

HOA Annual Financials

| | 2016-2017 | 2017-2018 | Oct 2018-Sept 2019 | | | 2019-2020 | 2020-2022 | |
|--|-----------------------|-----------|--------------------|--------------------|--------------------|-----------|------------------------|-----------|
| | Actual | Actual | Projected Actual | Fiscal Year Budget | Full Year Variance | BUDGET | FUTURE YEARS ESTIMATES | |
| Income | 40,654 | 50,933 | 48,510 | 49,000 | (490) | 48,585 | 56,725 | NOTE (1) |
| Operating Expenses | | | | | | | | |
| General & Administration | 15,176 | 9,722 | 11,416 | 8,547 | 2,869 | 15,268 | 20,000 | NOTE (2) |
| Landscaping | 14,830 | 13,905 | 14,512 | 14,375 | 137 | 15,000 | 15,500 | NOTE (3) |
| Pool & Tennis | 7,859 | 8,561 | 8,094 | 9,122 | (1,028) | 8,410 | 9,000 | NOTE (4) |
| Utilities | 6,389 | 5,445 | 5,717 | 7,727 | (2,010) | 6,731 | 7,000 | |
| Total Operating Expenses | 44,254 | 37,633 | 39,739 | 39,771 | (32) | 45,410 | 51,500 | |
| Operating Income | (3,600) | 13,300 | 8,771 | 9,229 | (458) | 3,175 | 5,225 | per year |
| Capital Expenditures: | | | | | | | | |
| 2016-2017 Pool & Tile Replacement | 16,520 | | | | | | | |
| 2016-2017 Pool Plaster Curing | 900 | | | | | | | |
| 2016-2017 Understructure inspection | <i>Operating Exp.</i> | | | | | | | |
| 2016-2017 CapEx Spend Subtotal | 17,420 | | | | | | | |
| 2017-2018 Tennis Court Resurface & Net Replace | | 4,050 | | | | | | |
| 2017-2018 Pool Furniture | | 5,947 | | | | | | |
| 2017-2018 Basketball Pole & Hoop | | 2,261 | | | | | | |
| 2017-2018 Pool house Ceiling Ladder | | 836 | | | | | | |
| 2017-2018 CapEx Spend Subtotal | | 13,095 | | | | | | |
| 2018-2019 Understructure Tennis Court Paint | | | 4,900 | 5,000 | (100) | | | |
| 2018-2019 Pool house Ceiling Insulation | | | 1,545 | 1,200 | 345 | | | |
| 2018-2019 Pool Pump Replace | | | 785 | 1,250 | (465) | | | |
| 2018-2019 Pool Umbrellas Replace | | | 517 | 600 | (83) | | | |
| 2018-2019 Entrance & Detention Pond Shrubs | | | 1,165 | 3,800 | (2,635) | | | |
| 2018-2019 Entrance Lights Re-wire | | | 620 | 1,300 | (680) | | | |
| 2018-2019 Security Camera Pool Area | | | 431 | 500 | (69) | | | |
| 2018-2019 Security Camera Other Area | | | 559 | - | 559 | | | |
| 2018-2019 CapEx Spend Subtotal | | | 10,522 | 13,650 | (3,128) | | | |
| 2019-2020 Water Fountain Replace | | | | | | 800 | | |
| 2019-2020 Entrance Signage Replace/Repair | | | | | | 750 | | |
| 2019-2020 Pool Gate Closure | | | | | | 400 | | |
| 2019-2020 Pool Pergola Shade Replace | | | | | | 1,200 | | |
| 2019-2020 Parking Lot Stripes Paint | | | | | | 500 | | |
| 2019-2020 Other Tennis Items | | | | | | 800 | | |
| 2019-2020 CapEx Spend Subtotal | | | | | | 4,450 | | |
| 2020-2021 Pool House Interior | | | | | | | 2,000 | |
| 2020-2021 Pool House Exterior Paint | | | | | | | 1,200 | |
| 2020-2021 Pool Plaster Acid Wash | | | | | | | 1,000 | |
| 2020-2021 Fence Poles Repair & Paint | | | | | | | 4,000 | |
| 2020-2021 Understructure Inspection | | | | | | | 500 | |
| 2020-2021 CapEx Spend Subtotal | | | | | | | 8,700 | NOTE (6a) |
| 2021-2022 Windscreen Sign Replace | | | | | | | 2,800 | |
| 2021-2022 Trees at Frontage Entrance | | | | | | | 3,000 | NOTE (5) |
| 2021-2022 Frontage Improvement | | | | | | | 3,000 | |
| 2021-2022 CapEx Spend Subtotal | | | | | | | 8,800 | NOTE (6b) |
| Beginning Cash | 54,212 | 45,412 | 33,398 | 29,903 | 3,495 | 31,647 | 30,372 | |
| Year to Year Income Adjustments | 12,220 | (12,220) | | | | | | |
| Net Change in Cash | (21,020) | 206 | (1,751) | (4,421) | 2,670 | (1,275) | (7,050) | |
| Ending Cash | 45,412 | 33,398 | 31,647 | 25,482 | 6,165 | 30,372 | 23,322 | |
| Ending Cash Date | 9/30/2017 | 9/30/2018 | 9/30/2019 | 9/30/2019 | | 9/30/2020 | 9/30/2022 | |

