

3 Holland Way, Ste 201
Exeter NH 03833

	Operating	Rental	Reserve	Total
Current Assets				
Petty Cash	631.19	0.00	0.00	631.19
Operating Previous Mgmt Cash	586.40	0.00	0.00	586.40
Operating	44,343.34	0.00	0.00	44,343.34
Rental Cash	0.00	63,220.21	0.00	63,220.21
Rental-Petty Cash Account	0.00	150.00	0.00	150.00
Petty Cash Bar Account	0.00	350.00	0.00	350.00
Reserve Cash	0.00	0.00	344,247.61	344,247.61
Reserve Cash	0.00	0.00	2,416.79	2,416.79
Total Cash	45,560.93	63,720.21	346,664.40	455,945.54
Accounts Receivable	35,927.00	0.00	0.00	35,927.00
Accounts Receivable Reserves	0.00	0.00	1,200.00	1,200.00
Prepaid Insurance	20,862.50	0.00	0.00	20,862.50
Prepaid Expenses	6,314.51	0.00	0.00	6,314.51
Improvements	19,051.00	0.00	0.00	19,051.00
Due from Oper to Res	0.00	0.00	500.00	500.00
Due from Rent to Operating	37,134.31	0.00	0.00	37,134.31
Due from Reserves to Rent	0.00	5,233.26	0.00	5,233.26
Rent owes Reserves	0.00	0.00	702.00	702.00
Total Current Assets	119,289.32	5,233.26	2,402.00	126,924.58
Total Assets	164,850.25	68,953.47	349,066.40	582,870.12
LIABILITIES AND CAPITAL				
Current Liabilities				
Accounts Payable	6,576.54	0.00	0.00	6,576.54
Deferred Liability	(1,866.38)	0.00	0.00	(1,866.38)
Deferred Revenue Rental	0.00	10,280.45	0.00	10,280.45
Accrued Expenses	250.00	0.00	0.00	250.00
Accrue Expenses Rental	0.00	1,017.94	0.00	1,017.94
Prepaid Fees	15,021.85	0.00	0.00	15,021.85
Payroll Exp Payable	0.66	0.00	0.00	0.66
A/P - Other	(5,412.90)	0.00	0.00	(5,412.90)
Rental Payable	0.00	18,950.07	0.00	18,950.07
Rental Payable-Other	0.00	1,679.88	0.00	1,679.88
Gift Card Deferred Revenue	0.00	619.94	0.00	619.94
Rooms Tax Payable	0.00	72.17	0.00	72.17
Sales Tax Payable	0.00	16.04	0.00	16.04
Payroll Exp Pay Rental	0.00	1,435.59	0.00	1,435.59
Due to Reserves from Operating	500.00	0.00	0.00	500.00
Due to Op from Rent	0.00	37,134.31	0.00	37,134.31
Due to Rent from Reserves	0.00	0.00	5,233.26	5,233.26
Due to Res from Rent	0.00	702.00	0.00	702.00
Golf Carts	0.00	(155.12)	0.00	(155.12)
Total Current Liabilities	15,069.77	71,753.27	5,233.26	92,056.30
Total Liabilities	15,069.77	71,753.27	5,233.26	92,056.30
Capital				
Operating Equity	19,058.58	0.00	0.00	19,058.58
Reserve Equity	0.00	0.00	293,649.52	293,649.52
Retained Earnings	26,183.24	0.00	0.00	26,183.24
Net Income Operating	116,330.58	0.00	0.00	116,330.58
Net Income Rental	0.00	(2,799.80)	0.00	(2,799.80)
Net Income Sandbar	(4,502.46)	0.00	0.00	(4,502.46)

3 Holland Way, Ste 201
Exeter NH 03833

	Operating	Rental	Reserve	Total
Net Income Entertainment	(7,289.46)	0.00	0.00	(7,289.46)
Net Income Reserve	<u>0.00</u>	<u>0.00</u>	<u>50,183.62</u>	<u>50,183.62</u>
Total Capital	<u>149,780.48</u>	<u>(2,799.80)</u>	<u>343,833.14</u>	<u>490,813.82</u>
Total Liabilities & Capital	<u>164,850.25</u>	<u>68,953.47</u>	<u>349,066.40</u>	<u>582,870.12</u>

