

**Big Canoe Property Owners Association
Summary of Operations
December 31, 2016**

Financial Summary of Income from Operations:

Big Canoe POA										
Financial Summary of Income from Operations										
For the Year Ended December 31, 2016										
December					Year-to-Date					
2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.		2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.
					General Operating Revenues:					
691,727	693,677	-0.28%	663,115	4.31%	General Assessments	8,249,770	8,299,430	-0.60%	7,933,214	3.99%
54,376	41,270	31.76%	41,883	29.83%	Other Operating Revenue	348,480	248,290	40.35%	263,066	32.47%
746,103	734,947	1.52%	704,998	5.83%	Total General Operating Revenues	8,598,251	8,547,720	0.59%	8,196,280	4.90%
(491,426)	(496,100)	0.94%	(530,054)	7.29%	Operating Department Expenditures	(5,344,338)	(5,599,421)	4.56%	(5,444,451)	1.84%
(128,472)	(76,823)	67.23%	(90,341)	42.21%	Amenity Net Income/(Loss)	495,183	265,811	86.29%	6,990	7184.25%
126,205	162,024	-22.11%	84,603	49.17%	Net Income/(Loss) Before Depreciation	3,749,095	3,214,110	16.64%	2,758,819	35.89%
-	-	0.00%	-	0.00%	Extraordinary Items/Storm Damage	-	-	0.00%	(116,059)	0.00%
241,186	244,594	1.39%	393,936	38.78%	Depreciation & Asset Gain/Loss-Disposal	2,769,877	2,824,215	1.92%	2,867,749	3.41%
(114,981)	(82,570)	-239.25%	(309,333)	-62.83%	Net Income/(Loss)	979,219	389,895	151.15%	(224,989)	-535.23%

Operating Department Results

The Operating Departments December net loss was better than budget by \$4,674 or 1.0% and year-to-date net loss was better than budget by \$255,083 or 4.8%. The major variances to budget were:

- A. December revenue was under budget by \$7,140 or 20.7% and year-to-date revenue was over budget by \$36,654 or 8.4%.
 1. **POA Activities** was under budget by \$2,330 for the month and under budget by \$1,876 or 2.8% year-to-date. The monthly and yearly variance was related Directory Sales.
 2. **Public Works** was over budget by \$5,060 or 33.5% for the month and \$78,369 or 43.2% year-to-date. Transponder revenue made up the majority on the monthly variance. Road impact fees, transponder revenue, Storage Yard, and parts sales accounted for the yearly variance.
 3. **Public Safety** was under budget by \$11,783 or 86.8% and \$17,009 or 28.0% year-to-date. Contributions were below budget for December and year-to-date. The pontoon boat the volunteers are donating is not finished at this time.
- B. Payroll expense was over budget by \$16,845 or 5.6% for December and under budget by \$105,362 or 3.2% year-to-date.
 1. The majority of monthly variances are related to bonuses and year-end vacation accrual.
 2. **Grounds & Landscaping** was under budget by \$45,576 or 13.0% year-to-date. There has been a full-time position available all year, along with not hiring seasonal employees.
 3. **Public Works** was under budget by \$35,032 or 4.8% year to date. This variance relates to positions open throughout the year.
 4. **Public Safety** was under budget by \$33,679 or 3.1% which relates to employee benefits for the year.
- C. Operating expenses were under budget by \$30,119 or 15.3% for the month and under budget by \$69,731 or 3.1% year-to-date.
 1. **Administration** was under budget by \$17,820 or 16.5% for December and over budget \$46,102 or 4.4% year-to-date. December's variance was comprised of multiple accounts with largest variances in bad debt

expense and property taxes. The majority of the year-to-date variance was related to overages in legal fees for the land purchase, professional development, accounting fees, dues, electricity, taxes, marketing; and printing and counting the ballots for the Property Owner vote.

2. **Public Safety** was under budget by \$2,886 or 16.3% for the month and under budget year-to-date by \$19,664 or 9.0%. Multiple accounts made up the positive variance for the month. The year-to-date savings was comprised mostly of repairs and maintenance, minor tools and vehicle gas.
3. **Environmental Protection** under budget by \$19,772 for the month and \$112,897 or 79.2% year-to-date. The variance are related to not treating the hemlocks this fall. The treatment is re-scheduled for Spring 2017.

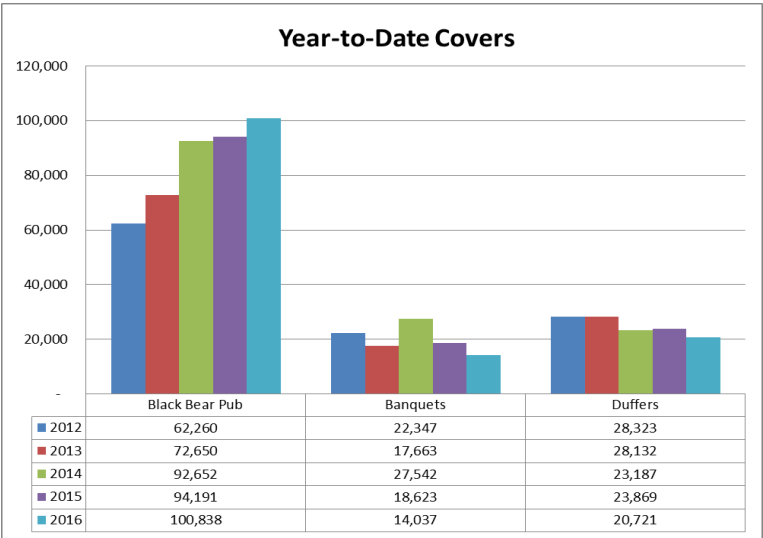
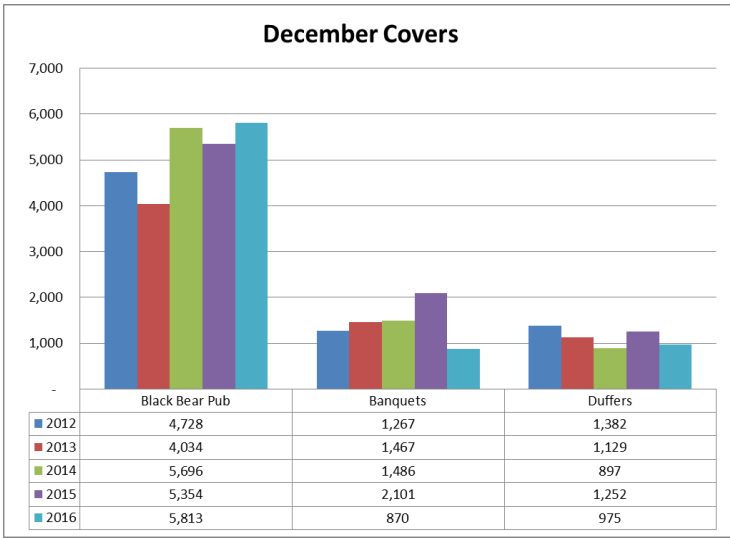
Amenity Results

The Amenities December net loss was more than budget by \$51,649 or 67.3% and year-to-date net gain was better than budget by \$229,372 or 86.3%. The major contributing factors to this were:

