

**SANDY PINES
WILDERNESS
TRAILS, INC.**

**FINANCIAL
STATEMENTS**

**For the One Month Ended
October 31, 2019**

**PREPARED BY MANAGEMENT
UNCONSOLIDATED
APPROVED**

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2019

	<u>Current Year</u>	<u>Last Year</u>
CURRENT ASSETS		
Operations Cash	5,521,250	4,714,326
Asset Replacement Cash	201,848	280,527
Sr Adult Activities Cash	3,752	4,406
Petty Cash	4,094	3,994
Charles Schwab Investment	1,775,114	1,621,412
Lake Monterey Gc Investment	376,000	376,000
Sp Development Investment	25	25
Member Accounts Receivable	826,615	1,151,279
Allowance for Bad Debt	(5,502)	(6,858)
Other Receivables	32,769	832,360
Sp Golf Course A/R	0	75,000
Ph6 Golf Course A/R	705,825	705,825
Lake Monterey A/R	1,082	1,082
Membership Contracts A/R	7,894	26,887
Prepaid Insurance	41,377	9,798
Inventory	89,881	84,908
TOTAL CURRENT ASSETS	<u>9,582,024</u>	<u>9,880,970</u>
FIXED ASSETS		
Equipment	2,266,393	2,126,501
Retail Equipment	200,317	200,317
Buildings	8,054,135	7,765,471
Vehicles	660,697	564,724
Land	7,893,731	7,811,571
Land Improvements	7,688,135	7,463,814
Phase 6 Project	1,192,291	1,192,291
Acquisitions - Land Improvements	0	0
Acquisitions - Equipment	14,239	61,682
Acquisitions - Buildings	23,552	101,707
Acquisitions -Grant Funded	252,535	0
Accumulated Depreciation	(12,923,920)	(12,574,330)
TOTAL FIXED ASSETS	<u>15,322,105</u>	<u>14,713,748</u>
TOTAL ASSETS	<u><u>24,904,129</u></u>	<u><u>24,594,718</u></u>

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2019

	Current Year	Last Year
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Accounts Payable Trade	28,546	94,498
Sales of LMGCR AR to SPWT	38,635	(0)
Gift Certificates Redeemable	763	530
Deposits on Leases	0	1,067
Prepaid Dues, Assessments, Charges	0	0
State Unit Tax Payable	27,171	22,989
Accrued Payroll, Taxes, Benefits	87,877	174,410
Sales Tax Payable	(784)	(424)
Income Tax Payable	(499)	0
TOTAL CURRENT LIABILITIES	181,709	293,070
TOTAL LIABILITIES	181,709	293,070
EQUITY		
New Add'l Equity	0	58,500
Annual Add'l Equity	2,418,693	2,450,345
Condo Add'l Equity	229,313	1,091,090
Unrestricted Equity	7,689,764	8,434,501
Unrestricted Add'l Equity	11,251,256	9,346,817
Net Revenues (Expenses)	3,133,394	2,920,395
TOTAL EQUITY	24,722,420	24,301,648
TOTAL LIABILITIES & EQUITY	24,904,129	24,594,718

Sandy Pines Wilderness Trails, Inc.
CONSOLIDATED YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019