HOA Annual Financials

| | 2016-2017 | 2017-2018 | 2018-2019 | | | 2019-2020 | 2019-2022 | |
|--|----------------|---------------|------------------|--------------------|--------------------|---------------|------------------------|-----------|
| | Actual | Actual | Projected Actual | Fiscal Year Budget | Full Year Variance | BUDGET | FUTURE YEARS ESTIMATES | |
| OPERATING INCOME DETAIL: | | | | | | | | |
| Income | | | | | | | | |
| 40-3001 Assessments | 51,575 | 49,682 | 47,875 | 48,991 | (1,116) | 47,960 | | |
| 40-3020 Initiation Closing Fees | 215 | 450 | 400 | - | 400 | 320 | | |
| 40-3040 ACC Fines Income | 0 | 263 | - | - | - | 210 | | |
| 40-3050 Late Fee Income | 825 | 528 | 200 | - | 200 | 85 | | |
| Other | 259 | 11 | 35 | 9 | 26 | 10 | | |
| Total Income | 52,874 | 50,933 | 48,510 | 49,000 | 2,127 | 48,585 | 56,725 | NOTE (1) |
| Operating Expenses | | | | | | | | |
| General & Administration | | | | | | | | |
| 50-4010 Management Fees | 6,780 | 4,045 | 0 | 0 | - | 0 | | NOTE (2a) |
| 50-4020 Legal Fees | 3,108 | 81 | 3,680 | 2,400 | 1,280 | 3,600 | | |
| 50-4030 Insurance | 2,152 | 2,373 | 2,800 | 2,500 | 300 | 3,545 | | |
| 50-4050 Social Committee | 855 | 922 | 1,211 | 1,200 | 11 | 1,200 | | |
| 50-4040 Holiday Decorating | 0 | 0 | 0 | 0 | | 1,700 | | NOTE (2b) |
| 50-4060 Offsite Storage | 866 | 676 | 948 | 948 | - | 1,020 | | |
| 50-4070 Supplies & Postage | 663 | 789 | 517 | 360 | 157 | 600 | | |
| 50-4080 Website/HOA Emails | 159 | 395 | 643 | 650 | (7) | 700 | | |
| 50-4130 ACC Committee | - | 198 | 1,151 | - | 1,151 | 2,400 | | NOTE (2a) |
| Other | 593 | 242 | 467 | 489 | (22) | 503 | | |
| Subtotal General & Administration | 15,176 | 9,722 | 11,416 | 8,547 | (7,106) | 15,268 | 20,000 | |
| Landscaping | | | | | | | | |
| 50-5010 Lawn Maint. & Landscape | 10,161 | 9,984 | 7,871 | 7,200 | 671 | 7,500 | | |
| 50-5020 Seasonal Flowers | 984 | 947 | 817 | 1,050 | (233) | 1,800 | | NOTE (3) |
| 50-5030 Pine Straw | 1,139 | 42 | 848 | 1,500 | (652) | 1,500 | | |
| 50-5040 Landscape/Irrigation Repairs | 1,395 | 394 | 1,126 | 1,625 | (499) | 1,200 | | |
| 50-5050 Tree Trim/Fence Repairs | 1,150 | 2,537 | 3,850 | 3,000 | 850 | 3,000 | | |
| Subtotal Landscaping | 14,830 | 13,905 | 14,512 | 14,375 | (21) | 15,000 | 15,500 | |