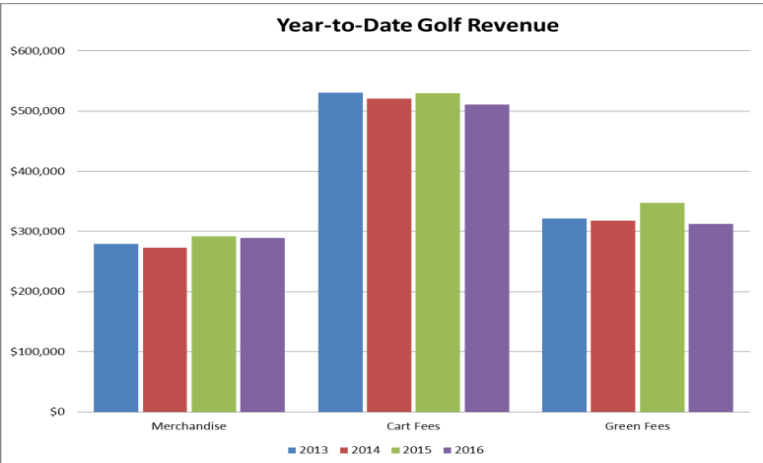
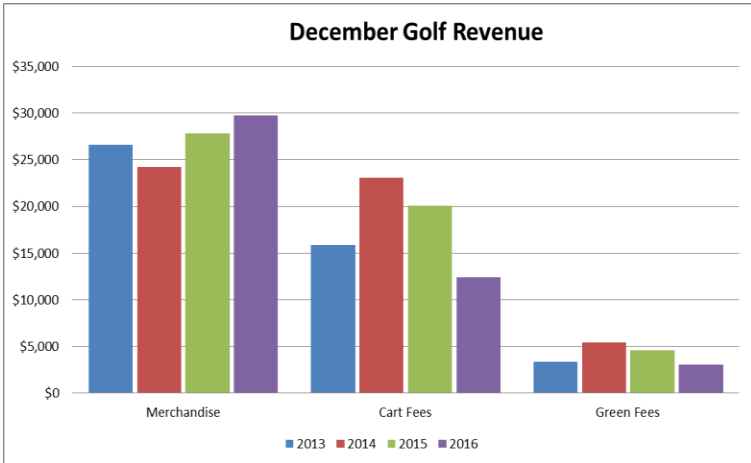
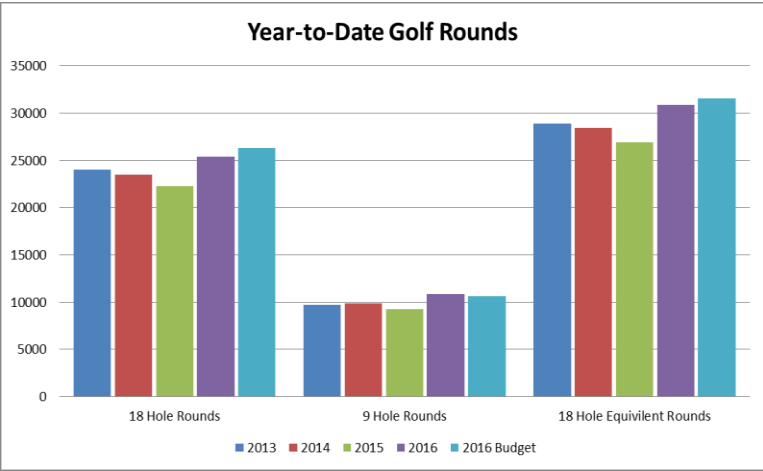
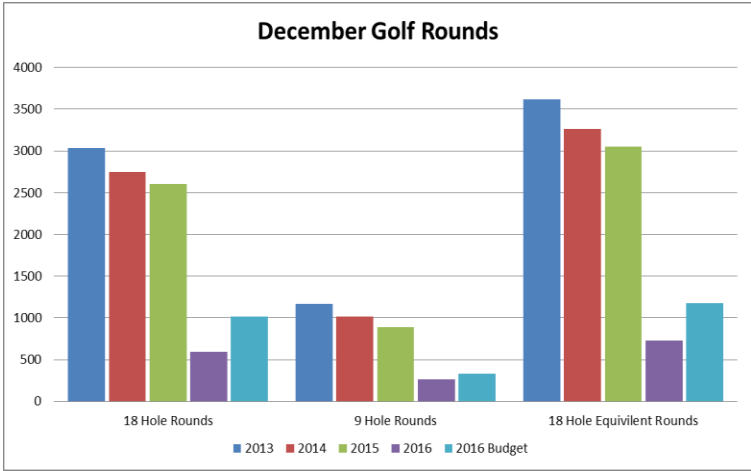
- A. December revenue was under budget for the month by \$35,496 or 9.9% and year-to-date revenue was under budget by \$192,575 or 3.2%.
 1. **Clubhouse** was under budget by \$25,883 or 20.0% for December and under budget by \$187,181 or 8.3% year-to-date. The December negative variance was in Banquets and POA Events. Below is a breakdown of revenue by F&B location, estimated banquet revenues and covers.

December						Year-to-Date				
2016	2016 Budget	2015	2014	2013		2016	2016 Budget	2015	2014	2013
86,711	76,596	75,644	80,795	61,000	Black Bear Pub	1,389,926	1,354,971	1,349,040	1,310,991	1,041,188
5,515	24,285	11,520	16,603	(3,542)	Banquets	329,926	437,190	369,727	366,130	330,715
13,679	28,265	45,550	35,282	24,319	Member Events	287,655	362,951	365,067	283,323	250,283
5,634	6,872	7,700	7,504	6,752	Duffers	134,102	168,011	160,924	149,825	160,743
-	-	-	-	-	Swim Club	75,569	72,895	72,507	68,778	47,280
641	1,528	1,345	14,230	1,070	Other Revenue	14,167	26,695	22,682	40,307	19,201
(8,449)	(7,930)	(9,789)	(5,498)	(4,576)	P.O. Discounts	(147,421)	(151,609)	(143,699)	(84,016)	(70,696)
103,733	129,616	131,969	148,916	85,024	Totals	2,083,923	2,271,104	2,196,248	2,135,338	1,778,713

Outside Banquet Revenue					
Month	2015 Actuals	2016 Actuals	2016 Budget	2017 Confirmed	2017 Budget
January	\$3,518	\$1,407	\$3,984	\$833	\$2,075
February	\$12,080	\$3,463	\$12,464		\$10,625
March	\$29,014	\$6,024	\$31,089	\$1,982	\$20,650
April	\$48,077	\$49,489	\$52,552	\$29,810	\$60,950
May	\$32,380	\$28,762	\$38,249	\$44,537	\$60,950
June	\$49,637	\$36,474	\$48,877	\$17,875	\$55,750
July	\$55,354	\$26,421	\$32,945	\$500	\$18,500
August	\$32,922	\$22,031	\$43,473	\$732	\$17,500
September	\$25,836	\$23,464	\$50,552		\$25,275
October	\$25,968	\$80,686	\$60,179	\$20,294	\$63,000
November	\$43,891	\$46,191	\$38,539		\$21,900
December	\$11,311	\$5,515	\$24,285		\$14,900
Totals	\$369,988	\$329,926	\$437,188	\$116,563	\$372,075



2. **Golf** was under budget by \$10,750 or 7.9% for December and under budget by \$58,364 or 2.6% year-to-date. Merchandise was over budget by \$3,976 or 15.5% for the month and \$9,532 or 3.4% year-to-date. Year-to-date annual fees, cart rental, and greens fees made up the majority of the negative variance. The 18-hole equivalents were under by 449 in December and under budget by 724 year-to-date. See the below for additional information.



3. **Annual Fees** were under budget by \$5,392 or 3.7% for December and under budget by \$27,654 or 1.5% for year-to-date. See the following year-to-date detail:

Membership Type	2016 Actual	2016 Budget	Variance to Budget	Variance % to Budget	2015 Actual	Variance to 2015	Variance % to 2015
Fitness	\$562,078	\$556,686	\$5,392	1.0%	\$539,836	\$22,242	4.2%
Fish	\$39,221	\$38,613	\$608	1.6%	\$38,803	\$417	1.1%
Golf	\$951,297	\$997,456	(\$46,159)	-4.7%	\$861,912	\$89,384	10.4%
Range	\$8,301	\$12,640	(\$4,340)	-34.4%	\$74,893	(\$66,592)	-89.0%
Swim	\$95,490	\$81,625	\$13,865	16.9%	\$77,724	\$17,766	22.9%
Tennis	\$147,838	\$144,858	\$2,980	2.1%	\$140,111	\$7,727	5.3%

- B. Cost of Sales was over budget by \$5,763 or 8.5% for December and under budget by \$80,794 or 7.4% year-to-date. This variance was related to sales volumes at the Golf Shop. Year-to-Date Cost of Sales percentages for the Amenity Departments are detailed in the table below:

Cost-of-Sales	2016 Actual	2016 Budget	2015 Actual
Golf	71.92%	70.00%	71.34%
Marina	59.74%	67.00%	67.65%
Fitness	63.06%	65.00%	61.28%
Tennis	69.85%	69.00%	76.36%
Clubhouse	32.81%	33.63%	32.67%

