

**SANDY PINES
WILDERNESS
TRAILS, INC.**

**FINANCIAL
STATEMENTS**

**For the Two Months Ended
November 30, 2022**

**PREPARED BY MANAGEMENT
UNCONSOLIDATED
APPROVED**

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
November 30, 2022

	<u>Current Year</u>	<u>Last Year</u>
CURRENT ASSETS		
Operations Cash	7,144,103	5,589,185
Asset Replacement Cash	28	349,376
Sr Adult Activities Cash	3,858	3,858
Petty Cash	13,223	12,073
Charles Schwab Investment	1,660,933	1,870,360
Lake Monterey Gc Investment	376,000	376,000
Sp Development Investment	(1,783)	25
Member Accounts Receivable	716,664	362,297
Allowance for Bad Debt	(3,876)	(3,864)
Other Receivables	41,105	1,091,349
Sp Golf Course A/R	0	0
Ph6 Golf Course A/R	480,825	555,825
Lake Monterey A/R	2,376	840
Membership Contracts A/R	2,386	4,586
Prepaid Insurance	52,559	62,362
Inventory	107,741	88,626
TOTAL CURRENT ASSETS	<u>10,596,143</u>	<u>10,362,897</u>
FIXED ASSETS		
Equipment	2,916,158	2,668,615
Retail Equipment	200,317	200,317
Buildings	9,877,176	9,816,152
Vehicles	753,465	753,465
Land	8,141,231	8,141,231
Land Improvements	9,327,948	7,822,622
Phase 6 Project	1,192,291	1,192,291
Acquisitions - Land Improvements	75,629	143,819
Acquisitions - Equipment	86,842	91,743
Acquisitions - Buildings	21,308	11,624
Acquisitions -Grant Funded	0	0
Accumulated Depreciation	(14,246,867)	(13,809,026)
TOTAL FIXED ASSETS	<u>18,345,498</u>	<u>17,032,853</u>
TOTAL ASSETS	<u><u>28,941,641</u></u>	<u><u>27,395,750</u></u>

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
November 30, 2022

	Current Year	Last Year
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Accounts Payable Trade	68,721	578,587
Sales of LMGC AR to SPWT	12,513	12,513
Gift Certificates Redeemable	993	790
Prepaid Dues, Assessments, Charges	0	0
State Unit Tax Payable	46,607	36,048
Accrued Payroll, Taxes, Benefits	103,227	9,711
401K Withholding	3,238	0
Sales Tax Payable	(9,233)	(7,177)
Income Tax Payable	(8,946)	(25,000)
TOTAL CURRENT LIABILITIES	217,121	605,472
TOTAL LIABILITIES	217,121	605,472
EQUITY		
Annual Add'l Equity	1,729,600	1,269,939
Condo Add'l Equity	0	2,262
Unrestricted Equity	10,171,420	6,876,379
Unrestricted Add'l Equity	12,996,568	15,670,984
Net Revenues (Expenses)	3,826,932	2,970,714
TOTAL EQUITY	28,724,521	26,790,278
TOTAL LIABILITIES & EQUITY	28,941,641	27,395,750

