

**Pine Mountain Lake Association**  
**Balance Sheet**  
**As of 10/2/22**

|                                       | Consolidated         | Operating Fund      | Reserve Fund        | New Cap. Fund    |
|---------------------------------------|----------------------|---------------------|---------------------|------------------|
| <b><u>ASSETS:</u></b>                 |                      |                     |                     |                  |
| Cash & Equivalents                    | 4,855,073.22         | 877,962.32          | 3,900,347.97        | 76,762.93        |
| Due To/Due From                       | -                    | 18,182.78           | (18,182.78)         |                  |
| Accounts Receivable                   | 1,388,463.11         | 1,388,463.11        |                     |                  |
| Less: Bad Debt Reserve                | (244,069.59)         | (244,069.59)        |                     |                  |
| Inventory                             | 165,355.16           | 165,355.16          |                     |                  |
| Deposits & Prepaids                   | 760,314.38           | 760,314.38          |                     |                  |
| Total Current Assets                  | 6,925,136.28         | 2,966,208.16        | 3,882,165.19        | 76,762.93        |
| Fixed Assets                          |                      |                     |                     |                  |
| Land & Buildings                      | 17,312,173.85        | 17,312,173.85       |                     |                  |
| Operating Equipment                   | 5,252,226.79         | 5,252,226.79        |                     |                  |
| Vehicles                              | 1,894,843.12         | 1,894,843.12        |                     |                  |
| Total Fixed Asset Costs               | 24,459,243.76        | 24,459,243.76       | -                   | -                |
| Accumulated Depreciation              | (17,836,779.08)      | (17,836,779.08)     |                     |                  |
| Net Fixed Assets                      | 6,622,464.68         | 6,622,464.68        | -                   | -                |
| Other Long Term Assets                | 6,509.09             | 6,509.09            |                     |                  |
| <b>TOTAL ASSETS</b>                   | <b>13,554,110.05</b> | <b>9,595,181.93</b> | <b>3,882,165.19</b> | <b>76,762.93</b> |
| <b>LIABILITIES &amp; EQUITY</b>       |                      |                     |                     |                  |
| <b><u>LIABILITIES:</u></b>            |                      |                     |                     |                  |
| Accounts Payable                      | 131,149.10           | 113,542.25          | 17,606.85           |                  |
| Personnel Related Items               | 436,386.05           | 436,386.05          |                     |                  |
| Accrued Taxes & Liabilities           | 18,101.91            | 18,101.91           |                     |                  |
| Unearned Dues                         | 1,383,531.19         | 1,383,531.19        |                     |                  |
| Other Liabilities                     | 192,767.91           | 192,767.91          |                     |                  |
| Notes Payable                         | -                    |                     |                     |                  |
| Total Liabilities                     | 2,161,936.16         | 2,144,329.31        | 17,606.85           | -                |
| <b><u>EQUITY:</u></b>                 |                      |                     |                     |                  |
| Prior Year End Balance                | 10,615,530.20        | 7,334,048.57        | 3,206,537.90        | 74,943.73        |
| Current Year Equity                   |                      |                     |                     |                  |
| Income/(Exp)                          | 1,167,101.98         | (601,397.91)        | 1,691,842.50        | 76,657.39        |
| Asset Transfers from Funds            | -                    | 718,201.96          | (643,363.77)        | (74,838.19)      |
| Reserve Expenses                      | (390,458.29)         |                     | (390,458.29)        |                  |
| <b>TOTAL EQUITY</b>                   | <b>11,392,173.89</b> | <b>7,450,852.62</b> | <b>3,864,558.34</b> | <b>76,762.93</b> |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>13,554,110.05</b> | <b>9,595,181.93</b> | <b>3,882,165.19</b> | <b>76,762.93</b> |

## CAPITAL EXPENDITURES 9 Months Ended Sep 2, 2022

|                                                                                                           | TOTAL<br>RESERVE<br>FUNDS | NEW CAPITAL<br>ADDITIONS<br>FUND | TOTAL<br>CONTRIBUTION<br>TO CAPITAL |
|-----------------------------------------------------------------------------------------------------------|---------------------------|----------------------------------|-------------------------------------|
| <b>2022 Beginning Fund Balances</b>                                                                       | 3,206,538                 | \$ 74,944                        | 3,281,482                           |
| Interest Income                                                                                           |                           |                                  | -                                   |
| Bank Fees/Discounts Taken                                                                                 | 589                       | (32)                             | 557                                 |
| Assessments Earned                                                                                        | 1,691,253 <sup>(1)</sup>  | 76,689 <sup>(2)</sup>            | 1,767,942                           |
| Other Income/Expense                                                                                      |                           |                                  |                                     |
| <b>PURCHASES BY AMENITY</b>                                                                               |                           |                                  |                                     |
| Golf Course                                                                                               | (158,261)                 | (20,192)                         | (178,453)                           |
| Country Club                                                                                              | (8,699)                   |                                  | (8,699)                             |
| Bar                                                                                                       |                           |                                  | -                                   |
| Marina                                                                                                    | (54,847)                  |                                  | (54,847)                            |
| Snack Shack                                                                                               | (3,303)                   |                                  | (3,303)                             |
| Swim Center                                                                                               |                           |                                  | -                                   |
| Stables                                                                                                   | (83,837)                  | (6,651)                          | (90,488)                            |
| Recreation                                                                                                |                           |                                  | -                                   |
| Roads & Facilities Maintenance                                                                            | (333,361)                 | (40,678)                         | (374,039)                           |
| <b>PROPERTY OWNER SERVICES</b>                                                                            |                           |                                  |                                     |
| Safety                                                                                                    |                           |                                  | -                                   |
| Administration                                                                                            | (1,055)                   | (7,317)                          | (8,372)                             |
| Non-Capital Reserve Expenses                                                                              | (390,458)                 |                                  | (390,458)                           |
| <b>Total transfer to Operating Fund<br/>for property and equipment<br/>additions and reserve expenses</b> | (1,033,821)               | (74,838)                         | (1,108,659)                         |
| <b>Adjusted Fund Balances</b>                                                                             | \$ 3,864,559              | \$ 76,763                        | \$ 3,941,322                        |

### Notes to the Financial Statements

(1) The Budgeted Reserve Fund assessment for 2022 is \$2,255,000

(2) The Budgeted New Capital Additions Fund assessment for 2022 is \$102,249

**PINE MOUNTAIN LAKE ASSOCIATION**  
**SUMMARY STATEMENT OF OPERATING FUND REVENUES AND EXPENSES**  
**For The Nine Months Ended October 2, 2022**

|                                | Revenues                                |              |                                |                         |                   | Expenses          | (Cost)/Income          |                         |                      | Budget               |                       |
|--------------------------------|-----------------------------------------|--------------|--------------------------------|-------------------------|-------------------|-------------------|------------------------|-------------------------|----------------------|----------------------|-----------------------|
|                                | Members' Assessments<br>Net of Discount | User Fees    | Sales, Net of<br>Cost of Sales | Miscellaneous<br>Income | Total<br>Revenues | Total<br>Expenses | Before<br>Depreciation | Depreciation<br>Expense | (NET COST)<br>INCOME | (NET COST)<br>INCOME | Variance<br>Bud - Act |
| OPERATION OF AMENITIES         |                                         |              |                                |                         |                   |                   |                        |                         |                      |                      |                       |
| Golf Course                    | \$ -0-                                  | \$ 694,648   | \$ 34,663                      |                         | \$ 729,311        | \$ 1,332,679      | \$ (603,368)           |                         | \$ (603,368)         | \$ (737,848)         | 134,480               |
| Restaurant & Bar               | -0-                                     | 3,358        | 766,211                        |                         | 769,569           | 1,243,921         | (474,352)              |                         | \$ (474,352)         | (625,681)            | 151,329               |
| Marina                         | -0-                                     | 428,917      | 124,475                        |                         | 553,392           | 773,281           | (219,889)              |                         | \$ (219,889)         | (178,928)            | (40,961)              |
| Snack Shack                    | -0-                                     |              | 48,271                         |                         | 48,271            | 70,344            | (22,073)               |                         | \$ (22,073)          | (27,457)             | 5,384                 |
| Stables                        | -0-                                     | 93,331       |                                | 6,579                   | 99,910            | 335,538           | (235,628)              |                         | \$ (235,628)         | (232,380)            | (3,248)               |
| Recreation                     | -0-                                     | 161,411      |                                |                         | 161,411           | 135,710           | 25,701                 |                         | \$ 25,701            | 7,243                | 18,458                |
| Roads & Facilities Maintenance | -0-                                     | 142,398      |                                | 29,093                  | 171,491           | 1,738,265         | (1,566,774)            |                         | \$ (1,566,774)       | (1,817,140)          | 250,366               |
| PROPERTY OWNER SERVICES        |                                         |              |                                |                         |                   |                   |                        |                         |                      |                      |                       |
| Safety                         | -0-                                     | 175,976      |                                | 2,516                   | 178,492           | 708,500           | (530,008)              |                         | (530,008)            | (755,852)            | 225,844               |
| Administration                 | -0-                                     | 275,116      |                                | 936                     | 276,052           | 1,501,447         | (1,225,395)            |                         | (1,225,395)          | (1,256,685)          | 31,290                |
| ASSESSMENTS                    |                                         |              |                                |                         |                   |                   |                        |                         |                      |                      |                       |
| +                              | 4,783,967                               |              |                                | 88,670                  | 4,872,637         | 81,542            | 4,791,095              | 540,708                 | 4,250,387            | 4,181,958            | 68,429                |
| Totals                         | \$ 4,783,967                            | \$ 1,975,155 | \$ 973,620                     | \$ 127,794              | \$ 7,860,536      | \$ 7,921,227      | \$ (60,691)            | \$ 540,708              | \$ (601,399)         | \$ (1,442,770)       | 841,371               |

**Pine Mountain Lake Association**  
**Combined Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                               | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Sales</b>          |                              |                              |                                   |                                     |                               |                             |                            |                            |                           |                             |
| 135,509.84            | 120,500.00                   | 15,009.84                    | 131,623.73                        | 3,886.11                            | Sales - Food                  | 1,071,869.92                | 996,452.10                 | 75,417.82                  | 966,604.22                | 105,265.70                  |
| 4,907.75              | 10,000.00                    | -5,092.25                    | 4,891.46                          | 16.29                               | Sales - Banquets              | 43,943.84                   | 87,575.00                  | -43,631.16                 | 14,687.05                 | 29,256.79                   |
| 53,227.52             | 30,000.00                    | 23,227.52                    | 48,616.63                         | 4,610.89                            | Sales - Beverages             | 372,862.81                  | 371,464.64                 | 1,398.17                   | 272,033.10                | 100,829.71                  |
| 27,334.13             | 18,900.00                    | 8,434.13                     | 20,958.45                         | 6,375.68                            | Sales - Merchandise           | 191,740.14                  | 147,900.00                 | 43,840.14                  | 143,437.69                | 48,302.45                   |
| 1,141.00              | 750.00                       | 391.00                       | 1,446.68                          | -305.68                             | Sales - Gas                   | 9,479.87                    | 7,695.66                   | 1,784.21                   | 8,259.07                  | 1,220.80                    |
| -1,629.65             | -1,785.00                    | 155.35                       | -1,899.01                         | 269.36                              | Member Discounts              | -10,795.58                  | -15,435.00                 | 4,639.42                   | -12,561.54                | 1,765.96                    |
| <b>220,490.59</b>     | <b>178,365.00</b>            | <b>42,125.59</b>             | <b>205,637.94</b>                 | <b>14,852.65</b>                    | <b>Total Sales</b>            | <b>1,679,101.00</b>         | <b>1,595,652.41</b>        | <b>83,448.59</b>           | <b>1,392,459.59</b>       | <b>286,641.41</b>           |
| <b>Other Revenue</b>  |                              |                              |                                   |                                     |                               |                             |                            |                            |                           |                             |
| 12,597.50             | 15,600.00                    | -3,002.50                    | 17,848.00                         | -5,250.50                           | Property Owner Green Fees     | 101,634.50                  | 126,100.00                 | -24,465.50                 | 134,068.00                | -32,433.50                  |
| 30,782.00             | 16,400.00                    | 14,382.00                    | 38,037.00                         | -7,255.00                           | Non-Property Owner Green Fees | 222,987.13                  | 157,200.00                 | 65,787.13                  | 225,666.05                | -2,678.92                   |
| 10,443.00             | 10,585.00                    | -142.00                      | 13,724.00                         | -3,281.00                           | Annual Member Green Fees      | 95,651.00                   | 95,265.00                  | 386.00                     | 100,830.00                | -5,179.00                   |
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness          |                             |                            |                            | 950,000.00                | -950,000.00                 |
| 5,120.00              | 5,150.00                     | -30.00                       | 6,438.00                          | -1,318.00                           | Annual Member Cart Fees       | 47,785.15                   | 46,350.00                  | 1,435.15                   | 47,468.78                 | 316.37                      |
| 1,865.00              | 3,000.00                     | -1,135.00                    | 1,897.24                          | -32.24                              | Tournaments                   | 21,059.00                   | 15,500.00                  | 5,559.00                   | 9,655.24                  | 11,403.76                   |
| 7,944.00              | 11,400.00                    | -3,456.00                    | 10,455.00                         | -2,511.00                           | Property Owner Cart Fees      | 59,244.60                   | 76,100.00                  | -16,855.40                 | 73,047.00                 | -13,802.40                  |
| 13,218.00             | 7,300.00                     | 5,918.00                     | 13,211.00                         | 7.00                                | Non-Property Owner Cart Fees  | 96,681.88                   | 62,900.00                  | 33,781.88                  | 91,097.95                 | 5,583.93                    |
| 2,360.00              | 2,000.00                     | 360.00                       | 2,205.00                          | 155.00                              | Driving Range Fees            | 18,256.00                   | 15,500.00                  | 2,756.00                   | 16,163.00                 | 2,093.00                    |
| 1,119.00              | 700.00                       | 419.00                       | 1,306.00                          | -187.00                             | Club Rentals                  | 7,763.50                    | 4,100.00                   | 3,663.50                   | 6,350.50                  | 1,413.00                    |
| -42.00                |                              | -42.00                       | 76.00                             | -118.00                             | Club Storage                  | 16,436.14                   | 18,200.00                  | -1,763.86                  | 18,110.50                 | -1,674.36                   |
|                       |                              |                              |                                   |                                     | Locker Rental                 | 7,149.00                    | 8,200.00                   | -1,051.00                  | 8,170.70                  | -1,021.70                   |
| 260.00                | 350.00                       | -90.00                       | 346.00                            | -86.00                              | Shooting Range Fees           | 3,889.00                    | 3,995.00                   | -106.00                    | 3,746.00                  | 143.00                      |
|                       |                              |                              |                                   |                                     | Swimming Lessons              |                             | 2,225.00                   | -2,225.00                  | 2,200.00                  | -2,200.00                   |
| 260.00                | 200.00                       | 60.00                        | 130.00                            | 130.00                              | Notary Fees                   | 855.00                      | 1,800.00                   | -945.00                    | 860.00                    | -5.00                       |
| 180.00                | 500.00                       | -320.00                      | -690.00                           | 870.00                              | Lake Lodge Rental             | 4,992.00                    | 4,500.00                   | 492.00                     | 920.00                    | 4,072.00                    |
| 76.52                 | 100.00                       | -23.48                       | -1,730.48                         | 1,807.00                            | Fishing License Revenue       | 348.40                      | 657.14                     | -308.74                    | 353.20                    | -4.80                       |
| 12,183.00             | 5,000.00                     | 7,183.00                     | 18,522.00                         | -6,339.00                           | Boat Rentals                  | 102,664.06                  | 134,836.00                 | -32,171.94                 | 142,868.23                | -40,204.17                  |
| 1,370.20              | 1,000.00                     | 370.20                       | 1,019.00                          | 351.20                              | Registration Fees             | 72,296.34                   | 69,995.00                  | 2,301.34                   | 69,986.00                 | 2,310.34                    |
| 355.00                | 500.00                       | -145.00                      | 588.00                            | -233.00                             | Docking Fees                  | 96,701.00                   | 95,807.00                  | 894.00                     | 94,935.50                 | 1,765.50                    |
| 627.00                | 200.00                       | 427.00                       | 696.00                            | -69.00                              | Tennis & Pickleball Fees      | 13,631.00                   | 14,056.00                  | -425.00                    | 13,643.00                 | -12.00                      |

**Pine Mountain Lake Association**  
**Combined Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       | 750.00                       | -750.00                      | 1,500.00                          | -1,500.00                           | Annual Rental Fee              | 68,236.00                   | 65,750.00                  | 2,486.00                   | 67,950.00                 | 286.00                      |
|                       | 80.00                        | -80.00                       | 290.00                            | -290.00                             | Equestrian Center Use Fee      | 1,194.00                    | 400.00                     | 794.00                     | 783.00                    | 411.00                      |
| 158.44                | 100.00                       | 58.44                        | 233.00                            | -74.56                              | Other Services                 | 2,224.60                    | 900.00                     | 1,324.60                   | 848.12                    | 1,376.48                    |
| 2,205.00              | 2,500.00                     | -295.00                      | 1,895.00                          | 310.00                              | Trail Rides / Lessons          | 34,690.00                   | 52,565.00                  | -17,875.00                 | 55,430.00                 | -20,740.00                  |
| 6,745.00              | 5,412.00                     | 1,333.00                     | 11,993.00                         | -5,248.00                           | Boarding                       | 54,689.00                   | 45,737.00                  | 8,952.00                   | 52,053.00                 | 2,636.00                    |
|                       |                              |                              |                                   |                                     | Kids' Camp Income              |                             | 1,000.00                   | -1,000.00                  |                           |                             |
| 6,578.80              | 8,000.00                     | -1,421.20                    | 14,748.70                         | -8,169.90                           | Advertising                    | 70,603.45                   | 75,800.00                  | -5,196.55                  | 77,687.00                 | -7,083.55                   |
|                       |                              |                              |                                   |                                     | PML News Subscrip. Revenue     | 10.00                       | 40.00                      | -30.00                     | 30.00                     | -20.00                      |
| 2,995.00              | 3,000.00                     | -5.00                        | 4,921.00                          | -1,926.00                           | Plan Check, Var and Insp. Fees | 31,848.00                   | 27,000.00                  | 4,848.00                   | 33,316.00                 | -1,468.00                   |
| 750.00                |                              | 750.00                       | 100.00                            | 650.00                              | Fines                          | 1,450.00                    |                            | 1,450.00                   | 4,400.00                  | -2,950.00                   |
| 4,488.00              | 3,500.00                     | 988.00                       | 4,819.00                          | -331.00                             | Transfer Fees                  | 37,000.00                   | 31,500.00                  | 5,500.00                   | 46,919.31                 | -9,919.31                   |
| 2,650.00              | 3,500.00                     | -850.00                      | 1,924.00                          | 726.00                              | Gate Cards                     | 36,313.00                   | 30,500.00                  | 5,813.00                   | 36,407.00                 | -94.00                      |
| 1,470.00              | 2,000.00                     | -530.00                      | 5,670.00                          | -4,200.00                           | Clicker Revenue                | 18,150.00                   | 19,500.00                  | -1,350.00                  | 19,526.00                 | -1,376.00                   |
| 69,645.00             | 60,400.00                    | 9,245.00                     | 64,015.00                         | 5,630.00                            | Vehicle Access Fees            | 550,347.00                  | 543,600.00                 | 6,747.00                   | 546,910.00                | 3,437.00                    |
|                       | 100.00                       | -100.00                      | 16.00                             | -16.00                              | Parking Fees                   | 488.00                      | 900.00                     | -412.00                    | 1,078.00                  | -590.00                     |
|                       |                              |                              |                                   |                                     | Amenity Entrance Fees          | 14,517.00                   | 15,150.00                  | -633.00                    | 14,750.00                 | -233.00                     |
| 965.37                | 600.00                       | 365.37                       | 949.65                            | 15.72                               | Vending Revenue                | 9,252.08                    | 7,250.00                   | 2,002.08                   | 7,924.87                  | 1,327.21                    |
| 267.00                | 150.00                       | 117.00                       | 156.00                            | 111.00                              | Jukebox Revenue                | 1,133.00                    | 450.00                     | 683.00                     | 414.00                    | 719.00                      |
| 3,561.00              | 2,654.00                     | 907.00                       | 3,387.36                          | 173.64                              | Campsite Fees                  | 37,822.34                   | 36,283.00                  | 1,539.34                   | 30,719.36                 | 7,102.98                    |
|                       |                              |                              |                                   |                                     | GCSD Space Rental              | 5,000.00                    | 5,000.00                   |                            | 5,000.00                  |                             |
|                       | 70.00                        | -70.00                       |                                   |                                     | ATM Fees                       | 93.00                       | 575.00                     | -482.00                    | 159.00                    | -66.00                      |
| 1,126.16              | 1,200.00                     | -73.84                       | 2,208.16                          | -1,082.00                           | Cell Tower Rental              | 10,069.20                   | 10,800.00                  | -730.80                    | 9,893.42                  | 175.78                      |
|                       | 150.00                       | -150.00                      |                                   |                                     | Interest Income                | 0.25                        | 3,000.00                   | -2,999.75                  | 1,578.56                  | -1,578.31                   |
| 6,021.25              | 400.00                       | 5,621.25                     | 599.38                            | 5,421.87                            | Miscellaneous                  | 39,123.34                   | 3,980.00                   | 35,143.34                  | 11,231.41                 | 27,891.93                   |
| <b>210,344.24</b>     | <b>174,551.00</b>            | <b>35,793.24</b>             | <b>243,503.01</b>                 | <b>-33,158.77</b>                   | <b>Total Other Revenue</b>     | <b>2,014,277.96</b>         | <b>1,930,966.14</b>        | <b>83,311.82</b>           | <b>3,035,147.70</b>       | <b>-1,020,869.74</b>        |
| <b>Cost of Sales</b>  |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
| 52,405.44             | 53,170.00                    | -764.56                      | 43,811.56                         | 8,593.88                            | Cost of Sales - Food           | 445,619.70                  | 443,943.26                 | 1,676.44                   | 377,236.36                | 68,383.34                   |
| 14,197.91             | 9,900.00                     | 4,297.91                     | 12,313.75                         | 1,884.16                            | Cost of Sales - Beverages      | 107,459.77                  | 122,583.33                 | -15,123.56                 | 86,157.15                 | 21,302.62                   |
| 22,074.01             | 10,129.35                    | 11,944.66                    | 10,755.03                         | 11,318.98                           | Cost of Sales - Merchandise    | 131,021.23                  | 80,840.85                  | 50,180.38                  | 75,721.88                 | 55,299.35                   |
| 1,074.17              | 600.00                       | 474.17                       | 581.27                            | 492.90                              | Cost of Sales - Gas            | 5,677.45                    | 6,156.53                   | -479.08                    | 4,134.30                  | 1,543.15                    |
| 214.30                | 1,530.00                     | -1,315.70                    | 654.87                            | -440.57                             | Product Spoilage               | 3,297.41                    | 13,770.00                  | -10,472.59                 | 3,750.24                  | -452.83                     |

