

SANDY PINES WILDERNESS TRAILS, INC.

FINANCIAL STATEMENTS

**For the One Month Ended
October 31, 2018**

**PREPARED BY MANAGEMENT
UNCONSOLIDATED
APPROVED**

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2018

	<u>Current Year</u>	<u>Last Year</u>
CURRENT ASSETS		
Operations Cash	4,714,326	3,866,030
Asset Replacement Cash	280,527	1,386,733
Sr Adult Activities Cash	4,406	4,406
Petty Cash	3,994	1,550
Charles Schwab Investment	1,621,412	1,648,370
Lake Monterey Gc Investment	376,000	376,000
Sp Development Investment	25	25
Member Accounts Receivable	1,151,279	1,059,540
Allowance for Bad Debt	(6,858)	(6,858)
Other Receivables	832,360	631,252
Sp Golf Course A/R	75,000	150,000
Ph6 Golf Course A/R	705,825	705,825
Lake Monterey A/R	1,082	1,082
Membership Contracts A/R	26,887	31,696
Prepaid Insurance	9,798	9,798
Inventory	84,908	70,315
TOTAL CURRENT ASSETS	<u>9,880,970</u>	<u>9,935,764</u>
FIXED ASSETS		
Equipment	2,126,501	1,965,264
Retail Equipment	200,317	200,317
Buildings	7,765,471	6,552,427
Vehicles	564,724	564,724
Land	7,811,571	7,811,571
Land Improvements	7,463,814	7,158,230
Phase 6 Project	1,192,291	1,192,291
Acquisitions - Land Improvements	0	32,757
Acquisitions - Equipment	61,682	27,816
Acquisitions - Buildings	101,707	82,482
Acquisitions -Grant Funded	0	(12,795)
Accumulated Depreciation	(12,574,330)	(12,114,699)
TOTAL FIXED ASSETS	<u>14,713,748</u>	<u>13,460,385</u>
TOTAL ASSETS	<u><u>24,594,718</u></u>	<u><u>23,396,149</u></u>

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2018

	Current Year	Last Year
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Accounts Payable Trade	94,498	78,347
Gift Certificates Redeemable	530	274
Deposits on Leases	1,067	1,067
Prepaid Dues, Assessments, Charges	0	0
State Unit Tax Payable	22,989	18,801
Accrued Payroll, Taxes, Benefits	174,410	183,263
Sales Tax Payable	(424)	777
TOTAL CURRENT LIABILITIES	293,069	282,529
TOTAL LIABILITIES	293,069	282,529
EQUITY		
New Add'l Equity	58,500	58,500
Ph6 New Add'l Equity	0	0
Annual Add'l Equity	2,450,345	2,255,505
Condo Add'l Equity	1,091,090	915,590
Restricted Equity-Ph6	0	0
Unrestricted Equity	8,434,501	7,726,808
Unrestricted Add'l Equity	9,346,817	9,346,817
Net Revenues (Expenses)	2,920,395	2,810,400
TOTAL EQUITY	24,301,649	23,113,620
TOTAL LIABILITIES & EQUITY	24,594,718	23,396,149