3 Holland Way, Ste 201
Exeter NH 03833

	M.T.D. Actual	M.T.D. Budget	M.T.D Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	Full Yr Budget
40000 Fee Income	162,180.00	161,385	795.00	648,467.61	645,540	2,927.61	645,540
41010 Late Fee Income	239.69	0	239.69	707.12	0	707.12	0
43010 Operating Interest	0.00	0	0.00	0.08	0	0.08	0
44055 Maintenance Reimbursement	0.00	997	(997.00)	51.45	9,970	(9,918.55)	11,965
44100 Other Income	(469.43)	0	(469.43)	2,430.57	0	2,430.57	0
Total Revenues	161,950.26	162,382	(431.74)	651,656.83	655,510	(3,853.17)	657,505
Operating - Expenses							
61010 Accounting	0.00	0	0.00	0.00	2,000	2,000.00	2,000
61020 Legal	110.00	0	(110.00)	2,750.00	16,500	13,750.00	16,500
61100 Management Fees	4,689.99	4,750	60.01	37,519.92	47,500	9,980.08	57,000
61200 Insurance	6,011.50	6,241	229.50	38,525.44	62,412	23,886.56	74,895
61205 Insurance - D & O	158.58	0	(158.58)	158.58	1,846	1,687.42	1,846
61206 Ins - Umbrella	413.83	178	(235.83)	2,326.57	1,776	(550.57)	2,131
61207 Insurance-Auto	0.00	68	68.00	750.00	680	(70.00)	820
61232 Workers Comp Insurance	440.92	624	183.08	2,418.42	6,240	3,821.58	7,484
61400 Administrative	1,037.30	0	(1,037.30)	6,124.41	0	(6,124.41)	0
61406 Comp Technology Exp Computer E	19.95	0	(19.95)	3,210.36	3,150	(60.36)	3,150
61406 Comp Technology Exp Computer S	62.47	121	58.53	2,794.74	3,524	729.26	3,765
61406 Comp Technology Exp Computer C	0.00	150	150.00	3,812.50	2,900	(912.50)	3,200
61412 Credit Card Fees	0.00	58	58.00	138.11	580	441.89	701
61421 Postage	17.07	15	(2.07)	654.33	245	(409.33)	245
61450 Website	120.00	33	(87.00)	120.00	533	413.00	600
61460 Cable/Internet	3,447.13	2,000	(1,447.13)	31,024.17	32,000	975.83	36,000
61472 Employee Expenses	0.00	0	0.00	1,508.65	1,880	371.35	2,380
61475 License & Fee Exp	45.00	248	203.00	2,446.00	2,480	34.00	2,976
62100 Landscaping Fees	4,217.14	1,263	(2,954.14)	38,344.22	31,979	(6,365.22)	34,504
62115 Tree Work	0.00	2,000	2,000.00	0.00	2,000	2,000.00	6,000
62125 Pet Maintenance	0.00	0	0.00	1,870.20	2,300	429.80	2,300
62200 Snow Removal contract	0.00	0	0.00	3,509.00	5,625	2,116.00	8,768
63015 Payroll Exp-Onsite	10,870.54	6,540	(4,330.54)	86,477.17	65,400	(21,077.17)	78,477
63025 Payroll Taxes	1,140.12	1,322	181.88	10,044.31	13,220	3,175.69	15,858
63040 Vehicle Expense	465.81	1,424	958.19	4,269.89	12,176	7,906.11	15,024
63300 Trash Removal	(29.72)	720	749.72	6,267.23	8,500	2,232.77	9,160
63350 Recycling	0.00	190	190.00	788.34	1,240	451.66	1,280
64130 Fire System/ Alarm	0.00	0	0.00	0.00	0	0.00	1
64150 Comp Tech Security	0.00	0	0.00	1,118.10	3,000	1,881.90	3,000
64200 Painting/Staining	5,331.22	0	(5,331.22)	(2,923.78)	0	2,923.78	1
64705 HVAC Maintenance & Repair	700.00	50	(650.00)	941.89	500	(441.89)	600
65420 Pest Control	463.42	0	(463.42)	6,068.42	3,000	(3,068.42)	3,000
65450 Maintenance	(2,748.86)	0	2,748.86	7,665.51	0	(7,665.51)	0