Sandy Pines Wilderness Trails, Inc.
CONSOLIDATED YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Sales/Hospitality Income	42,423	198,679	1,076,500	(877,821)	-81.5%	243,295
Member Service Income	5,636	9,230	301,500	(292,270)	-96.9%	9,558
Maintenance Income	132	18,938	476,600	(457,662)	-96.0%	21,581
Public Safety Income	2,145	4,952	288,000	(283,048)	-98.3%	7,115
Recreation Income	210	24	85,500	(85,476)	-100.0%	134
Resort Service Income	15,732	4,267,165	5,128,909	(861,744)	-16.8%	3,360,284
Park & Garden Income	(60)	902	265,000	(264,098)	-99.7%	2,842
Rentals at Sandy Pines	8,013	22,797	275,300	(252,503)	-91.7%	7,502
Retail Center Income	4,744	12,968	109,500	(96,532)	-88.2%	9,328
Lease Operations Income	408	0	45,550	(45,550)	-100.0%	5,260
TOTAL INCOME	79,383	4,535,655	8,052,359	(3,516,704)	-43.7%	3,666,898
C.O.G.S. - Public Safety						
	0	0	4,000	4,000	100.0%	0
C.O.G.S. - Recreation						
	0	0	34,500	34,500	100.0%	246
C.O.G.S. - Park & Garden						
	2,073	5,554	170,000	164,446	96.7%	1,624
C.O.G.S. - Rentals at Sandy Pines						
	0	0	500	500	100.0%	3
C.O.G.S. - Sales						
	0	0	0	0	#DIV/0!	0
TOTAL COST OF SALES	2,169	6,030	210,000	203,970	97.1%	1,998
OPERATING EXPENSES						
Salaries and Wages	135,516	206,900	2,584,000	2,377,100	92.0%	217,128
Payroll Taxes & Benefits	53,798	81,240	659,665	578,425	87.7%	81,418
Equipment Expenses	22,095	29,265	209,750	180,485	86.0%	10,932
Supplies	9,967	15,648	100,000	84,352	84.4%	14,561
Miscellaneous	118	1,362	6,000	4,638	77.3%	5,545
Other Operating Expense	58,499	95,172	1,407,158	1,311,986	93.2%	83,546
Repair & Maintenance Expense	51,510	75,345	642,500	567,155	88.3%	107,879
Utilities	26,607	87,049	866,850	779,801	90.0%	39,581
Auto Expense	1,969	2,305	42,250	39,945	94.5%	6,548
General Expense	19,693	50,739	468,350	417,611	89.2%	41,918
Property Tax Expense	0	0	450,000	450,000	100.0%	0
Depreciation	44,453	88,906	617,500	528,594	85.6%	71,932
Bad Debt Expense	0	0	8,000	8,000	100.0%	0
Income Tax Expense	0	0	25,000	25,000	100.0%	6,390
TOTAL OPERATING EXPENSES	424,225	733,933	8,087,023	7,353,090	90.9%	687,378
OPERATING PROFIT (LOSS)	(347,011)	3,795,691	(244,664)	4,040,355	-1651.4%	2,977,522
OTHER INCOME & (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	#DIV/0!	0
Real Gain (Loss) Investments	0	0	0	0	#DIV/0!	0
Unrealized Gain (Loss) Investments	39,709	20,650	0	20,650	#DIV/0!	(15,129)
Dividend/Interest Income	5,417	5,498	35,000	(29,502)	-84.3%	7,892
Interest Income	2,912	5,092	10,000	(4,908)	-49.1%	421
Reserves Interest Income	0	0	5,000	(5,000)	-100.0%	8
Contract Interest Income	0	0	1,250	(1,250)	-100.0%	0
TOTAL OTHER INCOME (EXP)	48,038	31,240	51,250	(20,010)	-39.0%	(6,808)
Net Income	(298,973)	3,826,932	(193,414)	4,020,346	-2078.6%	2,970,714

