

**San Luis Valley Asset Management**  
**Profit and Loss Statement**  
**January 31, 2019**

| Current Month |            |             |                            | Year to Date |              |              |
|---------------|------------|-------------|----------------------------|--------------|--------------|--------------|
| Actual        | Budget     | \$ Variance |                            | Actual       | Budget       | \$ Variance  |
| \$ 188,881    | \$ 159,465 | \$ 29,416   | <b>OPERATING REVENUE</b>   | \$ 517,742   | \$ 1,116,255 | \$ (598,514) |
|               |            |             | <b>EXPENSES</b>            |              |              |              |
|               |            |             | <b>PERSONNEL</b>           |              |              |              |
| 7,122         | 15,916     | 8,794       | Salaries                   | 67,792       | 111,409      | 43,617       |
| 1,457         | 4,078      | 2,621       | Benefits                   | 15,355       | 28,546       | 13,191       |
| 8,579         | 19,994     | 11,415      | Total Personnel            | 83,147       | 139,955      | 56,808       |
|               |            |             | <b>OCCUPANCY</b>           |              |              |              |
| 8,879         | 23,292     | 14,413      | Repairs and Maintenance    | 34,089       | 163,044      | 128,955      |
| -             | 2,006      | 2,006       | Property Insurance         | -            | 14,042       | 14,042       |
| 3,226         | 417        | (2,809)     | Building Lease             | 3,226        | 2,919        | (307)        |
| 4,856         | 13,917     | 9,061       | Utilities                  | 26,197       | 97,417       | 71,220       |
| 16,961        | 39,632     | 22,671      | Total Occupancy            | 63,512       | 277,422      | 213,910      |
|               |            |             | <b>OPERATIONS</b>          |              |              |              |
| 4,055         | 3,406      | (649)       | Office Supplies            | 18,366       | 23,842       | 5,477        |
| 43            | 135        | 92          | Dues, Fees & Licenses      | 1,342        | 945          | (397)        |
| 40            | -          | (40)        | Recruiting                 | 355          | -            | (355)        |
| 3,930         | 7,494      | 3,564       | Vehicle Maintenance        | 4,080        | 52,458       | 48,378       |
| 146           | 21         | (125)       | Travel & Training          | 680          | 147          | (533)        |
| 8,214         | 11,056     | 2,842       | Total Operations           | 24,823       | 77,392       | 52,570       |
|               |            |             | <b>CLIENT OTHER - CAFÉ</b> |              |              |              |
| 6,338         | 5,833      | (506)       | Café Food                  | 48,710       | 40,828       | (7,882)      |
| 213           | 917        | 704         | Café Supplies              | 15,217       | 6,421        | (8,796)      |
| 240           | 75         | (165)       | Café Bank Fees             | 492          | 527          | 35           |
| 6,791         | 6,825      | 34          | Total Café                 | 64,418       | 47,775       | (16,643)     |
|               |            |             | <b>DEPRECIATION</b>        |              |              |              |
| 34,527        | -          | (34,527)    | Depreciation               | 241,294      | -            | (241,294)    |
| 34,527        | -          | (34,527)    | Total Depreciation         | 241,294      | -            | (241,294)    |
| 75,072        | 77,606     | 2,434       | <b>Total Expenses</b>      | 477,193      | 542,544      | 65,351       |
| \$ 113,809    | \$ 81,959  | \$ 31,850   | <b>Net Profit</b>          | \$ 40,549    | \$ 573,711   | \$ (533,162) |