Sandy Pines Wilderness Trails, Inc.
CONSOLIDATED YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Sales/Hospitality Income	57,968	57,968	736,500	678,532	92.1%	33,072
Member Service Income	14,655	14,655	253,875	239,220	94.2%	4,138
Maintenance Income	18,320	18,321	365,000	346,679	95.0%	19,051
Ranger Income	3,152	3,152	214,000	210,848	98.5%	2,490
Recreation Income	398	398	76,500	76,102	99.5%	818
Resort Service Income	3,165,075	3,165,075	3,930,051	764,976	19.5%	3,085,673
Park & Garden Income	0	0	196,750	196,750	100.0%	(40)
Rentals at Sandy Pines	100	100	230,800	196,750	100.0%	225
Retail Center Income	3,591	3,591	92,000	88,409	96.1%	3,518
Lease Operations Income	0	0	29,000	29,000	100.0%	1,294
TOTAL INCOME	3,263,259	3,263,260	6,124,476	2,827,266	46.7%	3,150,239
C.O.G.S. - Rangers	0	0	3,600	3,600	100.0%	71
C.O.G.S. - Recreation	0	0	17,500	17,500	100.0%	36
C.O.G.S. - Park & Garden	(751)	(751)	120,000	120,751	100.6%	(414)
C.O.G.S. - Rentals at Sandy Pines	0	0	1,000	120,751	0.0%	0
TOTAL COST OF SALES	(751)	(751)	142,100	262,602	100.5%	(815)
OPERATING EXPENSES						
Salaries and Wages	94,586	94,586	2,017,700	1,923,114	95.3%	111,886
Payroll Taxes & Benefits	29,367	29,367	611,727	582,360	95.2%	29,269
Equipment Expenses	7,125	7,125	190,300	183,175	96.3%	6,972
Supplies	1,263	1,263	96,000	94,737	98.7%	4,483
Miscellaneous	645	646	6,000	5,354	89.2%	(35)
Other Operating Expense	9,730	9,730	884,887	875,157	98.9%	29,288
Repair & Maintenance Expense	38,899	38,899	529,500	490,601	92.7%	26,944
Utilities	89,830	89,830	707,580	617,750	87.3%	79,301
Auto Expense	1,931	1,931	40,900	38,969	95.3%	2,066
General Expense	15,517	15,517	434,950	419,433	96.4%	15,922
Property Tax Expense	0	0	310,000	310,000	100.0%	0
Depreciation	49,986	49,986	590,000	540,014	91.5%	35,966
Bed Debt Expense	0	0	8,000	8,000	100.0%	0
Income Tax Expense	0	0	0	0		0
TOTAL OPERATING EXPENSES	338,879	338,880	6,427,544	6,088,664	94.7%	342,062
OPERATING PROFIT (LOSS)	2,925,131	2,925,131	(445,168)	(3,524,000)	757.1%	2,808,992
OTHER INCOME & (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	0.0%	0
Real Gain (Loss) Investments	0	0	0	0	0.0%	250
Unrealized Gain (Loss) Investments	(10,510)	(10,510)	0	10,510	0.0%	(3,874)
Dividend/Interest Income	3,294	3,294	20,000	16,706	83.5%	3,713
Interest Income	1,834	1,834	8,000	6,166	77.1%	707
Reserves Interest Income	647	647	1,000	353	35.3%	612
Contract Interest Income	0	0	2,500	2,500	100.0%	0
TOTAL OTHER INCOME (EXP)	(4,736)	(4,736)	31,500	36,236	115.0%	1,408
Net Income	2,920,395	2,920,395	(413,668)	(3,487,764)	806.0%	2,810,400