| Pool & Tennis | | | | | | | | |
| 50-6010 Pool Service | 5,500 | 5,500 | 5,500 | 5,900 | (400) | 5,775 | | NOTE (4) |
| 50-6020 Pool Permits | 512 | 512 | 512 | 512 | 0 | 525 | | |
| 50-6030 Pool/Tennis Repairs | 311 | 2,083 | 1,383 | 2,250 | (867) | 1,350 | | |
| 50-6040 Pool/Tennis Supplies | 711 | 306 | 539 | 300 | 239 | 600 | | |
| 50-6050 Pest Control | 825 | 160 | 160 | 160 | - | 160 | | |
| Subtotal Pool & Tennis | 7,859 | 8,561 | 8,094 | 9,122 | 837 | 8,410 | 9,000 | |
| Utilities | | | | | | | | |
| 50-7010 Electricity - Frontage | 910 | 884 | 760 | 993 | (233) | 836 | | |
| 50-7015 Electricity - Pool Area | 2,437 | 2,297 | 2,643 | 2,622 | 21 | 2,907 | | |
| 50-7020 Water - Frontage | 1,600 | 1,047 | 1,058 | 1,630 | (572) | 1,164 | | |
| 50-7023 Water - Pool Area | 747 | 333 | 431 | 593 | (162) | 474 | | |
| 50-7026 Water & Sewer - Pool house | 193 | 333 | 168 | 689 | (521) | 185 | | |
| 50-7045 Internet - Pool house | 0 | 0 | 199 | - | | 468 | | |
| 50-7040 Telephone - Pool house | 502 | 550 | 459 | 1,200 | (741) | 698 | | |
| 50-7050 Pool Trash Service | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Subtotal Utilities | 6,389 | 5,445 | 5,717 | 7,727 | (1,388) | 6,731 | 7,000 | |
| Total Operating Expenses | 44,254 | 37,633 | 39,739 | 39,771 | (32) | 45,410 | 51,500 | |
| OPERATING INCOME | (3,600) | 13,300 | 8,771 | 9,229 | 2,159 | 3,175 | 5,225 | per year |

NOTE (1) Annual Dues are scheduled to remain at \$800 per household for 2019-2020, and increasing to a range of \$850-\$950 each in subsequent years.

NOTE (2a) Management Company removed April 2018, self-managing one more year (saving \$8k per year) with new software to assist with ACC violations (\$2,400/yr).

NOTE (2b) Purchase of new holiday decorations and/or hire company to decorate entrance to subdivision.

NOTE (3) Expanded Fall & Spring flower planting planned for upcoming fiscal year.

NOTE (4) The current 1-year pool service contract expires 12/31/19 (approximately \$6k per year). The Board may sign a 3-year contract renewal.

NOTE (5) Annual treatments are planned to extend life of Cherry Trees at entrance, but they will eventually need replacing.

NOTES (6a-6b) 2020-2022 Future Years' Estimates are subject to change.