	<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						
Sales/Hospitality Income	82,812	82,812	751,500	668,688	89.0%	57,968
Member Service Income	17,627	17,627	314,500	296,873	94.4%	14,651
Maintenance Income	19,146	19,147	390,000	370,853	95.1%	18,321
Public Safety Income	2,412	2,412	238,500	236,088	99.0%	3,152
Recreation Income	1,532	1,532	78,000	76,468	98.0%	398
Resort Service Income	3,220,566	3,220,566	4,049,556	828,990	20.5%	3,165,075
Park & Garden Income	0	0	196,750	196,750	100.0%	0
Rentals at Sandy Pines	1,733	1,733	247,300	245,567	99.3%	100
Retail Center Income	2,636	2,636	90,750	88,114	97.1%	3,591
Lease Operations Income	(893)	(893)	33,950	34,843	102.6%	0
TOTAL INCOME	<u>3,347,570</u>	<u>3,347,571</u>	<u>6,390,806</u>	<u>3,043,235</u>	<u>47.6%</u>	<u>3,263,256</u>
C.O.G.S. - Public Safety	0	0	5,000	5,000	100.0%	0
C.O.G.S. - Recreation	948	948	23,000	22,052	95.9%	0
C.O.G.S. - Park & Garden	86	86	100,000	99,914	99.9%	(751)
C.O.G.S. - Rentals at Sandy Pines	0	0	1,000	1,000	0.0%	0
TOTAL COST OF SALES	<u>1,331</u>	<u>1,331</u>	<u>129,000</u>	<u>127,669</u>	<u>99.0%</u>	<u>(751)</u>
OPERATING EXPENSES						
Salaries and Wages	82,878	82,878	2,113,759	2,030,881	96.1%	94,585
Payroll Taxes & Benefits	39,478	39,478	554,818	515,340	92.9%	29,368
Equipment Expenses	1,552	1,552	197,300	195,748	99.2%	7,125
Supplies	3,608	3,608	92,700	89,092	96.1%	1,262
Miscellaneous	368	369	9,500	9,131	96.1%	645
Other Operating Expense	(50,708)	(50,708)	996,398	1,047,106	105.1%	9,730
Repair & Maintenance Expense	54,726	54,726	527,000	472,274	89.6%	38,900
Utilities	39,122	39,122	708,550	669,428	94.5%	89,829
Auto Expense	1,200	1,200	42,900	41,700	97.2%	1,931
General Expense	12,085	12,085	440,050	427,965	97.3%	15,516
Property Tax Expense	0	0	310,000	310,000	100.0%	0
Depreciation	35,966	35,966	590,000	554,034	93.9%	49,986
Bad Debt Expense	0	0	8,000	8,000	100.0%	0
Income Tax Expense	0	0	25,000	25,000	0.0%	0
TOTAL OPERATING EXPENSES	<u>220,273</u>	<u>220,274</u>	<u>6,615,975</u>	<u>6,395,701</u>	<u>96.7%</u>	<u>338,877</u>
OPERATING PROFIT (LOSS)	3,125,966	3,125,966	(354,169)	(3,480,135)	982.6%	2,925,130
OTHER INCOME & (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	0.0%	0
Real Gain (Loss) Investments	0	0	0	0	0.0%	0
Unrealized Gain (Loss) Investments	1,903	1,903	0	(1,903)	0.0%	(10,510)
Dividend/Interest Income	4,075	4,075	25,000	20,925	83.7%	3,294
Interest Income	1,355	1,355	8,000	6,645	83.1%	1,834
Reserves Interest Income	94	94	5,000	4,906	98.1%	647
Contract Interest Income	0	0	2,000	2,000	100.0%	0
TOTAL OTHER INCOME (EXP)	<u>7,428</u>	<u>7,428</u>	<u>40,000</u>	<u>32,572</u>	<u>81.4%</u>	<u>(4,735)</u>
Net Income	<u><u>3,133,394</u></u>	<u><u>3,133,394</u></u>	<u><u>(314,169)</u></u>	<u><u>(3,447,563)</u></u>	<u><u>1097.4%</u></u>	<u><u>2,920,395</u></u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	5	5	3,500	3,495	99.9%	0
Management Fees	0	0	12,000	12,000	100.0%	0
Inspection Income	3,810	3,810	82,500	78,690	95.4%	5,195
Dock Income	0	0	50,000	50,000	100.0%	0
Facility Rental Income	0	0	2,000	2,000	100.0%	0
Sticker Income	15	15	112,000	111,985	100.0%	15
Flea Market Income	2,335	2,335	16,000	13,665	85.4%	2,170
Recovery of Bad Debt	0	0	0	0	0.0%	0
Member Service Income	50	50	8,500	8,450	99.4%	48
Newsletter Ad Income	1,450	1,450	20,000	18,550	92.8%	0
Misc. Income - Administration	9,962	9,962	8,000	(1,962)	-24.5%	7,223
TOTAL INCOME	<u>17,627</u>	<u>17,627</u>	<u>314,500</u>	<u>296,873</u>	<u>94.4%</u>	<u>14,651</u>
Cost of Goods Sold						
C.O.G.S. - Admin	297	297	0	(297)		0
