

**SANDY PINES
WILDERNESS
TRAILS, INC.**

**FINANCIAL
STATEMENTS**

**For the One Month Ended
October 31, 2022**

**PREPARED BY MANAGEMENT
UNCONSOLIDATED
APPROVED**

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2022

	Current Year	Last Year
CURRENT ASSETS		
Operations Cash	6,962,327	4,693,497
Asset Replacement Cash	28	1,290,488
Sr Adult Activities Cash	3,858	3,858
Petty Cash	13,223	12,073
Charles Schwab Investment	1,615,807	1,867,838
Lake Monterey Gc Investment	376,000	376,000
Sp Development Investment	(1,783)	25
Member Accounts Receivable	1,233,547	891,529
Allowance for Bad Debt	(3,876)	(3,792)
Other Receivables	41,246	1,078,851
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	4,986
Prepaid Insurance	52,559	44,648
Inventory	107,741	81,224
TOTAL CURRENT ASSETS	10,886,265	10,897,890
FIXED ASSETS		
Equipment	2,916,158	2,337,355
Retail Equipment	200,317	200,317
Buildings	9,877,176	8,018,400
Vehicles	753,465	700,720
Land	8,141,231	8,141,231
Land Improvements	9,327,948	7,720,177
Phase 6 Project	1,192,291	1,192,291
Acquisitions - Land Improvements	75,013	236,777
Acquisitions - Equipment	55,124	447,539
Acquisitions - Buildings	7,591	1,098,756
Acquisitions -Grant Funded	0	777,126
Accumulated Depreciation	(14,202,414)	(13,751,056)
TOTAL FIXED ASSETS	18,343,900	17,119,634
TOTAL ASSETS	29,230,164	28,017,524

Sandy Pines Wilderness Trails, Inc.
BALANCE SHEET
October 31, 2022

	Current Year	Last Year
LIABILITIES AND EQUITY		
CURRENT LIABILITIES		
Accounts Payable Trade	57,864	606,423
Sales of LMGC AR to SPWT	12,513	12,306
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	9,969
401K Withholding	3,238	0
Sales Tax Payable	(9,233)	9,359
Income Tax Payable	(8,946)	0
TOTAL CURRENT LIABILITIES	206,264	674,894
TOTAL LIABILITIES	206,264	674,894
EQUITY		
Annual Add'l Equity	1,729,600	2,134,739
Condo Add'l Equity	0	2,262
Unrestricted Equity	10,171,420	8,706,774
Unrestricted Add'l Equity	12,996,568	13,386,783
Net Revenues (Expenses)	4,126,312	3,112,072
TOTAL EQUITY	29,023,901	27,342,630
TOTAL LIABILITIES & EQUITY	29,230,165	28,017,524

Sandy Pines Wilderness Trails, Inc.
CONSOLIDATED YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2022

	<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	156,256	156,256	1,076,500	(920,244)	-85.5%	(7,509)
Member Service Income	3,594	3,594	301,500	(297,906)	-98.8%	7,601
Maintenance Income	18,804	18,805	476,600	(457,795)	-96.1%	21,077
Public Safety Income	2,807	2,807	288,000	(285,193)	-99.0%	5,081
Recreation Income	(186)	(186)	85,500	(85,686)	-100.2%	101
Resort Service Income	4,251,433	4,251,433	5,128,909	(877,476)	-17.1%	3,348,666
Park & Garden Income	962	962	265,000	(264,038)	-99.6%	2,848
Rentals at Sandy Pines	14,784	14,784	275,300	(260,516)	-94.6%	570
Retail Center Income	8,224	8,224	109,500	(101,276)	-92.5%	4,963
Lease Operations Income	0	0	45,550	(45,550)	-100.0%	0
TOTAL INCOME	4,456,678	4,456,679	8,052,359	(3,595,680)	-44.7%	3,383,398
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	3,482	3,482	170,000	166,518	98.0%	892
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	3,862	3,862	210,000	206,138	98.2%	1,266
OPERATING EXPENSES						
Salaries and Wages	71,384	71,384	2,584,000	2,512,616	97.2%	83,675
Payroll Taxes & Benefits	27,442	27,442	659,665	632,223	95.8%	42,289
Equipment Expenses	7,170	7,170	209,750	202,580	96.6%	5,897
Supplies	5,681	5,681	100,000	94,319	94.3%	7,047
Miscellaneous	1,243	1,244	6,000	4,756	79.3%	292
Other Operating Expense	36,673	36,673	1,407,158	1,370,485	97.4%	15,333
Repair & Maintenance Expense	23,835	23,835	642,500	618,665	96.3%	36,952
Utilities	60,442	60,442	866,850	806,408	93.0%	6,290
Auto Expense	336	336	42,250	41,914	99.2%	2,870
General Expense	31,046	31,046	468,350	437,304	93.4%	17,301
Property Tax Expense	0	0	450,000	450,000	100.0%	0
Depreciation	44,453	44,453	617,500	573,047	92.8%	35,966
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	309,707	309,708	8,087,023	7,777,315	96.2%	260,301
OPERATING PROFIT (LOSS)	4,143,109	4,143,109	(244,664)	4,387,773	-1793.4%	3,121,831
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	(19,059)	(19,059)	0	(19,059)	#DIV/0!	(12,654)
Dividend/Interest Income	81	81	35,000	(34,919)	-99.8%	2,895
Interest Income	2,181	2,181	10,000	(7,819)	-78.2%	0
Reserves Interest Income	0	0	5,000	(5,000)	-100.0%	0
Contract Interest Income	0	0	1,250	(1,250)	-100.0%	0
TOTAL OTHER INCOME (EXP)	(16,797)	(16,797)	51,250	(68,047)	-132.8%	(9,759)
Net Income	4,126,312	4,126,312	(193,414)	4,319,726	-2233.4%	3,112,072

