

Paseo Master Association
Treasurer's Report

Based on Unaudited January 31, 2020 Financial Statements (HOA meeting of February 20, 2020)

The Paseo HOA had an operating surplus as of 1.31.20 of \$641,792.

The replacement reserves were \$679,756 at 12.31.19 and increased to \$710,913 as of 1.31.20. Assessments of \$104,652 along with interest of \$524 were added to the reserves. Total expenditures of (\$74,019) were charged against the reserves during the calendar year.

The working capital fund was \$86,684 at 12.31.19. Capital contributions of \$9,000 were added to the fund in January. (\$27,051) of special projects were expensed leaving a balance of \$68,633 as of 1.31.20. The board has approved several other projects that will be funded in 2020.

For the month and year, the association had an income of \$51,589 against a budget of \$8,534 for a positive variance of \$43,055. Food and beverage exceeded budget by \$21,534 and maintenance (including labor) exceeded budget by \$10,207. We had two open maintenance positions in January.

For the year, food and beverage had a direct loss of (\$23,945) against a budget of (\$45,479) for a positive variance of \$21,534. Revenue exceeded budget and we had positive variances in labor and supplies.

Paseo Master HOA
Balance Sheet
As of 01.31.20

	Operating	Working Capital	Capital Reserves	Total
Cash	1,272,091	68,633	723,981	2,064,705
Due to/from	-			-
Other receivables	76,923			76,923
Deposits				-
Other current assets	106,506		2,282	108,789
Current assets	1,455,520	68,633	726,264	2,250,417
Deferred revenue	(581,565)			(581,565)
Current liabilities	(232,162)		(15,350)	(247,513)
Working capital surplus	641,792	68,633	710,913	1,421,339
Fixed assets (net)	33,107			33,107
Fund balance	674,899	68,633	710,913	1,454,445
Fund balance				
Beginning Balance	623,310	86,684	679,756	1,389,750
Net Income (loss)	51,589			51,589
Collected		9,000	104,652	113,652
Interest			524	524
Capital projects		(27,051)	(74,019)	(101,070)
Fund balance	674,899	68,633	710,913	1,454,445
Current surplus				
Surplus	674,899			
Less fixed assets	(33,107)			
Available surplus	641,792			

Paseo Master HOA
Income Statement
As of 01.31.20

	Current Month			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Master dues	287,521	287,521	0	287,521	287,521	0
Reserve dues	104,652	104,652	-	104,652	104,652	-
Interest income	991	500	491	991	500	491
Events	-	3,000	(3,000)	-	3,000	(3,000)
Retail items	1,483	3,000	(1,517)	1,483	3,000	(1,517)
Amenities and other	2,118	1,223	895	2,118	1,223	895
Food and beverage	129,054	115,381	13,673	129,054	115,381	13,673
Capital assessments	27,051	-	27,051	27,050.90	-	27,051
Income	552,870	515,277	37,593	552,870	515,277	37,593
Legal	720	3,000	2,280	720	3,000	2,280
Other administrative	7,009	6,327	(682)	7,009	6,327	(682)
Bulk Cable	65,934	67,373	1,439	65,934	67,373	1,439
Utilities (other)	19,804	20,157	353	19,804	20,157	353
Contracts	7,191	6,456	(735)	7,191	6,456	(735)
Insurance	4,964	5,522	558	4,964	5,522	558
Lifestyle park	-	208	208	-	208	208
Cost of sales	50,045	45,798	(4,247)	50,045	45,798	(4,247)
Food and beverage supplies	17,882	22,246	4,364	17,882	22,246	4,364
Entertainment	4,200	4,600	400	4,200	4,600	400
Other amenities	13,831	13,253	(578)	13,831	13,253	(578)
Retail items	(195)	3,000	3,195	(195)	3,000	3,195
Pool (other)	4,720	7,404	2,684	4,720	7,404	2,684
Landscaping	10,385	10,951	567	10,385	10,951	567
Maintenance	9,116	9,085	(31)	9,116	9,085	(31)
Payroll	-	-	-	-	-	-
Food and beverage	85,071	92,816	7,745	85,071	92,816	7,745
Member services	9,168	10,682	1,514	9,168	10,682	1,514
Pool monitor	10,809	11,688	879	10,809	11,688	879
Administration	34,068	36,431	2,363	34,068	36,431	2,363
Maintenance	13,153	23,391	10,238	13,153	23,391	10,238
Capital reserves	104,652	104,652	-	104,652	104,652	-
Depreciation	1,703	1,703	(0)	1,703	1,703	(0)
Capital projects	27,051	-	(27,051)	27,050.90	-	(27,051)
Expenses	501,281	506,743	5,462	501,281	506,743	5,462
Net Income (loss)	51,589	8,534	43,055	51,589	8,534	43,055
Capital projects	-	-	-	-	-	-
LED lighting project	554	-	(554)	554	-	(554)
LED Tiki lighting	6,330	-	(6,330)	6,330	-	(6,330)
Acoustic panels for the pub	-	-	-	-	-	-
Door between the kitchen and bistro	1,182	-	(1,182)	1,182	-	(1,182)
Aerobic pac dumbbells	607	-	(607)	607	-	(607)
Spa Barber chairs (3)	746	-	(746)	746	-	(746)
Eversafe storage building	5,443	-	(5,443)	5,443	-	(5,443)
Tiki gate replacement	-	-	-	-	-	-
Bocce shade structures	12,190	-	(12,190)	12,190	-	(12,190)
	27,051	-	(27,051)	27,051	-	(27,051)

