

**Inns of Waterville Valley Association**  
**Profit & Loss YTD Comparison**  
**January through August 2023**

	Jan - Aug 23	Jan - Aug 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>3000 · INCOME</b>				
3020 · Late fees-maint. pymnts	1,160.00	960.00	200.00	20.8%
3101 · Combined Maintenance fee				
3117 · Maintenance Fee w RE	242,080.98	237,967.70	4,113.28	1.7%
3025 · Hot tub fee	5,337.44	5,460.00	-122.56	-2.2%
3102 · R/E Tax Portion	10,572.88	10,914.56	-341.68	-3.1%
3052 · Winter surchg.	7,560.00	7,770.00	-210.00	-2.7%
<b>Total 3101 · Combined Maintenance fee</b>	<b>265,551.30</b>	<b>262,112.26</b>	<b>3,439.04</b>	<b>1.3%</b>
3179 · Clean fee rental use	0.00	135.00	-135.00	-100.0%
3185 · Laundry Income	442.50	453.00	-10.50	-2.3%
3230 · Owner Payments/Rent Return	-3,298.00	-1,761.25	-1,536.75	-87.3%
3260 · Rental Income- OWNER UNITS	3,194.34	2,602.98	591.36	22.7%
3262 · Rental Income-Inns owned-retail	24,486.67	18,933.59	5,553.08	29.3%
3275 · Sale of Unit	4,844.00	15,748.00	-10,904.00	-69.2%
<b>Total 3000 · INCOME</b>	<b>296,380.81</b>	<b>299,183.58</b>	<b>-2,802.77</b>	<b>-0.9%</b>
<b>Total Income</b>	<b>296,380.81</b>	<b>299,183.58</b>	<b>-2,802.77</b>	<b>-0.9%</b>
<b>Gross Profit</b>	<b>296,380.81</b>	<b>299,183.58</b>	<b>-2,802.77</b>	<b>-0.9%</b>
<b>Expense</b>				
<b>4000 · ADMINISTRATIVE</b>				
4025 · Advertising	1,955.00	2,863.35	-908.35	-31.7%
4030 · Bank Service Charges	0.00	0.00	0.00	0.0%
4032 · Credit Card Processing exp.	4,671.40	4,385.95	285.45	6.5%
4035 · Computer Expense	7,193.62	6,182.47	1,011.15	16.4%
4040 · Office Supplies	1,654.84	1,694.67	-39.83	-2.4%
4105 · BOD Meetings	0.00	1,500.00	-1,500.00	-100.0%
4200 · Insurance-Property & Liability	14,794.84	14,417.68	377.16	2.6%
4210 · Insurance-Workers Comp.	26.00	-1.00	27.00	2,700.0%
4685 · Legal	8,452.50	3,197.83	5,254.67	164.3%
4700 · Travel	448.24	438.61	9.63	2.2%
4710 · Salaries & Wages	64,926.26	63,680.00	1,246.26	2.0%
4715 · Payroll Expenses	1,298.10	1,264.44	33.66	2.7%
4720 · Postage	283.23	355.28	-72.05	-20.3%
<b>Total 4000 · ADMINISTRATIVE</b>	<b>105,704.03</b>	<b>99,979.28</b>	<b>5,724.75</b>	<b>5.7%</b>
<b>5000 · MAINTENANCE</b>				
5010 · Landscaping and Groundskeeping	4,833.36	4,833.36	0.00	0.0%
5015 · Repairs, Materials, Maintenance	16,233.98	31,503.39	-15,269.41	-48.5%
5016 · Repair Services	14,214.69	8,927.96	5,286.73	59.2%
5020 · Pest Control	4,080.93	3,755.00	325.93	8.7%
5025 · Plowing & Sanding	4,833.36	4,833.36	0.00	0.0%

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5045 · Hot Tub testing/maintenance	3,075.78	3,051.48	24.30	0.8%
5050 · Fire alarm agreement	2,179.83	3,595.50	-1,415.67	-39.4%
5070 · Additional Repairs	44,075.00	0.00	44,075.00	100.0%
<b>Total 5000 · MAINTENANCE</b>	<b>93,526.93</b>	<b>60,500.05</b>	<b>33,026.88</b>	<b>54.6%</b>
<b>6000 · UTILITIES</b>				
6005 · Cable TV & Internet	16,490.32	16,140.64	349.68	2.2%
6010 · Electricity	17,934.78	18,283.58	-348.80	-1.9%
6015 · Propane	5,661.69	6,190.17	-528.48	-8.5%
6020 · Telephone	5,002.04	4,832.38	169.66	3.5%
6025 · Water/ Sewer/ Trash	2,621.68	3,383.93	-762.25	-22.5%
<b>Total 6000 · UTILITIES</b>	<b>47,710.51</b>	<b>48,830.70</b>	<b>-1,120.19</b>	<b>-2.3%</b>
<b>7000 · GUEST SERVICES</b>				
7005 · Room Cleaning & Consumables	1,586.94	2,190.89	-603.95	-27.6%
7006 · Cleaning Services	76,135.17	60,150.99	15,984.18	26.6%
7010 · Room Inventory	1,372.91	1,656.64	-283.73	-17.1%
7020 · Carpet/Chimney Cleaning	1,984.00	1,890.00	94.00	5.0%
7025 · Recreation Services	16,300.00	16,300.00	0.00	0.0%
7027 · Hot Tub not usable	0.00	60.00	-60.00	-100.0%
7030 · Room Damages	-250.00	0.00	-250.00	-100.0%
<b>Total 7000 · GUEST SERVICES</b>	<b>97,129.02</b>	<b>82,248.52</b>	<b>14,880.50</b>	<b>18.1%</b>
<b>8000 · TAXES</b>				
8005 · Taxes-Payroll	5,131.21	4,935.44	195.77	4.0%
8010 · Taxes-Property	8,122.00	11,962.00	-3,840.00	-32.1%
<b>Total 8000 · TAXES</b>	<b>13,253.21</b>	<b>16,897.44</b>	<b>-3,644.23</b>	<b>-21.6%</b>
<b>66900 · Reconciliation Discrepancies</b>	<b>55.27</b>	<b>0.00</b>	<b>55.27</b>	<b>100.0%</b>
<b>Total Expense</b>	<b>357,378.97</b>	<b>308,455.99</b>	<b>48,922.98</b>	<b>15.9%</b>
<b>Net Ordinary Income</b>	<b>-60,998.16</b>	<b>-9,272.41</b>	<b>-51,725.75</b>	<b>-557.9%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
3170 · Interest Income	514.74	234.34	280.40	119.7%
3330 · M&R Commission	45.00	52.00	-7.00	-13.5%
<b>Total Other Income</b>	<b>559.74</b>	<b>286.34</b>	<b>273.40</b>	<b>95.5%</b>
<b>Net Other Income</b>	<b>559.74</b>	<b>286.34</b>	<b>273.40</b>	<b>95.5%</b>
<b>Net Income</b>	<b>-60,438.42</b>	<b>-8,986.07</b>	<b>-51,452.35</b>	<b>-572.6%</b>