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
ADMINISTRATION

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Merchandise Sales	90	180	5,000	(4,820)	-96.4%	0
Management Fees	0	0	12,000	(12,000)	-100.0%	0
Inspection Income	900	1,540	85,000	(83,460)	-98.2%	4,130
Dock Income	0	0	50,000	(50,000)	-100.0%	0
Facility Rental Income	100	785	10,000	(9,215)	-92.2%	90
Sticker Income	0	43	60,000	(59,957)	-99.9%	0
Flea Market Income	0	0	20,000	(20,000)	-100.0%	1,380
Member Service Income	25	104	9,500	(9,396)	-98.9%	79
Newsletter Ad Income	0	0	25,000	(25,000)	-100.0%	0
Misc. Income - Administration	4,521	6,578	25,000	(18,422)	-73.7%	3,879
TOTAL INCOME	5,636	9,230	301,500	(292,270)	-96.9%	9,558
Cost of Goods Sold						
C.O.G.S. - Admin	96	476	1,000	524	52.4%	125
TOTAL COST OF SALES	96	476	1,000	524	52.4%	125
OPERATING EXPENSES						
Salaries & Wages-Admin	37,318	52,983	555,000	502,017	90.5%	58,222
Payroll Tax - Administration	2,467	3,614	43,000	39,386	91.6%	4,339
Workman's Comp-Administration	0	0	725	725	100.0%	0
Group Health & Life Admin	5,617	8,450	60,000	51,550	85.9%	14,921
Pension Expense-Administration	1,642	4,941	18,100	13,159	72.7%	3,840
R/M Equip - Admin	441	2,201	4,500	2,299	51.1%	767
Equip. Lease - Administration	1,272	1,872	11,250	9,378	83.4%	2,121
Supplies - Administration	1,132	1,656	16,500	14,844	90.0%	4,993
Miscellaneous - Administration	71	1,315	2,500	1,185	47.4%	124
Inspection Expense	0	254	3,000	2,746	91.5%	1,058
Tree Removal Expense	8,150	8,150	22,000	13,850	63.0%	0
Dock Expense	0	0	1,500	1,500	100.0%	0
Sticker Expense	0	319	6,500	6,181	95.1%	0
Meal Expense -Admin	64	131	1,000	869	86.9%	39
Newsletter Expense	1,256	2,757	21,500	18,743	87.2%	3,681
Member Service Expense	0	0	0	0	#DIV/0!	0
Utilities - Administration	262	790	8,000	7,210	90.1%	1,689
Telephone - Administration	287	578	4,000	3,422	85.5%	547
Auto Expense - Administration	0	0	750	750	100.0%	(71)
Seminars - Administration	0	0	2,000	2,000	100.0%	0
Postage - Administration	0	750	8,000	7,250	90.6%	1,525
Printing Expense - Admin	0	0	500	500	100.0%	0
TOTAL OPERATING EXPENSES	59,981	90,761	790,325	699,564	88.5%	97,795
OPERATING PROFIT (LOSS)	(54,441)	(82,007)	(489,825)	407,818	-83.3%	(88,363)
OTHER INCOME & (EXPENSE)						
Contract Interest Income	0	0	1,250	(1,250)	-100.0%	0
TOTAL OTHER INCOME (EXP)	0	0	1,250	1,250	100.0%	0
NET PROFIT or (LOSS)	(54,441)	(82,007)	(488,575)	409,068	-83.7%	(88,363)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
MAINTENANCE

