			
Reconnect / Transfer Utilities	4,270	4,512	-242	390	4,270	4,512	-242	390	4,512	95
Spa & Fitness Revenue	50,748	25,884	24,864	2,588	50,748	25,884	24,864	2,588	25,884	196

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Spa & Fitness - Massage	141,750	178,955	-37,205	10,595	141,750	178,955	-37,205	10,595	178,955	79
Spa & Fitness - Salon Services	56,259	89,276	-33,017	5,121	56,259	89,276	-33,017	5,121	89,276	63
Spa & Fitness - Hair Services	26,840	29,117	-2,277	1,392	26,840	29,117	-2,277	1,392	29,117	92
Food Sales	2,585,044	2,979,860	-394,816	176,639	2,585,044	2,979,860	-394,816	176,639	2,979,860	87
Liquor Sales	339,669	320,231	19,438	25,409	339,669	320,231	19,438	25,409	320,231	106
Liquor Comps / Spills	-287		-287	-12	-287		-287	-12		
Beer Sales	364,982	376,260	-11,278	19,906	364,982	376,260	-11,278	19,906	376,260	97
Wine Sales	202,347	194,058	8,290	13,415	202,347	194,058	8,290	13,415	194,058	104
Conference Room Rental	52,032	92,353	-40,321	3,811	52,032	92,353	-40,321	3,811	92,353	56
Audio / Video Rental	3,517	4,718	-1,201		3,517	4,718	-1,201		4,718	75
Gratuity Income	143,181	127,616	15,565	12,463	143,181	127,616	15,565	12,463	127,616	112
Discounts / Comps / Credits	-225,234	-199,706	-25,528	-24,450	-225,234	-199,706	-25,528	-24,450	-199,706	113
Premium Sales	0	5,958,842	-5,958,842	357,163	0	5,958,842	-5,958,842	357,163	5,958,842	0
TOTAL SALES	54,319,240	62,738,190	-8,418,950	2,872,032	54,319,240	62,738,190	-8,418,950	2,872,032	62,738,190	87
COST OF SALES										
Cost of Lot Sales	8,377,138	10,070,516	-1,693,378	401,035	8,377,138	10,070,516	-1,693,378	401,035	10,070,516	-83
Cost of Condo Sales-Land	224,336		224,336		224,336		224,336			
Cost of Interval Sales	1,721,586	1,564,500	157,086		1,721,586	1,564,500	157,086		1,564,500	-110
Cost of Interval Trade-Ins	-1,191,837	-900,000	-291,837		-1,191,837	-900,000	-291,837		-900,000	-132
Golf Cart Leases	440,061	386,501	53,560		440,061	386,501	53,560		386,501	-114
Cost of Merchandise	444,427	421,187	23,240	21,373	444,427	421,187	23,240	21,373	421,187	-106
Cost of Fuel	139,091	183,418	-44,327	0	139,091	183,418	-44,327	0	183,418	-76
Cost of Food	1,144,994	1,091,795	53,199	73,704	1,144,994	1,091,795	53,199	73,704	1,091,795	-105
Inventory Waste/Spoilage	6,969	9,704	-2,735	2,317	6,969	9,704	-2,735	2,317	9,704	-72
Cost of Liquor	68,498	74,159	-5,661	3,348	68,498	74,159	-5,661	3,348	74,159	-92
Cost of Beer	122,161	109,972	12,189	6,222	122,161	109,972	12,189	6,222	109,972	-111
Cost of Wine	70,640	68,507	2,133	3,761	70,640	68,507	2,133	3,761	68,507	-103
Disposable Goods	77,813	64,311	13,502	8,324	77,813	64,311	13,502	8,324	64,311	-121
Cost of Sales Conference Cent	325	1,700	-1,375		325	1,700	-1,375		1,700	-19
Cost of AV Equipment	1,030	3,400	-2,370		1,030	3,400	-2,370		3,400	-30
Cost of Premium Sales	28	5,963,867	-5,963,840	357,163	28	5,963,867	-5,963,840	357,163	5,963,867	0
TOTAL COST OF SALES	11,647,258	19,113,537	-7,466,279	877,247	11,647,258	19,113,537	-7,466,279	877,247	19,113,537	-61

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
GROSS PROFIT	42,671,982	43,624,653	-952,671	1,994,785	42,671,982	43,624,653	-952,671	1,994,785	43,624,653	98
COST OF GOODS SOLD %	-21	-30	9	-31	-21	-30	9	-31	-30	70
OTHER INCOME										
Management Fee Income	879,560	862,524	17,036	72,717	879,560	862,524	17,036	72,717	862,524	102
Late Charges, Other Fees & TA	201,155	162,225	38,930	9,954	201,155	162,225	38,930	9,954	162,225	124
Other Income	1,580,311	2,285,429	-705,118	118,656	1,580,311	2,285,429	-705,118	118,656	2,285,429	69
Other Income - Commission	291,653	36,666	254,987	2,863	291,653	36,666	254,987	2,863	36,666	795
TOTAL OTHER INCOME	2,952,678	3,346,844	-394,166	204,190	2,952,678	3,346,844	-394,166	204,190	3,346,844	88
INTEREST INCOME										
Interest Income	14,206,623	14,103,283	103,340	1,139,588	14,206,623	14,103,283	103,340	1,139,588	14,103,283	101
TOTAL INTEREST INCOME	14,206,623	14,103,283	103,340	1,139,588	14,206,623	14,103,283	103,340	1,139,588	14,103,283	101
TOTAL NET REVENUES	59,831,283	61,074,780	-1,243,497	3,338,562	59,831,283	61,074,780	-1,243,497	3,338,562	61,074,780	98
COMMISSIONS										
Commission Expense	2,480,451	2,709,806	-229,355	105,290	2,480,451	2,709,806	-229,355	105,290	2,709,806	-92
Assistant Manager Commissio	53,642	80,816	-27,174	1,721	53,642	80,816	-27,174	1,721	80,816	-66
Manager Commissions	628,742	710,371	-81,629	31,190	628,742	710,371	-81,629	31,190	710,371	-89
Residual Commissions	186,363	204,977	-18,614	10,868	186,363	204,977	-18,614	10,868	204,977	-91
Sales Bonus	308,222	8,500	299,722	11,265	308,222	8,500	299,722	11,265	8,500	-3,626
Spiffs	950	7,104	-6,154	75	950	7,104	-6,154	75	7,104	-13
Outside Sales Bonus	136,666	109,992	26,674	1,088	136,666	109,992	26,674	1,088	109,992	-124
Travel Agency Commissions	10,844	6,455	4,389	462	10,844	6,455	4,389	462	6,455	-168
TOTAL COMMISSIONS	3,805,880	3,838,021	-32,141	161,958	3,805,880	3,838,021	-32,141	161,958	3,838,021	-99
EMPLOYEE COMPENSATION										
Employee Compensation	5,453,054	5,440,957	12,097	777,176	5,453,054	5,440,957	12,097	777,176	5,440,957	-100
Referral Bonus		2,250	-2,250	11,835		2,250	-2,250	11,835		2,250
Training Salaries	159,539	105,116	54,423	9,068	159,539	105,116	54,423	9,068	105,116	-152
Commission/Bonus	643,880	670,687	-26,807	40,577	643,880	670,687	-26,807	40,577	670,687	-96
Hourly Wages	3,973,249	4,337,369	-364,120	710,271	3,973,249	4,337,369	-364,120	710,271	4,337,369	-92

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Payroll Taxes	214		214	99,744	214		214	99,744		
Workers Comp				23				23		
401k Expense	-746	-18,000	17,254	10,240	-746	-18,000	17,254	10,240	-18,000	-4
Labor Transfers	-479,824	-595,133	115,309	-30,909	-479,824	-595,133	115,309	-30,909	-595,133	-81
Payroll Burden	1,871,654	1,916,366	-44,712	112,812	1,871,654	1,916,366	-44,712	112,812	1,916,366	-98
Workers Comp Claims Paid		75	-75			75	-75		75	
Contract Labor	175,223	176,532	-1,309	14,820	175,223	176,532	-1,309	14,820	176,532	-99
Recruiting	162,066	40,992	121,074	8,374	162,066	40,992	121,074	8,374	40,992	-395
Moving Expense	6,614	2,390	4,224		6,614	2,390	4,224		2,390	-277
Other Employee Expense	317,474	280,676	36,798	10,437	317,474	280,676	36,798	10,437	280,676	-113
Payroll Reimbursement	636	32,580	-31,944	-927,520	636	32,580	-31,944	-927,520	32,580	-2
TOTAL EMPLOYEE COMPENS	12,283,034	12,392,857	-109,823	846,947	12,283,034	12,392,857	-109,823	846,947	12,392,857	-99
INTEREST EXPENSE										
Interest Expense	9,169,719	9,045,359	124,360	788,430	9,169,719	9,045,359	124,360	788,430	9,045,359	-101
TOTAL INTEREST EXPENSE	9,169,719	9,045,359	124,360	788,430	9,169,719	9,045,359	124,360	788,430	9,045,359	-101
REPOSSESSION EXPENSE	3,296,119	3,689,602	-393,483	127,025	3,296,119	3,689,602	-393,483	127,025	3,689,602	-89
OCCUPANCY EXPENSE										
Rent Expense	447,619	653,034	-205,415	55,633	447,619	653,034	-205,415	55,633	653,034	-69
Electricity	796,823	858,942	-62,119	76,941	796,823	858,942	-62,119	76,941	858,942	-93
Gas / Propane	159,834	210,713	-50,879	32,030	159,834	210,713	-50,879	32,030	210,713	-76
Water / Sewer	357,330	344,665	12,665	25,609	357,330	344,665	12,665	25,609	344,665	-104
Trash Removal	93,406	82,413	10,993	6,024	93,406	82,413	10,993	6,024	82,413	-113
TOTAL OCCUPANCY EXPENS	1,855,013	2,149,767	-294,754	196,237	1,855,013	2,149,767	-294,754	196,237	2,149,767	-86
MARKETING EXPENSE										
Marketing Expense	330,639	906,280	-575,641	71,840	330,639	906,280	-575,641	71,840	906,280	-36
Premium Expense	6,039,230	6,423,573	-384,343	506,732	6,039,230	6,423,573	-384,343	506,732	6,423,573	-94
Sales Referral Program Exp	4,832		4,832		4,832		4,832			
Other Marketing Expenses	489,637	221,192	268,445	4,468	489,637	221,192	268,445	4,468	221,192	-221
Solidifications	-23,605	23,707	-47,312	219	-23,605	23,707	-47,312	219	23,707	100
Booth Space Fees	2,870	16,000	-13,130		2,870	16,000	-13,130		16,000	-18

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Booth Expense	11,989	10,335	1,654		11,989	10,335	1,654		10,335	-116
TOTAL MARKETING EXPENSE	6,855,591	7,601,087	-745,496	583,259	6,855,591	7,601,087	-745,496	583,259	7,601,087	-90
G&A EXPENSE										
Cleaning Supplies	113,146	105,056	8,090	6,432	113,146	105,056	8,090	6,432	105,056	-108
Smallwares / Tools	65,567	81,038	-15,471	2,930	65,567	81,038	-15,471	2,930	81,038	-81
Uniforms	57,935	73,129	-15,194	3,920	57,935	73,129	-15,194	3,920	73,129	-79
Office Supplies	105,170	97,797	7,373	7,469	105,170	97,797	7,373	7,469	97,797	-108
Safety Supplies	13,103	13,844	-741	450	13,103	13,844	-741	450	13,844	-95
Other Supplies	133,654	104,993	28,661	3,262	133,654	104,993	28,661	3,262	104,993	-127
Guest Supplies	70,512	82,238	-11,726	3,721	70,512	82,238	-11,726	3,721	82,238	-86
Printing	137,878	142,224	-4,346	14,481	137,878	142,224	-4,346	14,481	142,224	-97
Computer Expense	133,386	104,404	28,982	26,519	133,386	104,404	28,982	26,519	104,404	-128
Over/Short-Expired Certs.		5,184	-5,184			5,184	-5,184			5,184
Postage & Delivery	178,098	148,662	29,436	23,579	178,098	148,662	29,436	23,579	148,662	-120
Telephone	343,319	322,046	21,273	28,082	343,319	322,046	21,273	28,082	322,046	-107
Mobile Phones / Pagers	46,228	48,328	-2,100	3,457	46,228	48,328	-2,100	3,457	48,328	-96
Travel	64,247	73,674	-9,427	1,442	64,247	73,674	-9,427	1,442	73,674	-87
Travel - Outlying	72,396	80,764	-8,368	217	72,396	80,764	-8,368	217	80,764	-90
Meals & Entertainment	50,852	64,851	-13,999	2,005	50,852	64,851	-13,999	2,005	64,851	-78
Refreshments	16,848	36,784	-19,936	1,533	16,848	36,784	-19,936	1,533	36,784	-46
Vehicle Expense	81,776	72,641	9,135	6,399	81,776	72,641	9,135	6,399	72,641	-113
Vehicle Fuel Expense	152,106	197,996	-45,890	12,147	152,106	197,996	-45,890	12,147	197,996	-77
Equipment Fuel Expense	180,917	176,540	4,377	18,703	180,917	176,540	4,377	18,703	176,540	-102
Pest Control	37,923	43,944	-6,021	1,803	37,923	43,944	-6,021	1,803	43,944	-86
Landscaping	54,860	92,299	-37,439	802	54,860	92,299	-37,439	802	92,299	-59
Equipment Lease/Payment	930,773	1,026,672	-95,899	72,079	930,773	1,026,672	-95,899	72,079	1,026,672	-91
Vehicle Lease/Payment	93,469	134,284	-40,815	10,433	93,469	134,284	-40,815	10,433	134,284	-70
Linen Rental	38,028	42,761	-4,733	3,207	38,028	42,761	-4,733	3,207	42,761	-89
Other Contract Services	507,335	401,775	105,560	24,053	507,335	401,775	105,560	24,053	401,775	-126
Dues & Subscriptions	160,433	206,260	-45,827	14,552	160,433	206,260	-45,827	14,552	206,260	-78
Training & Education	32,252	39,835	-7,583		32,252	39,835	-7,583		39,835	-81
Taxes & Licenses	727,120	761,039	-33,919	112,521	727,120	761,039	-33,919	112,521	761,039	-96

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Property Taxes	3,332,578	3,162,532	170,046	197,109	3,332,578	3,162,532	170,046	197,109	3,162,532	-105
Legal Fees	177,054	600,000	-422,946	40,565	177,054	600,000	-422,946	40,565	600,000	-30
Professional Fees	1,284,806	713,684	571,122	60,627	1,284,806	713,684	571,122	60,627	713,684	-180
Legal Contingency Fund	62,173	90,000	-27,827		62,173	90,000	-27,827		90,000	-69
Insurance Expense	1,401,772	1,175,606	226,166	89,080	1,401,772	1,175,606	226,166	89,080	1,175,606	-119
Cash Over / Short	267		267	172		267		267	172	
Coupon Over / Short	-217		-217			-217		-217		
Tip Income / Loss	-117		-117			-117		-117		
Inventory Gain / Loss	108,417		108,417		108,417		108,417			
Bank Charges	237,834	223,800	14,034	13,551	237,834	223,800	14,034	13,551	223,800	-106
Credit Card Discounts	666,339	575,289	91,051	11,148	666,339	575,289	91,051	11,148	575,289	-116
Credit Services	26,446	36,100	-9,654	2,888	26,446	36,100	-9,654	2,888	36,100	-73
Servicing Fees	1,665,694	1,196,544	469,150	130,433	1,665,694	1,196,544	469,150	130,433	1,196,544	-139
Trustee Fees	72,205	67,700	4,505	21,675	72,205	67,700	4,505	21,675	67,700	-107
Maintenance Fees	171,515	144,825	26,690	-10	171,515	144,825	26,690	-10	144,825	-118
Closing Costs	115,211	59,000	56,211	220	115,211	59,000	56,211	220	59,000	-195
Recording Fees	361,829	287,514	74,315	20,311	361,829	287,514	74,315	20,311	287,514	-126
Late Fees	377		377			377		377		
Other Fees	6,223	2,600	3,623	378	6,223	2,600	3,623	378	2,600	-239
R&M Building	553,755	289,543	264,212	21,156	553,755	289,543	264,212	21,156	289,543	-191
R & M Furniture & Fixtures	2,288	3,254	-966		2,288	3,254	-966		3,254	-70
R&M Equipment	584,215	502,146	82,069	30,208	584,215	502,146	82,069	30,208	502,146	-116
Minor Improvements		1,300	-1,300			1,300	-1,300		1,300	
R&M Chemicals	35,516	46,960	-11,444	6,319	35,516	46,960	-11,444	6,319	46,960	-76
R&M Irrigation	1,533		1,533		1,533		1,533			
R&M Parks	49,959	26,839	23,120	6,525	49,959	26,839	23,120	6,525	26,839	-186
R&M - Water Plant	85,817	49,404	36,413	6,309	85,817	49,404	36,413	6,309	49,404	-174
R&M - Sewer Plant	40,015	33,796	6,219	15,240	40,015	33,796	6,219	15,240	33,796	-118
R&M - Distribution Lines	27,844	27,000	844	1,370	27,844	27,000	844	1,370	27,000	-103
R&M - Collection Lines	138,555	91,596	46,959	15,442	138,555	91,596	46,959	15,442	91,596	-151
Lot Prep Expense	107,834	113,004	-5,170	1,107	107,834	113,004	-5,170	1,107	113,004	-95
Minor Improvements	297,142	378,102	-80,960	34,244	297,142	378,102	-80,960	34,244	378,102	-79
Nonrecurring Replacements		12,000	-12,000	7,329		12,000	-12,000	7,329	12,000	

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Water Tests	8,930	7,540	1,390	110	8,930	7,540	1,390	110	7,540	-118
Water Tap Expense	6,486	3,000	3,486		6,486	3,000	3,486		3,000	-216
Regulatory Water Fees	26,983	32,959	-5,976		26,983	32,959	-5,976		32,959	-82
Sewer Tests	35,068	27,330	7,738	2,183	35,068	27,330	7,738	2,183	27,330	-128
Sewer Tap Expense	884		884	80	884		884	80		
Regulatory Sewer Fees		600	-600			600	-600		600	
Coupons	100,910	191,148	-90,238	18,164	100,910	191,148	-90,238	18,164	191,148	-53
Coupons-Mgr.	2,035	4,884	-2,849	140	2,035	4,884	-2,849	140	4,884	-42
Activities Expense	19,452	17,950	1,502	1,928	19,452	17,950	1,502	1,928	17,950	-108
Advertising & Promotion	693,331	97,753	595,578	6,177	693,331	97,753	595,578	6,177	97,753	-709
Contributions	16,360	39,300	-22,940	688	16,360	39,300	-22,940	688	39,300	-42
Gain / Loss on Assets	296		296	30	296		296	30		
Allocated Resort Overhead	-925,829	-951,474	25,645	-66,687	-925,829	-951,474	25,645	-66,687	-951,474	-97
Allocated Hospitality Overhead		1,852	-1,852			1,852	-1,852		1,852	
Allocated Marketing Overhead		42,859	-42,859			42,859	-42,859		42,859	
ESOP Deduction	537,277	500,000	37,277		537,277	500,000	37,277		500,000	-107
TOTAL GEN. & ADMIN EXP.R	16,736,392	14,706,900	2,029,492	1,102,409	16,736,392	14,706,900	2,029,492	1,102,409	14,706,900	-114
TOTAL BUDGETED EXPENSE	54,001,747	53,423,593	578,153	3,806,265	54,001,747	53,423,593	578,153	3,806,265	53,423,593	-101
BUDGET NET INC. (LOSS)	5,829,536	7,651,186	-1,821,650	-467,703	5,829,536	7,651,186	-1,821,650	-467,703	7,651,186	76
NON-BUDGETED ITEMS										
Interest Income / Expense - Af				-3,979					-3,979	
Other Income / Expense - Affil	512,919	512,919			512,919		512,919			
Debt Service - Leases	-590,867	-590,867	-29,821		-590,867		-590,867	-29,821		
Interest Expense - Leases	25,035	25,035			25,035		25,035			
Depreciation	2,011,278	2,011,278	177,576		2,011,278		2,011,278	177,576		
Amortization of Deferred Loan	543,279	543,279	24,068		543,279		543,279	24,068		
Other Income Eliminated	-1,099,823	-1,099,823			-1,099,823		-1,099,823			
Liquor Allocation	122,802	122,802			122,802		122,802			
State Income Tax	187,120	187,120			187,120		187,120			
TOTAL NON-BUD. EXPENSE	1,711,743	1,711,743	167,843		1,711,743		1,711,743	167,843		

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
NET INCOME (LOSS)	4,117,793	7,651,186	-3,533,393	-635,546	4,117,793	7,651,186	-3,533,393	-635,546	7,651,186	54

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
NET INCOME TEST	-4,117,793	-7,651,186	3,533,393	635,546	-4,117,793	-7,651,186	3,533,393	635,546	-7,651,186	-54
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	41,818,479	48,947,973	-7,129,494	1,627,929	41,818,479	48,947,973	-7,129,494	1,627,929	48,947,973	85
Condo Sales-Land	135,900		135,900		135,900		135,900			
Condo Sales-Building	223,000		223,000		223,000		223,000			
Interval Sales	4,813,084	3,000,000	1,813,084	76,800	4,813,084	3,000,000	1,813,084	76,800	3,000,000	160
Interval Sales - Trade Ins	-4,736,469	-3,000,000	-1,736,469	-73,800	-4,736,469	-3,000,000	-1,736,469	-73,800	-3,000,000	158
Interval Sales - Trade Ins All				-3,000				-3,000		
Lodging Income	2,217,344	1,830,568	386,776	65,295	2,217,344	1,830,568	386,776	65,295	1,830,568	121
Package Inc - Taxable (gross)	710,701	1,198,611	-487,910	17,278	710,701	1,198,611	-487,910	17,278	1,198,611	59
Guaranteed No Show Income	81,067	159,608	-78,541	4,492	81,067	159,608	-78,541	4,492	159,608	51
Ticket Sales	50,546	82,563	-32,017	18,826	50,546	82,563	-32,017	18,826	82,563	61
Ticket Sales - Snowtubing	23,296	31,110	-7,814	12,158	23,296	31,110	-7,814	12,158	31,110	75
Group Sales	13,847	21,600	-7,753	3,986	13,847	21,600	-7,753	3,986	21,600	64
Season Ski Passes	4,018	17,692	-13,674	3,861	4,018	17,692	-13,674	3,861	17,692	23
Ski Equipment Rental	214,204	144,121	70,083	48,439	214,204	144,121	70,083	48,439	144,121	149
Ski Lessons	50,310	33,700	16,610	12,422	50,310	33,700	16,610	12,422	33,700	149
Green Fees - Members	500,963	553,213	-52,250	9,737	500,963	553,213	-52,250	9,737	553,213	91
Golf Club Rentals	5,611	4,110	1,501	195	5,611	4,110	1,501	195	4,110	137
Cart Fees	1,082,586	1,098,080	-15,494	25,155	1,082,586	1,098,080	-15,494	25,155	1,098,080	99
Range Fees	3,685	3,608	77	164	3,685	3,608	77	164	3,608	102
Tournament Sales	12,916	34,540	-21,624		12,916	34,540	-21,624		34,540	37
Membership Fees	1,544,885	1,577,717	-32,832	213,677	1,544,885	1,577,717	-32,832	213,677	1,577,717	98
Merchandise Sales	644,101	646,677	-2,576	21,485	644,101	646,677	-2,576	21,485	646,677	100
Boat Slip Rental	975,407	1,012,750	-37,343	80,034	975,407	1,012,750	-37,343	80,034	1,012,750	96
Boat Slip Rental - Vacancy	-154,184	-142,028	-12,156	-6,880	-154,184	-142,028	-12,156	-6,880	-142,028	109
Watercraft Rental	166,252	170,400	-4,148		166,252	170,400	-4,148		170,400	98
Fuel Sales	191,280	267,900	-76,620	216	191,280	267,900	-76,620	216	267,900	71
Employee Housing	64,394	52,525	11,869	3,695	64,394	52,525	11,869	3,695	52,525	123
Sewer Revenue	724,052	775,058	-51,006	58,805	724,052	775,058	-51,006	58,805	775,058	93
Water Revenue	1,059,418	1,095,764	-36,346	51,560	1,059,418	1,095,764	-36,346	51,560	1,095,764	97
Reconnect / Transfer Utilities	4,530	4,872	-342	260	4,530	4,872	-342	260	4,872	93
Spa & Fitness Revenue	49,872	47,970	1,902	4,630	49,872	47,970	1,902	4,630	47,970	104
Spa & Fitness - Massage	166,878	184,505	-17,627	8,310	166,878	184,505	-17,627	8,310	184,505	90

