

American Yacht Harbor
Income Statement
For the Six Months Ending June 30, 2018

	June 2018				Quarter to Date				Year to Date			
	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %
Revenues												
Marina Slip Revenue	104,528	96,236	8,292	8.6%	329,855	358,804	(28,949)	(8.1%)	626,388	734,522	(108,134)	(14.7%)
Marina Slip Discounts	(5,528)		(5,528)		(12,182)		(12,182)		(21,991)		(21,991)	
Upland Revenue	100,565	114,443	(13,878)	(12.1%)	282,165	342,852	(60,687)	(17.7%)	534,811	584,993	(50,182)	(8.6%)
Marina Concierge Services	5,025	4,135	890	21.5%	16,582	15,608	974	6.2%	21,985	35,052	(13,067)	(37.3%)
Utility Revenue	69,916	79,135	(9,219)	(11.6%)	179,550	214,929	(35,379)	(16.5%)	312,296	424,069	(111,773)	(26.4%)
Fuel	205,831	171,701	34,130	19.9%	434,420	464,589	(30,169)	(6.5%)	703,837	925,034	(221,197)	(23.9%)
Merchandise	8,620	6,561	2,059	31.4%	16,937	16,115	822	5.1%	26,104	32,935	(6,831)	(20.7%)
Pass Through Expenses	41,810	40,777	1,033	2.5%	125,633	122,331	3,302	2.7%	248,629	229,362	19,267	8.4%
Other	5,736	3,944	1,792	45.4%	23,655	11,416	12,239	107.2%	45,891	24,687	21,204	85.9%
Total Revenues	536,503	516,932	19,571	3.8%	1,396,615	1,546,644	(150,029)	(9.7%)	2,497,950	2,990,654	(492,704)	(16.5%)
Direct Costs												
Marina Concierge Services		248	248	100.0%	1,520	937	(583)	(62.2%)	1,520	2,104	584	27.8%
Utilities	52,950	45,302	(7,648)	(16.9%)	121,858	123,298	1,440	1.2%	196,278	240,356	44,078	18.3%
Utilities cost %	75.73	57.25	(18.49)	(0.32)	67.87	57.37	(10.50)	(0.18)	62.85	56.68	(6.17)	(0.11)
Fuel	150,217	98,008	(52,209)	(53.3%)	279,322	265,022	(14,300)	(5.4%)	443,243	527,131	83,888	15.9%
Fuel cost %	72.98	57.08	(15.90)	(0.28)	64.30	57.04	(7.25)	(0.13)	62.98	56.99	(5.99)	(0.11)
Merchandise	6,384	4,593	(1,791)	(39.0%)	11,990	11,280	(710)	(6.3%)	18,272	23,054	4,782	20.7%
Total Direct Costs	209,551	148,151	(61,400)	(41.4%)	414,690	400,537	(14,153)	(3.5%)	659,313	792,645	133,332	16.8%
Gross Profit	326,952	368,781	(41,829)	(11.3%)	981,925	1,146,107	(164,182)	(14.3%)	1,838,637	2,198,009	(359,372)	(16.3%)
Gross Profit %	60.94	71.34	10.40	0.15	70.31	74.10	3.80	0.05	73.61	73.50	(0.11)	(0.00)
Payroll & Employee Benefits												
Total Payroll	95,851	71,272	(24,579)	(34.5%)	213,411	212,538	(873)	(0.4%)	404,872	429,992	25,120	5.8%
Total Employee Benefits	18,877	23,206	4,329	18.7%	50,994	67,872	16,878	24.9%	113,140	143,428	30,288	21.1%
Total Payroll & Employee Benefits	114,728	94,478	(20,250)	(21.4%)	264,405	280,410	16,005	5.7%	518,012	573,420	55,408	9.7%
Other Operating Expenses												
Rent	13,415	13,333	(82)	(0.6%)	40,243	39,999	(244)	(0.6%)	80,487	79,998	(489)	(0.6%)
Utilities Unallocated	4,680	11,631	6,951	59.8%	18,360	35,000	16,640	47.5%	42,887	70,192	27,305	38.9%
Utilities	24,287	8,284	(16,003)	(193.2%)	26,801	24,905	(1,896)	(7.6%)	28,326	49,984	21,658	43.3%