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	90	5,000	(4,910)	-98.2%	0
Management Fees	0	0	12,000	(12,000)	-100.0%	0
Inspection Income	640	640	85,000	(84,360)	-99.2%	3,100
Dock Income	0	0	50,000	(50,000)	-100.0%	0
Facility Rental Income	685	685	10,000	(9,315)	-93.2%	90
Sticker Income	43	43	60,000	(59,957)	-99.9%	0
Flea Market Income	0	0	20,000	(20,000)	-100.0%	1,345
Member Service Income	79	79	9,500	(9,421)	-99.2%	46
Newsletter Ad Income	0	0	25,000	(25,000)	-100.0%	0
Misc. Income - Administration	2,057	2,057	25,000	(22,943)	-91.8%	3,020
TOTAL INCOME	<u>3,594</u>	<u>3,594</u>	<u>301,500</u>	<u>(297,906)</u>	<u>-98.8%</u>	<u>7,601</u>
Cost of Goods Sold						
C.O.G.S. - Admin	380	380	1,000	620	62.0%	125
TOTAL COST OF SALES	<u>380</u>	<u>380</u>	<u>1,000</u>	<u>620</u>	<u>62.0%</u>	<u>125</u>
OPERATING EXPENSES						
Salaries & Wages-Admin	15,664	15,664	555,000	539,336	97.2%	20,506
Payroll Tax - Administration	1,147	1,147	43,000	41,853	97.3%	1,504
Workman's Comp-Administration	0	0	725	725	100.0%	0
Group Health & Life Admin	2,832	2,832	60,000	57,168	95.3%	7,796
Pension Expense-Administration	3,299	3,299	18,100	14,801	81.8%	2,402
R/M Equip - Admin	1,760	1,760	4,500	2,740	60.9%	384
Equip. Lease - Administration	600	600	11,250	10,650	94.7%	1,125
Supplies - Administration	524	524	16,500	15,976	96.8%	2,059
Miscellaneous - Administration	1,243	1,243	2,500	1,257	50.3%	75
Inspection Expense	254	254	3,000	2,746	91.5%	94
Tree Removal Expense	0	0	22,000	22,000	100.0%	0
Dock Expense	0	0	1,500	1,500	100.0%	0
Sticker Expense	319	319	6,500	6,181	95.1%	0
Meal Expense -Admin	68	68	1,000	932	93.2%	39
Newsletter Expense	1,500	1,500	21,500	20,000	93.0%	2,222
Member Service Expense	0	0	0	0	#DIV/0!	0
Utilities - Administration	528	528	8,000	7,472	93.4%	762
Telephone - Administration	292	292	4,000	3,708	92.7%	273
Auto Expense - Administration	0	0	750	750	100.0%	(71)
Seminars - Administration	0	0	2,000	2,000	100.0%	0
Postage - Administration	750	750	8,000	7,250	90.6%	749
Printing Expense - Admin	0	0	500	500	100.0%	0
TOTAL OPERATING EXPENSES	<u>30,781</u>	<u>30,781</u>	<u>790,325</u>	<u>759,544</u>	<u>96.1%</u>	<u>39,919</u>
OPERATING PROFIT (LOSS)	<u>(27,566)</u>	<u>(27,566)</u>	<u>(489,825)</u>	<u>462,259</u>	<u>-94.4%</u>	<u>(32,444)</u>
OTHER INCOME & (EXPENSE)						
Contract Interest Income	0	0	1,250	(1,250)	-100.0%	0
TOTAL OTHER INCOME (EXP)	<u>0</u>	<u>0</u>	<u>1,250</u>	<u>1,250</u>	<u>100.0%</u>	<u>0</u>
NET PROFIT or (LOSS)	<u>(27,566)</u>	<u>(27,566)</u>	<u>(488,575)</u>	<u>463,509</u>	<u>-94.9%</u>	<u>(32,444)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	6,640	6,640	66,600	(59,960)	-90.0%	8,150
Holding Tank Income	12,165	12,165	410,000	(397,835)	-97.0%	12,927
TOTAL INCOME	<u>18,805</u>	<u>18,805</u>	<u>476,600</u>	<u>(457,795)</u>	<u>-96.1%</u>	<u>21,077</u>
OPERATING EXPENSES						
Salaries & Wages	19,566	19,566	725,000	705,434	97.3%	27,639
Payroll Tax - Maintenance	1,343	1,343	56,900	55,557	97.6%	1,895
Workman's Comp-Maintenance	0	0	18,000	18,000	100.0%	0
Group Health & Life Maint	7,238	7,238	120,000	112,762	94.0%	10,947
Pension Expense-Maintenance	2,201	2,201	35,000	32,799	93.7%	2,276
Uniforms-Maintenance	0	0	2,000	2,000	100.0%	0