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Spa & Fitness - Salon Services	69,601	94,504	-24,903	5,801	69,601	94,504	-24,903	5,801	94,504	74
Spa & Fitness - Hair Services	23,531	29,114	-5,583	3,370	23,531	29,114	-5,583	3,370	29,114	81
Food Sales	2,627,103	2,254,909	372,194	140,631	2,627,103	2,254,909	372,194	140,631	2,254,909	117
Liquor Sales	324,676	280,289	44,387	16,926	324,676	280,289	44,387	16,926	280,289	116
Liquor Comps / Spills	-60		-60	-13	-60		-60	-13		
Beer Sales	341,058	348,409	-7,351	13,953	341,058	348,409	-7,351	13,953	348,409	98
Wine Sales	182,852	180,775	2,077	12,137	182,852	180,775	2,077	12,137	180,775	101
Conference Room Rental	48,308	85,093	-36,785	391	48,308	85,093	-36,785	391	85,093	57
Audio / Video Rental	2,387	5,182	-2,795	504	2,387	5,182	-2,795	504	5,182	46
Gratuity Income	126,587	119,677	6,910	3,481	126,587	119,677	6,910	3,481	119,677	106
Discounts / Comps / Credits	-374,282	-252,883	-121,399	-18,769	-374,282	-252,883	-121,399	-18,769	-252,883	148
Premium Sales	-1	5,150,704	-5,150,705	127,626	-1	5,150,704	-5,150,705	127,626	5,150,704	0
TOTAL SALES	56,033,732	68,150,980	-12,117,248	2,591,765	56,033,732	68,150,980	-12,117,248	2,591,765	68,150,980	82
COST OF SALES										
Cost of Lot Sales	9,831,488	13,045,085	-3,213,597	443,203	9,831,488	13,045,085	-3,213,597	443,203	13,045,085	-75
Cost of Condo Sales-Land	33,975		33,975		33,975		33,975			
Cost of Condo Sales-Building	233,143		233,143		233,143		233,143			
Cost of Interval Sales	790,275	900,000	-109,725	9,600	790,275	900,000	-109,725	9,600	900,000	-88
Cost of Interval Trade-Ins	-1,180,799	-900,000	-280,799	-19,926	-1,180,799	-900,000	-280,799	-19,926	-900,000	-131
Golf Cart Leases	383,216	393,490	-10,274	12,384	383,216	393,490	-10,274	12,384	393,490	-97
Cost of Merchandise	413,045	409,253	3,792	19,504	413,045	409,253	3,792	19,504	409,253	-101
Shipping Costs	790		790	435	790		790	435		
Cost of Fuel	149,727	182,775	-33,048	66	149,727	182,775	-33,048	66	182,775	-82
Cost of Food	1,135,290	923,725	211,565	61,697	1,135,290	923,725	211,565	61,697	923,725	-123
Inventory Waste/Spoilage	8,087		8,087	2,924	8,087		8,087	2,924		
Cost of Liquor	57,736	57,101	635	3,233	57,736	57,101	635	3,233	57,101	-101
Cost of Beer	106,889	107,368	-479	4,791	106,889	107,368	-479	4,791	107,368	-100
Cost of Wine	58,856	65,348	-6,492	3,726	58,856	65,348	-6,492	3,726	65,348	-90
Disposable Goods	84,123	47,788	36,335	4,658	84,123	47,788	36,335	4,658	47,788	-176
Cost of Sales Conference Cent	49	3,600	-3,551		49	3,600	-3,551		3,600	-1
Cost of AV Equipment		1,800	-1,800			1,800	-1,800		1,800	
Cost of Premium Sales	4	5,150,708	-5,150,704	127,626	4	5,150,708	-5,150,704	127,626	5,150,708	0

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
TOTAL COST OF SALES	12,105,895	20,388,041	-8,282,146	673,922	12,105,895	20,388,041	-8,282,146	673,922	20,388,041	-59
GROSS PROFIT	43,927,837	47,762,939	-3,835,102	1,917,843	43,927,837	47,762,939	-3,835,102	1,917,843	47,762,939	92
COST OF GOODS SOLD %	-22	-30	8	-26	-22	-30	8	-26	-30	72
OTHER INCOME										
Management Fee Income	872,604	862,524	10,080	72,877	872,604	862,524	10,080	72,877	862,524	101
Late Charges, Other Fees & TA	230,331	134,204	96,127	10,216	230,331	134,204	96,127	10,216	134,204	172
Other Income	1,811,197	2,110,313	-299,116	120,477	1,811,197	2,110,313	-299,116	120,477	2,110,313	86
Other Income - Commission	303,139	219,996	83,143	18,840	303,139	219,996	83,143	18,840	219,996	138
TOTAL OTHER INCOME	3,217,270	3,327,037	-109,767	222,411	3,217,270	3,327,037	-109,767	222,411	3,327,037	97
INTEREST INCOME										
Interest Income	14,152,862	13,509,762	643,100	1,106,023	14,152,862	13,509,762	643,100	1,106,023	13,509,762	105
TOTAL INTEREST INCOME	14,152,862	13,509,762	643,100	1,106,023	14,152,862	13,509,762	643,100	1,106,023	13,509,762	105
TOTAL NET REVENUES	61,297,969	64,599,738	-3,301,769	3,246,277	61,297,969	64,599,738	-3,301,769	3,246,277	64,599,738	95
COMMISSIONS										
Commission Expense	2,503,935	3,526,080	-1,022,145	122,832	2,503,935	3,526,080	-1,022,145	122,832	3,526,080	-71
Assistant Manager Commissio	136,535	102,650	33,886	3,715	136,535	102,650	33,886	3,715	102,650	-133
Manager Commissions	736,900	703,422	33,478	24,167	736,900	703,422	33,478	24,167	703,422	-105
Regional Manager Commissio		59,563	-59,563			59,563	-59,563			59,563
Residual Commissions	229,927	409,005	-179,079	9,107	229,927	409,005	-179,079	9,107	409,005	-56
Sales Bonus	99,144	71,104	28,040	8,600	99,144	71,104	28,040	8,600	71,104	-139
Spiffs	2,300	7,704	-5,404		2,300	7,704	-5,404		7,704	-30
Non-Cash Spiffs	42		42		42		42			
Outside Sales Bonus	159,627	109,992	49,635	9,300	159,627	109,992	49,635	9,300	109,992	-145
Travel Agency Commissions	7,017	6,789	228	517	7,017	6,789	228	517	6,789	-103
TOTAL COMMISSIONS	3,875,426	4,996,309	-1,120,882	178,237	3,875,426	4,996,309	-1,120,882	178,237	4,996,309	-78
EMPLOYEE COMPENSATION										
Employee Compensation	5,980,093	5,513,899	466,194	757,838	5,980,093	5,513,899	466,194	757,838	5,513,899	-108
Referral Bonus	13,212	2,750	10,462	625	13,212	2,750	10,462	625	2,750	-480

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Training Salaries	85,490	135,867	-50,377	9,995	85,490	135,867	-50,377	9,995	135,867	-63
Commission/Bonus	787,521	541,610	245,911	36,679	787,521	541,610	245,911	36,679	541,610	-145
Hourly Wages	4,753,356	3,977,570	775,786	737,146	4,753,356	3,977,570	775,786	737,146	3,977,570	-120
Payroll Taxes	308,177		308,177	177,981	308,177		308,177	177,981		
Workers Comp	71		71	26,282	71		71	26,282		
Group Insurance				64,232				64,232		
401k Expense	24,177	-18,000	42,177	12,249	24,177	-18,000	42,177	12,249	-18,000	134
Labor Transfers	-454,965	-636,751	181,786	-42,775	-454,965	-636,751	181,786	-42,775	-636,751	-71
Payroll Burden	1,673,366	2,384,281	-710,915	136,380	1,673,366	2,384,281	-710,915	136,380	2,384,281	-70
Workers Comp Claims Paid				1,292				1,292		
Contract Labor	232,440	183,224	49,216	16,995	232,440	183,224	49,216	16,995	183,224	-127
Recruiting	115,032	66,792	48,240	6,770	115,032	66,792	48,240	6,770	66,792	-172
Moving Expense	3,757	1,000	2,757		3,757	1,000	2,757		1,000	-376
Other Employee Expense	305,068	281,464	23,604	22,267	305,068	281,464	23,604	22,267	281,464	-108
Payroll Reimbursement	-1,868,563	32,576	-1,901,139	-953,481	-1,868,563	32,576	-1,901,139	-953,481	32,576	5,736
TOTAL EMPLOYEE COMPENS	11,958,234	12,466,282	-508,049	1,010,475	11,958,234	12,466,282	-508,049	1,010,475	12,466,282	-96
INTEREST EXPENSE										
Interest Expense	9,101,078	9,276,325	-175,247	709,508	9,101,078	9,276,325	-175,247	709,508	9,276,325	-98
TOTAL INTEREST EXPENSE	9,101,078	9,276,325	-175,247	709,508	9,101,078	9,276,325	-175,247	709,508	9,276,325	-98
REPOSSESSION EXPENSE	4,125,389	3,915,835	209,554	130,234	4,125,389	3,915,835	209,554	130,234	3,915,835	-105
OCCUPANCY EXPENSE										
Rent Expense	527,997	666,620	-138,623	43,720	527,997	666,620	-138,623	43,720	666,620	-79
Electricity	887,086	827,977	59,109	81,189	887,086	827,977	59,109	81,189	827,977	-107
Gas / Propane	213,172	208,997	4,175	28,422	213,172	208,997	4,175	28,422	208,997	-102
Water / Sewer	343,499	345,372	-1,873	27,276	343,499	345,372	-1,873	27,276	345,372	-99
Trash Removal	80,979	81,309	-330	5,673	80,979	81,309	-330	5,673	81,309	-100
TOTAL OCCUPANCY EXPENS	2,052,733	2,130,275	-77,542	186,280	2,052,733	2,130,275	-77,542	186,280	2,130,275	-96
MARKETING EXPENSE										
Marketing Expense	1,196,989	1,188,494	8,495	52,018	1,196,989	1,188,494	8,495	52,018	1,188,494	-101
Premium Expense	8,328,274	7,696,076	632,198	201,987	8,328,274	7,696,076	632,198	201,987	7,696,076	-108

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Sales Referral Program Exp										
Other Marketing Expenses	322,883	135,196	187,687	7,752	322,883	135,196	187,687	7,752	135,196	-239
Solidifications	-6,525	53,111	-59,636	-418	-6,525	53,111	-59,636	-418	53,111	12
Booth Space Fees	9,438	21,409	-11,971		9,438	21,409	-11,971		21,409	-44
Booth Expense				995				995		
TOTAL MARKETING EXPENSE	9,851,058	9,094,286	756,772	262,334	9,851,058	9,094,286	756,772	262,334	9,094,286	-108
G&A EXPENSE										
Cleaning Supplies	100,072	102,780	-2,708	4,956	100,072	102,780	-2,708	4,956	102,780	-97
Smallwares / Tools	61,325	74,203	-12,878	2,145	61,325	74,203	-12,878	2,145	74,203	-83
Uniforms	50,859	73,797	-22,938	2,544	50,859	73,797	-22,938	2,544	73,797	-69
Office Supplies	93,888	100,378	-6,490	5,545	93,888	100,378	-6,490	5,545	100,378	-94
Safety Supplies	5,968	11,610	-5,642	774	5,968	11,610	-5,642	774	11,610	-51
Other Supplies	109,332	82,559	26,773	2,769	109,332	82,559	26,773	2,769	82,559	-132
Guest Supplies	65,496	70,074	-4,578	6,401	65,496	70,074	-4,578	6,401	70,074	-93
Printing	125,682	122,210	3,472	5,451	125,682	122,210	3,472	5,451	122,210	-103
Computer Expense	109,202	164,721	-55,519	27,130	109,202	164,721	-55,519	27,130	164,721	-66
Postage & Delivery	479,696	154,584	325,112	8,124	479,696	154,584	325,112	8,124	154,584	-310
Telephone	319,757	352,709	-32,952	22,418	319,757	352,709	-32,952	22,418	352,709	-91
Mobile Phones / Pagers	40,078	52,510	-12,432	3,816	40,078	52,510	-12,432	3,816	52,510	-76
Travel	60,747	75,055	-14,308	2,100	60,747	75,055	-14,308	2,100	75,055	-81
Travel - Outlying	49,545	91,456	-41,911	1,783	49,545	91,456	-41,911	1,783	91,456	-54
Meals & Entertainment	48,905	58,252	-9,347	1,772	48,905	58,252	-9,347	1,772	58,252	-84
Refreshments	24,298	48,839	-24,541	1,831	24,298	48,839	-24,541	1,831	48,839	-50
Vehicle Expense	78,343	75,006	3,337	6,223	78,343	75,006	3,337	6,223	75,006	-104
Vehicle Fuel Expense	193,134	201,248	-8,114	9,364	193,134	201,248	-8,114	9,364	201,248	-96
Equipment Fuel Expense	203,206	212,266	-9,060	7,940	203,206	212,266	-9,060	7,940	212,266	-96
Pest Control	37,683	34,532	3,151	2,340	37,683	34,532	3,151	2,340	34,532	-109
Landscaping	58,485	93,235	-34,750	989	58,485	93,235	-34,750	989	93,235	-63
Equipment Lease/Payment	867,709	1,025,661	-157,952	104,318	867,709	1,025,661	-157,952	104,318	1,025,661	-85
Vehicle Lease/Payment	108,403	148,430	-40,027	12,225	108,403	148,430	-40,027	12,225	148,430	-73
Linen Rental	53,721	64,856	-11,135	870	53,721	64,856	-11,135	870	64,856	-83
Other Contract Services	446,092	409,419	36,673	27,261	446,092	409,419	36,673	27,261	409,419	-109

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Dues & Subscriptions	169,861	204,759	-34,898	9,760	169,861	204,759	-34,898	9,760	204,759	-83
Training & Education	20,438	42,437	-21,999	473	20,438	42,437	-21,999	473	42,437	-48
Taxes & Licenses	850,907	792,146	58,761	64,190	850,907	792,146	58,761	64,190	792,146	-107
Property Taxes	2,729,762	2,787,558	-57,796	150,533	2,729,762	2,787,558	-57,796	150,533	2,787,558	-98
Legal Fees	629,070	660,000	-30,930	-10,267	629,070	660,000	-30,930	-10,267	660,000	-95
Professional Fees	1,001,579	775,847	225,732	38,273	1,001,579	775,847	225,732	38,273	775,847	-129
Legal Contingency Fund	531,648	90,000	441,648		531,648	90,000	441,648		90,000	-591
Insurance Expense	1,132,741	1,244,423	-111,682	92,994	1,132,741	1,244,423	-111,682	92,994	1,244,423	-91
Cash Over / Short	9,523		9,523	79	9,523		9,523	79		
Coupon Over / Short	-52		-52	28	-52		-52	28		
Tip Income / Loss	3,292		3,292		3,292		3,292			
Inventory Gain / Loss	59,513		59,513	923	59,513		59,513	923		
Bank Charges	301,783	211,609	90,174	7,738	301,783	211,609	90,174	7,738	211,609	-143
Credit Card Discounts	670,173	414,300	255,873	16,699	670,173	414,300	255,873	16,699	414,300	-162
Credit Services	33,933	30,000	3,933	1,459	33,933	30,000	3,933	1,459	30,000	-113
Servicing Fees	1,498,305	1,487,988	10,317	107,100	1,498,305	1,487,988	10,317	107,100	1,487,988	-101
Trustee Fees	60,168	112,700	-52,532	711	60,168	112,700	-52,532	711	112,700	-53
Maintenance Fees	95,312	119,825	-24,513		95,312	119,825	-24,513		119,825	-80
Closing Costs	74,424	36,000	38,424		74,424	36,000	38,424		36,000	-207
Recording Fees	267,440	260,697	6,743	21,722	267,440	260,697	6,743	21,722	260,697	-103
Late Fees	3,784		3,784	7	3,784		3,784	7		
Other Fees	5,282	2,600	2,682		5,282	2,600	2,682		2,600	-203
R&M Building	350,508	271,270	79,238	11,168	350,508	271,270	79,238	11,168	271,270	-129
R & M Furniture & Fixtures		2,050	-2,050	11		2,050	-2,050	11	2,050	
R&M Equipment	628,310	548,825	79,485	61,705	628,310	548,825	79,485	61,705	548,825	-114
Minor Improvements	1,280		1,280		1,280		1,280			
R&M Chemicals	45,698	42,156	3,542	9,058	45,698	42,156	3,542	9,058	42,156	-108
R&M Irrigation	91		91		91		91			
R&M Sand/Seed/Top Dressing	6,723		6,723		6,723		6,723			
R&M Parks	59,466	26,839	32,627	3,087	59,466	26,839	32,627	3,087	26,839	-222
R&M - Roads	-2,976		-2,976		-2,976		-2,976			
R&M Entry	3,464		3,464		3,464		3,464			
R&M - Water Plant	86,402	45,600	40,802	1,008	86,402	45,600	40,802	1,008	45,600	-189

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
R&M - Sewer Plant	48,384	32,196	16,188	575	48,384	32,196	16,188	575	32,196	-150
R&M - Distribution Lines	45,450	22,800	22,650	647	45,450	22,800	22,650	647	22,800	-199
R&M - Collection Lines	109,857	97,896	11,961	3,205	109,857	97,896	11,961	3,205	97,896	-112
Lot Prep Expense	139,952	263,400	-123,448	10,690	139,952	263,400	-123,448	10,690	263,400	-53
Minor Improvements	597,903	964,082	-366,179	13,167	597,903	964,082	-366,179	13,167	964,082	-62
Nonrecurring Replacements	7,329	35,700	-28,371		7,329	35,700	-28,371		35,700	-21
Water Tests	5,115	7,902	-2,787	2,685	5,115	7,902	-2,787	2,685	7,902	-65
Water Tap Expense	6,044	1,800	4,244		6,044	1,800	4,244		1,800	-336
Regulatory Water Fees	4,447	13,200	-8,753		4,447	13,200	-8,753		13,200	-34
Sewer Tests	32,255	25,092	7,163	2,172	32,255	25,092	7,163	2,172	25,092	-129
Sewer Tap Expense	3,723		3,723		3,723		3,723			
Regulatory Sewer Fees		612	-612			612	-612		612	
Coupons	129,056	233,772	-104,716	21,970	129,056	233,772	-104,716	21,970	233,772	-55
Coupons-Mgr.	5,263	3,196	2,067	128	5,263	3,196	2,067	128	3,196	-165
Activities Expense	33,018	17,900	15,118	494	33,018	17,900	15,118	494	17,900	-184
Advertising & Promotion	66,211	104,746	-38,535	7,640	66,211	104,746	-38,535	7,640	104,746	-63
Contributions	9,022	29,348	-20,326	244	9,022	29,348	-20,326	244	29,348	-31
Gain / Loss on Assets	5,561		5,561		5,561		5,561			
Allocated Resort Overhead	-913,207	-927,764	14,557	-75,008	-913,207	-927,764	14,557	-75,008	-927,764	-98
Allocated Marketing Overhead		-70,735	70,735			-70,735	70,735		-70,735	
ESOP Deduction	428,529	540,000	-111,471		428,529	540,000	-111,471		540,000	-79
TOTAL GEN. & ADMIN EXP.R	15,883,391	15,505,161	378,230	848,156	15,883,391	15,505,161	378,230	848,156	15,505,161	-102
TOTAL BUDGETED EXPENSE	56,847,309	57,384,473	-537,164	3,325,224	56,847,309	57,384,473	-537,164	3,325,224	57,384,473	-99
BUDGET NET INC. (LOSS)	4,450,660	7,215,265	-2,764,605	-78,947	4,450,660	7,215,265	-2,764,605	-78,947	7,215,265	62
NON-BUDGETED ITEMS										
Interest Income / Expense - Af	1		1		1		1			
Other Income / Expense - Affil	-758		-758		-758		-758			
Rent Income / Expense - Affili	-1,621		-1,621		-1,621		-1,621			
Debt Service - Leases	-574,564		-574,564	-31,335	-574,564		-574,564	-31,335		
Interest Expense - Leases	22,947		22,947		22,947		22,947			
Depreciation	2,119,139		2,119,139		2,119,139		2,119,139			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Amortization of Deferred Loan	234,261		234,261	27,401	234,261		234,261	27,401		
Other Income Eliminated	-969,911		-969,911		-969,911		-969,911			
Liquor Allocation	29,330		29,330		29,330		29,330			
Allocated Marketing	188,212		188,212		188,212		188,212			
State Income Tax	309,512		309,512		309,512		309,512			
TOTAL NON-BUD. EXPENSE	1,356,547		1,356,547	-3,934	1,356,547		1,356,547	-3,934		
NET INCOME (LOSS)	3,094,113	7,215,265	-4,121,152	-75,013	3,094,113	7,215,265	-4,121,152	-75,013	7,215,265	43

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-3,094,113	-7,215,265	4,121,152	75,013	-3,094,113	-7,215,265	4,121,152	75,013	-7,215,265	-43
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	35,112,504	45,000,000	-9,887,496	1,922,469	35,112,504	45,000,000	-9,887,496	1,922,469	45,000,000	78
Condo Sales-Land		40,000	-40,000			40,000	-40,000		40,000	
Interval Sales	3,099,081	3,000,000	99,081	139,800	3,099,081	3,000,000	99,081	139,800	3,000,000	103
Interval Sales - Trade Ins	-3,036,475	-3,000,000	-36,475	-139,800	-3,036,475	-3,000,000	-36,475	-139,800	-3,000,000	101
Interval Sales - Trade Ins All	-27,440		-27,440		-27,440		-27,440			
Sales Discounts	-76,184		-76,184		-76,184		-76,184			
Lodging Income	2,112,099	1,893,934	218,165	70,367	2,112,099	1,893,934	218,165	70,367	1,893,934	112
Package Inc - Taxable (gross)	933,500	948,606	-15,106	14,009	933,500	948,606	-15,106	14,009	948,606	98
Guaranteed No Show Income	126,972	55,343	71,629	7,465	126,972	55,343	71,629	7,465	55,343	229
Ticket Sales	53,305	76,748	-23,443	20,911	53,305	76,748	-23,443	20,911	76,748	69
Ticket Sales - Snowtubing	26,822	29,621	-2,799	8,633	26,822	29,621	-2,799	8,633	29,621	91
Group Sales	15,670	22,000	-6,330	5,778	15,670	22,000	-6,330	5,778	22,000	71
Season Ski Passes	10,645	17,692	-7,047	4,437	10,645	17,692	-7,047	4,437	17,692	60
Ski Equipment Rental	168,295	149,319	18,976	43,794	168,295	149,319	18,976	43,794	149,319	113
Ski Lessons	39,435	33,700	5,735	9,564	39,435	33,700	5,735	9,564	33,700	117
Green Fees - Members	540,799	764,287	-223,488	11,215	540,799	764,287	-223,488	11,215	764,287	71
Golf Club Rentals	4,356	4,110	246	225	4,356	4,110	246	225	4,110	106
Cart Fees	1,088,545	1,072,859	15,686	30,480	1,088,545	1,072,859	15,686	30,480	1,072,859	101
Range Fees	3,314	10,781	-7,467	216	3,314	10,781	-7,467	216	10,781	31
Tournament Sales	12,894	15,400	-2,506		12,894	15,400	-2,506		15,400	84
Membership Fees	1,397,290	1,399,572	-2,282	240,072	1,397,290	1,399,572	-2,282	240,072	1,399,572	100
Merchandise Sales	595,300	611,380	-16,080	23,106	595,300	611,380	-16,080	23,106	611,380	97
Boat Slip Rental	1,013,795	1,012,750	1,045	76,074	1,013,795	1,012,750	1,045	76,074	1,012,750	100
Boat Slip Rental - Vacancy	-127,381	-73,284	-54,097	-16,386	-127,381	-73,284	-54,097	-16,386	-73,284	174
Watercraft Rental	154,178	213,250	-59,072		154,178	213,250	-59,072		213,250	72
Fuel Sales	278,804	327,900	-49,096	210	278,804	327,900	-49,096	210	327,900	85
Employee Housing	44,460	44,700	-240	909	44,460	44,700	-240	909	44,700	99
Sewer Revenue	726,935	706,536	20,399	56,868	726,935	706,536	20,399	56,868	706,536	103
Sewer Tap	34		34		34		34			
Water Revenue	1,028,219	1,271,327	-243,108	54,253	1,028,219	1,271,327	-243,108	54,253	1,271,327	81
Reconnect / Transfer Utilities	3,275	4,860	-1,585	85	3,275	4,860	-1,585	85	4,860	67
Spa & Fitness Revenue	46,405	57,063	-10,658	2,639	46,405	57,063	-10,658	2,639	57,063	81

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Spa & Fitness - Massage	170,057	234,685	-64,628	10,724	170,057	234,685	-64,628	10,724	234,685	72
Spa & Fitness - Salon Services	72,244	146,705	-74,461	7,348	72,244	146,705	-74,461	7,348	146,705	49
Spa & Fitness - Hair Services	25,344	49,227	-23,884	2,717	25,344	49,227	-23,884	2,717	49,227	51
Food Sales	2,302,442	2,500,072	-197,630	119,559	2,302,442	2,500,072	-197,630	119,559	2,500,072	92
Liquor Sales	313,076	293,996	19,080	12,120	313,076	293,996	19,080	12,120	293,996	106
Liquor Comps / Spills	-323		-323	-10	-323		-323	-10		
Beer Sales	342,807	358,479	-15,673	14,750	342,807	358,479	-15,673	14,750	358,479	96
Wine Sales	197,033	184,675	12,358	10,286	197,033	184,675	12,358	10,286	184,675	107
Conference Room Rental	48,246	87,725	-39,479	545	48,246	87,725	-39,479	545	87,725	55
Audio / Video Rental	3,671	5,132	-1,461		3,671	5,132	-1,461		5,132	72
Gratuity Income	123,454	122,871	583	2,644	123,454	122,871	583	2,644	122,871	100
Discounts / Comps / Credits	-296,916	-282,353	-14,563	-19,727	-296,916	-282,353	-14,563	-19,727	-282,353	105
Premium Sales	4,445,146	-4,445,146		314,345		4,445,146	-4,445,146	314,345	4,445,146	
TOTAL SALES	48,670,586	63,856,814	-15,186,228	3,062,696	48,670,586	63,856,814	-15,186,228	3,062,696	63,856,814	76
COST OF SALES										
Cost of Lot Sales	8,846,181	12,555,000	-3,708,819	685,687	8,846,181	12,555,000	-3,708,819	685,687	12,555,000	-70
Cost of Interval Sales	359,265	900,000	-540,735	23,200	359,265	900,000	-540,735	23,200	900,000	-40
Cost of Interval Trade-Ins	-801,838	-900,000	98,162	-39,445	-801,838	-900,000	98,162	-39,445	-900,000	-89
Golf Cart Leases	397,183	395,800	1,383	4,744	397,183	395,800	1,383	4,744	395,800	-100
Cost of Merchandise	389,651	360,082	29,569	12,230	389,651	360,082	29,569	12,230	360,082	-108
Shipping Costs	4,743		4,743		4,743		4,743			
Cost of Fuel	190,629	226,161	-35,532	185	190,629	226,161	-35,532	185	226,161	-84
Cost of Food	929,959	924,336	5,623	60,562	929,959	924,336	5,623	60,562	924,336	-101
Inventory Waste/Spoilage	18,429		18,429		18,429		18,429			
Cost of Liquor	67,732	61,352	6,380	1,977	67,732	61,352	6,380	1,977	61,352	-110
Cost of Beer	115,336	114,251	1,085	4,407	115,336	114,251	1,085	4,407	114,251	-101
Cost of Wine	65,286	66,681	-1,395	3,601	65,286	66,681	-1,395	3,601	66,681	-98
Disposable Goods	62,303	47,626	14,677	4,687	62,303	47,626	14,677	4,687	47,626	-131
Cost of Sales Conference Cent	2,634	3,600	-966		2,634	3,600	-966		3,600	-73
Cost of AV Equipment	29	300	-271		29	300	-271		300	-10
Cost of Premium Sales	0	4,445,149	-4,445,149	314,345	0	4,445,149	-4,445,149	314,345	4,445,149	0
TOTAL COST OF SALES	10,647,523	19,200,338	-8,552,815	1,076,181	10,647,523	19,200,338	-8,552,815	1,076,181	19,200,338	-55