TOTAL COST OF SALES	<u>297</u>	<u>297</u>	<u>0</u>	<u>(297)</u>	<u>0.0%</u>	<u>0</u>
OPERATING EXPENSES						
Salaries & Wages-Admin	26,003	26,003	540,000	513,997	95.2%	25,839
Payroll Tax - Administration	1,997	1,997	40,000	38,003	95.0%	1,974
Workman's Comp-Administration	23	23	500	477	95.3%	0
Group Health & Life Admin	8,786	8,786	50,000	41,214	82.4%	3,898
Pension Expense-Administration	0	0	25,000	25,000	100.0%	0
R/M Equip - Admin	305	305	2,000	1,695	84.7%	0
Equip. Lease - Administration	325	325	10,000	9,675	96.8%	675
Supplies - Administration	62	62	14,500	14,438	99.6%	421
Miscellaneous - Administration	289	289	8,000	7,711	96.4%	0
Inspection Expense	0	0	3,000	3,000	100.0%	306
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	52,000	52,000	100.0%	0
Meal Expense -Admin	(10)	(10)	1,000	1,010	101.0%	0
Newsletter Expense	1,427	1,427	15,000	13,573	90.5%	321
Member Service Expense	0	0	0	0	#DIV/0!	0
Utilities - Administration	482	482	7,500	7,018	93.6%	560
Telephone - Administration	59	59	4,500	4,441	98.7%	77
Auto Expense - Administration	(280)	(280)	1,000	1,280	128.0%	0
Seminars - Administration	0	0	2,500	2,500	100.0%	0
Postage - Administration	(24)	(24)	4,000	4,024	100.6%	450
Printing Expense - Admin	0	0	0	0	#DIV/0!	0
TOTAL OPERATING EXPENSES	<u>39,444</u>	<u>39,444</u>	<u>801,500</u>	<u>762,056</u>	<u>95.1%</u>	<u>34,521</u>
OPERATING PROFIT (LOSS)	(22,114)	(22,114)	(487,000)	(464,886)	95.5%	(19,870)
OTHER INCOME & (EXPENSE)						
Contract Interest Income	0	0	2,000	2,000	100.0%	0
TOTAL OTHER INCOME (EXP)	<u>0</u>	<u>0</u>	<u>2,000</u>	<u>2,000</u>	<u>100.0%</u>	<u>0</u>
NET PROFIT or (LOSS)	<u>(22,114)</u>	<u>(22,114)</u>	<u>(485,000)</u>	<u>(462,886)</u>	<u>95.4%</u>	<u>(19,870)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	7,135	7,135	65,000	57,865	89.0%	7,570
Holding Tank Income	12,012	12,012	325,000	312,988	96.3%	10,751
TOTAL INCOME	<u>19,147</u>	<u>19,147</u>	<u>390,000</u>	<u>370,853</u>	<u>95.1%</u>	<u>18,321</u>
OPERATING EXPENSES						
Salaries & Wages	23,273	23,273	635,000	611,727	96.3%	28,887
Payroll Tax - Maintenance	1,592	1,592	50,000	48,408	96.8%	2,056
Workman's Comp-Maintenance	462	462	12,000	11,538	96.2%	0
Group Health & Life Maint	9,191	9,191	105,000	95,809	91.2%	8,570
Pension Expense-Maintenance	0	0	20,000	20,000	100.0%	0
Uniforms-Maintenance	0	0	2,500	2,500	100.0%	0
R/M Equip - Maintenance	273	273	40,000	39,727	99.3%	4,136
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	144	144	40,000	39,856	99.6%	0
Miscellaneous-Maintenance	0	0	0	0	0.0%	0
Maint Service Expense	434	434	25,000	24,566	98.3%	424
Meals Expense-Maintenance	(211)	(211)	500	711	142.3%	0
Repair/Maint.-Supplies	65	65	24,000	23,935	99.7%	357
Repair/Maint.-Roads	0	0	30,000	30,000	100.0%	0
Repair/Maint.-Electric	74	74	18,000	17,926	99.6%	2,361
Repair/Maint.-Heating	(1,082)	(1,082)	18,000	19,082	106.0%	27
Repair/Maint.-Structural	550	550	25,000	24,450	97.8%	0
Landscape Maintenance	0	0	5,000	5,000	100.0%	223
Refuse Expense	0	0	64,000	64,000	100.0%	0
Grounds Maintenance	53,214	53,214	225,000	171,787	76.3%	6,881
Pool Maintenance	755	755	30,000	29,245	97.5%	11
Pest Control	1,150	1,150	5,500	4,350	79.1%	540
Utilities - Maintenance	310	310	7,000	6,690	95.6%	420
Telephone -Maintenance	50	50	3,500	3,450	98.6%	60
Auto & Equipment Fuel	822	822	25,000	24,178	96.7%	1,218
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	<u>91,065</u>	<u>91,065</u>	<u>1,421,500</u>	<u>1,330,435</u>	<u>93.6%</u>	<u>56,171</u>
