

**Nature Pointe**  
**Profit & Loss Budget vs. Actual**  
January through December 2013

	<u>Jan - Dec 13</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Income</b>				
4000 · HOA Dues	71,430.00	72,900.00	(1,470.00)	97.98%
4150 · Late fees from dues	2,750.00	2,100.00	650.00	130.95%
4175 · Remote Controls - Gate Access	250.00	100.00	150.00	250.0%
4300 · Event Revenue				
4200 · HOA Member Events				
4201 · Weddings	1,582.15	3,750.00	(2,167.85)	42.19%
4200 · HOA Member Events - Other	2,545.87	1,100.00	1,445.87	231.44%
<b>Total 4200 · HOA Member Events</b>	<u>4,128.02</u>	<u>4,850.00</u>	<u>(721.98)</u>	<u>85.11%</u>
4299 · Event Equipment Rental	3,426.60	5,000.00	(1,573.40)	68.53%
4301 · OSUG Weddings	246,272.29	192,000.00	54,272.29	128.27%
4303 · OSUG Corporate Events	1,514.08			
4300 · Event Revenue - Other	0.00	0.00	0.00	0.0%
<b>Total 4300 · Event Revenue</b>	<u>255,340.99</u>	<u>201,850.00</u>	<u>53,490.99</u>	<u>126.5%</u>
4400 · Plan Review charges	600.00	600.00	0.00	100.0%
4500 · Apartment Rent Income				
4501 · CH Apartment Rent Income	7,967.74			
4502 · Shop Apartment Rent income	5,550.00	6,600.00	(1,050.00)	84.09%
<b>Total 4500 · Apartment Rent Income</b>	<u>13,517.74</u>	<u>6,600.00</u>	<u>6,917.74</u>	<u>204.81%</u>
4700 · Interest Income	41.59	50.00	(8.41)	83.18%
4800 · HOA Fund Raising Events	142.00			
4900 · Miscellaneous Income	293.10			
4990 · Uncategorized Income	0.00			
<b>Total Income</b>	<u>344,365.42</u>	<u>284,200.00</u>	<u>60,165.42</u>	<u>121.17%</u>
<b>Gross Profit</b>	344,365.42	284,200.00	60,165.42	121.17%
<b>Expense</b>				
6000 · Staffing Expenses				
<b>Total 6000 · Staffing Expenses</b>	74,031.65	78,794.14	(4,762.49)	93.96%
6050 · Event Contract Labor				
6060 · Event Planner Contractor	23,492.86	19,000.00	4,492.86	123.65%
6070 · Event Contractors	23,829.46	21,100.00	2,729.46	112.94%
<b>Total 6050 · Event Contract Labor</b>	<u>47,322.32</u>	<u>40,100.00</u>	<u>7,222.32</u>	<u>118.01%</u>
6100 · Contract Services				
6110 · Legal Services	5,714.80	5,000.00	714.80	114.3%
6125 · Accounting/Bookkeeping Services	4,023.16	7,180.00	(3,156.84)	56.03%
<b>Total 6100 · Contract Services</b>	<u>9,737.96</u>	<u>12,180.00</u>	<u>(2,442.04)</u>	<u>79.95%</u>