- C. Payroll was over budget by \$5,683 or 2.0% for December and under budget by \$303,596 or 9.4% year-to-date.
- Clubhouse** was over budget by \$3,194 or 2.5% for the month and under budget by \$207,397 or 14.9% year-to-date. The monthly payroll percentage compared to budget was 23.90% over budget (121.80% vs 97.90%). The year-to-date payroll percentage compared to budget was 4.40% under budget (55.44% vs. 59.85%). Front of house labor was under projection and not having a Clubhouse Manager for January and most of February contributed to the year-to-date variance. In addition, Clubhouse was 4.77 FTE's under budget year-to-date.
 - Golf Maintenance** was under budget by \$1,934 or 2.6% for December and \$52,190 or 6.0% year-to-date. Hourly wages accounted for the majority of this positive variance.
- D. Operating expenses were over budget by \$5,683 or 2.0% for December and under budget by \$37,557 or 2.6% year-to-date.
- Clubhouse** was over budget by \$5,235 or 21.5% for the month and under budget by \$1,570 or 0.5% year-to-date. Multiple accounts were over budget with entertainment, computer support and linens being the majority for the month and positive variances in utilities. Year-to-date the operating expense percentage to revenue was 17.65% compared to a budget of 16.30%.
 - Golf Maintenance** was over budget by \$3,629 or 21.7% for the month and under budget by \$47,633 or 10.5% year-to-date. December's variance was comprised of negative variances in repair and maintenance and plants and shrubs. Year-to-date positive variances were in borrow pit, fertilizer, sod, repairs and maintenance, contract labor and vehicle gas. This is partially offset by overages in chemicals, grounds maintenance, and electricity.
 - Fitness Center** was under budget by \$1,505 or 8.8% for the month and under budget by \$8,711 or 4.2% year-to-date. Electricity was under budget in December. Repairs and maintenance and utilities made up the majority of year-to-date positive variance.
 - Marina** was under budget \$3,112 or 53.0% for December and over budget by \$19,252 or 24.3% year-to-date. Capitalizing a pontoon motor from May in minor tools accounted for the majority of the positive variance for the month and other repair and maintenance were the year-to-date variance.

Other Significant Information:

Balance Sheet:

BIG CANOE POA, INC.			
ASSETS			
	Current December 31, 2016	Current November 30, 2016	Prior Year December 31, 2015
CASH	\$2,488,949	\$2,439,614	\$4,271,477
RESTRICTED CASH	\$2,584,597	\$2,546,606	\$4,716,449
TOTAL CASH	\$5,073,546	\$4,986,220	\$8,987,926
OTHER ASSETS	\$784,917	\$745,043	\$817,000
FIXED ASSETS (Net of Accum. Depreciation)	\$36,658,761	\$36,774,808	\$27,564,735
TOTAL ASSETS	\$42,517,224	\$42,506,070	\$37,369,661
LIABILITIES AND PROPERTY OWNERS' EQUITY			
TOTAL CURRENT LIABILITIES	\$1,225,493	\$1,105,162	\$1,122,960
LONG TERM DEBT including Current Portion and Derivative	\$9,905,512	\$9,981,248	\$6,848,701
PROPERTY OWNER EQUITY	\$31,386,219	\$31,419,661	\$29,398,001
TOTAL LIABILITIES AND EQUITY	\$42,517,224	\$42,506,070	\$37,369,661

Capital: The POA has committed to 44 capital projects totaling \$2,520,996 including the driving range, cart fleet replacement and road paving.

- Purchase of Big Canoe Company land and buildings was completed on April 14.
- Driving range is on schedule, permit has been received, construction completed. Driving range opened on September 7.
- Request for qualifications from ten contractors were sent out at the beginning of the March for the build/design of Fire Station # 3. The committee received five qualification packets in March and has chosen four contractors to send the bids after civil engineering work has been completed. Fire Station mandatory pre-bid meeting was held on September 28. Three of the four contractors were present. Bids were due back on October 26. Due to the higher than anticipated bids, the fire station committee is working on alternatives for value engineering the fire station.
- New carts were delivered Monday, March 14.
- Don Watson was on property in January to evaluate the roads. The POA received the report at the end of March. Three percent of the roads are in poor or very poor condition compared to twenty percent ten years ago. The website has the 2016 schedule of roads to be paved. There was about a week delay due repairs at the asphalt plant. Paving has been completed. All road striping has been completed for the year. Shoulder work will be ongoing through the end of the year.
- A portion of the Swim Club renovations were approved at the April Board meeting. Renovations have been completed. Expect to see more details for continued renovations in the February.
- Choctaw course cart paths were paved except two holes due to bridge concerns.
- Gate operator (automatic gates) capital request was approved at the May Board meeting. The project was completed in July.
- Public Safety radio repeater project has been completed by contractor. It will be finalized once Windstream completes the work.

Year-to-Date Major Expenditures:

	Actual	Budget	Completed
Canoe Lodge Remodel	\$14,643	\$20,407	Yes
Postal Facility Boxes	\$14,438	\$25,000	Yes
Internet Engineering	\$48,160	N/A	No
Computer Equipment	\$34,102	\$35,000	No

	<u>Actual</u>	<u>Budget</u>	<u>Completed</u>
Hobie Cat Kayak (5x)	\$13,185	\$13,200	Yes
Road Paving/Shoulder Work	\$917,580	\$1,100,000	Yes
Road Sign Replacement	\$10,307	\$45,000	No
Club Car (102), Range Picker, Utility Car and Shuttles including trade-in	\$336,010	\$400,000	Yes
Driving Range Fixtures	\$18,310	\$15,000	Yes
Fitness Center Lighting	\$14,210	\$15,000	Yes
Fitness Equipment	\$14,197	\$35,000	Yes
Desert Aire System repair	\$26,664	N/A	Yes
Swim Club Remodel	\$56,160	\$60,000	Yes
Paddle Boats	\$10,979	\$13,000	Yes
Fire Station	\$38,974	\$500,000	No
Gate System	\$59,631	\$60,000	Yes
Radio Repeater	\$39,603	\$40,000	No
Cart Path Paving including rejuvenation	\$246,350	\$195,000	Yes
Driving Range	\$388,166	\$385,198	No
Utility vehicles (2x) - Golf Maintenance	\$17,777	\$23,000	Yes
Greens Mowers and Trailers	\$75,741	\$86,000	Yes
Other Capital Projects	\$110,017	\$153,150	
Totals	\$2,505,204	\$3,218,955	

Full-Time Equivalent Employees totaled 153.57 compared to a budget of 164.97 for year-to-date. The FTE calculation excluding Food & Beverage was 110.98 compared to the budget of 117.61.

Property Sales: Year-to-Date total property sales were 278. In comparison, property sales for 2015 and 2014 were 247 and 193 respectively. The graph below depicts sales by month/year.

New Lots & Homes

Description	Actual	Budget	Annual Budget
New Lots	3	15	15
New Homes	32	34	34

Village Core Income Statement:

Purchase Income and Expenses		
2016		
	December	Y-T-D
Income		
Rental Income	9,583.33	82,380.53
Difference in Assessments	(3,481.50)	(31,333.50)
Total Income	6,101.83	51,047.03
Expenses		
Property Taxes	3,729.33	29,834.64
Property Insurance	964.29	6,750.03
Other Expenses	2,002.72	14,191.83
Total Expenses	6,696.34	50,776.50
Net Income/(Loss)	(594.51)	270.53

BIG CANOE POA, INC.
COMPARATIVE BALANCE SHEET
as of December 31, 2016

	ASSETS		
	Current December 31, 2016	Current November 30, 2016	Prior Year December 31, 2015
CASH	\$ 2,488,949	\$ 2,439,614	\$ 4,271,477
RESTRICTED CASH	2,584,597	2,546,606	4,716,449
ACCOUNTS RECEIVABLE - Net	182,954	163,871	314,965
INVENTORY	235,683	260,570	270,103
OTHER CURRENT ASSETS	366,279	320,602	231,933
FIXED ASSETS (Net of Accum. Depreciation)	36,658,761	36,774,808	27,564,735
TOTAL ASSETS	\$ 42,517,224	\$ 42,506,070	\$ 37,369,661

LIABILITIES AND PROPERTY OWNERS' EQUITY

	LIABILITIES AND PROPERTY OWNERS' EQUITY		
	Current December 31, 2016	Current November 30, 2016	Prior Year December 31, 2015
TRADE ACCOUNTS PAYABLE	\$ 323,692	\$ 252,335	\$ 269,640
SALARY & WAGES PAYABLE	336,988	267,272	279,382
TAXES PAYABLE	29,277	7,194	46,163
OTHER PAYABLES & ACCRUED LIABILITIES	519,592	566,302	373,610
NOTES PAYABLE -CURRENT PORTION	920,814	918,296	1,767,218
DEFERRED INCOME	15,944	12,060	154,164
TOTAL LIABILITIES	2,146,307	2,023,458	2,890,178
LONG TERM DEBT	8,984,698	9,062,952	4,471,155
DERIVATIVE FINANCIAL INSTRUMENTS	-	-	610,327
EQUITY AT END OF FISCAL YEAR	29,398,001	29,398,001	28,385,951
CURRENT YEAR PROFIT (LOSS)	1,988,218	2,021,660	1,012,049
TOTAL LIABILITIES AND EQUITY	\$ 42,517,224	\$ 42,506,070	\$ 37,369,661

