

ACLPOA TREASURER'S NARRATIVE
Based on Preliminary December, 2017 Results

To: ACLPOA Board of Directors

December Revenues were \$185,676.

Year-to-Date (YTD) Revenues were \$2,939,403 and were under budget \$51,795.

Revenue lines showing deviations greater than \$5,000 from budget were:

| Budget Line (Revenues) | YTD Actual | Over (Under) Budget |
|-------------------------------|-------------------|----------------------------|
| Marina Concessions | \$188,999 | \$(69,501) |
| Advertising Income | \$107,373 | \$(9,207) |
| Golf Fees | \$114,865 | \$(8,275) |
| Boat Rentals | \$26,654 | \$(6,046) |
| Delinquent Dues Fees | \$17,025 | \$(5,350) |
| Pro Shop Food and Beverage | \$182,057 | \$26,240 |

December Operating Expenses were \$265,431.

Year-to-Date (YTD) Operating Expenses were \$2,937,398 and were under budget \$52,774.

Expense lines showing deviations greater than \$5,000 from budget were:

| Budget Line (Expenses) | YTD Actual | Over (Under) Budget |
|-------------------------------|-------------------|----------------------------|
| Flood event of 7/22/17 | \$71,385 | \$71,385 |
| Employee Fringes | \$196,634 | \$34,378 |
| Food and Beverage | \$75,916 | \$19,566 |
| Gas and Oil | \$52,728 | \$16,128 |
| Legal Fees | \$52,986 | \$15,986 |
| Accounting Services | \$41,342 | \$9,342 |
| General Supplies | \$26,924 | \$7,674 |
| Software and Hardware | \$44,076 | \$6,960 |
| Gift Certificates Donated | \$7,746 | \$6,246 |
| Boat Rental | \$415 | \$(5,185) |
| Property Taxes | \$39,097 | \$(5,703) |
| Maintenance - Vehicles | \$6,445 | \$(6,055) |
| Special Projects | \$60,734 | \$(6,266) |
| Postage | \$9,771 | \$(10,229) |
| Maintenance - Grounds | \$78,595 | \$(11,155) |
| Utilities | \$120,222 | \$(17,978) |
| Insurance | \$101,979 | \$(27,456) |
| Total Wages (includes taxes) | \$1,364,103 | \$(28,816) |
| Land and Lake | \$12,409 | \$(31,691) |
| Contract Labor | \$29,813 | \$(32,072) |
| Resale Supplies | \$125,520 | \$(53,480) |

The above activity resulted in YTD Operating Revenues greater than Operating Expenses by \$2,005 which was over budget by \$979.

R&R expenditures for December were \$62,189, for Shoreline Rip Rap, Erosion control, GPS unit, Cove HVAC study, Pathways to boat slips, and boat slip replacement.

Year-to-Date (YTD) R&R expenditures were \$435,134.

Submitted by: Gary Hannon, Treasurer

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