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
ADMINISTRATION

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Merchandise Sales	0	0	200	200	100.0%	0
Management Fees	0	0	12,000	12,000	100.0%	0
Inspection Income	5,195	5,195	70,000	64,805	92.6%	4,155
Dock Income	0	0	47,975	47,975	100.0%	0
Facility Rental Income	0	0	2,500	2,500	100.0%	3,050
Sticker Income	15	15	59,500	59,485	100.0%	0
Flea Market Income	2,170	2,170	15,700	13,530	86.2%	0
Member Service Income	48	48	8,000		99.4%	0
Newsletter Ad Income	0	0	30,000	30,000	100.0%	170
Misc. Income - Administration	7,227	7,227	8,000	773	9.7%	(3,237)
TOTAL INCOME	14,655	14,655	253,875	231,268	94.2%	4,138
Cost of Goods Sold						
C.O.G.S. - Admin	0	0	0	0	0.0%	(508)
TOTAL COST OF SALES	0	0	0	0	0.0%	(508)
OPERATING EXPENSES						
Salaries & Wages-Admin	25,839	25,839	485,000	459,161	94.7%	29,789
Payroll Tax - Administration	1,974	1,974	38,229	36,255	94.8%	2,316
Workman's Comp-Administration	0	0	799	799	100.0%	0
Group Health & Life Admin	3,898	3,898	44,000	40,102	91.1%	3,056
Pension Expense-Administration	0	0	22,558	22,558	100.0%	0
R/M Equip - Admin	0	0	3,000	3,000	100.0%	0
Equip. Lease - Administration	675	675	8,000	7,325	91.6%	509
Supplies - Administration	421	421	14,000	13,579	97.0%	87
Miscellaneous - Administration	0	0	3,000	3,000	100.0%	(65)
Inspection Expense	306	306	3,000	2,694	89.8%	49
Tree Removal Expense	0	0	20,000	20,000	100.0%	0
Dock Expense	0	0	1,000	1,000	100.0%	0
Sticker Expense	0	0	2,000	2,000	100.0%	0
Meal Expense - Admin	0	0	1,000	1,000	100.0%	0
Newsletter Expense	321	321	18,000	17,679	98.2%	332
Utilities - Administration	560	560	7,750	7,190	92.8%	542
Telephone - Administration	77	77	5,000	4,923	98.5%	77
Auto Expense - Administration	0	0	1,000	1,000	100.0%	0
Seminars - Administration	0	0	2,500	2,500	100.0%	0
Postage - Administration	450	450	5,500	5,050	91.8%	489
Printing Expense - Admin	0	0	100	100	100.0%	0
TOTAL OPERATING EXPENSES	34,523	34,523	685,436	650,913	95.0%	37,181
OPERATING PROFIT (LOSS)	(19,867)	(19,867)	(431,561)	(419,646)	95.4%	(32,535)
OTHER INCOME & (EXPENSE)						
Contract Interest Income	0	0	2,500	2,500	100.0%	0
TOTAL OTHER INCOME (EXP)	0	0	2,500	2,500	100.0%	0
NET PROFIT or (LOSS)	(19,867)	(19,867)	(429,061)	(417,146)	95.4%	(32,535)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
MAINTENANCE

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Maintenance Income	7,570	7,570	65,000	57,430	88.4%	7,812
Holding Tank Income	10,751	10,751	300,000	289,249	96.4%	11,239
TOTAL INCOME	18,321	18,321	365,000	346,679	95.0%	19,051
OPERATING EXPENSES						
Salaries & Wages	28,887	28,887	622,200	593,313	95.4%	37,543
Payroll Tax - Maintenance	2,056	2,056	62,531	60,475	96.7%	2,867
Workman's Comp-Maintenance	0	0	18,230	18,230	100.0%	0
Group Health & Life Maint	8,570	8,570	135,000	126,430	93.7%	9,747
Pension Expense-Maintenance	0	0	25,000	25,000	100.0%	0
Uniforms-Maintenance	0	0	2,000	2,000	100.0%	0
R/M Equip - Maintenance	4,136	4,136	40,000	35,864	89.7%	4,473
Equip. Replace-Maintenance	0	0	4,000	4,000	100.0%	0
Equip. Rental-Maintenance	0	0	3,000	3,000	100.0%	0
C.C. Supplies	0	0	42,000	42,000	100.0%	827
Miscellaneous-Maintenance	0	0	0	0	0.0%	0
Maint Service Expense	424	424	25,000	24,576	98.3%	339
Meals Expense-Maintenance	0	0	500	500	100.0%	0
Repair/Maint.-Supplies	357	357	24,000	23,643	98.5%	1,079
Repair/Maint.-Roads	0	0	30,000	30,000	100.0%	0
Repair/Maint.-Electric	2,361	2,361	15,000	12,639	84.3%	377
Repair/Maint.-Heating	27	27	20,000	19,974	99.9%	0
Repair/Maint.-Structural	0	0	30,000	30,000	100.0%	2
Landscape Maintenance	223	223	5,000	4,777	95.5%	0
Refuse Expense	0	0	58,500	58,500	100.0%	0
Grounds Maintenance	6,881	6,881	225,000	218,119	96.9%	25,125
Pool Maintenance	11	11	35,000	34,989	100.0%	23
Pest Control	540	540	6,000	5,460	91.0%	330
Utilities - Maintenance	420	420	7,000	6,580	94.0%	416
Telephone -Maintenance	60	60	3,500	3,440	98.3%	59
Auto & Equipment Fuel	1,218	1,218	25,000	23,782	95.1%	1,506
Seminars-Maintenance	0	0	2,500	2,500	100.0%	0
License-Maintenance	0	0	2,000	2,000	100.0%	0
TOTAL OPERATING EXPENSES	56,171	56,171	1,467,961	1,411,790	96.2%	84,713
NET PROFIT or (LOSS)	(37,850)	(37,850)	(1,102,961)	(1,065,111)	96.6%	(65,662)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
PUBLIC SAFETY

