

THE CALIFORNIA PARKS COMPANY (CALPARKS)

ATTACHMENT E

**PROFIT & LOSS SUMMARY AND
SUMMARY OF COUNTY PAYMENTS TO CALPARKS PER MANAGEMENT AGREEMENT
FOR FISCAL YEAR 2017-18**

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL
NACIMIENTO & LAKE SAN ANTONIO (NORTH & SOUT	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018
Profit & Loss Summary													
Revenue & Expenses													
Gross Sales	\$ 1,432,664	\$ 909,138	\$ 495,851	\$ 190,982	\$ 105,243	\$ 59,557	\$ 54,238	\$ 63,769	\$ 121,579	\$ 216,074	\$ 523,451	\$ 819,654	\$ 4,992,200
COGS	202,726	168,343	68,994	22,179	3,318	7,022	1,344	3,281	3,743	20,350	76,774	65,735	643,808
Gross Profit	1,229,938	740,795	426,857	168,803	101,925	52,535	52,894	60,489	117,836	195,725	446,677	753,918	4,348,392
Salaries	279,427	236,601	170,191	138,052	91,926	88,194	90,758	88,354	101,303	115,629	155,423	186,243	1,742,102
Operating Exp (excl mgmt fee, reserve, & admin)	118,117	133,961	90,524	71,361	61,950	73,202	72,815	75,548	119,236	112,080	110,080	180,140	1,219,012
Admin Expense	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	6,667	80,004
Total Expense	404,211	377,229	267,382	216,080	160,543	168,063	170,240	170,568	227,206	234,376	272,170	373,050	3,041,119
Operating Profit/(Loss)	\$ 825,726	\$ 363,566	\$ 159,475	\$ (47,276)	\$ (58,618)	\$ (115,528)	\$ (117,346)	\$ (110,080)	\$ (109,370)	\$ (38,651)	\$ 174,507	\$ 380,868	\$ 1,307,273

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NACIMIENTO & LAKE SAN ANTONIO (NORTH & SOUT	2017	2017	2017	2017	2017	2017	2018	2018	2018	2018	2018	2018	2018
Summary of County Payments													
Fees & Monthly Settlement (County paid to CalParks)													
**Monthly Settlement (CalParks Deficit)	\$ -	\$ 11,246	\$ 21,734	\$ 47,276	\$ 58,618	\$ 115,528	\$ 117,346	\$ 110,080	\$ 109,370	\$ 38,651	\$ 24,280	\$ 15,762	\$ 669,891
Management Fee - calc at 1.5% of gross sales	21,490	13,637	7,438	2,865	1,579	893	814	957	1,824	3,241	7,852	12,295	74,883
Annual Incentive Fee - 25% of net profit	-	-	-	-	-	-	-	-	-	-	-	-	326,818
Total Paid to CalParks	\$ 21,490	\$ 24,883	\$ 29,172	\$ 50,141	\$ 60,196	\$ 116,421	\$ 118,160	\$ 111,036	\$ 111,193	\$ 41,892	\$ 32,132	\$ 28,057	\$ 1,071,592

**Note - Cumulatively there was an Operating Profit in August, September, May & June, but Lake San Antonio experienced losses in these months, which had to be paid.