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Maintenance Income	175	6,815	66,600	(59,785)	-89.8%	8,570
Holding Tank Income	(42)	12,123	410,000	(397,877)	-97.0%	13,011
TOTAL INCOME	<u>133</u>	<u>18,938</u>	<u>476,600</u>	<u>(457,662)</u>	<u>-96.0%</u>	<u>21,581</u>
OPERATING EXPENSES						
Salaries & Wages	42,578	62,145	725,000	662,855	91.4%	68,609
Payroll Tax - Maintenance	3,003	4,346	56,900	52,554	92.4%	4,802
Workman's Comp-Maintenance	0	0	18,000	18,000	100.0%	0
Group Health & Life Maint	17,649	24,887	120,000	95,113	79.3%	20,420
Pension Expense-Maintenance	1,846	4,047	35,000	30,953	88.4%	4,064
Uniforms-Maintenance	0	0	2,000	2,000	100.0%	0
R/M Equip - Maintenance	2,342	4,906	43,000	38,094	88.6%	4,923
Equip. Replace-Maintenance	0	148	10,000	9,852	98.5%	1,301
Equip. Rental-Maintenance	0	0	2,000	2,000	100.0%	0
C.C. Supplies	8,064	9,040	38,000	28,960	76.2%	1,132
Miscellaneous-Maintenance	0	0	1,000	1,000	100.0%	0
Maint Service Expense	0	0	14,000	14,000	100.0%	2,640
Meals Expense-Maintenance	0	0	600	600	100.0%	573
Repair/Maint.-Supplies	667	1,546	24,000	22,454	93.6%	1,600
Repair/Maint.-Roads	0	0	46,000	46,000	100.0%	0
Repair/Maint.-Electric	0	270	18,000	17,730	98.5%	2,096
Repair/Maint.-Heating	0	1,105	18,000	16,895	93.9%	841
Repair/Maint.-Structural	102	1,122	30,000	28,878	96.3%	3,277
Landscape Maintenance	0	0	4,000	4,000	100.0%	0
Refuse Expense	1,119	5,439	85,000	79,561	93.6%	8,202
Grounds Maintenance	49,622	65,223	275,000	209,777	76.3%	86,865
Pool Maintenance	0	0	30,000	30,000	100.0%	862
Pest Control	0	640	7,000	6,360	90.9%	650
Utilities - Maintenance	515	904	7,500	6,596	87.9%	846
Telephone -Maintenance	120	241	3,500	3,259	93.1%	238
Auto & Equipment Fuel	1,869	1,869	24,500	22,631	92.4%	3,227
Seminars-Maintenance	0	0	2,500	2,500	100.0%	0
License-Maintenance	0	0	3,000	3,000	100.0%	0
TOTAL OPERATING EXPENSES	<u>129,497</u>	<u>187,879</u>	<u>1,643,500</u>	<u>1,455,621</u>	<u>88.6%</u>	<u>217,166</u>
NET PROFIT or (LOSS)	<u>(129,364)</u>	<u>(168,941)</u>	<u>(1,166,900)</u>	<u>997,959</u>	<u>-85.5%</u>	<u>(195,585)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
PUBLIC SAFETY

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Violations	1,200	1,010	10,000	(8,990)	-89.9%	1,881
Guest Pass Income	305	1,515	110,000	(108,485)	-98.6%	2,525
Fish Contributions	0	0	500	(500)	-100.0%	0
Public Safety Taxable Sales	70	136	7,500	(7,364)	-98.2%	131
Mag Card Income	570	2,291	160,000	(157,709)	-98.6%	2,578
TOTAL INCOME	<u>2,145</u>	<u>4,952</u>	<u>288,000</u>	<u>(283,048)</u>	<u>-98.3%</u>	<u>7,115</u>
Cost of Goods Sold						
C.O.G.S. - Public Safety	0	0	4,000	4,000	100.0%	0
TOTAL COST OF SALES	<u>0</u>	<u>0</u>	<u>4,000</u>	<u>4,000</u>	<u>100.0%</u>	<u>0</u>
OPERATING EXPENSES						
Salaries & Wages-Public Safety	40,116	60,164	675,000	614,836	91.1%	63,084
Payroll Tax - Public Safety	2,964	4,392	55,000	50,608	92.0%	4,886
Workman's Comp-Public Safety	0	0	16,000	16,000	100.0%	0
Group Health & Life Public Safety	11,839	15,657	110,000	94,343	85.8%	17,284
Pension Expense-Public Safety	1,261	2,497	19,000	16,503	86.9%	2,296
Uniforms-Public Safety	0	0	4,000	4,000	100.0%	1,900
R/M Equip - Public Safety	1,306	2,993	13,000	10,007	77.0%	1,326
Equip Replace- Public Safety	0	0	5,000	5,000	100.0%	0
Fire Equip	0	0	2,000	2,000	100.0%	0
Supplies - Public Safety	613	3,803	15,000	11,197	74.6%	5,757
First Aid Supplies	0	76	4,500	4,424	98.3%	0
Miscellaneous - Public Safety	0	0	0	0	#DIV/0!	0
Mag Card Expense	0	3,877	25,000	21,123	84.5%	7,031
Meal Expense -Public Safety	47	158	750	592	79.0%	96
Utilities - Public Safety	530	946	7,000	6,054	86.5%	971
Telephone - Public Safety	379	763	5,000	4,237	84.7%	756
Auto Expense - Public Safety	0	178	14,000	13,822	98.7%	2,989
Seminars -Public Safety	202	287	15,000	14,713	98.1%	264
License-Public Safety	0	0	1,000	1,000	100.0%	0
Postage-Public Safety	0	0	50	50	100.0%	0
Printing Expense-Public Safety	0	0	1,500	1,500	100.0%	0
TOTAL OPERATING EXPENSES	<u>59,258</u>	<u>95,792</u>	<u>987,800</u>	<u>892,008</u>	<u>90.3%</u>	<u>108,640</u>
NET PROFIT or (LOSS)	<u>(57,113)</u>	<u>(90,840)</u>	<u>(703,800)</u>	<u>612,960</u>	<u>-87.1%</u>	<u>(101,525)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
RECREATION