R/M Equip - Maintenance	2,564	2,564	43,000	40,436	94.0%	3,033
Equip. Replace-Maintenance	148	148	10,000	9,852	98.5%	0
Equip. Rental-Maintenance	0	0	2,000	2,000	100.0%	0
C.C. Supplies	976	976	38,000	37,024	97.4%	1,132
Miscellaneous-Maintenance	0	0	1,000	1,000	100.0%	0
Maint Service Expense	0	0	14,000	14,000	100.0%	2,582
Meals Expense-Maintenance	0	0	600	600	100.0%	573
Repair/Maint.-Supplies	879	879	24,000	23,121	96.3%	1,108
Repair/Maint.-Roads	0	0	46,000	46,000	100.0%	0
Repair/Maint.-Electric	270	270	18,000	17,730	98.5%	1,107
Repair/Maint.-Heating	1,105	1,105	18,000	16,895	93.9%	341
Repair/Maint.-Structural	1,020	1,020	30,000	28,980	96.6%	2,238
Landscape Maintenance	0	0	4,000	4,000	100.0%	0
Refuse Expense	4,320	4,320	85,000	80,680	94.9%	244
Grounds Maintenance	15,601	15,601	275,000	259,399	94.3%	29,205
Pool Maintenance	0	0	30,000	30,000	100.0%	862
Pest Control	640	640	7,000	6,360	90.9%	650
Utilities - Maintenance	389	389	7,500	7,111	94.8%	360
Telephone -Maintenance	121	121	3,500	3,379	96.5%	119
Auto & Equipment Fuel	0	0	24,500	24,500	100.0%	1,280
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>58,382</u>	<u>58,382</u>	<u>1,643,500</u>	<u>1,585,118</u>	<u>96.4%</u>	<u>87,591</u>
NET PROFIT or (LOSS)	<u>(39,577)</u>	<u>(39,577)</u>	<u>(1,166,900)</u>	<u>1,127,323</u>	<u>-96.6%</u>	<u>(66,514)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	(190)	(190)	10,000	(10,190)	-101.9%	800
Guest Pass Income	1,210	1,210	110,000	(108,790)	-98.9%	2,070
Fish Contributions	0	0	500	(500)	-100.0%	0
Public Safety Taxable Sales	66	66	7,500	(7,434)	-99.1%	131
Mag Card Income	1,721	1,721	160,000	(158,279)	-98.9%	2,080
TOTAL INCOME	<u>2,807</u>	<u>2,807</u>	<u>288,000</u>	<u>(285,193)</u>	<u>-99.0%</u>	<u>5,081</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	20,047	20,047	675,000	654,953	97.0%	27,537
Payroll Tax - Public Safety	1,429	1,429	55,000	53,571	97.4%	2,142
Workman's Comp-Public Safety	3,818	3,818	16,000	12,182	76.1%	0
Group Health & Life Public Safety	0	0	110,000	110,000	100.0%	9,813
Pension Expense-Public Safety	1,236	1,236	19,000	17,764	93.5%	1,276
Uniforms-Public Safety	0	0	4,000	4,000	100.0%	1,005
R/M Equip - Public Safety	1,688	1,688	13,000	11,312	87.0%	904
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	3,191	3,191	15,000	11,809	78.7%	2,063
First Aid Supplies	76	76	4,500	4,424	98.3%	0
Miscellaneous - Public Safety	0	0	0	0	#DIV/0!	0
Mag Card Expense	3,877	3,877	25,000	21,123	84.5%	2,281
Meal Expense -Public Safety	110	110	750	640	85.3%	0
Utilities - Public Safety	416	416	7,000	6,584	94.1%	481
Telephone - Public Safety	384	384	5,000	4,616	92.3%	378
Auto Expense - Public Safety	178	178	14,000	13,822	98.7%	1,327
Seminars -Public Safety	85	85	15,000	14,915	99.4%	100
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>36,535</u>	<u>36,535</u>	<u>987,800</u>	<u>951,265</u>	<u>96.3%</u>	<u>49,307</u>
NET PROFIT or (LOSS)	<u>(33,728)</u>	<u>(33,728)</u>	<u>(703,800)</u>	<u>670,072</u>	<u>-95.2%</u>	<u>(44,226)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	(1,519)	(1,519)	30,000	(31,519)	-105.1%	29
Recreation Taxable Income	1,333	1,333	10,000	(8,667)	-86.7%	0
Happy Shack Taxable Income	0	0	40,000	(40,000)	-100.0%	72
