

## Hale Napili Rental Pool, LLC

### Profit & Loss Budget Overview

January through December 2019

10/17/18

Accrual Basis

|                                    | Jan - Mar 19 | Apr - Jun 19 | Jul - Sep 19 | Oct - Dec 19 | TOTAL<br>Jan - Dec 19 |
|------------------------------------|--------------|--------------|--------------|--------------|-----------------------|
| <b>Ordinary Income/Expense</b>     |              |              |              |              |                       |
| <b>Income</b>                      |              |              |              |              |                       |
| <b>All Other Income</b>            |              |              |              |              |                       |
| Rental                             | 0.00         | 0.00         | 0.00         | 0.00         | 0.00                  |
| All Other Sales                    | 300.00       | 300.00       | 300.00       | 300.00       | 1,200.00              |
| Unknown Income                     | 0.00         | 0.00         | 0.00         | 0.00         | 0.00                  |
| <b>Total All Other Income</b>      | 300.00       | 300.00       | 300.00       | 300.00       | 1,200.00              |
| <b>Rental Income</b>               | 370,000.00   | 355,000.00   | 290,000.00   | 285,000.00   | 1,300,000.00          |
| <b>Total Income</b>                | 370,300.00   | 355,300.00   | 290,300.00   | 285,300.00   | 1,301,200.00          |
| <b>Cost of Goods Sold</b>          |              |              |              |              |                       |
| Cost of Goods Sold                 | 161.75       | 162.75       | 162.75       | 162.75       | 650.00                |
| <b>Total COGS</b>                  | 161.75       | 162.75       | 162.75       | 162.75       | 650.00                |
| <b>Gross Profit</b>                | 370,138.25   | 355,137.25   | 290,137.25   | 285,137.25   | 1,300,550.00          |
| <b>Expense</b>                     |              |              |              |              |                       |
| Charitable Donations               | 0.00         | 0.00         | 0.00         | 0.00         | 0.00                  |
| Advertising                        | 3,874.97     | 3,875.01     | 3,875.01     | 3,875.01     | 15,500.00             |
| Automobile Expense                 | 199.97       | 200.01       | 200.01       | 200.01       | 800.00                |
| <b>Business Expense</b>            |              |              |              |              |                       |
| Bank Service Charges               | 60.00        | 60.00        | 60.00        | 60.00        | 240.00                |
| Dues and Subscriptions             | 56.25        | 56.25        | 56.25        | 56.25        | 225.00                |
| GE/TAT                             | 0.00         | 0.00         | 0.00         | 0.00         | 0.00                  |
| Guest Relations                    | 350.06       | 349.98       | 349.98       | 349.98       | 1,400.00              |
| Insurance - Liability              | 499.97       | 500.01       | 500.01       | 500.01       | 2,000.00              |
| Licenses and Permits               | 60.00        | 60.00        | 60.00        | 60.00        | 240.00                |
| Postage and Delivery               | 175.03       | 174.99       | 174.99       | 174.99       | 700.00                |
| <b>Total Business Expense</b>      | 1,201.31     | 1,201.23     | 1,201.23     | 1,201.23     | 4,805.00              |
| Carpet & Upholstry Cleaning        | 1,500.00     | 1,500.00     | 1,500.00     | 1,500.00     | 6,000.00              |
| Computer & Internet Expenses       | 2,000.06     | 1,999.98     | 1,999.98     | 1,999.98     | 8,000.00              |
| Contract Labor                     | 125.06       | 124.98       | 124.98       | 124.98       | 500.00                |
| Depreciation Expense               | 2,500.03     | 2,499.99     | 2,499.99     | 2,499.99     | 10,000.00             |
| Fumigation                         | 455.06       | 454.98       | 454.98       | 454.98       | 1,820.00              |
| <b>Insurance - Employees</b>       |              |              |              |              |                       |
| Medical                            | 18,600.00    | 18,600.00    | 18,600.00    | 18,600.00    | 74,400.00             |
| TDI                                | 300.00       | 300.00       | 300.00       | 300.00       | 1,200.00              |
| Worker's Comp                      | 3,000.00     | 3,000.00     | 3,000.00     | 3,000.00     | 12,000.00             |
| <b>Total Insurance - Employees</b> | 21,900.00    | 21,900.00    | 21,900.00    | 21,900.00    | 87,600.00             |
| Merchant Account Fees              | 10,399.97    | 10,400.01    | 10,400.01    | 10,400.01    | 41,600.00             |
| Payroll- Salary & Wages            | 91,477.50    | 91,477.50    | 91,477.50    | 91,477.50    | 365,910.00            |
| Payroll - Taxes                    | 15,551.22    | 15,551.16    | 15,551.16    | 15,551.16    | 62,204.70             |
| Professional Fees                  | 8,875.12     | 8,874.96     | 8,874.96     | 8,874.96     | 35,500.00             |
| Rent - AOAO                        | 1,000.00     | 1,000.00     | 1,000.00     | 1,000.00     | 4,000.00              |
| <b>Repairs / Maintance</b>         |              |              |              |              |                       |
| Maintenance                        | 18,900.00    | 18,900.00    | 18,900.00    | 18,900.00    | 75,600.00             |
| Equipment                          | 250.03       | 249.99       | 249.99       | 249.99       | 1,000.00              |
| Office Repairs                     | 75.00        | 75.00        | 75.00        | 75.00        | 300.00                |
| Unit Repairs                       | 287.53       | 287.49       | 287.49       | 287.49       | 1,150.00              |
| <b>Total Repairs / Maintance</b>   | 19,512.56    | 19,512.48    | 19,512.48    | 19,512.48    | 78,050.00             |
| Storage                            | 1,315.03     | 1,314.99     | 1,314.99     | 1,314.99     | 5,260.00              |
| Supplies                           | 9,425.06     | 9,424.98     | 9,424.98     | 9,424.98     | 37,700.00             |