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Recreation Income	0	(1,519)	30,000	(31,519)	-105.1%	38
Recreation Taxable Income	210	1,543	10,000	(8,457)	-84.6%	0
Happy Shack Taxable Income	0	0	40,000	(40,000)	-100.0%	96
Happy Shack Non-Taxable Income	0	0	5,500	(5,500)	-100.0%	0
TOTAL INCOME	<u>210</u>	<u>24</u>	<u>85,500</u>	<u>(85,476)</u>	<u>-100.0%</u>	<u>134</u>
Cost of Goods Sold						
C.O.G.S. - Recreation	0	0	4,500	4,500	100.0%	246
C.O.G.S. - Happy Shack	0	0	30,000	30,000	100.0%	0
TOTAL COST OF SALES	<u>0</u>	<u>0</u>	<u>34,500</u>	<u>34,500</u>	<u>100.0%</u>	<u>246</u>
OPERATING EXPENSES						
Salaries & Wages-Recreation	3,231	5,181	250,000	244,819	97.9%	1,692
Payroll Tax - Recreation	247	422	24,000	23,578	98.2%	129
Workman's Comp-Recreation	0	0	6,000	6,000	100.0%	0
Group Health/Life-Recreation	0	0	3,800	3,800	100.0%	0
Uniforms-Recreation	0	0	2,000	2,000	100.0%	0
R/M Equip - Recreation	0	411	3,000	2,589	86.3%	0
Equip Replace- Recreation	325	325	2,500	2,175	87.0%	0
Supplies - Recreation	0	63	5,000	4,937	98.7%	42
Supplies - Happy Shack	0	100	4,000	3,900	97.5%	144
Trophies Expense	0	0	2,000	2,000	100.0%	0
Miscellaneous - Recreation	0	0	1,000	1,000	100.0%	175
Social Activities	550	667	50,000	49,333	98.7%	5,379
Adult Programs Expense	0	0	0	0	#DIV/0!	0
Meals Expense - Recreation	0	0	750	750	100.0%	0
Ground Improvement- Recreation	0	0	500	500	100.0%	0
Utilities - Recreation	1,033	2,359	32,500	30,141	92.7%	2,279
Telephone - Recreation	118	419	2,500	2,081	83.3%	274
Auto Expense - Recreation	0	0	600	600	100.0%	0
TOTAL OPERATING EXPENSES	<u>5,504</u>	<u>9,947</u>	<u>390,150</u>	<u>380,203</u>	<u>97.5%</u>	<u>10,115</u>
NET PROFIT or (LOSS)	<u>(5,294)</u>	<u>(9,923)</u>	<u>(339,150)</u>	<u>329,227</u>	<u>-97.1%</u>	<u>(10,227)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
RESORT SERVICES