\$ - \$ - \$ -

Debt to Equity Ratio	0.35	0.35	0.27
Cash Ratio	1.16	1.21	1.48

Statement of Cash Flows
December 31, 2016

Operating Activities	December
Excess of Revenues over Expenses	\$ 979,219
Restricted Fund Income	\$ 936,314
Adjusted Excess Rev. over Expense	<u>\$ 1,915,533</u>
Adjustments to reconcile Excess Revenue over Expenses to net cash provided by operating activities:	
Depreciation	\$ 2,791,526
<i>Changes in Assets and Liabilities</i>	
Decrease in Accounts Receivable	\$ 103,375
Decrease in Inventory	\$ 34,420
Increase in Prepaids	\$ (134,347)
Increase in Accounts Payable	\$ 2,307
Increase in Salaries & Wages Payable	\$ 57,606
Decrease in Taxes Payable	\$ (11,593)
Increase in Accrued Liabilities	\$ 192,433
Decrease in Deferred Income	\$ (109,584)
Total Adjustments	<u>\$ 2,926,143</u>
Investing Activities	
FMV of Swap/Brokerage Accounts	\$ 31,658
Equipment Disposals	\$ (349)
Acquisition of Big Canoe Company Property	\$ (9,380,000)
Acquisition of Property & Equipment	\$ (2,505,204)
Net cash used in investing activities	<u>\$ (11,853,895)</u>
Financing Activities	
Loan for Property Purchase and Re-financing Amenity Loan	\$ 10,500,000
Swap Breakage	\$ (569,300)
Principal payments on Fitness Loan	\$ (1,528,899)
Principal payments on Amenity Loan	\$ (4,709,474)
Principal payments on Purchase/Amenity Loan	\$ (594,488)
Net cash used in financing activities	<u>\$ 3,097,839</u>
Change in cash and cash equivalents	\$ (3,914,380)
Beginning Cash Balance	\$ 8,987,926
Cash Balance	<u>\$ 5,073,546</u>
Less: Restricted Cash- Capital Reserves	(2,584,597)
Architectural Control Accounts	(438,038)
Operating Cash at 12/31/2016	<u>\$ 2,050,911</u>
Cash Balance 12/31/2016 as presented at February Town Hall Meeting	<u>\$ 1,595,090</u>

BIG CANOE POA, INC.
INCOME FROM OPERATIONS DECEMBER 31, 2016

Month						
Actual December 2016	Budget December 2016	Variance to Budget	Variance % to Budget	Prior Year December 2015	Variance to Prior Year	Variance % to Prior year
\$ 691,727	\$ 693,677	\$ (1,950)	-0.3%	\$ 663,115	\$ 28,612	4.3%
54,376	41,270	13,106	24.1%	41,883	\$ 12,493	29.8%
\$ 746,103	\$ 734,947	\$ 11,156	1.5%	\$ 704,998	\$ 41,105	5.8%
(144,545)	(144,726)	181	0.1%	(132,113)	\$ (12,431)	-9.4%
(5,338)	(5,417)	79	1.5%	(6,528)	\$ 1,190	18.2%
(38,421)	(57,065)	18,644	48.5%	(27,730)	\$ (10,691)	-38.6%
(104,607)	(105,945)	1,338	1.3%	(140,578)	\$ 35,971	25.6%
(114,692)	(114,343)	(349)	-0.3%	(134,246)	\$ 19,554	14.6%
(9,411)	(6,333)	(3,078)	-0.2%	(8,000)	\$ (1,412)	-17.6%
(74,413)	(62,271)	(12,142)	-16.3%	(80,860)	\$ 6,447	8.0%
(491,426)	(496,100)	4,674	1.0%	(530,054)	\$ 38,628	7.3%
(104,693)	(71,163)	(33,530)	-32.0%	(47,415)	\$ (57,278)	-120.8%
(29,835)	(12,995)	(16,840)	-56.4%	(49,779)	\$ 19,944	40.1%
21,480	19,909	1,571	7.3%	19,514	\$ 1,966	10.1%
(6,681)	(2,929)	(3,752)	-56.2%	(697)	\$ (5,983)	-857.9%
(1,787)	(2,987)	1,200	67.1%	(2,685)	\$ 898	33.4%
6,880	4,229	2,651	38.5%	2,587	\$ 4,293	165.9%
(13,836)	(10,887)	(2,949)	-21.3%	(11,866)	\$ (1,970)	-16.6%
(128,472)	(76,823)	(51,649)	40.2%	(90,341)	(38,131)	-42.2%
126,205	162,024	(35,819)	-28.4%	84,603	41,602	49.2%
\$ 241,186	\$ 244,594	3,408	1.4%	\$ 225,499	\$ 15,687	7.0%
(114,981)	(82,570)	(32,411)	-28.2%	(140,896)	\$ 25,915	18.4%
-	-	-		-	\$ -	
-	-	-		(168,437)	\$ 168,437	
\$ (114,981)	\$ (82,570)	\$ (32,411)	-28.2%	\$ (309,333)	\$ 194,352	62.8%

Year-to-Date							
Actual December 2016	Budget December 2016	Variance to Budget	Variance % to Budget	Prior Year December 2015	Variance to Prior Year	Variance % to Prior year	
General Operating Revenue							
Monthly POA Assessments	\$ 8,249,770	\$ 8,299,430	\$ (49,660)	-0.6%	\$ 7,933,214	\$ 316,556	4.0%
Other General Revenue	348,480	248,290	100,190	28.8%	263,066	\$ 85,414	32.5%
Total General Operating Revenue	\$ 8,598,251	\$ 8,547,720	\$ 50,531	0.6%	\$ 8,196,280	\$ 401,970	4.9%
Utilization of General Operating Revenue							
Operating Department Net Expense							
Administration	(1,507,575)	(1,465,148)	(42,427)	-2.8%	(1,402,240)	\$ (105,335)	-7.5%
Architectural Environmental Control	(19,827)	(27,714)	7,887	39.8%	(38,673)	\$ 18,847	48.7%
Grounds, Landscaping and Environmental							
Protection	(481,402)	(652,542)	171,140	35.6%	(481,467)	\$ 65	0.0%
Public Works including Housekeeping	(1,220,823)	(1,300,974)	80,151	6.6%	(1,294,557)	\$ 73,734	5.7%
Public Safety	(1,219,045)	(1,255,379)	36,334	3.0%	(1,268,193)	\$ 49,148	3.9%
Property Owners' Activities	(85,993)	(65,853)	(20,140)	-23.4%	(70,887)	\$ (15,107)	-21.3%
Property Tax, Insurance, Interest, Taxes	(809,673)	(831,811)	22,138	2.7%	(888,434)	\$ 78,761	8.9%
Operating Department Expenditures	(5,344,338)	(5,599,421)	255,083	4.8%	(5,444,451)	\$ 100,113	1.8%
Amenities Operations							
Clubhouse	(192,685)	(295,472)	102,788	53.3%	(377,440)	\$ 184,755	48.9%
Golf Operations, incl. Maintenance	252,028	198,879	53,149	21.1%	106,911	\$ 145,117	135.7%
Fitness Center	294,379	263,824	30,555	10.4%	255,455	\$ 38,924	15.2%
Tennis	3,080	(6,564)	9,644	313.1%	(11,934)	\$ 15,014	125.8%
Swim	51,040	37,566	13,474	26.4%	15,268	\$ 35,772	234.3%
Lakes and Marina	217,017	196,514	20,503	9.4%	146,459	\$ 70,559	48.2%
Amenity Management	(129,678)	(128,936)	(742)	-0.6%	(127,730)	\$ (1,948)	-1.5%
Amenity Gain (Loss) Before Depreciation	495,183	265,811	229,372	46.3%	6,990	488,193	-6984.2%
Net Inc. (Loss) Before Extraordinary Items & Depreciation	3,749,095	3,214,110	534,985	14.3%	2,758,819	990,276	35.9%
Depreciation	\$ 2,791,526	\$ 2,824,215	32,689	1.2%	2,687,447	\$ 104,079	3.9%
Net Inc.(Loss) Before Extraordinary Items and Asset Disposal Gain/(Loss)	957,569	389,895	567,674	59.3%	71,372	\$ 886,197	1241.7%
Extraordinary Items/Storm Damage	-	-	-		(116,059)	\$ 116,059	
Asset Disposal Gain/(Loss)	21,650	-	21,650		(180,302)	\$ 201,952	
Net Income (Loss)	\$ 979,219	\$ 389,895	\$ 589,324	60.2%	\$ (224,989)	\$ 1,204,208	535.2%
Cash Summary							
Net Income/(Loss) from Operations	\$ 979,219	\$ 389,895	\$ 589,324		\$ (224,989)		
Add back Depreciation & Asset Disposal	\$ 2,769,877	\$ 2,824,215	\$ (54,338)		\$ 2,867,749		
Amount Generated for Funding of Reserves, Debt Retirement, Capital Additions and Improvements before Extrordinary Items	\$ 3,749,095	\$ 3,214,110	\$ 534,985		\$ 2,642,760		