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
GROSS PROFIT	38,023,063	44,656,476	-6,633,413	1,986,515	38,023,063	44,656,476	-6,633,413	1,986,515	44,656,476	85
COST OF GOODS SOLD %	-22	-30	8	-35	-22	-30	8	-35	-30	73
OTHER INCOME										
Management Fee Income	259,734	862,524	-602,790	21,877	259,734	862,524	-602,790	21,877	862,524	30
Late Charges, Other Fees & TA	184,831	123,097	61,734	10,093	184,831	123,097	61,734	10,093	123,097	150
Other Income	5,362,318	1,584,738	3,777,580	116,006	5,362,318	1,584,738	3,777,580	116,006	1,584,738	338
Other Income - Commission	253,889	417,996	-164,108	1,720	253,889	417,996	-164,108	1,720	417,996	61
Gain on Sale/Disposal of Asset	-3,400		-3,400		-3,400		-3,400			
TOTAL OTHER INCOME	6,064,172	2,988,355	3,075,817	149,696	6,064,172	2,988,355	3,075,817	149,696	2,988,355	203
INTEREST INCOME										
Interest Income	13,326,135	13,349,289	-23,154	1,188,975	13,326,135	13,349,289	-23,154	1,188,975	13,349,289	100
TOTAL INTEREST INCOME	13,326,135	13,349,289	-23,154	1,188,975	13,326,135	13,349,289	-23,154	1,188,975	13,349,289	100
TOTAL NET REVENUES	57,413,370	60,994,120	-3,580,750	3,325,185	57,413,370	60,994,120	-3,580,750	3,325,185	60,994,120	94
COMMISSIONS										
Commission Expense	2,333,633	3,301,493	-967,860	113,696	2,333,633	3,301,493	-967,860	113,696	3,301,493	-71
Assistant Manager Commissio	223,186	62,500	160,686	3,860	223,186	62,500	160,686	3,860	62,500	-357
Manager Commissions	502,705	718,833	-216,128	26,876	502,705	718,833	-216,128	26,876	718,833	-70
Residual Commissions	292,372	366,001	-73,629	10,386	292,372	366,001	-73,629	10,386	366,001	-80
Sales Bonus	56,791	100,866	-44,075	13,450	56,791	100,866	-44,075	13,450	100,866	-56
Spiffs	7,715	7,704	11	300	7,715	7,704	11	300	7,704	-100
Non-Cash Spiffs	113		113		113		113			
Outside Sales Bonus	123,707		123,707	860	123,707		123,707	860		
Travel Agency Commissions	9,265	6,867	2,398	288	9,265	6,867	2,398	288	6,867	-135
TOTAL COMMISSIONS	3,549,486	4,564,264	-1,014,778	169,716	3,549,486	4,564,264	-1,014,778	169,716	4,564,264	-78
EMPLOYEE COMPENSATION										
Employee Compensation	10,252,512	5,681,788	4,570,724	826,856	10,252,512	5,681,788	4,570,724	826,856	5,681,788	-180
Referral Bonus	15,705	9,090	6,615	875	15,705	9,090	6,615	875	9,090	-173
Non-Cash Spiffs	623		623		623		623			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Training Salaries	104,091	163,222	-59,131	8,751	104,091	163,222	-59,131	8,751	163,222	-64
Commission/Bonus	636,167	914,077	-277,910	39,382	636,167	914,077	-277,910	39,382	914,077	-70
Hourly Wages	10,487,327	3,948,829	6,538,498	732,922	10,487,327	3,948,829	6,538,498	732,922	3,948,829	-266
Payroll Taxes	1,689,303		1,689,303	180,114	1,689,303		1,689,303	180,114		
Workers Comp	122,424		122,424	26,184	122,424		122,424	26,184		
Group Insurance	64,637		64,637	2,228	64,637		64,637	2,228		
401k Expense	109,660	-18,000	127,660	10,727	109,660	-18,000	127,660	10,727	-18,000	609
Labor Transfers	-506,960	-626,062	119,102	-38,698	-506,960	-626,062	119,102	-38,698	-626,062	-81
Payroll Burden	1,865,829	2,372,133	-506,304	142,061	1,865,829	2,372,133	-506,304	142,061	2,372,133	-79
Workers Comp Claims Paid	1,357		1,357		1,357		1,357			
Contract Labor	223,305	320,717	-97,412	11,651	223,305	320,717	-97,412	11,651	320,717	-70
Recruiting	157,756	73,292	84,464	15,892	157,756	73,292	84,464	15,892	73,292	-215
Moving Expense		1,000	-1,000			1,000	-1,000		1,000	
Other Employee Expense	339,794	267,129	72,666	14,053	339,794	267,129	72,666	14,053	267,129	-127
Payroll Reimbursement	-13,393,696	32,576	-13,426,272	-1,014,843	-13,393,696	32,576	-13,426,272	-1,014,843	32,576	41,115
TOTAL EMPLOYEE COMPENS	12,169,832	13,139,791	-969,959	958,156	12,169,832	13,139,791	-969,959	958,156	13,139,791	-93
INTEREST EXPENSE										
Interest Expense	8,870,582	9,674,197	-803,615	670,811	8,870,582	9,674,197	-803,615	670,811	9,674,197	-92
TOTAL INTEREST EXPENSE	8,870,582	9,674,197	-803,615	670,811	8,870,582	9,674,197	-803,615	670,811	9,674,197	-92
REPOSSESSION EXPENSE	3,545,564	3,600,000	-54,436	204,245	3,545,564	3,600,000	-54,436	204,245	3,600,000	-98
OCCUPANCY EXPENSE										
Rent Expense	527,884	522,341	5,543	39,273	527,884	522,341	5,543	39,273	522,341	-101
Electricity	806,272	880,719	-74,446	94,988	806,272	880,719	-74,446	94,988	880,719	-92
Gas / Propane	210,919	209,447	1,472	26,422	210,919	209,447	1,472	26,422	209,447	-101
Water / Sewer	333,858	356,636	-22,778	26,016	333,858	356,636	-22,778	26,016	356,636	-94
Trash Removal	78,171	87,320	-9,149	5,943	78,171	87,320	-9,149	5,943	87,320	-90
TOTAL OCCUPANCY EXPENS	1,957,104	2,056,463	-99,358	192,642	1,957,104	2,056,463	-99,358	192,642	2,056,463	-95
MARKETING EXPENSE										
Marketing Expense	2,604,458	1,202,309	1,402,149	25,552	2,604,458	1,202,309	1,402,149	25,552	1,202,309	-217
Premium Expense	5,951,108	6,430,843	-479,735	381,732	5,951,108	6,430,843	-479,735	381,732	6,430,843	-93

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Sales Referral Program Exp										
Other Marketing Expenses	123,849	169,900	-46,051	7,829	123,849	169,900	-46,051	7,829	169,900	-73
Solidifications	21,129	34,476	-13,347	1,361	21,129	34,476	-13,347	1,361	34,476	-61
Booth Space Fees	1,200	12,900	-11,700	785	1,200	12,900	-11,700	785	12,900	-9
Booth Expense	995		995		995		995			
TOTAL MARKETING EXPENSE	8,702,739	7,850,428	852,311	417,258	8,702,739	7,850,428	852,311	417,258	7,850,428	-111
G&A EXPENSE										
Cleaning Supplies	96,154	101,124	-4,970	6,386	96,154	101,124	-4,970	6,386	101,124	-95
Smallwares / Tools	56,646	78,853	-22,207	3,451	56,646	78,853	-22,207	3,451	78,853	-72
Uniforms	46,601	87,059	-40,458	4,453	46,601	87,059	-40,458	4,453	87,059	-54
Office Supplies	91,621	106,490	-14,869	8,532	91,621	106,490	-14,869	8,532	106,490	-86
Safety Supplies	5,819	11,786	-5,967	1,100	5,819	11,786	-5,967	1,100	11,786	-49
Other Supplies	80,774	88,064	-7,290	2,823	80,774	88,064	-7,290	2,823	88,064	-92
Guest Supplies	71,229	81,991	-10,762	2,886	71,229	81,991	-10,762	2,886	81,991	-87
Printing	119,012	128,057	-9,045	12,563	119,012	128,057	-9,045	12,563	128,057	-93
Computer Expense	142,777	167,468	-24,691	29,308	142,777	167,468	-24,691	29,308	167,468	-85
Postage & Delivery	165,939	153,176	12,763	10,014	165,939	153,176	12,763	10,014	153,176	-108
Telephone	331,670	355,327	-23,657	31,150	331,670	355,327	-23,657	31,150	355,327	-93
Mobile Phones / Pagers	52,777	54,915	-2,137	3,845	52,777	54,915	-2,137	3,845	54,915	-96
Travel	50,373	75,815	-25,442	4,103	50,373	75,815	-25,442	4,103	75,815	-66
Travel - Outlying	59,724	94,550	-34,826	5,155	59,724	94,550	-34,826	5,155	94,550	-63
Meals & Entertainment	46,185	62,740	-16,555	2,543	46,185	62,740	-16,555	2,543	62,740	-74
Refreshments	18,704	26,113	-7,409	2,332	18,704	26,113	-7,409	2,332	26,113	-72
Vehicle Expense	79,643	75,251	4,392	9,847	79,643	75,251	4,392	9,847	75,251	-106
Vehicle Fuel Expense	181,930	201,031	-19,101	15,023	181,930	201,031	-19,101	15,023	201,031	-90
Equipment Fuel Expense	196,388	212,276	-15,888	10,792	196,388	212,276	-15,888	10,792	212,276	-93
Pest Control	39,056	43,257	-4,200	1,079	39,056	43,257	-4,200	1,079	43,257	-90
Landscaping	51,779	111,610	-59,831	513	51,779	111,610	-59,831	513	111,610	-46
Equipment Lease/Payment	941,474	998,710	-57,236	61,189	941,474	998,710	-57,236	61,189	998,710	-94
Vehicle Lease/Payment	144,134	158,179	-14,045	12,029	144,134	158,179	-14,045	12,029	158,179	-91
Linen Rental	41,222	71,309	-30,087	1,801	41,222	71,309	-30,087	1,801	71,309	-58
Other Contract Services	397,684	427,077	-29,393	25,485	397,684	427,077	-29,393	25,485	427,077	-93

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Dues & Subscriptions	178,256	176,003	2,253	13,051	178,256	176,003	2,253	13,051	176,003	-101
Training & Education	85,779	101,752	-15,973	1,788	85,779	101,752	-15,973	1,788	101,752	-84
Taxes & Licenses	744,208	847,557	-103,349	-4,004	744,208	847,557	-103,349	-4,004	847,557	-88
Property Taxes	2,589,354	2,802,738	-213,384	171,407	2,589,354	2,802,738	-213,384	171,407	2,802,738	-92
Legal Fees	542,936	480,000	62,936	15,856	542,936	480,000	62,936	15,856	480,000	-113
Professional Fees	749,886	1,019,131	-269,245	81,767	749,886	1,019,131	-269,245	81,767	1,019,131	-74
Legal Contingency Fund	14,708	90,000	-75,292		14,708	90,000	-75,292		90,000	-16
Professional Inspection Fees	563		563		563		563			
Insurance Expense	1,115,572	1,238,203	-122,631	79,170	1,115,572	1,238,203	-122,631	79,170	1,238,203	-90
Cash Over / Short	-902		-902	35	-902		-902	35		
Coupon Over / Short	2,457		2,457		2,457		2,457			
Inventory Gain / Loss	46,572		46,572	128,782	46,572		46,572	128,782		
Bank Charges	234,141	179,365	54,776	2,910	234,141	179,365	54,776	2,910	179,365	-131
Credit Card Discounts	554,357	407,169	147,188	26,473	554,357	407,169	147,188	26,473	407,169	-136
Credit Services	42,160	27,996	14,164	529	42,160	27,996	14,164	529	27,996	-151
Servicing Fees	1,438,934	1,139,412	299,522	115,104	1,438,934	1,139,412	299,522	115,104	1,139,412	-126
Trustee Fees	41,435	49,700	-8,265	7,207	41,435	49,700	-8,265	7,207	49,700	-83
Maintenance Fees	168,035	115,829	52,206		168,035	115,829	52,206		115,829	-145
Closing Costs	83,540	36,000	47,540		83,540	36,000	47,540		36,000	-232
Recording Fees	217,083	230,999	-13,916	67,116	217,083	230,999	-13,916	67,116	230,999	-94
Late Fees	9,844		9,844	36	9,844		9,844	36		
Other Fees	24,950	2,600	22,350	1,000	24,950	2,600	22,350	1,000	2,600	-960
R&M Building	265,878	305,559	-39,681	40,867	265,878	305,559	-39,681	40,867	305,559	-87
R & M Furniture & Fixtures	10,389	4,480	5,909		10,389	4,480	5,909		4,480	-232
R&M Equipment	575,165	498,629	76,536	70,512	575,165	498,629	76,536	70,512	498,629	-115
R&M Pool & Bathhouse	45		45		45		45			
R&M Chemicals	44,927	31,812	13,115	358	44,927	31,812	13,115	358	31,812	-141
R&M Sand/Seed/Top Dressing	2,523		2,523		2,523		2,523			
R&M Parks	35,743	20,100	15,643	10,255	35,743	20,100	15,643	10,255	20,100	-178
R&M - Roads	9,664		9,664		9,664		9,664			
R&M - Water Plant	34,722	42,396	-7,674	3,620	34,722	42,396	-7,674	3,620	42,396	-82
R&M - Sewer Plant	31,068	45,293	-14,225	6,579	31,068	45,293	-14,225	6,579	45,293	-69
R&M - Distribution Lines	29,828	30,600	-772	2,167	29,828	30,600	-772	2,167	30,600	-97

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
R&M - Collection Lines	122,139	90,300	31,839	4,665	122,139	90,300	31,839	4,665	90,300	-135
Lot Prep Expense	246,538	195,456	51,082	15,200	246,538	195,456	51,082	15,200	195,456	-126
Minor Improvements	509,343	508,859	484	12,884	509,343	508,859	484	12,884	508,859	-100
Water Tests	7,951	7,904	47	19	7,951	7,904	47	19	7,904	-101
Water Tap Expense	3,616	900	2,716		3,616	900	2,716		900	-402
Regulatory Water Fees	9,741	13,644	-3,903		9,741	13,644	-3,903		13,644	-71
Sewer Tests	23,647	23,850	-203	585	23,647	23,850	-203	585	23,850	-99
Sewer Tap Expense	2,422		2,422		2,422		2,422			
Regulatory Sewer Fees	1,470	600	870		1,470	600	870		600	-245
Coupons	355,041	228,704	126,337	53,013	355,041	228,704	126,337	53,013	228,704	-155
Coupons-Mgr.	4,620	2,896	1,724	164	4,620	2,896	1,724	164	2,896	-160
Activities Expense	16,462	18,900	-2,438	690	16,462	18,900	-2,438	690	18,900	-87
Advertising & Promotion	92,391	144,909	-52,518	23,545	92,391	144,909	-52,518	23,545	144,909	-64
Contributions	11,099	29,348	-18,249	890	11,099	29,348	-18,249	890	29,348	-38
Gain / Loss on Assets	-1,837		-1,837		-1,837		-1,837			
Allocated Resort Overhead	-917,505	-903,941	-13,564	-77,637	-917,505	-903,941	-13,564	-77,637	-903,941	-102
Allocated Marketing Overhead		-509	509			-509	509		-509	
ESOP Deduction	504,268	540,000	-35,732		504,268	540,000	-35,732		540,000	-93
TOTAL GEN. & ADMIN EXP.R	14,424,548	14,797,371	-372,823	1,145,003	14,424,548	14,797,371	-372,823	1,145,003	14,797,371	-97
TOTAL BUDGETED EXPENSE	53,219,854	55,682,513	-2,462,658	3,757,831	53,219,854	55,682,513	-2,462,658	3,757,831	55,682,513	-96
BUDGET NET INC. (LOSS)	4,193,516	5,311,607	-1,118,092	-432,645	4,193,516	5,311,607	-1,118,092	-432,645	5,311,607	79
NON-BUDGETED ITEMS										
Other Income / Expense - Affil	643		643	-3,068	643		643	-3,068		
Rent Income / Expense - Affili	-6,362		-6,362	-4,636	-6,362		-6,362	-4,636		
Debt Service - Leases	-590,778		-590,778	-43,907	-590,778		-590,778	-43,907		
Interest Expense - Leases	20,979		20,979		20,979		20,979			
Depreciation	2,190,737		2,190,737	273,046	2,190,737		2,190,737	273,046		
Amortization of Deferred Loan	226,128		226,128	24,068	226,128		226,128	24,068		
Other Income Eliminated	-720,079		-720,079		-720,079		-720,079			
Liquor Allocation	2,639		2,639	7,704	2,639		2,639	7,704		
Allocated Marketing	18,153		18,153		18,153		18,153			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
State Income Tax	239,313		239,313		239,313		239,313			
TOTAL NON-BUD. EXPENSE	1,381,373		1,381,373	253,207	1,381,373		1,381,373	253,207		
NET INCOME (LOSS)	2,812,142	5,311,607	-2,499,465	-685,853	2,812,142	5,311,607	-2,499,465	-685,853	5,311,607	53

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-2,812,142	-5,311,607	2,499,465	685,853	-2,812,142	-5,311,607	2,499,465	685,853	-5,311,607	-53
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	35,584,330	43,500,000	-7,915,670	1,681,047	35,584,330	43,500,000	-7,915,670	1,681,047	43,500,000	82
Condo Sales-Land	-400,000	74,400	-474,400		-400,000	74,400	-474,400		74,400	-538
Condo Sales-Building	400,000	164,600	235,400		400,000	164,600	235,400		164,600	243
Interval Sales	6,345,599	1,500,000	4,845,599	146,900	6,345,599	1,500,000	4,845,599	146,900	1,500,000	423
Interval Sales - Trade Ins	-6,184,508	-1,500,000	-4,684,508	-145,200	-6,184,508	-1,500,000	-4,684,508	-145,200	-1,500,000	412
Interval Sales - Trade Ins All	-65,502		-65,502		-65,502		-65,502			
Sales Discounts	-103,005		-103,005		-103,005		-103,005			
Lodging Income	2,029,488	1,988,789	40,699	109,408	2,029,488	1,988,789	40,699	109,408	1,988,789	102
Package Inc - Taxable (gross)	920,623	1,021,372	-100,749	21,820	920,623	1,021,372	-100,749	21,820	1,021,372	90
Guaranteed No Show Income	84,713	14,084	70,629	2,310	84,713	14,084	70,629	2,310	14,084	601
Ticket Sales	56,184	89,407	-33,223	43,728	56,184	89,407	-33,223	43,728	89,407	63
Ticket Sales - Snowtubing	25,031	33,299	-8,268	16,402	25,031	33,299	-8,268	16,402	33,299	75
Group Sales	17,076	25,500	-8,424	9,802	17,076	25,500	-8,424	9,802	25,500	67
Season Ski Passes	14,763	17,692	-2,929	8,924	14,763	17,692	-2,929	8,924	17,692	83
Ski Equipment Rental	138,100	173,031	-34,931	73,535	138,100	173,031	-34,931	73,535	173,031	80
Ski Lessons	28,272	39,998	-11,726	20,534	28,272	39,998	-11,726	20,534	39,998	71
Green Fees - Members	494,633	820,899	-326,266	12,413	494,633	820,899	-326,266	12,413	820,899	60
Golf Club Rentals	3,339	2,490	849	210	3,339	2,490	849	210	2,490	134
Cart Fees	1,035,149	1,027,542	7,607	22,388	1,035,149	1,027,542	7,607	22,388	1,027,542	101
Range Fees	6,066	12,934	-6,868	120	6,066	12,934	-6,868	120	12,934	47
Tournament Sales	5,154	12,460	-7,306		5,154	12,460	-7,306		12,460	41
Membership Fees	1,986,295	1,490,611	495,684	193,523	1,986,295	1,490,611	495,684	193,523	1,490,611	133
Merchandise Sales	630,447	539,007	91,440	43,557	630,447	539,007	91,440	43,557	539,007	117
Boat Slip Rental	948,532	926,110	22,422	71,514	948,532	926,110	22,422	71,514	926,110	102
Boat Slip Rental - Vacancy	-57,561		-57,561	-2,421	-57,561		-57,561	-2,421		
Watercraft Rental	187,917	195,700	-7,783	100	187,917	195,700	-7,783	100	195,700	96
Fuel Sales	319,864	274,950	44,914	780	319,864	274,950	44,914	780	274,950	116
Employee Housing	39,422	30,504	8,918	1,038	39,422	30,504	8,918	1,038	30,504	129
Sewer Revenue	689,077	681,390	7,687	54,522	689,077	681,390	7,687	54,522	681,390	101
Sewer Tap	38,357		38,357		38,357		38,357			
Water Revenue	1,061,820	1,279,642	-217,822	98,464	1,061,820	1,279,642	-217,822	98,464	1,279,642	83
Water Tap	18,709		18,709		18,709		18,709			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Reconnect / Transfer Utilities	3,810	5,460	-1,650	60	3,810	5,460	-1,650	60	5,460	70
Spa & Fitness Revenue	59,428	68,578	-9,151	4,376	59,428	68,578	-9,151	4,376	68,578	87
Spa & Fitness - Massage	191,999	271,831	-79,832	22,088	191,999	271,831	-79,832	22,088	271,831	71
Spa & Fitness - Salon Services	128,668	181,930	-53,262	14,609	128,668	181,930	-53,262	14,609	181,930	71
Spa & Fitness - Hair Services	38,537	56,330	-17,794	4,362	38,537	56,330	-17,794	4,362	56,330	68
Food Sales	2,286,740	2,556,174	-269,434	145,957	2,286,740	2,556,174	-269,434	145,957	2,556,174	89
Liquor Sales	296,991	310,441	-13,450	15,758	296,991	310,441	-13,450	15,758	310,441	96
Liquor Comps / Spills	-547		-547		-547		-547			
Beer Sales	355,079	296,611	58,468	14,529	355,079	296,611	58,468	14,529	296,611	120
Wine Sales	192,353	179,399	12,954	11,134	192,353	179,399	12,954	11,134	179,399	107
Conference Room Rental	48,428	107,094	-58,666		48,428	107,094	-58,666		107,094	45
Audio / Video Rental	2,910	2,713	197		2,910	2,713	197		2,713	107
Gratuity Income	120,434	132,113	-11,679	3,655	120,434	132,113	-11,679	3,655	132,113	91
Discounts / Comps / Credits	-302,147	-278,051	-24,096	-87,464	-302,147	-278,051	-24,096	-87,464	-278,051	109
Premium Sales		3,533,943	-3,533,943	24,324		3,533,943	-3,533,943	24,324	3,533,943	
TOTAL SALES	49,721,066	61,860,977	-12,139,911	2,658,807	49,721,066	61,860,977	-12,139,911	2,658,807	61,860,977	80
COST OF SALES										
Cost of Lot Sales	9,155,500	12,562,820	-3,407,320	516,683	9,155,500	12,562,820	-3,407,320	516,683	12,562,820	-73
Cost of Condo Sales-Land	-80,000	115,220	-195,220		-80,000	115,220	-195,220		115,220	69
Cost of Condo Trade-Ins	281,924		281,924		281,924		281,924			
Cost of Interval Sales	843,681	450,000	393,681	23,800	843,681	450,000	393,681	23,800	450,000	-187
Cost of Interval Trade-Ins	-1,673,387	-450,000	-1,223,387	-41,065	-1,673,387	-450,000	-1,223,387	-41,065	-450,000	-372
Golf Cart Leases	355,765	393,730	-37,965	2,038	355,765	393,730	-37,965	2,038	393,730	-90
Cost of Merchandise	381,432	322,632	58,800	24,582	381,432	322,632	58,800	24,582	322,632	-118
Cost of Fuel	221,725	202,605	19,120	711	221,725	202,605	19,120	711	202,605	-109
Cost of Food	1,002,105	945,794	56,311	65,930	1,002,105	945,794	56,311	65,930	945,794	-106
Inventory Waste/Spoilage	3,527		3,527		3,527		3,527			
Cost of Liquor	62,001	67,926	-5,925	3,819	62,001	67,926	-5,925	3,819	67,926	-91
Cost of Beer	112,976	93,825	19,151	5,064	112,976	93,825	19,151	5,064	93,825	-120
Cost of Wine	62,186	64,599	-2,413	3,998	62,186	64,599	-2,413	3,998	64,599	-96
Disposable Goods	58,931	46,096	12,835	3,727	58,931	46,096	12,835	3,727	46,096	-128
Cost of Sales Conference Cent	2,455	6,299	-3,844		2,455	6,299	-3,844		6,299	-39

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Cost of AV Equipment	32	750	-718		32	750	-718		750	-4
Cost of Premium Sales	0	3,533,942	-3,533,942	24,324	0	3,533,942	-3,533,942	24,324	3,533,942	0
TOTAL COST OF SALES	10,790,854	18,356,238	-7,565,384	633,612	10,790,854	18,356,238	-7,565,384	633,612	18,356,238	-59
GROSS PROFIT	38,930,211	43,504,739	-4,574,528	2,025,195	38,930,211	43,504,739	-4,574,528	2,025,195	43,504,739	89
COST OF GOODS SOLD %	.22	-30	8	-24	-22	-30	8	-24	-30	73
OTHER INCOME										
Management Fee Income	274,524	262,524	12,000	31,677	274,524	262,524	12,000	31,677	262,524	105
Late Charges, Other Fees & TA	169,866	175,290	-5,424	12,153	169,866	175,290	-5,424	12,153	175,290	97
Other Income	2,510,023	1,392,875	1,117,148	120,124	2,510,023	1,392,875	1,117,148	120,124	1,392,875	180
Other Income - Commission	295,836	371,412	-75,576	2,000	295,836	371,412	-75,576	2,000	371,412	80
Gain on Sale/Disposal of Asset	10,465		10,465		10,465		10,465			
TOTAL OTHER INCOME	3,239,784	2,202,101	1,037,683	165,954	3,239,784	2,202,101	1,037,683	165,954	2,202,101	147
INTEREST INCOME										
Interest Income	13,148,108	13,285,935	-137,827	1,163,832	13,148,108	13,285,935	-137,827	1,163,832	13,285,935	99
TOTAL INTEREST INCOME	13,148,108	13,285,935	-137,827	1,163,832	13,148,108	13,285,935	-137,827	1,163,832	13,285,935	99
TOTAL NET REVENUES	55,318,103	58,992,775	-3,674,672	3,354,981	55,318,103	58,992,775	-3,674,672	3,354,981	58,992,775	94
COMMISSIONS										
Commission Expense	2,515,990	3,142,504	-626,514	144,296	2,515,990	3,142,504	-626,514	144,296	3,142,504	-80
Assistant Manager Commissio	60,647	60,000	647	9,658	60,647	60,000	647	9,658	60,000	-101
Manager Commissions	628,111	710,253	-82,142	20,809	628,111	710,253	-82,142	20,809	710,253	-88
Residual Commissions	129,430	323,204	-193,774	25,953	129,430	323,204	-193,774	25,953	323,204	-40
Sales Bonus	80,700	206,775	-126,075	9,200	80,700	206,775	-126,075	9,200	206,775	-39
Spiffs	2,950	7,500	-4,550		2,950	7,500	-4,550		7,500	-39
Outside Sales Bonus	145,754	99,204	46,550	1,000	145,754	99,204	46,550	1,000	99,204	-147
Travel Agency Commissions	9,353	7,094	2,259	96	9,353	7,094	2,259	96	7,094	-132
TOTAL COMMISSIONS	3,572,934	4,556,534	-983,600	211,012	3,572,934	4,556,534	-983,600	211,012	4,556,534	-78
EMPLOYEE COMPENSATION										
Employee Compensation	10,251,600	6,052,122	4,199,478	820,487	10,251,600	6,052,122	4,199,478	820,487	6,052,122	-169

