

American Yacht Harbor
Income Statement
For the Nine Months Ending September 30, 2018

	September 2018				Quarter to Date				Year to Date			
	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %	Actual	Budget	Var \$	Var %
Revenues												
Marina Slip Revenue	109,758	108,240	1,518	1.4%	371,103	372,610	(1,507)	(0.4%)	997,492	1,107,132	(109,640)	(9.9%)
Marina Slip Discounts	(3,080)		(3,080)		(11,553)		(11,553)		(33,544)		(33,544)	
Upland Revenue	93,772	118,413	(24,641)	(20.8%)	278,380	354,686	(76,306)	(21.5%)	813,192	939,679	(126,487)	(13.5%)
Marina Concierge Services	3,473	4,267	(794)	(18.6%)	20,878	16,381	4,497	27.5%	42,862	51,433	(8,571)	(16.7%)
Utility Revenue	93,041	78,391	14,650	18.7%	276,576	271,874	4,702	1.7%	588,872	695,943	(107,071)	(15.4%)
Fuel	157,073	121,770	35,303	29.0%	543,167	522,942	20,225	3.9%	1,247,004	1,447,976	(200,972)	(13.9%)
Merchandise	6,172	5,204	968	18.6%	22,291	21,277	1,014	4.8%	48,395	54,212	(5,817)	(10.7%)
Pass Through Expenses	38,089	41,576	(3,487)	(8.4%)	114,268	124,728	(10,460)	(8.4%)	362,896	354,090	8,806	2.5%
Other	14,159	2,417	11,742	485.8%	25,685	8,841	16,844	190.5%	71,576	33,528	38,048	113.5%
Total Revenues	512,457	480,278	32,179	6.7%	1,640,795	1,693,339	(52,544)	(3.1%)	4,138,745	4,683,993	(545,248)	(11.6%)
Direct Costs												
Marina Concierge Services	1,160	256	(904)	(353.1%)	2,540	983	(1,557)	(158.4%)	4,060	3,087	(973)	(31.5%)
Utilities	50,611	48,118	(2,493)	(5.2%)	166,922	156,752	(10,170)	(6.5%)	363,200	397,108	(33,908)	(8.5%)
Utilities cost %	54.40	61.38	6.99	0.11	60.35	57.66	(2.70)	(0.05)	61.68	57.06	(4.62)	(0.08)
Fuel	109,305	69,948	(39,357)	(56.3%)	379,172	300,632	(78,540)	(26.1%)	822,416	827,763	(5,347)	(0.6%)
Fuel cost %	69.59	57.44	(12.15)	(0.21)	69.81	57.49	(12.32)	(0.21)	65.95	57.17	(8.78)	(0.15)
Merchandise	6,549	3,643	(2,906)	(79.8%)	13,522	14,894	1,372	9.2%	31,794	37,948	(6,154)	(16.2%)
Total Direct Costs	167,625	121,965	(45,660)	(37.4%)	562,156	473,261	(88,895)	(18.8%)	1,221,470	1,265,906	44,436	3.5%
Gross Profit	344,832	358,313	(13,481)	(3.8%)	1,078,639	1,220,078	(141,439)	(11.6%)	2,917,275	3,418,087	(500,812)	(14.7%)
Gross Profit %	67.29	74.61	7.32	0.10	65.74	72.05	6.31	0.09	70.49	72.97	2.49	0.03
Payroll & Employee Benefits												
Total Payroll	54,447	60,271	5,824	9.7%	170,381	192,295	21,914	11.4%	575,251	622,287	47,036	7.6%
Total Employee Benefits	16,098	18,926	2,828	14.9%	44,407	61,711	17,304	28.0%	157,545	205,139	47,594	23.2%
Total Payroll & Employee Benefits	70,545	79,197	8,652	10.9%	214,788	254,006	39,218	15.4%	732,796	827,426	94,630	11.4%
Other Operating Expenses												
Rent	13,414	13,333	(81)	(0.6%)	40,244	39,999	(245)	(0.6%)	120,730	119,997	(733)	(0.6%)
Utilities Unallocated	6,336	12,899	6,563	50.9%	15,411	36,811	21,400	58.1%	58,298	107,003	48,705	45.5%
Utilities	5,326	8,914	3,588	40.3%	18,031	25,678	7,647	29.8%	46,358	75,662	29,304	38.7%
