

**Apollo Towers**  
**Profit & Loss Budget vs. Actual**  
**March 2018**

	Jan - Dec 18	Budget
<b>Income</b>		
4101000 · Rental	47,423.41	200,000.00
4101200 · Section 8	24,618.00	115,720.00
4105000 · Vacancy	0.00	-18,000.00
4235000 · Cable TV	2,330.15	14,500.00
4401300 · PHA Repayment Agreement	10.00	
4410000 · Late Fee Charge	100.00	
4420000 · Utilities Fee	2,808.31	11,500.00
4500007 · Collections	1,074.00	
4500009 · Maintenance Material Cost	249.96	900.00
4700100 · Interest Income	103.94	300.00
4700500 · Miscellaneous Non-Tenant Income	135.28	400.00
4701311 · Laundry Income	2,314.00	9,300.00
4701313 · Reserve Funds	107,905.00	
<b>Total Income</b>	<b>189,072.05</b>	<b>334,620.00</b>
<b>Expense</b>		
5110000 · Maintenance Labor	15,001.81	55,924.00
5120000 · Custodial Costs	2,072.67	10,335.00
5130000 · Administrative Payroll	17,716.84	66,792.00
5140000 · Workmens Compensation	525.51	2,880.00
5201000 · Materials	2,007.21	8,000.00
5205000 · Contract Costs	765.00	6,000.00
5210000 · Landscaping	0.00	1,300.00
5214000 · Exterminator/Pest	726.00	3,200.00
5225000 · Elevator Repair	2,117.10	8,750.00
5230000 · HVAC Services & Repairs	0.00	6,000.00
5235001 · Plumbing	6,877.73	2,000.00
5235003 · Snow Removal	330.00	500.00
5305000 · Water	885.82	5,300.00
5310000 · Trash Removal	720.00	3,000.00
5315000 · Gas	1,163.61	4,000.00
5320000 · Electric	24,743.24	58,000.00
5340001 · Sewer	281.20	2,000.00
5405000 · Advertising	1,193.00	6,741.00
5505000 · Bank Fees	9.00	40.00
5515000 · Sundry Administrative		
5520002 · Office Expense	279.77	1,500.00
5520003 · Telephone Expense	427.40	2,000.00
5520004 · Industry Organizations Expense	0.00	332.00
5520005 · Software & Web Subscriptions	1,630.49	1,700.00
5520006 · Cable TV Contract	1,939.19	10,800.00
5520007 · Tax Credit Compliance Fee	6,791.14	6,792.00
5520008 · Certification/Inspection Fees	140.00	1,250.00
5515000 · Sundry Administrative - Other	40.00	1,300.00
<b>Total 5515000 · Sundry Administrative</b>	<b>11,247.99</b>	<b>25,674.00</b>
5520000 · Travel Expense	0.00	100.00
5520001 · Training Expense	0.00	200.00
5611000 · Collection Expense	204.06	
5612000 · Auditing Services	0.00	4,850.00
5615000 · Property & Liability Insurance	4,417.26	18,606.00
6005000 · Capital Improvement Expense	108,454.00	
7001060 · Bank Transfer		
7001061 · Trf to Replacement Reserves	5,100.00	20,400.00
<b>Total 7001060 · Bank Transfer</b>	<b>5,100.00</b>	<b>20,400.00</b>
7002001 · Laundry Lease	416.90	1,656.00
<b>Total Expense</b>	<b>206,975.95</b>	<b>322,248.00</b>
<b>Net Income</b>	<b>-17,903.90</b>	<b>12,372.00</b>

## Apollo Towers Profit & Loss Budget vs. Actual March 2018

	% of Budget
<b>Income</b>	
4101000 · Rental	23.7%
4101200 · Section 8	21.3%
4105000 · Vacancy	0.0%
4235000 · Cable TV	16.1%
4401300 · PHA Repayment Agreement	
4410000 · Late Fee Charge	
4420000 · Utilities Fee	24.4%
4500007 · Collections	
4500009 · Maintenance Material Cost	27.8%
4700100 · Interest Income	34.6%
4700500 · Miscellaneous Non-Tenant Income	33.8%
4701311 · Laundry Income	24.9%
4701313 · Reserve Funds	
<b>Total Income</b>	<b>56.5%</b> <sup>1</sup>
<b>Expense</b>	
5110000 · Maintenance Labor	26.8%
5120000 · Custodial Costs	20.1%
5130000 · Administrative Payroll	26.5%
5140000 · Workmens Compensation	18.2%
5201000 · Materials	25.1%
5205000 · Contract Costs	12.8%
5210000 · Landscaping	0.0%
5214000 · Exterminator/Pest	22.7%
5225000 · Elevator Repair	24.2%
5230000 · HVAC Services & Repairs	0.0%
5235001 · Plumbing	343.9%
5235003 · Snow Removal	66.0%
5305000 · Water	16.7%
5310000 · Trash Removal	24.0%
5315000 · Gas	29.1%
5320000 · Electric	42.7% <sup>2</sup>
5340001 · Sewer	14.1%
5405000 · Advertising	17.7%
5505000 · Bank Fees	22.5%
5515000 · Sundry Administrative	
5520002 · Office Expense	18.7%
5520003 · Telephone Expense	21.4%
5520004 · Industry Organizations Expense	0.0%
5520005 · Software & Web Subscriptions	95.9%
5520006 · Cable TV Contract	18.0%
5520007 · Tax Credit Compliance Fee	100.0%
5520008 · Certification/Inspection Fees	11.2%
5515000 · Sundry Administrative - Other	3.1%
<b>Total 5515000 · Sundry Administrative</b>	<b>43.8%</b>
5520000 · Travel Expense	0.0%
5520001 · Training Expense	0.0%
5611000 · Collection Expense	
5612000 · Auditing Services	0.0%
5615000 · Property & Liability Insurance	23.7%
6005000 · Capital Improvement Expense	
7001060 · Bank Transfer	
7001061 · Trf to Replacement Reserves	25.0%
<b>Total 7001060 · Bank Transfer</b>	<b>25.0%</b>
7002001 · Laundry Lease	25.2%
<b>Total Expense</b>	<b>64.2%</b> <sup>3</sup>
<b>Net Income</b>	<b>-144.7%</b>

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1. After removing the funding for the accelerated elevator modernization project our revenue is 24.3% of Budget.  
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2. This variance is due to extremely low temperatures the first 6 weeks of this year.  
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3. After removing the Capital Expenditures for the accelerated elevator modernization project the total expense is 30.6% of budget. The variance is due to higher utilities cost and annualized expenditures.  
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