

Simba Run Management
Balance Sheet
As of March 31, 2018

Mar 31, 18

ASSETS

Current Assets

Checking/Savings

CASH

1012 · Savings - USB	661.78
1013 · US Bank - Operating Reserve	66,262.29
1015 · Cash - 1st Bank	28,617.49
1017 · Escrow Savings	356,966.22
1020 · Petty Cash	200.00

Total CASH 452,707.78

Total Checking/Savings 452,707.78

Other Current Assets

ACCOUNTS RECEIVABLE

1290 · A/R - Cash Clearing	15.00
1294 · A/R - Guest Ledger	-4,466.22
1400 · A/R - Association	30,225.61

Total ACCOUNTS RECEIVABLE 25,774.39

Total Other Current Assets 25,774.39

Total Current Assets 478,482.17

Fixed Assets

FIXED ASSETS

1680 · Office Furniture & Equipment	49,897.06
1685 · Accum. Deprec. - OF&E	-49,897.06
1690 · Computer Software	30,000.00
1699 · Accum. Amort. - Computer Soft.	-30,000.00

Total FIXED ASSETS 0.00

Total Fixed Assets 0.00

TOTAL ASSETS 478,482.17

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · Operating Accounts Payable	215,589.17
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Total Accounts Payable 215,589.17

Other Current Liabilities

OTHER CURRENT LIABILITES

PAYROLL LIABILITES

2020 · Accrued 941 Taxes	4,478.83
2030 · Accrued State Unemployment	1,387.82
2040 · Accrued Fed Unemployment	768.26
2050 · Accrued State Withholding	1,532.00

Total PAYROLL LIABILITES 8,166.91

2350 · Accrued Sales Tax 32,920.51

2500 · Net Due Owners -7,560.69

2600 · Advance Deposits 49,688.71

Total OTHER CURRENT LIABILITES 83,215.44

Total Other Current Liabilities 83,215.44

Total Current Liabilities 298,804.61

Total Liabilities 298,804.61

Equity

EQUITY

3504 · Retained Earnings	57,429.35
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Total EQUITY 57,429.35

Net Income 122,248.21

Total Equity 179,677.56

TOTAL LIABILITIES & EQUITY 478,482.17

Simba Run Management
Profit & Loss
March 2018

	<u>Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Sep '17 - Mar 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
Income									
INCOME									
4110 - Rental Income	340,947.00	389,000.00	-48,053.00	87.65%	1,365,413.39	1,607,000.00	-241,586.61	84.97%	2,090,297.00
4310 - Housekeeping Fees	2,784.00	3,212.00	-428.00	86.68%	18,389.30	22,484.00	-4,094.70	81.79%	38,544.00
4405 - Crib Rental/Rollway Bed	100.00	152.00	-52.00	65.79%	725.00	1,065.00	-340.00	68.08%	1,825.00
4406 - Room Damage	0.00	115.00	-115.00	0.0%	168.00	813.00	-645.00	20.66%	1,388.00
4410 - Front Desk Items	-1.00	0.00	-1.00	100.0%	127.00	0.00	127.00	100.0%	0.00
4710 - Miscellaneous Commissions	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
4735 - Vendor Credit - Sales Tax	411.56	375.00	36.56	109.75%	1,517.62	1,994.00	-476.38	76.11%	2,844.00
4750 - Interest Income	0.02	12.92	-12.90	0.16%	0.14	90.44	-90.30	0.16%	155.00
4760 - Parking Fee	9,256.52	17,500.00	-8,243.48	52.89%	23,823.03	71,500.00	-47,676.97	33.32%	92,400.00
4765 - RBO Service Fees	3,744.09	2,600.00	1,144.09	144.0%	8,111.59	10,695.00	-2,583.41	75.85%	13,892.00
4770 - Cancellations Income	0.00	825.00	-825.00	0.0%	1,275.35	5,773.00	-4,497.65	22.09%	9,898.00
4780 - SRM Resort Fees	14,839.39	29,500.00	-14,660.61	50.3%	72,654.28	119,925.00	-47,270.72	60.58%	147,840.00
4900 - Miscellaneous Income	0.00	250.33	-250.33	0.0%	0.00	1,752.31	-1,752.31	0.0%	3,004.00
Total INCOME	372,081.58	443,542.25	-71,460.67	83.89%	1,492,204.70	1,843,091.75	-350,887.05	80.96%	2,402,087.00
Total Income	372,081.58	443,542.25	-71,460.67	83.89%	1,492,204.70	1,843,091.75	-350,887.05	80.96%	2,402,087.00
Expense									
COST OF SALES									
5105 - Owner Rentals	187,520.85	252,850.00	-65,329.15	74.16%	853,246.32	1,044,550.00	-191,303.68	81.69%	1,358,693.00
5106 - Split Reallocation	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	64,565.00
5130 - Travel Agent Commission	21,251.40	19,000.00	2,251.40	111.85%	85,092.74	78,940.00	6,152.74	107.79%	102,080.00
5150 - Credit Card Commission	10,227.96	6,406.75	3,821.21	159.64%	46,634.26	44,847.25	1,787.01	103.99%	76,881.00
5230 - Housekeeping Supplies	2,821.66	3,315.00	-493.34	85.12%	14,720.42	23,205.00	-8,484.58	63.44%	39,780.00
5270 - Linen Maintenance	4,631.85	3,989.00	642.85	116.12%	24,475.01	27,919.00	-3,443.99	87.66%	47,864.00
5275 - Linens - New	264.96	0.00	264.96	100.0%	730.00	2,000.00	-1,270.00	36.5%	4,014.00
Total COST OF SALES	226,718.68	285,560.75	-58,842.07	79.39%	1,024,898.75	1,221,461.25	-196,562.50	83.91%	1,693,877.00
OPERATING EXPENSES									
PAYROLL EXPENSE									
Total 5005 - SRM Payroll	36,499.24	57,807.00	-21,307.76	63.14%	176,966.14	231,650.00	-54,683.86	76.39%	419,322.00
5020 - FICA Taxes	2,792.19	4,451.00	-1,658.81	62.73%	13,992.29	17,837.00	-3,844.71	78.45%	32,288.00
5035 - Unemployment Taxes	553.49	405.00	148.49	136.66%	1,729.26	1,621.00	108.26	106.68%	2,935.00
5040 - Worker Compensation Insurance	1,413.81	880.60	533.21	160.55%	7,095.62	4,403.00	2,692.62	161.15%	8,806.00
5060 - Medical Insurance	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
5070 - Employee Benefits	0.00	255.92	-255.92	0.0%	0.00	1,791.44	-1,791.44	0.0%	3,071.00
Total PAYROLL EXPENSE	41,258.73	63,799.52	-22,540.79	64.67%	199,783.31	257,302.44	-57,519.13	77.65%	466,422.00
5017 - Contract Labor	2,180.00	2,436.58	-256.58	89.47%	16,805.00	17,473.16	-668.16	96.18%	29,239.06
5019 - Audit & Tax Preparation	0.00	0.00	0.00	0.0%	3,000.00	4,000.00	-1,000.00	75.0%	4,000.00
5225 - SRM Maintenance	2,377.50	1,617.00	760.50	147.03%	13,016.67	11,317.00	1,699.67	115.02%	19,402.00
5235 - Rent to SRA	2,000.00	2,000.00	0.00	100.0%	14,095.00	14,000.00	95.00	100.68%	24,000.00
5240 - Night Houseman Support	1,747.92	1,747.92	0.00	100.0%	12,235.44	12,235.44	0.00	100.0%	20,975.00
5245 - Night Shuttle Support	2,348.50	2,348.50	0.00	100.0%	11,742.50	11,742.50	0.00	100.0%	14,091.00
5310 - Telephone	112.71	162.75	-50.04	69.25%	842.70	1,139.25	-296.55	73.97%	1,953.00
5410 - Recruiting	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
5420 - Uniforms	0.00	0.00	0.00	0.0%	1,442.31	382.00	1,060.31	377.57%	382.00
5430 - Office Supplies	0.00	271.33	-271.33	0.0%	950.21	1,899.31	-949.10	50.03%	3,256.00
5460 - Postage & Delivery	88.84	59.58	29.26	149.11%	-131.23	417.06	-548.29	-31.47%	715.00
5615 - SRM Guest Goods	919.65	590.66	328.99	155.7%	6,246.42	4,134.62	2,111.80	151.08%	7,088.00
5620 - Marketing & Advertising	4,457.33	5,211.00	-753.67	85.54%	38,630.06	49,055.00	-10,424.94	78.75%	75,110.00