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Attendance Bonus		20,000	-20,000			20,000	-20,000		20,000	
Referral Bonus	7,950	3,000	4,950	750	7,950	3,000	4,950	750	3,000	-265
Non-Cash Spiffs		504	-504			504	-504		504	
Training Salaries	190,120	158,204	31,916	6,300	190,120	158,204	31,916	6,300	158,204	-120
Commission/Bonus	680,252	659,825	20,427	37,599	680,252	659,825	20,427	37,599	659,825	-103
Hourly Wages	10,624,519	3,934,816	6,689,703	723,025	10,624,519	3,934,816	6,689,703	723,025	3,934,816	-270
Payroll Taxes	1,741,777	49,263	1,692,514	170,503	1,741,777	49,263	1,692,514	170,503	49,263	-3,536
Workers Comp	304,378		304,378	25,271	304,378		304,378	25,271		
Group Insurance	766,569		766,569	1,829	766,569		766,569	1,829		
401k Expense	132,145	-24,000	156,145	11,259	132,145	-24,000	156,145	11,259	-24,000	551
Labor Transfers	-571,007	-527,232	-43,775	-26,304	-571,007	-527,232	-43,775	-26,304	-527,232	-108
Payroll Burden	1,830,518	2,328,114	-497,596	120,583	1,830,518	2,328,114	-497,596	120,583	2,328,114	-79
Workers Comp Claims Paid	1,981		1,981		1,981		1,981			
Contract Labor	222,148	151,215	70,933	14,140	222,148	151,215	70,933	14,140	151,215	-147
Recruiting	197,379	68,304	129,075	3,113	197,379	68,304	129,075	3,113	68,304	-289
Moving Expense		1,500	-1,500			1,500	-1,500		1,500	
Other Employee Expense	271,747	286,307	-14,560	18,020	271,747	286,307	-14,560	18,020	286,307	-95
Payroll Reimbursement	-13,639,985	17,626	-13,657,611	-979,704	-13,639,985	17,626	-13,657,611	-979,704	17,626	77,386
TOTAL EMPLOYEE COMPENS	13,012,089	13,179,568	-167,479	946,871	13,012,089	13,179,568	-167,479	946,871	13,179,568	-99
INTEREST EXPENSE										
Interest Expense	8,496,065	8,841,676	-345,611	741,312	8,496,065	8,841,676	-345,611	741,312	8,841,676	-96
TOTAL INTEREST EXPENSE	8,496,065	8,841,676	-345,611	741,312	8,496,065	8,841,676	-345,611	741,312	8,841,676	-96
REPOSESSION EXPENSE	3,649,667	4,350,000	-700,333	139,670	3,649,667	4,350,000	-700,333	139,670	4,350,000	-84
OCCUPANCY EXPENSE										
Rent Expense	519,226	552,452	-33,226	52,080	519,226	552,452	-33,226	52,080	552,452	-94
Electricity	787,256	918,881	-131,625	85,858	787,256	918,881	-131,625	85,858	918,881	-86
Gas / Propane	207,308	196,050	11,258	23,213	207,308	196,050	11,258	23,213	196,050	-106
Water / Sewer	359,010	326,534	32,476	22,138	359,010	326,534	32,476	22,138	326,534	-110
Trash Removal	79,241	88,281	-9,040	6,289	79,241	88,281	-9,040	6,289	88,281	-90
TOTAL OCCUPANCY EXPENS	1,952,042	2,082,198	-130,156	189,578	1,952,042	2,082,198	-130,156	189,578	2,082,198	-94

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
MARKETING EXPENSE										
Marketing Expense	2,212,822	1,654,815	558,007	25,012	2,212,822	1,654,815	558,007	25,012	1,654,815	-134
Premium Expense	5,794,336	4,340,999	1,453,337	177,049	5,794,336	4,340,999	1,453,337	177,049	4,340,999	-133
Sales Referral Program Exp										
Other Marketing Expenses	276,759	421,900	-145,141	7,483	276,759	421,900	-145,141	7,483	421,900	-66
Solidifications	45,074	44,740	334	1,250	45,074	44,740	334	1,250	44,740	-101
Booth Space Fees	6,691	12,900	-6,209	1,925	6,691	12,900	-6,209	1,925	12,900	-52
Booth Expense				630				630		
TOTAL MARKETING EXPENSE	8,335,681	6,475,354	1,860,327	213,350	8,335,681	6,475,354	1,860,327	213,350	6,475,354	-129
G&A EXPENSE										
Cleaning Supplies	107,236	99,610	7,626	4,808	107,236	99,610	7,626	4,808	99,610	-108
Smallwares / Tools	57,208	90,050	-32,842	3,064	57,208	90,050	-32,842	3,064	90,050	-64
Uniforms	65,204	88,063	-22,859	4,235	65,204	88,063	-22,859	4,235	88,063	-74
Office Supplies	92,181	109,779	-17,598	5,153	92,181	109,779	-17,598	5,153	109,779	-84
Safety Supplies	11,278	15,357	-4,079	601	11,278	15,357	-4,079	601	15,357	-73
Other Supplies	72,773	84,603	-11,830	1,711	72,773	84,603	-11,830	1,711	84,603	-86
Guest Supplies	77,696	86,464	-8,768	4,387	77,696	86,464	-8,768	4,387	86,464	-90
Printing	120,855	128,098	-7,243	10,771	120,855	128,098	-7,243	10,771	128,098	-94
Computer Expense	138,333	127,145	11,188	27,901	138,333	127,145	11,188	27,901	127,145	-109
Postage & Delivery	166,801	140,269	26,532	3,321	166,801	140,269	26,532	3,321	140,269	-119
Telephone	344,388	336,440	7,948	24,539	344,388	336,440	7,948	24,539	336,440	-102
Mobile Phones / Pagers	44,541	51,870	-7,329	3,645	44,541	51,870	-7,329	3,645	51,870	-86
Travel	64,148	90,302	-26,154	3,014	64,148	90,302	-26,154	3,014	90,302	-71
Travel - Outlying	71,103	101,650	-30,547	3,058	71,103	101,650	-30,547	3,058	101,650	-70
Meals & Entertainment	48,485	69,342	-20,857	2,503	48,485	69,342	-20,857	2,503	69,342	-70
Refreshments	24,246	28,665	-4,419	1,310	24,246	28,665	-4,419	1,310	28,665	-85
Vehicle Expense	76,663	74,375	2,288	2,172	76,663	74,375	2,288	2,172	74,375	-103
Vehicle Fuel Expense	208,217	179,020	29,197	14,996	208,217	179,020	29,197	14,996	179,020	-116
Equipment Fuel Expense	193,130	211,426	-18,296	14,727	193,130	211,426	-18,296	14,727	211,426	-91
Pest Control	33,611	50,917	-17,306	2,827	33,611	50,917	-17,306	2,827	50,917	-66
Landscaping	72,114	136,922	-64,808	2,939	72,114	136,922	-64,808	2,939	136,922	-53
Equipment Lease/Payment	887,305	946,623	-59,318	95,703	887,305	946,623	-59,318	95,703	946,623	-94

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Vehicle Lease/Payment	163,013	233,076	-70,063	18,387	163,013	233,076	-70,063	18,387	233,076	-70
Linen Rental	46,863	73,496	-26,633	1,188	46,863	73,496	-26,633	1,188	73,496	-64
Other Contract Services	465,036	520,619	-55,583	25,765	465,036	520,619	-55,583	25,765	520,619	-89
Dues & Subscriptions	176,997	229,396	-52,399	9,103	176,997	229,396	-52,399	9,103	229,396	-77
Training & Education	23,228	53,879	-30,651	1,082	23,228	53,879	-30,651	1,082	53,879	-43
Taxes & Licenses	792,768	762,489	30,279	67,897	792,768	762,489	30,279	67,897	762,489	-104
Property Taxes	2,383,981	2,508,409	-124,428	192,256	2,383,981	2,508,409	-124,428	192,256	2,508,409	-95
Legal Fees	203,892	360,000	-156,108	22,108	203,892	360,000	-156,108	22,108	360,000	-57
Professional Fees	1,092,382	894,293	198,089	69,475	1,092,382	894,293	198,089	69,475	894,293	-122
Legal Contingency Fund	59,750	90,000	-30,250		59,750	90,000	-30,250		90,000	-66
Insurance Expense	1,146,183	1,019,404	126,779	67,718	1,146,183	1,019,404	126,779	67,718	1,019,404	-112
Cash Over / Short	97		97	-148		97		97	-148	
Coupon Over / Short	888		888	150		888		888	150	
Tip Income / Loss				90					90	
Inventory Gain / Loss	339,511	150,000	189,511	50	339,511	150,000	189,511	50	150,000	-226
Bank Charges	221,834	164,327	57,507	5,272	221,834	164,327	57,507	5,272	164,327	-135
Credit Card Discounts	462,497	386,428	76,069	13,727	462,497	386,428	76,069	13,727	386,428	-120
Credit Services	37,838	23,000	14,838	365	37,838	23,000	14,838	365	23,000	-165
Servicing Fees	1,346,282	1,170,300	175,982	57,793	1,346,282	1,170,300	175,982	57,793	1,170,300	-115
Trustee Fees	27,318	61,700	-34,382		27,318	61,700	-34,382		61,700	-44
Maintenance Fees	136,512	115,828	20,684	6,180	136,512	115,828	20,684	6,180	115,828	-118
Closing Costs	57,121	64,000	-6,879		57,121	64,000	-6,879		64,000	-89
Recording Fees	211,008	205,600	5,408	10,390	211,008	205,600	5,408	10,390	205,600	-103
Late Fees	674		674		674		674			
Other Fees	13,215		13,215		13,215		13,215			
R&M Building	344,934	269,245	75,689	9,734	344,934	269,245	75,689	9,734	269,245	-128
R & M Furniture & Fixtures	712	2,450	-1,738	32	712	2,450	-1,738	32	2,450	-29
R&M Equipment	667,234	437,457	229,777	68,729	667,234	437,457	229,777	68,729	437,457	-153
R&M Chemicals	23,905	33,497	-9,592	1,674	23,905	33,497	-9,592	1,674	33,497	-71
R&M Parks	27,416	20,100	7,316	5,599	27,416	20,100	7,316	5,599	20,100	-136
R&M - Water Plant	44,511	80,400	-35,889	534	44,511	80,400	-35,889	534	80,400	-55
R&M - Sewer Plant	60,484	57,000	3,484	7,073	60,484	57,000	3,484	7,073	57,000	-106
R&M - Distribution Lines	30,711	51,200	-20,489	872	30,711	51,200	-20,489	872	51,200	-60

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
R&M - Collection Lines	85,390	125,500	-40,110	1,085	85,390	125,500	-40,110	1,085	125,500	-68
Lot Prep Expense	180,961	170,429	10,532		180,961	170,429	10,532		170,429	-106
Minor Improvements	241,769	564,817	-323,048	64,032	241,769	564,817	-323,048	64,032	564,817	-43
Nonrecurring Replacements	102		102		102		102			
Water Tests	2,722	7,900	-5,178	41	2,722	7,900	-5,178	41	7,900	-34
Water Tap Expense	3,651		3,651		3,651		3,651			
Regulatory Water Fees	2,220	1,600	620		2,220	1,600	620		1,600	-139
Sewer Tests	23,608	21,600	2,008	827	23,608	21,600	2,008	827	21,600	-109
Sewer Tap Expense	17,666		17,666		17,666		17,666			
Regulatory Sewer Fees	1,063	600	463		1,063	600	463		600	-177
Coupons	666,363	105,000	561,363	175	666,363	105,000	561,363	175	105,000	-635
Coupons-Mgr.	4,680	4,644	36		4,680	4,644	36		4,644	-101
Activities Expense	18,195	17,350	845	429	18,195	17,350	845	429	17,350	-105
Advertising & Promotion	133,024	182,425	-49,401	19,772	133,024	182,425	-49,401	19,772	182,425	-73
Contributions	12,002	27,754	-15,752	218	12,002	27,754	-15,752	218	27,754	-43
Gain / Loss on Assets	-132,232		-132,232		-132,232		-132,232			
Allocated Resort Overhead	-907,797	-956,437	48,640	-116,199	-907,797	-956,437	48,640	-116,199	-956,437	-95
Allocated Marketing Overhead		13,484	-13,484			13,484	-13,484		13,484	
ESOP Deduction	18,719	540,000	-521,281		18,719	540,000	-521,281		540,000	-3
TOTAL GEN. & ADMIN EXP.R	13,958,416	14,111,249	-152,833	870,859	13,958,416	14,111,249	-152,833	870,859	14,111,249	-99
TOTAL BUDGETED EXPENSE	52,976,894	53,596,579	-619,685	3,312,652	52,976,894	53,596,579	-619,685	3,312,652	53,596,579	-99
BUDGET NET INC. (LOSS)	2,341,209	5,396,196	-3,054,987	42,329	2,341,209	5,396,196	-3,054,987	42,329	5,396,196	43
NON-BUDGETED ITEMS										
Other Income / Expense - Affil	-71,183		-71,183	-4,027	-71,183		-71,183	-4,027		
Rent Income / Expense - Affili	-168,270		-168,270	-5,938	-168,270		-168,270	-5,938		
Debt Service - Leases	-690,705		-690,705	-61,646	-690,705		-690,705	-61,646		
Interest Expense - Leases	33,043		33,043		33,043		33,043			
Depreciation	2,298,078		2,298,078	269,343	2,298,078		2,298,078	269,343		
Amortization of Deferred Loan	182,122		182,122	24,068	182,122		182,122	24,068		
Other Income Eliminated	-749,544		-749,544		-749,544		-749,544			
Liquor Allocation	242,188		242,188	9,965	242,188		242,188	9,965		

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
State Income Tax	255,868			255,868				255,868		
TOTAL NON-BUD. EXPENSE	1,331,597			1,331,597	231,764			1,331,597	231,764	
NET INCOME (LOSS)	1,009,612	5,396,196	-4,386,584	-189,435				1,009,612	5,396,196	-4,386,584
								-189,435		19

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-1,009,612	-5,396,196	4,386,584	189,435	-1,009,612	-5,396,196	4,386,584	189,435	-5,396,196	-19
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	35,248,590	43,000,000	-7,751,410	971,952	35,248,590	43,000,000	-7,751,410	971,952	43,000,000	82
Condo Sales-Land		374,400	-374,400			374,400	-374,400		374,400	
Condo Sales-Building	229,500	225,600	3,900		229,500	225,600	3,900		225,600	102
Interval Sales	3,077,110	1,500,000	1,577,110		3,077,110	1,500,000	1,577,110		1,500,000	205
Interval Sales - Trade Ins	-3,003,578	-1,500,000	-1,503,578		-3,003,578	-1,500,000	-1,503,578		-1,500,000	200
Interval Sales - Trade Ins All	-40,390		-40,390		-40,390		-40,390			
Sales Discounts	-52,506		-52,506		-52,506		-52,506			
Lodging Income	1,988,191	2,160,462	-172,271	94,317	1,988,191	2,160,462	-172,271	94,317	2,160,462	92
Package Inc - Taxable (gross)	1,306,787	1,216,839	89,948	52,319	1,306,787	1,216,839	89,948	52,319	1,216,839	107
Guaranteed No Show Income	57,455		57,455	70	57,455		57,455	70		
Ticket Sales	96,469	89,229	7,240	35,809	96,469	89,229	7,240	35,809	89,229	108
Ticket Sales - Snowtubing	34,051	34,158	-107	13,288	34,051	34,158	-107	13,288	34,158	100
Group Sales	23,774	20,000	3,774	800	23,774	20,000	3,774	800	20,000	119
Season Ski Passes	16,046	12,654	3,392	4,529	16,046	12,654	3,392	4,529	12,654	127
Ski Equipment Rental	197,145	213,876	-16,731	72,354	197,145	213,876	-16,731	72,354	213,876	92
Ski Lessons	47,425	54,779	-7,355	17,454	47,425	54,779	-7,355	17,454	54,779	87
Green Fees - Members	573,527	1,101,626	-528,099	13,453	573,527	1,101,626	-528,099	13,453	1,101,626	52
Golf Club Rentals	3,410	6,990	-3,580	300	3,410	6,990	-3,580	300	6,990	49
Cart Fees	847,524	1,027,559	-180,035	19,500	847,524	1,027,559	-180,035	19,500	1,027,559	82
Range Fees	7,789	15,634	-7,845	177	7,789	15,634	-7,845	177	15,634	50
Tournament Sales	10,062	14,000	-3,938		10,062	14,000	-3,938		14,000	72
Membership Fees	1,156,395	1,275,424	-119,029	212,965	1,156,395	1,275,424	-119,029	212,965	1,275,424	91
Merchandise Sales	611,339	623,043	-11,704	23,187	611,339	623,043	-11,704	23,187	623,043	98
Boat Slip Rental	899,211	895,844	3,367	70,393	899,211	895,844	3,367	70,393	895,844	100
Boat Slip Rental - Vacancy	-293,467	-13,200	-280,267	-3,876	-293,467	-13,200	-280,267	-3,876	-13,200	2,223
Watercraft Rental	93,700	174,150	-80,450		93,700	174,150	-80,450		174,150	54
Fuel Sales	237,587	293,950	-56,363	406	237,587	293,950	-56,363	406	293,950	81
Employee Housing	18,397	30,504	-12,107	2,400	18,397	30,504	-12,107	2,400	30,504	60
Sewer Revenue	667,562	572,275	95,287	51,874	667,562	572,275	95,287	51,874	572,275	117
Water Revenue	1,404,660	1,165,227	239,433	65,703	1,404,660	1,165,227	239,433	65,703	1,165,227	121
Reconnect / Transfer Utilities	2,640	5,460	-2,820	195	2,640	5,460	-2,820	195	5,460	48
Spa & Fitness Revenue	68,175	72,751	-4,576	4,942	68,175	72,751	-4,576	4,942	72,751	94

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Spa & Fitness - Massage	256,871	293,790	-36,919	15,760	256,871	293,790	-36,919	15,760	293,790	87
Spa & Fitness - Salon Services	169,591	198,722	-29,132	12,955	169,591	198,722	-29,132	12,955	198,722	85
Spa & Fitness - Hair Services	49,985	65,780	-15,795	4,361	49,985	65,780	-15,795	4,361	65,780	76
Food Sales	2,111,265	2,931,947	-820,682	144,704	2,111,265	2,931,947	-820,682	144,704	2,931,947	72
Liquor Sales	298,175	253,421	44,754	17,439	298,175	253,421	44,754	17,439	253,421	118
Liquor Comps / Spills	-1,287		-1,287	-46	-1,287		-1,287	-46		
Beer Sales	312,961	318,617	-5,656	12,229	312,961	318,617	-5,656	12,229	318,617	98
Wine Sales	182,165	195,225	-13,060	12,495	182,165	195,225	-13,060	12,495	195,225	93
Conference Room Rental	53,006	124,146	-71,140	1,552	53,006	124,146	-71,140	1,552	124,146	43
Audio / Video Rental	4,286	2,858	1,428		4,286	2,858	1,428		2,858	150
Gratuity Income	141,747	161,088	-19,341	6,039	141,747	161,088	-19,341	6,039	161,088	88
Discounts / Comps / Credits	-536,671	-356,740	-179,931	-52,341	-536,671	-356,740	-179,931	-52,341	-356,740	150
Premium Sales	0	1,600,000	-1,600,000	2,193	0	1,600,000	-1,600,000	2,193	1,600,000	0
TOTAL SALES	48,576,674	60,452,088	-11,875,414	1,901,849	48,576,674	60,452,088	-11,875,414	1,901,849	60,452,088	80
COST OF SALES										
Cost of Lot Sales	10,011,673	15,050,000	-5,038,327	298,999	10,011,673	15,050,000	-5,038,327	298,999	15,050,000	-67
Cost of Condo Sales-Land		108,880	-108,880			108,880	-108,880			108,880
Cost of Condo Sales-Building	253,546	156,480	97,066		253,546	156,480	97,066		156,480	-162
Cost of Interval Sales	428,830	375,000	53,830		428,830	375,000	53,830		375,000	-114
Cost of Interval Trade-Ins	-856,913	-375,000	-481,913		-856,913	-375,000	-481,913		-375,000	-229
Golf Cart Leases	419,033	389,418	29,615	1,819	419,033	389,418	29,615	1,819	389,418	-108
Cost of Merchandise	358,275	369,140	-10,865	10,941	358,275	369,140	-10,865	10,941	369,140	-97
Cost of Fuel	182,261	216,073	-33,812	411	182,261	216,073	-33,812	411	216,073	-84
Cost of Food	965,568	1,016,707	-51,139	57,957	965,568	1,016,707	-51,139	57,957	1,016,707	-95
Cost of Beverages		12,066	-12,066			12,066	-12,066			12,066
Inventory Waste/Spoilage	6,931		6,931		6,931		6,931			
Cost of Liquor	60,266	54,520	5,746	4,137	60,266	54,520	5,746	4,137	54,520	-111
Cost of Beer	97,166	104,536	-7,370	4,333	97,166	104,536	-7,370	4,333	104,536	-93
Cost of Wine	59,023	67,851	-8,828	6,924	59,023	67,851	-8,828	6,924	67,851	-87
Disposable Goods	52,925	49,099	3,826	3,099	52,925	49,099	3,826	3,099	49,099	-108
Cost of Sales Conference Cent	7,713	3,299	4,414	321	7,713	3,299	4,414	321	3,299	-234
Cost of AV Equipment	130	750	-620		130	750	-620		750	-17

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Cost of Premium Sales	0	1,600,000	-1,600,000	2,193	0	1,600,000	-1,600,000	2,193	1,600,000	0
TOTAL COST OF SALES	12,046,426	19,198,819	-7,152,393	391,134	12,046,426	19,198,819	-7,152,393	391,134	19,198,819	-63
GROSS PROFIT	36,530,247	41,253,269	-4,723,022	1,510,715	36,530,247	41,253,269	-4,723,022	1,510,715	41,253,269	89
COST OF GOODS SOLD %	-25	-32	7	-21	-25	-32	7	-21	-32	78
OTHER INCOME										
Management Fee Income	350,024	517,779	-167,755	18,155	350,024	517,779	-167,755	18,155	517,779	68
Late Charges, Other Fees & TA	169,721	182,374	-12,653	15,784	169,721	182,374	-12,653	15,784	182,374	93
Other Income	5,836,762	1,364,260	4,472,502	255,568	5,836,762	1,364,260	4,472,502	255,568	1,364,260	428
Other Income - Commission	150,686	462,000	-311,314	4,750	150,686	462,000	-311,314	4,750	462,000	33
TOTAL OTHER INCOME	6,507,193	2,526,413	3,980,780	294,257	6,507,193	2,526,413	3,980,780	294,257	2,526,413	258
INTEREST INCOME										
Interest Income	13,375,376	14,352,115	-976,739	1,215,071	13,375,376	14,352,115	-976,739	1,215,071	14,352,115	93
TOTAL INTEREST INCOME	13,375,376	14,352,115	-976,739	1,215,071	13,375,376	14,352,115	-976,739	1,215,071	14,352,115	93
TOTAL NET REVENUES	56,412,816	58,131,797	-1,718,981	3,020,043	56,412,816	58,131,797	-1,718,981	3,020,043	58,131,797	97
COMMISSIONS										
Commission Expense	2,277,652	3,072,500	-794,848	65,674	2,277,652	3,072,500	-794,848	65,674	3,072,500	-74
Assistant Manager Commissio	105,534	81,250	24,284		105,534	81,250	24,284		81,250	-130
Manager Commissions	560,543	601,000	-40,457	14,197	560,543	601,000	-40,457	14,197	601,000	-93
Regional Manager Commissio				345				345		
Residual Commissions	199,594	312,700	-113,106	7,876	199,594	312,700	-113,106	7,876	312,700	-64
Sales Bonus	85,600	195,250	-109,650	23,300	85,600	195,250	-109,650	23,300	195,250	-44
Spiffs	5,600	7,200	-1,600	200	5,600	7,200	-1,600	200	7,200	-78
Non-Cash Spiffs	150		150		150		150			
Outside Sales Bonus	73,718	123,504	-49,787	2,375	73,718	123,504	-49,787	2,375	123,504	-60
Travel Agency Commissions	13,077	4,907	8,170	87	13,077	4,907	8,170	87	4,907	-266
TOTAL COMMISSIONS	3,321,468	4,398,311	-1,076,843	114,055	3,321,468	4,398,311	-1,076,843	114,055	4,398,311	-76
EMPLOYEE COMPENSATION										
Employee Compensation	11,252,140	8,199,069	3,053,071	828,403	11,252,140	8,199,069	3,053,071	828,403	8,199,069	-137