**Pine Mountain Lake Association**  
**Combined Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                      | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 1,644.75              | 2,000.00                     | -355.25                      | 685.66                            | 959.09                              | Cost of Sales- Employee Meals        | 12,405.34                   | 15,200.00                  | -2,794.66                  | 11,177.44                 | 1,227.90                    |
| <b>91,610.58</b>      | <b>77,329.35</b>             | <b>14,281.23</b>             | <b>68,802.14</b>                  | <b>22,808.44</b>                    | <b>Total Cost of Sales</b>           | <b>705,480.90</b>           | <b>682,493.97</b>          | <b>22,986.93</b>           | <b>558,177.37</b>         | <b>147,303.53</b>           |
| 86,153.10             | 73,800.00                    | 12,353.10                    | 91,363.10                         | -5,210.00                           | Gross Margin - Food                  | 654,491.31                  | 611,113.84                 | 43,377.47                  | 589,127.23                | 65,364.08                   |
| 39,029.61             | 20,100.00                    | 18,929.61                    | 36,302.88                         | 2,726.73                            | Gross Margin - Beverages             | 265,403.04                  | 248,881.31                 | 16,521.73                  | 185,875.95                | 79,527.09                   |
| 3,630.47              | 6,985.65                     | -3,355.18                    | 8,304.41                          | -4,673.94                           | Gross Margin - Merchandise           | 49,923.33                   | 51,624.15                  | -1,700.82                  | 55,154.27                 | -5,230.94                   |
| 66.83                 | 150.00                       | -83.17                       | 865.41                            | -798.58                             | Gross Margin - Gas                   | 3,802.42                    | 1,539.13                   | 2,263.29                   | 4,124.77                  | -322.35                     |
|                       |                              |                              |                                   |                                     | Gross Margin - Other                 |                             |                            |                            |                           |                             |
| 128,880.01            | 101,035.65                   | 27,844.36                    | 136,835.80                        | -7,955.79                           | Gross Margin - Total                 | 973,620.10                  | 913,158.44                 | 60,461.66                  | 834,282.22                | 139,337.88                  |
| <b>0.42</b>           | <b>0.43</b>                  | <b>-0.02</b>                 | <b>0.33</b>                       | <b>0.08</b>                         | <b>COS as percent of sales</b>       | <b>0.42</b>                 | <b>0.43</b>                | <b>-0.01</b>               | <b>0.40</b>               | <b>0.02</b>                 |
| 339,224.25            | 275,586.65                   | 63,637.60                    | 380,338.81                        | -41,114.56                          | NET REVENUE                          | 2,987,898.06                | 2,844,124.58               | 143,773.48                 | 3,869,429.92              | -881,531.86                 |
|                       |                              |                              |                                   |                                     | <b>Personnel Costs</b>               |                             |                            |                            |                           |                             |
| 493,364.79            | 526,081.14                   | -32,716.35                   | 516,041.57                        | -22,676.78                          | Wages                                | 3,637,615.77                | 3,905,872.89               | -268,257.12                | 3,349,096.10              | 288,519.67                  |
|                       |                              |                              |                                   |                                     | MIP                                  |                             |                            |                            | 951.00                    | -951.00                     |
| 17,863.70             | 8,389.12                     | 9,474.58                     | 14,994.34                         | 2,869.36                            | Overtime                             | 120,406.51                  | 72,037.65                  | 48,368.86                  | 107,850.61                | 12,555.90                   |
| 41,939.85             | 41,470.08                    | 469.77                       | 44,124.10                         | -2,184.25                           | Payroll Taxes                        | 355,712.69                  | 365,553.49                 | -9,840.80                  | 327,246.42                | 28,466.27                   |
| 18,897.40             | 22,555.88                    | -3,658.48                    | 20,882.55                         | -1,985.15                           | Workers Compensation Ins.            | 129,276.09                  | 165,742.68                 | -36,466.59                 | 141,334.53                | -12,058.44                  |
| 80,375.25             | 99,644.00                    | -19,268.75                   | 149,159.50                        | -68,784.25                          | Health/Dental/Vision/Life Ins.       | 687,512.30                  | 896,796.00                 | -209,283.70                | 737,764.47                | -50,252.17                  |
| 34,163.18             | 37,550.02                    | -3,386.84                    | 30,049.41                         | 4,113.77                            | Pension/401k Match                   | 267,184.41                  | 290,987.59                 | -23,803.18                 | 252,521.70                | 14,662.71                   |
| 3,116.87              | 2,554.29                     | 562.58                       | 563.98                            | 2,552.89                            | Employee Relations                   | 11,297.02                   | 22,301.68                  | -11,004.66                 | 17,010.25                 | -5,713.23                   |
| 666.40                | 600.00                       | 66.40                        | 1,152.41                          | -486.01                             | Other Personnel Costs                | 39,196.21                   | 21,753.00                  | 17,443.21                  | 9,182.00                  | 30,014.21                   |
| <b>690,387.44</b>     | <b>738,844.52</b>            | <b>-48,457.08</b>            | <b>776,967.86</b>                 | <b>-86,580.42</b>                   | <b>Total Personnel Costs</b>         | <b>5,248,201.00</b>         | <b>5,741,044.98</b>        | <b>-492,843.98</b>         | <b>4,942,957.08</b>       | <b>305,243.92</b>           |
|                       |                              |                              |                                   |                                     | <b>Material, Supplies &amp; Svcs</b> |                             |                            |                            |                           |                             |
| 6,941.50              | 2,853.25                     | 4,088.25                     | 3,688.26                          | 3,253.24                            | Uniforms                             | 23,931.69                   | 33,523.96                  | -9,592.27                  | 22,730.81                 | 1,200.88                    |
| 1,927.97              | 1,190.00                     | 737.97                       | 1,575.48                          | 352.49                              | Entertainment                        | 35,160.18                   | 32,147.63                  | 3,012.55                   | 28,891.87                 | 6,268.31                    |
|                       | 250.00                       | -250.00                      | 3,996.00                          | -3,996.00                           | Donations                            | 6,037.00                    | 14,600.00                  | -8,563.00                  | 6,056.00                  | -19.00                      |

**Pine Mountain Lake Association**

Combined Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 2,716.69              | 2,597.16                     | 119.53                       | 2,776.31                          | -59.62                              | Internet & Website Expense             | 23,572.02                   | 23,374.44                  | 197.58                     | 22,424.77                 | 1,147.25                    |
| 1,544.40              | 4,089.00                     | -2,544.60                    | 1,000.44                          | 543.96                              | Advertising & Promotion                | 13,716.90                   | 35,301.00                  | -21,584.10                 | 9,220.04                  | 4,496.86                    |
| 51,937.50             | 21,473.00                    | 30,464.50                    | 15,490.68                         | 36,446.82                           | Outside Services                       | 273,823.06                  | 301,956.00                 | -28,132.94                 | 277,557.18                | -3,734.12                   |
| 1,057.34              |                              | 1,057.34                     | 10.67                             | 1,046.67                            | Programs & Prizes                      | 1,057.34                    | 2,750.00                   | -1,692.66                  | 10.67                     | 1,046.67                    |
|                       |                              |                              |                                   |                                     | Accounting Fees                        | 18,750.00                   | 18,600.00                  | 150.00                     | 18,600.00                 | 150.00                      |
| 5,040.25              | 5,490.00                     | -449.75                      | 5,304.07                          | -263.82                             | Automotive                             | 53,233.02                   | 49,410.00                  | 3,823.02                   | 43,749.22                 | 9,483.80                    |
| 3,990.00              | 13,000.00                    | -9,010.00                    | 12,779.13                         | -8,789.13                           | Legal Fees                             | 159,621.09                  | 117,000.00                 | 42,621.09                  | 118,995.19                | 40,625.90                   |
|                       |                              |                              |                                   |                                     | Fish Planting                          | 9,798.05                    | 11,225.00                  | -1,426.95                  | 10,843.55                 | -1,045.50                   |
| 20,909.63             | 13,055.00                    | 7,854.63                     | 12,033.59                         | 8,876.04                            | Janitorial                             | 134,437.81                  | 117,345.00                 | 17,092.81                  | 95,732.43                 | 38,705.38                   |
| 93.68                 | 1,895.00                     | -1,801.32                    | 3,318.86                          | -3,225.18                           | Equipment Rentals                      | 13,211.59                   | 19,555.00                  | -6,343.41                  | 14,099.68                 | -888.09                     |
| 796.62                | 2,215.00                     | -1,418.38                    | 2,072.17                          | -1,275.55                           | Laundry                                | 19,660.13                   | 18,090.00                  | 1,570.13                   | 15,851.65                 | 3,808.48                    |
| 24,820.31             | 33,740.00                    | -8,919.69                    | 24,695.04                         | 125.27                              | Supplies                               | 288,516.40                  | 332,028.00                 | -43,511.60                 | 273,956.84                | 14,559.56                   |
| 317.32                | 700.00                       | -382.68                      | 563.08                            | -245.76                             | Small Tools                            | 15,103.45                   | 9,800.00                   | 5,303.45                   | 10,835.73                 | 4,267.72                    |
| 3,813.08              | 3,535.00                     | 278.08                       | 5,639.91                          | -1,826.83                           | Office Supplies                        | 45,197.88                   | 41,615.00                  | 3,582.88                   | 47,625.18                 | -2,427.30                   |
| 480.70                | 1,825.00                     | -1,344.30                    | 946.39                            | -465.69                             | Computer Software & Supplies           | 6,168.87                    | 17,475.00                  | -11,306.13                 | 11,754.49                 | -5,585.62                   |
| 12,584.66             | 12,640.00                    | -55.34                       | 9,346.72                          | 3,237.94                            | Gas & Oil                              | 121,446.36                  | 109,140.00                 | 12,306.36                  | 86,581.37                 | 34,864.99                   |
| 239.20                | 965.00                       | -725.80                      | 412.58                            | -173.38                             | Safety Program                         | 4,763.12                    | 10,085.00                  | -5,321.88                  | 4,080.57                  | 682.55                      |
| 2,050.93              | 500.00                       | 1,550.93                     | 191.19                            | 1,859.74                            | Board & Committee Expenses             | 5,249.06                    | 4,500.00                   | 749.06                     | 1,905.72                  | 3,343.34                    |
| 5,455.62              | 3,000.00                     | 2,455.62                     | 3,586.37                          | 1,869.25                            | Repairs & Maint. - Equipment           | 37,050.30                   | 30,000.00                  | 7,050.30                   | 30,952.95                 | 6,097.35                    |
| 5,239.79              | 3,330.00                     | 1,909.79                     | 864.86                            | 4,374.93                            | Repairs & Maint. - Buildings           | 34,061.39                   | 29,970.00                  | 4,091.39                   | 15,945.49                 | 18,115.90                   |
| 1,259.20              |                              | 1,259.20                     |                                   | 1,259.20                            | Repairs & Maint. - Gates               | 2,869.29                    |                            | 2,869.29                   | 322.27                    | 2,547.02                    |
|                       | 300.00                       | -300.00                      |                                   |                                     | Repairs & Maint. - Vehicles            | 1,163.81                    | 7,450.00                   | -6,286.19                  | -58.32                    | 1,222.13                    |
|                       |                              |                              | 1,981.00                          | -1,981.00                           | Repairs & Maint. - Other               |                             |                            |                            | 3,681.00                  | -3,681.00                   |
| 6,988.96              | 13,104.25                    | -6,115.29                    | 14,060.25                         | -7,071.29                           | Credit Card Fees                       | 159,276.78                  | 125,780.50                 | 33,496.28                  | 135,773.91                | 23,502.87                   |
| 646.52                | 650.00                       | -3.48                        | 707.32                            | -60.80                              | Bank Fees & Interest Expense           | 5,772.74                    | 5,850.00                   | -77.26                     | 5,629.36                  | 143.38                      |
| 2,572.01              | 1,500.00                     | 1,072.01                     | 429.00                            | 2,143.01                            | Travel, Training, Seminars             | 20,053.34                   | 30,187.00                  | -10,133.66                 | 12,148.02                 | 7,905.32                    |
| -102.17               | -250.00                      | 147.83                       | -171.91                           | 69.74                               | Discounts Taken                        | -1,911.10                   | -2,250.00                  | 338.90                     | -2,622.84                 | 711.74                      |
| 6,035.33              | 7,348.00                     | -1,312.67                    | 5,218.42                          | 816.91                              | Licenses & Permits                     | 52,106.82                   | 66,605.19                  | -14,498.37                 | 44,452.31                 | 7,654.51                    |
| -425.78               | 1,810.00                     | -2,235.78                    | 2,530.00                          | -2,955.78                           | Dues & Subscriptions                   | 7,013.61                    | 11,124.00                  | -4,110.39                  | 11,380.26                 | -4,366.65                   |
| 10,994.04             | 8,000.00                     | 2,994.04                     | 9,746.57                          | 1,247.47                            | Publication                            | 83,124.58                   | 73,000.00                  | 10,124.58                  | 75,186.08                 | 7,938.50                    |
| 1,255.08              | 1,125.00                     | 130.08                       | 7.00                              | 1,248.08                            | Postage and Freight Expense            | 12,804.04                   | 10,725.00                  | 2,079.04                   | 10,357.93                 | 2,446.11                    |
| <b>181,180.38</b>     | <b>161,929.66</b>            | <b>19,250.72</b>             | <b>144,799.45</b>                 | <b>36,380.93</b>                    | <b>Total Mat., Supplies &amp; Svcs</b> | <b>1,685,840.62</b>         | <b>1,707,962.72</b>        | <b>-22,122.10</b>          | <b>1,464,651.38</b>       | <b>221,189.24</b>           |

**Pine Mountain Lake Association**  
 Combined Operating Results  
 For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>            | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                   | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|----------------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-----------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Utilities</b>                 |                              |                              |                                   |                                     |                                   |                             |                            |                            |                           |                             |
| 51,737.08                        | 36,110.00                    | 15,627.08                    | 36,414.79                         | 15,322.29                           | Gas & Electric                    | 276,751.69                  | 257,444.40                 | 19,307.29                  | 231,762.46                | 44,989.23                   |
| 6,340.61                         | 10,238.00                    | -3,897.39                    | 6,260.86                          | 79.75                               | Telephone                         | 94,935.27                   | 90,055.00                  | 4,880.27                   | 93,467.09                 | 1,468.18                    |
| 11,314.67                        | 12,510.00                    | -1,195.33                    | 25,849.82                         | -14,535.15                          | Water & Sewer                     | 70,206.52                   | 88,378.40                  | -18,171.88                 | 74,671.18                 | -4,464.66                   |
| 10,433.55                        | 10,128.00                    | 305.55                       | 9,037.44                          | 1,396.11                            | Disposal                          | 67,002.52                   | 75,872.70                  | -8,870.18                  | 69,404.25                 | -2,401.73                   |
| <b>79,825.91</b>                 | <b>68,986.00</b>             | <b>10,839.91</b>             | <b>77,562.91</b>                  | <b>2,263.00</b>                     | <b>Total Utilities</b>            | <b>508,896.00</b>           | <b>511,750.50</b>          | <b>-2,854.50</b>           | <b>469,304.98</b>         | <b>39,591.02</b>            |
| <b>Other Indirect Costs</b>      |                              |                              |                                   |                                     |                                   |                             |                            |                            |                           |                             |
| 38,881.12                        | 32,769.00                    | 6,112.12                     | 30,457.09                         | 8,424.03                            | Insurance                         | 301,027.03                  | 294,921.00                 | 6,106.03                   | 235,983.93                | 65,043.10                   |
|                                  | -4,200.00                    | 4,200.00                     |                                   |                                     | Labor Tfrs-Capital/Reserve        | -19,193.75                  | -37,800.00                 | 18,606.25                  |                           | -19,193.75                  |
| 1,778.87                         | 230.00                       | 1,548.87                     | 4,398.63                          | -2,619.76                           | Landscaping                       | 4,973.78                    | 7,070.00                   | -2,096.22                  | 6,822.06                  | -1,848.28                   |
|                                  |                              |                              |                                   |                                     | Fire Abatement                    | 35,011.75                   | 150,000.00                 | -114,988.25                | 81,227.50                 | -46,215.75                  |
|                                  | 14,000.00                    | -14,000.00                   | 13,413.69                         | -13,413.69                          | Election Expense                  | 22,281.98                   | 28,000.00                  | -5,718.02                  | 18,289.73                 | 3,992.25                    |
| 2,959.63                         | 1,500.00                     | 1,459.63                     | 2,997.00                          | -37.37                              | Member Relations                  | 26,657.53                   | 13,100.00                  | 13,557.53                  | 16,207.04                 | 10,450.49                   |
| 570.00                           |                              | 570.00                       | 1,632.00                          | -1,062.00                           | Member Communications             | 5,246.60                    | 35,000.00                  | -29,753.40                 | 11,565.75                 | -6,319.15                   |
|                                  |                              |                              |                                   |                                     | (Gain)/Loss on Sale of Assets     | -2,331.00                   |                            | -2,331.00                  | -186.48                   | -2,144.52                   |
| -1,561.26                        |                              | -1,561.26                    |                                   | -1,561.26                           | Inc Tax Expense - Operating       | -4,703.26                   | 850.00                     | -5,553.26                  | 2,339.90                  | -7,043.16                   |
| 3,501.87                         |                              | 3,501.87                     | 2,991.93                          | 509.94                              | Property Tax Expense              | 28,586.39                   | 16,955.00                  | 11,631.39                  | 27,409.40                 | 1,176.99                    |
| -263.78                          |                              | -263.78                      | 117.63                            | -381.41                             | Cash Short/Over                   | -811.78                     |                            | -811.78                    | -602.38                   | -209.40                     |
| <b>45,866.45</b>                 | <b>44,299.00</b>             | <b>1,567.45</b>              | <b>56,007.97</b>                  | <b>-10,141.52</b>                   | <b>Total Other Indirect Costs</b> | <b>396,745.27</b>           | <b>508,096.00</b>          | <b>-111,350.73</b>         | <b>399,056.45</b>         | <b>-2,311.18</b>            |
| <b>125,692.36</b>                | <b>113,285.00</b>            | <b>12,407.36</b>             | <b>133,570.88</b>                 | <b>-7,878.52</b>                    | <b>Total Indirect Costs</b>       | <b>905,641.27</b>           | <b>1,019,846.50</b>        | <b>-114,205.23</b>         | <b>868,361.43</b>         | <b>37,279.84</b>            |
| <b>997,260.18</b>                | <b>1,014,059.18</b>          | <b>-16,799.00</b>            | <b>1,055,338.19</b>               | <b>-58,078.01</b>                   | <b>Total Expense</b>              | <b>7,839,682.89</b>         | <b>8,468,854.20</b>        | <b>-629,171.31</b>         | <b>7,275,969.89</b>       | <b>563,713.00</b>           |
| <b>658,035.93</b>                | <b>738,472.53</b>            | <b>-80,436.60</b>            | <b>674,999.38</b>                 | <b>-16,963.45</b>                   | <b>Net Operating (Inc)/Exp</b>    | <b>4,851,784.83</b>         | <b>5,624,729.62</b>        | <b>-772,944.79</b>         | <b>3,406,539.97</b>       | <b>1,445,244.86</b>         |
| <b>Assessment Related Income</b> |                              |                              |                                   |                                     |                                   |                             |                            |                            |                           |                             |
| 733,701.00                       | 733,700.00                   | 1.00                         | 726,950.00                        | 6,751.00                            | Dues Income                       | 6,603,309.00                | 6,603,300.00               | 9.00                       | 6,542,550.00              | 60,759.00                   |
| 11,307.78                        | 6,500.00                     | 4,807.78                     | 9,114.48                          | 2,193.30                            | Collection Fees, Late Charges     | 88,670.25                   | 59,100.00                  | 29,570.25                  | 81,982.00                 | 6,688.25                    |



**Pine Mountain Lake Association**  
 Combined Operating Results  
 For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 745,008.78            | 740,200.00                   | 4,808.78                     | 736,064.48                        | 8,944.30                            | <b>Total Assessment Related Income</b> | 6,691,979.25                | 6,662,400.00               | 29,579.25                  | 6,624,532.00              | 67,447.25                   |
|                       |                              |                              |                                   |                                     | <b>Assessment Related Expenses</b>     |                             |                            |                            |                           |                             |
| 5,000.00              | 3,500.00                     | 1,500.00                     | 3,500.00                          | 1,500.00                            | Bad Debt Expense                       | 42,000.00                   | 31,500.00                  | 10,500.00                  | 31,500.00                 | 10,500.00                   |
| 3,507.18              | 2,000.00                     | 1,507.18                     | 3,903.90                          | -396.72                             | Collection Expenses                    | 39,542.46                   | 18,000.00                  | 21,542.46                  | 19,852.58                 | 19,689.88                   |
|                       |                              |                              |                                   |                                     | Annual Prepay Discount                 | 51,400.00                   | 51,000.00                  | 400.00                     | 50,320.00                 | 1,080.00                    |
| 187,917.00            | 187,917.00                   |                              | 180,417.00                        | 7,500.00                            | Dues Alloc to Reserve Fund             | 1,691,253.00                | 1,691,253.00               |                            | 1,623,753.00              | 67,500.00                   |
| 8,521.00              | 8,521.00                     |                              | 16,058.00                         | -7,537.00                           | Dues Alloc. to New Cap Fund            | 76,689.00                   | 76,689.00                  |                            | 144,522.00                | -67,833.00                  |
| 204,945.18            | 201,938.00                   | 3,007.18                     | 203,878.90                        | 1,066.28                            | <b>Total Assessment Related Expens</b> | 1,900,884.46                | 1,868,442.00               | 32,442.46                  | 1,869,947.58              | 30,936.88                   |
| -540,063.60           | -538,262.00                  | -1,801.60                    | -532,185.58                       | -7,878.02                           | <b>Net Assmt. Related (Inc)/ Exp</b>   | -4,791,094.79               | -4,793,958.00              | 2,863.21                   | -4,754,584.42             | -36,510.37                  |
| 117,972.33            | 200,210.53                   | -82,238.20                   | 142,813.80                        | -24,841.47                          | <b>Net (Inc)/Exp before Deprec.</b>    | 60,690.04                   | 830,771.62                 | -770,081.58                | -1,348,044.45             | 1,408,734.49                |
| 65,955.08             | 68,000.00                    | -2,044.92                    | 106,323.22                        | -40,368.14                          | Depreciation                           | 540,707.87                  | 612,000.00                 | -71,292.13                 | 511,683.65                | 29,024.22                   |
| 183,927.41            | 268,210.53                   | -84,283.12                   | 249,137.02                        | -65,209.61                          | <b>Total Net (Inc)/Expense</b>         | 601,397.91                  | 1,442,771.62               | -841,373.71                | -836,360.80               | 1,437,758.71                |

Administration Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | Revenue                        |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | PPP Loan Forgivenss            |                             |                            |                            | 182,704.00                | -182,704.00                 |
| 260.00                | 200.00                       | 60.00                        | 130.00                            | 130.00                              | Notary &Other Fees             | 855.00                      | 1,800.00                   | -945.00                    | 860.00                    | -5.00                       |
|                       | 750.00                       | -750.00                      | 1,500.00                          | -1,500.00                           | Annual Rental Fee              | 68,236.00                   | 65,750.00                  | 2,486.00                   | 67,950.00                 | 286.00                      |
| 6,578.80              | 8,000.00                     | -1,421.20                    | 14,748.70                         | -8,169.90                           | Advertising                    | 70,603.45                   | 75,800.00                  | -5,196.55                  | 77,687.00                 | -7,083.55                   |
|                       |                              |                              |                                   |                                     | PML News Subscrip. Revenue     | 10.00                       | 40.00                      | -30.00                     | 30.00                     | -20.00                      |
| 2,995.00              | 3,000.00                     | -5.00                        | 4,921.00                          | -1,926.00                           | Plan Check, Var and Insp. Fees | 31,848.00                   | 27,000.00                  | 4,848.00                   | 33,316.00                 | -1,468.00                   |
| 750.00                |                              | 750.00                       | 100.00                            | 650.00                              | Fines                          | 1,450.00                    |                            | 1,450.00                   | 4,400.00                  | -2,950.00                   |
| 4,488.00              | 3,500.00                     | 988.00                       | 4,819.00                          | -331.00                             | Transfer Fees                  | 37,000.00                   | 31,500.00                  | 5,500.00                   | 46,919.31                 | -9,919.31                   |
| 2,650.00              | 3,500.00                     | -850.00                      | 1,924.00                          | 726.00                              | Gate Cards                     | 36,313.00                   | 30,500.00                  | 5,813.00                   | 36,407.00                 | -94.00                      |
| 1,470.00              | 2,000.00                     | -530.00                      | 5,670.00                          | -4,200.00                           | Clicker Revenue                | 18,150.00                   | 19,500.00                  | -1,350.00                  | 19,526.00                 | -1,376.00                   |
|                       | 100.00                       | -100.00                      | 16.00                             | -16.00                              | Parking Fees                   | 488.00                      | 900.00                     | -412.00                    | 1,078.00                  | -590.00                     |
|                       | 70.00                        | -70.00                       |                                   |                                     | ATM Fees                       | 93.00                       | 575.00                     | -482.00                    | 159.00                    | -66.00                      |
| 1,126.16              | 1,200.00                     | -73.84                       | 2,208.16                          | -1,082.00                           | Cell Tower Rental              | 10,069.20                   | 10,800.00                  | -730.80                    | 9,893.42                  | 175.78                      |
|                       | 150.00                       | -150.00                      |                                   |                                     | Interest Income                | 0.25                        | 3,000.00                   | -2,999.75                  | 1,578.56                  | -1,578.31                   |
| 71.30                 | 100.00                       | -28.70                       | 17.40                             | 53.90                               | Miscellaneous                  | 935.69                      | 900.00                     | 35.69                      | 5,790.07                  | -4,854.38                   |
| 20,389.26             | 22,570.00                    | -2,180.74                    | 36,054.26                         | -15,665.00                          | Total Revenue                  | 276,051.59                  | 268,065.00                 | 7,986.59                   | 488,298.36                | -212,246.77                 |
|                       |                              |                              |                                   |                                     | Personnel Costs                |                             |                            |                            |                           |                             |
| 84,342.59             | 84,644.50                    | -301.91                      | 94,997.87                         | -10,655.28                          | Wages                          | 630,938.06                  | 660,227.10                 | -29,289.04                 | 581,557.28                | 49,380.78                   |
|                       |                              |                              |                                   |                                     | MIP                            |                             |                            |                            | 951.00                    | -951.00                     |
| 296.89                | 187.63                       | 109.26                       | 710.03                            | -413.14                             | Overtime                       | 4,157.68                    | 1,463.49                   | 2,694.19                   | 6,813.03                  | -2,655.35                   |
| 6,146.29              | 6,489.66                     | -343.37                      | 7,951.28                          | -1,804.99                           | Payroll Taxes                  | 56,126.89                   | 58,459.33                  | -2,332.44                  | 52,560.33                 | 3,566.56                    |
| 251.24                | 296.69                       | -45.45                       | 477.22                            | -225.98                             | Workers Compensation Ins.      | 70.12                       | 2,314.22                   | -2,244.10                  | 2,714.33                  | -2,644.21                   |
| 10,923.55             | 16,412.00                    | -5,488.45                    | 19,854.29                         | -8,930.74                           | Health/Dental/Vision/Life Ins. | 96,511.87                   | 147,708.00                 | -51,196.13                 | 104,434.91                | -7,923.04                   |
| 3,708.33              | 3,507.00                     | 201.33                       | 971.15                            | 2,737.18                            | Pension/401k Match             | 25,406.50                   | 27,351.00                  | -1,944.50                  | 23,944.14                 | 1,462.36                    |
| 952.72                | 500.00                       | 452.72                       | 324.17                            | 628.55                              | Employee Relations             | 3,280.68                    | 6,500.00                   | -3,219.32                  | 6,901.57                  | -3,620.89                   |
| 231.20                | 300.00                       | -68.80                       | 747.41                            | -516.21                             | Other Personnel Costs          | 34,069.49                   | 13,800.00                  | 20,269.49                  | 4,545.00                  | 29,524.49                   |
| 106,852.81            | 112,337.48                   | -5,484.67                    | 126,033.42                        | -19,180.61                          | Total Personnel Costs          | 850,561.29                  | 917,823.13                 | -67,261.84                 | 784,421.59                | 66,139.70                   |