3 Holland Way, Ste 201
Exeter NH 03833

	M.T.D. Actual	M.T.D. Budget	M.T.D Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	Full Yr Budget
65453 Maintenance Equip	3,276.70	166	(3,110.70)	19,230.60	13,446	(5,784.60)	13,779
65475 Maintenance Labor	1,590.00	991	(599.00)	15,787.50	9,910	(5,877.50)	11,894
65608 Supplies by Type SGVL Admin/Of	411.48	48	(363.48)	1,302.18	1,039	(263.18)	1,135
65608 Supplies by Type SGVL Toiletri	93.03	0	(93.03)	222.76	360	137.24	360
65608 Supplies by Type SGVL Toner	0.00	0	0.00	97.97	400	302.03	400
65730 Plumbing Repairs	0.00	0	0.00	0.00	0	0.00	1
65820 Gas	762.21	135	(627.21)	4,839.61	8,350	3,510.39	8,620
66100 Utilities (Cab/Gas/Tel)	0.00	0	0.00	27.38	0	(27.38)	0
66150 Fuel Exp By Category	29.89	0	(29.89)	215.87	300	84.13	300
66221 Water Usage	2,158.67	1,522	(636.67)	8,898.91	6,713	(2,185.91)	9,758
66222 Sewer Usage	0.00	194	194.00	1,440.81	1,940	499.19	2,331
66255 Open/Close Exp	0.00	5,868	5,868.00	17,157.63	21,288	4,130.37	33,024
66440 Electricity	2,210.13	1,561	(649.13)	22,198.66	24,355	2,156.34	27,477
66555 Telephone-By Build SGVL Phone	111.46	100	(11.46)	1,036.93	1,000	(36.93)	1,200
66555 Telephone-By Build SGVL Phone	42.30	383	340.70	4,819.21	3,933	(886.21)	4,700
66555 Telephone-By Build SGVL Phone	0.00	67	67.00	1,226.43	1,567	340.57	1,700
67206 Clubhouse Cable/Internet	0.00	113	113.00	1,031.54	1,130	98.46	1,356
67210 Clubhouse	1,066.61	346	(720.61)	16,872.19	11,690	(5,182.19)	12,382
67220 Pool Maintenance	0.00	0	0.00	9,583.18	5,499	(4,084.18)	5,500
67222 Pool Chemicals	35.82	0	(35.82)	3,650.84	5,000	1,349.16	5,000
67227 Pool Open/Close	0.00	0	0.00	7,057.94	6,300	(757.94)	6,300
68010 Tax Payments/Refunds	2,557.00	0	(2,557.00)	7,325.03	0	(7,325.03)	1
68019 Taxes-Other	0.00	0	0.00	9.15	0	(9.15)	0
68030 Credit Card Interest	0.00	0	0.00	446.09	0	(446.09)	0
68060 Misc Expense	156.78	577	420.22	7,341.84	5,770	(1,571.84)	6,921
Total Operating Expenses	51,485.49	40,066	(11,419.49)	452,542.95	465,176	12,633.05	547,805
Profit/Loss before Reserves	110,464.77	122,316	(11,851.23)	199,113.88	190,334	8,779.88	109,700
69100 Reserve Contribution	16,556.66	8,278	(8,278.66)	82,783.30	82,780	(3.30)	99,340
Intrafund Transfers	16,556.66	8,278	(8,278.66)	82,783.30	82,780	(3.30)	99,340
Net Inc After Resrv Contrib	93,908.11	114,038	(20,129.89)	116,330.58	107,554	8,776.58	10,360
Long Term Reserve Activity							
70100 Reserve Contribution Income	16,556.66	8,278	8,278.66	82,783.30	82,780	3.30	99,340
70200 Interest on Reserves	133.61	0	133.61	442.27	0	442.27	0
70250 Conveyance Fee	0.00	0	0.00	4,000.00	0	4,000.00	0
70251 Res Work Cap Income	1,600.00	0	1,600.00	3,200.00	0	3,200.00	0

3 Holland Way, Ste 201
Exeter NH 03833

	M.T.D. Actual	M.T.D. Budget	M.T.D Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	Full Yr Budget
Reserve Income	18,290.27	8,278	10,012.27	90,425.57	82,780	7,645.57	99,340
71000 Reserve Exp - General	0.00	0	0.00	26,191.67	0	(26,191.67)	1
71100 Res Exp - Pool	98.00	0	(98.00)	14,050.28	0	(14,050.28)	1
Reserve Expenses	98.00	0	(98.00)	40,241.95	0	(40,241.95)	2
Subtotal - Reserves	18,192.27	8,278	9,914.27	50,183.62	82,780	(32,596.38)	99,338
Rent							
80000 Rental Income	(305.41)	1,535	(1,840.41)	224,716.69	213,675	11,041.69	213,675
80010 Rental Cleaning Income	1,760.00	953	807.00	15,945.00	9,530	6,415.00	11,440
80025 Golf Cart Revenue	68.07	100	(31.93)	1,982.07	3,032	(1,049.93)	3,032
80030 Bank Interest Income	0.00	0	0.00	0.12	0	0.12	0
Rental Income	1,522.66	2,588	(1,065.34)	242,643.88	226,237	16,406.88	228,147
81000 Rental Obligation	15,789.85	11,574	(4,215.85)	151,422.46	115,740	(35,682.46)	138,889
81010 Computer Technology	0.00	0	0.00	0.00	519	519.00	519
81014 Rental Admin	115.17	0	(115.17)	290.92	300	9.08	300
81015 Computer Technology Website De	256.98	0	(256.98)	1,649.22	0	(1,649.22)	0
81018 Rental Advertising	0.00	0	0.00	6,629.39	8,980	2,350.61	8,980
81019 Rental Payroll Processing	0.00	0	0.00	267.36	0	(267.36)	0
81020 Credit Card Fees	(4,521.08)	206	4,727.08	6,589.52	4,998	(1,591.52)	5,410
81021 Rental Office Supplies	175.08	25	(150.08)	656.97	250	(406.97)	300
81023 Golf Cart Lease-Rental	1,084.75	554	(530.75)	2,905.00	3,324	419.00	3,324
81024 Rental Office Internet	269.96	97	(172.96)	1,105.60	970	(135.60)	1,160
81025 Sales Tax Pmts	1,754.67	0	(1,754.67)	15,322.27	0	(15,322.27)	0
81030 Contract Labor-Cottage Cleanin	2,735.00	953	(1,782.00)	19,387.50	9,530	(9,857.50)	11,440
81031 Stock - Rental	302.19	0	(302.19)	1,328.65	1,500	171.35	1,500
81032 Linens - Rental	467.77	0	(467.77)	1,974.28	3,900	1,925.72	3,900
81033 Laundry Service - Rental	1,526.80	133	(1,393.80)	5,572.95	4,783	(789.95)	5,050
81035 Rental Salaries	2,999.20	2,147	(852.20)	27,987.11	21,470	(6,517.11)	25,769
81036 Rental Payroll Taxes	239.38	0	(239.38)	2,354.48	0	(2,354.48)	0
81037 Employee Exp Rental	0.00	17	17.00	0.00	170	170.00	205
81038 Shovelng Rental	0.00	25	25.00	0.00	250	250.00	300
Rental Expenses	23,195.72	15,731	(7,464.72)	245,443.68	176,684	(68,759.68)	207,046
Subtotal - Rent	(21,673.06)	(13,143)	(8,530.06)	(2,799.80)	49,553	(52,352.80)	21,101