NET PROFIT or (LOSS)	<u>(71,918)</u>	<u>(71,918)</u>	<u>(1,031,500)</u>	<u>(959,582)</u>	<u>93.0%</u>	<u>(37,850)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	100	100	7,500	7,400	98.7%	700
Guest Pass Income	1,406	1,406	93,000	91,594	98.5%	1,225
Fish Contributions	32	32	500	468	93.6%	6
Public Safety Taxable Sales	94	94	11,000	10,906	99.1%	139
Mag Card Income	780	780	126,500	125,720	99.4%	1,082
TOTAL INCOME	<u>2,412</u>	<u>2,412</u>	<u>238,500</u>	<u>236,088</u>	<u>99.0%</u>	<u>3,152</u>
Cost of Goods Sold						
C.O.G.S. - Public Safety	0	0	5,000	5,000	100.0%	0
TOTAL COST OF SALES	<u>0</u>	<u>0</u>	<u>5,000</u>	<u>5,000</u>	<u>100.0%</u>	<u>0</u>
OPERATING EXPENSES						
Salaries & Wages-Public Safety	21,764	21,764	535,000	513,236	95.9%	26,873
Payroll Tax - Public Safety	1,592	1,592	50,000	48,408	96.8%	2,096
Workman's Comp-Public Safety	380	380	10,000	9,620	96.2%	0
Group Health & Life Public Safety	8,607	8,607	110,000	101,393	92.2%	8,549
Pension Expense-Public Safety	0	0	15,000	15,000	100.0%	0
Uniforms-Public Safety	0	0	5,000	5,000	100.0%	0
R/M Equip - Public Safety	68	68	16,000	15,932	99.6%	9
Equip Replace- Public Safety	258	258	5,000	4,742	94.8%	0
Fire Equip	0	0	1,000	1,000	100.0%	0
Supplies - Public Safety	3,382	3,382	18,700	15,318	81.9%	192
First Aid Supplies	0	0	2,000	2,000	100.0%	0
Miscellaneous - Public Safety	0	0	0	0	0.0%	0
Mag Card Expense	29	29	7,000	6,971	99.6%	0
Meal Expense -Public Safety	14	14	948	934	98.5%	0
Utilities - Public Safety	512	512	7,000	6,488	92.7%	722
Telephone - Public Safety	328	328	5,000	4,672	93.4%	135
Auto Expense - Public Safety	674	674	12,000	11,326	94.4%	649
Seminars -Public Safety	12	12	23,200	23,188	99.9%	260
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	1,000	1,000	100.0%	0
TOTAL OPERATING EXPENSES	<u>37,620</u>	<u>37,620</u>	<u>824,898</u>	<u>787,278</u>	<u>95.4%</u>	<u>39,485</u>
NET PROFIT or (LOSS)	<u>(35,208)</u>	<u>(35,208)</u>	<u>(591,398)</u>	<u>(556,190)</u>	<u>94.0%</u>	<u>(36,333)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	521	521	35,000	34,479	98.5%	172
Recreation Taxable Income	157	157	2,000	1,843	92.2%	0
Happy Shack Taxable Income	854	854	36,000	35,146	97.6%	226
Happy Shack Non-Taxable Income	0	0	5,000	5,000	100.0%	0
Adult Programs Income	0	0	0	0	0.0%	0
TOTAL INCOME	<u>1,532</u>	<u>1,532</u>	<u>78,000</u>	<u>76,468</u>	<u>98.0%</u>	<u>398</u>
Cost of Goods Sold						
C.O.G.S. - Recreation	948	948	3,000	2,052	68.4%	0
C.O.G.S. - Happy Shack	0	0	20,000	20,000	100.0%	0
TOTAL COST OF SALES	<u>948</u>	<u>948</u>	<u>23,000</u>	<u>22,052</u>	<u>95.9%</u>	<u>0</u>
OPERATING EXPENSES						
Salaries & Wages-Recreation	1,009	1,009	139,740	138,731	99.3%	833
Payroll Tax - Recreation	81	81	15,000	14,919	99.5%	66
Workman's Comp-Recreation	101	101	3,500	3,399	97.1%	0
Uniforms-Recreation	0	0	1,000	1,000	100.0%	0
R/M Equip - Recreation	285	285	3,500	3,215	91.9%	0
Equip Replace- Recreation	0	0	2,500	2,500	100.0%	0
Supplies - Recreation	0	0	5,000	5,000	100.0%	376
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	0	0	0	0	#DIV/0!	515
Social Activities	253	253	30,000	29,747	99.2%	(376)
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	1,334	1,334	27,500	26,166	95.2%	3,060
Telephone - Recreation	0	0	3,500	3,500	100.0%	188
Auto Expense - Recreation	0	0	2,500	2,500	100.0%	0
TOTAL OPERATING EXPENSES	<u>3,062</u>	<u>3,062</u>	<u>239,240</u>	<u>236,178</u>	<u>98.7%</u>	<u>4,662</u>
NET PROFIT or (LOSS)	<u>(2,478)</u>	<u>(2,478)</u>	<u>(184,240)</u>	<u>(181,762)</u>	<u>98.7%</u>	<u>(4,264)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
RESORT SERVICES