Net salaries \$22,739

Month-to-Date		Year-to-Date		01.31.19							
Actual	Budget	Variance	Actual	Budget	Variance	Actual	Change				
						%					
								2017	2018	2019	2020
								Actual	Actual	Actual	Budget

Food Sales	70,547	62,125	8,422	70,547	62,125	8,422	62,851	7,696	12.2%	572,330	561,133	70,547	547,000	604,750
Bar Sales	58,507	53,256	5,251	58,507	53,256	5,251	52,816	5,691	10.8%	481,545	513,011	58,507	512,000	546,322
Total Sales	129,054	115,381	13,673	129,054	115,381	13,673	115,667	13,387	11.6%	1,053,875	1,074,144	129,054	1,059,000	1,151,072
Cost of goods sold														
Food	30,328	26,093	(4,235)	30,328	26,093	(4,235)	30,358	30	0.1%	229,819	223,887	30,328	202,390	253,995
Bar	19,717	19,705	(12)	19,717	19,705	(12)	20,349	632	3.1%	154,887	191,627	19,717	184,320	202,139
Total COGS	50,045	45,798	(4,247)	50,045	45,798	(4,247)	50,707	662	1.3%	384,707	415,514	50,045	386,710	456,134
Supplies	17,882	22,246	4,364	17,882	22,246	4,364	19,065	1,183	6.2%	193,379	221,200	17,882	188,500	229,408
Labor	85,071	92,816	7,745	85,071	92,816	7,745	90,415	5,344	5.9%	930,803	811,841	85,071	817,522	856,848
Total direct expenses	152,998	160,860	7,862	152,998	160,860	7,862	160,188	7,189	4.5%	1,508,888	1,448,556	152,998	1,392,732	1,542,390
Direct loss	(23,945)	(45,479)	21,534	(23,945)	(45,479)	21,534	(44,521)	20,576	-46.2%	(455,013)	(374,411)	(23,945)	(333,732)	(391,318)
Direct cost recovery	84.3%	71.7%	12.6%	84.3%	71.7%	12.6%	72.2%			69.8%	74.2%	84.3%	76.0%	74.6%
Cost of goods sold														
Food	43.0%	42.0%	-1.0%	43.0%	42.0%	-1.0%	48.3%			40.2%	39.9%	43.0%	37.0%	42.0%
Bar	33.7%	37.0%	3.3%	33.7%	37.0%	3.3%	38.5%			32.2%	37.4%	33.7%	36.0%	37.0%
Total	38.8%	39.7%	0.9%	38.8%	39.7%	0.9%	43.8%			36.5%	38.7%	38.8%	36.5%	39.6%
Supplies	13.9%	19.3%	5.4%	13.9%	19.3%	5.4%	16.5%			18.3%	20.6%	13.9%	17.8%	19.9%
Labor	65.9%	80.4%	14.5%	65.9%	80.4%	14.5%	78.2%			88.3%	75.6%	65.9%	77.2%	74.4%
Food														
Rate		(698)				(698)								
Volume		(3,537)				(3,537)								
Bar														
Rate		1,931				1,931								
Volume		(1,943)				(1,943)								
COGS Variance		(4,247)				(4,247)								