3 Holland Way, Ste 201
Exeter NH 03833

	M.T.D. Actual	M.T.D. Budget	M.T.D Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	Full Yr Budget
Sandbar							
82000 Sandbar Bev Revenue	4,995.21	693	4,302.21	34,790.76	34,792	(1.24)	36,180
82001 Sandbar Snack Revenue	0.00	0	0.00	439.75	822	(382.25)	822
Sandbar Income	4,995.21	693	4,302.21	35,230.51	35,614	(383.49)	37,002
83010 Sandbar Expenses	0.00	42	42.00	0.00	420	420.00	500
83011 Sandbar Snack Expenses	0.00	0	0.00	0.00	629	629.00	629
83013 Beverage Expense	(176.46)	0	176.46	14,609.12	12,058	(2,551.12)	12,058
83015 Sandbar Licensing	0.00	0	0.00	2,210.00	2,700	490.00	2,700
83016 Credit Card Fees Sandbar	0.00	47	47.00	636.89	1,388	751.11	1,481
83017 Software License-Sandbar	0.00	50	50.00	0.00	500	500.00	600
83018 Paper Goods-Sandbar	8.09	0	(8.09)	8.09	500	491.91	500
83019 Bar/Kitchen Equip Sandbar	0.00	0	0.00	11.92	500	488.08	500
83030 Salaries Sandbar	1,599.84	1,487	(112.84)	18,567.20	14,870	(3,697.20)	17,849
83031 Payroll Tax Sandbar	191.34	186	(5.34)	2,279.30	1,860	(419.30)	2,233
83032 Employee Exp Sandbar	0.00	13	13.00	19.96	130	110.04	150
83035 Contract Labor Sandbar	0.00	26	26.00	737.27	260	(477.27)	306
83036 Misc Sandbar Exp	0.00	0	0.00	0.00	500	500.00	500
83037 Sandbar Sales Tax	0.00	0	0.00	653.22	0	(653.22)	0
Sandbar Expenses	1,622.81	1,851	228.19	39,732.97	36,315	(3,417.97)	40,006
Subtotal-Sandbar	3,372.40	(1,158)	4,530.40	(4,502.46)	(701)	(3,801.46)	(3,004)
Entertainment							
84000 Entertain Event Revenue	530.80	925	(394.20)	7,377.46	22,050	(14,672.54)	22,050
Entertainment Income	530.80	925	(394.20)	7,377.46	22,050	(14,672.54)	22,050
Entertainment Expenses							
84500 Entertainment Expense	2,523.30	1,125	(1,398.30)	14,598.78	32,050	17,451.22	32,050
84506 Credit Card Fees Entertainment	0.00	80	80.00	68.14	541	472.86	700
Subtotal-Entertainment	(1,992.50)	(280)	(1,712.50)	(7,289.46)	(10,541)	3,251.54	(10,700)
Net Income/Loss							

3 Holland Way, Ste 201
Exeter NH 03833

	M.T.D. Actual	M.T.D. Budget	M.T.D Variance	Y.T.D. Actual	Y.T.D. Budget	Y.T.D. Variance	Full Yr Budget
Net Income	91,807.22	107,735	(15,927.78)	151,922.48	228,645	(76,722.52)	117,095