Insurance	36,445	36,114	(331)	(0.9%)	109,532	108,351	(1,181)	(1.1%)	313,999	312,059	(1,940)	(0.6%)
Management Fees	25,623	24,014	(1,609)	(6.7%)	82,040	84,667	2,627	3.1%	206,455	234,200	27,745	11.8%
Taxes	10,240	8,249	(1,991)	(24.1%)	33,250	33,358	108	0.3%	81,831	92,223	10,392	11.3%
Repairs & Maintenance	7,892	5,417	(2,475)	(45.7%)	20,374	16,251	(4,123)	(25.4%)	65,554	48,753	(16,801)	(34.5%)
Supplies	5,681	2,500	(3,181)	(127.2%)	13,358	7,500	(5,858)	(78.1%)	26,663	22,500	(4,163)	(18.5%)
Marketing	3,007	2,510	(497)	(19.8%)	7,111	8,130	1,019	12.5%	12,479	25,390	12,911	50.9%
Security	28,807		(28,807)		86,673		(86,673)		253,227		(252,991)	(107,199.6%)
Professional Fees	7,638	17,317	9,679	55.9%	38,995	51,951	12,956	24.9%	106,664	155,853	49,189	31.6%
Travel Expenses	1,707	1,707	100.0%	1,707	1,707	100.0%	1,707	100.0%	3,507	3,507	100.0%	100.0%
Provision for Doubtful Accounts		8,284	8,284	100.0%	95,081	24,691	(70,390)	(285.1%)	143,945	73,429	(70,516)	(96.0%)
Telephone		1,229	1,229	100.0%	1,961	3,657	1,696	46.4%	4,587	10,617	6,030	56.8%
Credit Card Commission	12,985	10,067	(2,918)	(29.0%)	35,987	35,494	(493)	(1.4%)	84,188	98,183	13,995	14.3%
Donations	3,586	3,544	(42)	(1.2%)	10,759	10,632	(127)	(1.2%)	32,272	32,396	124	0.4%
Information Technology	783	1,202	419	34.9%	2,716	3,528	812	23.0%	8,124	14,367	6,243	43.5%
Other Operating Expenses	149	355	206	58.0%	680	614	(66)	(10.7%)	1,486	1,273	(213)	(16.7%)
Total Other Operating Expense	167,912	157,655	(10,257)	(6.5%)	612,203	493,019	(119,184)	(24.2%)	1,566,860	1,427,648	(139,212)	(9.8%)
Total Operating Expenses	238,457	236,852	(1,605)	(0.7%)	826,991	747,025	(79,966)	(10.7%)	2,299,656	2,255,074	(44,582)	(2.0%)
Operating Expense %	46.53	49.32	2.78	0.06	50.40	44.12	(6.29)	(0.14)	55.56	48.14	(7.42)	(0.15)
Net Operating Income	106,375	121,461	(15,086)	(12.4%)	251,648	473,053	(221,405)	(46.8%)	617,619	1,163,013	(545,394)	(46.9%)
NOI %	20.76	25.29	4.53	0.18	15.34	27.94	12.60	0.45	14.92	24.83	9.91	0.40
Fixed Costs												
3rd Party Cash Interest Expense	48,620	48,624	4	0.0%	149,525	149,534	9	0.0%	447,728	447,395	(333)	(0.1%)
3rd Party Interest Income	(321)		321		(1,271)		1,271		(12,793)		12,793	
Affiliate Interest Income	(410)		410		(3,800)		3,800		(6,385)		6,385	
Depreciation	60,573	89,710	29,137	32.5%	181,720	267,554	85,834	32.1%	545,065	788,512	243,447	30.9%
Amortization	1,472		(1,472)		4,415		(4,415)		51,168		(51,168)	
Accretion	2,868		(2,868)		8,603		(8,603)		25,808		(25,808)	
Income(Loss) Before Other Costs	(6,427)	(16,873)	10,446	61.9%	(87,544)	55,965	(143,509)	(256.4%)	(432,972)	(72,894)	(360,078)	(494.0%)
Other Nonoperating Income									(1,266,391)		1,266,391	
Other Nonoperating Expense	153,886		(153,886)		(109,468)		109,468		891,375		(891,375)	
Net Income	(160,313)	(16,873)	(143,440)	(850.1%)	21,924	55,965	(34,041)	(60.8%)	(57,956)	(72,894)	14,938	20.5%