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Dues Income	2,584,556	2,584,556	2,584,556	0	0.0%	2,531,520
Service Charges	15,351	15,351	45,000	29,649	65.9%	14,699
Golf Course Assess Income	324,150	324,150	324,000	(150)	0.0%	324,000
Cable/Wi Fi Income	294,856	294,856	486,000	191,145	39.3%	293,952
Member Electric	1,654	1,654	500,000	498,346	99.7%	904
Lake Development	0	0	110,000	110,000	100.0%	0
Sr Adult Act Nt Income	0	0	0	0		0
TOTAL INCOME	3,220,566	3,220,566	4,049,556	828,990	20.5%	3,165,075
OPERATING EXPENSES						
Sr Adult Act Expense	0	0	0	0	0.0%	0
Golf Course Assess Expense	0	0	324,000	324,000	100.0%	0
Meals Expense - Resort Services	136	136	3,500	3,364	96.1%	0
Cable/Wi Fi Expense	(53,765)	(53,765)	410,000	463,765	113.1%	5,592
Lake Maintenance	0	0	75,000	75,000	100.0%	28,500
Utilities - Resort Services	34,586	34,586	610,000	575,414	94.3%	81,533
License - Resort Services	305	305	10,000	9,695	97.0%	3,355
General Ins. - Resort Services	2,257	2,257	135,000	132,743	98.3%	0
Personnel Expense	0	0	14,500	14,500	100.0%	0
Professional Services	5,259	5,259	150,000	144,741	96.5%	6,073
Credit Card & Bank Fees	4,142	4,142	40,000	35,858	89.6%	3,878
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	35,966	35,966	590,000	554,034	93.9%	49,986
Bad Debt Expense	0	0	8,000	8,000	100.0%	0
Income Tax Expense	0	0	25,000	25,000	0.0%	0
TOTAL OPERATING EXPENSES	28,886	28,886	2,708,000	2,679,114	98.9%	178,917
OPERATING PROFIT (LOSS)	3,191,680	3,191,680	1,341,556	(1,850,124)	-137.9%	2,986,158
OTHER INCOME (EXPENSE)						
Gain (Loss) Assets	0	0	0	0	0.0%	0
Real Gain (Loss) Investments	0	0	0	0	0.0%	0
Unreal Gain (Loss) Investments	1,903	1,903	0	(1,903)	0.0%	(10,510)
Dividend/Interest Income	4,075	4,075	25,000	20,925	83.7%	3,294
Interest Income	1,355	1,355	8,000	6,645	83.1%	1,834
Reserves Interest Income	94	94	5,000	4,906	98.1%	647
TOTAL OTHER INCOME (EXPENSE)	7,428	7,428	38,000	30,572	80.5%	(4,735)
NET PROFIT or (LOSS)	3,199,107	3,199,107	1,379,556	(1,819,551)	-131.9%	2,981,423