### Material, Supplies & Svcs

**Pine Mountain Lake Association**  
Administration Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | Uniforms                               |                             | 800.00                     | -800.00                    |                           |                             |
|                       | 250.00                       | -250.00                      | 3,996.00                          | -3,996.00                           | Donations                              | 6,037.00                    | 14,600.00                  | -8,563.00                  | 6,056.00                  | -19.00                      |
| 918.79                | 1,000.00                     | -81.21                       | 811.89                            | 106.90                              | Internet & Website Expense             | 8,897.53                    | 9,000.00                   | -102.47                    | 7,450.96                  | 1,446.57                    |
| 13.08                 | 14.00                        | -0.92                        | 13.25                             | -0.17                               | Advertising & Promotion                | 229.03                      | 126.00                     | 103.03                     | 115.25                    | 113.78                      |
| 6,175.66              | 4,800.00                     | 1,375.66                     | 2,988.85                          | 3,186.81                            | Outside Services                       | 59,735.79                   | 63,200.00                  | -3,464.21                  | 61,988.72                 | -2,252.93                   |
|                       |                              |                              |                                   |                                     | Accounting Fees                        | 18,750.00                   | 18,600.00                  | 150.00                     | 18,600.00                 | 150.00                      |
| 10.00                 |                              | 10.00                        |                                   | 10.00                               | Automotive                             | 46.53                       |                            | 46.53                      | 15.00                     | 31.53                       |
| 3,990.00              | 13,000.00                    | -9,010.00                    | 12,779.13                         | -8,789.13                           | Legal Fees                             | 159,621.09                  | 117,000.00                 | 42,621.09                  | 118,995.19                | 40,625.90                   |
| 1,157.26              | 1,200.00                     | -42.74                       | 1,291.04                          | -133.78                             | Janitorial                             | 9,843.72                    | 10,800.00                  | -956.28                    | 10,728.55                 | -884.83                     |
|                       |                              |                              |                                   |                                     | Supplies                               | 1,993.77                    |                            | 1,993.77                   | 488.21                    | 1,505.56                    |
| 2,193.84              | 2,000.00                     | 193.84                       | 3,917.06                          | -1,723.22                           | Office Supplies                        | 31,591.95                   | 27,000.00                  | 4,591.95                   | 36,305.43                 | -4,713.48                   |
| 266.68                | 500.00                       | -233.32                      | 529.23                            | -262.55                             | Computer Software & Supplies           | 1,298.96                    | 4,500.00                   | -3,201.04                  | 6,577.40                  | -5,278.44                   |
| 51.96                 |                              | 51.96                        | 38.42                             | 13.54                               | Gas & Oil                              | 394.41                      | 300.00                     | 94.41                      | 530.61                    | -136.20                     |
|                       |                              |                              |                                   |                                     | Safety Program                         | 84.91                       |                            | 84.91                      |                           | 84.91                       |
| 2,050.93              | 500.00                       | 1,550.93                     | 191.19                            | 1,859.74                            | Board & Committee Expenses             | 5,249.06                    | 4,500.00                   | 749.06                     | 1,905.72                  | 3,343.34                    |
|                       |                              |                              |                                   |                                     | Repairs & Maint. - Buildings           |                             |                            |                            | 843.53                    | -843.53                     |
|                       |                              |                              |                                   |                                     | Repairs & Maint. - Vehicles            | 564.70                      |                            | 564.70                     |                           | 564.70                      |
| 313.88                | 7,000.00                     | -6,686.12                    | 5,312.03                          | -4,998.15                           | Credit Card Fees                       | 92,877.96                   | 69,000.00                  | 23,877.96                  | 78,245.81                 | 14,632.15                   |
| 646.52                | 650.00                       | -3.48                        | 707.32                            | -60.80                              | Bank Fees & Interest Expense           | 5,772.74                    | 5,850.00                   | -77.26                     | 5,629.36                  | 143.38                      |
| 133.56                | 500.00                       | -366.44                      |                                   | 133.56                              | Travel, Training, Seminars             | 7,775.04                    | 9,000.00                   | -1,224.96                  | 5,877.41                  | 1,897.63                    |
| -102.17               | -250.00                      | 147.83                       | -171.91                           | 69.74                               | Discounts Taken                        | -1,911.10                   | -2,250.00                  | 338.90                     | -2,622.84                 | 711.74                      |
|                       | 100.00                       | -100.00                      |                                   |                                     | Licenses & Permits                     | 342.00                      | 900.00                     | -558.00                    | 1,157.00                  | -815.00                     |
| -511.42               | 400.00                       | -911.42                      | 340.00                            | -851.42                             | Dues & Subscriptions                   | 4,489.26                    | 3,900.00                   | 589.26                     | 2,489.16                  | 2,000.10                    |
| 10,994.04             | 8,000.00                     | 2,994.04                     | 9,746.57                          | 1,247.47                            | Publication                            | 83,124.58                   | 73,000.00                  | 10,124.58                  | 75,186.08                 | 7,938.50                    |
| 1,147.56              | 1,100.00                     | 47.56                        | 7.00                              | 1,140.56                            | Postage and Freight Expense            | 12,437.58                   | 9,900.00                   | 2,537.58                   | 10,084.13                 | 2,353.45                    |
| <b>29,450.17</b>      | <b>40,764.00</b>             | <b>-11,313.83</b>            | <b>42,497.07</b>                  | <b>-13,046.90</b>                   | <b>Total Mat., Supplies &amp; Svcs</b> | <b>509,246.51</b>           | <b>439,726.00</b>          | <b>69,520.51</b>           | <b>446,646.68</b>         | <b>62,599.83</b>            |
|                       |                              |                              |                                   |                                     | Utilities                              |                             |                            |                            |                           |                             |
| 1,491.20              | 1,400.00                     | 91.20                        | 1,170.89                          | 320.31                              | Gas & Electric                         | 11,335.43                   | 10,000.00                  | 1,335.43                   | 9,289.51                  | 2,045.92                    |
| -4,727.59             | 2,000.00                     | -6,727.59                    | 1,910.23                          | -6,637.82                           | Telephone                              | 16,182.36                   | 18,000.00                  | -1,817.64                  | 24,609.10                 | -8,426.74                   |
| 370.14                | 350.00                       | 20.14                        | 705.39                            | -335.25                             | Water & Sewer                          | 3,531.60                    | 3,150.00                   | 381.60                     | 3,053.72                  | 477.88                      |
| 703.51                | 550.00                       | 153.51                       | 526.55                            | 176.96                              | Disposal                               | 4,937.36                    | 4,950.00                   | -12.64                     | 4,873.01                  | 64.35                       |

**Pine Mountain Lake Association**

Administration Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                   | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-----------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| -2,162.74             | 4,300.00                     | -6,462.74                    | 4,313.06                          | -6,475.80                           | <b>Total Utilities</b>            | <b>35,986.75</b>            | <b>36,100.00</b>           | <b>-113.25</b>             | <b>41,825.34</b>          | <b>-5,838.59</b>            |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>       |                             |                            |                            |                           |                             |
| 6,523.45              | 5,544.00                     | 979.45                       | 5,544.47                          | 978.98                              | Insurance                         | 54,830.68                   | 49,896.00                  | 4,934.68                   | 37,958.01                 | 16,872.67                   |
|                       | 14,000.00                    | -14,000.00                   | 13,413.69                         | -13,413.69                          | Election Expense                  | 22,281.98                   | 28,000.00                  | -5,718.02                  | 18,289.73                 | 3,992.25                    |
|                       |                              |                              |                                   |                                     | Member Relations                  | 100.00                      | 400.00                     | -300.00                    |                           | 100.00                      |
| 570.00                |                              | 570.00                       | 1,632.00                          | -1,062.00                           | Member Communications             | 5,246.60                    | 35,000.00                  | -29,753.40                 | 11,565.75                 | -6,319.15                   |
|                       |                              |                              |                                   |                                     | (Gain)/Loss on Sale of Assets     |                             |                            |                            | -186.48                   | 186.48                      |
| -1,561.26             |                              | -1,561.26                    |                                   | -1,561.26                           | Inc Tax Expense - Operating       | -4,703.26                   | 850.00                     | -5,553.26                  | 2,339.90                  | -7,043.16                   |
| 3,390.93              |                              | 3,390.93                     | 2,991.93                          | 399.00                              | Property Tax Expense              | 27,890.96                   | 16,955.00                  | 10,935.96                  | 26,951.48                 | 939.48                      |
|                       |                              |                              | -1.00                             | 1.00                                | Cash Over/Under                   | 5.34                        |                            | 5.34                       | 0.58                      | 4.76                        |
| <b>8,923.12</b>       | <b>19,544.00</b>             | <b>-10,620.88</b>            | <b>23,581.09</b>                  | <b>-14,657.97</b>                   | <b>Total Other Indirect Costs</b> | <b>105,652.30</b>           | <b>131,101.00</b>          | <b>-25,448.70</b>          | <b>96,918.97</b>          | <b>8,733.33</b>             |
| <b>6,760.38</b>       | <b>23,844.00</b>             | <b>-17,083.62</b>            | <b>27,894.15</b>                  | <b>-21,133.77</b>                   | <b>Total Indirect Costs</b>       | <b>141,639.05</b>           | <b>167,201.00</b>          | <b>-25,561.95</b>          | <b>138,744.31</b>         | <b>2,894.74</b>             |
| <b>122,674.10</b>     | <b>154,375.48</b>            | <b>-31,701.38</b>            | <b>160,370.38</b>                 | <b>-37,696.28</b>                   | <b>Net Operating (Inc)/Exp</b>    | <b>1,225,395.26</b>         | <b>1,256,685.13</b>        | <b>-31,289.87</b>          | <b>881,514.22</b>         | <b>343,881.04</b>           |

**Pine Mountain Lake Association**  
Country Club Combined Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>  | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                       | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|---------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Sales</b>           |                              |                              |                                   |                                     |                                       |                             |                            |                            |                           |                             |
| 114,235.42             | 102,000.00                   | 12,235.42                    | 111,543.30                        | 2,692.12                            | Sales - Food                          | 819,377.41                  | 749,162.10                 | 70,215.31                  | 723,337.74                | 96,039.67                   |
| 4,907.75               | 10,000.00                    | -5,092.25                    | 4,891.46                          | 16.29                               | Sales - Banquets                      | 43,943.84                   | 87,575.00                  | -43,631.16                 | 14,687.05                 | 29,256.79                   |
| 53,227.52              | 30,000.00                    | 23,227.52                    | 48,616.63                         | 4,610.89                            | Sales - Beverages                     | 372,862.81                  | 371,464.64                 | 1,398.17                   | 272,033.10                | 100,829.71                  |
| <b>172,370.69</b>      | <b>142,000.00</b>            | <b>30,370.69</b>             | <b>165,051.39</b>                 | <b>7,319.30</b>                     | <b>Total Sales</b>                    | <b>1,236,184.06</b>         | <b>1,208,201.75</b>        | <b>27,982.31</b>           | <b>1,010,057.89</b>       | <b>226,126.17</b>           |
| <b>Other Revenue</b>   |                              |                              |                                   |                                     |                                       |                             |                            |                            |                           |                             |
|                        |                              |                              |                                   |                                     | PPP Loan Forgiveness                  |                             |                            |                            | 175,403.00                | -175,403.00                 |
| 158.44                 | 100.00                       | 58.44                        | 233.00                            | -74.56                              | Other Services                        | 2,224.60                    | 900.00                     | 1,324.60                   | 848.12                    | 1,376.48                    |
| 267.00                 | 150.00                       | 117.00                       | 156.00                            | 111.00                              | Jukebox Revenue                       | 1,133.00                    | 450.00                     | 683.00                     | 414.00                    | 719.00                      |
| <b>425.44</b>          | <b>250.00</b>                | <b>175.44</b>                | <b>389.00</b>                     | <b>36.44</b>                        | <b>Total Other Revenue</b>            | <b>3,357.60</b>             | <b>1,350.00</b>            | <b>2,007.60</b>            | <b>176,665.12</b>         | <b>-173,307.52</b>          |
| <b>Cost of Sales</b>   |                              |                              |                                   |                                     |                                       |                             |                            |                            |                           |                             |
| 44,228.23              | 45,920.00                    | -1,691.77                    | 35,178.59                         | 9,049.64                            | Cost of Sales - Food                  | 353,628.63                  | 346,485.26                 | 7,143.37                   | 282,132.64                | 71,495.99                   |
| 14,197.91              | 9,900.00                     | 4,297.91                     | 12,313.75                         | 1,884.16                            | Cost of Sales - Beverages             | 107,459.77                  | 122,583.33                 | -15,123.56                 | 86,157.15                 | 21,302.62                   |
| 43.70                  | 1,500.00                     | -1,456.30                    | 654.87                            | -611.17                             | Product Spoilage                      | 3,021.63                    | 13,500.00                  | -10,478.37                 | 3,538.19                  | -516.56                     |
| 1,242.50               | 1,000.00                     | 242.50                       | 451.00                            | 791.50                              | Cost of Sales- Employee Meals         | 5,863.50                    | 9,000.00                   | -3,136.50                  | 4,927.53                  | 935.97                      |
| <b>59,712.34</b>       | <b>58,320.00</b>             | <b>1,392.34</b>              | <b>48,598.21</b>                  | <b>11,114.13</b>                    | <b>Total Cost of Sales</b>            | <b>469,973.53</b>           | <b>491,568.59</b>          | <b>-21,595.06</b>          | <b>376,755.51</b>         | <b>93,218.02</b>            |
| 112,658.35             | 83,680.00                    | 28,978.35                    | 116,453.18                        | -3,794.83                           | Gross Margin                          | 766,210.53                  | 716,633.15                 | 49,577.38                  | 633,302.38                | 132,908.15                  |
| <b>0.38</b>            | <b>0.43</b>                  | <b>-0.05</b>                 | <b>0.31</b>                       | <b>0.07</b>                         | <b>COS as percent of sales - Food</b> | <b>0.42</b>                 | <b>0.44</b>                | <b>-0.02</b>               | <b>0.39</b>               | <b>0.03</b>                 |
| 0.27                   | 0.33                         | -0.06                        | 0.25                              | 0.01                                | COS as percent of sales - Beverages   | 0.29                        | 0.33                       | -0.04                      | 0.32                      | -0.03                       |
| <b>Personnel Costs</b> |                              |                              |                                   |                                     |                                       |                             |                            |                            |                           |                             |
| 89,433.90              | 95,389.34                    | -5,955.44                    | 87,677.90                         | 1,756.00                            | Wages                                 | 668,495.84                  | 714,335.15                 | -45,839.31                 | 553,306.72                | 115,189.12                  |
| -673.00                | -673.00                      |                              | -300.00                           | -373.00                             | Supervision Wages                     | -6,057.00                   | -6,057.00                  |                            | -2,700.00                 | -3,357.00                   |
| 3,552.08               | 1,125.00                     | 2,427.08                     | 3,983.19                          | -431.11                             | Overtime                              | 25,363.59                   | 4,950.00                   | 20,413.59                  | 21,593.68                 | 3,769.91                    |
| 8,597.64               | 7,540.85                     | 1,056.79                     | 7,583.08                          | 1,014.56                            | Payroll Taxes                         | 68,885.45                   | 65,932.71                  | 2,952.74                   | 54,989.32                 | 13,896.13                   |

**Pine Mountain Lake Association**  
Country Club Combined Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>                | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|--------------------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 4,296.18                             | 4,980.10                     | -683.92                      | 4,595.69                          | -299.51                             | Workers Compensation Ins.              | 28,522.13                   | 37,173.84                  | -8,651.71                  | 29,577.23                 | -1,055.10                   |
| 9,551.40                             | 15,912.00                    | -6,360.60                    | 13,043.51                         | -3,492.11                           | Health/Dental/Vision/Life Ins.         | 77,849.15                   | 143,208.00                 | -65,358.85                 | 80,841.95                 | -2,992.80                   |
| 912.52                               | 1,250.85                     | -338.33                      | 1,292.21                          | -379.69                             | Pension/401k Match                     | 10,028.96                   | 9,719.99                   | 308.97                     | 8,701.29                  | 1,327.67                    |
| 168.22                               | 100.00                       | 68.22                        | 239.81                            | -71.59                              | Employee Relations                     | 479.28                      | 900.00                     | -420.72                    | 1,844.81                  | -1,365.53                   |
|                                      |                              |                              | 31.00                             | -31.00                              | Other Personnel Costs                  | 310.00                      | 500.00                     | -190.00                    | 296.00                    | 14.00                       |
| <b>115,838.94</b>                    | <b>125,625.13</b>            | <b>-9,786.19</b>             | <b>118,146.39</b>                 | <b>-2,307.45</b>                    | <b>Total Personnel Costs</b>           | <b>873,877.40</b>           | <b>970,662.70</b>          | <b>-96,785.30</b>          | <b>748,451.00</b>         | <b>125,426.40</b>           |
| <b>Material, Supplies &amp; Svcs</b> |                              |                              |                                   |                                     |                                        |                             |                            |                            |                           |                             |
| 3,198.91                             | 1,200.00                     | 1,998.91                     | 599.07                            | 2,599.84                            | Uniforms                               | 12,143.97                   | 10,200.00                  | 1,943.97                   | 8,681.16                  | 3,462.81                    |
| 1,869.46                             | 100.00                       | 1,769.46                     | 113.66                            | 1,755.80                            | Entertainment                          | 10,131.87                   | 900.00                     | 9,231.87                   | 1,016.77                  | 9,115.10                    |
| 578.04                               | 450.00                       | 128.04                       | 510.04                            | 68.00                               | Internet & Website Expense             | 5,081.40                    | 4,050.00                   | 1,031.40                   | 4,063.76                  | 1,017.64                    |
| 765.66                               | 3,200.00                     | -2,434.34                    | 456.10                            | 309.56                              | Advertising & Promotion                | 6,447.36                    | 28,800.00                  | -22,352.64                 | 4,458.65                  | 1,988.71                    |
| 699.24                               | 1,000.00                     | -300.76                      | 499.70                            | 199.54                              | Outside Services                       | 23,142.77                   | 10,000.00                  | 13,142.77                  | 6,254.13                  | 16,888.64                   |
| 6,197.14                             | 4,500.00                     | 1,697.14                     | 5,297.88                          | 899.26                              | Janitorial                             | 48,839.22                   | 40,500.00                  | 8,339.22                   | 34,576.40                 | 14,262.82                   |
| 93.68                                | 530.00                       | -436.32                      |                                   | 93.68                               | Equipment Rentals                      | 3,909.06                    | 4,770.00                   | -860.94                    | 2,091.10                  | 1,817.96                    |
| 545.41                               | 2,000.00                     | -1,454.59                    | 1,782.74                          | -1,237.33                           | Laundry                                | 18,216.89                   | 16,450.00                  | 1,766.89                   | 14,582.40                 | 3,634.49                    |
| 4,565.40                             | 5,000.00                     | -434.60                      | 2,873.18                          | 1,692.22                            | Supplies                               | 38,763.64                   | 47,200.00                  | -8,436.36                  | 46,758.43                 | -7,994.79                   |
| 942.98                               | 300.00                       | 642.98                       | 300.86                            | 642.12                              | Office Supplies                        | 3,310.30                    | 2,700.00                   | 610.30                     | 1,604.57                  | 1,705.73                    |
| 42.44                                | 200.00                       | -157.56                      | 39.67                             | 2.77                                | Computer Software & Supplies           | -2,304.27                   | 1,800.00                   | -4,104.27                  | 365.47                    | -2,669.74                   |
| 61.87                                |                              | 61.87                        |                                   | 61.87                               | Gas & Oil                              | 61.87                       |                            | 61.87                      |                           | 61.87                       |
| 3,090.21                             | 2,840.00                     | 250.21                       | 3,526.73                          | -436.52                             | Credit Card Fees                       | 28,709.90                   | 24,164.03                  | 4,545.87                   | 22,506.43                 | 6,203.47                    |
| 33.00                                | 500.00                       | -467.00                      |                                   | 33.00                               | Travel, Training, Seminars             | 4,311.90                    | 10,500.00                  | -6,188.10                  | 214.60                    | 4,097.30                    |
|                                      |                              |                              |                                   |                                     | Licenses & Permits                     | 6,351.79                    | 3,230.19                   | 3,121.60                   | 4,673.43                  | 1,678.36                    |
|                                      | 600.00                       | -600.00                      | 450.00                            | -450.00                             | Dues & Subscriptions                   |                             | 1,500.00                   | -1,500.00                  | 1,400.00                  | -1,400.00                   |
| <b>22,683.44</b>                     | <b>22,420.00</b>             | <b>263.44</b>                | <b>16,449.63</b>                  | <b>6,233.81</b>                     | <b>Total Mat., Supplies &amp; Svcs</b> | <b>207,117.67</b>           | <b>206,764.22</b>          | <b>353.45</b>              | <b>153,247.30</b>         | <b>53,870.37</b>            |
| <b>Utilities</b>                     |                              |                              |                                   |                                     |                                        |                             |                            |                            |                           |                             |
| 8,672.36                             | 6,300.00                     | 2,372.36                     | 7,276.71                          | 1,395.65                            | Gas & Electric                         | 52,410.01                   | 57,218.40                  | -4,808.39                  | 42,419.77                 | 9,990.24                    |
| 1,813.97                             | 1,253.00                     | 560.97                       | 303.84                            | 1,510.13                            | Telephone                              | 10,753.93                   | 11,280.00                  | -526.07                    | 9,929.97                  | 823.96                      |
| 3,798.57                             | 3,600.00                     | 198.57                       | 8,014.93                          | -4,216.36                           | Water & Sewer                          | 21,725.04                   | 32,798.40                  | -11,073.36                 | 21,773.46                 | -48.42                      |
| 975.16                               | 1,043.00                     | -67.84                       | 945.38                            | 29.78                               | Disposal                               | 9,002.79                    | 9,092.70                   | -89.91                     | 7,376.53                  | 1,626.26                    |

**Pine Mountain Lake Association**  
Country Club Combined Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                            | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 15,260.06             | 12,196.00                    | 3,064.06                     | 16,540.86                         | -1,280.80                           | Total Utilities            | 93,891.77                   | 110,389.50                 | -16,497.73                 | 81,499.73                 | 12,392.04                   |
|                       |                              |                              |                                   |                                     | Other Indirect Costs       |                             |                            |                            |                           |                             |
| 4,575.65              | 4,872.00                     | -296.35                      | 4,871.75                          | -296.10                             | Insurance                  | 43,778.99                   | 43,848.00                  | -69.01                     | 31,008.43                 | 12,770.56                   |
| 2,959.63              | 1,500.00                     | 1,459.63                     | 2,997.00                          | -37.37                              | Member Relations           | 25,450.35                   | 12,000.00                  | 13,450.35                  | 15,679.43                 | 9,770.92                    |
| 30.72                 |                              | 30.72                        |                                   | 30.72                               | Property Tax Expense       | 30.72                       |                            | 30.72                      |                           | 30.72                       |
| 122.85                |                              | 122.85                       | 265.87                            | -143.02                             | Cash Short/Over            | -225.59                     |                            | -225.59                    | -746.45                   | 520.86                      |
| 7,688.85              | 6,372.00                     | 1,316.85                     | 8,134.62                          | -445.77                             | Total Other Indirect Costs | 69,034.47                   | 55,848.00                  | 13,186.47                  | 45,941.41                 | 23,093.06                   |
| 22,948.91             | 18,568.00                    | 4,380.91                     | 24,675.48                         | -1,726.57                           | Total Indirect Costs       | 162,926.24                  | 166,237.50                 | -3,311.26                  | 127,441.14                | 35,485.10                   |
| 161,471.29            | 166,613.13                   | -5,141.84                    | 159,271.50                        | 2,199.79                            | Total Expense              | 1,243,921.31                | 1,343,664.42               | -99,743.11                 | 1,029,139.44              | 214,781.87                  |
| 48,387.50             | 82,683.13                    | -34,295.63                   | 42,429.32                         | 5,958.18                            | Net Operating (Inc)/Exp    | 474,353.18                  | 625,681.27                 | -151,328.09                | 219,171.94                | 255,181.24                  |