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Referral Bonus	8,800	21,927	-13,127	1,500	8,800	21,927	-13,127	1,500	21,927	-40
Non-Cash Spiffs		499	-499			499	-499		499	
Training Salaries	87,645	157,350	-69,705	2,400	87,645	157,350	-69,705	2,400	157,350	-56
Commission/Bonus	642,953	626,356	16,597	30,380	642,953	626,356	16,597	30,380	626,356	-103
Hourly Wages	10,350,386	4,852,177	5,498,209	778,090	10,350,386	4,852,177	5,498,209	778,090	4,852,177	-213
Payroll Taxes	1,771,339	391,764	1,379,575	165,259	1,771,339	391,764	1,379,575	165,259	391,764	-452
Workers Comp	215,403		215,403	26,137	215,403		215,403	26,137		
Group Insurance	770,668		770,668	2,132	770,668		770,668	2,132		
401k Expense	124,742	-81,000	205,742	9,054	124,742	-81,000	205,742	9,054	-81,000	154
Labor Transfers	-416,375	-597,128	180,753	-34,209	-416,375	-597,128	180,753	-34,209	-597,128	-70
Payroll Burden	1,831,655	2,391,108	-559,453	121,467	1,831,655	2,391,108	-559,453	121,467	2,391,108	-77
Contract Labor	211,184	138,500	72,684	10,528	211,184	138,500	72,684	10,528	138,500	-152
Recruiting	212,456	69,675	142,781	6,816	212,456	69,675	142,781	6,816	69,675	-305
Moving Expense	1,343		1,343		1,343		1,343			
Other Employee Expense	319,963	369,491	-49,528	28,459	319,963	369,491	-49,528	28,459	369,491	-87
Payroll Reimbursement	-14,030,735	142,179	-14,172,914	-999,764	-14,030,735	142,179	-14,172,914	-999,764	142,179	9,868
TOTAL EMPLOYEE COMPENS	13,353,568	16,681,967	-3,328,399	976,654	13,353,568	16,681,967	-3,328,399	976,654	16,681,967	-80
INTEREST EXPENSE										
Interest Expense	8,172,852	8,510,491	-337,639	715,117	8,172,852	8,510,491	-337,639	715,117	8,510,491	-96
TOTAL INTEREST EXPENSE	8,172,852	8,510,491	-337,639	715,117	8,172,852	8,510,491	-337,639	715,117	8,510,491	-96
REPOSSESSION EXPENSE	5,204,550	5,160,000	44,550	80,639	5,204,550	5,160,000	44,550	80,639	5,160,000	-101
OCCUPANCY EXPENSE										
Rent Expense	556,255	658,901	-102,646	54,449	556,255	658,901	-102,646	54,449	658,901	-84
Electricity	902,000	939,657	-37,657	100,597	902,000	939,657	-37,657	100,597	939,657	-96
Gas / Propane	205,344	194,270	11,074	26,150	205,344	194,270	11,074	26,150	194,270	-106
Water / Sewer	340,356	373,463	-33,107	23,515	340,356	373,463	-33,107	23,515	373,463	-91
Trash Removal	85,924	92,401	-6,477	6,525	85,924	92,401	-6,477	6,525	92,401	-93
TOTAL OCCUPANCY EXPENS	2,089,879	2,258,692	-168,813	211,236	2,089,879	2,258,692	-168,813	211,236	2,258,692	-93
MARKETING EXPENSE										
Marketing Expense	2,361,411	1,293,649	1,067,762	4,569	2,361,411	1,293,649	1,067,762	4,569	1,293,649	-183

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Premium Expense	5,193,153	4,628,131	565,022	70,876	5,193,153	4,628,131	565,022	70,876	4,628,131	-112
Sales Referral Program Exp										
Other Marketing Expenses	209,176	167,900	41,276	34,009	209,176	167,900	41,276	34,009	167,900	-125
Solidifications	20,788	55,760	-34,972	1,868	20,788	55,760	-34,972	1,868	55,760	-37
Booth Space Fees	14,086	19,750	-5,664	-3,650	14,086	19,750	-5,664	-3,650	19,750	-71
Booth Expense	901			901	901			901		
TOTAL MARKETING EXPENSE	7,799,515	6,165,190	1,634,325	107,672	7,799,515	6,165,190	1,634,325	107,672	6,165,190	-127
G&A EXPENSE										
Cleaning Supplies	100,532	91,449	9,083	6,450	100,532	91,449	9,083	6,450	91,449	-110
Smallwares / Tools	61,368	70,225	-8,857	4,156	61,368	70,225	-8,857	4,156	70,225	-87
Uniforms	66,882	109,685	-42,803	4,203	66,882	109,685	-42,803	4,203	109,685	-61
Office Supplies	94,697	126,378	-31,681	9,222	94,697	126,378	-31,681	9,222	126,378	-75
Safety Supplies	14,160	16,559	-2,399	1,378	14,160	16,559	-2,399	1,378	16,559	-86
Other Supplies	74,947	96,598	-21,651	2,587	74,947	96,598	-21,651	2,587	96,598	-78
Guest Supplies	72,608	95,760	-23,152	4,015	72,608	95,760	-23,152	4,015	95,760	-76
Printing	108,984	231,190	-122,206	23,170	108,984	231,190	-122,206	23,170	231,190	-47
Computer Expense	134,017	129,182	4,835	32,511	134,017	129,182	4,835	32,511	129,182	-104
Postage & Delivery	130,501	149,977	-19,476	7,526	130,501	149,977	-19,476	7,526	149,977	-87
Telephone	338,068	429,139	-91,071	25,153	338,068	429,139	-91,071	25,153	429,139	-79
Mobile Phones / Pagers	46,806	64,056	-17,250	3,562	46,806	64,056	-17,250	3,562	64,056	-73
Travel	72,443	84,001	-11,558	4,267	72,443	84,001	-11,558	4,267	84,001	-86
Travel - Outlying	86,985	165,183	-78,198	4,190	86,985	165,183	-78,198	4,190	165,183	-53
Meals & Entertainment	53,300	94,524	-41,224	2,326	53,300	94,524	-41,224	2,326	94,524	-56
Refreshments	25,102	30,261	-5,159	1,824	25,102	30,261	-5,159	1,824	30,261	-83
Vehicle Expense	87,337	103,103	-15,766	9,207	87,337	103,103	-15,766	9,207	103,103	-85
Vehicle Fuel Expense	248,214	242,933	5,281	11,481	248,214	242,933	5,281	11,481	242,933	-102
Equipment Fuel Expense	180,797	268,013	-87,216	6,863	180,797	268,013	-87,216	6,863	268,013	-67
Pest Control	45,957	57,381	-11,424	2,841	45,957	57,381	-11,424	2,841	57,381	-80
Landscaping	104,945	164,072	-59,127	10,179	104,945	164,072	-59,127	10,179	164,072	-64
Equipment Lease/Payment	969,530	1,090,401	-120,871	94,070	969,530	1,090,401	-120,871	94,070	1,090,401	-89
Vehicle Lease/Payment	185,540	271,677	-86,137	20,244	185,540	271,677	-86,137	20,244	271,677	-68
Linen Rental	56,632	90,767	-34,135	4,147	56,632	90,767	-34,135	4,147	90,767	-62

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Other Contract Services	462,833	472,211	-9,378	30,682	462,833	472,211	-9,378	30,682	472,211	-98
Dues & Subscriptions	194,587	284,828	-90,241	12,676	194,587	284,828	-90,241	12,676	284,828	-68
Training & Education	51,610	81,888	-30,278	1,274	51,610	81,888	-30,278	1,274	81,888	-63
Taxes & Licenses	1,087,781	634,161	453,620	29,267	1,087,781	634,161	453,620	29,267	634,161	-172
Property Taxes	2,002,829	2,318,303	-315,474	196,523	2,002,829	2,318,303	-315,474	196,523	2,318,303	-86
Legal Fees	417,519	540,000	-122,481	11,381	417,519	540,000	-122,481	11,381	540,000	-77
Professional Fees	1,021,752	1,091,552	-69,800	96,412	1,021,752	1,091,552	-69,800	96,412	1,091,552	-94
Legal Contingency Fund	123,674	90,000	33,674		123,674	90,000	33,674		90,000	-137
Insurance Expense	912,791	927,253	-14,461	62,367	912,791	927,253	-14,461	62,367	927,253	-98
Cash Over / Short	-301		-301	141	-301		-301	141		
Coupon Over / Short	122		122	70	122		122	70		
Tip Income / Loss	-161		-161	-447	-161		-161	-447		
Inventory Gain / Loss	68,776		68,776		68,776		68,776			
Bank Charges	173,209	166,695	6,514	10,521	173,209	166,695	6,514	10,521	166,695	-104
Credit Card Discounts	440,471	596,947	-156,476	12,769	440,471	596,947	-156,476	12,769	596,947	-74
Credit Services	29,201	15,000	14,201	1,101	29,201	15,000	14,201	1,101	15,000	-195
Servicing Fees	1,265,280	709,584	555,696	56,718	1,265,280	709,584	555,696	56,718	709,584	-178
Trustee Fees	50,107	1,700	48,407		50,107	1,700	48,407		1,700	-2,947
Maintenance Fees	111,345	210,912	-99,567	5,400	111,345	210,912	-99,567	5,400	210,912	-53
Closing Costs	59,516	16,000	43,516	25,000	59,516	16,000	43,516	25,000	16,000	-372
Recording Fees	140,168	205,000	-64,832	12,593	140,168	205,000	-64,832	12,593	205,000	-68
Late Fees	647		647	6,800	647		647	6,800		
Other Fees	8,963		8,963		8,963		8,963			
R&M Building	336,565	267,825	68,740	10,470	336,565	267,825	68,740	10,470	267,825	-126
R & M Furniture & Fixtures	1,580	1,250	330	559	1,580	1,250	330	559	1,250	-126
R&M Equipment	519,980	372,250	147,730	41,178	519,980	372,250	147,730	41,178	372,250	-140
Minor Improvements				5,800				5,800		
R&M Chemicals	34,717	30,800	3,917	2,339	34,717	30,800	3,917	2,339	30,800	-113
R&M Parks	22,962	20,100	2,862		22,962	20,100	2,862		20,100	-114
R&M - Water Plant	52,869	74,800	-21,931	11,517	52,869	74,800	-21,931	11,517	74,800	-71
R&M - Sewer Plant	29,796	46,400	-16,604	6,572	29,796	46,400	-16,604	6,572	46,400	-64
R&M - Distribution Lines	50,204	40,600	9,604	1,401	50,204	40,600	9,604	1,401	40,600	-124
R&M - Collection Lines	180,916	96,600	84,316	13,469	180,916	96,600	84,316	13,469	96,600	-187

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Lot Prep Expense	144,996	223,000	-78,004	7,032	144,996	223,000	-78,004	7,032	223,000	-65
Minor Improvements	261,269	405,095	-143,826	4,363	261,269	405,095	-143,826	4,363	405,095	-64
Nonrecurring Replacements	848	31,000	-30,152		848	31,000	-30,152		31,000	-3
Water Tests	7,548	5,100	2,448	286	7,548	5,100	2,448	286	5,100	-148
Water Tap Expense				1,741				1,741		
Regulatory Water Fees	1,508	100	1,408		1,508	100	1,408		100	-1,508
Sewer Tests	18,876	21,600	-2,724	2,291	18,876	21,600	-2,724	2,291	21,600	-87
Sewer Tap Expense	822		822	2,161	822		822	2,161		
Regulatory Sewer Fees		600	-600			600	-600		600	
Coupons	195,738		195,738	364	195,738		195,738	364		
Coupons-Mgr.	1,340	5,428	-4,088		1,340	5,428	-4,088		5,428	-25
Activities Expense	18,826	32,726	-13,900	2,126	18,826	32,726	-13,900	2,126	32,726	-58
Advertising & Promotion	152,777	166,583	-13,806	10,125	152,777	166,583	-13,806	10,125	166,583	-92
Contributions	32,308	49,274	-16,966	998	32,308	49,274	-16,966	998	49,274	-66
Gain / Loss on Assets	-9,875		-9,875		-9,875		-9,875			
Office Relocation	137,420	150,000	-12,580		137,420	150,000	-12,580		150,000	-92
Allocated Resort Overhead	-1,460,941	-3,305,602	1,844,661	-115,297	-1,460,941	-3,305,602	1,844,661	-115,297	-3,305,602	-44
Allocated Marketing Overhead		521	-521			521	-521		521	
ESOP Deduction	468,477	504,725	-36,248		468,477	504,725	-36,248		504,725	-93
TOTAL GEN. & ADMIN EXP.R	13,184,597	11,875,323	1,309,275	876,315	13,184,597	11,875,323	1,309,275	876,315	11,875,323	-111
TOTAL BUDGETED EXPENSE	53,126,429	55,049,974	-1,923,545	3,081,688	53,126,429	55,049,974	-1,923,545	3,081,688	55,049,974	-97
BUDGET NET INC. (LOSS)	3,286,387	3,081,824	204,564	-61,645	3,286,387	3,081,824	204,564	-61,645	3,081,824	107
NON-BUDGETED ITEMS										
Other Income / Expense - Affil	-62,568		-62,568	-2,446	-62,568		-62,568	-2,446		
Rent Income / Expense - Affili	-207,309		-207,309	-9,761	-207,309		-207,309	-9,761		
Debt Service - Leases	-770,323		-770,323	-66,066	-770,323		-770,323	-66,066		
Interest Expense - Leases	32,637		32,637		32,637		32,637			
Depreciation	3,279,874		3,279,874	271,551	3,279,874		3,279,874	271,551		
Amortization of Deferred Loan	198,462		198,462	24,068	198,462		198,462	24,068		
Other Income Eliminated	-769,042		-769,042		-769,042		-769,042			
Liquor Allocation	269,186		269,186	12,206	269,186		269,186	12,206		

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Allocated Marketing	12,613			12,613				12,613		
State Income Tax	240,091			240,091				240,091		
TOTAL NON-BUD. EXPENSE	2,223,620			229,553	2,223,620			229,553		
NET INCOME (LOSS)	1,062,767	3,081,824	-2,019,056	-291,199	1,062,767	3,081,824	-2,019,056	-291,199	3,081,824	34

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-1,062,767	-3,081,824	2,019,056	291,199	-1,062,767	-3,081,824	2,019,056	291,199	-3,081,824	-34
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	32,800,810	38,650,000	-5,849,190	835,724	32,800,810	38,650,000	-5,849,190	835,724	38,650,000	85
Condo Sales-Land	34,400	263,800	-229,400		34,400	263,800	-229,400		263,800	13
Condo Sales-Building	573,600	1,066,200	-492,600		573,600	1,066,200	-492,600		1,066,200	54
Condo Sales - Trade Ins	-31,500		-31,500		-31,500		-31,500			
Interval Sales	2,065,364		2,065,364	153,300	2,065,364		2,065,364	153,300		
Interval Sales - Trade Ins	-2,020,724		-2,020,724	-145,400	-2,020,724		-2,020,724	-145,400		
Interval Sales - Trade Ins All	-17,606		-17,606	-22,000	-17,606		-17,606	-22,000		
Sales Discounts	-151,673		-151,673		-151,673		-151,673			
Lodging Income	2,243,875	2,390,965	-147,090	97,007	2,243,875	2,390,965	-147,090	97,007	2,390,965	94
Package Inc - Taxable (gross)	1,377,144	1,128,146	248,998	55,286	1,377,144	1,128,146	248,998	55,286	1,128,146	122
Guaranteed No Show Income	59,669		59,669	3,007	59,669		59,669	3,007		
Ticket Sales	81,164	91,104	-9,940	28,567	81,164	91,104	-9,940	28,567	91,104	89
Ticket Sales - Snowtubing	31,637	43,497	-11,860	12,723	31,637	43,497	-11,860	12,723	43,497	73
Group Sales	8,110	13,000	-4,890	2,415	8,110	13,000	-4,890	2,415	13,000	62
Season Ski Passes	12,089	14,246	-2,157	3,223	12,089	14,246	-2,157	3,223	14,246	85
Ski Equipment Rental	173,642	190,644	-17,002	65,393	173,642	190,644	-17,002	65,393	190,644	91
Ski Lessons	35,463	36,532	-1,069	13,796	35,463	36,532	-1,069	13,796	36,532	97
Green Fees - Members	711,823	1,130,451	-418,628	24,146	711,823	1,130,451	-418,628	24,146	1,130,451	63
Golf Club Rentals	3,855	6,990	-3,135	390	3,855	6,990	-3,135	390	6,990	55
Cart Fees	838,582	859,639	-21,057	27,207	838,582	859,639	-21,057	27,207	859,639	98
Range Fees	11,029	15,013	-3,984	388	11,029	15,013	-3,984	388	15,013	73
Tournament Sales	10,350	12,600	-2,250		10,350	12,600	-2,250		12,600	82
Membership Fees	859,290	835,101	24,189	183,484	859,290	835,101	24,189	183,484	835,101	103
Merchandise Sales	583,087	629,075	-45,988	41,204	583,087	629,075	-45,988	41,204	629,075	93
Boat Slip Rental	855,122	854,805	317	55,744	855,122	854,805	317	55,744	854,805	100
Boat Slip Rental - Vacancy	-41,216	-6,000	-35,216	-887	-41,216	-6,000	-35,216	-887	-6,000	687
Watercraft Rental	159,290	176,150	-16,860		159,290	176,150	-16,860		176,150	90
Fuel Sales	288,278	341,650	-53,372	2,791	288,278	341,650	-53,372	2,791	341,650	84
Employee Housing	28,896	47,900	-19,004	3,816	28,896	47,900	-19,004	3,816	47,900	60
Sewer Revenue	662,415	728,196	-65,781	29,735	662,415	728,196	-65,781	29,735	728,196	91
Sewer Tap		141,550	-141,550	5,000		141,550	-141,550	5,000	141,550	
Water Revenue	1,211,812	1,314,053	-102,241	114,552	1,211,812	1,314,053	-102,241	114,552	1,314,053	92

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Water Tap		25,650	-25,650	1,575		25,650	-25,650	1,575	25,650	
Reconnect / Transfer Utilities	3,650	5,404	-1,754		3,650	5,404	-1,754		5,404	68
Spa & Fitness Revenue	70,413	70,102	311	5,499	70,413	70,102	311	5,499	70,102	100
Spa & Fitness - Massage	270,078	348,601	-78,524	20,791	270,078	348,601	-78,524	20,791	348,601	77
Spa & Fitness - Salon Services	190,677	218,720	-28,043	9,056	190,677	218,720	-28,043	9,056	218,720	87
Spa & Fitness - Hair Services	61,990	61,819	171	3,724	61,990	61,819	171	3,724	61,819	100
Food Sales	2,109,341	2,570,552	-461,211	162,148	2,109,341	2,570,552	-461,211	162,148	2,570,552	82
Liquor Sales	268,658	227,119	41,539	16,955	268,658	227,119	41,539	16,955	227,119	118
Liquor Comps / Spills	-422		-422	-445		-422		-445		
Beer Sales	286,166	304,230	-18,064	16,851	286,166	304,230	-18,064	16,851	304,230	94
Wine Sales	189,833	167,160	22,673	14,643	189,833	167,160	22,673	14,643	167,160	114
Conference Room Rental	49,995	142,012	-92,017	1,363	49,995	142,012	-92,017	1,363	142,012	35
Audio / Video Rental	6,462	2,832	3,630		6,462	2,832	3,630		2,832	228
Gratuity Income	121,185	155,173	-33,988	4,984	121,185	155,173	-33,988	4,984	155,173	78
Discounts / Comps / Credits	-660,588	-603,816	-56,772	-32,855	-660,588	-603,816	-56,772	-32,855	-603,816	109
Premium Sales		1,600,000	-1,600,000	2,250		1,600,000	-1,600,000	2,250	1,600,000	
TOTAL SALES	46,425,515	56,270,865	-9,845,350	1,817,150	46,425,515	56,270,865	-9,845,350	1,817,150	56,270,865	83
COST OF SALES										
Cost of Lot Sales	10,195,156	11,605,000	-1,409,844	223,251	10,195,156	11,605,000	-1,409,844	223,251	11,605,000	-88
Cost of Condo Sales-Land	6,800	72,260	-65,460		6,800	72,260	-65,460		72,260	-9
Cost of Condo Sales-Building	422,176	944,085	-521,909		422,176	944,085	-521,909		944,085	-45
Cost of Condo Trade-Ins	-6,300		-6,300		-6,300		-6,300			
Cost of Interval Sales	328,559		328,559	27,500	328,559		328,559	27,500		
Cost of Interval Trade-Ins	-584,845		-584,845	-36,350	-584,845		-584,845	-36,350		
Golf Cart Leases	321,418	332,700	-11,282	8,090	321,418	332,700	-11,282	8,090	332,700	-97
Cost of Merchandise	357,384	380,504	-23,120	27,079	357,384	380,504	-23,120	27,079	380,504	-94
Shipping Costs	326		326		326		326			
Cost of Fuel	201,329	259,018	-57,689	1,679	201,329	259,018	-57,689	1,679	259,018	-78
Cost of Food	936,704	978,128	-41,424	82,839	936,704	978,128	-41,424	82,839	978,128	-96
Cost of Beverages	593	18,428	-17,835		593	18,428	-17,835		18,428	-3
Cost of Liquor	59,362	47,079	12,283	4,000	59,362	47,079	12,283	4,000	47,079	-126
Cost of Beer	97,405	103,943	-6,538	6,468	97,405	103,943	-6,538	6,468	103,943	-94

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Cost of Wine	63,276	60,911	2,365	5,352	63,276	60,911	2,365	5,352	60,911	-104
Disposable Goods	41,748	56,473	-14,725	4,742	41,748	56,473	-14,725	4,742	56,473	-74
Cost of Sales Conference Cent	7,176	3,299	3,877		7,176	3,299	3,877		3,299	-218
Cost of AV Equipment	601	114	487		601	114	487		114	-527
Cost of Premium Sales		1,600,000	-1,600,000	2,250		1,600,000	-1,600,000	2,250	1,600,000	
TOTAL COST OF SALES	12,448,867	16,461,942	-4,013,075	356,900	12,448,867	16,461,942	-4,013,075	356,900	16,461,942	-76
GROSS PROFIT	33,976,647	39,808,923	-5,832,276	1,460,249	33,976,647	39,808,923	-5,832,276	1,460,249	39,808,923	85
COST OF GOODS SOLD %	-27	-29	2	-20	-27	-29	2	-20	-29	92
OTHER INCOME										
Management Fee Income	255,961	217,860	38,101	18,155	255,961	217,860	38,101	18,155	217,860	117
Late Charges, Other Fees & TA	199,009	169,729	29,280	14,421	199,009	169,729	29,280	14,421	169,729	117
Other Income	2,213,074	1,911,466	301,608	120,238	2,213,074	1,911,466	301,608	120,238	1,911,466	116
Other Income - Commission	216,767	596,136	-379,369	3,035	216,767	596,136	-379,369	3,035	596,136	36
TOTAL OTHER INCOME	2,884,812	2,895,191	-10,379	155,849	2,884,812	2,895,191	-10,379	155,849	2,895,191	100
INTEREST INCOME										
Interest Income	14,165,368	14,748,290	-582,922	1,226,533	14,165,368	14,748,290	-582,922	1,226,533	14,748,290	96
TOTAL INTEREST INCOME	14,165,368	14,748,290	-582,922	1,226,533	14,165,368	14,748,290	-582,922	1,226,533	14,748,290	96
TOTAL NET REVENUES	51,026,827	57,452,404	-6,425,577	2,842,631	51,026,827	57,452,404	-6,425,577	2,842,631	57,452,404	89
COMMISSIONS										
Commission Expense	2,257,896	2,885,375	-627,479	53,609	2,257,896	2,885,375	-627,479	53,609	2,885,375	-78
Assistant Manager Commissio	57,531	93,750	-36,219	1,226	57,531	93,750	-36,219	1,226	93,750	-61
Manager Commissions	462,549	556,875	-94,326	10,373	462,549	556,875	-94,326	10,373	556,875	-83
Regional Manager Commissio	345	43,800	-43,455	2,083	345	43,800	-43,455	2,083	43,800	-1
Residual Commissions	113,130	314,525	-201,395	-25,099	113,130	314,525	-201,395	-25,099	314,525	-36
Sales Bonus	70,300	238,907	-168,607	14,200	70,300	238,907	-168,607	14,200	238,907	-29
Spiffs	3,150	6,600	-3,450	200	3,150	6,600	-3,450	200	6,600	-48
Outside Sales Bonus	110,137	202,560	-92,423	4,518	110,137	202,560	-92,423	4,518	202,560	-54
Travel Agency Commissions	9,571	5,487	4,084	-328	9,571	5,487	4,084	-328	5,487	-174

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
TOTAL COMMISSIONS	3,084,610	4,347,879	-1,263,269	60,782	3,084,610	4,347,879	-1,263,269	60,782	4,347,879	-71
EMPLOYEE COMPENSATION										
Employee Compensation	11,102,529	6,675,031	4,427,498	870,797	11,102,529	6,675,031	4,427,498	870,797	6,675,031	-166
Referral Bonus	8,700	3,100	5,600	200	8,700	3,100	5,600	200	3,100	-281
Non-Cash Spiffs		500	-500			500	-500		500	
Training Salaries	173,500	90,000	83,500	1,950	173,500	90,000	83,500	1,950	90,000	-193
Commission/Bonus	588,535	541,075	47,460	32,651	588,535	541,075	47,460	32,651	541,075	-109
Hourly Wages	10,554,614	4,355,614	6,199,000	862,930	10,554,614	4,355,614	6,199,000	862,930	4,355,614	-242
Payroll Taxes	1,689,794	386,209	1,303,585	151,818	1,689,794	386,209	1,303,585	151,818	386,209	-438
Workers Comp	231,780		231,780	27,791	231,780		231,780	27,791		
Group Insurance	783,315		783,315	2,174	783,315		783,315	2,174		
401k Expense	111,148	-36,000	147,148	10,384	111,148	-36,000	147,148	10,384	-36,000	309
Labor Transfers	-693,020	-757,454	64,434	-50,810	-693,020	-757,454	64,434	-50,810	-757,454	-91
Payroll Burden	1,849,295	2,019,080	-169,785	142,081	1,849,295	2,019,080	-169,785	142,081	2,019,080	-92
Workers Comp Claims Paid		61,505	-61,505	1,258		61,505	-61,505	1,258	61,505	
Contract Labor	158,594	137,970	20,624	17,779	158,594	137,970	20,624	17,779	137,970	-115
Recruiting	240,288	72,900	167,388	3,635	240,288	72,900	167,388	3,635	72,900	-330
Placement Fees	11,250		11,250		11,250		11,250			
Moving Expense	260	7,000	-6,740	775	260	7,000	-6,740	775	7,000	-4
Other Employee Expense	361,302	322,461	38,841	21,184	361,302	322,461	38,841	21,184	322,461	-112
Payroll Reimbursement	-13,692,230	67,120	-13,759,350	-1,040,790	-13,692,230	67,120	-13,759,350	-1,040,790	67,120	20,400
TOTAL EMPLOYEE COMPENS	13,479,654	13,946,111	-466,457	1,055,807	13,479,654	13,946,111	-466,457	1,055,807	13,946,111	-97
INTEREST EXPENSE										
Interest Expense	7,643,724	8,466,876	-823,152	594,729	7,643,724	8,466,876	-823,152	594,729	8,466,876	-90
TOTAL INTEREST EXPENSE	7,643,724	8,466,876	-823,152	594,729	7,643,724	8,466,876	-823,152	594,729	8,466,876	-90
REPOSSESSION EXPENSE										
Rent Expense	651,497	667,594	-16,097	48,949	651,497	667,594	-16,097	48,949	667,594	-98
Electricity	864,147	969,475	-105,328	103,745	864,147	969,475	-105,328	103,745	969,475	-89
Gas / Propane	178,208	158,344	19,864	21,136	178,208	158,344	19,864	21,136	158,344	-113