BIG CANOE POA, INC.
CONSOLIDATED STATEMENT OF OPERATIONS AND RESTRICTED FUNDS
DECEMBER 31, 2016

<u>Month</u>					<u>Month and Year-to-Date</u>			
<u>Actual December 2016</u>	<u>Budget December 2016</u>	<u>Variance to Budget</u>	<u>Prior Year December 2015</u>		<u>Actual December 2016</u>	<u>Budget December 2016</u>	<u>Variance to Budget</u>	<u>Prior Year December 2015</u>
(114,981)	(82,570)	(32,411)	(309,333)	Net Income (Loss) from Operations	979,219	389,895	589,324	(224,989)
78,072	79,758	(1,686)	75,590	Total Restricted Funds Income	936,314	950,757	(14,443)	932,861
<u>(36,909)</u>	<u>(2,812)</u>	<u>(34,097)</u>	<u>(233,743)</u>		<u>1,915,533</u>	<u>1,340,652</u>	<u>574,881</u>	<u>707,871</u>

**BIG CANOE POA, INC.
 COMPREHENSIVE INCOME
 FOR THE YEAR ENDED DECEMBER 31, 2016**

Month			
Actual December 2016	Budget December 2016	Variance to Budget	Prior Year December 2015
(36,909)	(2,812)	(34,097)	(233,743)
-	-	-	3,027
3,468	-	3,468	38,593
-	-	-	-
<u>(33,442)</u>	<u>(2,812)</u>	<u>(30,630)</u>	<u>(192,123)</u>

Net Income/(Loss) From Operations
Other Comprehensive Gain/(Loss)
Change in FMV of Swap Instrument
Change in FMV of Brokerage Accts (CR & DR)
Termination of Swap Agreement
Total Comprehensive Income (Loss)

Month and Year-to-Date			
Actual December 2016	Budget December 2016	Variance to Budget	Prior Year December 2015
1,915,533	1,340,652	574,881	707,871
-	-	-	25,360.09
31,658	-	31,658	278,817.96
41,027	-	41,027	-
<u>1,988,218</u>	<u>1,340,652</u>	<u>647,566</u>	<u>1,012,049</u>

Big Canoe POA
Financial Summary of Income from Operations
For the Year Ended December 31, 2016

December					Year-to-Date					
2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.		2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.
					General Operating Revenues:					
691,727	693,677	-0.28%	663,115	4.31%	General Assessments	8,249,770	8,299,430	-0.60%	7,933,214	3.99%
54,376	41,270	31.76%	41,883	29.83%	Other Operating Revenue	348,480	248,290	40.35%	263,066	32.47%
746,103	734,947	1.52%	704,998	5.83%	Total General Operating Revenues	8,598,251	8,547,720	0.59%	8,196,280	4.90%
(491,426)	(496,100)	0.94%	(530,054)	7.29%	Operating Department Expenditures	(5,344,338)	(5,599,421)	4.56%	(5,444,451)	1.84%
(128,472)	(76,823)	-67.23%	(90,341)	-42.21%	Amenity Net Income/(Loss)	495,183	265,811	-86.29%	6,990	7184.25%
126,205	162,024	-22.11%	84,603	49.17%	Net Income/(Loss) Before Depreciation	3,749,095	3,214,110	16.64%	2,758,819	35.89%
-	-	0.00%	-	0.00%	Extraordinary Items/Storm Damage	-	-	0.00%	(116,059)	0.00%
241,186	244,594	1.39%	393,936	38.78%	Depreciation & Asset Gain/Loss-Disposal	2,769,877	2,824,215	1.92%	2,867,749	3.41%
(114,981)	(82,570)	-239.25%	(309,333)	-62.83%	Net Income/(Loss)	979,219	389,895	151.15%	(224,989)	535.23%
					Operating Departments Results					
(144,545)	(144,726)	0.13%	(132,113)	-9.41%	Administration	(1,507,575)	(1,465,148)	-2.90%	(1,402,240)	-7.51%
(5,338)	(5,417)	1.46%	(6,528)	18.23%	Architectural Environmental Control	(19,827)	(27,714)	28.46%	(38,673)	48.73%
(10,294)	(12,467)	17.43%	(13,153)	21.74%	Housekeeping	(122,705)	(135,043)	9.14%	(139,524)	12.05%
(3,109)	(22,256)	86.03%	8,878	-135.02%	Environmental Protection	(59,767)	(171,832)	65.22%	(60,588)	1.36%
(35,312)	(34,809)	-1.44%	(36,608)	3.54%	Grounds & Landscaping	(421,636)	(480,710)	12.29%	(420,880)	-0.18%
(94,313)	(93,478)	-0.89%	(127,424)	25.99%	Public Works	(1,098,119)	(1,165,931)	5.82%	(1,155,033)	4.93%
(114,692)	(114,343)	-0.31%	(134,246)	14.57%	Public Safety	(1,219,045)	(1,255,379)	2.89%	(1,268,193)	3.88%
(9,411)	(6,333)	-48.61%	(8,000)	-17.65%	POA Activities	(85,993)	(65,853)	-30.58%	(70,887)	-21.31%
(74,413)	(62,271)	-19.50%	(80,860)	7.97%	Property Tax, Insurance, Interest	(809,673)	(831,811)	2.66%	(888,434)	8.87%
(491,426)	(496,100)	0.94%	(530,054)	7.29%	Operating Department Expenditures	(5,344,338)	(5,599,421)	4.56%	(5,444,451)	1.84%
					Operating Departments P&L					
					Revenues:					
5,313	3,400	56.25%	3,876	37.05%	Architectural Environmental Control	102,922	83,930	22.63%	78,052	31.86%
-	-	0.00%	-	0.00%	Environmental Protection	50	-	0.00%	1,100	0.00%
-	-	0.00%	1,117	-100.00%	Grounds & Landscaping	927	42,800	-97.84%	47,754	-98.06%
20,205	15,145	33.41%	10,469	92.99%	Public Works	260,109	181,740	43.12%	170,447	52.60%
1,787	13,570	-86.83%	2,838	-37.02%	Public Safety	43,831	60,840	-27.96%	60,438	-27.48%
75	2,405	-96.88%	2,493	-96.99%	POA Activities	65,285	67,160	-2.79%	38,990	67.44%
27,380	34,520	-20.68%	20,794	31.67%	Total Revenues	473,124	436,470	8.40%	396,781	19.24%
					Cost of Sales:					
2,166	1,120	-93.39%	2,019	-7.30%	Public Works	23,500	13,440	-74.85%	17,727	-32.57%
2,166	1,120	-93.39%	2,019	-7.30%	Total Cost of Sales	23,500	13,440	-74.85%	17,727	-32.57%
					Payroll Expenses:					
92,909	70,398	-31.98%	98,652	5.82%	Administration	858,012	840,808	-2.05%	848,580	-1.11%
8,935	6,801	-31.38%	9,099	1.80%	Architectural Environmental Control	82,427	81,175	-1.54%	81,561	-1.06%
8,182	10,159	19.46%	9,663	15.33%	Housekeeping	93,067	104,244	10.72%	103,518	10.10%
3,079	2,454	-25.47%	2,649	-16.22%	Environmental Protection	30,126	29,244	-3.02%	30,304	0.59%
30,872	31,163	0.93%	32,851	6.02%	Grounds & Landscaping	304,842	350,418	13.01%	335,465	9.13%
69,833	69,106	-1.05%	72,071	3.11%	Public Works	703,684	738,716	4.74%	709,441	0.81%
101,648	110,195	7.76%	113,144	10.16%	Public Safety	1,062,257	1,095,936	3.07%	1,093,534	2.86%
6,333	4,670	-35.61%	7,310	13.37%	POA Activities	62,866	62,104	-1.23%	40,610	-54.81%
321,791	304,946	-5.52%	345,439	6.85%	Total Payroll Expenses	3,197,283	3,302,645	3.19%	3,243,012	1.41%
					Operating Expenses:					
51,635	74,328	30.53%	33,462	-54.31%	Administration	649,563	624,340	-4.04%	553,660	-17.32%
1,715	2,016	14.92%	1,306	-31.37%	Architectural Environmental Control	40,321	30,469	-32.34%	35,164	-14.67%
2,112	2,308	8.50%	3,490	39.49%	Housekeeping	29,637	30,799	3.77%	36,006	17.69%
30	19,802	99.85%	(11,527)	100.26%	Environmental Protection	29,691	142,588	79.18%	31,383	5.39%
4,440	3,646	-21.77%	4,875	8.92%	Grounds & Landscaping	117,720	173,092	31.99%	133,169	11.60%
42,519	38,397	-10.74%	63,804	33.36%	Public Works	631,044	595,515	-5.97%	598,313	-5.47%
14,832	17,718	16.29%	23,940	38.05%	Public Safety	200,619	220,283	8.93%	235,097	14.67%
3,153	4,068	22.48%	3,182	0.91%	POA Activities	88,412	70,909	-24.68%	69,266	-27.64%
74,413	62,271	-19.50%	80,860	7.97%	Property Tax, Insurance, Interest	809,673	831,811	2.66%	888,434	8.87%
194,849	224,554	13.23%	203,390	4.20%	Total Operating Expenses	2,596,679	2,719,806	4.53%	2,580,493	-0.63%
(491,426)	(496,100)	0.94%	(530,054)	7.29%	Operating Department Expenditures	(5,344,338)	(5,599,421)	4.56%	(5,444,451)	1.84%