Insurance	34,015	33,962	(53)	(0.2%)	102,140	101,870	(270)	(0.3%)	204,467	203,708	(759)	(0.4%)
Management Fees	14,393	25,847	11,454	44.3%	69,831	77,333	7,502	9.7%	124,415	149,533	25,118	16.8%
Taxes	12,665	10,740	(1,925)	(17.9%)	29,544	29,766	222	0.7%	48,581	58,865	10,284	17.5%
Repairs & Maintenance	6,789	5,417	(1,372)	(25.3%)	16,751	16,251	(500)	(3.1%)	45,182	32,502	(12,680)	(39.0%)
Supplies	3,645	2,500	(1,145)	(45.8%)	8,878	7,500	(1,378)	(18.4%)	13,305	15,000	1,695	11.3%
Marketing	533	2,510	1,977	78.8%	2,420	9,130	6,710	73.5%	4,673	17,260	12,587	72.9%
Security	29,270		(29,270)		95,581		(95,581)		166,554	236	(166,318)	(70,473.7%)
Professional Fees	19,083	17,317	(1,766)	(10.2%)	50,698	51,951	1,253	2.4%	67,670	103,902	36,232	34.9%
Travel Expenses					1,800	1,800		100.0%	1,800	1,800		100.0%
Provision for Doubtful Accounts	14,435	8,123	(6,312)	(77.7%)	14,392	24,369	9,977	40.9%	48,864	48,738	(126)	(0.3%)
Telephone	1,198	1,192	(6)	(0.5%)	1,923	3,551	1,628	45.8%	2,626	6,960	4,334	62.3%
Credit Card Commission	10,413	10,836	423	3.9%	30,904	32,420	1,516	4.7%	48,201	62,689	14,488	23.1%
Donations	3,585	3,544	(41)	(1.2%)	10,756	10,632	(124)	(1.2%)	21,513	21,764	251	1.2%
Information Technology	284	1,223	939	76.8%	2,289	6,164	3,875	62.9%	6,104	10,839	4,735	43.7%
Other Operating Expenses	150	12	(138)	(1,150.0%)	674	282	(392)	(139.0%)	806	659	(147)	(22.3%)
Total Other Operating Expense	192,840	156,471	(36,369)	(23.2%)	522,185	472,923	(49,262)	(10.4%)	954,661	934,629	(20,032)	(2.1%)
Total Operating Expenses	307,568	250,949	(56,619)	(22.6%)	786,590	753,333	(33,257)	(4.4%)	1,472,673	1,508,049	35,376	2.3%
Operating Expense %	57.33	48.55	(8.78)	(0.18)	56.32	48.71	(7.61)	(0.16)	58.96	50.43	(8.53)	(0.17)
Net Operating Income	19,384	117,832	(98,448)	(83.5%)	195,335	392,774	(197,439)	(50.3%)	365,964	689,960	(323,996)	(47.0%)
NOI %	3.61	22.79	19.18	0.84	13.99	25.40	11.41	0.45	14.65	23.07	8.42	0.36
Fixed Costs												
3rd Party Cash Interest Expense	49,029	49,031	2	0.0%	149,132	149,139	7	0.0%	298,203	297,861	(342)	(0.1%)
3rd Party Interest Income	(264)		264		(5,435)		5,435		(11,522)		11,522	
Affiliate Interest Income	(2,343)		2,343		(2,586)		2,586		(2,586)		2,586	
Depreciation	60,573	88,133	27,560	31.3%	162,308	262,821	100,513	38.2%	363,345	520,958	157,613	30.3%
Amortization	1,472		(1,472)		16,829		(16,829)		46,753		(46,753)	
Accretion	2,868		(2,868)		8,603		(8,603)		17,205		(17,205)	
Income(Loss) Before Other Costs	(91,951)	(19,332)	(72,619)	(375.6%)	(133,516)	(19,186)	(114,330)	(595.9%)	(345,434)	(128,859)	(216,575)	(168.1%)
Other Nonoperating Income									(1,266,391)		1,266,391	
Other Nonoperating Expense	414,319		(414,319)		633,600		(633,600)		1,000,843		(1,000,843)	
Net Income	(506,270)	(19,332)	(486,938)	(2,518.8%)	(767,116)	(19,186)	(747,930)	(3,898.3%)	(79,886)	(128,859)	48,973	38.0%