## Snack Shack Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| Current Period | Budget Current Period | Month-Budget Variance | Current Period, Prior Year | Current-Prior Month Variance |                              | Current Year to Date | Budget Year to Date | YTD-Budget Variance | Prior Year to Date | Prior YTD-Actual Var |
|----------------|-----------------------|-----------------------|----------------------------|------------------------------|------------------------------|----------------------|---------------------|---------------------|--------------------|----------------------|
|                |                       |                       |                            |                              | Sales                        |                      |                     |                     |                    |                      |
| 9,189.89       | 7,500.00              | 1,689.89              | 10,049.63                  | -859.74                      | Sales - Food                 | 72,365.92            | 59,400.00           | 12,965.92           | 59,621.99          | 12,743.93            |
| 9,189.89       | 7,500.00              | 1,689.89              | 10,049.63                  | -859.74                      | Total Sales                  | 72,365.92            | 59,400.00           | 12,965.92           | 59,621.99          | 12,743.93            |
|                |                       |                       |                            |                              | Other Revenue                |                      |                     |                     |                    |                      |
|                |                       |                       |                            |                              | PPP Loan Forgiveness         |                      |                     |                     | 5,929.00           | -5,929.00            |
|                |                       |                       |                            |                              | Total Other Revenue          |                      |                     |                     | 5,929.00           | -5,929.00            |
|                |                       |                       |                            |                              | Cost of Sales                |                      |                     |                     |                    |                      |
| 2,076.06       | 2,850.00              | -773.94               | 2,271.15                   | -195.09                      | Cost of Sales - Food         | 23,989.78            | 22,302.00           | 1,687.78            | 20,007.02          | 3,982.76             |
|                | 30.00                 | -30.00                |                            |                              | Product Spoilage             | 105.18               | 270.00              | -164.82             | 212.05             | -106.87              |
| 2,076.06       | 2,880.00              | -803.94               | 2,271.15                   | -195.09                      | Total Cost of Sales          | 24,094.96            | 22,572.00           | 1,522.96            | 20,219.07          | 3,875.89             |
| 7,113.83       | 4,620.00              | 2,493.83              | 7,778.48                   | -664.65                      | Gross Margin - Total         | 48,270.96            | 36,828.00           | 11,442.96           | 39,402.92          | 8,868.04             |
| 0.23           | 0.38                  | -0.16                 | 0.23                       | 0.00                         | COS percent of sales - Total | 0.33                 | 0.38                | -0.05               | 0.34               | -0.01                |
|                |                       |                       |                            |                              | Personnel Costs              |                      |                     |                     |                    |                      |
| 5,452.41       | 5,142.90              | 309.51                | 4,426.27                   | 1,026.14                     | Wages                        | 38,546.61            | 36,098.58           | 2,448.03            | 25,304.91          | 13,241.70            |
| 673.00         | 673.00                |                       | 300.00                     | 373.00                       | Supervision Wages            | 6,057.00             | 6,057.00            |                     | 2,700.00           | 3,357.00             |
| 80.34          |                       | 80.34                 | 22.50                      | 57.84                        | Overtime                     | 335.41               | 624.00              | -288.59             | 135.69             | 199.72               |
| 424.02         | 393.43                | 30.59                 | 518.37                     | -94.35                       | Payroll Taxes                | 4,701.02             | 3,789.28            | 911.74              | 3,348.88           | 1,352.14             |
| 219.27         | 266.40                | -47.13                | 230.05                     | -10.78                       | Workers Compensation Ins.    | 1,480.31             | 1,891.50            | -411.19             | 1,346.76           | 133.55               |
| 72.40          |                       | 72.40                 | 62.50                      | 9.90                         | Pension/401k Match           | 496.36               |                     | 496.36              | 463.39             | 32.97                |
|                | 154.29                | -154.29               |                            |                              | Employee Relations           |                      | 1,101.68            | -1,101.68           |                    |                      |
|                |                       |                       |                            |                              | Other Personnel Costs        |                      |                     |                     | 31.00              | -31.00               |
| 6,921.44       | 6,630.02              | 291.42                | 5,559.69                   | 1,361.75                     | Total Personnel Costs        | 51,616.71            | 49,562.03           | 2,054.68            | 33,330.63          | 18,286.08            |
|                |                       |                       |                            |                              | Material, Supplies & Svcs    |                      |                     |                     |                    |                      |



**Pine Mountain Lake Association**  
**Snack Shack Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              | 27.11                             | -27.11                              | Uniforms                               |                             |                            |                            | 27.11                     | -27.11                      |
|                       | 150.00                       | -150.00                      |                                   |                                     | Outside Services                       | 1,598.10                    | 1,200.00                   | 398.10                     | 1,179.00                  | 419.10                      |
|                       | 100.00                       | -100.00                      |                                   |                                     | Janitorial                             | 299.73                      | 400.00                     | -100.27                    | 193.16                    | 106.57                      |
|                       |                              |                              | 206.51                            | -206.51                             | Laundry                                | -19.05                      |                            | -19.05                     | 233.74                    | -252.79                     |
| 881.09                | 500.00                       | 381.09                       | 407.41                            | 473.68                              | Supplies                               | 5,502.83                    | 3,400.00                   | 2,102.83                   | 3,023.09                  | 2,479.74                    |
|                       |                              |                              |                                   |                                     | Gas & Oil                              | 4.93                        | 60.00                      | -55.07                     |                           | 4.93                        |
|                       |                              |                              |                                   |                                     | Travel, Training, Seminars             |                             | 120.00                     | -120.00                    |                           |                             |
|                       | 300.00                       | -300.00                      |                                   |                                     | Licenses & Permits                     | 50.00                       | 300.00                     | -250.00                    |                           | 50.00                       |
| <b>881.09</b>         | <b>1,050.00</b>              | <b>-168.91</b>               | <b>641.03</b>                     | <b>240.06</b>                       | <b>Total Mat., Supplies &amp; Svcs</b> | <b>7,436.54</b>             | <b>5,480.00</b>            | <b>1,956.54</b>            | <b>4,656.10</b>           | <b>2,780.44</b>             |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 766.01                | 340.00                       | 426.01                       | 547.27                            | 218.74                              | Gas & Electric                         | 4,225.62                    | 3,060.00                   | 1,165.62                   | 3,263.37                  | 962.25                      |
| 590.14                | 380.00                       | 210.14                       | 470.60                            | 119.54                              | Telephone                              | 4,359.79                    | 3,420.00                   | 939.79                     | 3,531.90                  | 827.89                      |
| 30.00                 | 40.00                        | -10.00                       | 60.00                             | -30.00                              | Water & Sewer                          | 270.00                      | 360.00                     | -90.00                     | 270.00                    |                             |
| <b>1,386.15</b>       | <b>760.00</b>                | <b>626.15</b>                | <b>1,077.87</b>                   | <b>308.28</b>                       | <b>Total Utilities</b>                 | <b>8,855.41</b>             | <b>6,840.00</b>            | <b>2,015.41</b>            | <b>7,065.27</b>           | <b>1,790.14</b>             |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 238.98                | 267.00                       | -28.02                       | 266.66                            | -27.68                              | Insurance                              | 2,435.79                    | 2,403.00                   | 32.79                      | 2,177.05                  | 258.74                      |
| <b>238.98</b>         | <b>267.00</b>                | <b>-28.02</b>                | <b>266.66</b>                     | <b>-27.68</b>                       | <b>Total Other Indirect Costs</b>      | <b>2,435.79</b>             | <b>2,403.00</b>            | <b>32.79</b>               | <b>2,177.05</b>           | <b>258.74</b>               |
| <b>1,625.13</b>       | <b>1,027.00</b>              | <b>598.13</b>                | <b>1,344.53</b>                   | <b>280.60</b>                       | <b>Total Indirect Costs</b>            | <b>11,291.20</b>            | <b>9,243.00</b>            | <b>2,048.20</b>            | <b>9,242.32</b>           | <b>2,048.88</b>             |
| <b>9,427.66</b>       | <b>8,707.02</b>              | <b>720.64</b>                | <b>7,545.25</b>                   | <b>1,882.41</b>                     | <b>Total Expense</b>                   | <b>70,344.45</b>            | <b>64,285.03</b>           | <b>6,059.42</b>            | <b>47,229.05</b>          | <b>23,115.40</b>            |
| <b>2,313.83</b>       | <b>4,087.02</b>              | <b>-1,773.19</b>             | <b>-233.23</b>                    | <b>2,547.06</b>                     | <b>Net Operating (Inc)/Exp</b>         | <b>22,073.49</b>            | <b>27,457.03</b>           | <b>-5,383.54</b>           | <b>1,897.13</b>           | <b>20,176.36</b>            |

**Pine Mountain Lake Association**  
**Lake & Marina Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                               | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Sales</b>          |                              |                              |                                   |                                     |                               |                             |                            |                            |                           |                             |
| 12,084.53             | 11,000.00                    | 1,084.53                     | 10,030.80                         | 2,053.73                            | Sales - Food                  | 180,126.59                  | 187,890.00                 | -7,763.41                  | 183,644.49                | -3,517.90                   |
| 6,701.16              | 7,000.00                     | -298.84                      | 3,624.19                          | 3,076.97                            | Sales - Merchandise           | 56,212.12                   | 44,000.00                  | 12,212.12                  | 32,165.40                 | 24,046.72                   |
| 1,141.00              | 750.00                       | 391.00                       | 1,446.68                          | -305.68                             | Sales - Gas                   | 9,479.87                    | 7,695.66                   | 1,784.21                   | 8,259.07                  | 1,220.80                    |
| <b>19,926.69</b>      | <b>18,750.00</b>             | <b>1,176.69</b>              | <b>15,101.67</b>                  | <b>4,825.02</b>                     | <b>Total Sales</b>            | <b>245,818.58</b>           | <b>239,585.66</b>          | <b>6,232.92</b>            | <b>224,068.96</b>         | <b>21,749.62</b>            |
| <b>Other Revenue</b>  |                              |                              |                                   |                                     |                               |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness          |                             |                            |                            | 39,965.00                 | -39,965.00                  |
| 180.00                | 500.00                       | -320.00                      | -690.00                           | 870.00                              | Lake Lodge Rental             | 4,992.00                    | 4,500.00                   | 492.00                     | 920.00                    | 4,072.00                    |
| 76.52                 | 100.00                       | -23.48                       | -1,730.48                         | 1,807.00                            | Fishing License Revenue       | 348.40                      | 657.14                     | -308.74                    | 353.20                    | -4.80                       |
| 12,183.00             | 5,000.00                     | 7,183.00                     | 18,522.00                         | -6,339.00                           | Boat Rentals                  | 102,664.06                  | 134,836.00                 | -32,171.94                 | 142,868.23                | -40,204.17                  |
| 1,370.20              | 1,000.00                     | 370.20                       | 1,019.00                          | 351.20                              | Registration Fees             | 72,296.34                   | 69,995.00                  | 2,301.34                   | 69,986.00                 | 2,310.34                    |
| 355.00                | 500.00                       | -145.00                      | 588.00                            | -233.00                             | Docking Fees                  | 96,701.00                   | 95,807.00                  | 894.00                     | 94,935.50                 | 1,765.50                    |
| 17,369.25             | 15,100.00                    | 2,269.25                     | 15,973.75                         | 1,395.50                            | Vehicle Access Fees           | 137,397.75                  | 135,900.00                 | 1,497.75                   | 136,437.50                | 960.25                      |
|                       |                              |                              |                                   |                                     | Amenity Entrance Fees         | 14,517.00                   | 15,150.00                  | -633.00                    | 14,750.00                 | -233.00                     |
| <b>31,533.97</b>      | <b>22,200.00</b>             | <b>9,333.97</b>              | <b>33,682.27</b>                  | <b>-2,148.30</b>                    | <b>Total Other Revenue</b>    | <b>428,916.55</b>           | <b>456,845.14</b>          | <b>-27,928.59</b>          | <b>500,215.43</b>         | <b>-71,298.88</b>           |
| <b>Cost of Sales</b>  |                              |                              |                                   |                                     |                               |                             |                            |                            |                           |                             |
| 6,101.15              | 4,400.00                     | 1,701.15                     | 6,361.82                          | -260.67                             | Cost of Sales - Food          | 68,001.29                   | 75,156.00                  | -7,154.71                  | 75,096.70                 | -7,095.41                   |
| 6,747.74              | 3,150.00                     | 3,597.74                     | 1,665.43                          | 5,082.31                            | Cost of Sales - Merchandise   | 40,952.26                   | 19,800.00                  | 21,152.26                  | 9,819.13                  | 31,133.13                   |
| 1,074.17              | 600.00                       | 474.17                       | 581.27                            | 492.90                              | Cost of Sales - Gas           | 5,677.45                    | 6,156.53                   | -479.08                    | 4,134.30                  | 1,543.15                    |
| 170.60                |                              | 170.60                       |                                   | 170.60                              | Product Spoilage              | 170.60                      |                            | 170.60                     |                           | 170.60                      |
| 402.25                | 1,000.00                     | -597.75                      | 234.66                            | 167.59                              | Cost of Sales- Employee Meals | 6,541.84                    | 6,200.00                   | 341.84                     | 6,249.91                  | 291.93                      |
| <b>14,495.91</b>      | <b>9,150.00</b>              | <b>5,345.91</b>              | <b>8,843.18</b>                   | <b>5,652.73</b>                     | <b>Total Cost of Sales</b>    | <b>121,343.44</b>           | <b>107,312.53</b>          | <b>14,030.91</b>           | <b>95,300.04</b>          | <b>26,043.40</b>            |
| 5,983.38              | 6,600.00                     | -616.62                      | 3,668.98                          | 2,314.40                            | Gross Margin - Food           | 112,125.30                  | 112,734.00                 | -608.70                    | 108,547.79                | 3,577.51                    |
| -46.58                | 3,850.00                     | -3,896.58                    | 1,958.76                          | -2,005.34                           | Gross Margin - Merchandise    | 15,259.86                   | 24,200.00                  | -8,940.14                  | 22,346.27                 | -7,086.41                   |
| 66.83                 | 150.00                       | -83.17                       | 865.41                            | -798.58                             | Gross Margin - Gas            | 3,802.42                    | 1,539.13                   | 2,263.29                   | 4,124.77                  | -322.35                     |
| 5,430.78              | 9,600.00                     | -4,169.22                    | 6,258.49                          | -827.71                             | Gross Margin - Total          | 124,475.14                  | 132,273.13                 | -7,797.99                  | 128,768.92                | -4,293.78                   |

**Pine Mountain Lake Association**  
Lake & Marina Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>                | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|--------------------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 0.73                                 | 0.49                         | 0.24                         | 0.59                              | 0.14                                | COS as percent of sales        | 0.49                        | 0.45                       | 0.05                       | 0.43                      | 0.07                        |
| <b>Personnel Costs</b>               |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
| 40,348.67                            | 38,809.38                    | 1,539.29                     | 34,431.27                         | 5,917.40                            | Wages                          | 262,941.99                  | 238,587.20                 | 24,354.79                  | 234,262.93                | 28,679.06                   |
| 3,802.84                             | 706.84                       | 3,096.00                     | 2,784.60                          | 1,018.24                            | Overtime                       | 23,535.92                   | 9,181.18                   | 14,354.74                  | 24,141.47                 | -605.55                     |
| 3,833.38                             | 3,022.99                     | 810.39                       | 3,742.34                          | 91.04                               | Payroll Taxes                  | 34,378.97                   | 23,364.28                  | 11,014.69                  | 32,516.60                 | 1,862.37                    |
| 1,667.65                             | 1,700.89                     | -33.24                       | 1,492.94                          | 174.71                              | Workers Compensation Ins.      | 10,135.91                   | 10,596.39                  | -460.48                    | 10,638.67                 | -502.76                     |
| 1,302.15                             | 1,224.00                     | 78.15                        | 28.95                             | 1,273.20                            | Health/Dental/Vision/Life Ins. | 7,395.18                    | 11,016.00                  | -3,620.82                  | 1,993.26                  | 5,401.92                    |
|                                      |                              |                              |                                   |                                     | Pension/401k Match             | 26.40                       |                            | 26.40                      | 17.76                     | 8.64                        |
| 431.47                               | 500.00                       | -68.53                       |                                   | 431.47                              | Employee Relations             | 2,683.75                    | 9,000.00                   | -6,316.25                  | 5,652.89                  | -2,969.14                   |
| 31.00                                |                              | 31.00                        |                                   | 31.00                               | Other Personnel Costs          | 660.00                      | 3,600.00                   | -2,940.00                  | 1,563.00                  | -903.00                     |
| <b>51,417.16</b>                     | <b>45,964.10</b>             | <b>5,453.06</b>              | <b>42,480.10</b>                  | <b>8,937.06</b>                     | <b>Total Personnel Costs</b>   | <b>341,758.12</b>           | <b>305,345.04</b>          | <b>36,413.08</b>           | <b>310,786.58</b>         | <b>30,971.54</b>            |
| <b>Material, Supplies &amp; Svcs</b> |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
|                                      |                              |                              | 231.02                            | -231.02                             | Uniforms                       | 741.88                      | 3,500.00                   | -2,758.12                  | 3,249.42                  | -2,507.54                   |
|                                      |                              |                              | 50.00                             | -50.00                              | Entertainment                  | 23,752.20                   | 24,387.63                  | -635.43                    | 24,437.63                 | -685.43                     |
| 386.62                               | 400.00                       | -13.38                       | 849.09                            | -462.47                             | Internet & Website Expense     | 3,479.58                    | 3,600.00                   | -120.42                    | 3,942.05                  | -462.47                     |
| 35,241.59                            | 1,000.00                     | 34,241.59                    | 3,315.79                          | 31,925.80                           | Outside Services               | 131,959.06                  | 142,946.00                 | -10,986.94                 | 140,450.21                | -8,491.15                   |
|                                      |                              |                              |                                   |                                     | Fish Planting                  | 9,798.05                    | 11,225.00                  | -1,426.95                  | 10,843.55                 | -1,045.50                   |
| 7,333.34                             | 2,000.00                     | 5,333.34                     | 2,697.08                          | 4,636.26                            | Janitorial                     | 35,540.30                   | 22,200.00                  | 13,340.30                  | 16,518.39                 | 19,021.91                   |
|                                      | 115.00                       | -115.00                      | 14.00                             | -14.00                              | Equipment Rentals              | 238.23                      | 1,035.00                   | -796.77                    | 239.12                    | -0.89                       |
| 251.21                               | 150.00                       | 101.21                       | 82.92                             | 168.29                              | Laundry                        | 1,462.29                    | 1,315.00                   | 147.29                     | 1,035.51                  | 426.78                      |
| 2,253.19                             | 1,000.00                     | 1,253.19                     | 1,701.58                          | 551.61                              | Supplies                       | 34,868.40                   | 30,700.00                  | 4,168.40                   | 27,678.44                 | 7,189.96                    |
| 35.36                                | 100.00                       | -64.64                       | 357.55                            | -322.19                             | Office Supplies                | 1,145.21                    | 900.00                     | 245.21                     | 1,905.77                  | -760.56                     |
|                                      | 100.00                       | -100.00                      | 198.39                            | -198.39                             | Computer Software & Supplies   | 82.15                       | 400.00                     | -317.85                    | 624.83                    | -542.68                     |
| 868.66                               | 300.00                       | 568.66                       | 689.60                            | 179.06                              | Gas & Oil                      | 8,775.07                    | 4,700.00                   | 4,075.07                   | 5,147.50                  | 3,627.57                    |
| 1,920.35                             |                              | 1,920.35                     |                                   | 1,920.35                            | Repairs & Maint. - Equipment   | 14,642.02                   | 6,000.00                   | 8,642.02                   | 90.42                     | 14,551.60                   |
|                                      |                              |                              |                                   |                                     | Repairs & Maint. - Vehicles    | 245.59                      |                            | 245.59                     |                           | 245.59                      |
| 588.79                               | 614.25                       | -25.46                       | 2,080.42                          | -1,491.63                           | Credit Card Fees               | 7,778.17                    | 10,446.46                  | -2,668.29                  | 9,500.15                  | -1,721.98                   |
|                                      |                              |                              |                                   |                                     | Travel, Training, Seminars     | 117.75                      | 500.00                     | -382.25                    | 131.76                    | -14.01                      |
| 3,247.58                             | 5,300.00                     | -2,052.42                    | 2,629.42                          | 618.16                              | Licenses & Permits             | 26,691.03                   | 47,700.00                  | -21,008.97                 | 27,279.78                 | -588.75                     |
|                                      |                              |                              |                                   |                                     | Dues & Subscriptions           |                             |                            |                            | 89.94                     | -89.94                      |

**Pine Mountain Lake Association**  
Lake & Marina Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | Postage and Freight Expense            |                             | 400.00                     | -400.00                    |                           |                             |
| <b>52,126.69</b>      | <b>11,079.25</b>             | <b>41,047.44</b>             | <b>14,896.86</b>                  | <b>37,229.83</b>                    | <b>Total Mat., Supplies &amp; Svcs</b> | <b>301,316.98</b>           | <b>311,955.09</b>          | <b>-10,638.11</b>          | <b>273,164.47</b>         | <b>28,152.51</b>            |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 5,399.85              | 5,126.00                     | 273.85                       | 4,238.44                          | 1,161.41                            | Gas & Electric                         | 27,259.71                   | 32,330.00                  | -5,070.29                  | 22,806.23                 | 4,453.48                    |
| 1,956.76              | 1,800.00                     | 156.76                       | 691.82                            | 1,264.94                            | Telephone                              | 14,838.44                   | 15,900.00                  | -1,061.56                  | 14,388.59                 | 449.85                      |
| 1,649.18              | 2,000.00                     | -350.82                      | 3,983.10                          | -2,333.92                           | Water & Sewer                          | 10,781.10                   | 14,500.00                  | -3,718.90                  | 11,407.73                 | -626.63                     |
| 3,318.07              | 6,200.00                     | -2,881.93                    | 5,390.73                          | -2,072.66                           | Disposal                               | 25,342.12                   | 41,000.00                  | -15,657.88                 | 36,328.68                 | -10,986.56                  |
| <b>12,323.86</b>      | <b>15,126.00</b>             | <b>-2,802.14</b>             | <b>14,304.09</b>                  | <b>-1,980.23</b>                    | <b>Total Utilities</b>                 | <b>78,221.37</b>            | <b>103,730.00</b>          | <b>-25,508.63</b>          | <b>84,931.23</b>          | <b>-6,709.86</b>            |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 6,402.60              | 5,224.00                     | 1,178.60                     | 5,224.05                          | 1,178.55                            | Insurance                              | 51,045.78                   | 47,016.00                  | 4,029.78                   | 43,006.20                 | 8,039.58                    |
|                       |                              |                              |                                   |                                     | Landscaping                            | 135.97                      |                            | 135.97                     |                           | 135.97                      |
|                       |                              |                              |                                   |                                     | Property Tax Expense                   | 584.49                      |                            | 584.49                     | 457.92                    | 126.57                      |
| -38.68                |                              | -38.68                       | 7.99                              | -46.67                              | Cash Short/Over                        | 217.99                      |                            | 217.99                     | 101.39                    | 116.60                      |
| <b>6,363.92</b>       | <b>5,224.00</b>              | <b>1,139.92</b>              | <b>5,232.04</b>                   | <b>1,131.88</b>                     | <b>Total Other Indirect Costs</b>      | <b>51,984.23</b>            | <b>47,016.00</b>           | <b>4,968.23</b>            | <b>43,565.51</b>          | <b>8,418.72</b>             |
| <b>18,687.78</b>      | <b>20,350.00</b>             | <b>-1,662.22</b>             | <b>19,536.13</b>                  | <b>-848.35</b>                      | <b>Total Indirect Costs</b>            | <b>130,205.60</b>           | <b>150,746.00</b>          | <b>-20,540.40</b>          | <b>128,496.74</b>         | <b>1,708.86</b>             |
| <b>122,231.63</b>     | <b>77,393.35</b>             | <b>44,838.28</b>             | <b>76,913.09</b>                  | <b>45,318.54</b>                    | <b>Total Expense</b>                   | <b>773,280.70</b>           | <b>768,046.14</b>          | <b>5,234.56</b>            | <b>712,447.79</b>         | <b>60,832.91</b>            |
| <b>85,266.88</b>      | <b>45,593.35</b>             | <b>39,673.53</b>             | <b>36,972.33</b>                  | <b>48,294.55</b>                    | <b>Net Operating (Inc)/Exp</b>         | <b>219,889.01</b>           | <b>178,927.86</b>          | <b>40,961.15</b>           | <b>83,463.44</b>          | <b>136,425.57</b>           |