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Water / Sewer	299,448	324,025	-24,577	23,794	299,448	324,025	-24,577	23,794	324,025	-92
Trash Removal	83,398	85,220	-1,822	5,550	83,398	85,220	-1,822	5,550	85,220	-98
TOTAL OCCUPANCY EXPENS	2,076,698	2,204,658	-127,960	203,173	2,076,698	2,204,658	-127,960	203,173	2,204,658	-94
MARKETING EXPENSE										
Marketing Expense	1,460,560	933,694	526,866	33,539	1,460,560	933,694	526,866	33,539	933,694	-156
Premium Expense	4,616,669	3,717,406	899,263	155,300	4,616,669	3,717,406	899,263	155,300	3,717,406	-124
Sales Referral Program Exp										
Other Marketing Expenses	234,722	182,950	51,772		234,722	182,950	51,772		182,950	-128
Solidifications	29,063	47,580	-18,517	-2,631	29,063	47,580	-18,517	-2,631	47,580	-61
Booth Space Fees	6,709	19,754	-13,045	1,348	6,709	19,754	-13,045	1,348	19,754	-34
TOTAL MARKETING EXPENSE	6,347,723	4,901,384	1,446,339	187,556	6,347,723	4,901,384	1,446,339	187,556	4,901,384	-130
G&A EXPENSE										
Cleaning Supplies	87,468	86,709	759	11,609	87,468	86,709	759	11,609	86,709	-101
Smallwares / Tools	51,922	77,103	-25,181	3,614	51,922	77,103	-25,181	3,614	77,103	-67
Uniforms	65,479	109,345	-43,866	4,351	65,479	109,345	-43,866	4,351	109,345	-60
Office Supplies	92,463	122,804	-30,341	7,054	92,463	122,804	-30,341	7,054	122,804	-75
Safety Supplies	7,242	18,098	-10,856	6,352	7,242	18,098	-10,856	6,352	18,098	-40
Other Supplies	75,926	106,717	-30,791	6,468	75,926	106,717	-30,791	6,468	106,717	-71
Guest Supplies	82,098	101,462	-19,364	8,910	82,098	101,462	-19,364	8,910	101,462	-81
Printing	150,903	240,878	-89,975	4,249	150,903	240,878	-89,975	4,249	240,878	-63
Computer Expense	115,853	128,713	-12,860	26,315	115,853	128,713	-12,860	26,315	128,713	-90
Over/Short-Expired Certs.	250	-250			250	-250			250	
Postage & Delivery	124,772	151,939	-27,167	11,084	124,772	151,939	-27,167	11,084	151,939	-82
Telephone	328,136	357,291	-29,155	26,087	328,136	357,291	-29,155	26,087	357,291	-92
Mobile Phones / Pagers	45,988	51,194	-5,206	5,116	45,988	51,194	-5,206	5,116	51,194	-90
Travel	72,717	88,960	-16,243	4,882	72,717	88,960	-16,243	4,882	88,960	-82
Travel - Outlying	99,509	116,850	-17,341	3,925	99,509	116,850	-17,341	3,925	116,850	-85
Meals & Entertainment	55,532	72,760	-17,228	1,943	55,532	72,760	-17,228	1,943	72,760	-76
Refreshments	23,033	30,140	-7,107	1,402	23,033	30,140	-7,107	1,402	30,140	-76
Vehicle Expense	86,365	65,628	20,737	5,150	86,365	65,628	20,737	5,150	65,628	-132
Vehicle Fuel Expense	199,648	168,737	30,911	9,203	199,648	168,737	30,911	9,203	168,737	-118

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Equipment Fuel Expense	196,791	223,621	-26,830	18,763	196,791	223,621	-26,830	18,763	223,621	-88
Pest Control	45,404	56,505	-11,101	2,396	45,404	56,505	-11,101	2,396	56,505	-80
Landscaping	130,186	157,016	-26,830	7,184	130,186	157,016	-26,830	7,184	157,016	-83
Equipment Lease/Payment	1,159,511	1,270,528	-111,017	91,126	1,159,511	1,270,528	-111,017	91,126	1,270,528	-91
Vehicle Lease/Payment	227,044	227,081	-37	21,340	227,044	227,081	-37	21,340	227,081	-100
Notes Payable - Prior Yr Defic				32,887				32,887		
Notes Payable - Land Improve				19,199				19,199		
Linen Rental	69,538	72,313	-2,775	3,418	69,538	72,313	-2,775	3,418	72,313	-96
Other Contract Services	581,461	705,055	-123,594	39,315	581,461	705,055	-123,594	39,315	705,055	-82
Dues & Subscriptions	167,545	212,126	-44,581	12,470	167,545	212,126	-44,581	12,470	212,126	-79
Training & Education	32,589	43,368	-10,779	2,013	32,589	43,368	-10,779	2,013	43,368	-75
Taxes & Licenses	683,323	580,698	102,625	18,106	683,323	580,698	102,625	18,106	580,698	-118
Property Taxes	2,119,276	2,218,620	-99,344	150,900	2,119,276	2,218,620	-99,344	150,900	2,218,620	-96
Legal Fees	859,244	750,000	109,244	27,143	859,244	750,000	109,244	27,143	750,000	-115
Professional Fees	1,052,734	752,148	300,586	37,254	1,052,734	752,148	300,586	37,254	752,148	-140
Legal Contingency Fund	138,138	90,000	48,138		138,138	90,000	48,138		90,000	-153
Insurance Expense	786,628	917,772	-131,144	72,523	786,628	917,772	-131,144	72,523	917,772	-86
Cash Over / Short	-496		-496	501	-496		-496	501		
Coupon Over / Short	355		355	0	355		355	0		
Tip Income / Loss				-1,932				-1,932		
Inventory Gain / Loss	201,438		201,438		201,438		201,438			
Bank Charges	191,790	150,320	41,470	14,123	191,790	150,320	41,470	14,123	150,320	-128
Credit Card Discounts	426,106	431,796	-5,690	21,534	426,106	431,796	-5,690	21,534	431,796	-99
Credit Services	23,776	12,300	11,476		23,776	12,300	11,476		12,300	-193
Servicing Fees	692,177	727,585	-35,408	57,222	692,177	727,585	-35,408	57,222	727,585	-95
Trustee Fees	1,635	1,700	-65		1,635	1,700	-65		1,700	-96
Maintenance Fees	304,409	210,912	93,497	7,200	304,409	210,912	93,497	7,200	210,912	-144
Closing Costs	39,638	38,000	1,638		39,638	38,000	1,638		38,000	-104
Recording Fees	154,196	177,301	-23,105	8,761	154,196	177,301	-23,105	8,761	177,301	-87
Late Fees	23,002		23,002	625	23,002		23,002	625		
Other Fees	197		197		197		197			
R&M Building	239,107	266,532	-27,425	22,070	239,107	266,532	-27,425	22,070	266,532	-90
R & M Furniture & Fixtures	2,865	2,600	265	116	2,865	2,600	265	116	2,600	-110

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
R&M Equipment	416,435	366,752	49,683	40,050	416,435	366,752	49,683	40,050	366,752	-114
Minor Improvements	7,926	12,500	-4,574	5,424	7,926	12,500	-4,574	5,424	12,500	-63
R&M Chemicals	32,463	30,551	1,912	1,811	32,463	30,551	1,912	1,811	30,551	-106
R&M Parks	17,456	28,100	-10,644		17,456	28,100	-10,644		28,100	-62
R&M - Water Plant	49,977	130,201	-80,224	15,858	49,977	130,201	-80,224	15,858	130,201	-38
R&M - Sewer Plant	42,167	63,080	-20,913	3,623	42,167	63,080	-20,913	3,623	63,080	-67
R&M - Distribution Lines	44,161	41,201	2,960	9,076	44,161	41,201	2,960	9,076	41,201	-107
R&M - Collection Lines	119,182	116,004	3,178	12,697	119,182	116,004	3,178	12,697	116,004	-103
Lot Prep Expense	940		940	527	940		940	527		
Minor Improvements	192,547	266,220	-73,673	151,459	192,547	266,220	-73,673	151,459	266,220	-72
Nonrecurring Replacements	2,807		2,807		2,807		2,807			
Water Tests	5,949	4,400	1,549	41	5,949	4,400	1,549	41	4,400	-135
Water Tap Expense	2,369	25,650	-23,281	5,323	2,369	25,650	-23,281	5,323	25,650	-9
Regulatory Water Fees	-435	100	-535		-435	100	-535		100	435
Sewer Tests	20,303	30,600	-10,297	5,833	20,303	30,600	-10,297	5,833	30,600	-66
Sewer Tap Expense	33,178	141,550	-108,372	17,624	33,178	141,550	-108,372	17,624	141,550	-23
Regulatory Sewer Fees		600	-600	350		600	-600	350	600	
Coupons	5,648		5,648	150	5,648		5,648	150		
Coupons-Mgr.	2,316	7,432	-5,116		2,316	7,432	-5,116		7,432	-31
Activities Expense	18,061	30,930	-12,869	982	18,061	30,930	-12,869	982	30,930	-58
Advertising & Promotion	151,091	143,749	7,342	11,480	151,091	143,749	7,342	11,480	143,749	-105
Contributions	26,969	28,328	-1,359	504	26,969	28,328	-1,359	504	28,328	-95
Gain / Loss on Assets	-47,929		-47,929		-47,929		-47,929			
Allocated Resort Overhead	-1,473,234	-1,473,224	-10	-127,744	-1,473,234	-1,473,224	-10	-127,744	-1,473,224	-100
Allocated Marketing Overhead		-1	1			-1	1		-1	
ESOP Deduction	456,715	1,009,450	-552,735		456,715	1,009,450	-552,735		1,009,450	-45
TOTAL GEN. & ADMIN EXP.R	12,441,718	13,395,648	-953,930	989,039	12,441,718	13,395,648	-953,930	989,039	13,395,648	-93
TOTAL BUDGETED EXPENSE	48,575,733	50,741,056	-2,165,323	3,149,585	48,575,733	50,741,056	-2,165,323	3,149,585	50,741,056	-96
BUDGET NET INC. (LOSS)	2,451,094	6,711,348	-4,260,254	-306,954	2,451,094	6,711,348	-4,260,254	-306,954	6,711,348	37
NON-BUDGETED ITEMS										
Interest Income / Expense - Af				-52,086				-52,086		

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Other Income / Expense - Affil	-14,570		-14,570	-2,965	-14,570		-14,570	-2,965		
Rent Income / Expense - Affili	-256,379		-256,379	-14,257	-256,379		-256,379	-14,257		
Debt Service - Leases	-1,024,703		-1,024,703	-70,909	-1,024,703		-1,024,703	-70,909		
Interest Expense - Leases	36,376		36,376		36,376		36,376			
Depreciation	3,262,115		3,262,115	283,198	3,262,115		3,262,115	283,198		
Amortization of Deferred Loan	221,579		221,579	24,068	221,579		221,579	24,068		
Other Income Eliminated	-904,729		-904,729		-904,729		-904,729			
Liquor Allocation	295,970		295,970	17,223	295,970		295,970	17,223		
State Income Tax	269,173		269,173		269,173		269,173			
TOTAL NON-BUD. EXPENSE	1,884,832		1,884,832	184,271	1,884,832		1,884,832	184,271		
NET INCOME (LOSS)	566,263	6,711,348	-6,145,085	-491,225	566,263	6,711,348	-6,145,085	-491,225	6,711,348	8

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
NET INCOME TEST	-566,263	-6,711,348	6,145,085	491,225	-566,263	-6,711,348	6,145,085	491,225	-6,711,348	-8
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	42,348,310	55,500,000	-13,151,690	2,493,257	42,348,310	55,500,000	-13,151,690	2,493,257	55,500,000	76
Condo Sales-Land	171,200	298,800	-127,600		171,200	298,800	-127,600		298,800	57
Condo Sales-Building	705,800	1,556,200	-850,400		705,800	1,556,200	-850,400		1,556,200	45
Condo Sales - Trade Ins	-261,700		-261,700		-261,700		-261,700			
Interval Sales	2,771,793		2,771,793	97,600	2,771,793		2,771,793	97,600		
Interval Sales - Trade Ins	-2,568,298		-2,568,298	-82,800	-2,568,298		-2,568,298	-82,800		
Interval Sales - Trade Ins All	-136,652		-136,652	-210	-136,652		-136,652	-210		
Sales Discounts	-82,903	-105,500	22,597	-12,402	-82,903	-105,500	22,597	-12,402	-105,500	79
Lodging Income	2,391,442	3,032,791	-641,349	120,650	2,391,442	3,032,791	-641,349	120,650	3,032,791	79
Package Inc - Taxable (gross)	1,341,134	1,144,744	196,390	98,783	1,341,134	1,144,744	196,390	98,783	1,144,744	117
Guaranteed No Show Income	49,164		49,164	3,749	49,164		49,164	3,749		
Ticket Sales	71,788	85,748	-13,960	21,579	71,788	85,748	-13,960	21,579	85,748	84
Ticket Sales - Snowtubing	26,291	45,094	-18,803	9,589	26,291	45,094	-18,803	9,589	45,094	58
Group Sales	11,228	53,250	-42,022	1,563	11,228	53,250	-42,022	1,563	53,250	21
Season Ski Passes	8,067	14,163	-6,096	1,621	8,067	14,163	-6,096	1,621	14,163	57
Ski Equipment Rental	168,591	181,028	-12,437	38,364	168,591	181,028	-12,437	38,364	181,028	93
Ski Lessons	33,346	33,211	135	9,820	33,346	33,211	135	9,820	33,211	100
Green Fees - Members	860,592	1,638,433	-777,841	18,236	860,592	1,638,433	-777,841	18,236	1,638,433	53
Golf Club Rentals	4,498	6,990	-2,492		4,498	6,990	-2,492		6,990	64
Cart Fees	805,226	889,397	-84,171	15,659	805,226	889,397	-84,171	15,659	889,397	91
Range Fees	14,323	17,497	-3,174	163	14,323	17,497	-3,174	163	17,497	82
Tournament Sales	7,709		7,709		7,709		7,709			
Membership Fees	646,848	754,745	-107,897	163,134	646,848	754,745	-107,897	163,134	754,745	86
Merchandise Sales	582,088	780,351	-198,263	36,674	582,088	780,351	-198,263	36,674	780,351	75
Boat Slip Rental	772,338	722,910	49,428	56,669	772,338	722,910	49,428	56,669	722,910	107
Boat Slip Rental - Vacancy	-25,911	-6,930	-18,981	-1,330	-25,911	-6,930	-18,981	-1,330	-6,930	374
Watercraft Rental	153,473	281,673	-128,200		153,473	281,673	-128,200		281,673	54
Fuel Sales	273,409	466,430	-193,021	3,291	273,409	466,430	-193,021	3,291	466,430	59
Employee Housing	44,480	47,900	-3,420		44,480	47,900	-3,420		47,900	93
Sewer Revenue	475,924	786,749	-310,825	26,938	475,924	786,749	-310,825	26,938	786,749	60
Sewer Tap	64,800	163,900	-99,100	5,000	64,800	163,900	-99,100	5,000	163,900	40
Water Revenue	1,302,015	1,512,916	-210,901	94,783	1,302,015	1,512,916	-210,901	94,783	1,512,916	86

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Water Tap	15,049	29,700	-14,651	2,110	15,049	29,700	-14,651	2,110	29,700	51
Reconnect / Transfer Utilities	2,815	5,400	-2,585	325	2,815	5,400	-2,585	325	5,400	52
Spa & Fitness Revenue	76,346	77,945	-1,599	5,652	76,346	77,945	-1,599	5,652	77,945	98
Spa & Fitness - Massage	338,977	382,089	-43,113	14,960	338,977	382,089	-43,113	14,960	382,089	89
Spa & Fitness - Tanning				50				50		
Spa & Fitness - Beverages		411	-411			411	-411		411	
Spa & Fitness - Salon Services	201,539	212,469	-10,930	9,495	201,539	212,469	-10,930	9,495	212,469	95
Spa & Fitness - Hair Services	58,741	61,477	-2,737	2,919	58,741	61,477	-2,737	2,919	61,477	96
Food Sales	2,362,489	3,264,909	-902,420	132,796	2,362,489	3,264,909	-902,420	132,796	3,264,909	72
Liquor Sales	272,556	371,298	-98,742	15,472	272,556	371,298	-98,742	15,472	371,298	73
Liquor Comps / Spills	-1,067		-1,067	-784		-1,067		-1,067	-784	
Beer Sales	315,228	439,610	-124,382	11,112	315,228	439,610	-124,382	11,112	439,610	72
Wine Sales	211,899	219,939	-8,040	11,842	211,899	219,939	-8,040	11,842	219,939	96
Conference Room Rental	55,072	174,230	-119,158	2,901	55,072	174,230	-119,158	2,901	174,230	32
Audio / Video Rental	4,428	16,020	-11,592		4,428	16,020	-11,592		16,020	28
Gratuity Income	127,716	153,285	-25,569	8,389	127,716	153,285	-25,569	8,389	153,285	83
Discounts / Comps / Credits	-292,132	-299,398	7,266	-26,042	-292,132	-299,398	7,266	-26,042	-299,398	98
Premium Sales	-1,227	1,600,000	-1,601,227	53,568	-1,227	1,600,000	-1,601,227	53,568	1,600,000	0
Retail Sales	1,227		1,227		1,227		1,227			
TOTAL SALES	56,780,069	76,611,874	-19,831,805	3,465,145	56,780,069	76,611,874	-19,831,805	3,465,145	76,611,874	74
COST OF SALES										
Cost of Lot Sales	12,852,791	15,150,000	-2,297,209	683,699	12,852,791	15,150,000	-2,297,209	683,699	15,150,000	-85
Cost of Condo Sales-Land	34,240	67,260	-33,020		34,240	67,260	-33,020		67,260	-51
Cost of Condo Sales-Building	683,102	1,322,685	-639,583		683,102	1,322,685	-639,583		1,322,685	-52
Cost of Condo Trade-Ins	-21,160		-21,160		-21,160		-21,160			
Cost of Interval Sales	415,890	415,890	12,400		415,890	415,890	12,400			
Cost of Interval Trade-Ins	-671,604	-671,604	-20,700		-671,604	-671,604	-20,700			
Golf Cart Leases	318,757	311,402	7,355		318,757	311,402	7,355		311,402	-102
Cost of Merchandise	372,662	471,374	-98,712	18,487	372,662	471,374	-98,712	18,487	471,374	-79
Cost of Fuel	195,223	374,044	-178,821	2,843	195,223	374,044	-178,821	2,843	374,044	-52
Cost of Food	1,095,491	1,157,006	-61,515	74,144	1,095,491	1,157,006	-61,515	74,144	1,157,006	-95
Cost of Beverages	195	1,274	-1,079		195	1,274	-1,079		1,274	-15

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Cost of Liquor	63,593	83,609	-20,016	5,912	63,593	83,609	-20,016	5,912	83,609	-76
Cost of Beer	106,116	142,435	-36,319	5,009	106,116	142,435	-36,319	5,009	142,435	-75
Cost of Wine	69,618	82,178	-12,560	5,171	69,618	82,178	-12,560	5,171	82,178	-85
Disposable Goods	52,238	62,677	-10,439	3,581	52,238	62,677	-10,439	3,581	62,677	-83
Cost of Sales Conference Cent	3,776	3,299	477	479	3,776	3,299	477	479	3,299	-114
Cost of AV Equipment	978	320	658		978	320	658		320	-306
Cost of Premium Sales	-1,227	1,600,000	-1,601,227	53,568	-1,227	1,600,000	-1,601,227	53,568	1,600,000	0
Cost of Retail Sales	1,227		1,227		1,227		1,227			
TOTAL COST OF SALES	15,571,907	20,829,563	-5,257,656	844,594	15,571,907	20,829,563	-5,257,656	844,594	20,829,563	-75
GROSS PROFIT	41,208,163	55,782,311	-14,574,148	2,620,551	41,208,163	55,782,311	-14,574,148	2,620,551	55,782,311	74
COST OF GOODS SOLD %	-27	-27	0	-24	-27	-27	0	-24	-27	101
OTHER INCOME										
Management Fee Income	214,881	217,860	-2,979	18,155	214,881	217,860	-2,979	18,155	217,860	99
Late Charges, Other Fees & TA	179,619	168,019	11,600	9,975	179,619	168,019	11,600	9,975	168,019	107
Other Income	1,924,790	2,254,512	-329,722	68,356	1,924,790	2,254,512	-329,722	68,356	2,254,512	85
Other Income - Commission	284,856	514,245	-229,389	23,413	284,856	514,245	-229,389	23,413	514,245	55
Gain on Sale/Disposal of Asset	2,378		2,378		2,378		2,378			
TOTAL OTHER INCOME	2,601,768	3,154,636	-552,868	119,899	2,601,768	3,154,636	-552,868	119,899	3,154,636	82
INTEREST INCOME										
Interest Income	14,519,864	14,759,287	-239,423	1,130,577	14,519,864	14,759,287	-239,423	1,130,577	14,759,287	98
TOTAL INTEREST INCOME	14,519,864	14,759,287	-239,423	1,130,577	14,519,864	14,759,287	-239,423	1,130,577	14,759,287	98
TOTAL NET REVENUES	58,329,794	73,696,234	-15,366,440	3,871,027	58,329,794	73,696,234	-15,366,440	3,871,027	73,696,234	79
COMMISSIONS										
Commission Expense	3,202,361	4,271,900	-1,069,539	172,399	3,202,361	4,271,900	-1,069,539	172,399	4,271,900	-75
Assistant Manager Commissio	54,662	175,001	-120,339	7,837	54,662	175,001	-120,339	7,837	175,001	-31
Manager Commissions	428,722	711,250	-282,528	27,632	428,722	711,250	-282,528	27,632	711,250	-60
Regional Manager Commissio	37,701	36,000	1,701	2,428	37,701	36,000	1,701	2,428	36,000	-105
Residual Commissions	57,918	555,000	-497,082	146,370	57,918	555,000	-497,082	146,370	555,000	-10
Sales Bonus	118,291	193,857	-75,566	52,350	118,291	193,857	-75,566	52,350	193,857	-61

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Spiffs	4,850	8,904	-4,054	100	4,850	8,904	-4,054	100	8,904	-54
Outside Sales Bonus	124,424	161,532	-37,108	14,723	124,424	161,532	-37,108	14,723	161,532	-77
Travel Agency Commissions	4,949	20,731	-15,782		4,949	20,731	-15,782		20,731	-24
TOTAL COMMISSIONS	4,033,877	6,134,175	-2,100,298	423,839	4,033,877	6,134,175	-2,100,298	423,839	6,134,175	-66
EMPLOYEE COMPENSATION										
Employee Compensation	11,420,186	7,001,595	4,418,591	922,299	11,420,186	7,001,595	4,418,591	922,299	7,001,595	-163
Attendance Bonus		250,000	-250,000			250,000	-250,000		250,000	
Referral Bonus	8,500	3,596	4,904	2,800	8,500	3,596	4,904	2,800	3,596	-236
Non-Cash Spiffs		504	-504			504	-504		504	
Training Salaries	141,238	127,748	13,490	2,385	141,238	127,748	13,490	2,385	127,748	-111
Commission/Bonus	518,659	714,877	-196,218	27,269	518,659	714,877	-196,218	27,269	714,877	-73
Hourly Wages	11,647,449	5,238,391	6,409,058	786,708	11,647,449	5,238,391	6,409,058	786,708	5,238,391	-222
Payroll Taxes	1,652,190		1,652,190	176,465	1,652,190		1,652,190	176,465		
Workers Comp	224,507		224,507	27,027	224,507		224,507	27,027		
Group Insurance	451,312		451,312	57,375	451,312		451,312	57,375		
401k Expense	132,551	-36,000	168,551	12,432	132,551	-36,000	168,551	12,432	-36,000	368
Labor Transfers	-553,525	-675,489	121,964	-41,027	-553,525	-675,489	121,964	-41,027	-675,489	-82
Payroll Burden	1,991,587	2,967,668	-976,081	183,885	1,991,587	2,967,668	-976,081	183,885	2,967,668	-67
Workers Comp Claims Paid	4,655		4,655	612	4,655		4,655	612		
Contract Labor	226,195	146,977	79,218	12,559	226,195	146,977	79,218	12,559	146,977	-154
Recruiting	277,593	87,964	189,629	10,179	277,593	87,964	189,629	10,179	87,964	-316
Moving Expense	4,154	8,000	-3,846	2,500	4,154	8,000	-3,846	2,500	8,000	-52
Other Employee Expense	334,002	417,179	-83,177	26,412	334,002	417,179	-83,177	26,412	417,179	-80
Payroll Reimbursement	-14,384,416	80,546	-14,464,962	-1,071,285	-14,384,416	80,546	-14,464,962	-1,071,285	80,546	17,859
TOTAL EMPLOYEE COMPENS	14,096,836	16,333,556	-2,236,720	1,138,594	14,096,836	16,333,556	-2,236,720	1,138,594	16,333,556	-86
INTEREST EXPENSE										
Interest Expense	7,162,822	8,183,509	-1,020,687	693,753	7,162,822	8,183,509	-1,020,687	693,753	8,183,509	-88
TOTAL INTEREST EXPENSE	7,162,822	8,183,509	-1,020,687	693,753	7,162,822	8,183,509	-1,020,687	693,753	8,183,509	-88
REPOSSESSION EXPENSE	3,668,584	3,885,000	-216,416	150,127	3,668,584	3,885,000	-216,416	150,127	3,885,000	-94
OCCUPANCY EXPENSE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Rent Expense	718,155	638,849	79,306	39,588	718,155	638,849	79,306	39,588	638,849	-112
Electricity	855,682	1,094,493	-238,811	88,872	855,682	1,094,493	-238,811	88,872	1,094,493	-78
Gas / Propane	150,378	208,957	-58,579	24,541	150,378	208,957	-58,579	24,541	208,957	-72
Water / Sewer	350,842	326,336	24,506	18,444	350,842	326,336	24,506	18,444	326,336	-108
Trash Removal	77,930	91,232	-13,302	6,133	77,930	91,232	-13,302	6,133	91,232	-85
TOTAL OCCUPANCY EXPENS	2,152,986	2,359,867	-206,881	177,577	2,152,986	2,359,867	-206,881	177,577	2,359,867	-91
MARKETING EXPENSE										
Marketing Expense	1,469,987	1,404,260	65,727	47,870	1,469,987	1,404,260	65,727	47,870	1,404,260	-105
Premium Expense	4,465,976	4,598,537	-132,561	251,187	4,465,976	4,598,537	-132,561	251,187	4,598,537	-97
Sales Referral Program Exp										
Other Marketing Expenses	216,644	56,200	160,444	6,546	216,644	56,200	160,444	6,546	56,200	-385
Solidifications	34,227	61,464	-27,237	-1,240	34,227	61,464	-27,237	-1,240	61,464	-56
Booth Space Fees	12,971	18,758	-5,787	4,143	12,971	18,758	-5,787	4,143	18,758	-69
Membership Expense	375		375		375		375			
TOTAL MARKETING EXPENSE	6,200,181	6,139,219	60,962	308,506	6,200,181	6,139,219	60,962	308,506	6,139,219	-101
G&A EXPENSE										
Cleaning Supplies	100,626	104,929	-4,303	4,340	100,626	104,929	-4,303	4,340	104,929	-96
Smallwares / Tools	76,090	116,561	-40,471	4,960	76,090	116,561	-40,471	4,960	116,561	-65
Uniforms	92,829	132,407	-39,578	6,220	92,829	132,407	-39,578	6,220	132,407	-70
Office Supplies	111,017	153,361	-42,344	16,163	111,017	153,361	-42,344	16,163	153,361	-72
Safety Supplies	19,247	25,584	-6,337	1,094	19,247	25,584	-6,337	1,094	25,584	-75
Other Supplies	134,370	127,709	6,661	14,364	134,370	127,709	6,661	14,364	127,709	-105
Guest Supplies	98,879	108,200	-9,321	6,588	98,879	108,200	-9,321	6,588	108,200	-91
Printing	216,606	315,764	-99,158	16,641	216,606	315,764	-99,158	16,641	315,764	-69
Computer Expense	122,099	168,633	-46,534	32,436	122,099	168,633	-46,534	32,436	168,633	-72
Postage & Delivery	147,324	166,337	-19,013	12,152	147,324	166,337	-19,013	12,152	166,337	-89
Telephone	349,478	370,434	-20,956	27,689	349,478	370,434	-20,956	27,689	370,434	-94
Mobile Phones / Pagers	51,520	62,172	-10,652	4,443	51,520	62,172	-10,652	4,443	62,172	-83
Travel	118,636	103,008	15,628	9,650	118,636	103,008	15,628	9,650	103,008	-115
Travel - Outlying	88,392	136,304	-47,912	6,766	88,392	136,304	-47,912	6,766	136,304	-65
Meals & Entertainment	60,170	90,536	-30,366	3,823	60,170	90,536	-30,366	3,823	90,536	-66

