RANCHEROS DE SANTA FE Updated 11/18/22

		2021	2022	2023 performa	
INCOME		**2021**	**2022**	**2023 performa**	All totals adjust approximately 10% to show the anticiapated 2023 season with no wild fires
	Cell Phone Site	$ 6,281	$ 6,343	$ 6,343	Can potentially be negotiated higher
	Chargebacks	$ (66)			
	Commissions	$ 377	$ 761	$ 837	
	Good Sam Membership Sales		$ 7,946	$ 8,741	
	Gifts & RV Supplies	$ 14,961			
	Groceries & Firewood	$ 11,086	$ 44,912	$ 49,403	
	Laundry	$ 10,276	$ 6,766	$ 7,442	
	Monthly Site Rent	$ 116,117	$ 79,475	$ 87,423	
	Projected Nov/Dec Income ('22)		$ 14,000	$ 15,400	
	Nightly Registration	$ 521,267	$ 532,935	$ 586,229	
	Non-reg. discounts	$ (515)			
	Propane	$ 11,536		$ 12,689	
	Services	$ 5,142			
	2023 Rate increase				
TOTAL GROSS INCOME		$ 696,462	$ 693,138	$ 774,507	
COST OF GOODS					
	Propane	$ 8,557	$ 4,895	$ 9,413	
	Store	$ 12,813	$ 14,392	$ 15,831	
TOTAL COST OF GOODS		**$ 21,370**	**$ 19,287**	**$ 25,244**	
TOTAL ADJUSTED GROSS INCOME > >		**$ 675,092**	**$ 673,851**	**$ 749,263**	
EXPENSES		**2021**	**2022**		
	Accounting	$ 786	$ 819	$ 901	
	Advertising	$ 19,574	$ 17,353	$ 19,088	
	Bank & Credit Card Charges	$ 31,677	$ 24,526	$ 35,174	
	Cleaning Supplies	$ 2,091	$ 1,943	$ 2,137	
	Dues & Subscriptions				
	Insurance - Business	$ 10,730	$ 11,507	$ 12,657	
	Landscaping	$ 4,020	$ 3,358	$ 3,694	Owner paid separately to have professional landscaping done but this would not be necessary for a new owner.
	Licenses & Fees	$ 447	$ 195	$ 300	
	Office Expenses	$ 3,386	$ 1,705	$ 3,725	
	Payroll - Salary & Wages	$ 65,601	$ 61,485	$ 61,012	
	Payroll- landscape design		$ (6,020)		
	Payroll Taxes	$ 5,542	$ 4,917	$ 4,881	
	Payroll Service Fee	$ 803	$ 160	$ 176	
	Pool Supplies	$ 1,202	$ 857	$ 943	
	Property Tax	$ 14,000	$ 14,140	$ 15,414	
	Repair & Maintenance	$ 10,364	$ 9,444	$ 10,388	
	Satellite TV	$ 7,897	$ 6,174	$ 4,630	Satellite contract is up in September and they do not plan on renewing
	Software	$ 8,012	$ 696	$ 766	
	Tractor/vehicles	$ 1,625	$ 1,361	$ 1,497	
	Utilities: Septic/Sewer (pumping)	$ 1,377	$ 817	$ 998	
	Utilities: Electricity	$ 47,291	$ 29,246	$ 32,171	
	Utilities: Garbage	$ 9,435	$ 9,655	$ 10,621	
	Utilities: Internet	$ 1,868	$ 2,236	$ 2,460	

Utilities: Telephone	$ 250	$ 264	$ 290
Utilities: Propane	$ 10,020	$ 5,915	$ 6,506
Water testing and fees	$ 874	$ 878	$ 966
TOTAL EXPENSES > > > > >	$ 258,872	$ 203,631	$ 231,395
NET OPERATING INCOME > >	**$ 416,220**	**$ 470,221**	**$ 517,868**
Additional Income:			
Extra 6.68 acres (currently leased)			$14,000
TOTAL NOI w/extra property			**$ 531,868**