Big Canoe POA
Financial Summary of Income from Operations
For the Year Ended December 31, 2016

December					Year-to-Date					
2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.		2016	Budget	Variance % to Budget	2015	Variance % to Last Yr.
Amenity Operating Results										
(104,693)	(71,163)	-47.12%	(47,415)	-120.80%	Clubhouse	(192,685)	(295,472)	34.79%	(377,440)	48.95%
64,824	79,998	-18.97%	61,971	4.60%	Golf Operations	1,482,374	1,529,173	-3.06%	1,411,675	5.01%
(94,659)	(92,993)	-1.79%	(111,750)	15.29%	Golf Maintenance	(1,230,346)	(1,330,294)	7.51%	(1,304,764)	5.70%
21,480	19,909	7.89%	19,514	10.08%	Fitness Center	294,380	263,824	11.58%	255,455	15.24%
(6,681)	(2,929)	-128.08%	(697)	-1057.93%	Tennis	3,080	(6,564)	146.93%	(11,934)	125.81%
(1,787)	(2,987)	159.84%	(2,685)	166.57%	Swim	51,040	37,566	35.87%	15,268	234.29%
6,880	4,229	62.68%	2,587	165.93%	Lakes & Marina	217,017	196,514	10.43%	146,459	48.18%
(13,836)	(10,887)	-27.09%	(11,866)	-16.60%	Amenity Management	(129,678)	(128,936)	-0.58%	(127,730)	-1.53%
(128,472)	(76,823)	-67.23%	(90,341)	-42.21%	Amenity Net Income/(Loss)	495,183	265,811	86.29%	6,990	-6984.25%
Amenity P&L										
Revenues:										
103,733	129,616	-19.97%	131,969	-21.40%	Clubhouse	2,083,923	2,271,104	-8.24%	2,196,248	-5.11%
126,862	137,612	-7.81%	126,340	0.41%	Golf Operations	2,221,731	2,280,095	-2.56%	2,152,290	3.23%
30	-	0.00%	190	-84.20%	Golf Maintenance	126	-	0.00%	478	-73.71%
59,722	59,199	0.88%	58,432	2.21%	Fitness Center	692,746	682,356	1.52%	664,754	4.21%
15,029	14,278	5.26%	14,324	4.92%	Racquet Club	206,259	212,238	-2.82%	200,551	2.85%
97	-	0.00%	(2)	6162.50%	Swim	278,291	265,325	4.89%	259,220	7.36%
18,001	18,266	-1.45%	17,526	2.72%	Lakes & Marina	412,583	377,115	9.41%	338,433	21.91%
-	-	0.00%	-	0.00%	Amenity Management	-	-	0.00%	-	0.00%
323,475	358,971	-9.89%	348,780	-7.26%	Total Revenues	5,895,658	6,088,233	-3.16%	5,811,975	1.44%
Cost of Sales:										
45,423	46,206	1.69%	44,608	-1.83%	Clubhouse	705,295	786,296	10.30%	738,057	4.44%
41.47%	34.74%	-19.38%	32.04%	-29.43%	Clubhouse % of Sales	32.81%	33.63%	2.44%	32.67%	-0.42%
22,871	18,027	-26.87%	20,891	-209.48%	Golf Operations	252,044	240,229	-4.92%	238,205	-5.81%
76.93%	70.00%	-9.91%	74.96%	-2.64%	Golf Operations % of Sales	71.92%	70.00%	-2.74%	71.34%	-0.81%
-	-	0.00%	-	0.00%	Swim Club	271	780	65.20%	651	58.31%
2,105	2,210	4.74%	1,878	-212.09%	Fitness Center	17,566	19,968	12.03%	19,414	9.52%
59.63%	65.00%	8.26%	60.63%	1.65%	Fitness Center % of Sales	63.06%	65.00%	2.99%	61.28%	-2.90%
2,776	966	-187.39%	829	-234.98%	Racquet Club	31,306	35,960	12.94%	34,971	10.48%
120.23%	69.00%	-74.24%	63.98%	-87.92%	Racquet Club % of Sales	69.85%	69.00%	-1.23%	76.36%	8.52%
465	469	0.92%	546	14.93%	Lakes & Marina	12,697	16,740	24.15%	13,267	4.29%
81.40%	67.00%	-21.50%	80.98%	-0.53%	Lakes & Marina % of Sales	59.74%	67.01%	10.84%	67.65%	11.69%
73,641	67,878	-8.49%	68,753	-7.11%	Total Cost of Sales	1,019,179	1,099,973	7.35%	1,044,565	2.43%
249,834	291,093	-14.17%	280,027	-10.78%	Gross Margin	4,876,479	4,988,260	-2.24%	4,767,410	2.29%
Payroll Expenses:										
133,421	130,227	-2.45%	106,204	-25.63%	Clubhouse	1,191,898	1,399,295	14.82%	1,442,762	17.39%
121.80%	97.90%	-24.41%	76.27%	-59.69%	Clubhouse % of Sales	55.44%	59.85%	7.36%	63.87%	13.19%
30,928	31,915	3.09%	32,927	6.07%	Golf Operations	375,494	387,924	3.20%	364,610	-2.99%
74,308	76,241	2.54%	77,286	3.85%	Golf Maintenance	824,725	876,915	5.95%	829,118	0.53%
20,379	19,817	-2.84%	18,941	-7.59%	Fitness Center	181,919	190,971	4.74%	177,960	-2.22%
15,128	11,797	-28.24%	10,680	-41.66%	Racquet Club	125,273	133,819	6.39%	129,959	3.61%
-	889	100.00%	122	100.00%	Swim	62,935	75,890	17.07%	42,880	-46.77%
7,892	7,691	-2.61%	8,206	3.83%	Lakes & Marina	84,116	84,361	0.29%	85,043	1.09%
12,229	10,026	-21.97%	10,682	-14.48%	Amenity Management	109,617	110,398	0.71%	102,551	-6.89%
294,286	288,603	-1.97%	265,048	-11.03%	Total Payroll Expenses	2,955,977	3,259,573	9.31%	3,174,882	6.89%
Operating Expenses:										
29,581	24,346	-21.50%	28,572	-3.53%	Clubhouse	379,415	380,985	0.41%	392,869	3.42%
8,239	7,672	-7.38%	10,550	21.91%	Golf Operations	111,819	122,769	8.92%	137,801	18.85%
20,381	16,752	-21.66%	34,653	41.18%	Golf Maintenance	405,746	453,379	10.51%	476,124	14.78%
15,758	17,263	8.72%	18,099	12.94%	Fitness Center	198,882	207,593	4.20%	211,924	6.15%
3,805	4,444	14.37%	3,513	-8.31%	Racquet Club	46,600	49,023	4.94%	47,555	2.01%
1,884	2,098	10.18%	2,561	26.43%	Swim	164,044	151,089	-8.57%	200,421	18.15%
2,765	5,877	52.95%	6,186	55.30%	Lakes & Marina	98,752	79,500	-24.22%	93,664	-5.43%
1,607	861	-86.61%	1,184	-35.70%	Amenity Management	20,062	18,538	-8.22%	25,179	20.32%
84,020	79,313	-5.94%	105,320	20.22%	Total Operating Expenses	1,425,319	1,462,876	2.57%	1,585,537	10.10%
(128,472)	(76,823)	-67.23%	(90,341)	-42.21%	Amenity Net Income/(Loss)	495,183	265,811	86.29%	6,990	7184.25%