Happy Shack Non-Taxable Income	0	0	5,500	(5,500)	-100.0%	0
TOTAL INCOME	<u>(186)</u>	<u>(186)</u>	<u>85,500</u>	<u>(85,686)</u>	<u>-100.2%</u>	<u>101</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	1,950	1,950	250,000	248,050	99.2%	1,692
Payroll Tax - Recreation	175	175	24,000	23,825	99.3%	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	411	411	3,000	2,589	86.3%	0
Equip Replace- Recreation	0	0	2,500	2,500	100.0%	0
Supplies - Recreation	63	63	5,000	4,937	98.7%	42
Supplies - Happy Shack	100	100	4,000	3,900	97.5%	84
Trophies Expense	0	0	2,000	2,000	100.0%	0
Miscellaneous - Recreation	0	0	1,000	1,000	100.0%	175
Social Activities	117	117	50,000	49,883	99.8%	0
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	1,326	1,326	32,500	31,174	95.9%	1,104
Telephone - Recreation	301	301	2,500	2,199	88.0%	137
Auto Expense - Recreation	0	0	600	600	100.0%	0
TOTAL OPERATING EXPENSES	<u>4,442</u>	<u>4,442</u>	<u>390,150</u>	<u>385,708</u>	<u>98.9%</u>	<u>3,364</u>
NET PROFIT or (LOSS)	<u>(4,628)</u>	<u>(4,628)</u>	<u>(339,150)</u>	<u>334,522</u>	<u>-98.6%</u>	<u>(3,509)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	2,977,074	2,977,074	2,976,797	277	0.0%	2,706,824
Service Charges	25,008	25,008	60,000	(34,992)	-58.3%	18,819
Golf Course Assess Income	324,300	324,300	324,300	0	0.0%	324,300
Cable/Wi Fi Income	921,819	921,819	933,012	(11,193)	-1.2%	295,011
Member Electric	3,231	3,231	550,000	(546,769)	-99.4%	3,872
Lake Development	0	0	284,800	(284,800)	-100.0%	(160)
Sr Adult Act Nt Income	0	0	0	0		0
TOTAL INCOME	<u>4,251,433</u>	<u>4,251,433</u>	<u>5,128,909</u>	<u>(877,476)</u>	<u>-17.1%</u>	<u>3,348,666</u>
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	530	530	5,000	4,470	89.4%	304
Cable/Wi Fi Expense	21,805	21,805	830,208	808,403	97.4%	450
Lake Maintenance	0	0	100,000	100,000	100.0%	1,198
Utilities - Resort Services	55,514	55,514	760,000	704,486	92.7%	1,023
License - Resort Services	1,642	1,642	10,000	8,358	83.6%	3,458
General Ins. - Resort Services	13,361	13,361	165,000	151,640	91.9%	475
Personnel Expense	1,510	1,510	16,000	14,490	90.6%	863
Professional Services	11,868	11,868	168,000	156,132	92.9%	9,113
Credit Card & Bank Fees	0	0	40,000	40,000	100.0%	0
Board of Directors Expense	60	60	7,500	7,440	99.2%	284
Property Tax Expense	0	0	450,000	450,000	100.0%	0
Depreciation	44,453	44,453	617,500	573,047	92.8%	35,966
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	<u>150,743</u>	<u>150,743</u>	<u>3,526,508</u>	<u>3,375,765</u>	<u>95.7%</u>	<u>59,524</u>
OPERATING PROFIT (LOSS)	<u>4,100,690</u>	<u>4,100,690</u>	<u>1,602,401</u>	<u>2,498,289</u>	<u>155.9%</u>	<u>3,289,142</u>
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	(19,059)	(19,059)	0	19,059	#DIV/0!	(12,654)
Dividend/Interest Income	81	81	35,000	34,919	99.8%	2,895
Interest Income	2,181	2,181	10,000	7,819	78.2%	0
Reserves Interest Income	0	0	5,000	5,000	100.0%	0
TOTAL OTHER INCOME (EXPENSE)	<u>(16,797)</u>	<u>(16,797)</u>	<u>50,000</u>	<u>66,797</u>	<u>133.6%</u>	<u>(9,759)</u>
NET PROFIT or (LOSS)	<u>4,083,893</u>	<u>4,083,893</u>	<u>1,652,401</u>	<u>2,565,087</u>	<u>155.2%</u>	<u>3,279,383</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2022
LEASE OPERATIONS