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Violations	700	700	6,000	5,300	88.3%	170
Guest Pass Income	1,225	1,225	75,000	73,775	98.4%	1,324
Fish Contributions	6	6	500	494	98.8%	0
Ranger Taxable Sales	139	139	7,500	7,361	98.2%	49
Mag Card Income	1,082	1,082	125,000	123,918	99.1%	947
TOTAL INCOME	3,152	3,152	214,000	210,848	98.5%	2,490
Cost of Goods Sold						
C.O.G.S. - Rangers	0	0	3,600	3,600	100.0%	71
TOTAL COST OF SALES	0	0	3,600	3,600	100.0%	71
OPERATING EXPENSES						
Salaries & Wages-Rgrs	26,873	26,873	515,000	488,127	94.8%	37,210
Payroll Tax - Rangers	2,096	2,096	51,500	49,405	95.9%	3,060
Workman's Comp-Rangers	0	0	10,300	10,300	100.0%	0
Group Health & Life Ranger	8,549	8,549	110,000	101,451	92.2%	6,367
Pension Expense-Rangers	0	0	23,588	23,588	100.0%	0
Uniforms-Rangers	0	0	4,000	4,000	100.0%	75
R/M Equip - Rangers	9	9	16,000	15,991	99.9%	2,673
Equip Replace- Rangers	0	0	2,500	2,500	100.0%	348
Fire Equip	0	0	1,000	1,000	100.0%	0
Supplies - Rangers	192	192	12,000	11,808	98.4%	3,259
First Aid Supplies	0	0	1,500	1,500	100.0%	0
Miscellaneous - Rangers	0	0	0	0	0.0%	0
Mag Card Expense	0	0	7,500	7,500	100.0%	0
Meal Expense -Rangers	0	0	500	500	100.0%	0
Utilities - Rangers	722	722	7,000	6,278	89.7%	569
Telephone - Rangers	135	135	5,000	4,865	97.3%	123
Auto Expense - Rangers	649	649	12,000	11,351	94.6%	548
Seminars -Rangers	260	260	18,000	17,740	98.6%	0
License-Rangers	0	0	1,000	1,000	100.0%	0
Postage-Rangers	0	0	50	50	100.0%	0
Printing Expense-Rangers	0	0	2,000	2,000	100.0%	0
TOTAL OPERATING EXPENSES	39,485	39,485	800,438	760,953	95.1%	54,232
NET PROFIT or (LOSS)	(36,333)	(36,333)	(590,038)	(553,705)	93.8%	(51,813)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
RECREATION