Simba Run Management
Profit & Loss
March 2018

	<u>Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Sep '17 - Mar 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>	<u>Annual Budget</u>
5630 - Printing	0.00	107.42	-107.42	0.0%	1,860.18	751.94	1,108.24	247.38%	1,289.00
5715 - Computer & Software	0.00	851.17	-851.17	0.0%	7,916.79	5,958.19	1,958.60	132.87%	10,214.00
5720 - Equipment Lease	526.40	534.00	-7.60	98.58%	3,461.91	3,738.00	-276.09	92.61%	6,408.00
5740 - Travel Expense	0.00	90.50	-90.50	0.0%	0.00	633.50	-633.50	0.0%	1,086.00
5745 - Meals & Entertainment	94.25	42.67	51.58	220.88%	346.18	298.69	47.49	115.9%	512.01
5750 - Memberships	0.00	0.00	0.00	0.0%	100.00	2,000.00	-1,900.00	5.0%	3,935.00
5770 - Legal & Professional	2,239.50	500.00	1,739.50	447.9%	9,610.02	3,500.00	6,110.02	274.57%	6,000.00
5780 - Business License & Fees	0.00	0.00	0.00	0.0%	50.00	1,245.00	-1,195.00	4.02%	1,245.00
5781 - Business Insurance	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
5790 - Bank Service Charge	21.00	74.17	-53.17	28.31%	301.96	519.19	-217.23	58.16%	890.00
5850 - Interest & Penalties	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
5910 - Postcard Expense	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	0.00
5930 - Lobby Expense	638.75	833.33	-194.58	76.65%	2,678.57	5,833.31	-3,154.74	45.92%	10,000.00
Total OPERATING EXPENSES	61,011.08	83,278.10	-22,267.02	73.26%	344,984.00	409,575.60	-64,591.60	84.23%	708,212.07
5785 - Property Tax	0.00	0.00	0.00	0.0%	73.74	0.00	73.74	100.0%	0.00
Total Expense	287,729.76	368,838.85	-81,109.09	78.01%	1,369,956.49	1,631,036.85	-261,080.36	83.99%	2,402,089.07
Fund Surplus/Deficit	84,351.82	74,703.40	9,648.42	112.92%	122,248.21	212,054.90	-89,806.69	57.65%	-2.07
Owner Revenue	271,872.67	327,553.40	(55,680.73)	83.0%	975,494.53	1,256,604.90	(281,110.37)	77.63%	
Owner Split	79.7%	84.2%			71.4%	78.2%			
Last Year									
Owner Revenue	259460				1031314				
Owner Split	75.2%				71.3%				
Owner Revenue %LY	104.8%				94.6%				
Owner Split Diff LY	4.5%				0.1%				