American Yacht Harbor (AYH)
Cash Flow Statement
For the Three Months Ending June 30, 2018
UNAUDITED

	<u>1Q18</u> <u>Total</u>	<u>April 2018</u> <u>Actual</u>	<u>May 2018</u> <u>Actual</u>	<u>June 2018</u> <u>Actual</u>	<u>2Q18</u> <u>Total</u>	<u>2018 YTD</u> <u>Actual</u>
Beginning Cash Balance	\$1,259,439	\$1,034,360	\$1,068,903	\$3,810,401	\$1,034,360	\$1,259,439
Net Income From Operations	\$687,228	(\$63,520)	(\$197,324)	(\$506,270)	(\$767,114)	(\$79,886)
Add Back Non-Cash Expenses:						
Depreciation and Amortization	239,563	79,706	43,121	64,913	187,740	427,303
Provision for doubtful accounts	34,472	(6,411)	6,368	14,435	14,392	48,864
Cash from Operations	\$961,263	\$9,775	(\$147,835)	(\$426,922)	(\$564,982)	\$396,281
Sources (Uses) of Cash:						
Accounts Receivable	(1,007,834)	148,292	2,659,592	166,798	2,974,682	1,966,848
Inventory	(3,851)	7,203	7,132	(15,982)	(1,647)	(5,498)
Prepaid Expenses and Other Current Assets	3,558	14,290	17,670	18,452	50,412	53,970
Other Assets	20,484	(31,080)	37,103	8,737	14,760	35,244
Accounts Payable	(69,020)	6,067	(64,200)	406,571	348,438	279,418
Deferred revenue	30,701	1,183	100	(1,956)	(673)	30,028
Accrued Expenses and Other Liabilities	(61,380)	(88,187)	264,936	(196,717)	(19,968)	(81,348)
Total Sources (Uses) of Cash	(\$1,087,342)	\$57,768	\$2,922,333	\$385,903	\$3,366,004	\$2,278,662
NET CASH FLOW FROM OPERATING ACTIVITIES:	(\$126,079)	\$67,543	\$2,774,498	(\$41,019)	\$2,801,022	\$2,674,943
CASH FLOW FROM INVESTING ACTIVITIES:						
Additions to Fixed Assets	0	0	0	0	0	0
	\$0	\$0	\$0	\$0	\$0	\$0
CASH FLOW FROM FINANCING ACTIVITIES:						
Payments on Long Term Debt	(99,000)	(33,000)	(33,000)	(33,000)	(99,000)	(198,000)
	(\$99,000)	(\$33,000)	(\$33,000)	(\$33,000)	(\$99,000)	(\$198,000)
NET CASH FLOW	(\$225,079)	\$34,543	\$2,741,498	(\$74,019)	\$2,702,022	\$2,476,943
Ending Cash Balance	\$1,034,360	\$1,068,903	\$3,810,401	\$3,736,382	\$3,736,382	\$3,736,382

American Yacht Harbor
Balance Sheet
June 30, 2018
UNAUDITED

	March 2018	June 2018
ASSETS		
Current Assets:		
Cash and cash equivalents	\$5,000	\$5,000
Restricted cash	1,029,360	3,731,382
Accounts receivable	3,334,173	345,099
Inventory	70,583	72,231
Prepays and other current assets	99,022	48,610
	4,538,138	4,202,322
Land	1,847,000	1,847,000
Property and equipment, net	11,490,858	11,328,550
Intangible assets, net	19,466	6,534
Deferred financing costs	78,183	74,286
Other long term assets	464,460	449,703
	18,438,105	17,908,395
	18,438,105	17,908,395
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities:		
Notes payable	297,000	198,000
Accounts payable	29,088	377,526
Accrued expenses	366,248	347,597
Deferred revenue	57,825	57,152
Net due to and from affiliates	12,769	23,237
Customer deposits	308,154	296,375
	1,071,084	1,299,887
Notes payable	11,687,765	11,687,765
Other liabilities	696,802	705,404
	13,455,651	13,693,056
Equity:		
Noncontrolling interests	(3,115,499)	(3,115,499)
Paid in capital	9,276,223	9,276,223
Retained earnings	(1,865,500)	(1,865,500)
Current year profit/loss	687,230	(79,885)
	4,982,454	4,215,339
	18,438,105	17,908,395
	18,438,105	17,908,395

AYH 2018 Hurricane Expenditures

American Yacht Harbor Categories	Month			Grand Total
	April	May	June	
Corporate - Travel	\$777			\$777
Marina - Clean-up and Salvage	\$22,053	\$5,520	\$65,380	\$92,953
Marina - Structural	\$11,191	\$135,030	\$324,024	\$470,244
Other/Engineering/Consulting		\$28,609	\$24,914	\$53,524
Security	\$16,102			\$16,102
Grand Total	\$50,123	\$169,158	\$414,319	\$633,600

The above schedule represents hurricane related costs incurred for the second quarter of 2018. We will conduct a year-to-date review of hurricane expenses to determine if any projects meet our capitalization standards. If upon review any projects meet these standards, those costs will be reclassified to fixed assets and capitalized.