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Recreation Income	172	172	35,000	34,828	99.5%	(140)
Recreation Taxable Income	0	0	1,500	1,500	100.0%	135
Happy Shack Taxable Income	226	226	35,000	34,774	99.4%	823
Happy Shack Non-Taxable Income	0	0	5,000	5,000	100.0%	0
Adult Programs Income	0	0	0	0		0
TOTAL INCOME	398	398	76,500	76,102	99.5%	818
Cost of Goods Sold						
C.O.G.S. - Recreation	0	0	15,000	15,000	100.0%	36
C.O.G.S. - Happy Shack	0	0	2,500	2,500	100.0%	0
TOTAL COST OF SALES	0	0	17,500	17,500	100.0%	36
OPERATING EXPENSES						
Salaries & Wages-Recreation	833	833	137,000	136,167	99.4%	0
Payroll Tax - Recreation	66	66	17,500	17,434	99.6%	0
Workman's Comp-Recreation	0	0	3,900	3,900	100.0%	0
Uniforms-Recreation	0	0	1,000	1,000	100.0%	0
R/M Equip - Recreation	0	0	3,500	3,500	100.0%	18
Equip Replace- Recreation	0	0	5,000	5,000	100.0%	0
Supplies - Recreation	376	376	13,500	13,124	97.2%	0
Supplies - Happy Shack	0	0	2,000	2,000	100.0%	0
Trophies Expense	0	0	1,500	1,500	100.0%	0
Miscellaneous - Recreation	515	515	500	(15)	-2.9%	0
Social Activities	(376)	(376)	30,000	30,376	101.3%	144
Adult Programs Expense	0	0	0	0	0.0%	0
Meals Expense - Recreation	0	0	1,000	1,000	100.0%	0
Ground Improvement- Recreation	0	0	1,000	1,000	100.0%	0
Utilities - Recreation	3,060	3,060	27,500	24,440	88.9%	4,385
Telephone - Recreation	188	188	2,800	2,612	93.3%	60
Auto Expense - Recreation	0	0	500	500	100.0%	0
TOTAL OPERATING EXPENSES	4,662	4,662	248,200	243,538	98.1%	4,607
NET PROFIT or (LOSS)	(4,264)	(4,264)	(189,200)	(184,936)	97.7%	(3,825)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
RESORT SERVICES

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Dues Income	2,531,520	2,531,520	2,527,401	(4,119)	-0.2%	2,470,496
Service Charges	14,699	14,699	50,000	35,301	70.6%	12,913
Golf Course Assess Income	324,000	324,000	322,650	(1,350)	-0.4%	322,800
Cable/Wi Fi Income	293,952	293,952	456,000	162,048	35.5%	278,577
Member Electric	904	904	470,000	469,096	99.8%	887
Lake Development	0	0	104,000	104,000	100.0%	0
Sr Adult Act Nt Income	0	0	0	0		0
TOTAL INCOME	3,165,075	3,165,075	3,930,051	764,976	19.5%	3,085,673
OPERATING EXPENSES						
Sr Adult Act Expense	0	0	0	0		0
Golf Course Assess Expense	0	0	320,400	320,400	100.0%	0
Meals Expense - Resort Services	0	0	5,000	5,000	100.0%	8
Cable/Wi Fi Expense	5,592	5,592	350,000	344,408	98.4%	27,652
Lake Maintenance	28,500	28,500	75,000	46,500	62.0%	0
Utilities - Resort Services	81,533	81,533	610,000	528,467	86.6%	70,464
License - Resort Services	3,355	3,355	10,000	6,645	66.5%	3,407
General Ins. - Resort Services	0	0	135,000	135,000	100.0%	2,673
Personnel Expense	0	0	12,000	12,000	100.0%	925
Professional Services	6,073	6,073	150,000	143,927	96.0%	2,511
Credit Card & Bank Fees	3,878	3,878	40,000	36,122	90.3%	4,329
Board of Directors Expense	0	0	3,000	3,000	100.0%	0
Property Tax Expense	0	0	310,000	310,000	100.0%	0
Depreciation	49,986	49,986	590,000	540,014	91.5%	35,966
Bad Debt Expense	0	0	8,000	8,000	100.0%	0
TOTAL OPERATING EXPENSES	178,917	178,917	2,618,400	2,439,483	93.2%	147,935
OPERATING PROFIT (LOSS)	2,986,157	2,986,157	1,311,651	(1,674,506)	-127.7%	2,937,738
OTHER INCOME (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	0.0%	0
Real Gain (Loss) Investments	0	0	0	0	0.0%	250
Unreal Gain (Loss) Investments	(10,510)	(10,510)	0	10,510	0.0%	(3,874)
Dividend/Interest Income	3,294	3,294	20,000	16,706	83.5%	3,713
Interest Income	1,834	1,834	8,000	6,166	77.1%	707
Reserves Interest Income	647	647	1,000	353	35.3%	612
TOTAL OTHER INCOME (EXPENSE)	(4,736)	(4,736)	29,000	33,736	116.3%	1,408
NET PROFIT or (LOSS)	2,981,422	2,981,422	1,340,651	(1,640,771)	-122.4%	2,939,146