Big Canoe POA
Financial Summary of Income from Operations
For the Year Ended December 31, 2016

December							Year-to-Date							
2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		
					to Last Year	Variance % to Last Yr.						to Last Year	Variance % to Last Yr.	
Operating Departments														
General Operating Revenues														
691,727	693,677	(1,950)	-0.28%	663,115	28,612	4.31%	Monthly POA Assessments	8,249,770	8,299,430	(49,660)	-0.60%	7,933,214	316,556	3.99%
54,376	41,270	13,106	31.76%	41,883	12,493	29.83%	Other General Revenue	348,480	248,290	100,190	40.35%	263,066	85,414	32.47%
746,103	734,947	11,156	1.52%	704,998	41,105	5.83%	Total General Operating Revenues	8,598,251	8,547,720	50,531	0.59%	8,196,280	401,970	4.90%
Administration														
(92,909)	(70,398)	(22,511)	-31.98%	(98,652)	5,742	5.82%	Payroll Expenses	(858,012)	(840,808)	(17,204)	-2.05%	(848,580)	(9,432)	-1.11%
(51,635)	(74,328)	22,693	30.53%	(33,462)	(18,173)	-54.31%	Operating Expenses	(649,563)	(624,340)	(25,223)	-4.04%	(553,660)	(95,902)	-17.32%
(144,545)	(144,726)	181	0.13%	(132,113)	(12,431)	-9.41%	Net Income/(Loss)	(1,507,575)	(1,465,148)	(42,427)	-2.90%	(1,402,240)	(105,335)	-7.51%
Architectural Environmental Control														
5,313	3,400	1,913	56.25%	3,876	1,436	37.05%	Revenues	102,922	83,930	18,992	22.63%	78,052	24,870	31.86%
(8,935)	(6,801)	(2,134)	-31.38%	(9,099)	164	1.80%	Payroll Expenses	(82,427)	(81,175)	(1,252)	-1.54%	(81,561)	(866)	-1.06%
(1,715)	(2,016)	301	14.92%	(1,306)	(410)	-31.37%	Operating Expenses	(40,321)	(30,469)	(9,852)	-32.34%	(35,164)	(5,157)	-14.67%
(5,338)	(5,417)	79	1.46%	(6,528)	1,190	18.23%	Net Income/(Loss)	(19,827)	(27,714)	7,887	28.46%	(38,673)	18,847	48.73%
Grounds, Landscaping and Environmental Control														
-	-	-	0.00%	1,117	(1,117)	-100.00%	Revenues	977	42,800	(41,823)	-97.72%	48,854	(47,877)	-98.00%
(33,951)	(33,617)	(334)	-0.99%	(35,500)	1,549	4.36%	Payroll Expenses	(334,968)	(379,662)	44,694	11.77%	(365,769)	30,801	8.42%
(4,470)	(23,448)	18,978	80.94%	6,653	(11,123)	-167.20%	Operating Expenses	(147,410)	(315,680)	168,270	53.30%	(164,552)	17,141	10.42%
(38,421)	(57,065)	18,644	32.67%	(27,730)	(10,691)	-38.55%	Net Income/(Loss)	(481,402)	(652,542)	171,140	26.23%	(481,467)	65	0.01%
Public Works including Housekeeping														
20,205	15,145	5,060	33.41%	10,469	9,735	92.99%	Revenues	260,109	181,740	78,369	43.12%	170,447	89,662	52.60%
(2,166)	(1,120)	(1,046)	-93.39%	(2,019)	(147)	-7.30%	Cost of Sales	(23,500)	(13,440)	(10,060)	-74.85%	(17,727)	(5,773)	-32.57%
(78,015)	(79,265)	1,250	1.58%	(81,735)	3,720	4.55%	Payroll Expenses	(796,751)	(842,960)	46,209	5.48%	(812,959)	16,207	1.99%
(44,631)	(40,705)	(3,926)	-9.64%	(67,293)	22,663	33.68%	Operating Expenses	(660,681)	(626,314)	(34,367)	-5.49%	(634,319)	(26,363)	-4.16%
(104,607)	(105,945)	1,338	1.26%	(140,578)	35,971	25.59%	Net Income/(Loss)	(1,220,823)	(1,300,974)	80,151	6.16%	(1,294,557)	73,734	5.70%
Public Safety														
1,787	13,570	(11,783)	-86.83%	2,838	(1,051)	-37.02%	Revenues	43,831	60,840	(17,009)	-27.96%	60,438	(16,607)	-27.48%
(101,648)	(110,195)	8,547	7.76%	(113,144)	11,496	10.16%	Payroll Expenses	(1,062,257)	(1,095,936)	33,679	3.07%	(1,093,534)	31,276	2.86%
(14,832)	(17,718)	2,886	16.29%	(23,940)	9,108	38.05%	Operating Expenses	(200,619)	(220,283)	19,664	8.93%	(235,097)	34,478	14.67%
(114,692)	(114,343)	(349)	-0.31%	(134,246)	19,554	14.57%	Net Income/(Loss)	(1,219,045)	(1,255,379)	36,334	2.89%	(1,268,193)	49,148	3.88%
Property Owner Activities														
75	2,405	(2,330)	-96.88%	2,493	(2,418)	-96.99%	Revenues	65,285	67,160	(1,876)	-2.79%	38,990	26,295	67.44%
(6,333)	(4,670)	(1,663)	-35.61%	(7,310)	977	13.37%	Payroll Expenses	(62,866)	(62,104)	(762)	-1.23%	(40,610)	(22,256)	-54.81%
(3,153)	(4,068)	915	22.48%	(3,182)	29	0.91%	Operating Expenses	(88,412)	(70,909)	(17,503)	-24.68%	(69,266)	(19,145)	-27.64%
(9,411)	(6,333)	(3,078)	-48.61%	(8,000)	(1,412)	-17.65%	Net Income/(Loss)	(85,993)	(65,853)	(20,140)	-30.58%	(70,887)	(15,107)	-21.31%

Big Canoe POA
Financial Summary of Income from Operations
For the Year Ended December 31, 2016