**Pine Mountain Lake Association**  
**Golf Operating Results**  
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| <u>Current Period</u>  | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                     | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Sales</b>           |                              |                              |                                   |                                     |                                     |                             |                            |                            |                           |                             |
| 20,632.97              | 11,900.00                    | 8,732.97                     | 17,334.26                         | 3,298.71                            | Sales - Merchandise                 | 135,528.02                  | 103,900.00                 | 31,628.02                  | 111,272.29                | 24,255.73                   |
| -1,629.65              | -1,785.00                    | 155.35                       | -1,899.01                         | 269.36                              | Member Discounts Allowed            | -10,795.58                  | -15,435.00                 | 4,639.42                   | -12,561.54                | 1,765.96                    |
| <b>19,003.32</b>       | <b>10,115.00</b>             | <b>8,888.32</b>              | <b>15,435.25</b>                  | <b>3,568.07</b>                     | <b>Total Sales</b>                  | <b>124,732.44</b>           | <b>88,465.00</b>           | <b>36,267.44</b>           | <b>98,710.75</b>          | <b>26,021.69</b>            |
| <b>Other Revenue</b>   |                              |                              |                                   |                                     |                                     |                             |                            |                            |                           |                             |
| 12,597.50              | 15,600.00                    | -3,002.50                    | 17,848.00                         | -5,250.50                           | Property Owner Green Fees           | 101,634.50                  | 126,100.00                 | -24,465.50                 | 134,068.00                | -32,433.50                  |
| 30,782.00              | 16,400.00                    | 14,382.00                    | 38,037.00                         | -7,255.00                           | Non-Property Owner Green Fees       | 222,987.13                  | 157,200.00                 | 65,787.13                  | 225,666.05                | -2,678.92                   |
| 10,443.00              | 10,585.00                    | -142.00                      | 13,724.00                         | -3,281.00                           | Annual Member Green Fees            | 95,651.00                   | 95,265.00                  | 386.00                     | 100,830.00                | -5,179.00                   |
|                        |                              |                              |                                   |                                     | PPP Loan Forgiveness                |                             |                            |                            | 55,240.00                 | -55,240.00                  |
| 5,120.00               | 5,150.00                     | -30.00                       | 6,438.00                          | -1,318.00                           | Annual Member Cart Fees             | 47,785.15                   | 46,350.00                  | 1,435.15                   | 47,468.78                 | 316.37                      |
| 1,865.00               | 3,000.00                     | -1,135.00                    | 1,897.24                          | -32.24                              | Tournaments                         | 21,059.00                   | 15,500.00                  | 5,559.00                   | 9,655.24                  | 11,403.76                   |
| 7,944.00               | 11,400.00                    | -3,456.00                    | 10,455.00                         | -2,511.00                           | Property Owner Cart Fees            | 59,244.60                   | 76,100.00                  | -16,855.40                 | 73,047.00                 | -13,802.40                  |
| 13,218.00              | 7,300.00                     | 5,918.00                     | 13,211.00                         | 7.00                                | Non-Property Owner Cart Fees        | 96,681.88                   | 62,900.00                  | 33,781.88                  | 91,097.95                 | 5,583.93                    |
| 2,360.00               | 2,000.00                     | 360.00                       | 2,205.00                          | 155.00                              | Driving Range Fees                  | 18,256.00                   | 15,500.00                  | 2,756.00                   | 16,163.00                 | 2,093.00                    |
| 1,119.00               | 700.00                       | 419.00                       | 1,306.00                          | -187.00                             | Club Rentals                        | 7,763.50                    | 4,100.00                   | 3,663.50                   | 6,350.50                  | 1,413.00                    |
| -42.00                 |                              | -42.00                       | 76.00                             | -118.00                             | Club Storage                        | 16,436.14                   | 18,200.00                  | -1,763.86                  | 18,110.50                 | -1,674.36                   |
|                        |                              |                              |                                   |                                     | Locker Rental                       | 7,149.00                    | 8,200.00                   | -1,051.00                  | 8,170.70                  | -1,021.70                   |
| <b>85,406.50</b>       | <b>72,135.00</b>             | <b>13,271.50</b>             | <b>105,197.24</b>                 | <b>-19,790.74</b>                   | <b>Total Other Revenue</b>          | <b>694,647.90</b>           | <b>625,415.00</b>          | <b>69,232.90</b>           | <b>785,867.72</b>         | <b>-91,219.82</b>           |
| <b>Cost of Sales</b>   |                              |                              |                                   |                                     |                                     |                             |                            |                            |                           |                             |
| 15,326.27              | 6,979.35                     | 8,346.92                     | 9,089.60                          | 6,236.67                            | Cost of Sales - Merchandise         | 90,068.97                   | 61,040.85                  | 29,028.12                  | 65,902.75                 | 24,166.22                   |
| <b>15,326.27</b>       | <b>6,979.35</b>              | <b>8,346.92</b>              | <b>9,089.60</b>                   | <b>6,236.67</b>                     | <b>Total Cost of Sales</b>          | <b>90,068.97</b>            | <b>61,040.85</b>           | <b>29,028.12</b>           | <b>65,902.75</b>          | <b>24,166.22</b>            |
| 3,677.05               | 3,135.65                     | 541.40                       | 6,345.65                          | -2,668.60                           | Gross Margin - Total                | 34,663.47                   | 27,424.15                  | 7,239.32                   | 32,808.00                 | 1,855.47                    |
| <b>0.81</b>            | <b>0.69</b>                  | <b>0.12</b>                  | <b>0.59</b>                       | <b>0.22</b>                         | <b>COS percent of sales - Total</b> | <b>0.72</b>                 | <b>0.69</b>                | <b>0.03</b>                | <b>0.67</b>               | <b>0.05</b>                 |
| <b>Personnel Costs</b> |                              |                              |                                   |                                     |                                     |                             |                            |                            |                           |                             |
| 33,785.80              | 36,138.22                    | -2,352.42                    | 35,496.15                         | -1,710.35                           | Wages                               | 234,659.79                  | 254,297.15                 | -19,637.36                 | 212,235.05                | 22,424.74                   |

**Pine Mountain Lake Association**

Golf Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>                | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|--------------------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 89.16                                | 120.00                       | -30.84                       | 27.17                             | 61.99                               | Overtime                               | 441.70                      | 384.00                     | 57.70                      | 380.85                    | 60.85                       |
| 3,014.48                             | 2,773.75                     | 240.73                       | 2,934.64                          | 79.84                               | Payroll Taxes                          | 23,802.73                   | 24,537.11                  | -734.38                    | 21,052.41                 | 2,750.32                    |
| 1,513.81                             | 1,876.11                     | -362.30                      | 1,802.30                          | -288.49                             | Workers Compensation Ins.              | 10,480.91                   | 13,185.88                  | -2,704.97                  | 11,431.72                 | -950.81                     |
| 3,936.75                             | 4,896.00                     | -959.25                      | 7,372.13                          | -3,435.38                           | Health/Dental/Vision/Life Ins.         | 33,432.75                   | 44,064.00                  | -10,631.25                 | 35,754.79                 | -2,322.04                   |
| 706.50                               | 1,087.75                     | -381.25                      | 636.45                            | 70.05                               | Pension/401k Match                     | 5,502.52                    | 7,640.43                   | -2,137.91                  | 4,547.27                  | 955.25                      |
|                                      |                              |                              |                                   |                                     | Employee Relations                     |                             | 400.00                     | -400.00                    | 261.75                    | -261.75                     |
| 99.40                                | 100.00                       | -0.60                        | 93.00                             | 6.40                                | Other Personnel Costs                  | 161.40                      | 300.00                     | -138.60                    | 124.00                    | 37.40                       |
| <b>43,145.90</b>                     | <b>46,991.84</b>             | <b>-3,845.94</b>             | <b>48,361.84</b>                  | <b>-5,215.94</b>                    | <b>Total Personnel Costs</b>           | <b>308,481.80</b>           | <b>344,808.58</b>          | <b>-36,326.78</b>          | <b>285,787.84</b>         | <b>22,693.96</b>            |
| <b>Material, Supplies &amp; Svcs</b> |                              |                              |                                   |                                     |                                        |                             |                            |                            |                           |                             |
|                                      | 100.00                       | -100.00                      | 451.45                            | -451.45                             | Uniforms                               | 426.50                      | 800.00                     | -373.50                    | 1,354.14                  | -927.64                     |
| 58.51                                | 90.00                        | -31.49                       | 89.31                             | -30.80                              | Entertainment                          | 776.11                      | 810.00                     | -33.89                     | 799.96                    | -23.85                      |
| 197.95                               | 120.00                       | 77.95                        |                                   | 197.95                              | Internet & Website Expense             | 395.90                      | 1,080.00                   | -684.10                    | 770.39                    | -374.49                     |
| 752.58                               | 700.00                       | 52.58                        | 442.84                            | 309.74                              | Advertising & Promotion                | 5,072.33                    | 5,500.00                   | -427.67                    | 4,455.89                  | 616.44                      |
| 612.22                               | 330.00                       | 282.22                       | 218.42                            | 393.80                              | Outside Services                       | 6,952.38                    | 2,970.00                   | 3,982.38                   | 3,058.80                  | 3,893.58                    |
|                                      |                              |                              |                                   |                                     | Automotive                             |                             |                            |                            | 154.33                    | -154.33                     |
| 1,865.71                             | 1,750.00                     | 115.71                       | 1,777.46                          | 88.25                               | Janitorial                             | 16,100.67                   | 15,750.00                  | 350.67                     | 15,984.10                 | 116.57                      |
| 1,086.16                             | 1,000.00                     | 86.16                        | 754.76                            | 331.40                              | Supplies                               | 8,843.41                    | 7,500.00                   | 1,343.41                   | 5,580.17                  | 3,263.24                    |
| 311.52                               | 100.00                       | 211.52                       | 197.29                            | 114.23                              | Office Supplies                        | 987.50                      | 750.00                     | 237.50                     | 505.56                    | 481.94                      |
|                                      | 25.00                        | -25.00                       |                                   |                                     | Computer Software & Supplies           |                             | 225.00                     | -225.00                    | 37.54                     | -37.54                      |
| 38.34                                | 10.00                        | 28.34                        | 36.31                             | 2.03                                | Gas & Oil                              | 355.53                      | 90.00                      | 265.53                     | 179.90                    | 175.63                      |
|                                      |                              |                              |                                   |                                     | Repairs & Maint. - Equipment           | 93.00                       |                            | 93.00                      |                           | 93.00                       |
|                                      | 50.00                        | -50.00                       |                                   |                                     | Repairs & Maint. - Vehicles            | 353.52                      | 450.00                     | -96.48                     | -298.45                   | 651.97                      |
| 1,331.56                             | 1,400.00                     | -68.44                       | 1,421.39                          | -89.83                              | Credit Card Fees                       | 13,779.35                   | 9,550.00                   | 4,229.35                   | 12,263.14                 | 1,516.21                    |
| 150.00                               | 300.00                       | -150.00                      | 290.00                            | -140.00                             | Travel, Training, Seminars             | 870.00                      | 900.00                     | -30.00                     | 425.00                    | 445.00                      |
| 92.25                                |                              | 92.25                        |                                   | 92.25                               | Licenses & Permits                     | 92.25                       |                            | 92.25                      |                           | 92.25                       |
|                                      |                              |                              | 75.00                             | -75.00                              | Dues & Subscriptions                   | 863.67                      | 1,300.00                   | -436.33                    | 773.00                    | 90.67                       |
| 107.52                               |                              | 107.52                       |                                   | 107.52                              | Postage and Freight Expense            | 171.37                      |                            | 171.37                     | 72.60                     | 98.77                       |
| <b>6,604.32</b>                      | <b>5,975.00</b>              | <b>629.32</b>                | <b>5,754.23</b>                   | <b>850.09</b>                       | <b>Total Mat., Supplies &amp; Svcs</b> | <b>56,133.49</b>            | <b>47,675.00</b>           | <b>8,458.49</b>            | <b>46,116.07</b>          | <b>10,017.42</b>            |

**Utilities**

**Pine Mountain Lake Association**

Golf Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>       | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                   | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-----------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 4,071.01                    | 2,334.00                     | 1,737.01                     | 3,415.38                          | 655.63                              | Gas & Electric                    | 26,663.29                   | 21,006.00                  | 5,657.29                   | 23,279.36                 | 3,383.93                    |
| 1,183.50                    | 920.00                       | 263.50                       | 606.90                            | 576.60                              | Telephone                         | 11,559.69                   | 8,280.00                   | 3,279.69                   | 7,643.45                  | 3,916.24                    |
| 1,209.16                    | 550.00                       | 659.16                       | 2,538.01                          | -1,328.85                           | Water & Sewer                     | 6,933.61                    | 4,950.00                   | 1,983.61                   | 6,955.10                  | -21.49                      |
| <b>6,463.67</b>             | <b>3,804.00</b>              | <b>2,659.67</b>              | <b>6,560.29</b>                   | <b>-96.62</b>                       | <b>Total Utilities</b>            | <b>45,156.59</b>            | <b>34,236.00</b>           | <b>10,920.59</b>           | <b>37,877.91</b>          | <b>7,278.68</b>             |
| <b>Other Indirect Costs</b> |                              |                              |                                   |                                     |                                   |                             |                            |                            |                           |                             |
| 4,309.38                    | 4,297.00                     | 12.38                        | 4,296.70                          | 12.68                               | Insurance                         | 39,172.62                   | 38,673.00                  | 499.62                     | 27,293.22                 | 11,879.40                   |
|                             |                              |                              |                                   |                                     | Member Relations                  | 1,107.18                    | 700.00                     | 407.18                     | 527.61                    | 579.57                      |
| 25.60                       |                              | 25.60                        |                                   | 25.60                               | Property Tax Expense              | 25.60                       |                            | 25.60                      |                           | 25.60                       |
| -170.27                     |                              | -170.27                      | 12.77                             | -183.04                             | Cash Short/Over                   | -232.63                     |                            | -232.63                    | 43.50                     | -276.13                     |
| <b>4,164.71</b>             | <b>4,297.00</b>              | <b>-132.29</b>               | <b>4,309.47</b>                   | <b>-144.76</b>                      | <b>Total Other Indirect Costs</b> | <b>40,072.77</b>            | <b>39,373.00</b>           | <b>699.77</b>              | <b>27,864.33</b>          | <b>12,208.44</b>            |
| <b>10,628.38</b>            | <b>8,101.00</b>              | <b>2,527.38</b>              | <b>10,869.76</b>                  | <b>-241.38</b>                      | <b>Total Indirect Costs</b>       | <b>85,229.36</b>            | <b>73,609.00</b>           | <b>11,620.36</b>           | <b>65,742.24</b>          | <b>19,487.12</b>            |
| <b>60,378.60</b>            | <b>61,067.84</b>             | <b>-689.24</b>               | <b>64,985.83</b>                  | <b>-4,607.23</b>                    | <b>Total Expense</b>              | <b>449,844.65</b>           | <b>466,092.58</b>          | <b>-16,247.93</b>          | <b>397,646.15</b>         | <b>52,198.50</b>            |
| <b>-28,704.95</b>           | <b>-14,202.81</b>            | <b>-14,502.14</b>            | <b>-46,557.06</b>                 | <b>17,852.11</b>                    | <b>Net Operating (Inc)/Exp</b>    | <b>-279,466.72</b>          | <b>-186,746.57</b>         | <b>-92,720.15</b>          | <b>-421,029.57</b>        | <b>141,562.85</b>           |

**Pine Mountain Lake Association**  
**Golf Maintenance Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                      | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness                 |                             |                            |                            | 116,399.00                | -116,399.00                 |
|                       |                              |                              |                                   |                                     | <b>Total Revenue</b>                 |                             |                            |                            | <b>116,399.00</b>         | <b>-116,399.00</b>          |
|                       |                              |                              |                                   |                                     | <b>Personnel Costs</b>               |                             |                            |                            |                           |                             |
| 56,070.55             | 57,073.24                    | -1,002.69                    | 54,771.73                         | 1,298.82                            | Wages                                | 403,181.61                  | 431,283.27                 | -28,101.66                 | 369,909.58                | 33,272.03                   |
| 645.73                | 783.63                       | -137.90                      | 556.38                            | 89.35                               | Overtime                             | 6,160.07                    | 6,112.34                   | 47.73                      | 5,307.86                  | 852.21                      |
| 4,211.28              | 4,426.05                     | -214.77                      | 4,147.68                          | 63.60                               | Payroll Taxes                        | 35,870.58                   | 39,830.76                  | -3,960.18                  | 32,876.24                 | 2,994.34                    |
| 2,389.27              | 2,983.51                     | -594.24                      | 2,699.31                          | -310.04                             | Workers Compensation Ins.            | 16,793.35                   | 22,551.98                  | -5,758.63                  | 18,769.29                 | -1,975.94                   |
| 12,439.30             | 12,240.00                    | 199.30                       | 30,005.25                         | -17,565.95                          | Health/Dental/Vision/Life Ins.       | 102,989.69                  | 110,160.00                 | -7,170.31                  | 107,608.30                | -4,618.61                   |
| 7,232.27              | 7,151.36                     | 80.91                        | 6,386.41                          | 845.86                              | Pension/401k Match                   | 53,172.68                   | 55,363.94                  | -2,191.26                  | 48,332.72                 | 4,839.96                    |
| 290.70                |                              | 290.70                       |                                   | 290.70                              | Employee Relations                   | 290.70                      |                            | 290.70                     | 1,133.70                  | -843.00                     |
|                       |                              |                              |                                   |                                     | Other Personnel Costs                | 155.00                      |                            | 155.00                     | 62.00                     | 93.00                       |
| <b>83,279.10</b>      | <b>84,657.79</b>             | <b>-1,378.69</b>             | <b>98,566.76</b>                  | <b>-15,287.66</b>                   | <b>Total Personnel Costs</b>         | <b>618,613.68</b>           | <b>665,302.29</b>          | <b>-46,688.61</b>          | <b>583,999.69</b>         | <b>34,613.99</b>            |
|                       |                              |                              |                                   |                                     | <b>Material, Supplies &amp; Svcs</b> |                             |                            |                            |                           |                             |
| 1,822.45              |                              | 1,822.45                     |                                   | 1,822.45                            | Uniforms                             | 2,154.93                    | 2,000.00                   | 154.93                     | 1,481.39                  | 673.54                      |
|                       |                              |                              | 40.74                             | -40.74                              | Entertainment                        |                             |                            |                            | 40.74                     | -40.74                      |
| 33.08                 | 34.00                        | -0.92                        | 33.08                             |                                     | Internet & Website Expense           | 297.72                      | 306.00                     | -8.28                      | 297.72                    |                             |
| 120.88                | 10,000.00                    | -9,879.12                    | 119.11                            | 1.77                                | Outside Services                     | 13,893.81                   | 25,100.00                  | -11,206.19                 | 4,736.54                  | 9,157.27                    |
|                       |                              |                              |                                   |                                     | Automotive                           | 25.45                       |                            | 25.45                      |                           | 25.45                       |
| 147.82                | 400.00                       | -252.18                      | 367.65                            | -219.83                             | Janitorial                           | 1,660.39                    | 3,300.00                   | -1,639.61                  | 2,316.07                  | -655.68                     |
|                       |                              |                              |                                   |                                     | Equipment Rentals                    |                             | 2,500.00                   | -2,500.00                  |                           |                             |
| 3,888.73              | 8,000.00                     | -4,111.27                    | 5,336.82                          | -1,448.09                           | Supplies                             | 56,141.79                   | 56,000.00                  | 141.79                     | 50,641.22                 | 5,500.57                    |
|                       |                              |                              | 361.56                            | -361.56                             | Small Tools                          | 3,730.95                    | 3,500.00                   | 230.95                     | 2,738.92                  | 992.03                      |
|                       |                              |                              |                                   |                                     | Office Supplies                      | 84.96                       | 400.00                     | -315.04                    | 330.39                    | -245.43                     |
|                       |                              |                              |                                   |                                     | Computer Software & Supplies         |                             | 300.00                     | -300.00                    |                           |                             |
| 3,424.34              | 2,500.00                     | 924.34                       | 3,125.45                          | 298.89                              | Gas & Oil                            | 25,293.62                   | 17,000.00                  | 8,293.62                   | 16,459.34                 | 8,834.28                    |
| 239.20                | 300.00                       | -60.80                       | 412.58                            | -173.38                             | Safety Program                       | 1,255.56                    | 4,100.00                   | -2,844.44                  | 1,014.09                  | 241.47                      |
| 3,535.27              | 3,000.00                     | 535.27                       | 3,586.37                          | -51.10                              | Repairs & Maint. - Equipment         | 22,192.40                   | 24,000.00                  | -1,807.60                  | 29,194.18                 | -7,001.78                   |
| 614.54                |                              | 614.54                       |                                   | 614.54                              | Repairs & Maint. - Buildings         | 614.54                      |                            | 614.54                     |                           | 614.54                      |
| 60.00                 |                              | 60.00                        |                                   | 60.00                               | Travel, Training, Seminars           | 2,746.74                    | 2,500.00                   | 246.74                     |                           | 2,746.74                    |



**Pine Mountain Lake Association**  
**Golf Maintenance Operating Results**  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 120.00                |                              | 120.00                       |                                   | 120.00                              | Licenses & Permits                     | 120.00                      | 1,000.00                   | -880.00                    | -120.00                   | 240.00                      |
|                       |                              |                              |                                   |                                     | Dues & Subscriptions                   |                             | 500.00                     | -500.00                    | 650.00                    | -650.00                     |
|                       |                              |                              |                                   |                                     | Postage and Freight Expense            | 40.11                       | 200.00                     | -159.89                    |                           | 40.11                       |
| <b>14,006.31</b>      | <b>24,234.00</b>             | <b>-10,227.69</b>            | <b>13,383.36</b>                  | <b>622.95</b>                       | <b>Total Mat., Supplies &amp; Svcs</b> | <b>130,252.97</b>           | <b>142,706.00</b>          | <b>-12,453.03</b>          | <b>109,780.60</b>         | <b>20,472.37</b>            |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 25,158.06             | 15,000.00                    | 10,158.06                    | 14,736.87                         | 10,421.19                           | Gas & Electric                         | 106,031.36                  | 87,500.00                  | 18,531.36                  | 88,393.16                 | 17,638.20                   |
| 905.95                | 800.00                       | 105.95                       | 377.99                            | 527.96                              | Telephone                              | 7,291.74                    | 7,200.00                   | 91.74                      | 8,816.52                  | -1,524.78                   |
| 411.85                | 600.00                       | -188.15                      | 976.84                            | -564.99                             | Water & Sewer                          | 3,313.35                    | 4,250.00                   | -936.65                    | 3,557.07                  | -243.72                     |
| 192.02                |                              | 192.02                       | 45.05                             | 146.97                              | Disposal                               | 1,194.86                    | 1,000.00                   | 194.86                     | 1,012.42                  | 182.44                      |
| <b>26,667.88</b>      | <b>16,400.00</b>             | <b>10,267.88</b>             | <b>16,136.75</b>                  | <b>10,531.13</b>                    | <b>Total Utilities</b>                 | <b>117,831.31</b>           | <b>99,950.00</b>           | <b>17,881.31</b>           | <b>101,779.17</b>         | <b>16,052.14</b>            |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 2,645.58              | 1,293.00                     | 1,352.58                     | 1,293.72                          | 1,351.86                            | Insurance                              | 14,430.22                   | 11,637.00                  | 2,793.22                   | 8,222.37                  | 6,207.85                    |
| 1,649.59              |                              | 1,649.59                     | 4,398.63                          | -2,749.04                           | Landscaping                            | 1,691.30                    | 5,000.00                   | -3,308.70                  | 6,193.47                  | -4,502.17                   |
| 11.95                 |                              | 11.95                        |                                   | 11.95                               | Property Tax Expense                   | 11.95                       |                            | 11.95                      |                           | 11.95                       |
| <b>4,307.12</b>       | <b>1,293.00</b>              | <b>3,014.12</b>              | <b>5,692.35</b>                   | <b>-1,385.23</b>                    | <b>Total Other Indirect Costs</b>      | <b>16,133.47</b>            | <b>16,637.00</b>           | <b>-503.53</b>             | <b>14,415.84</b>          | <b>1,717.63</b>             |
| <b>30,975.00</b>      | <b>17,693.00</b>             | <b>13,282.00</b>             | <b>21,829.10</b>                  | <b>9,145.90</b>                     | <b>Total Indirect Costs</b>            | <b>133,964.78</b>           | <b>116,587.00</b>          | <b>17,377.78</b>           | <b>116,195.01</b>         | <b>17,769.77</b>            |
| <b>128,260.41</b>     | <b>126,584.79</b>            | <b>1,675.62</b>              | <b>133,779.22</b>                 | <b>-5,518.81</b>                    | <b>Total Expense</b>                   | <b>882,831.43</b>           | <b>924,595.29</b>          | <b>-41,763.86</b>          | <b>809,975.30</b>         | <b>72,856.13</b>            |
| <b>128,260.41</b>     | <b>126,584.79</b>            | <b>1,675.62</b>              | <b>133,779.22</b>                 | <b>-5,518.81</b>                    | <b>Net Operating (Inc)/Exp</b>         | <b>882,831.43</b>           | <b>924,595.29</b>          | <b>-41,763.86</b>          | <b>693,576.30</b>         | <b>189,255.13</b>           |