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|                            | <u>Jan - Mar 19</u> | <u>Apr - Jun 19</u> | <u>Jul - Sep 19</u> | <u>Oct - Dec 19</u> | <u>TOTAL</u><br><u>Jan - Dec 19</u> |
|----------------------------|---------------------|---------------------|---------------------|---------------------|-------------------------------------|
| <b>TA Commissions</b>      | 6,499.97            | 6,500.01            | 6,500.01            | 6,500.01            | 26,000.00                           |
| <b>Telephone</b>           | 1,585.03            | 1,584.99            | 1,584.99            | 1,584.99            | 6,340.00                            |
| <b>Travel &amp; Ent</b>    | 50.06               | 49.98               | 49.98               | 49.98               | 200.00                              |
| <b>Uniforms</b>            | 250.03              | 249.99              | 249.99              | 249.99              | 1,000.00                            |
| <b>Utilities</b>           |                     |                     |                     |                     |                                     |
| <b>Cable</b>               | 5,074.97            | 5,075.01            | 5,075.01            | 5,075.01            | 20,300.00                           |
| <b>Gas and Electric</b>    | 3,900.00            | 3,900.00            | 3,900.00            | 3,900.00            | 15,600.00                           |
| <b>Total Utilities</b>     | 8,974.97            | 8,975.01            | 8,975.01            | 8,975.01            | 35,900.00                           |
| <b>Total Expense</b>       | 208,672.98          | 208,672.24          | 208,672.24          | 208,672.24          | 834,689.70                          |
| <b>Net Ordinary Income</b> | 161,465.27          | 146,465.01          | 81,465.01           | 76,465.01           | 465,860.30                          |
| <b>Net Income</b>          | <u>161,465.27</u>   | <u>146,465.01</u>   | <u>81,465.01</u>    | <u>76,465.01</u>    | <u>465,860.30</u>                   |