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
LEASE OPERATIONS

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Food Truck Income	0	0	3,500	3,500	1	0
Country Store and Coffee Shop Lease Income	0	0	11,750	11,750	100.0%	1,600
Beauty Shop Lease Income	0	0	2,250	2,250	0.0%	(41)
Icecream Lease Income	0	0	11,500	11,500	100.0%	(231)
TOTAL INCOME	0	0	29,000	29,000	100.0%	1,294
OPERATING EXPENSES						
R/M Equip-Country Store	0	0	200	200	100.0%	0
Utilities - Beauty Shop	0	0	0	0	0.0%	0
Utilities - Icecream	0	0	6,380	6,380	100.0%	0
Utilities - Coffee Shop	0	0	2,500	2,500	100.0%	0
Utilities - Country Store	0	0	5,000	5,000	100.0%	0
TOTAL OPERATING EXPENSES	0	0	14,080	14,080	100.0%	0
NET PROFIT or (LOSS)	0	0	14,920	14,920	100.0%	1,294

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
PARK & GARDEN

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Park & Garden Non-Taxable	0	0	55,000	55,000	100.0%	(40)
Park & Garden Taxable	0	0	115,000	115,000	100.0%	0
Propane Income	0	0	10,250	10,250	100.0%	0
Delivery Fees	0	0	16,500	16,500	100.0%	0
TOTAL INCOME	0	0	196,750	196,750	100.0%	(40)
Cost of Goods Sold						
C.O.G.S. - Park & Garden	(751)	(751)	120,000	120,751	100.6%	(414)
TOTAL COST OF SALES	(751)	(751)	120,000	120,751	100.6%	(414)
OPERATING EXPENSES						
Salaries & Wages-Park & Garden	567	567	33,000	32,433	98.3%	1,036
Payroll Tax - Park & Garden	46	46	4,076	4,030	98.9%	81
Workman's Comp-Park & Garden	0	0	396	396	100.0%	0
R/M Equip - Park & Garden	9	9	3,000	2,991	99.7%	0
Supplies - Park & Garden	0	0	3,000	3,000	100.0%	0
Miscellaneous - Park & Garden	0	0	0	0	#DIV/0!	0
Propane Expense	0	0	3,000	3,000	100.0%	0
Utilities - Park & Garden	406	406	2,000	1,594	79.7%	328
Telephone - Park & Garden	0	0	1,000	1,000	100.0%	0
Auto Expense - Park & Garden	7	7	1,500	1,493	99.5%	12
License - Park & Garden	0	0	50	50	100.0%	0
TOTAL OPERATING EXPENSES	1,035	1,035	51,022	49,987	98.0%	1,457
NET PROFIT or (LOSS)	(284)	(284)	25,728	26,012	101.1%	(1,083)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
RENTALS AT SANDY PINES
Paddles, Pedals & Carts

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Rental Non-Taxable (Watercraft/Bike)	100	100	6,000	5,900	98.3%	0
Rental Taxable Income	0	0	300	300	0.0%	0
Golf Cart Rental	0	0	200,000	200,000	100.0%	225
Marina Fuel	0	0	24,500	24,500	100.0%	0
TOTAL INCOME	100	100	230,800	230,700	100.0%	225
Cost of Goods Sold						
C.O.G.S. - Lease Golf Carts/ Bicycle Purchase	0	0	1,000	88,500	0.0%	0
TOTAL COST OF SALES	0	0	1,000	88,500	0.0%	0
OPERATING EXPENSES						
Salaries & Wages-Golf Cart Rentals	0	0	25,500	25,500	100.0%	0
Payroll Tax - Golf Cart Rentals	0	0	2,907	2,907	100.0%	0
Workman's Comp-Golf Cart Rentals	0	0	288	288	100.0%	0
Equipment Lease - Golf Cart Rentals	2,296	2,296	1,000	(1,296)	0.0%	(1,059)
R/M Equip - Golf Cart Rentals	0	0	96,600	96,600	0.0%	0
Supplies - Golf Cart Rentals	2	2	500	1,000	99.5%	0
Insurance - Golf Cart Rentals	0	0	750	750	100.0%	0
Miscellaneous - Golf Cart Rentals	0	0	0	0	0.0%	0
Marina Fuel Expense	0	0	16,786	16,786	100.0%	0
Utilities - Golf Cart Rentals	135	135	750	500	82.0%	109
Telephone - Golf Cart Rentals	0	0	400	300	100.0%	0
Auto Expense - Golf Cart Rentals	0	0	150	150	0.0%	0
License - Golf Cart Rentals	0	0	250	250	100.0%	0
Repair to Golf Carts	0	0	5,000	8,500	100.0%	8
TOTAL OPERATING EXPENSES	2,434	2,434	150,881	152,235	98.4%	(942)
NET PROFIT or (LOSS)	(2,334)	(2,334)	78,919	(10,035)	103.0%	1,167