**Pine Mountain Lake Association**  
Recreation Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                      | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | <b>Other Revenue</b>                 |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness                 |                             |                            |                            | 7,508.00                  | -7,508.00                   |
| 260.00                | 350.00                       | -90.00                       | 346.00                            | -86.00                              | Shooting Range Fees                  | 3,889.00                    | 3,995.00                   | -106.00                    | 3,746.00                  | 143.00                      |
|                       |                              |                              |                                   |                                     | Swimming Lessons                     |                             | 2,225.00                   | -2,225.00                  | 2,200.00                  | -2,200.00                   |
| 627.00                | 200.00                       | 427.00                       | 696.00                            | -69.00                              | Tennis & Pickleball Fees             | 13,631.00                   | 14,056.00                  | -425.00                    | 13,643.00                 | -12.00                      |
| 17,369.25             | 15,100.00                    | 2,269.25                     | 15,973.75                         | 1,395.50                            | Vehicle Access Fees                  | 137,397.75                  | 135,900.00                 | 1,497.75                   | 136,437.50                | 960.25                      |
| 848.82                | 500.00                       | 348.82                       | 889.98                            | -41.16                              | Vending Revenue                      | 6,493.66                    | 5,900.00                   | 593.66                     | 6,685.71                  | -192.05                     |
| <b>19,105.07</b>      | <b>16,150.00</b>             | <b>2,955.07</b>              | <b>17,905.73</b>                  | <b>1,199.34</b>                     | <b>Total Other Revenue</b>           | <b>161,411.41</b>           | <b>162,076.00</b>          | <b>-664.59</b>             | <b>170,220.21</b>         | <b>-8,808.80</b>            |
|                       |                              |                              |                                   |                                     | <b>Cost of Sales</b>                 |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     |                                      |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | <b>Gross Margin</b>                  |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | <b>COS as percent of sales</b>       |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | <b>Personnel Costs</b>               |                             |                            |                            |                           |                             |
| 14,593.14             | 14,720.00                    | -126.86                      | 11,248.78                         | 3,344.36                            | Wages                                | 60,796.38                   | 75,940.00                  | -15,143.62                 | 55,847.46                 | 4,948.92                    |
| 4.56                  | 240.00                       | -235.44                      | 310.76                            | -306.20                             | Overtime                             | 163.76                      | 1,056.00                   | -892.24                    | 921.13                    | -757.37                     |
| 1,505.13              | 1,346.04                     | 159.09                       | 1,410.81                          | 94.32                               | Payroll Taxes                        | 7,980.57                    | 9,603.55                   | -1,622.98                  | 7,662.35                  | 318.22                      |
| 569.15                | 723.42                       | -154.27                      | 472.42                            | 96.73                               | Workers Compensation Ins.            | 2,251.04                    | 3,696.85                   | -1,445.81                  | 2,418.65                  | -167.61                     |
|                       | 300.00                       | -300.00                      |                                   |                                     | Employee Relations                   | 545.55                      | 600.00                     | -54.45                     | 164.85                    | 380.70                      |
|                       | 200.00                       | -200.00                      |                                   |                                     | Other Personnel Costs                | 329.00                      | 775.00                     | -446.00                    | 722.00                    | -393.00                     |
| <b>16,671.98</b>      | <b>17,529.46</b>             | <b>-857.48</b>               | <b>13,442.77</b>                  | <b>3,229.21</b>                     | <b>Total Personnel Costs</b>         | <b>72,066.30</b>            | <b>91,671.40</b>           | <b>-19,605.10</b>          | <b>67,736.44</b>          | <b>4,329.86</b>             |
|                       |                              |                              |                                   |                                     | <b>Material, Supplies &amp; Svcs</b> |                             |                            |                            |                           |                             |
|                       |                              |                              | 136.37                            | -136.37                             | Uniforms                             | 997.25                      | 1,200.00                   | -202.75                    | 1,227.04                  | -229.79                     |
| 66.16                 | 72.00                        | -5.84                        | 66.16                             |                                     | Internet & Website Expense           | 595.44                      | 648.00                     | -52.56                     | 595.44                    |                             |
| 447.85                | 500.00                       | -52.15                       | 316.35                            | 131.50                              | Janitorial                           | 2,931.42                    | 3,700.00                   | -768.58                    | 2,510.03                  | 421.39                      |

**Pine Mountain Lake Association**  
Recreation Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       | 65.00                        | -65.00                       |                                   |                                     | Laundry                                |                             | 325.00                     | -325.00                    |                           |                             |
| 1,924.25              | 2,000.00                     | -75.75                       | 103.74                            | 1,820.51                            | Supplies                               | 18,889.00                   | 22,800.00                  | -3,911.00                  | 16,533.98                 | 2,355.02                    |
|                       | 100.00                       | -100.00                      | 42.89                             | -42.89                              | Office Supplies                        | 90.07                       | 500.00                     | -409.93                    | 632.91                    | -542.84                     |
| 56.87                 | 30.00                        | 26.87                        | 58.35                             | -1.48                               | Credit Card Fees                       | 527.06                      | 480.00                     | 47.06                      | 506.17                    | 20.89                       |
|                       |                              |                              |                                   |                                     | Travel, Training, Seminars             |                             |                            |                            | 375.00                    | -375.00                     |
|                       |                              |                              |                                   |                                     | Licenses & Permits                     | 587.50                      |                            | 587.50                     |                           | 587.50                      |
|                       |                              |                              | 65.00                             | -65.00                              | Dues & Subscriptions                   |                             |                            |                            | 325.00                    | -325.00                     |
| <b>2,495.13</b>       | <b>2,767.00</b>              | <b>-271.87</b>               | <b>788.86</b>                     | <b>1,706.27</b>                     | <b>Total Mat., Supplies &amp; Svcs</b> | <b>24,617.74</b>            | <b>29,653.00</b>           | <b>-5,035.26</b>           | <b>22,705.57</b>          | <b>1,912.17</b>             |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 1,146.32              | 1,200.00                     | -53.68                       | 1,183.24                          | -36.92                              | Gas & Electric                         | 8,861.13                    | 7,550.00                   | 1,311.13                   | 7,122.65                  | 1,738.48                    |
| 274.70                | 100.00                       | 174.70                       |                                   | 274.70                              | Telephone                              | 2,265.14                    | 900.00                     | 1,365.14                   | 1,605.04                  | 660.10                      |
| 2,117.43              | 2,500.00                     | -382.57                      | 4,166.80                          | -2,049.37                           | Water & Sewer                          | 9,888.48                    | 11,000.00                  | -1,111.52                  | 10,584.82                 | -696.34                     |
| 2,863.58              | 810.00                       | 2,053.58                     | 740.02                            | 2,123.56                            | Disposal                               | 11,347.08                   | 7,795.00                   | 3,552.08                   | 7,400.19                  | 3,946.89                    |
| <b>6,402.03</b>       | <b>4,610.00</b>              | <b>1,792.03</b>              | <b>6,090.06</b>                   | <b>311.97</b>                       | <b>Total Utilities</b>                 | <b>32,361.83</b>            | <b>27,245.00</b>           | <b>5,116.83</b>            | <b>26,712.70</b>          | <b>5,649.13</b>             |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 739.88                | 696.00                       | 43.88                        | 695.76                            | 44.12                               | Insurance                              | 6,663.95                    | 6,264.00                   | 399.95                     | 5,693.26                  | 970.69                      |
| <b>739.88</b>         | <b>696.00</b>                | <b>43.88</b>                 | <b>695.76</b>                     | <b>44.12</b>                        | <b>Total Other Indirect Costs</b>      | <b>6,663.95</b>             | <b>6,264.00</b>            | <b>399.95</b>              | <b>5,693.26</b>           | <b>970.69</b>               |
| <b>7,141.91</b>       | <b>5,306.00</b>              | <b>1,835.91</b>              | <b>6,785.82</b>                   | <b>356.09</b>                       | <b>Total Indirect Costs</b>            | <b>39,025.78</b>            | <b>33,509.00</b>           | <b>5,516.78</b>            | <b>32,405.96</b>          | <b>6,619.82</b>             |
| <b>26,309.02</b>      | <b>25,602.46</b>             | <b>706.56</b>                | <b>21,017.45</b>                  | <b>5,291.57</b>                     | <b>Total Expense</b>                   | <b>135,709.82</b>           | <b>154,833.40</b>          | <b>-19,123.58</b>          | <b>122,847.97</b>         | <b>12,861.85</b>            |
| <b>7,203.95</b>       | <b>9,452.46</b>              | <b>-2,248.51</b>             | <b>3,111.72</b>                   | <b>4,092.23</b>                     | <b>Net Operating (Inc)/Exp</b>         | <b>-25,701.59</b>           | <b>-7,242.60</b>           | <b>-18,458.99</b>          | <b>-47,372.24</b>         | <b>21,670.65</b>            |

**Pine Mountain Lake Association**

Safety Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                      | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | <b>Other Revenue</b>                 |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness                 |                             |                            |                            | 126,186.00                | -126,186.00                 |
|                       |                              |                              |                                   |                                     | Gate Cards                           |                             |                            |                            |                           |                             |
| 17,537.25             | 15,100.00                    | 2,437.25                     | 16,093.75                         | 1,443.50                            | Vehicle Access Fees                  | 138,153.75                  | 135,900.00                 | 2,253.75                   | 137,597.50                | 556.25                      |
| 3,561.00              | 2,654.00                     | 907.00                       | 3,387.36                          | 173.64                              | Campsite Fees                        | 37,822.34                   | 36,283.00                  | 1,539.34                   | 30,719.36                 | 7,102.98                    |
| 7,435.73              | 100.00                       | 7,335.73                     | 111.98                            | 7,323.75                            | Miscellaneous                        | 2,516.48                    | 900.00                     | 1,616.48                   | 702.34                    | 1,814.14                    |
| <b>28,533.98</b>      | <b>17,854.00</b>             | <b>10,679.98</b>             | <b>19,593.09</b>                  | <b>8,940.89</b>                     | <b>Total Other Revenue</b>           | <b>178,492.57</b>           | <b>173,083.00</b>          | <b>5,409.57</b>            | <b>295,205.20</b>         | <b>-116,712.63</b>          |
|                       |                              |                              |                                   |                                     |                                      |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | <b>Personnel Costs</b>               |                             |                            |                            |                           |                             |
| 42,221.00             | 63,159.30                    | -20,938.30                   | 60,573.68                         | -18,352.68                          | Wages                                | 342,834.08                  | 486,519.20                 | -143,685.12                | 398,226.97                | -55,392.89                  |
| 4,210.69              | 2,390.66                     | 1,820.03                     | 3,150.96                          | 1,059.73                            | Overtime                             | 29,209.47                   | 22,406.77                  | 6,802.70                   | 23,315.55                 | 5,893.92                    |
| 4,182.31              | 5,014.57                     | -832.26                      | 5,161.15                          | -978.84                             | Payroll Taxes                        | 33,323.15                   | 46,282.84                  | -12,959.69                 | 38,055.59                 | -4,732.44                   |
| 1,507.99              | 2,790.99                     | -1,283.00                    | 2,576.75                          | -1,068.76                           | Workers Compensation Ins.            | 11,612.88                   | 21,614.09                  | -10,001.21                 | 17,880.47                 | -6,267.59                   |
| 14,377.90             | 18,360.00                    | -3,982.10                    | 29,344.51                         | -14,966.61                          | Health/Dental/Vision/Life Ins.       | 137,281.30                  | 165,240.00                 | -27,958.70                 | 171,119.88                | -33,838.58                  |
| 6,954.83              | 9,912.74                     | -2,957.91                    | 6,482.27                          | 472.56                              | Pension/401k Match                   | 52,201.07                   | 76,717.64                  | -24,516.57                 | 62,521.43                 | -10,320.36                  |
| 57.67                 |                              | 57.67                        |                                   | 57.67                               | Employee Relations                   | 386.34                      | 400.00                     | -13.66                     | 342.56                    | 43.78                       |
| 125.90                |                              | 125.90                       | 188.00                            | -62.10                              | Other Personnel Costs                | 2,813.42                    | 968.00                     | 1,845.42                   | 870.00                    | 1,943.42                    |
| <b>73,638.29</b>      | <b>101,628.26</b>            | <b>-27,989.97</b>            | <b>107,477.32</b>                 | <b>-33,839.03</b>                   | <b>Total Personnel Costs</b>         | <b>609,661.71</b>           | <b>820,148.52</b>          | <b>-210,486.81</b>         | <b>712,332.45</b>         | <b>-102,670.74</b>          |
|                       |                              |                              |                                   |                                     | <b>Material, Supplies &amp; Svcs</b> |                             |                            |                            |                           |                             |
| 1,920.14              | 353.25                       | 1,566.89                     | 2,243.24                          | -323.10                             | Uniforms                             | 3,835.75                    | 6,423.96                   | -2,588.21                  | 4,485.65                  | -649.90                     |
| 436.16                | 406.16                       | 30.00                        | 406.16                            | 30.00                               | Internet & Website Expense           | 3,991.60                    | 3,655.44                   | 336.16                     | 4,405.44                  | -413.84                     |
|                       | 75.00                        | -75.00                       | 75.00                             | -75.00                              | Advertising & Promotion              | 75.00                       | 75.00                      |                            | 75.00                     |                             |
| 964.72                | 1,243.00                     | -278.28                      | 407.78                            | 556.94                              | Outside Services                     | 5,272.67                    | 11,187.00                  | -5,914.33                  | 3,550.35                  | 1,722.32                    |
|                       | 490.00                       | -490.00                      | 379.34                            | -379.34                             | Automotive                           | 1,815.52                    | 4,410.00                   | -2,594.48                  | 2,835.18                  | -1,019.66                   |
| 1,354.77              | 1,005.00                     | 349.77                       | 413.58                            | 941.19                              | Janitorial                           | 6,886.28                    | 6,695.00                   | 191.28                     | 4,551.03                  | 2,335.25                    |
| 54.29                 | 415.00                       | -360.71                      | 2,034.67                          | -1,980.38                           | Supplies                             | 5,322.04                    | 3,735.00                   | 1,587.04                   | 3,506.90                  | 1,815.14                    |
|                       | 485.00                       | -485.00                      | 389.65                            | -389.65                             | Office Supplies                      | 2,301.68                    | 4,365.00                   | -2,063.32                  | 3,011.42                  | -709.74                     |

**Pine Mountain Lake Association**

Safety Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 171.58                |                              | 171.58                       |                                   | 171.58                              | Computer Software & Supplies           | 336.44                      | 1,250.00                   | -913.56                    | 690.00                    | -353.56                     |
| 1,502.52              | 1,710.00                     | -207.48                      | 1,188.95                          | 313.57                              | Gas & Oil                              | 14,043.02                   | 13,485.00                  | 558.02                     | 13,085.09                 | 957.93                      |
|                       |                              |                              | 1,981.00                          | -1,981.00                           | Repairs & Maint. - Other               |                             |                            |                            | 3,681.00                  | -3,681.00                   |
| 1,607.65              | 1,100.00                     | 507.65                       | 1,467.68                          | 139.97                              | Credit Card Fees                       | 14,019.75                   | 9,470.00                   | 4,549.75                   | 10,742.91                 | 3,276.84                    |
| 139.00                |                              | 139.00                       | 139.00                            |                                     | Travel, Training, Seminars             | 278.00                      | 1,467.00                   | -1,189.00                  | 417.00                    | -139.00                     |
| 111.50                | 448.00                       | -336.50                      |                                   | 111.50                              | Licenses & Permits                     | 1,005.50                    | 1,375.00                   | -369.50                    | 899.00                    | 106.50                      |
| -51.00                | 510.00                       | -561.00                      |                                   | -51.00                              | Dues & Subscriptions                   | 724.04                      | 724.00                     | 0.04                       | 214.04                    | 510.00                      |
| <b>8,211.33</b>       | <b>8,240.41</b>              | <b>-29.08</b>                | <b>11,126.05</b>                  | <b>-2,914.72</b>                    | <b>Total Mat., Supplies &amp; Svcs</b> | <b>59,907.29</b>            | <b>68,317.40</b>           | <b>-8,410.11</b>           | <b>56,150.01</b>          | <b>3,757.28</b>             |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 1,934.70              | 1,260.00                     | 674.70                       | 1,304.16                          | 630.54                              | Gas & Electric                         | 14,746.38                   | 12,480.00                  | 2,266.38                   | 12,596.02                 | 2,150.36                    |
| 979.46                | 1,035.00                     | -55.54                       | 309.85                            | 669.61                              | Telephone                              | 5,573.91                    | 7,625.00                   | -2,051.09                  | 7,087.33                  | -1,513.42                   |
| 970.18                | 2,020.00                     | -1,049.82                    | 3,683.90                          | -2,713.72                           | Water & Sewer                          | 7,524.41                    | 9,620.00                   | -2,095.59                  | 10,745.20                 | -3,220.79                   |
| 509.98                | 500.00                       | 9.98                         | 561.76                            | -51.78                              | Disposal                               | 2,798.03                    | 2,860.00                   | -61.97                     | 2,770.47                  | 27.56                       |
| <b>4,394.32</b>       | <b>4,815.00</b>              | <b>-420.68</b>               | <b>5,859.67</b>                   | <b>-1,465.35</b>                    | <b>Total Utilities</b>                 | <b>30,642.73</b>            | <b>32,585.00</b>           | <b>-1,942.27</b>           | <b>33,199.02</b>          | <b>-2,556.29</b>            |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 1,129.93              | 876.00                       | 253.93                       | 876.33                            | 253.60                              | Insurance                              | 8,832.50                    | 7,884.00                   | 948.50                     | 8,774.41                  | 58.09                       |
| 30.72                 |                              | 30.72                        |                                   | 30.72                               | Property Tax Expense                   | 30.72                       |                            | 30.72                      |                           | 30.72                       |
| -177.68               |                              | -177.68                      | -168.00                           | -9.68                               | Cash Short/Over                        | -574.89                     |                            | -574.89                    | -0.40                     | -574.49                     |
| <b>982.97</b>         | <b>876.00</b>                | <b>106.97</b>                | <b>708.33</b>                     | <b>274.64</b>                       | <b>Total Other Indirect Costs</b>      | <b>8,288.33</b>             | <b>7,884.00</b>            | <b>404.33</b>              | <b>8,774.01</b>           | <b>-485.68</b>              |
| <b>5,377.29</b>       | <b>5,691.00</b>              | <b>-313.71</b>               | <b>6,568.00</b>                   | <b>-1,190.71</b>                    | <b>Total Indirect Costs</b>            | <b>38,931.06</b>            | <b>40,469.00</b>           | <b>-1,537.94</b>           | <b>41,973.03</b>          | <b>-3,041.97</b>            |
| <b>87,226.91</b>      | <b>115,559.67</b>            | <b>-28,332.76</b>            | <b>125,171.37</b>                 | <b>-37,944.46</b>                   | <b>Total Expense</b>                   | <b>708,500.06</b>           | <b>928,934.92</b>          | <b>-220,434.86</b>         | <b>810,455.49</b>         | <b>-101,955.43</b>          |
| <b>58,692.93</b>      | <b>97,705.67</b>             | <b>-39,012.74</b>            | <b>105,578.28</b>                 | <b>-46,885.35</b>                   | <b>Net Operating (Inc)/Exp</b>         | <b>530,007.49</b>           | <b>755,851.92</b>          | <b>-225,844.43</b>         | <b>515,250.29</b>         | <b>14,757.20</b>            |

**Pine Mountain Lake Association**  
Maintenance Operating Results  
For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                      | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | <b>Other Revenue</b>                 |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | PPP Loan Forgiveness                 |                             |                            |                            | 207,985.00                | -207,985.00                 |
| 17,369.25             | 15,100.00                    | 2,269.25                     | 15,973.75                         | 1,395.50                            | Vehicle Access Fees                  | 137,397.75                  | 135,900.00                 | 1,497.75                   | 136,437.50                | 960.25                      |
|                       |                              |                              |                                   |                                     | GCSD Space Rental Fee                | 5,000.00                    | 5,000.00                   |                            | 5,000.00                  |                             |
| -2,264.78             |                              | -2,264.78                    | 140.00                            | -2,404.78                           | Miscellaneous                        | 29,092.67                   | 380.00                     | 28,712.67                  | 580.00                    | 28,512.67                   |
| <b>15,104.47</b>      | <b>15,100.00</b>             | <b>4.47</b>                  | <b>16,113.75</b>                  | <b>-1,009.28</b>                    | <b>Total Other Revenue</b>           | <b>171,490.42</b>           | <b>141,280.00</b>          | <b>30,210.42</b>           | <b>350,002.50</b>         | <b>-178,512.08</b>          |
|                       |                              |                              |                                   |                                     | <b>Cost of Sales</b>                 |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     |                                      |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | <b>Personnel Costs</b>               |                             |                            |                            |                           |                             |
| 105,053.86            | 109,044.26                   | -3,990.40                    | 108,495.56                        | -3,441.70                           | Wages                                | 823,165.84                  | 850,545.23                 | -27,379.39                 | 764,086.11                | 59,079.73                   |
| 4,426.65              | 2,355.36                     | 2,071.29                     | 3,133.53                          | 1,293.12                            | Overtime                             | 28,550.60                   | 23,747.88                  | 4,802.72                   | 23,375.25                 | 5,175.35                    |
| 8,070.84              | 8,522.07                     | -451.23                      | 8,304.74                          | -233.90                             | Payroll Taxes                        | 71,036.17                   | 77,742.15                  | -6,705.98                  | 66,384.06                 | 4,652.11                    |
| 4,033.92              | 4,767.62                     | -733.70                      | 4,278.10                          | -244.18                             | Workers Compensation Ins.            | 29,609.20                   | 37,187.44                  | -7,578.24                  | 30,918.96                 | -1,309.76                   |
| 26,361.75             | 28,152.00                    | -1,790.25                    | 47,043.61                         | -20,681.86                          | Health/Dental/Vision/Life Ins.       | 218,971.76                  | 253,368.00                 | -34,396.24                 | 224,049.48                | -5,077.72                   |
| 14,216.33             | 14,640.33                    | -424.00                      | 13,859.32                         | 357.01                              | Pension/401k Match                   | 117,502.99                  | 114,194.59                 | 3,308.40                   | 103,496.85                | 14,006.14                   |
| 665.82                | 500.00                       | 165.82                       |                                   | 665.82                              | Employee Relations                   | 2,145.36                    | 1,500.00                   | 645.36                     | 457.16                    | 1,688.20                    |
| 115.95                |                              | 115.95                       | 31.00                             | 84.95                               | Other Personnel Costs                | 386.95                      | 1,400.00                   | -1,013.05                  | 271.00                    | 115.95                      |
| <b>162,945.12</b>     | <b>167,981.65</b>            | <b>-5,036.53</b>             | <b>185,145.86</b>                 | <b>-22,200.74</b>                   | <b>Total Personnel Costs</b>         | <b>1,291,368.87</b>         | <b>1,359,685.29</b>        | <b>-68,316.42</b>          | <b>1,213,038.87</b>       | <b>78,330.00</b>            |
|                       |                              |                              |                                   |                                     | <b>Material, Supplies &amp; Svcs</b> |                             |                            |                            |                           |                             |
|                       |                              |                              |                                   |                                     | Uniforms                             | 3,631.41                    | 6,200.00                   | -2,568.59                  | 2,224.90                  | 1,406.51                    |
| 33.08                 | 40.00                        | -6.92                        | 33.08                             |                                     | Internet & Website Expense           | 297.72                      | 360.00                     | -62.28                     | 297.72                    |                             |
| 5,933.19              | 2,450.00                     | 3,483.19                     | 5,301.03                          | 632.16                              | Outside Services                     | 15,485.73                   | 22,050.00                  | -6,564.27                  | 31,377.71                 | -15,891.98                  |
| 5,030.25              | 5,000.00                     | 30.25                        | 4,924.73                          | 105.52                              | Automotive                           | 50,878.85                   | 45,000.00                  | 5,878.85                   | 40,744.71                 | 10,134.14                   |
| 2,150.50              | 1,200.00                     | 950.50                       | -95.27                            | 2,245.77                            | Janitorial                           | 11,154.30                   | 10,800.00                  | 354.30                     | 6,900.47                  | 4,253.83                    |
|                       | 1,250.00                     | -1,250.00                    | 3,304.86                          | -3,304.86                           | Equipment Rentals                    | 9,064.30                    | 11,250.00                  | -2,185.70                  | 11,769.46                 | -2,705.16                   |
| 9,559.77              | 13,325.00                    | -3,765.23                    | 9,410.97                          | 148.80                              | Supplies                             | 71,691.28                   | 119,925.00                 | -48,233.72                 | 84,481.02                 | -12,789.74                  |
| 317.32                | 700.00                       | -382.68                      | 201.52                            | 115.80                              | Small Tools                          | 11,372.50                   | 6,300.00                   | 5,072.50                   | 8,096.81                  | 3,275.69                    |