December							Year-to-Date							
2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		
					to Last Year	Variance % to Last Yr.						to Last Year	Variance % to Last Yr.	
							Property Tax, Insurance, Interest							
(47,347)	(35,620)	(11,727)	-32.92%	(41,063)	(6,285)	-15.30%	Property Tax and Insurance	(458,698)	(427,440)	(31,258)	-7.31%	(418,967)	(39,731)	-9.48%
(27,065)	(26,651)	(414)	-1.55%	(39,797)	12,732	31.99%	Interest	(350,975)	(404,371)	53,396	13.20%	(469,467)	118,492	25.24%
(74,413)	(62,271)	(12,142)	-19.50%	(80,860)	6,447	7.97%	Total Expenses	(809,673)	(831,811)	22,138	2.66%	(888,434)	78,761	8.87%
(491,426)	(496,100)	4,674	0.94%	(530,054)	38,628	7.29%	Operating Department Expenditures	(5,344,338)	(5,599,421)	255,083	4.56%	(5,444,451)	100,113	1.84%
							Amenity Departments							
							Clubhouse							
103,733	129,616	(25,883)	-19.97%	131,969	(28,237)	-21.40%	Revenues	2,083,923	2,271,104	(187,181)	-8.24%	2,196,248	(112,325)	-5.11%
(45,423)	(46,206)	783	1.69%	(44,608)	(815)	-1.83%	Cost of Sales	(705,295)	(786,296)	81,001	10.30%	(738,057)	32,763	4.44%
41.47%	34.74%	-6.73%		32.04%	-9.43%		Cost % of Sales	32.81%	33.63%	0.82%		32.67%	-0.14%	
(133,421)	(130,227)	(3,194)	-2.45%	(106,204)	(27,218)	-25.63%	Payroll Expense	(1,191,898)	(1,399,295)	207,397	14.82%	(1,442,762)	250,863	17.39%
121.80%	97.90%	-23.90%		76.27%	-45.53%		Payroll % of Sales	55.44%	59.85%	4.40%		63.87%	8.42%	
(29,581)	(24,346)	(5,235)	-21.50%	(28,572)	(1,008)	-3.53%	Operating Expenses	(379,415)	(380,985)	1,570	0.41%	(392,869)	13,454	3.42%
27.00%	18.30%	-8.70%		20.52%	-6.48%		Operating % of Sales	17.65%	16.30%	-1.35%		17.39%	-0.26%	
(104,693)	(71,163)	(33,530)	-47.12%	(47,415)	(57,278)	-120.80%	Net Income/(Loss)	(192,685)	(295,472)	102,788	34.79%	(377,440)	184,755	48.95%
							Golf							
							Golf Operations							
126,862	137,612	(10,750)	-7.81%	126,340	522	0.41%	Revenues	2,221,731	2,280,095	(58,364)	-2.56%	2,152,290	69,441	3.23%
(22,871)	(18,027)	(4,844)	-26.87%	(20,891)	(1,980)	-9.48%	Cost of Sales	(252,044)	(240,229)	(11,815)	-4.92%	(238,205)	(13,839)	-5.81%
76.93%	70.00%	-6.93%		74.96%	-1.98%		Cost % of Sales	71.92%	70.00%	-1.92%		71.34%	-0.58%	
(30,928)	(31,915)	987	3.09%	(32,927)	1,999	6.07%	Payroll Expense	(375,494)	(387,924)	12,430	3.20%	(364,610)	(10,885)	-2.99%
(8,239)	(7,672)	(567)	-7.38%	(10,550)	2,312	21.91%	Operating Expenses	(111,819)	(122,769)	10,950	8.92%	(137,801)	25,982	18.85%
64,824	79,998	(15,174)	-18.97%	61,971	2,853	4.60%	Net Income/(Loss)	1,482,374	1,529,173	(46,799)	-3.06%	1,411,675	70,699	5.01%
							Golf Maintenance							
30	-	30		190	(160)	-84.20%	Revenues	126	-	126		478	(353)	-73.71%
(74,308)	(76,241)	1,934	2.54%	(77,286)	2,979	3.85%	Payroll Expenses	(824,725)	(876,915)	52,190	5.95%	(829,118)	4,392	0.53%
(20,381)	(16,752)	(3,629)	-21.66%	(34,653)	14,272	41.18%	Operating Expenses	(405,746)	(453,379)	47,633	10.51%	(476,124)	70,378	14.78%
(94,659)	(92,993)	(1,666)	-1.79%	(111,750)	17,091	15.29%	Net Income/(Loss)	(1,230,346)	(1,330,294)	99,948	7.51%	(1,304,764)	74,418	5.70%
(29,835)	(12,995)	(16,840)	-129.59%	(49,779)	19,944	40.06%	Total Golf Net Income/(Loss)	252,028	198,879	53,149	26.72%	106,911	145,117	135.74%

Big Canoe POA
Financial Summary of Income from Operations
For the Year Ended December 31, 2016

December							Year-to-Date							
2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		2016	Budget	Variance to Budget	Variance % to Budget	2015	Variance		
					to Last Year	Variance % to Last Yr.						to Last Year	Variance % to Last Yr.	
Swim Club														
97	-	97	0.00%	(2)	99	6162.50%	Revenues	278,291	265,325	12,966	4.89%	259,220	19,071	7.36%
-	-	-	0.00%	-	-	#DIV/0!	Cost of Sales	(271)	(780)	509	65.20%	(651)	380	58.31%
-	(889)	889	100.00%	(122)	122	100.00%	Payroll Expense	(62,935)	(75,890)	12,955	17.07%	(42,880)	(20,055)	-46.77%
(1,884)	(2,098)	214	10.18%	(2,561)	677	26.43%	Operating Expenses	(164,044)	(151,089)	(12,955)	-8.57%	(200,421)	36,377	18.15%
(1,787)	(2,987)	1,200	40.16%	(2,685)	898	33.43%	Net Income/(Loss)	51,040	37,566	13,474	35.87%	15,268	35,772	234.29%
Fitness Center														
59,722	59,199	523	0.88%	58,432	1,290	2.21%	Revenues	692,746	682,356	10,390	1.52%	664,754	27,992	4.21%
(2,105)	(2,210)	105	4.74%	(1,878)	(227)	-12.09%	Cost of Sales	(17,566)	(19,968)	2,402	12.03%	(19,414)	1,848	9.52%
59.63%	65.00%	5.37%		60.63%	1.00%		Cost % of Sales	63.06%	65.00%	1.94%		61.28%	-1.78%	
(20,379)	(19,817)	(562)	-2.84%	(18,941)	(1,438)	-7.59%	Payroll Expense	(181,919)	(190,971)	9,052	4.74%	(177,960)	(3,959)	-2.22%
(15,758)	(17,263)	1,505	8.72%	(18,099)	2,341	12.94%	Operating Expenses	(198,882)	(207,593)	8,711	4.20%	(211,924)	13,043	6.15%
21,480	19,909	1,571	7.89%	19,514	1,966	10.08%	Net Income/(Loss)	294,380	263,824	30,556	11.58%	255,455	38,924	15.24%
Racquet Club														
15,029	14,278	751	5.26%	14,324	705	4.92%	Revenues	206,259	212,238	(5,979)	-2.82%	200,551	5,707	2.85%
(2,776)	(966)	(1,810)	-187.39%	(829)	(1,947)	-234.98%	Cost of Sales	(31,306)	(35,960)	4,654	12.94%	(34,971)	3,665	10.48%
120.23%	69.00%	-51.23%		63.98%	-56.25%		Cost % of Sales	69.85%	69.00%	-0.85%		76.36%	6.51%	
(15,128)	(11,797)	(3,331)	-28.24%	(10,680)	(4,449)	-41.66%	Payroll Expense	(125,273)	(133,819)	8,546	6.39%	(129,959)	4,686	3.61%
(3,805)	(4,444)	639	14.37%	(3,513)	(292)	-8.31%	Operating Expenses	(46,600)	(49,023)	2,423	4.94%	(47,555)	956	2.01%
(6,681)	(2,929)	(3,752)	-128.08%	(697)	(5,983)	-857.93%	Net Income/(Loss)	3,080	(6,564)	9,644	146.93%	(11,934)	15,014	125.81%
Marina														
18,001	18,266	(265)	-1.45%	17,526	476	2.72%	Revenues	412,583	377,115	35,468	9.41%	338,433	74,150	21.91%
(465)	(469)	4	0.92%	(546)	82	14.93%	Cost of Sales	(12,697)	(16,740)	4,043	24.15%	(13,267)	570	4.29%
81.40%	67.00%	-14.40%		80.98%	-0.43%		Cost % of Sales	59.74%	67.01%	7.26%		67.65%	7.91%	
(7,892)	(7,691)	(201)	-2.61%	(8,206)	314	3.83%	Payroll Expense	(84,116)	(84,361)	245	0.29%	(85,043)	927	1.09%
(2,765)	(5,877)	3,112	52.95%	(6,186)	3,421	55.30%	Operating Expenses	(98,752)	(79,500)	(19,252)	-24.22%	(93,664)	(5,088)	-5.43%
6,880	4,229	2,651	62.68%	2,587	4,293	165.93%	Net Income/(Loss)	217,017	196,514	20,503	10.43%	146,459	70,559	48.18%
Amenity Management														
-	-	-	#DIV/0!	-	-	#DIV/0!	Revenues	-	-	-	#DIV/0!	-	-	#DIV/0!
(12,229)	(10,026)	(2,203)	-21.97%	(10,682)	(1,547)	-14.48%	Payroll Expense	(109,617)	(110,398)	781	0.71%	(102,551)	(7,065)	-6.89%
(1,607)	(861)	(746)	-86.61%	(1,184)	(423)	-35.70%	Operating Expenses	(20,062)	(18,538)	(1,524)	-8.22%	(25,179)	5,117	20.32%
(13,836)	(10,887)	(2,949)	-27.09%	(11,866)	(1,970)	-16.60%	Net Income/(Loss)	(129,678)	(128,936)	(742)	-0.58%	(127,730)	(1,948)	-1.53%
(128,472)	(76,823)	(51,649)	-67.23%	(90,341)	(38,131)	-42.21%	Amenity Net Income/(Loss)	495,183	265,811	229,372	86.29%	6,990	488,193	6984.25%