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
LEASE OPERATIONS

	<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						
Food Truck Income	0	0	3,500	3,500	100%	0
Country Store & Coffee Shop Lease Inc	(884)	(884)	17,000	17,884	105%	0
Beauty Shop Lease Income	(8)	(8)	2,250	2,258	0%	0
Icecream Lease Income	0	0	11,200	11,200	100%	0
TOTAL INCOME	<u>(893)</u>	<u>(893)</u>	<u>33,950</u>	<u>34,843</u>	<u>102.6%</u>	<u>0</u>
OPERATING EXPENSES						
R/M Equip-Country Store & Coffee Shop	0	0	200	200	100%	0
Utilities - Beauty Shop	0	0	50	50	0%	0
Utilities - Icecream	0	0	7,000	7,000	100%	0
Utilities - Country Store & Coffee Shop	0	0	12,000	12,000	100%	0
TOTAL OPERATING EXPENSES	<u>0</u>	<u>0</u>	<u>19,250</u>	<u>19,250</u>	<u>100.0%</u>	<u>0</u>
NET PROFIT or (LOSS)	<u>(893)</u>	<u>(893)</u>	<u>14,700</u>	<u>15,593</u>	<u>106.1%</u>	<u>0</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	0	0	55,000	55,000	100.0%	0
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	<u>0</u>	<u>0</u>	<u>196,750</u>	<u>196,750</u>	<u>100.0%</u>	<u>0</u>
Cost of Goods Sold						
C.O.G.S. - Park & Garden	86	86	100,000	99,914	99.9%	(751)
TOTAL COST OF SALES	<u>86</u>	<u>86</u>	<u>100,000</u>	<u>99,914</u>	<u>99.9%</u>	<u>(751)</u>
OPERATING EXPENSES						
Salaries & Wages-Park & Garden	845	845	33,660	32,815	97.5%	567
Payroll Tax - Park & Garden	91	91	3,500	3,409	97.4%	46
Workman's Comp-Park & Garden	9	9	400	391	97.9%	0
R/M Equip - Park & Garden	0	0	3,500	3,500	100.0%	9
Supplies - Park & Garden	0	0	2,500	2,500	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	212	212	2,000	1,788	89.4%	406
Telephone - Park & Garden	(180)	(180)	1,000	1,180	118.0%	0
Auto Expense - Park & Garden	18	18	1,500	1,482	98.8%	7
License - Park & Garden	0	0	50	50	100.0%	0
TOTAL OPERATING EXPENSES	<u>995</u>	<u>995</u>	<u>51,110</u>	<u>50,115</u>	<u>98.1%</u>	<u>1,035</u>
NET PROFIT or (LOSS)	<u>(1,081)</u>	<u>(1,081)</u>	<u>45,640</u>	<u>46,721</u>	<u>102.4%</u>	<u>(284)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	7,000	7,000	100.0%	100
Rental Taxable Income	0	0	300	300	0.0%	0
Golf Cart Rental	1,733	1,733	215,000	213,267	99.2%	0
Marina Fuel	0	0	25,000	25,000	100.0%	0
TOTAL INCOME	<u>1,733</u>	<u>1,733</u>	<u>247,300</u>	<u>245,567</u>	<u>99.3%</u>	<u>100</u>
Cost of Goods Sold						
C.O.G.S. - Lease Golf Carts/ Bicycle Purchase	0	0	1,000	1,000	0.0%	0
TOTAL COST OF SALES	<u>0</u>	<u>0</u>	<u>1,000</u>	<u>1,000</u>	<u>0.0%</u>	<u>0</u>
OPERATING EXPENSES						
Salaries & Wages-Golf Cart Rentals	54	54	30,359	30,305	99.8%	0
Payroll Tax - Golf Cart Rentals	6	6	3,000	2,994	99.8%	0
Workman's Comp-Golf Cart Rentals	7	7	343	336	98.1%	0
Equipment Lease - Golf Cart Rentals	0	0	6,500	6,500	100.0%	2,296
R/M Equip - Golf Cart Rentals	0	0	96,600	96,600	0.0%	0
Supplies - Golf Cart Rentals	0	0	500	500	100.0%	2
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	17,750	17,750	100.0%	0
Utilities - Golf Cart Rentals	71	71	750	679	90.6%	135
Telephone - Golf Cart Rentals	0	0	750	750	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	6,500	6,500	100.0%	0
TOTAL OPERATING EXPENSES	<u>137</u>	<u>137</u>	<u>164,202</u>	<u>164,065</u>	<u>99.9%</u>	<u>2,433</u>
NET PROFIT or (LOSS)	<u>1,596</u>	<u>1,596</u>	<u>82,098</u>	<u>80,502</u>	<u>98.1%</u>	<u>(2,333)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
RETAIL CENTER