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
RETAIL CENTER

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Gasoline Income	2,303	2,303	41,000	41,000	94.4%	1,263
Car Wash Income	218	218	2,000	2,000	89.1%	190
Laundry Income	0	0	29,000	29,000	100.0%	2,170
Bull Pen Storage Income	1,070	1,070	20,000	30,000	94.7%	220
TOTAL INCOME	3,591	3,591	92,000	102,000	96.1%	3,518
OPERATING EXPENSES						
R/M Equip - Retail Center	0	0	1,500	3,000	100.0%	0
Supplies - Retail Center	0	0	0	0	#DIV/0!	0
Gasoline Expense	2,704	2,704	35,000	45,000	92.3%	1,074
Maintenance Expense - Retail Center	0	0	0	0	0.0%	0
Utilities - Retail Center	2,533	2,533	12,000	9,000	78.9%	2,169
TOTAL OPERATING EXPENSES	5,236	5,236	48,500	57,000	89.2%	3,243
NET PROFIT or (LOSS)	(1,645)	(1,645)	43,500	45,000	103.8%	275

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2018
SALES/HOSPITALITY

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Sales Deposits	0	0	0	0	0.0%	0
Sale of S.P. Sites - Sales	0	0	0	0	#DIV/0!	0
Commission Income - Sales	19,613	19,613	300,000	280,388	93.5%	0
Transfer Fee Income	5,950	5,950	110,000	104,050	94.6%	6,550
Sale of Retired Sites	1,500	1,500	1,500	0	0.0%	0
Seasonal Camping	3,200	3,200	25,000	21,800	87.2%	4,500
Site Rental Income	27,705	27,705	300,000	272,295	90.8%	22,022
Promotion Income	0	0	0	0	0.0%	0
TOTAL INCOME	57,968	57,968	736,500	678,532	92.1%	33,072
OPERATING EXPENSES						
Salaries & Wages-Sales	11,586	11,586	200,000	188,414	94.2%	6,308
Payroll Tax - Sales	862	862	15,600	14,738	94.5%	241
Workman's Comp-Sales	0	0	325	325	100.0%	0
Group Health & Life - Sales	1,251	1,251	17,500	16,249	92.9%	1,459
Pension Expense-Sales	0	0	500	500	100.0%	0
R/M Equip - Sales	0	0	1,500	1,500	100.0%	10
Equip Replace- Sales	0	0	500	500	100.0%	0
Supplies - Sales	271	271	6,000	5,729	95.5%	310
Promotions	130	130	2,500	2,370	94.8%	30
Rental Expense/Hospitality	759	759	45,000	44,241	98.3%	(310)
Show Promotions - Sales	0	0	0	0	0.0%	0
Meals Expense - Sales	0	0	200	200	100.0%	0
Telephone - Sales	0	0	2,000	2,000	100.0%	0
Auto Expense - Sales	57	57	750	693	92.4%	0
Seminars - Sales	0	0	0	0	0.0%	0
Marketing/Advertising Expense - Sales	1,700	1,700	46,000	44,300	96.3%	1,588
Referrals Expense - Sales	(200)	(200)	5,000	5,200	104.0%	0
TOTAL OPERATING EXPENSES	16,416	16,416	343,375	326,959	95.2%	9,636
NET PROFIT or (LOSS)	41,552	41,552	393,125	351,573	89.4%	23,436