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Refreshments	24,272	35,893	-11,621	2,483	24,272	35,893	-11,621	2,483	35,893	-68
Vehicle Expense	73,878	69,827	4,051	2,726	73,878	69,827	4,051	2,726	69,827	-106
Vehicle Fuel Expense	184,143	235,449	-51,306	11,752	184,143	235,449	-51,306	11,752	235,449	-78
Equipment Fuel Expense	149,996	276,413	-126,417	16,795	149,996	276,413	-126,417	16,795	276,413	-54
Pest Control	53,536	55,076	-1,540	2,025	53,536	55,076	-1,540	2,025	55,076	-97
Landscaping	130,443	189,186	-58,743	6,644	130,443	189,186	-58,743	6,644	189,186	-69
Equipment Lease/Payment	1,242,408	1,274,388	-31,980	81,789	1,242,408	1,274,388	-31,980	81,789	1,274,388	-97
Vehicle Lease/Payment	247,584	272,753	-25,169	19,617	247,584	272,753	-25,169	19,617	272,753	-91
Notes Payable - Prior Yr Defic	341,264	394,644	-53,380	22,355	341,264	394,644	-53,380	22,355	394,644	-86
Notes Payable - Land Improve	223,916	230,388	-6,472	15,415	223,916	230,388	-6,472	15,415	230,388	-97
Linen Rental	84,810	103,801	-18,991	4,991	84,810	103,801	-18,991	4,991	103,801	-82
Other Contract Services	504,374	617,317	-112,943	41,597	504,374	617,317	-112,943	41,597	617,317	-82
Dues & Subscriptions	196,122	203,745	-7,623	16,991	196,122	203,745	-7,623	16,991	203,745	-96
Training & Education	68,191	102,331	-34,140	1,465	68,191	102,331	-34,140	1,465	102,331	-67
Taxes & Licenses	579,892	855,650	-275,758	6,757	579,892	855,650	-275,758	6,757	855,650	-68
Property Taxes	1,971,042	1,747,944	223,098	141,106	1,971,042	1,747,944	223,098	141,106	1,747,944	-113
Legal Fees	2,209,485	600,000	1,609,485	-20,147	2,209,485	600,000	1,609,485	-20,147	600,000	-368
Professional Fees	1,076,719	534,856	541,863	23,873	1,076,719	534,856	541,863	23,873	534,856	-201
Legal Contingency Fund	120,313	90,000	30,313		120,313	90,000	30,313		90,000	-134
Insurance Expense	880,851	992,945	-112,094	64,247	880,851	992,945	-112,094	64,247	992,945	-89
Cash Over / Short	1,760		1,760	96	1,760		1,760	96		
Coupon Over / Short	1,590		1,590	602	1,590		1,590	602		
Tip Income / Loss	-4		-4	-852	-4		-4	-852		
Inventory Gain / Loss	81,947		81,947	1,940	81,947		81,947	1,940		
Bank Charges	197,914	61,396	136,518	1,181	197,914	61,396	136,518	1,181	61,396	-322
Credit Card Discounts	414,977	463,787	-48,810	22,094	414,977	463,787	-48,810	22,094	463,787	-89
Credit Services	18,467	15,300	3,167	768	18,467	15,300	3,167	768	15,300	-121
Servicing Fees	750,861	778,608	-27,747	58,690	750,861	778,608	-27,747	58,690	778,608	-96
Trustee Fees	1,635	1,700	-65		1,635	1,700	-65		1,700	-96
Maintenance Fees	159,414	210,912	-51,498	6,600	159,414	210,912	-51,498	6,600	210,912	-76
Closing Costs	33,407	91,625	-58,218	-100	33,407	91,625	-58,218	-100	91,625	-36
Recording Fees	196,683	253,500	-56,817	6,987	196,683	253,500	-56,817	6,987	253,500	-78
Late Fees	4,428		4,428	790	4,428		4,428	790		

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Other Fees	1,515		1,515		1,515		1,515			
R&M Building	309,457	271,283	38,174	30,767	309,457	271,283	38,174	30,767	271,283	-114
R & M Furniture & Fixtures	855	1,600	-745		855	1,600	-745		1,600	-53
R&M Equipment	463,147	404,805	58,342	91,821	463,147	404,805	58,342	91,821	404,805	-114
Minor Improvements	13,127	11,496	1,631		13,127	11,496	1,631		11,496	-114
R&M Chemicals	37,512	25,872	11,640	996	37,512	25,872	11,640	996	25,872	-145
R&M Parks	20,050	30,000	-9,950		20,050	30,000	-9,950		30,000	-67
R&M Entry			20				20			
R&M - Water Plant	63,844	146,772	-82,928	14,627	63,844	146,772	-82,928	14,627	146,772	-43
R&M - Sewer Plant	40,009	69,996	-29,987	8,555	40,009	69,996	-29,987	8,555	69,996	-57
R&M - Distribution Lines	38,211	29,994	8,217	4,791	38,211	29,994	8,217	4,791	29,994	-127
R&M - Collection Lines	109,973	92,796	17,177	807	109,973	92,796	17,177	807	92,796	-119
Lot Prep Expense	26,617	28,440	-1,823	2,101	26,617	28,440	-1,823	2,101	28,440	-94
Minor Improvements	517,273	691,343	-174,070	37,888	517,273	691,343	-174,070	37,888	691,343	-75
Nonrecurring Replacements	1,207	4,500	-3,293		1,207	4,500	-3,293		4,500	-27
Water Tests	3,972	4,700	-728	76	3,972	4,700	-728	76	4,700	-85
Water Tap Expense	14,406	29,700	-15,294	1,403	14,406	29,700	-15,294	1,403	29,700	-49
Regulatory Water Fees		3,280	-3,280	200		3,280	-3,280	200		3,280
Sewer Tests	37,535	39,000	-1,465	3,843	37,535	39,000	-1,465	3,843	39,000	-96
Sewer Tap Expense	78,444	163,900	-85,456	24,835	78,444	163,900	-85,456	24,835	163,900	-48
Regulatory Sewer Fees	450	4,300	-3,850	100	450	4,300	-3,850	100	4,300	-10
Coupons	2,769	737	2,032	-67	2,769	737	2,032	-67	737	-376
Coupons-Mgr.	3,307	7,992	-4,685	322	3,307	7,992	-4,685	322	7,992	-41
Activities Expense	28,150	25,250	2,900	148	28,150	25,250	2,900	148	25,250	-111
Advertising & Promotion	180,851	182,874	-2,023	8,720	180,851	182,874	-2,023	8,720	182,874	-99
Business Development	-14		-14			-14		-14		
Contributions	15,162	44,796	-29,634	495	15,162	44,796	-29,634	495	44,796	-34
Gain / Loss on Assets	-1,427		-1,427			-1,427		-1,427		
Allocated Resort Overhead	-1,616,145	-1,823,805	207,660	-115,578	-1,616,145	-1,823,805	207,660	-115,578	-1,823,805	-89
Allocated Marketing Overhead		14	-14			14	-14		14	
ESOP Deduction	408,609	776,500	-367,891		408,609	776,500	-367,891		776,500	-53
TOTAL GEN. & ADMIN EXP.R	14,812,466	14,209,508	602,959	845,478	14,812,466	14,209,508	602,959	845,478	14,209,508	-104

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
TOTAL BUDGETED EXPENSE	52,127,752	57,244,834	-5,117,081	3,737,873	52,127,752	57,244,834	-5,117,081	3,737,873	57,244,834	-91
BUDGET NET INC. (LOSS)	6,202,042	16,451,400	-10,249,358	133,154	6,202,042	16,451,400	-10,249,358	133,154	16,451,400	38
NON-BUDGETED ITEMS										
Interest Income / Expense - Af	0		0	-37,770		0		0	-37,770	
Other income / Expense - Affil	-31,748		-31,748		-31,748		-31,748		-31,748	
Rent Income / Expense - Affili	-242,982		-242,982	-12,414	-242,982		-242,982		-242,982	
Debt Service - Leases	-1,627,803		-1,627,803	-64,276	-1,627,803		-1,627,803		-1,627,803	
Interest Expense - Leases	39,761		39,761		39,761		39,761		39,761	
Depreciation	3,282,294		3,282,294	305,537	3,282,294		3,282,294		3,282,294	
Amortization of Deferred Loan	288,813		288,813	15,500	288,813		288,813		288,813	
Other Income Eliminated	-1,348,442		-1,348,442		-1,348,442		-1,348,442		-1,348,442	
Liquor Allocation	279,771		279,771	11,708	279,771		279,771		279,771	
State Income Tax	177,185		177,185		177,185		177,185		177,185	
TOTAL NON-BUD. EXPENSE	816,848		816,848	218,286	816,848		816,848	218,286		
NET INCOME (LOSS)	5,385,194	16,451,400	-11,066,206	-85,132	5,385,194	16,451,400	-11,066,206	-85,132	16,451,400	33

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-5,385,194	-16,451,400	11,066,206	85,132	-5,385,194	-16,451,400	11,066,206	85,132	-16,451,400	-33
DIFFERENCE										

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
SALES AND REVENUES										
Lot Sales	37,750,766	80,000,000	-42,249,234	1,823,405	37,750,766	80,000,000	-42,249,234	1,823,405	80,000,000	47
Condo Sales-Land	96,480	470,280	-373,800		96,480	470,280	-373,800		470,280	21
Condo Sales-Building	433,520	2,309,720	-1,876,200		433,520	2,309,720	-1,876,200		2,309,720	19
Condo Sales - Trade Ins	-94,217		-94,217		-94,217		-94,217			
Interval Sales	1,320,443	950,000	370,443	62,200	1,320,443	950,000	370,443	62,200	950,000	139
Interval Sales - Trade Ins	-875,295	-850,000	-25,295	-36,400	-875,295	-850,000	-25,295	-36,400	-850,000	103
Interval Sales - Trade Ins All	-99,532		-99,532		-99,532		-99,532			
Sales Discounts	-170,933	-148,000	-22,933	-18,891	-170,933	-148,000	-22,933	-18,891	-148,000	115
Lodging Income	2,802,657	3,399,954	-597,297	85,396	2,802,657	3,399,954	-597,297	85,396	3,399,954	82
Package Inc - Taxable (gross)	1,601,760	1,619,515	-17,755	43,631	1,601,760	1,619,515	-17,755	43,631	1,619,515	99
Guaranteed No Show Income	81,138		81,138	4,561	81,138		81,138	4,561		
Phone Income				3				3		
Ticket Sales	63,478	105,013	-41,535	12,229	63,478	105,013	-41,535	12,229	105,013	60
Ticket Sales - Snowtubing	25,757	40,860	-15,103	4,030	25,757	40,860	-15,103	4,030	40,860	63
Group Sales	8,671	53,250	-44,579		8,671	53,250	-44,579		53,250	16
Season Ski Passes	7,460	15,879	-8,419	3,630	7,460	15,879	-8,419	3,630	15,879	47
Ski Equipment Rental	120,095	94,074	26,021	8,322	120,095	94,074	26,021	8,322	94,074	128
Ski Lessons	27,816	16,511	11,305	2,110	27,816	16,511	11,305	2,110	16,511	168
Green Fees - Members	1,060,781	1,586,747	-525,966	10,233	1,060,781	1,586,747	-525,966	10,233	1,586,747	67
Golf Club Rentals	2,142	6,990	-4,848		2,142	6,990	-4,848		6,990	31
Cart Fees	799,598	922,663	-123,065	10,145	799,598	922,663	-123,065	10,145	922,663	87
Range Fees	13,300	13,561	-261	104	13,300	13,561	-261	104	13,561	98
Tournament Sales	10,266		10,266		10,266		10,266			
Tournament Sales-Tax Exempt	520		520		520		520			
Membership Fees	487,094	601,745	-114,651	185,056	487,094	601,745	-114,651	185,056	601,745	81
Merchandise Sales	747,682	737,691	9,991	17,448	747,682	737,691	9,991	17,448	737,691	101
Boat Slip Rental	740,375	680,348	60,027	56,429	740,375	680,348	60,027	56,429	680,348	109
Boat Slip Rental - Vacancy	-23,466	-9,540	-13,926	-2,346	-23,466	-9,540	-13,926	-2,346	-9,540	246
Watercraft Rental	138,306	166,140	-27,834		138,306	166,140	-27,834		166,140	83
Fuel Sales	434,470	360,513	73,957	3,474	434,470	360,513	73,957	3,474	360,513	121
Employee Housing	28,939		28,939		28,939		28,939			
Sewer Revenue	281,461	316,680	-35,219	17,316	281,461	316,680	-35,219	17,316	316,680	89

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Sewer Tap	47,800	133,098	-85,298	10,000	47,800	133,098	-85,298	10,000	133,098	36
Water Revenue	1,044,931	1,102,685	-57,754	36,952	1,044,931	1,102,685	-57,754	36,952	1,102,685	95
Water Tap	13,475	46,200	-32,725	1,230	13,475	46,200	-32,725	1,230	46,200	29
Reconnect / Transfer Utilities	2,310	5,400	-3,090	325	2,310	5,400	-3,090	325	5,400	43
Spa & Fitness Revenue	80,670	89,493	-8,823	2,631	80,670	89,493	-8,823	2,631	89,493	90
Spa & Fitness - Massage	344,556	283,334	61,222	9,630	344,556	283,334	61,222	9,630	283,334	122
Spa & Fitness - Tanning	350	1,330	-980	18	350	1,330	-980	18	1,330	26
Spa & Fitness - Beverages		532	-532			532	-532		532	
Spa & Fitness - Salon Services	207,511	182,784	24,727	6,903	207,511	182,784	24,727	6,903	182,784	114
Spa & Fitness - Hair Services	55,560	62,406	-6,846	1,088	55,560	62,406	-6,846	1,088	62,406	89
Food Sales	2,598,844	3,410,350	-811,506	99,079	2,598,844	3,410,350	-811,506	99,079	3,410,350	76
Liquor Sales	303,495	401,324	-97,829	11,553	303,495	401,324	-97,829	11,553	401,324	76
Liquor Comps / Spills	-1,430		-1,430	-9	-1,430		-1,430	-9		
Beer Sales	342,880	484,912	-142,032	8,395	342,880	484,912	-142,032	8,395	484,912	71
Wine Sales	212,076	258,153	-46,077	8,769	212,076	258,153	-46,077	8,769	258,153	82
Conference Room Rental	114,728	189,685	-74,957	4,071	114,728	189,685	-74,957	4,071	189,685	60
Audio / Video Rental	15,681	32,431	-16,750	60	15,681	32,431	-16,750	60	32,431	48
Gratuity Income	156,137	185,680	-29,543	6,344	156,137	185,680	-29,543	6,344	185,680	84
Discounts / Comps / Credits	-365,500	-285,315	-80,185	-31,910	-365,500	-285,315	-80,185	-31,910	-285,315	128
Premium Sales		1,600,000	-1,600,000	51,995		1,600,000	-1,600,000	51,995	1,600,000	
Retail Sales				24,371				24,371		
TOTAL SALES	52,995,604	101,645,076	-48,649,472	2,543,582	52,995,604	101,645,076	-48,649,472	2,543,582	101,645,076	52
COST OF SALES										
Cost of Lot Sales	11,361,706	21,450,000	-10,088,294	438,964	11,361,706	21,450,000	-10,088,294	438,964	21,450,000	-53
Cost of Condo Sales-Land	22,545	202,305	-179,760		22,545	202,305	-179,760		202,305	-11
Cost of Condo Sales-Building	310,157	1,690,772	-1,380,615		310,157	1,690,772	-1,380,615		1,690,772	-18
Cost of Condo Trade-Ins	-22,304		-22,304		-22,304		-22,304			
Cost of Interval Sales	165,010	237,500	-72,490	4,000	165,010	237,500	-72,490	4,000	237,500	-69
Cost of Interval Trade-Ins	-218,824	-212,500	-6,324	-9,100	-218,824	-212,500	-6,324	-9,100	-212,500	-103
Golf Cart Leases	298,915	312,023	-13,108	228	298,915	312,023	-13,108	228	312,023	-96
Cost of Merchandise	463,587	446,337	17,250	10,249	463,587	446,337	17,250	10,249	446,337	-104
Cost of Fuel	345,872	289,333	56,539	2,641	345,872	289,333	56,539	2,641	289,333	-120

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Cost of Food	1,192,857	1,171,747	21,110	48,202	1,192,857	1,171,747	21,110	48,202	1,171,747	-102
Cost of Beverages	251	1,026	-775	33	251	1,026	-775	33	1,026	-24
Inventory Waste/Spoilage	221		221		221		221			
Cost of Liquor	71,780	85,209	-13,429	2,764	71,780	85,209	-13,429	2,764	85,209	-84
Cost of Beer	117,938	155,439	-37,501	2,719	117,938	155,439	-37,501	2,719	155,439	-76
Cost of Wine	78,209	94,846	-16,637	3,777	78,209	94,846	-16,637	3,777	94,846	-82
Disposable Goods	61,911	65,001	-3,090	2,831	61,911	65,001	-3,090	2,831	65,001	-95
Cost of Sales Conference Cent	4,105	3,299	806		4,105	3,299	806		3,299	-124
Cost of AV Equipment	5	649	-644		5	649	-644		649	-1
Cost of Premium Sales		1,600,000	-1,600,000	52,067		1,600,000	-1,600,000	52,067		1,600,000
Cost of Retail Sales				24,371				24,371		
TOTAL COST OF SALES	14,253,942	27,592,986	-13,339,044	583,745	14,253,942	27,592,986	-13,339,044	583,745	27,592,986	-52
GROSS PROFIT	38,741,662	74,052,090	-35,310,428	1,959,836	38,741,662	74,052,090	-35,310,428	1,959,836	74,052,090	52
COST OF GOODS SOLD %	-27	-27	0	-23	-27	-27	0	-23	-27	99
OTHER INCOME										
Management Fee Income	214,056	217,860	-3,804	16,865	214,056	217,860	-3,804	16,865	217,860	98
Late Charges, Other Fees & TA	170,193	149,571	20,622	10,014	170,193	149,571	20,622	10,014	149,571	114
Other Income	2,075,113	2,269,667	-194,554	27,359	2,075,113	2,269,667	-194,554	27,359	2,269,667	91
Other Income - Commission	347,493	580,536	-233,043	40,594	347,493	580,536	-233,043	40,594	580,536	60
TOTAL OTHER INCOME	2,806,855	3,217,634	-410,779	94,832	2,806,855	3,217,634	-410,779	94,832	3,217,634	87
INTEREST INCOME										
Interest Income	13,986,577	15,267,527	-1,280,950	981,405	13,986,577	15,267,527	-1,280,950	981,405	15,267,527	92
TOTAL INTEREST INCOME	13,986,577	15,267,527	-1,280,950	981,405	13,986,577	15,267,527	-1,280,950	981,405	15,267,527	92
TOTAL NET REVENUES	55,535,094	92,537,251	-37,002,157	3,036,073	55,535,094	92,537,251	-37,002,157	3,036,073	92,537,251	60
COMMISSIONS										
Commission Expense	2,486,252	6,352,000	-3,865,748	109,680	2,486,252	6,352,000	-3,865,748	109,680	6,352,000	-39
Assistant Manager Commissio	191,251	237,500	-46,249	9,223	191,251	237,500	-46,249	9,223	237,500	-81
Manager Commissions	572,014	1,132,500	-560,486	21,258	572,014	1,132,500	-560,486	21,258	1,132,500	-51
Regional Manager Commissio	85,257	135,000	-49,743		85,257	135,000	-49,743		135,000	-63

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Residual Commissions	142,112	873,000	-730,888	11,195	142,112	873,000	-730,888	11,195	873,000	-16
Sales Bonus	195,740	274,500	-78,760	300	195,740	274,500	-78,760	300	274,500	-71
Spiffs	2,975	8,400	-5,425	300	2,975	8,400	-5,425	300	8,400	-35
Outside Sales Bonus	184,424	233,664	-49,240	15,947	184,424	233,664	-49,240	15,947	233,664	-79
Travel Agency Commissions	166		166		166		166			
TOTAL COMMISSIONS	3,860,190	9,246,564	-5,386,374	167,903	3,860,190	9,246,564	-5,386,374	167,903	9,246,564	-42
EMPLOYEE COMPENSATION										
Employee Compensation	12,493,348	7,843,287	4,650,061	838,220	12,493,348	7,843,287	4,650,061	838,220	7,843,287	-159
Referral Bonus	18,350	35,080	-16,730	2,600	18,350	35,080	-16,730	2,600	35,080	-52
Non-Cash Spiffs		500	-500			500	-500		500	
Training Salaries	112,410	105,300	7,110	4,500	112,410	105,300	7,110	4,500	105,300	-107
Commission/Bonus	686,354	763,111	-76,757	24,873	686,354	763,111	-76,757	24,873	763,111	-90
Hourly Wages	11,649,121	5,506,549	6,142,572	687,448	11,649,121	5,506,549	6,142,572	687,448	5,506,549	-212
Payroll Taxes	1,774,811		1,774,811	148,734	1,774,811		1,774,811	148,734		
Workers Comp	382,146		382,146	22,977	382,146		382,146	22,977		
Group Insurance	700,045		700,045	50,879	700,045		700,045	50,879		
401k Expense	144,869	-36,000	180,869	12,979	144,869	-36,000	180,869	12,979	-36,000	402
Labor Transfers	-749,823	-723,822	-26,001	-30,099	-749,823	-723,822	-26,001	-30,099	-723,822	-104
Payroll Burden	2,342,721	3,614,960	-1,272,239	140,362	2,342,721	3,614,960	-1,272,239	140,362	3,614,960	-65
Workers Comp Claims Paid	11,221	5,004	6,217	1,020	11,221	5,004	6,217	1,020	5,004	-224
Contract Labor	277,753	165,030	112,723	21,434	277,753	165,030	112,723	21,434	165,030	-168
Recruiting	329,253	97,006	232,247	1,879	329,253	97,006	232,247	1,879	97,006	-339
Moving Expense	10,298	2,500	7,798	3,600	10,298	2,500	7,798	3,600	2,500	-412
Other Employee Expense	383,752	504,252	-120,500	45,254	383,752	504,252	-120,500	45,254	504,252	-76
Payroll Reimbursement	-14,837,217	109,342	-14,946,559	-923,653	-14,837,217	109,342	-14,946,559	-923,653	109,342	13,570
TOTAL EMPLOYEE COMPENS	15,729,411	17,992,099	-2,262,688	1,053,006	15,729,411	17,992,099	-2,262,688	1,053,006	17,992,099	-87
INTEREST EXPENSE										
Interest Expense	7,173,005	9,827,775	-2,654,770	523,845	7,173,005	9,827,775	-2,654,770	523,845	9,827,775	-73
TOTAL INTEREST EXPENSE	7,173,005	9,827,775	-2,654,770	523,845	7,173,005	9,827,775	-2,654,770	523,845	9,827,775	-73
REPOSESSION EXPENSE	2,182,541	4,800,000	-2,617,459	114,504	2,182,541	4,800,000	-2,617,459	114,504	4,800,000	-45