	<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						
Gasoline Income	1,936	1,936	41,000	39,064	95.3%	2,303
Car Wash Income	221	221	2,250	2,030	90.2%	218
Laundry Income	0	0	29,500	29,500	100.0%	0
Bull Pen Storage Income	479	479	18,000	17,521	97.3%	1,070
TOTAL INCOME	<u>2,636</u>	<u>2,636</u>	<u>90,750</u>	<u>88,114</u>	<u>97.1%</u>	<u>3,591</u>
OPERATING EXPENSES						
R/M Equip - Retail Center	0	0	1,500	1,500	100.0%	0
Supplies - Retail Center	0	0	0	0	#DIV/0!	0
Gasoline Expense	0	0	35,000	35,000	100.0%	2,704
Maintenance Expense - Retail Center	305	305	0	(305)	0.0%	0
Laundry Expense	0	0	0	0	0.0%	0
Utilities - Retail Center	1,358	1,358	7,500	6,142	81.9%	2,533
TOTAL OPERATING EXPENSES	<u>1,663</u>	<u>1,663</u>	<u>44,000</u>	<u>42,337</u>	<u>96.2%</u>	<u>5,237</u>
NET PROFIT or (LOSS)	<u>972</u>	<u>972</u>	<u>46,750</u>	<u>45,778</u>	<u>97.9%</u>	<u>(1,646)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2019
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	4,875	4,875	300,000	295,125	98.4%	19,613
Transfer Fee Income	7,040	7,040	120,000	112,960	94.1%	5,950
Sale of Retired Sites	0	0	1,500	1,500	100.0%	1,500
Seasonal Camping	33,800	33,800	20,000	(13,800)	-69.0%	3,200
Site Rental Income	37,097	37,097	310,000	272,903	88.0%	27,705
Promotion Income	0	0	0	0	0.0%	0
TOTAL INCOME	82,812	82,812	751,500	668,688	89.0%	57,968
OPERATING EXPENSES						
Salaries & Wages-Sales	9,930	9,930	200,000	190,070	95.0%	11,586
Payroll Tax - Sales	760	760	16,750	15,990	95.5%	862
Workman's Comp-Sales	11	11	325	314	96.7%	0
Group Health & Life - Sales	5,784	5,784	15,500	9,716	62.7%	1,251
Pension Expense-Sales	0	0	500	500	100.0%	0
R/M Equip - Sales	37	37	1,500	1,463	97.5%	0
Equip Replace- Sales	0	0	500	500	100.0%	0
Supplies - Sales	20	20	6,000	5,980	99.7%	271
Promotions	79	79	1,500	1,421	94.7%	130
Rental Expense/Hospitality	680	680	46,500	45,820	98.5%	759
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	(34)	(34)	750	784	104.6%	57
Seminars - Sales	0	0	0	0	0.0%	0
Communicatoin's /Advertising Expense - Sales	334	334	46,000	45,666	99.3%	1,700
Referrals Expense - Sales	(200)	(200)	5,000	5,200	104.0%	(200)
TOTAL OPERATING EXPENSES	17,401	17,401	343,025	325,624	94.9%	16,416
NET PROFIT or (LOSS)	65,411	65,411	408,475	343,064	84.0%	41,552