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

	1Q18 Total	2Q18 Total	July 2018 Actual	August 2018 Actual	September 2018 Actual	3Q18 Total	2018 YTD Actual
Beginning Cash Balance	\$1,259,439	\$1,034,360	\$3,736,383	\$3,110,236	\$2,798,724	\$3,736,383	\$1,259,439
Net Income From Operations	\$687,231	(\$767,111)	\$307,691	(\$125,454)	(\$160,313)	\$21,924	(\$57,956)
Add Back Non-Cash Expenses:							
Depreciation and Amortization	239,563	187,740	61,155	68,672	64,913	194,740	622,043
Provision for doubtful accounts	34,472	14,392	89,817	5,264	0	95,081	143,945
Cash from Operations	\$961,266	(\$564,979)	\$458,663	(\$51,518)	(\$95,400)	\$311,745	\$708,032
Sources (Uses) of Cash:							
Accounts Receivable	(1,007,834)	2,974,682	(158,810)	1,921	555	(156,334)	1,810,514
Inventory	(3,851)	(1,647)	8,123	(8,374)	13,147	12,896	7,398
Prepaid Expenses and Other Current Assets	3,558	50,412	(77,735)	(165,265)	46,867	(196,133)	(142,163)
Other Assets	20,484	14,760	50,719	14,339	12,831	77,889	113,133
Accounts Payable	(69,020)	348,438	(271,051)	(56,443)	44,738	(282,756)	(3,338)
Deferred revenue	30,701	(674)	(3,198)	(10,494)	(11,747)	(25,439)	4,588
Accrued Expenses and Other Liabilities	(61,382)	(19,970)	(33,555)	(2,678)	(36,370)	(72,603)	(153,955)
Total Sources (Uses) of Cash	(\$1,087,344)	\$3,366,001	(\$485,507)	(\$226,994)	\$70,021	(\$642,480)	\$1,636,177
NET CASH FLOW FROM OPERATING ACTIVITIES:	(\$126,078)	\$2,801,022	(\$26,844)	(\$278,512)	(\$25,379)	(\$330,735)	\$2,344,209
CASH FLOW FROM INVESTING ACTIVITIES:							
Additions to Fixed Assets	0	0	(566,303)	0	(14,065)	(580,368)	(580,368)
	\$0	\$0	(\$566,303)	\$0	(\$14,065)	(\$580,368)	(\$580,368)
CASH FLOW FROM FINANCING ACTIVITIES:							
Payments on Long Term Debt	(99,000)	(99,000)	(33,000)	(33,000)	(33,000)	(99,000)	(297,000)
	(\$99,000)	(\$99,000)	(\$33,000)	(\$33,000)	(\$33,000)	(\$99,000)	(\$297,000)
NET CASH FLOW	(\$225,078)	\$2,702,022	(\$626,147)	(\$311,512)	(\$72,444)	(\$1,010,103)	\$1,466,841
Ending Cash Balance	\$1,034,361	\$3,736,382	\$3,110,236	\$2,798,724	\$2,726,280	\$2,726,280	\$2,726,280

American Yacht Harbor
Balance Sheet
September 30, 2018
UNAUDITED

	June 2018	September 2018
ASSETS		
Current Assets:		
Cash and cash equivalents	\$5,000	\$5,000
Restricted cash	3,731,382	2,721,280
Accounts receivable	345,099	406,353
Inventory	72,231	59,335
Prepays and other current assets	48,610	244,743
	4,202,322	3,436,711
Land	1,847,000	1,847,000
Property and equipment, net	11,328,550	11,727,198
Intangible assets, net	6,534	6,016
Deferred financing costs	74,286	70,388
Other long term assets	449,703	371,813
	17,908,395	17,459,126
	17,908,395	17,459,126
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current Liabilities:		
Notes payable	198,000	99,000
Accounts payable	377,526	94,770
Accrued expenses	347,597	266,654
Deferred revenue	57,152	31,713
Net due to and from affiliates	23,237	10,740
Customer deposits	296,375	317,209
	1,299,887	820,086
Notes payable	11,687,765	11,687,765
Other liabilities	705,404	714,007
	13,693,056	13,221,858
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	(79,885)	(57,956)
	4,215,339	4,237,268
	17,908,395	17,459,126
	17,908,395	17,459,126

AYH 2018 Hurricane Expenditures

American Yacht Harbor Categories	Month			Grand Total
	July	August	September	
Construction Supervision	\$25,703	\$25,643	\$26,402	\$77,748
Engineering and consultants	\$2,496	\$1,388	\$6,343	\$10,227
Signage	(\$7,717)	\$6,477		(\$1,240)
Marina WIFI, Security, Access Control	(\$8,490)			(\$8,490)
Exterior Lighting	\$0		\$5,807	\$5,807
IGY Corporate Overhead, Travel, Program Management	\$35,015		\$10,004	\$45,019
Marina Pile Cap Repair	\$18,279			\$18,279
Exterior Paint Buildings & Decks	\$66,750			\$66,750
Roofs	(\$406,739)			(\$406,739)
Flag Poles	(\$11,969)			(\$11,969)
HVAC	(\$76,354)	\$22,396	\$43,284	(\$10,674)
Interior Finishes and Fit-Out		\$19,380	\$450	\$19,830
Marina Decking		\$10,783		\$10,783
Pavement Repair		\$10,080		\$10,080
Marina Miscellaneous - signage, cleats, etc		\$3,457		\$3,457
Marina electrical and pedestals		\$68		\$68
Building Exterior Misc			\$37,435	\$37,435
Interior Drywall Putback			\$24,160	\$24,160
Grand Total	(\$363,026)	\$99,672	\$153,886	(\$109,468)

The above schedule represents hurricane related costs incurred for the third quarter of 2018. In July 2018, a year to date review was conducted which resulted in the reclassification of \$537,134 to fixed assets. We will continue to conduct periodic reviews of hurricane expenses in the fourth quarter to determine if any additional projects meet our capitalization standards. If upon review any projects meet these standards, those costs will be reclassified to fixed assets and capitalized.