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<b>6200 - Building/Grounds Expenses</b>				
6203 - Security - Gate & Building	2,357.75	500.00	1,857.75	471.55%
6205 - Snow Plow - Snow Removal	2,250.09	3,500.00	(1,249.91)	64.29%
6210 - Building Repairs & Maint.Svcs	9,832.63	7,800.00	2,032.63	126.06%
6215 - Building Maintenance Supplies				
6216 - Swimming Pool & Spa Supplies	3,553.84	1,900.00	1,653.84	187.04%
6217 - Swimming Pool/Spa/Sauna Equip.	5,117.76	4,000.00	1,117.76	127.94%
6218 - Clubhouse Supplies	7,679.96	9,000.00	(1,320.04)	85.33%
6219 - Landscaping/Labor	3,378.65	3,800.00	(421.35)	88.91%
6215 - Building Maintenance Supplies - Other	1,010.39	700.00	310.39	144.34%
<b>Total 6215 - Building Maintenance Supplies</b>	<u>20,740.60</u>	<u>19,400.00</u>	<u>1,340.60</u>	<u>106.91%</u>
6220 - Bldg Small Equip. & Furnishings	2,739.76	3,700.00	(960.24)	74.05%
6225 - Equip. Repairs/Maint.	1,412.78	1,700.00	(287.22)	83.11%
6250 - Utilities				
6251 - Electricity	18,067.14	16,500.00	1,567.14	109.5%
6252 - Propane	15,275.20	14,000.00	1,275.20	109.11%
6253 - Water	5,479.25	8,500.00	(3,020.75)	64.46%
6254 - XM Serius Stereo	799.80	800.00	(0.20)	99.98%
6255 - Satellite TV	1,726.39	1,530.00	196.39	112.84%
6256 - Trash Service	1,270.46	800.00	470.46	158.81%
6257 - Phone & DSL & Cell Phones	4,503.84	4,500.00	3.84	100.09%
<b>Total 6250 - Utilities</b>	<u>47,122.08</u>	<u>46,630.00</u>	<u>492.08</u>	<u>101.06%</u>
6260 - Grounds Maint. Services	7,842.94	1,200.00	6,642.94	653.58%
6270 - Grounds Maint. Supplies	2,172.24	1,500.00	672.24	144.82%
6280 - Grounds Small Equipment	109.00	350.00	(241.00)	31.14%
6200 - Building/Grounds Expenses - Other	901.90	750.00	151.90	120.25%
<b>Total 6200 - Building/Grounds Expenses</b>	<u>97,481.77</u>	<u>87,030.00</u>	<u>10,451.77</u>	<u>112.01%</u>
<b>6300 - Office Expenses</b>				
6310 - Postage, Mailing Service	245.81	200.00	45.81	122.91%
6315 - Printing and Copying	540.97	350.00	190.97	154.56%
6325 - Supplies	1,226.95	1,000.00	226.95	122.7%
6335 - Small Office Equip/Furnishings	94.67	250.00	(155.33)	37.87%
6340 - Equipment Repairs/Maintenance	(18.87)	50.00	(68.87)	(37.74%)
6345 - Software	974.62	1,050.00	(75.38)	92.82%
6350 - Miscellaneous Expenses	173.92	50.00	123.92	347.84%
6300 - Office Expenses - Other	181.81	150.00	31.81	121.21%
<b>Total 6300 - Office Expenses</b>	<u>3,419.88</u>	<u>3,100.00</u>	<u>319.88</u>	<u>110.32%</u>

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<b>6400 - General Business Expenses</b>				
<b>6405 - Licenses and Permits</b>	160.00	100.00	60.00	160.0%
<b>6410 - Advertising /Marketing Expenses</b>	9,015.09	6,720.00	2,295.09	134.15%
<b>6420 - Insurance</b>	7,802.35	6,800.00	1,002.35	114.74%
<b>6450 - Bank Service Fees</b>	72.50	50.00	22.50	145.0%
<b>6460 - Depreciation Expense</b>	271.00	150.00	121.00	180.67%
<b>6480 - Tax - Income Taxes</b>				
<b>6481 - NM State Income Tax Payments</b>	2,341.00	2,350.00	(9.00)	99.62%
<b>6482 - Federal Income Tax Payments</b>	8,866.00	8,900.00	(34.00)	99.62%
<b>Total 6480 - Tax - Income Taxes</b>	<u>11,207.00</u>	<u>11,250.00</u>	<u>(43.00)</u>	<u>99.62%</u>
<b>6490 - Bad Debt</b>	8,399.19	8,400.00	(0.81)	99.99%
<b>Total 6400 - General Business Expenses</b>	<u>36,927.13</u>	<u>33,470.00</u>	<u>3,457.13</u>	<u>110.33%</u>
<b>6500 - HOA Event Expenses</b>	6,180.98	5,000.00	1,180.98	123.62%
<b>6600 - OSUG Event Expenses</b>	16,588.62	11,500.00	5,088.62	144.25%
<b>66900 - Reconciliation Discrepancies</b>	0.05			
<b>7000 - Reserve Account Expenses</b>	0.00	10,000.00	(10,000.00)	0.0%
<b>Total Expense</b>	<u>291,690.36</u>	<u>281,174.14</u>	<u>10,516.22</u>	<u>103.74%</u>
<b>Net Income</b>	<u><u>52,675.06</u></u>	<u><u>3,025.86</u></u>	<u><u>49,649.20</u></u>	<u><u>1,740.83%</u></u>