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Dues Income	0	2,977,074	2,976,797	277	0.0%	2,706,824
Service Charges	14,305	39,313	60,000	(20,687)	-34.5%	29,215
Golf Course Assess Income	0	324,300	324,300	0	0.0%	324,300
Cable/Wi Fi Income	1,052	922,871	933,012	(10,141)	-1.1%	295,990
Member Electric	445	3,676	550,000	(546,324)	-99.3%	4,115
Lake Development	(70)	(70)	284,800	(284,870)	-100.0%	(160)
Sr Adult Act Nt Income	0	0	0	0		0
TOTAL INCOME	15,732	4,267,165	5,128,909	(861,744)	-16.8%	3,360,284
OPERATING EXPENSES						
Sr Adult Act Expense	0	0	0	0	#DIV/0!	0
Golf Course Assess Expense	0	0	324,300	324,300	100.0%	0
Meals Expense - Resort Services	181	711	5,000	4,289	85.8%	1,069
Cable/Wi Fi Expense	40,184	61,988	830,208	768,220	92.5%	57,840
Lake Maintenance	0	0	100,000	100,000	100.0%	1,198
Utilities - Resort Services	22,273	77,787	760,000	682,213	89.8%	31,368
License - Resort Services	2,420	4,062	10,000	5,938	59.4%	4,153
General Ins. - Resort Services	948	14,308	165,000	150,692	91.3%	949
Personnel Expense	1,535	3,045	16,000	12,955	81.0%	2,963
Professional Services	14,092	25,960	168,000	142,040	84.5%	29,077
Credit Card & Bank Fees	0	0	40,000	40,000	100.0%	0
Board of Directors Expense	26	86	7,500	7,414	98.8%	284
Property Tax Expense	0	0	450,000	450,000	100.0%	0
Depreciation	44,453	88,906	617,500	528,594	85.6%	71,932
Bad Debt Expense	0	0	8,000	8,000	100.0%	0
Income Tax Expense	0	0	25,000	25,000	100.0%	6,390
TOTAL OPERATING EXPENSES	126,112	276,855	3,526,508	3,249,653	92.1%	207,224
OPERATING PROFIT (LOSS)	(110,380)	3,990,310	1,602,401	2,387,909	149.0%	3,153,060
OTHER INCOME (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	#DIV/0!	0
Real Gain (Loss) Investments	0	0	0	0	#DIV/0!	0
Unreal Gain (Loss) Investments	39,709	20,650	0	(20,650)	#DIV/0!	(15,129)
Dividend/Interest Income	5,417	5,498	35,000	29,502	84.3%	7,892
Interest Income	2,912	5,092	10,000	4,908	49.1%	421
Reserves Interest Income	0	0	5,000	5,000	100.0%	8
TOTAL OTHER INCOME (EXPENSE)	48,038	31,240	50,000	18,760	37.5%	(6,808)
NET PROFIT or (LOSS)	(62,343)	4,021,550	1,652,401	2,406,668	145.6%	3,146,252

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
LEASE OPERATIONS

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Food Truck Income	408	0	6,500	(6,500)	-100%	0
Country Store & Coffee Shop Lease Inc	0	0	23,500	(23,500)	-100%	3,381
Beauty Shop Lease Income	0	0	2,250	(2,250)	-100%	15
Icecream Lease Income	0	0	13,300	(13,300)	-100%	1,864
TOTAL INCOME	408	0	45,550	(45,550)	-100.0%	5,260
OPERATING EXPENSES						
R/M Equip-Country Store & Coffee Shop	0	0	0	0	#DIV/0!	0
Utilities - Beauty Shop	0	0	100	100	100%	0
Utilities - Icecream	0	0	6,500	6,500	100%	0
Utilities - Country Store & Coffee Shop	0	0	7,500	7,500	100%	0
TOTAL OPERATING EXPENSES	0	0	14,100	14,100	100.0%	0
NET PROFIT or (LOSS)	408	0	31,450	(31,450)	-100.0%	5,260

