

HISTORY OF RIDGE MANAGEMENT

DESCRIPTION	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
INCOME										
MANAGEMENT FEES	628,685	579,601	534,265	540,359	532,875	416,476	399,217	368,607	452,343	493,071
ASSESSMENT - DRMR	0	41,000	0	49,200	0	23,800	45,600	40,956	0	0
MANAGEMENT FEES-GGRC	74,146	83,600	120,000	120,000	84,000	84,000	84,000	84,000	78,000	116,400
TV/CABLE - OWNERS	29,773	35,460	15,624	12,603	10,250	10,241	12,365	15,100	15,155	19,310
TELEPHONE - OWNERS	36,212	42,092	34,984	22,692	22,680	22,568	24,475	25,318	23,782	23,804
MAID FEES COLLECTED	7,740	8,564	11,032	13,002	12,270	11,880	13,299	10,977	12,724	12,669
LOCAL FEE	47,359	47,543	40,611	42,000	37,399	33,637	39,124	37,060	25,745	0
BENT CREEK GOLF	29,849	23,774	23,611	28,304	6,114	50,884	35,430	34,816	46,996	37,858
RIDGE REALTY	13,025	5,653	1,949	8,539	7,170	23,896	32,350	5,730	0	0
CANCELLATION FEES	11,646	5,565	5,460	6,120	5,600	5,270	3,950	3,225	4,080	1,840
OTHER INCOME	120,965	90,827	55,190	56,466	57,186	64,663	68,182	69,448	80,658	88,859
GROSS INCOME	999,400	963,679	842,726	899,285	775,544	747,315	757,992	695,237	739,484	793,811
DIRECT COSTS										
TV/CABLE - OWNERS	17,173	13,081	9,791	8,599	9,377	10,214	9,892	11,305	10,490	16,119
TELEPHONE - OWNERS	23,161	29,802	17,581	30,499	19,922	4,423	6,720	6,206	5,885	2,856
CNPOA	41,118	43,055	45,940	46,526	47,354	48,367	46,422	37,005	23,801	0
BENT CREEK GOLF	31,032	30,000	30,000	30,000	6,842	51,023	35,273	35,601	38,879	49,638
TRAVEL AGENTS	14,937	14,351	12,964	9,831	0	5,871	7,463	6,026	2,637	3,130
CREDIT CARDS	32,461	26,465	26,077	26,516	21,257	23,723	20,912	20,805	14,197	10,956
REAL ESTATE COST	15,542	11,908	7,272	5,934	4,268	33,621	49,797	5,275	711	0
SALES INCENTIVE	3,430	0	0	0	0	0	0	0	0	0
OTHER EXPENSE	94,116	107,263	48,566	54,370	50,716	54,861	54,753	55,576	66,550	83,034
TOTAL DIRECT COSTS	272,970	275,925	198,191	212,275	159,736	232,103	231,232	177,799	163,150	165,733
GENERAL & ADMINISTRATIVE										
SALARY & WAGES	378,341	362,265	296,504	370,597	345,753	333,632	289,496	291,582	323,003	329,217
FRINGES(TAX & INS	90,018	95,048	68,048	75,376	71,270	77,956	82,609	86,178	77,262	94,825
TRAVEL & ENTERTAINMENT	14,385	7,265	5,691	3,632	5,975	7,060	8,228	7,764	5,976	4,521
OTHER ADMINISTRATIVE EXP	42,583	39,023	43,398	40,853	42,291	43,307	45,239	41,209	54,866	49,772
TOTAL G & A EXPENSE	525,327	503,601	413,641	490,458	465,289	461,955	425,572	426,733	461,107	478,335
Other Expense										
SALES EXPENSE	43,998	32,998	24,169	19,335	12,379	13,132	16,057	13,834	17,053	15,387
REPAIRS & MAINTENANCE	15,453	1,153	906	2,794	1,278	4,180	6,583	12,062	27,462	31,222
HOUSEKEEPING EXPENSE	56,764	36,707	41,842	40,726	37,015	30,177	29,562	25,839	30,574	36,513
TRUCK EXPENSE	3,000	4,062	3,000	3,000	3,000	3,000	3,000	3,000	3,598	4,792
ADVERTISING	195,656	123,656	132,093	103,612	105,294	109,356	97,181	89,162	86,260	53,412
TOTAL OTHER EXPENSE	314,871	198,576	202,010	169,467	158,966	159,845	152,383	143,897	164,947	141,326
TOTAL ALL EXPENSES	1,113,168	978,102	813,842	872,200	783,991	853,903	809,187	748,429	789,204	785,394
NET INCOME/LOSS	(113,768)	(14,423)	28,884	27,085	(8,447)	(106,588)	(51,195)	(53,192)	(49,720)	8,417