**Pine Mountain Lake Association**

Maintenance Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 289.58                | 450.00                       | -160.42                      | 408.43                            | -118.85                             | Office Supplies                        | 5,304.79                    | 4,050.00                   | 1,254.79                   | 2,990.19                  | 2,314.60                    |
|                       | 1,000.00                     | -1,000.00                    |                                   |                                     | Computer Software & Supplies           | 6,755.59                    | 9,000.00                   | -2,244.41                  | 3,280.15                  | 3,475.44                    |
| 6,304.82              | 8,000.00                     | -1,695.18                    | 4,003.92                          | 2,300.90                            | Gas & Oil                              | 70,644.81                   | 72,000.00                  | -1,355.19                  | 49,888.82                 | 20,755.99                   |
|                       | 665.00                       | -665.00                      |                                   |                                     | Safety Program                         | 3,422.65                    | 5,985.00                   | -2,562.35                  | 3,066.48                  | 356.17                      |
|                       |                              |                              |                                   |                                     | Repairs & Maint. - Equipment           | 122.88                      |                            | 122.88                     | 1,668.35                  | -1,545.47                   |
| 4,625.25              | 3,330.00                     | 1,295.25                     |                                   | 4,625.25                            | Repairs & Maint. - Buildings           | 33,446.85                   | 29,970.00                  | 3,476.85                   | 11,719.07                 | 21,727.78                   |
| 1,259.20              |                              | 1,259.20                     |                                   | 1,259.20                            | Repairs & Maint. - Gates               | 2,869.29                    |                            | 2,869.29                   | 322.27                    | 2,547.02                    |
|                       |                              |                              |                                   |                                     | Repairs & Maint. - Vehicles            |                             | 5,500.00                   | -5,500.00                  |                           |                             |
| 215.25                | 200.00                       | 15.25                        |                                   | 215.25                              | Travel, Training, Seminars             | 1,962.71                    | 1,800.00                   | 162.71                     | 1,404.15                  | 558.56                      |
|                       |                              |                              |                                   |                                     | Discounts Taken                        |                             |                            |                            |                           |                             |
| 2,287.00              | 1,200.00                     | 1,087.00                     | 2,415.00                          | -128.00                             | Licenses & Permits                     | 16,689.75                   | 10,800.00                  | 5,889.75                   | 9,900.10                  | 6,789.65                    |
| 61.64                 | 300.00                       | -238.36                      | 1,600.00                          | -1,538.36                           | Dues & Subscriptions                   | 61.64                       | 2,700.00                   | -2,638.36                  | 4,900.00                  | -4,838.36                   |
|                       | 25.00                        | -25.00                       |                                   |                                     | Postage and Freight Expense            | 154.98                      | 225.00                     | -70.02                     | 201.20                    | -46.22                      |
| <b>38,066.85</b>      | <b>39,135.00</b>             | <b>-1,068.15</b>             | <b>31,508.27</b>                  | <b>6,558.58</b>                     | <b>Total Mat., Supplies &amp; Svcs</b> | <b>315,012.03</b>           | <b>363,915.00</b>          | <b>-48,902.97</b>          | <b>275,233.58</b>         | <b>39,778.45</b>            |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 1,977.52              | 2,400.00                     | -422.48                      | 1,680.58                          | 296.94                              | Gas & Electric                         | 18,236.82                   | 21,600.00                  | -3,363.18                  | 18,053.32                 | 183.50                      |
| 2,046.36              | 1,350.00                     | 696.36                       | 847.16                            | 1,199.20                            | Telephone                              | 15,044.69                   | 12,150.00                  | 2,894.69                   | 11,010.83                 | 4,033.86                    |
| 405.72                | 400.00                       | 5.72                         | 1,026.87                          | -621.15                             | Water & Sewer                          | 3,204.89                    | 3,600.00                   | -395.11                    | 3,406.41                  | -201.52                     |
| 1,037.08              | 750.00                       | 287.08                       | 452.05                            | 585.03                              | Disposal                               | 8,122.65                    | 6,700.00                   | 1,422.65                   | 6,782.85                  | 1,339.80                    |
| <b>5,466.68</b>       | <b>4,900.00</b>              | <b>566.68</b>                | <b>4,006.66</b>                   | <b>1,460.02</b>                     | <b>Total Utilities</b>                 | <b>44,609.05</b>            | <b>44,050.00</b>           | <b>559.05</b>              | <b>39,253.41</b>          | <b>5,355.64</b>             |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 10,387.79             | 8,500.00                     | 1,887.79                     | 6,314.24                          | 4,073.55                            | Insurance                              | 68,298.80                   | 76,500.00                  | -8,201.20                  | 64,768.14                 | 3,530.66                    |
|                       | -4,200.00                    | 4,200.00                     |                                   |                                     | Labor Tfrs-Capital/Reserve             | -19,193.75                  | -37,800.00                 | 18,606.25                  |                           | -19,193.75                  |
| 129.28                | 230.00                       | -100.72                      |                                   | 129.28                              | Landscaping                            | 3,146.51                    | 2,070.00                   | 1,076.51                   | 628.59                    | 2,517.92                    |
|                       |                              |                              |                                   |                                     | Fire Abatement                         | 35,011.75                   | 150,000.00                 | -114,988.25                | 81,227.50                 | -46,215.75                  |
| 11.95                 |                              | 11.95                        |                                   | 11.95                               | Property Tax Expense                   | 11.95                       |                            | 11.95                      |                           | 11.95                       |
| <b>10,529.02</b>      | <b>4,530.00</b>              | <b>5,999.02</b>              | <b>6,314.24</b>                   | <b>4,214.78</b>                     | <b>Total Other Indirect Costs</b>      | <b>87,275.26</b>            | <b>190,770.00</b>          | <b>-103,494.74</b>         | <b>146,624.23</b>         | <b>-59,348.97</b>           |

**Pine Mountain Lake Association**

Maintenance Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                         | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 15,995.70             | 9,430.00                     | 6,565.70                     | 10,320.90                         | 5,674.80                            | Total Indirect Costs    | 131,884.31                  | 234,820.00                 | -102,935.69                | 185,877.64                | -53,993.33                  |
| 217,007.67            | 216,546.65                   | 461.02                       | 226,975.03                        | -9,967.36                           | Total Expense           | 1,738,265.21                | 1,958,420.29               | -220,155.08                | 1,674,150.09              | 64,115.12                   |
| 201,903.20            | 201,446.65                   | 456.55                       | 210,861.28                        | -8,958.08                           | Net Operating (Inc)/Exp | 1,566,774.79                | 1,817,140.29               | -250,365.50                | 1,324,147.59              | 242,627.20                  |



# 2022 Fixed Asset Listing Reserve

**September 2022**

|                                      | <u>Asset #</u> | <u>Est. Budget</u>   | <u>Actual</u>       | <u>Difference</u>     | <u>Completion Date</u>                      | <u>Notes:</u>                       |
|--------------------------------------|----------------|----------------------|---------------------|-----------------------|---------------------------------------------|-------------------------------------|
| <b>Administration Building</b>       |                |                      |                     |                       |                                             |                                     |
| Computers - Laptop for presentations | 8171           | \$ 1,007.00          | \$ 1,054.56         | \$ 47.56              |                                             |                                     |
| Subtotal                             |                | <u>\$ 1,007.00</u>   | <u>\$ 1,054.56</u>  | <u>\$ 47.56</u>       |                                             |                                     |
| <b>CC Dining Room</b>                |                |                      |                     |                       |                                             |                                     |
| Dining Room Chair Replacements       | 8165           |                      | \$ 3,395.98         | \$ 3,395.98           |                                             | Unbudgeted                          |
| Grill Pager System                   | 8163           |                      | \$ 2,118.30         | \$ 2,118.30           |                                             | Unbudgeted                          |
| Subtotal                             |                | <u>\$ -</u>          | <u>\$ 5,514.28</u>  | <u>\$ 5,514.28</u>    |                                             |                                     |
| <b>CC Kitchen</b>                    |                |                      |                     |                       |                                             |                                     |
| 2 Gas Fryers                         | 8157 & 8158    |                      | \$ 3,185.32         | \$ 3,185.32           |                                             | Unbudgeted                          |
| High Capacity Blender                |                | \$ 2,230.00          | \$ -                | \$ (2,230.00)         |                                             |                                     |
| Slicer - Food                        |                | \$ 1,609.00          |                     | \$ (1,609.00)         |                                             |                                     |
|                                      |                | <u>\$ 3,839.00</u>   | <u>\$ 3,185.32</u>  | <u>\$ (653.68)</u>    |                                             |                                     |
| <b>Equestrian Center</b>             |                |                      |                     |                       |                                             |                                     |
| Fencing - Stables Phase 3            | 8193           | \$ 75,501.00         | \$ 56,844.00        | \$ (18,657.00)        | *Moved from Jobs<br>Prior year<br>\$3936.08 | Didn't work trying<br>to get credit |
| Ice Maker                            | 8144           |                      | \$ 141.38           | \$ 141.38             |                                             |                                     |
| Ice Maker                            | 8188           |                      | \$ 3,883.76         | \$ 3,883.76           |                                             | Unbudgeted                          |
| Kubota 4WD Utility Vehicle           | 8156           | \$ 20,096.00         | \$ 18,292.05        | \$ (1,803.95)         |                                             |                                     |
| Picnic Tables                        | 8160           | \$ 6,681.00          | \$ 4,675.70         | \$ (2,005.30)         |                                             |                                     |
| Refrigerator Commercial (True)       |                | \$ 6,767.00          |                     | \$ (6,767.00)         |                                             |                                     |
| Well Pump/Motor no. 3                |                | \$ 2,025.00          | \$ -                | \$ (2,025.00)         |                                             |                                     |
| Well R/R                             |                | \$ 20,598.00         |                     | \$ (20,598.00)        |                                             |                                     |
| Wood R/R                             |                | \$ 3,037.00          |                     | \$ (3,037.00)         |                                             |                                     |
| Subtotal                             |                | <u>\$ 134,705.00</u> | <u>\$ 83,836.89</u> | <u>\$ (50,868.11)</u> |                                             |                                     |

## 2022 Fixed Asset Listing Reserve

**September 2022**

|                                          | <u>Asset #</u> | <u>Est. Budget</u> | <u>Actual</u> | <u>Difference</u> | <u>Completion Date</u> | <u>Notes:</u> |
|------------------------------------------|----------------|--------------------|---------------|-------------------|------------------------|---------------|
| <b>Facilities Maintenance</b>            |                |                    |               |                   |                        |               |
| 1998 International Dump Truck Model 9400 | 8162           | \$ 167,257.00      | \$ 159,000.00 | \$ (8,257.00)     |                        |               |
| 2022 Ford F800 Crane Vehicle no. 45      | 8145           | \$ 162,769.00      | \$ 159,522.00 | \$ (3,247.00)     |                        |               |
| 2013 Ford F150 Pickup Vehicle no.        |                | \$ 49,621.00       |               | \$ (49,621.00)    |                        |               |
| Diesel Fuel Cntnment Tank 1000/2000 GL   |                | \$ 46,898.00       | \$ -          | \$ (46,898.00)    |                        |               |
| Floorplate Vehicle Lift                  |                | \$ 15,316.00       |               | \$ (15,316.00)    |                        |               |
| Tire Balancer and Hood                   | 8147           | \$ 11,959.00       | \$ 10,135.11  | \$ (1,823.89)     |                        |               |
| Welder - Portable                        | 8148           | \$ 6,079.00        | \$ 4,704.37   | \$ (1,374.63)     |                        |               |
| Subtotal                                 |                | \$ 459,899.00      | \$ 333,361.48 | \$ (126,537.52)   |                        |               |

### Golf Course

|                                        |             |               |               |               |  |            |
|----------------------------------------|-------------|---------------|---------------|---------------|--|------------|
| FLOATING FOUNTAIN HOLE no.1            | 8189        | \$ 3,029.00   | \$ 3,332.26   | \$ 303.26     |  |            |
| Irrigation Pumps 100 HP #1             | 8166        | \$ 12,147.50  | \$ 10,679.99  | \$ (1,467.51) |  |            |
| Irrigation Pumps 100 HP #2             | 8167        | \$ 12,147.50  | \$ 10,679.99  | \$ (1,467.51) |  |            |
| Lastec WC800                           | 8170        | \$ 57,745.00  | \$ 50,789.88  | \$ (6,955.12) |  |            |
| John Deere Tractor 312, model 1070     | 8149        | \$ 30,593.00  | \$ 29,821.09  | \$ (771.91)   |  |            |
| SOD CUTTER                             | 8151        | \$ 7,051.00   | \$ 6,684.01   | \$ (366.99)   |  |            |
| Superintendent Cart (2 used carts)     | 8175 & 8176 | \$ 14,172.00  | \$ 13,258.91  | \$ (913.09)   |  |            |
| Vertidrain Deep Tine Machine (Rebuild) | 8150        | \$ 30,178.00  | \$ 29,563.65  | \$ (614.35)   |  |            |
| Range Ball Picker                      | 8155        |               | \$ 3,451.61   | \$ 3,451.61   |  | Unbudgeted |
| Subtotal                               |             | \$ 167,063.00 | \$ 158,261.39 | \$ (8,801.61) |  |            |

### Golf Snack Shack

|                              |      |             |             |               |  |  |
|------------------------------|------|-------------|-------------|---------------|--|--|
| A/C Unit Mitsubishi          |      | \$ 4,589.00 |             | \$ (4,589.00) |  |  |
| Microwave                    |      | \$ 1,013.00 |             | \$ (1,013.00) |  |  |
| Refrigerator 2 Door Traulsen | 8159 | \$ 4,044.00 | \$ 3,302.83 | \$ (741.17)   |  |  |
| Subtotal                     |      | \$ 9,646.00 | \$ 3,302.83 | \$ (6,343.17) |  |  |

## 2022 Fixed Asset Listing Reserve

**September 2022**

### Lake Lodge

|                  | <u>Asset #</u> | <u>Est. Budget</u>  | <u>Actual</u>      | <u>Difference</u>    | <u>Date</u> | <u>Notes:</u> |
|------------------|----------------|---------------------|--------------------|----------------------|-------------|---------------|
| Freezer - 2 Door |                | \$ 6,134.00         |                    | \$ (6,134.00)        |             |               |
| Ice Maker        | 8174           |                     | \$ 3,662.59        | \$ 3,662.59          |             | Unbudgeted    |
| Refrigerator     |                | \$ 5,061.00         |                    | \$ (5,061.00)        |             |               |
| Subtotal         |                | <u>\$ 11,195.00</u> | <u>\$ 3,662.59</u> | <u>\$ (7,532.41)</u> |             |               |

### Marina

|                                        |           |                     |                     |                    |  |            |
|----------------------------------------|-----------|---------------------|---------------------|--------------------|--|------------|
| 6-Man Pedal Cruiser - with canopy      |           | \$ 14,172.00        | \$ -                | \$ (14,172.00)     |  |            |
| Barbecue Pits (10)                     | 8168      | \$ 2,593.00         | \$ 2,445.17         | \$ (147.83)        |  |            |
| Booster Pump                           | 8191      | \$ 9,111.00         | \$ 7,599.68         | \$ (1,511.32)      |  |            |
| Goosinator                             | 8192      |                     | \$ 3,897.00         | \$ 3,897.00        |  | Unbudgeted |
| Mercury 40 ct motor (from 2021 budget) | 8172      |                     | \$ 7,800.76         | \$ 7,800.76        |  |            |
| Mercury 40 HP                          | 8187      |                     | \$ 3,236.25         | \$ 3,236.25        |  | Unbudgeted |
| Radios (10)                            | 8177-8186 |                     | \$ 7,900.63         | \$ 7,900.63        |  | Unbudgeted |
| Subtotal                               |           | <u>\$ 25,876.00</u> | <u>\$ 32,879.49</u> | <u>\$ 7,003.49</u> |  |            |

### Marina Grill

|                      |      |                     |                     |                       |  |            |
|----------------------|------|---------------------|---------------------|-----------------------|--|------------|
| AC - Grill #1        | 8152 | \$ 8,098.50         | \$ 8,207.99         | \$ 109.49             |  |            |
| AC - Grill #2        | 8153 | \$ 8,098.50         | \$ 8,207.99         | \$ 109.49             |  |            |
| Freezer Store        | 8161 |                     | \$ 1,888.96         | \$ 1,888.96           |  | Unbudgeted |
| Frozen Drink Machine |      | \$ 2,325.00         |                     | \$ (2,325.00)         |  |            |
| Fryer                |      | \$ 5,061.00         |                     | \$ (5,061.00)         |  |            |
| Fryer - Propane      |      | \$ 5,061.00         |                     | \$ (5,061.00)         |  |            |
| Subtotal             |      | <u>\$ 28,644.00</u> | <u>\$ 18,304.94</u> | <u>\$ (10,339.06)</u> |  |            |

### Safety & Main Gate

|                         |  |                     |             |                       |  |  |
|-------------------------|--|---------------------|-------------|-----------------------|--|--|
| 2017 Chevy Colorado 4x4 |  | \$ 38,265.00        |             | \$ (38,265.00)        |  |  |
| 2018 Chevy Colorado 4x4 |  | \$ 38,600.00        |             | \$ (38,600.00)        |  |  |
| Subtotal                |  | <u>\$ 76,865.00</u> | <u>\$ -</u> | <u>\$ (76,865.00)</u> |  |  |

## 2022 Fixed Asset Listing Reserve

**September 2022**

|                                            | <u>Asset #</u> | <u>Est. Budget</u>            | <u>Actual</u>               | <u>Difference</u>             | <u>Completion Date</u> | <u>Notes:</u> |
|--------------------------------------------|----------------|-------------------------------|-----------------------------|-------------------------------|------------------------|---------------|
| <b>Site/Postal Units</b>                   |                |                               |                             |                               |                        |               |
| Mail Box Units - Clements #4               |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Ferretti #7               |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Lake Lodge #2             |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Main Gate #1              |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Plsnt View-Golden Rock #6 |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Plsnt View-Tannahill #5   |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Mail Box Units - Plsnt View-Canyon #3      |                | \$ 13,054.00                  |                             | \$ (13,054.00)                |                        |               |
| Sign - Lake Lodge                          |                | \$ 2,129.00                   |                             | \$ (2,129.00)                 |                        |               |
| Sign - Marina                              |                | \$ 6,388.00                   |                             | \$ (6,388.00)                 |                        |               |
| Sign - Swim Center                         |                | \$ 2,129.00                   |                             | \$ (2,129.00)                 |                        |               |
| Sign - Tennis Courts                       |                | \$ 2,129.00                   |                             | \$ (2,129.00)                 |                        |               |
| Signs - Traffic Directions                 |                | \$ 21,360.00                  |                             | \$ (21,360.00)                |                        |               |
| Subtotal                                   |                | <u>\$ 125,513.00</u>          | <u>\$ -</u>                 | <u>\$ (125,513.00)</u>        |                        |               |
| <b>Total Budgeted</b>                      |                | <u><u>\$ 1,044,252.00</u></u> | <u><u>\$ 643,363.77</u></u> | <u><u>\$ (400,888.23)</u></u> |                        |               |

## 2022 Reserve Expenditures

### 99901- Jobs

CIP= Construction in Progress

**September 2022**

|                                               | <u>Job #</u> | <u>Est. Budget</u> | <u>Actual</u> | <u>Difference</u> | <small>End Construction<br/>Date</small> | <small>Notes:</small> |
|-----------------------------------------------|--------------|--------------------|---------------|-------------------|------------------------------------------|-----------------------|
| <b>Administration</b>                         |              |                    |               |                   |                                          |                       |
| Flooring - Reception Area                     |              | \$ 2,346.00        |               | \$ (2,346.00)     |                                          |                       |
| Flooring -Vinyl - Kitchen & Mail Room         |              | \$ 6,853.00        |               | \$ (6,853.00)     |                                          |                       |
| Flooring - Carpet                             |              | \$ 16,197.00       |               | \$ (16,197.00)    |                                          |                       |
| Retaining Wall                                |              | \$ 1,670.00        |               | \$ (1,670.00)     |                                          |                       |
| Siding - R/R                                  |              | \$ 29,863.00       |               | \$ (29,863.00)    |                                          |                       |
| Water Fountain - Hallway                      |              | \$ 3,543.00        |               | \$ (3,543.00)     |                                          |                       |
| Subtotal                                      |              | \$ 60,472.00       | \$ -          | \$ (60,472.00)    |                                          |                       |
| <b>Campground</b>                             |              |                    |               |                   |                                          |                       |
| Restroom #1 - Refurbish                       | J22012       | \$ 12,161.00       |               | \$ (12,161.00)    |                                          |                       |
| Restroom #3 - Refurbish                       | J22013       | \$ 12,161.00       |               | \$ (12,161.00)    |                                          |                       |
| Subtotal                                      |              | \$ 24,322.00       | \$ -          | \$ (24,322.00)    |                                          |                       |
| <b>Country Club - Bar</b>                     |              |                    |               |                   |                                          |                       |
| Bar Stools - R/R                              |              | \$ 7,397.00        |               | \$ (7,397.00)     |                                          |                       |
| Subtotal                                      |              | \$ 7,397.00        | \$ -          | \$ (7,397.00)     |                                          |                       |
| <b>Country Club - Dining Room</b>             |              |                    |               |                   |                                          |                       |
| Dining Room Chairs - R/R                      |              | \$ 2,067.00        |               | \$ (2,067.00)     |                                          |                       |
| Subtotal                                      |              | \$ 2,067.00        | \$ -          | \$ (2,067.00)     |                                          |                       |
| <b>Country Club Building</b>                  |              |                    |               |                   |                                          |                       |
| Awning Grill (2)                              | J22010       |                    | \$ 4,846.02   | \$ 4,846.02       |                                          | Unbudgeted            |
| Awning - Lower Patio, 100 x 24                |              | \$ 1,235.00        |               | \$ (1,235.00)     |                                          |                       |
| Awning - Lower Patio, 52 x 24                 |              | \$ 1,090.00        |               | \$ (1,090.00)     |                                          |                       |
| Doors - Panic Single Door                     |              | \$ 2,357.00        |               | \$ (2,357.00)     |                                          |                       |
| Electrical - R/R                              |              | \$ 5,631.00        |               | \$ (5,631.00)     |                                          |                       |
| Lighting - Restaurant - R/R                   |              | \$ 2,527.00        |               | \$ (2,527.00)     |                                          |                       |
| Plumbing R/R                                  |              | \$ 2,556.00        |               | \$ (2,556.00)     |                                          |                       |
| Rear Dock & Trash Enclosures                  |              | \$ 250,037.00      |               | \$ (250,037.00)   |                                          |                       |
| Stairs, Entry Wall @ Grill Entrance           |              | \$ 151,844.00      |               | \$ (151,844.00)   |                                          |                       |
| Subtotal                                      |              | \$ 417,277.00      | \$ 4,846.02   | \$ (412,430.98)   |                                          |                       |
| <b>Dunn Court Beach</b>                       |              |                    |               |                   |                                          |                       |
| Chain Link Fence/Slats - Pump House           |              | \$ 2,958.00        |               | \$ (2,958.00)     |                                          |                       |
| Comp Shingle Roof - Restrooms Repl Shake Roof |              | \$ 2,047.00        |               | \$ (2,047.00)     |                                          |                       |
| Vinyl Flooring/Base-Vending Floor             |              | \$ 1,002.00        |               | \$ (1,002.00)     |                                          |                       |
| Subtotal                                      |              | \$ 6,007.00        | \$ -          | \$ (6,007.00)     |                                          |                       |