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Food Truck Income	0	0	6,500	(6,500)	-100%	0
Country Store & Coffee Shop Lease Inc	0	0	23,500	(23,500)	-100%	0
Beauty Shop Lease Income	0	0	2,250	(2,250)	-100%	0
Icecream Lease Income	0	0	13,300	(13,300)	-100%	0
TOTAL INCOME	0	0	45,550	(45,550)	-100.0%	0
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)	0	0	31,450	(31,450)	-100.0%	0

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	185	185	75,000	(74,815)	-99.8%	201
Park & Garden Taxable	595	595	160,000	(159,405)	-99.6%	2,227
Propane Income	17	17	10,000	(9,983)	-99.8%	0
Delivery Fees	165	165	20,000	(19,835)	-99.2%	420
TOTAL INCOME	<u>962</u>	<u>962</u>	<u>265,000</u>	<u>(264,038)</u>	<u>-99.6%</u>	<u>2,848</u>
Cost of Goods Sold						
C.O.G.S. - Park & Garden	3,482	3,482	170,000	166,518	98.0%	892
TOTAL COST OF SALES	<u>3,482</u>	<u>3,482</u>	<u>170,000</u>	<u>166,518</u>	<u>98.0%</u>	<u>892</u>
OPERATING EXPENSES						
Salaries & Wages-Park & Garden	1,398	1,398	52,000	50,602	97.3%	2,180
Payroll Tax - Park & Garden	174	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	281	281	2,500	2,219	88.7%	117
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	114	114	2,750	2,636	95.8%	164
Telephone - Park & Garden	(120)	(120)	750	870	116.0%	60
Auto Expense - Park & Garden	158	158	1,500	1,342	89.4%	58
License - Park & Garden	0	0	50	50	100.0%	0
TOTAL OPERATING EXPENSES	<u>2,007</u>	<u>2,007</u>	<u>71,565</u>	<u>69,558</u>	<u>97.2%</u>	<u>3,237</u>
NET PROFIT or (LOSS)	<u>(4,527)</u>	<u>(4,527)</u>	<u>23,435</u>	<u>(27,962)</u>	<u>-119.3%</u>	<u>(1,281)</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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	14,784	14,784	245,000	(230,216)	-94.0%	570
Marina Fuel	0	0	25,000	(25,000)	-100.0%	0
TOTAL INCOME	<u>14,784</u>	<u>14,784</u>	<u>275,300</u>	<u>(260,516)</u>	<u>-94.6%</u>	<u>570</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	736	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	0	0	105,000	105,000	100.0%	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%	109
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	38	38	1,000	962	96.2%	55
Telephone - Golf Cart Rentals	60	60	750	690	92.0%	60
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%	0
TOTAL OPERATING EXPENSES	<u>834</u>	<u>834</u>	<u>185,850</u>	<u>185,016</u>	<u>99.6%</u>	<u>342</u>
NET PROFIT or (LOSS)	<u>13,949</u>	<u>13,950</u>	<u>88,950</u>	<u>(75,000)</u>	<u>-84.3%</u>	<u>225</u>