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
OCCUPANCY EXPENSE										
Rent Expense	632,738	439,278	193,460	39,200	632,738	439,278	193,460	39,200	439,278	-144
Electricity	1,013,924	1,065,746	-51,822	52,221	1,013,924	1,065,746	-51,822	52,221	1,065,746	-95
Gas / Propane	195,835	167,950	27,885	14,071	195,835	167,950	27,885	14,071	167,950	-117
Water / Sewer	279,305	245,244	34,061	14,627	279,305	245,244	34,061	14,627	245,244	-114
Trash Removal	88,960	74,561	14,399	7,183	88,960	74,561	14,399	7,183	74,561	-119
TOTAL OCCUPANCY EXPENS	2,210,762	1,992,779	217,983	127,302	2,210,762	1,992,779	217,983	127,302	1,992,779	-111
MARKETING EXPENSE										
Marketing Expense	2,198,432	2,656,835	-458,403	16,203	2,198,432	2,656,835	-458,403	16,203	2,656,835	-83
Premium Expense	4,688,363	4,800,672	-112,309	105,625	4,688,363	4,800,672	-112,309	105,625	4,800,672	-98
Sales Referral Program Exp										
Other Marketing Expenses	352,316	905,898	-553,582	18,452	352,316	905,898	-553,582	18,452	905,898	-39
Solidifications	-18,621	71,530	-90,151	1,181	-18,621	71,530	-90,151	1,181	71,530	26
Booth Space Fees	50,013	27,240	22,773	1,000	50,013	27,240	22,773	1,000	27,240	-184
Booth Expense	-751		-751	241	-751		-751	241		
TOTAL MARKETING EXPENSE	7,269,753	8,462,175	-1,192,422	142,702	7,269,753	8,462,175	-1,192,422	142,702	8,462,175	-86
G&A EXPENSE										
Cleaning Supplies	103,908	93,160	10,748	4,704	103,908	93,160	10,748	4,704	93,160	-112
Smallwares / Tools	112,294	126,279	-13,986	6,555	112,294	126,279	-13,986	6,555	126,279	-89
Uniforms	123,915	158,178	-34,263	6,128	123,915	158,178	-34,263	6,128	158,178	-78
Office Supplies	145,363	177,308	-31,945	16,426	145,363	177,308	-31,945	16,426	177,308	-82
Safety Supplies	20,355	25,096	-4,741	1,147	20,355	25,096	-4,741	1,147	25,096	-81
Other Supplies	129,416	126,745	2,671	2,898	129,416	126,745	2,671	2,898	126,745	-102
Guest Supplies	116,494	98,738	17,756	4,935	116,494	98,738	17,756	4,935	98,738	-118
Printing	279,656	401,964	-122,308	13,196	279,656	401,964	-122,308	13,196	401,964	-70
Computer Expense	150,508	154,170	-3,662	10,632	150,508	154,170	-3,662	10,632	154,170	-98
Postage & Delivery	179,937	173,445	6,492	8,190	179,937	173,445	6,492	8,190	173,445	-104
Telephone	412,277	388,261	24,016	36,653	412,277	388,261	24,016	36,653	388,261	-106
Mobile Phones / Pagers	59,298	66,747	-7,449	2,646	59,298	66,747	-7,449	2,646	66,747	-89
Travel	89,378	120,463	-31,085	5,104	89,378	120,463	-31,085	5,104	120,463	-74
Travel - Outlying	131,562	154,200	-22,638	7,761	131,562	154,200	-22,638	7,761	154,200	-85

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Meals & Entertainment	81,294	110,672	-29,378	3,476	81,294	110,672	-29,378	3,476	110,672	-73
Refreshments	35,102	38,277	-3,175	1,960	35,102	38,277	-3,175	1,960	38,277	-92
Vehicle Expense	75,493	70,670	4,823	4,500	75,493	70,670	4,823	4,500	70,670	-107
Vehicle Fuel Expense	260,555	207,274	53,281	13,172	260,555	207,274	53,281	13,172	207,274	-126
Equipment Fuel Expense	240,626	281,360	-40,734	10,271	240,626	281,360	-40,734	10,271	281,360	-86
Pest Control	33,831	37,508	-3,677	2,195	33,831	37,508	-3,677	2,195	37,508	-90
Landscaping	155,456	167,917	-12,461	12,324	155,456	167,917	-12,461	12,324	167,917	-93
Equipment Lease/Payment	1,079,370	1,135,036	-55,666	73,072	1,079,370	1,135,036	-55,666	73,072	1,135,036	-95
Vehicle Lease/Payment	269,375	299,023	-29,648	12,850	269,375	299,023	-29,648	12,850	299,023	-90
Notes Payable - Prior Yr Defic	268,260	268,263	-3		268,260	268,263	-3		268,263	-100
Notes Payable - Land Improve	174,980	184,979	-9,999		174,980	184,979	-9,999		184,979	-95
Linen Rental	84,963	105,522	-20,559	1,450	84,963	105,522	-20,559	1,450	105,522	-81
Other Contract Services	554,458	664,267	-109,809	67,045	554,458	664,267	-109,809	67,045	664,267	-83
Dues & Subscriptions	198,350	190,852	7,498	11,364	198,350	190,852	7,498	11,364	190,852	-104
Training & Education	34,103	63,437	-29,334	1,377	34,103	63,437	-29,334	1,377	63,437	-54
Taxes & Licenses	780,009	1,023,783	-243,774	33,087	780,009	1,023,783	-243,774	33,087	1,023,783	-76
Property Taxes	1,580,692	1,591,636	-10,944	94,426	1,580,692	1,591,636	-10,944	94,426	1,591,636	-99
Legal Fees	1,139,297	340,000	799,297	39,205	1,139,297	340,000	799,297	39,205	340,000	-335
Professional Fees	678,084	474,474	203,610	37,620	678,084	474,474	203,610	37,620	474,474	-143
Legal Contingency Fund	39,130	90,000	-50,870		39,130	90,000	-50,870		90,000	-43
Insurance Expense	966,099	878,244	87,855	63,123	966,099	878,244	87,855	63,123	878,244	-110
Cash Over / Short	310		310	97	310		310	97		
Coupon Over / Short	5,945		5,945	63	5,945		5,945	63		
Tip Income / Loss	-120		-120		-120		-120			
Inventory Gain / Loss	5,236		5,236	13,305	5,236		5,236	13,305		
Bank Charges	144,700	55,790	88,910	13,100	144,700	55,790	88,910	13,100	55,790	-259
Credit Card Discounts	444,118	518,918	-74,800	23,562	444,118	518,918	-74,800	23,562	518,918	-86
Credit Services	23,050	20,301	2,749	907	23,050	20,301	2,749	907	20,301	-114
Servicing Fees	764,527	778,608	-14,081	48,894	764,527	778,608	-14,081	48,894	778,608	-98
Trustee Fees	1,655	1,700	-45	1,400	1,655	1,700	-45	1,400	1,700	-97
Maintenance Fees	151,592	210,912	-59,320	19,213	151,592	210,912	-59,320	19,213	210,912	-72
Closing Costs	5,078	107,500	-102,422		5,078	107,500	-102,422		107,500	-5
Recording Fees	260,894	360,000	-99,106	10,094	260,894	360,000	-99,106	10,094	360,000	-72

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Late Fees	2,578		2,578		2,578		2,578			
Other Fees	8		8		8		8			
R&M Building	361,103	265,278	95,825	11,633	361,103	265,278	95,825	11,633	265,278	-136
R & M Furniture & Fixtures	3,329	1,900	1,429		3,329	1,900	1,429		1,900	-175
R&M Equipment	486,691	429,421	57,270	17,958	486,691	429,421	57,270	17,958	429,421	-113
Minor Improvements	1,981	22,500	-20,519		1,981	22,500	-20,519		22,500	-9
R&M Chemicals	17,356	18,600	-1,244	890	17,356	18,600	-1,244	890	18,600	-93
R&M Entry	84		84		84		84			
R&M - Water Plant	409,548	175,192	234,356	9,770	409,548	175,192	234,356	9,770	175,192	-234
R&M - Sewer Plant	90,108	37,200	52,908	4,822	90,108	37,200	52,908	4,822	37,200	-242
R&M - Distribution Lines	48,587	24,300	24,287	9,049	48,587	24,300	24,287	9,049	24,300	-200
R&M - Collection Lines	83,361	53,498	29,863	8,652	83,361	53,498	29,863	8,652	53,498	-156
Lot Prep Expense	45,679	64,500	-18,821	305	45,679	64,500	-18,821	305	64,500	-71
Minor Improvements	314,860	613,913	-299,053	6,531	314,860	613,913	-299,053	6,531	613,913	-51
Nonrecurring Replacements	2,443		2,443		2,443		2,443			
Water Tests	2,530	4,840	-2,310	26	2,530	4,840	-2,310	26	4,840	-52
Water Tap Expense	34,423	46,200	-11,777	6,823	34,423	46,200	-11,777	6,823	46,200	-75
Regulatory Water Fees	200	2,980	-2,780	81	200	2,980	-2,780	81	2,980	-7
Sewer Tests	45,975	44,620	1,355	625	45,975	44,620	1,355	625	44,620	-103
Sewer Tap Expense	217,279	133,100	84,179	32,599	217,279	133,100	84,179	32,599	133,100	-163
Regulatory Sewer Fees	600	4,303	-3,703		600	4,303	-3,703		4,303	-14
Coupons	1,896		1,896	60	1,896		1,896	60		
Coupons-Mgr.	7,445	15,499	-8,054		7,445	15,499	-8,054		15,499	-48
Activities Expense	27,333	26,300	1,033	212	27,333	26,300	1,033	212	26,300	-104
Advertising & Promotion	203,407	163,703	39,704	57,742	203,407	163,703	39,704	57,742	163,703	-124
Business Development	-58		-58		-58		-58			
Contributions	28,272	49,302	-21,030	1,844	28,272	49,302	-21,030	1,844	49,302	-57
Gain / Loss on Assets	-8,875		-8,875		-8,875		-8,875			
Office Relocation			551				551			
Allocated Resort Overhead	-1,451,134	-1,497,775	46,641	-97,110	-1,451,134	-1,497,775	46,641	-97,110	-1,497,775	-97
Allocated Marketing Overhead		46,623	-46,623			46,623	-46,623		46,623	
ESOP Deduction	763,464	1,072,757	-309,293		763,464	1,072,757	-309,293		1,072,757	-71
TOTAL GEN. & ADMIN EXP.R	14,331,342	14,360,431	-29,089	813,186	14,331,342	14,360,431	-29,089	813,186	14,360,431	-100

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
TOTAL BUDGETED EXPENSE	52,757,003	66,681,823	-13,924,820	2,942,449	52,757,003	66,681,823	-13,924,820	2,942,449	66,681,823	-79
BUDGET NET INC. (LOSS)	2,778,092	25,855,428	-23,077,336	93,624	2,778,092	25,855,428	-23,077,336	93,624	25,855,428	11
NON-BUDGETED ITEMS										
Interest Income / Expense - Af	-4		-4	-9,464		-4		-4	-9,464	
Other Income / Expense - Affil	-399,894		-399,894		-399,894		-399,894		-399,894	
Rent Income / Expense - Affili	-284,105		-284,105	-6,115	-284,105		-284,105		-6,115	
Debt Service - Leases	-1,427,754		-1,427,754	-40,335	-1,427,754		-1,427,754		-40,335	
Interest Expense - Leases	25,851		25,851		25,851		25,851		25,851	
Depreciation	3,433,576		3,433,576	188,593	3,433,576		3,433,576		188,593	
Amortization of Deferred Loan	329,629		329,629	8,341	329,629		329,629		8,341	
Other Income Eliminated	-2,101,368		-2,101,368		-2,101,368		-2,101,368		-2,101,368	
Liquor Allocation	305,822		305,822	5,409	305,822		305,822		5,409	
State Income Tax	178,382		178,382		178,382		178,382		178,382	
TOTAL NON-BUD. EXPENSE	60,136		60,136	146,429	60,136		60,136	146,429		
NET INCOME (LOSS)	2,717,956	25,855,428	-23,137,472	-52,805	2,717,956	25,855,428	-23,137,472	-52,805	25,855,428	11

DOUBLE DIAMOND-DELAWARE, INC.
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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
NET INCOME TEST	-2,717,956	-25,855,428	23,137,472	52,805	-2,717,956	-25,855,428	23,137,472	52,805	-25,855,428	-11
DIFFERENCE										

DOUBLE DIAMOND-DELAWARE, INC.
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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
SALES AND REVENUES										
Lot Sales	65,831,435	77,800,000	-11,968,565	2,845,150	65,831,435	77,800,000	-11,968,565	2,845,150	77,800,000	85
Condo Sales-Land	65,900	520,850	-454,950		65,900	520,850	-454,950		520,850	13
Condo Sales-Building	379,100	3,019,150	-2,640,050		379,100	3,019,150	-2,640,050		3,019,150	13
Condo Sales - Trade Ins	-70,000	-200,000	130,000		-70,000	-200,000	130,000		-200,000	35
Interval Sales	1,482,211	218,700	1,263,511	83,100	1,482,211	218,700	1,263,511	83,100	218,700	678
Interval Sales - Trade Ins	-1,019,222	106,350	-1,125,572	-70,300	-1,019,222	106,350	-1,125,572	-70,300	106,350	-958
Interval Sales - Trade Ins All	-61,489		-61,489	-927	-61,489		-61,489	-927		
Sales Discounts	-236,379	-135,000	-101,379	-10,981	-236,379	-135,000	-101,379	-10,981	-135,000	175
Lodging Income	3,176,224	3,045,897	130,327	84,680	3,176,224	3,045,897	130,327	84,680	3,045,897	104
Package Inc - Taxable (gross)	1,868,573	1,656,408	212,165	69,853	1,868,573	1,656,408	212,165	69,853	1,656,408	113
Guaranteed No Show Income	160,973		160,973	4,883	160,973		160,973	4,883		
Phone Income	23		23		23		23			
Ticket Sales	88,121	68,000	20,121	9,679	88,121	68,000	20,121	9,679	68,000	130
Ticket Sales - Snowtubing	35,948	20,500	15,448	2,873	35,948	20,500	15,448	2,873	20,500	175
Group Sales	8,585	63,602	-55,017	2,503	8,585	63,602	-55,017	2,503	63,602	13
Season Ski Passes	12,423	55,304	-42,881	9,131	12,423	55,304	-42,881	9,131	55,304	22
Ski Equipment Rental	88,584	65,250	23,334	12,478	88,584	65,250	23,334	12,478	65,250	136
Ski Lessons	20,315	16,568	3,747	2,775	20,315	16,568	3,747	2,775	16,568	123
Green Fees - Members	1,006,694	1,519,008	-512,315	21,931	1,006,694	1,519,008	-512,315	21,931	1,519,008	66
Cart Fees	727,420	945,520	-218,100	25,830	727,420	945,520	-218,100	25,830	945,520	77
Range Fees	11,583	12,626	-1,043	216	11,583	12,626	-1,043	216	12,626	92
Tournament Sales	15,266		15,266		15,266		15,266			
Membership Fees	451,882	525,963	-74,081	101,148	451,882	525,963	-74,081	101,148	525,963	86
Merchandise Sales	657,806	615,089	42,717	24,916	657,806	615,089	42,717	24,916	615,089	107
Boat Slip Rental	679,508	678,848	660	46,481	679,508	678,848	660	46,481	678,848	100
Boat Slip Rental - Vacancy	-21,827	-3,900	-17,927	-3,185	-21,827	-3,900	-17,927	-3,185	-3,900	560
Watercraft Rental	125,110	190,450	-65,340		125,110	190,450	-65,340		190,450	66
Fuel Sales	315,088	320,597	-5,509	1,475	315,088	320,597	-5,509	1,475	320,597	98
Sewer Revenue	233,679	248,722	-15,043	20,030	233,679	248,722	-15,043	20,030	248,722	94
Sewer Tap	120,020	236,500	-116,480	5,000	120,020	236,500	-116,480	5,000	236,500	51
Water Revenue	609,150	917,825	-308,675	51,841	609,150	917,825	-308,675	51,841	917,825	66
Water Tap	19,070	44,000	-24,930	400	19,070	44,000	-24,930	400	44,000	43

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET UTIL
Reconnect / Transfer Utilities	4,415	5,400	-985	65	4,415	5,400	-985	65	5,400	82
Spa & Fitness Revenue	92,936	56,782	36,154	1,462	92,936	56,782	36,154	1,462	56,782	164
Spa & Fitness - Massage	289,751	237,846	51,905	5,896	289,751	237,846	51,905	5,896	237,846	122
Spa & Fitness - Tanning	861	1,472	-611	6	861	1,472	-611	6	1,472	58
Spa & Fitness - Beverages		589	-589			589	-589		589	
Spa & Fitness - Salon Services	175,708	101,150	74,558	4,085	175,708	101,150	74,558	4,085	101,150	174
Spa & Fitness - Hair Services	29,336	61,248	-31,912	2,964	29,336	61,248	-31,912	2,964	61,248	48
Food Sales	2,499,772	2,885,528	-385,756	82,821	2,499,772	2,885,528	-385,756	82,821	2,885,528	87
Liquor Sales	313,799	341,255	-27,456	11,623	313,799	341,255	-27,456	11,623	341,255	92
Liquor Comps / Spills	-971		-971	-70	-971		-971	-70		
Beer Sales	338,890	402,024	-63,134	8,619	338,890	402,024	-63,134	8,619	402,024	84
Wine Sales	223,650	210,586	13,064	7,657	223,650	210,586	13,064	7,657	210,586	106
Conference Room Rental	141,083	279,157	-138,074	5,767	141,083	279,157	-138,074	5,767	279,157	51
Audio / Video Rental	21,293	40,032	-18,739		21,293	40,032	-18,739		40,032	53
Gratuity Income	175,163	177,080	-1,917	6,097	175,163	177,080	-1,917	6,097	177,080	99
Discounts / Comps / Credits	-227,911	-212,246	-15,665	-2,627	-227,911	-212,246	-15,665	-2,627	-212,246	107
Premium Sales		1,712,435	-1,712,435	82,152		1,712,435	-1,712,435	82,152	1,712,435	
Retail Sales	45,464		45,464	363	45,464		45,464	363		
TOTAL SALES	80,905,013	98,873,165	-17,968,152	3,557,859	80,905,013	98,873,165	-17,968,152	3,557,859	98,873,165	82
COST OF SALES										
Cost of Lot Sales	16,529,750	18,850,000	-2,320,250	599,791	16,529,750	18,850,000	-2,320,250	599,791	18,850,000	-88
Cost of Condo Sales-Land	13,160	135,421	-122,261		13,160	135,421	-122,261		135,421	-10
Cost of Condo Sales-Building	268,850	2,415,320	-2,146,470		268,850	2,415,320	-2,146,470		2,415,320	-11
Cost of Condo Trade-Ins	-11,200	-47,500	36,300		-11,200	-47,500	36,300		-47,500	-24
Cost of Interval Sales	172,753	94,302	78,451	7,700	172,753	94,302	78,451	7,700	94,302	-183
Cost of Interval Trade-Ins	-254,806	-75,803	-179,003	-17,575	-254,806	-75,803	-179,003	-17,575	-75,803	-336
Golf Cart Leases	248,722	294,560	-45,838		248,722	294,560	-45,838		294,560	-84
Cost of Merchandise	380,742	377,714	3,028	12,593	380,742	377,714	3,028	12,593	377,714	-101
Cost of Fuel	252,068	251,502	566	3,793	252,068	251,502	566	3,793	251,502	-100
Cost of Food	1,098,157	985,042	113,115	48,927	1,098,157	985,042	113,115	48,927	985,042	-111
Cost of Beverages	1,414	1,850	-436		1,414	1,850	-436		1,850	-76
Inventory Waste/Spoilage	270		270		270		270			

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Cost of Liquor	70,640	74,018	-3,378	2,371	70,640	74,018	-3,378	2,371	74,018	-95
Cost of Beer	105,905	130,084	-24,179	2,371	105,905	130,084	-24,179	2,371	130,084	-81
Cost of Wine	77,205	80,766	-3,561	3,028	77,205	80,766	-3,561	3,028	80,766	-96
Disposable Goods	56,347	50,462	5,885	1,924	56,347	50,462	5,885	1,924	50,462	-112
Cost of Sales Conference Cent	2,888	3,299	-411		2,888	3,299	-411		3,299	-88
Cost of AV Equipment	510	801	-291		510	801	-291		801	-64
Cost of Premium Sales		1,712,435	-1,712,435	82,152		1,712,435	-1,712,435	82,152	1,712,435	
Cost of Retail Sales	45,464		45,464	363	45,464		45,464	363		
TOTAL COST OF SALES	19,058,839	25,334,273	-6,275,434	747,439	19,058,839	25,334,273	-6,275,434	747,439	25,334,273	-75
GROSS PROFIT	61,846,174	73,538,892	-11,692,718	2,810,420	61,846,174	73,538,892	-11,692,718	2,810,420	73,538,892	84
COST OF GOODS SOLD %	-24	-26	2	-21	-24	-26	2	-21	-26	92
OTHER INCOME										
Management Fee Income	219,409	202,380	17,029	17,345	219,409	202,380	17,029	17,345	202,380	108
Late Charges, Other Fees & TA	182,963	70,200	112,763	8,727	182,963	70,200	112,763	8,727	70,200	261
Other Income	1,168,392	2,045,511	-877,119	3,996	1,168,392	2,045,511	-877,119	3,996	2,045,511	57
Other Income - Commission	418,029	1,062,960	-644,931	33,519	418,029	1,062,960	-644,931	33,519	1,062,960	39
Gain on Sale/Disposal of Asset	-2,011,988		-2,011,988		-2,011,988		-2,011,988			
TOTAL OTHER INCOME	4,000,780	3,381,051	619,729	63,587	4,000,780	3,381,051	619,729	63,587	3,381,051	118
INTEREST INCOME										
Interest Income	12,910,860	13,691,903	-781,043	1,017,835	12,910,860	13,691,903	-781,043	1,017,835	13,691,903	94
TOTAL INTEREST INCOME	12,910,860	13,691,903	-781,043	1,017,835	12,910,860	13,691,903	-781,043	1,017,835	13,691,903	94
TOTAL NET REVENUES	78,757,814	90,611,846	-11,854,032	3,891,842	78,757,814	90,611,846	-11,854,032	3,891,842	90,611,846	87
COMMISSIONS										
Commission Expense	4,870,291	6,230,367	-1,360,076	182,234	4,870,291	6,230,367	-1,360,076	182,234	6,230,367	-78
Assistant Manager Commissio	173,473	361,500	-188,027	8,771	173,473	361,500	-188,027	8,771	361,500	-48
Manager Commissions	870,080	1,086,550	-216,470	34,236	870,080	1,086,550	-216,470	34,236	1,086,550	-80
Regional Manager Commissio	171,022	30,750	140,272		171,022	30,750	140,272		30,750	-556
Residual Commissions	455,518	785,000	-329,482	129,048	455,518	785,000	-329,482	129,048	785,000	-58
Sales Bonus	284,248	30,600	253,648	7,776	284,248	30,600	253,648	7,776	30,600	-929

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	CURRENT ACTUAL	CURRENT BUDGET	BUDGET VARIANCE	PRIOR YEAR- ACTUAL	YR TO DATE ACTUAL	YR TO DATE BUDGET	YTD VARIANCE	PRIOR YTD ACTUAL	ANNUAL BUDGET	% OF BUDGET
Spiffs	3,775	9,800	-6,025	300	3,775	9,800	-6,025	300	9,800	-39
Non-Cash Spiffs		5,000	-5,000			5,000	-5,000		5,000	
Outside Sales Bonus	207,291	45,240	162,051	16,309	207,291	45,240	162,051	16,309	45,240	-458
Travel Agency Commissions	-16,906		-16,906		-16,906		-16,906			
TOTAL COMMISSIONS	7,018,792	8,584,807	-1,566,015	378,675	7,018,792	8,584,807	-1,566,015	378,675	8,584,807	-82
EMPLOYEE COMPENSATION										
Employee Compensation	11,949,131	7,348,682	4,600,449	645,691	11,949,131	7,348,682	4,600,449	645,691	7,348,682	-163
Referral Bonus	20,350	2,580	17,770	1,450	20,350	2,580	17,770	1,450	2,580	-789
Non-Cash Spiffs	-385	500	-885		-385	500	-885		500	77
Training Salaries	131,575	110,700	20,875	1,350	131,575	110,700	20,875	1,350	110,700	-119
Commission/Bonus	650,077	647,406	2,671	-113,468	650,077	647,406	2,671	-113,468	647,406	-100
Hourly Wages	11,065,459	4,966,060	6,099,399	573,258	11,065,459	4,966,060	6,099,399	573,258	4,966,060	-223
Payroll Taxes	1,803,172		1,803,172	144,715	1,803,172		1,803,172	144,715		
Workers Comp	365,285		365,285	18,839	365,285		365,285	18,839		
Group Insurance	651,383		651,383		651,383		651,383			
401k Expense	137,348	-36,000	173,348	13,910	137,348	-36,000	173,348	13,910	-36,000	382
Labor Transfers	-613,843	-850,407	236,564	-10,387	-613,843	-850,407	236,564	-10,387	-850,407	-72
Payroll Burden	2,505,155	3,516,900	-1,011,745	134,707	2,505,155	3,516,900	-1,011,745	134,707	3,516,900	-71
Workers Comp Claims Paid	12,476		12,476		12,476		12,476			
Contract Labor	262,264	341,956	-79,692	15,795	262,264	341,956	-79,692	15,795	341,956	-77
Recruiting	215,819	35,500	180,319	4,259	215,819	35,500	180,319	4,259	35,500	-608
Moving Expense	6,698	8,600	-1,902		6,698	8,600	-1,902		8,600	-78
Other Employee Expense	461,949	442,050	19,899	33,143	461,949	442,050	19,899	33,143	442,050	-105
Payroll Reimbursement	-14,231,910	100,086	-14,331,996	-798,105	-14,231,910	100,086	-14,331,996	-798,105	100,086	14,220
TOTAL EMPLOYEE COMPENS	15,392,004	16,634,613	-1,242,609	665,156	15,392,004	16,634,613	-1,242,609	665,156	16,634,613	-93
INTEREST EXPENSE										
Interest Expense	7,613,966	8,685,523	-1,071,557	548,906	7,613,966	8,685,523	-1,071,557	548,906	8,685,523	-88
TOTAL INTEREST EXPENSE	7,613,966	8,685,523	-1,071,557	548,906	7,613,966	8,685,523	-1,071,557	548,906	8,685,523	-88
REPOSSESSION EXPENSE	3,998,012	4,668,000	-669,988	171,369	3,998,012	4,668,000	-669,988	171,369	4,668,000	-86
OCCUPANCY EXPENSE										