## 2022 Reserve Expenditures 99901- Jobs

**September 2022**

### Equestrian Center

|                                  | <u>Job #</u> | <u>Est. Budget</u>  | <u>Actual</u>    | <u>Difference</u>     | <u>Date</u> | <u>Notes:</u>         |
|----------------------------------|--------------|---------------------|------------------|-----------------------|-------------|-----------------------|
| Barbeque R/R                     |              | \$ 1,518.00         |                  | \$ (1,518.00)         |             |                       |
| Concrete Dance Floor R/R         |              | \$ 3,000.00         |                  | \$ (3,000.00)         |             |                       |
| Metal Roll-up Doors - Horse Barn |              | \$ 2,940.00         | \$ -             | \$ (2,940.00)         |             |                       |
| Sand for Paddocks                | J21017       |                     | \$ 862.71        | \$ 862.71             | Allow       | Prior Year<br>6764.13 |
| Sprinklers                       |              | \$ 5,067.00         |                  | \$ (5,067.00)         | Allow       |                       |
| Stage - Rebuild                  |              | \$ 6,587.00         |                  | \$ (6,587.00)         |             |                       |
| Well - Lower Paddock Area #2     |              | \$ 13,290.00        |                  | \$ (13,290.00)        |             |                       |
| Subtotal                         |              | <u>\$ 32,402.00</u> | <u>\$ 862.71</u> | <u>\$ (31,539.29)</u> |             |                       |

### Facilities Maintenance

|                                             |        |                      |                      |                        |       |                             |
|---------------------------------------------|--------|----------------------|----------------------|------------------------|-------|-----------------------------|
| Disaster Recovery/Mitigation                | J18031 | \$ 506,148.00        | \$ 14,858.25         | \$ (491,289.75)        | CIP   | Prior years<br>\$844,455.12 |
| Maintenance Yard Perimeter Fence            | J21011 |                      | \$ 64,275.30         | \$ 64,275.30           |       | Prior years<br>\$47977.00   |
| Entry Gates                                 |        | \$ 12,794.00         |                      | \$ (12,794.00)         |       |                             |
| Entry Gates Allowance                       | J22007 | \$ 25,587.00         | \$ 4,407.93          | \$ (21,179.07)         | Allow |                             |
| Roads Refurbishment - Bi-Annual             | J21001 |                      | \$ 28,885.00         | \$ 28,885.00           |       | Budgeted<br>2021            |
| Roads Refurbishment - Shoulders and Ditches | J22011 | \$ 41,556.00         | \$ 16,245.01         | \$ (25,310.99)         |       |                             |
| Roll-Up Doors 10 ft x 20 Main Bldg          |        | \$ 12,148.00         |                      | \$ (12,148.00)         |       |                             |
| Subtotal                                    |        | <u>\$ 598,233.00</u> | <u>\$ 128,671.49</u> | <u>\$ (469,561.51)</u> |       |                             |

### Fisherman's Cove

|                                                  |  |                    |             |                      |  |  |
|--------------------------------------------------|--|--------------------|-------------|----------------------|--|--|
| Comp Shingle Roof - Restroom                     |  | \$ 1,208.00        |             | \$ (1,208.00)        |  |  |
| Comp Shingle Roof - Utility Shed Repl Shake Roof |  | \$ 1,095.00        |             | \$ (1,095.00)        |  |  |
| Pathway Lighting                                 |  | \$ 4,034.00        |             | \$ (4,034.00)        |  |  |
| Subtotal                                         |  | <u>\$ 6,337.00</u> | <u>\$ -</u> | <u>\$ (6,337.00)</u> |  |  |

### Golf Course

|                                      |        |                     |                     |                       |       |                           |
|--------------------------------------|--------|---------------------|---------------------|-----------------------|-------|---------------------------|
| Cart Path Repair Allowance           | J22006 | \$ 40,492.00        | \$ 38,937.50        | \$ (1,554.50)         | Allow |                           |
| Irrigation                           | J22009 | \$ 12,282.00        | \$ 2,142.93         | \$ (10,139.07)        | Allow | \$13109.90<br>Prior Years |
| Safety Netting no. 10 F- no.11 T-Snk | J22004 | \$ 28,344.00        | \$ 21,200.00        | \$ (7,144.00)         |       |                           |
| Subtotal                             |        | <u>\$ 81,118.00</u> | <u>\$ 62,280.43</u> | <u>\$ (18,837.57)</u> |       |                           |

### Lake and Dam

|                            |        |                     |                     |                       |  |  |
|----------------------------|--------|---------------------|---------------------|-----------------------|--|--|
| Silt Containment           | J22002 | \$ 51,175.00        | \$ 11,490.25        | \$ (39,684.75)        |  |  |
| Spillway - Repair Concrete |        | \$ 5,105.00         |                     | \$ (5,105.00)         |  |  |
| Subtotal                   |        | <u>\$ 56,280.00</u> | <u>\$ 11,490.25</u> | <u>\$ (44,789.75)</u> |  |  |

## 2022 Reserve Expenditures 99901- Jobs

**September 2022**

### Lake Lodge

|                               | Job # | Est. Budget  | Actual | Difference     | Date  | Notes: |
|-------------------------------|-------|--------------|--------|----------------|-------|--------|
| Carpet and Vinyl              |       | \$ 17,123.00 |        | \$ (17,123.00) |       |        |
| Fire System-Kitchen, Recharge |       | \$ 4,865.00  |        | \$ (4,865.00)  | Allow |        |
| Taxi Boat Dock/Gangway        |       | \$ 15,184.00 |        | \$ (15,184.00) |       |        |
| Subtotal                      |       | \$ 37,172.00 | \$ -   | \$ (37,172.00) |       |        |

### Marina

|                                    |        |              |               |                |       |                            |
|------------------------------------|--------|--------------|---------------|----------------|-------|----------------------------|
| 4 HP Motor for Rental Boats        |        | \$ 7,450.00  |               | \$ (7,450.00)  |       |                            |
| Boat Motor Replacements            |        | \$ 1,518.00  |               | \$ (1,518.00)  |       |                            |
| Docks - Electrical R/R             | J21006 |              | \$ 70,289.72  | \$ 70,289.72   | Allow | Prior Years<br>\$36,400.00 |
| Dock - Gas R/R                     |        | \$ 20,295.00 |               | \$ (20,295.00) |       |                            |
| Gas Pump and 2" Pping H2OLF (Dock) | J22005 | \$ 12,148.00 | \$ 4,006.54   | \$ (8,141.46)  |       |                            |
| Marina Lawn                        | J22003 |              | \$ 62,501.25  | \$ 62,501.25   |       | Unbudgeted                 |
| Subtotal                           |        | \$ 41,411.00 | \$ 136,797.51 | \$ 95,386.51   |       |                            |

### Safety

|                           |  |             |      |               |  |  |
|---------------------------|--|-------------|------|---------------|--|--|
| Condenser - AC Guard Gate |  | \$ 8,605.00 |      | \$ (8,605.00) |  |  |
| Subtotal                  |  | \$ 8,605.00 | \$ - | \$ (8,605.00) |  |  |

### Site/Postal Units

|                      |  |             |      |               |  |  |
|----------------------|--|-------------|------|---------------|--|--|
| Doors - Postal Units |  | \$ 3,189.00 |      | \$ (3,189.00) |  |  |
| Subtotal             |  | \$ 3,189.00 | \$ - | \$ (3,189.00) |  |  |

### Swim Center

|                                 |        |              |              |                |            |  |
|---------------------------------|--------|--------------|--------------|----------------|------------|--|
| Filters - Sand                  |        | \$ 4,049.00  |              | \$ (4,049.00)  |            |  |
| Handicap Restroom Refurbish     |        | \$ 10,123.00 |              | \$ (10,123.00) |            |  |
| Pool Deck Clean & Repair        |        |              | \$ 9,450.00  | \$ 9,450.00    | Unbudgeted |  |
| Pool Shell Repair and Replaster |        | \$ 25,446.00 |              | \$ (25,446.00) |            |  |
| Trex Decking                    | J22001 | \$ 39,844.00 | \$ 36,059.88 | \$ (3,784.12)  |            |  |
| Subtotal                        |        | \$ 79,462.00 | \$ 45,509.88 | \$ (33,952.12) |            |  |

### Tennis Courts

|                                        |  |              |      |                |  |  |
|----------------------------------------|--|--------------|------|----------------|--|--|
| Chain Link Div. 6 ft Fence - RC 1 & 2  |  | \$ 6,286.00  |      | \$ (6,286.00)  |  |  |
| Chain Link Div. 6 ft Fence - RC 3 & 4  |  | \$ 6,074.00  |      | \$ (6,074.00)  |  |  |
| Chain Link Fence 10 ft High M 5 & 6    |  | \$ 14,024.00 |      | \$ (14,024.00) |  |  |
| Chain Link Fence 10 ft High RC 1 & 2   |  | \$ 14,147.00 |      | \$ (14,147.00) |  |  |
| Chain Link Div. 12 ft Fence - RC 3 & 4 |  | \$ 16,343.00 |      | \$ (16,343.00) |  |  |
| Retaining Wall/Façade - Repl. M5 & 6   |  | \$ 19,825.00 |      | \$ (19,825.00) |  |  |
| Vinyl Flooring - Restrooms             |  | \$ 2,581.00  |      | \$ (2,581.00)  |  |  |
| Subtotal                               |  | \$ 79,280.00 | \$ - | \$ (79,280.00) |  |  |

### Various Locations

|             |  |              |      |                |  |  |
|-------------|--|--------------|------|----------------|--|--|
| Windows R/R |  | \$ 12,282.00 |      | \$ (12,282.00) |  |  |
| Subtotal    |  | \$ 12,282.00 | \$ - | \$ (12,282.00) |  |  |

### Total Budgeted

|                 |               |                   |
|-----------------|---------------|-------------------|
| \$ 1,553,313.00 | \$ 390,458.29 | \$ (1,162,854.71) |
|-----------------|---------------|-------------------|

## 2022 Fixed Asset Listing New Capital Equipment

September 2022

|  | <u>Asset #</u> | <u>Est. Budget</u> | <u>Actual</u> | <u>Difference</u> | Completion Date | Notes: |
|--|----------------|--------------------|---------------|-------------------|-----------------|--------|
|--|----------------|--------------------|---------------|-------------------|-----------------|--------|

### Admin.

|                     |      |      |             |                    |     |  |
|---------------------|------|------|-------------|--------------------|-----|--|
| Surveillance System | 7644 | \$ - | \$ 7,317.16 | \$ 7,317.16        | CIP |  |
| Subtotal            |      | \$ - | \$ 7,317.16 | \$ <b>7,317.16</b> |     |  |

Prior Years:  
\$295,446.68

### Golf Maintenance

|                                       |      |              |              |                      |  |  |
|---------------------------------------|------|--------------|--------------|----------------------|--|--|
| Frame & Roofing for Equipment Storage | 8164 | \$ 21,449.00 | \$ 20,192.42 | \$ (1,256.58)        |  |  |
| Subtotal                              |      | \$ 21,449.00 | \$ 20,192.42 | \$ <b>(1,256.58)</b> |  |  |

### Stables

|              |      |             |             |                    |         |  |
|--------------|------|-------------|-------------|--------------------|---------|--|
| Generator    | 8131 |             | \$ 238.51   | \$ 238.51          | 04/2022 |  |
| Storage Shed | 8190 | \$ 3,500.00 | \$ 3,805.14 | \$ 305.14          |         |  |
| Round Pen    | 8173 | \$ 2,000.00 | \$ 2,607.01 | \$ 607.01          |         |  |
| Subtotal     |      | \$ 5,500.00 | \$ 6,650.66 | \$ <b>1,150.66</b> |         |  |

### Safety

|                            |  |              |      |                       |  |  |
|----------------------------|--|--------------|------|-----------------------|--|--|
| Guest/Renter Access System |  | \$ 28,500.00 | \$ - | \$ (28,500.00)        |  |  |
| Subtotal                   |  | \$ 28,500.00 | \$ - | \$ <b>(28,500.00)</b> |  |  |

### Maintenance

|                               |      |              |                     |                      |         |  |
|-------------------------------|------|--------------|---------------------|----------------------|---------|--|
| Street Sweeper Angle Broom    | 8146 | \$ 11,800.00 | \$ 8,519.33         | \$ (3,280.67)        | 03/2022 |  |
| Maint Facility Infrastructure | 8154 | \$ 35,000.00 | \$ 32,158.62        | \$ (2,841.38)        | CIP     |  |
| Subtotal                      |      | \$ 46,800.00 | \$ <b>40,677.95</b> | \$ <b>(6,122.05)</b> |         |  |

**Total Budgeted**

|  |  |               |              |                |  |  |
|--|--|---------------|--------------|----------------|--|--|
|  |  | \$ 102,249.00 | \$ 74,838.19 | \$ (27,410.81) |  |  |
|--|--|---------------|--------------|----------------|--|--|



**Pine Mountain Lake Association**

Stables Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u>                | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|--------------------------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| <b>Other Revenue</b>                 |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
|                                      |                              |                              |                                   |                                     | PPP Loan Forgiveness           |                             |                            |                            | 32,681.00                 | -32,681.00                  |
|                                      | 80.00                        | -80.00                       | 290.00                            | -290.00                             | Equestrian Center Use Fee      | 1,194.00                    | 400.00                     | 794.00                     | 783.00                    | 411.00                      |
| 2,205.00                             | 2,500.00                     | -295.00                      | 1,895.00                          | 310.00                              | Trail Rides / Lessons          | 34,690.00                   | 52,565.00                  | -17,875.00                 | 55,430.00                 | -20,740.00                  |
| 6,745.00                             | 5,412.00                     | 1,333.00                     | 11,993.00                         | -5,248.00                           | Boarding                       | 54,689.00                   | 45,737.00                  | 8,952.00                   | 52,053.00                 | 2,636.00                    |
|                                      |                              |                              |                                   |                                     | Kids' Camp Income              |                             | 1,000.00                   | -1,000.00                  |                           |                             |
| 116.55                               | 100.00                       | 16.55                        | 59.67                             | 56.88                               | Vending Revenue                | 2,758.42                    | 1,350.00                   | 1,408.42                   | 1,239.16                  | 1,519.26                    |
| 779.00                               | 200.00                       | 579.00                       | 330.00                            | 449.00                              | Miscellaneous                  | 6,578.50                    | 1,800.00                   | 4,778.50                   | 4,159.00                  | 2,419.50                    |
| <b>9,845.55</b>                      | <b>8,292.00</b>              | <b>1,553.55</b>              | <b>14,567.67</b>                  | <b>-4,722.12</b>                    | <b>Total Other Revenue</b>     | <b>99,909.92</b>            | <b>102,852.00</b>          | <b>-2,942.08</b>           | <b>146,345.16</b>         | <b>-46,435.24</b>           |
| <b>Personnel Costs</b>               |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
| 22,062.87                            | 21,960.00                    | 102.87                       | 23,922.36                         | -1,859.49                           | Wages                          | 172,055.57                  | 158,040.00                 | 14,015.57                  | 154,359.09                | 17,696.48                   |
| 754.76                               | 480.00                       | 274.76                       | 315.22                            | 439.54                              | Overtime                       | 2,488.31                    | 2,112.00                   | 376.31                     | 1,866.10                  | 622.21                      |
| 1,954.48                             | 1,940.66                     | 13.82                        | 2,370.01                          | -415.53                             | Payroll Taxes                  | 19,607.16                   | 16,011.47                  | 3,595.69                   | 17,800.64                 | 1,806.52                    |
| 2,448.92                             | 2,170.13                     | 278.79                       | 2,257.77                          | 191.15                              | Workers Compensation Ins.      | 18,320.24                   | 15,530.51                  | 2,789.73                   | 15,638.45                 | 2,681.79                    |
| 1,482.45                             | 2,448.00                     | -965.55                      | 2,467.25                          | -984.80                             | Health/Dental/Vision/Life Ins. | 13,080.60                   | 22,032.00                  | -8,951.40                  | 11,961.90                 | 1,118.70                    |
| 360.00                               |                              | 360.00                       | 359.10                            | 0.90                                | Pension/401k Match             | 2,846.93                    |                            | 2,846.93                   | 496.85                    | 2,350.08                    |
| 550.27                               | 500.00                       | 50.27                        |                                   | 550.27                              | Employee Relations             | 1,485.36                    | 1,900.00                   | -414.64                    | 250.96                    | 1,234.40                    |
| 62.95                                |                              | 62.95                        | 62.00                             | 0.95                                | Other Personnel Costs          | 310.95                      | 410.00                     | -99.05                     | 698.00                    | -387.05                     |
| <b>29,676.70</b>                     | <b>29,498.79</b>             | <b>177.91</b>                | <b>31,753.71</b>                  | <b>-2,077.01</b>                    | <b>Total Personnel Costs</b>   | <b>230,195.12</b>           | <b>216,035.98</b>          | <b>14,159.14</b>           | <b>203,071.99</b>         | <b>27,123.13</b>            |
| <b>Material, Supplies &amp; Svcs</b> |                              |                              |                                   |                                     |                                |                             |                            |                            |                           |                             |
|                                      | 1,200.00                     | -1,200.00                    |                                   |                                     | Uniforms                       |                             | 2,400.00                   | -2,400.00                  |                           |                             |
|                                      | 1,000.00                     | -1,000.00                    | 1,281.77                          | -1,281.77                           | Entertainment                  | 500.00                      | 6,050.00                   | -5,550.00                  | 2,596.77                  | -2,096.77                   |
| 66.81                                | 75.00                        | -8.19                        | 66.81                             |                                     | Internet & Website Expense     | 535.13                      | 675.00                     | -139.87                    | 601.29                    | -66.16                      |
| 13.08                                | 100.00                       | -86.92                       | 13.25                             | -0.17                               | Advertising & Promotion        | 1,893.18                    | 800.00                     | 1,093.18                   | 115.25                    | 1,777.93                    |
| 2,190.00                             | 500.00                       | 1,690.00                     | 2,640.00                          | -450.00                             | Outside Services               | 15,782.75                   | 23,303.00                  | -7,520.25                  | 24,961.72                 | -9,178.97                   |
| 1,057.34                             |                              | 1,057.34                     | 10.67                             | 1,046.67                            | Programs & Prizes              | 1,057.34                    | 2,750.00                   | -1,692.66                  | 10.67                     | 1,046.67                    |

**Pine Mountain Lake Association**

Stables Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                                        | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|----------------------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
|                       |                              |                              |                                   |                                     | Automotive                             | 466.67                      |                            | 466.67                     |                           | 466.67                      |
| 255.24                | 400.00                       | -144.76                      | -32.18                            | 287.42                              | Janitorial                             | 1,181.78                    | 3,200.00                   | -2,018.22                  | 1,454.23                  | -272.45                     |
| 607.43                | 2,500.00                     | -1,892.57                    | 2,071.91                          | -1,464.48                           | Supplies                               | 46,500.24                   | 40,768.00                  | 5,732.24                   | 35,265.38                 | 11,234.86                   |
| 39.80                 |                              | 39.80                        | 26.18                             | 13.62                               | Office Supplies                        | 381.42                      | 950.00                     | -568.58                    | 338.94                    | 42.48                       |
|                       |                              |                              | 179.10                            | -179.10                             | Computer Software & Supplies           |                             |                            |                            | 179.10                    | -179.10                     |
| 332.15                | 120.00                       | 212.15                       | 264.07                            | 68.08                               | Gas & Oil                              | 1,873.10                    | 1,505.00                   | 368.10                     | 1,290.11                  | 582.99                      |
|                       |                              |                              | 864.86                            | -864.86                             | Repairs & Maint. - Buildings           |                             |                            |                            | 3,382.89                  | -3,382.89                   |
|                       | 250.00                       | -250.00                      |                                   |                                     | Repairs & Maint. - Vehicles            |                             | 1,500.00                   | -1,500.00                  | 240.13                    | -240.13                     |
|                       | 120.00                       | -120.00                      | 193.65                            | -193.65                             | Credit Card Fees                       | 1,584.59                    | 2,670.00                   | -1,085.41                  | 2,009.30                  | -424.71                     |
| 1,841.20              |                              | 1,841.20                     |                                   | 1,841.20                            | Travel, Training, Seminars             | 1,991.20                    | 3,400.00                   | -1,408.80                  | 3,303.10                  | -1,311.90                   |
| 177.00                |                              | 177.00                       | 174.00                            | 3.00                                | Licenses & Permits                     | 177.00                      | 1,300.00                   | -1,123.00                  | 663.00                    | -486.00                     |
| 75.00                 |                              | 75.00                        |                                   | 75.00                               | Dues & Subscriptions                   | 875.00                      | 500.00                     | 375.00                     | 539.12                    | 335.88                      |
| <b>6,655.05</b>       | <b>6,265.00</b>              | <b>390.05</b>                | <b>7,754.09</b>                   | <b>-1,099.04</b>                    | <b>Total Mat., Supplies &amp; Svcs</b> | <b>74,799.40</b>            | <b>91,771.00</b>           | <b>-16,971.60</b>          | <b>76,951.00</b>          | <b>-2,151.60</b>            |
|                       |                              |                              |                                   |                                     | <b>Utilities</b>                       |                             |                            |                            |                           |                             |
| 1,120.05              | 750.00                       | 370.05                       | 861.25                            | 258.80                              | Gas & Electric                         | 6,981.94                    | 4,700.00                   | 2,281.94                   | 4,539.07                  | 2,442.87                    |
| 1,317.36              | 600.00                       | 717.36                       | 742.47                            | 574.89                              | Telephone                              | 7,065.58                    | 5,300.00                   | 1,765.58                   | 4,844.36                  | 2,221.22                    |
| 352.44                | 450.00                       | -97.56                       | 693.98                            | -341.54                             | Water & Sewer                          | 3,034.04                    | 4,150.00                   | -1,115.96                  | 2,917.67                  | 116.37                      |
| 834.15                | 275.00                       | 559.15                       | 375.90                            | 458.25                              | Disposal                               | 4,257.63                    | 2,475.00                   | 1,782.63                   | 2,860.10                  | 1,397.53                    |
| <b>3,624.00</b>       | <b>2,075.00</b>              | <b>1,549.00</b>              | <b>2,673.60</b>                   | <b>950.40</b>                       | <b>Total Utilities</b>                 | <b>21,339.19</b>            | <b>16,625.00</b>           | <b>4,714.19</b>            | <b>15,161.20</b>          | <b>6,177.99</b>             |
|                       |                              |                              |                                   |                                     | <b>Other Indirect Costs</b>            |                             |                            |                            |                           |                             |
| 1,927.88              | 1,200.00                     | 727.88                       | 1,073.41                          | 854.47                              | Insurance                              | 11,537.70                   | 10,800.00                  | 737.70                     | 7,082.84                  | 4,454.86                    |
|                       |                              |                              |                                   |                                     | (Gain)/Loss on Sale of Assets          | -2,331.00                   |                            | -2,331.00                  |                           | -2,331.00                   |
|                       |                              |                              |                                   |                                     | Cash Short/Over                        | -2.00                       |                            | -2.00                      | -1.00                     | -1.00                       |
| <b>1,927.88</b>       | <b>1,200.00</b>              | <b>727.88</b>                | <b>1,073.41</b>                   | <b>854.47</b>                       | <b>Total Other Indirect Costs</b>      | <b>9,204.70</b>             | <b>10,800.00</b>           | <b>-1,595.30</b>           | <b>7,081.84</b>           | <b>2,122.86</b>             |
| <b>5,551.88</b>       | <b>3,275.00</b>              | <b>2,276.88</b>              | <b>3,747.01</b>                   | <b>1,804.87</b>                     | <b>Total Indirect Costs</b>            | <b>30,543.89</b>            | <b>27,425.00</b>           | <b>3,118.89</b>            | <b>22,243.04</b>          | <b>8,300.85</b>             |

**Pine Mountain Lake Association**

Stables Operating Results

For the Period from August 29, 2022 to October 2, 2022

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| <u>Current Period</u> | <u>Budget Current Period</u> | <u>Month-Budget Variance</u> | <u>Current Period, Prior Year</u> | <u>Current-Prior Month Variance</u> |                         | <u>Current Year to Date</u> | <u>Budget Year to Date</u> | <u>YTD-Budget Variance</u> | <u>Prior Year to Date</u> | <u>Prior YTD-Actual Var</u> |
|-----------------------|------------------------------|------------------------------|-----------------------------------|-------------------------------------|-------------------------|-----------------------------|----------------------------|----------------------------|---------------------------|-----------------------------|
| 41,883.63             | 39,038.79                    | 2,844.84                     | 43,254.81                         | -1,371.18                           | Total Expense           | 335,538.41                  | 335,231.98                 | 306.43                     | 302,266.03                | 33,272.38                   |
| 32,038.08             | 30,746.79                    | 1,291.29                     | 28,687.14                         | 3,350.94                            | Net Operating (Inc)/Exp | 235,628.49                  | 232,379.98                 | 3,248.51                   | 155,920.87                | 79,707.62                   |