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 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%	0
Car Wash Income	0	0	2,500	(2,500)	-100.0%	186
Laundry Income	6,480	6,480	35,000	(28,520)	-81.5%	4,014
Bull Pen Storage Income	1,744	1,744	22,000	(20,256)	-92.1%	764
TOTAL INCOME	8,224	8,224	109,500	(101,276)	-92.5%	4,963
OPERATING EXPENSES						
R/M Equip - Retail Center	0	0	2,500	2,500	100.0%	0
Supplies - Retail Center	0	0	0	0	#DIV/0!	0
Gasoline Expense	6,166	6,166	35,000	28,834	82.4%	4,934
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	887	887	15,500	14,613	94.3%	1,121
TOTAL OPERATING EXPENSES	7,053	7,053	54,100	47,047	87.0%	6,055
NET PROFIT or (LOSS)	1,171	1,171	55,400	(54,229)	-97.9%	(1,092)

Sandy Pines Wilderness Trails, Inc.
YEAR TO DATE COMPARATIVE
For the One Month Ended October 31, 2022
SALES/HOSPITALITY

	Current Activity	Y-T-D Activity	Annual Budget	Budget Remaining Dollars (\$)	%	Last Year YTD Activity
INCOME						
Sales Deposits	475	475	0	475	#DIV/0!	(138,600)
Sale of S.P. Sites - Sales	0	0	0	0	#DIV/0!	0
Commission Income - Sales	16,830	16,830	300,000	(283,170)	-94.4%	60,178
Transfer Fee Income	10,075	10,075	275,000	(264,925)	-96.3%	20,840
Sale of Retired Sites	0	0	6,000	(6,000)	-100.0%	0
Seasonal Camping	32,800	32,800	50,000	(17,200)	-34.4%	48,953
Site Rental Income	96,076	96,076	444,000	(347,924)	-78.4%	1,120
Promotion Income	0	0	1,500	(1,500)	-100.0%	0
TOTAL INCOME	156,256	156,256	1,076,500	(920,244)	-85.5%	(7,509)
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	12,021	12,021	282,000	269,979	95.7%	4,011
Payroll Tax - Sales	874	874	20,000	19,126	95.6%	277
Workman's Comp-Sales	0	0	425	425	100.0%	0
Group Health & Life - Sales	1,677	1,677	24,000	22,323	93.0%	(418)
Pension Expense-Sales	0	0	12,000	12,000	100.0%	1,042
R/M Equip - Sales	0	0	500	500	100.0%	0
Equip Replace- Sales	0	0	500	500	100.0%	0
Supplies - Sales	470	470	7,500	7,030	93.7%	1,440
Promotions	0	0	1,500	1,500	100.0%	29
Rental Expense/Hospitality	1,926	1,926	45,000	43,074	95.7%	1,853
Show Promotions - Sales	0	0	0	0	#DIV/0!	0
Meals Expense - Sales	0	0	200	200	100.0%	0
Telephone - Sales	193	193	2,000	1,807	90.3%	192
Auto Expense - Sales	0	0	750	750	100.0%	276
Seminars - Sales	0	0	0	0	#DIV/0!	0
Postage - Sales	0	0	0	0	#DIV/0!	0
Communicatoins /Advertising Expense - Sa	1,770	1,770	25,000	23,230	92.9%	2,259
Referrals Expense - Sales	0	0	3,000	3,000	100.0%	0
TOTAL OPERATING EXPENSES	18,931	18,931	424,375	405,444	95.5%	10,962
NET PROFIT or (LOSS)	137,325	137,325	652,125	(514,800)	-78.9%	(18,470)