

**Apollo Towers**  
**Profit & Loss Budget vs. Actual**  
**December 2017**

	Jan - Dec 17	Budget	% of Budget
<b>Income</b>			
4101000 · Rental	206,631.83 <sup>1</sup>	199,318.00	103.7%
4101200 · Section 8	94,379.00	110,323.00	85.5%
4105000 · Vacancy	0.00	-6,744.00	0.0%
4235000 · Cable TV	14,144.94	15,000.00	94.3%
4401300 · PHA Repayment Agreement	55.00		
4410000 · Late Fee Charge	500.00		
4411500 · NSF Charge	35.00		
4420000 · Utilities Fee	11,390.49	11,462.00	99.4%
4500007 · Collections	806.99		
4500009 · Maintenance Material Cost	561.70	600.00	93.6%
4500010 · Lockout Fee	50.00		
4500011 · Large Appliance Fee	5.00		
4500013 · Building Entrance Card Fee	25.00		
4500014 · Mud Tracking Fee	30.88		
4700100 · Interest Income	273.26		
4700500 · Miscellaneous Non-Tenant Income	371.17 <sup>2</sup>		
4701311 · Laundry Income	9,671.25	8,620.00	112.2%
4701312 · Funds from Parkview	0.00	20,000.00	0.0%
4701313 · Reserve Funds	8,650.00 <sup>3</sup>		
<b>Total Income</b>	<b>347,581.51 <sup>4</sup></b>	<b>358,579.00</b>	<b>96.9%</b>
<b>Expense</b>			
5110000 · Maintenance Labor	53,130.96	66,388.00	80.0%
5115000 · Maintenance Employee Benefits	1,526.46		
5120000 · Custodial Costs	8,645.37	8,200.00	105.4%
5130000 · Administrative Payroll	65,393.62	54,314.00	120.4%
5140000 · Workmens Compensation	1,805.72	2,719.00	66.4%
5201000 · Materials	6,354.94	6,500.00	97.8%
5205000 · Contract Costs	5,614.91	3,000.00	187.2%
5210000 · Landscaping	743.78	1,200.00	62.0%
5214000 · Exterminator/Pest	3,069.00	2,957.00	103.8%
5225000 · Elevator Repair	8,264.18	8,405.00	98.3%
5230000 · HVAC Services & Repairs	3,549.05	5,000.00	71.0%
5235001 · Plumbing	786.35	600.00	131.1%
5235003 · Snow Removal	0.00	450.00	0.0%
5235004 · Relocation Expense	0.00	1,200.00	0.0%
5305000 · Water	5,715.58	5,300.00	107.8%
5310000 · Trash Removal	2,880.00	3,000.00	96.0%
5315000 · Gas	3,190.85	5,000.00	63.8%
5320000 · Electric	60,672.56	70,000.00	86.7%
5340001 · Sewer	2,081.00	2,000.00	104.1%
5405000 · Advertising	3,506.15 <sup>5</sup>	9,222.00	38.0%
5505000 · Bank Fees	64.00	72.00	88.9%

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<b>5515000 · Sundry Administrative</b>			
5520002 · Office Expense	894.80	2,000.00	44.7%
5520003 · Telephone Expense	1,904.47	2,000.00	95.2%
5520004 · Industry Organizations Expense	332.00		
5520005 · Software & Web Subscriptions	1,911.29	2,025.00	94.4%
5520006 · Cable TV Contract	11,147.26	10,920.00	102.1%
5520007 · Tax Credit Compliance Fee	6,791.14	6,792.00	100.0%
5520008 · Certification/Inspection Fees	981.00	1,015.00	96.7%
5515000 · Sundry Administrative - Other	2,218.07	2,000.00	110.9%
<b>Total 5515000 · Sundry Administrative</b>	26,180.03	26,752.00	97.9%
<b>5520000 · Travel Expense</b>	0.00	100.00	0.0%
5520001 · Training Expense	1,096.35	100.00	1,096.4%
5610000 · Legal Services	0.00	1,000.00	0.0%
5611000 · Collection Expense	153.32		
5612000 · Auditing Services	4,500.00	5,662.00	79.5%
5615000 · Property & Liability Insurance	17,338.23	18,000.00	96.3%
5810001 · Mortgage Payment	0.00	0.00	0.0%
6005000 · Capital Improvement Expense	23,839.00 <sup>6</sup>	15,000.00	158.9%
7001060 · Bank Transfer			
7001061 · Trf to Replacement Reserves	41,400.00	20,400.00	202.9%
<b>Total 7001060 · Bank Transfer</b>	41,400.00	20,400.00	202.9%
7002001 · Laundry Lease	1,656.00	1,656.00	100.0%
<b>Total Expense</b>	353,157.41 <sup>7</sup>	344,197.00	102.6%
<b>Net Income</b>	<b>-5,575.90 <sup>8</sup></b>	<b>14,382.00</b>	<b>-38.8%</b>

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1. The combined rental income of \$301,010.83 was 99.4% of budget due to great occupancy rates.
2. This figure is cash back from Capital One.
3. Reserve Funds are used for annual insurance premiums and are not part of operating revenue.
4. After subtracting Reserve Funds the actual Total Revenue is \$338,931.51, 94.5% of the budget for the year.
5. Due to Parkview Plaza and Tolin Terrace vacancies last winter I cut back significantly on advertising. However, I plan to use our full budget in 2018 to strengthen overall occupancy.
6. This line item includes \$15,490 of unanticipated expense to replace ropes on the elevators.
7. After subtracting non-operating expenditures the actual Total Expenses total \$287,918.41, 83.7% of the year's budget.
8. The actual Excess from Operations is \$70,814.90, 492.4% of budget.