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
PARK & GARDEN

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Park & Garden Non-Taxable	(55)	130	75,000	(74,870)	-99.8%	202
Park & Garden Taxable	(5)	590	160,000	(159,410)	-99.6%	2,220
Propane Income	0	17	10,000	(9,983)	-99.8%	0
Delivery Fees	0	165	20,000	(19,835)	-99.2%	420
TOTAL INCOME	<u>(60)</u>	<u>902</u>	<u>265,000</u>	<u>(264,098)</u>	<u>-99.7%</u>	<u>2,842</u>
Cost of Goods Sold						
C.O.G.S. - Park & Garden	2,073	5,554	170,000	164,446	96.7%	1,624
TOTAL COST OF SALES	<u>2,073</u>	<u>5,554</u>	<u>170,000</u>	<u>164,446</u>	<u>96.7%</u>	<u>1,624</u>
OPERATING EXPENSES						
Salaries & Wages-Park & Garden	0	1,398	52,000	50,602	97.3%	2,180
Payroll Tax - Park & Garden	0	174	4,829	4,655	96.4%	193
Workman's Comp-Park & Garden	0	0	436	436	100.0%	0
R/M Equip - Park & Garden	0	0	3,500	3,500	100.0%	452
Supplies - Park & Garden	38	320	2,500	2,180	87.2%	161
Meals and Entertainment - Park & Garden	0	0	500	500	100.0%	13
Propane Expense	0	0	2,750	2,750	100.0%	0
Utilities - Park & Garden	93	207	2,750	2,543	92.5%	284
Telephone - Park & Garden	59	(61)	750	811	108.1%	121
Auto Expense - Park & Garden	100	258	1,500	1,242	82.8%	58
License - Park & Garden	0	0	50	50	100.0%	0
TOTAL OPERATING EXPENSES	<u>290</u>	<u>2,297</u>	<u>71,565</u>	<u>69,268</u>	<u>96.8%</u>	<u>3,462</u>
NET PROFIT or (LOSS)	<u>(2,422)</u>	<u>(6,949)</u>	<u>23,435</u>	<u>(30,384)</u>	<u>-129.7%</u>	<u>(2,244)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
RENTALS AT SANDY PINES
Paddles, Pedals & Carts

	<u>Current Activity</u>	<u>Y-T-D Activity</u>	<u>Annual Budget</u>	<u>Budget Remaining Dollars (\$)</u>	<u>%</u>	<u>Last Year YTD Activity</u>
INCOME						
Rental Non-Taxable (Watercraft/Bike)	0	0	5,000	(5,000)	-100.0%	0
Rental Taxable Income	0	0	300	(300)	-100.0%	0
Golf Cart Rental	8,013	22,797	245,000	(222,203)	-90.7%	7,502
Marina Fuel	0	0	25,000	(25,000)	-100.0%	0
TOTAL INCOME	<u>8,013</u>	<u>22,797</u>	<u>275,300</u>	<u>(252,503)</u>	<u>-91.7%</u>	<u>7,502</u>
Cost of Goods Sold						
C.O.G.S. - Lease Golf Carts/ Bicycle Purchase	0	0	500	500	100.0%	3
TOTAL COST OF SALES	<u>0</u>	<u>0</u>	<u>500</u>	<u>500</u>	<u>100.0%</u>	<u>3</u>
OPERATING EXPENSES						
Salaries & Wages-Golf Cart Rentals	0	736	45,000	44,264	98.4%	108
Payroll Tax - Golf Cart Rentals	0	0	4,000	4,000	100.0%	10
Workman's Comp-Golf Cart Rentals	0	0	450	450	100.0%	0
Equipment Lease - Golf Cart Rentals	16,077	16,077	105,000	88,923	84.7%	0
R/M Equip - Golf Cart Rentals	0	0	1,500	1,500	100.0%	0
Supplies - Golf Cart Rentals	0	0	5,000	5,000	100.0%	124
Insurance - Golf Cart Rentals	0	0	750	750	100.0%	0
Marina Fuel Expense	0	0	17,000	17,000	100.0%	0
Utilities - Golf Cart Rentals	31	69	1,000	931	93.1%	95
Telephone - Golf Cart Rentals	59	119	750	631	84.1%	121
Auto Expense - Golf Cart Rentals	0	0	150	150	100.0%	0
License - Golf Cart Rentals	0	0	250	250	100.0%	0
Repair to Golf Carts	0	0	5,000	5,000	100.0%	9
TOTAL OPERATING EXPENSES	<u>16,167</u>	<u>17,001</u>	<u>185,850</u>	<u>168,849</u>	<u>90.9%</u>	<u>467</u>
NET PROFIT or (LOSS)	<u>(8,153)</u>	<u>5,796</u>	<u>88,950</u>	<u>(83,154)</u>	<u>-93.5%</u>	<u>7,032</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
RETAIL CENTER

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Gasoline Income	0	0	50,000	(50,000)	-100.0%	1,843
Car Wash Income	287	287	2,500	(2,213)	-88.5%	186
Laundry Income	1,942	8,422	35,000	(26,578)	-75.9%	6,000
Bull Pen Storage Income	2,515	4,259	22,000	(17,741)	-80.6%	1,299
TOTAL INCOME	4,744	12,968	109,500	(96,532)	-88.2%	9,328
OPERATING EXPENSES						
R/M Equip - Retail Center	333	333	2,500	2,168	86.7%	0
Supplies - Retail Center	0	0	0	0	#DIV/0!	0
Gasoline Expense	0	6,166	35,000	28,834	82.4%	7,667
Maintenance Expense - Retail Center	0	0	1,000	1,000	100.0%	0
Laundry Expense	0	0	100	100	100.0%	0
Utilities - Retail Center	656	1,543	15,500	13,957	90.0%	1,887
TOTAL OPERATING EXPENSES	988	8,041	54,100	46,059	85.1%	9,553
NET PROFIT or (LOSS)	3,756	4,926	55,400	(50,474)	-91.1%	(226)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the Two Months Ended November 30, 2022
SALES/HOSPITALITY

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Sales Deposits	(1,015)	(540)	0	(540)	#DIV/0!	(10,200)
Sale of S.P. Sites - Sales	0	0	0	0	#DIV/0!	0
Commission Income - Sales	9,000	25,830	300,000	(274,170)	-91.4%	81,598
Transfer Fee Income	2,960	13,035	275,000	(261,965)	-95.3%	25,785
Sale of Retired Sites	0	0	6,000	(6,000)	-100.0%	0
Seasonal Camping	4,400	37,200	50,000	(12,800)	-25.6%	48,953
Site Rental Income	27,078	123,154	444,000	(320,846)	-72.3%	97,158
Promotion Income	0	0	1,500	(1,500)	-100.0%	0
TOTAL INCOME	42,423	198,679	1,076,500	(877,821)	-81.5%	243,295
Cost of Goods Sold						
C.O.G.S. - Sales	0	0	0	0	#DIV/0!	0
TOTAL COST OF SALES	0	0	0	0	#DIV/0!	0
OPERATING EXPENSES						
Salaries & Wages-Sales	12,272	24,294	282,000	257,706	91.4%	23,232
Payroll Tax - Sales	899	1,773	20,000	18,227	91.1%	1,706
Workman's Comp-Sales	0	0	425	425	100.0%	0
Group Health & Life - Sales	3,724	5,400	24,000	18,600	77.5%	(958)
Pension Expense-Sales	639	639	12,000	11,361	94.7%	1,585
R/M Equip - Sales	0	0	500	500	100.0%	0
Equip Replace- Sales	0	0	500	500	100.0%	0
Supplies - Sales	120	590	7,500	6,910	92.1%	2,075
Promotions	46	46	1,500	1,454	96.9%	29
Rental Expense/Hospitality	8,067	9,993	45,000	35,007	77.8%	1,853
Show Promotions - Sales	0	0	0	0	#DIV/0!	0
Meals Expense - Sales	0	0	200	200	100.0%	0
Telephone - Sales	191	384	2,000	1,616	80.8%	385
Auto Expense - Sales	0	0	750	750	100.0%	346
Seminars - Sales	0	0	0	0	#DIV/0!	0
Postage - Sales	0	0	0	0	#DIV/0!	45
Communicatoins /Advertising Expense - Sa	470	2,240	25,000	22,760	91.0%	2,703
Referrals Expense - Sales	0	0	3,000	3,000	100.0%	0
TOTAL OPERATING EXPENSES	26,428	45,359	424,375	379,016	89.3%	33,000
NET PROFIT or (LOSS)	15,995	153,320	652,125	(498,805)	-76.5%	210,294