Paseo Master HOA
Working Capital Fund

Balance as of 12.31.19			86,684
Closings (sales) 2020	6	1,500	9,000
2020 Projects	Paid	O/S	
LED lighting project	(554)		(554)
LED Tiki lighting	(6,330)		(6,330)
Acoustic panels for the pub	-		-
Door between the kitchen and bistro	(1,182)		(1,182)
Aerobic pac dumbbells	(607)	(607)	(1,214)
Spa Barber chairs (3)	(746)		(746)
Eversafe storage building	(5,443)	(7,557)	(13,000)
Tiki gate replacement	-	(2,606)	(2,606)
Bocce shade structures	(12,190)	(12,191)	(24,380)
Bocce landscaping		(1,580)	(1,580)
Tennis fencing repairs		(6,500)	(6,500)
Firepit		(10,067)	(10,067)
Less adopt a Brick fund		6,803	6,803
Pickleball lines		(1,000)	(1,000)
Retaining wall stone		(7,500)	(7,500)
Power wash circle drive		(6,000)	(6,000)
Emergency lighting		(7,893)	(7,893)
Available balance 01.31.20	(27,051)	(56,697)	11,937
Anticipated additional home sales 2020	66	1,500	99,000
Working capital available			99,000
Funding of capital projects:			
Infrared tiki heaters and installation			(5,000)
Move coffee station			(5,000)
Fix low spot in pavers (circle)			(6,000)
Tiki kitchen AC			(8,695)
Cameras (new locations)			(15,000)
Wireless microphones - theater			(7,200)
Walk-in freezer - Tiki kitchen			(10,000)
Restructure serving station (Tiki)			(10,000)
Tiki serving area and center cabinets			(17,950)
Anticipated balance 12.31.20			14,155
Operating contingency			(50,000)
Excess funds			(35,845)

Paseo Master HOA
Cost by Service
As of 01.31.20

	Current Month			Year to Date			Average per Month		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Bulk Cable	65,934	67,373	1,439	65,934	67,373	1,439	65,934	67,373	1,439
Administration	41,797	45,758	3,961	41,797	45,758	3,961	41,797	45,758	3,961
Replacement Reserves	104,652	104,652	-	104,652	104,652	-	104,652	104,652	-
Maintenance	22,269	32,476	10,207	22,269	32,476	10,207	22,269	32,476	10,207
Food and Beverage	23,945	45,479	21,534	23,945	45,479	21,534	23,945	45,479	21,534
Utilities	19,804	20,157	353	19,804	20,157	353	19,804	20,157	353
Amenity Access	10,809	11,688	879	10,809	11,688	879	10,809	11,688	879
Landscaping	10,385	10,951	567	10,385	10,951	567	10,385	10,951	567
Member Services	9,168	10,682	1,514	9,168	10,682	1,514	9,168	10,682	1,514
Pool	4,720	7,404	2,684	4,720	7,404	2,684	4,720	7,404	2,684
Entertainment	4,200	4,600	400	4,200	4,600	400	4,200	4,600	400
Insurance	4,964	5,522	558	4,964	5,522	558	4,964	5,522	558
Management Contract	3,497	3,556	59	3,497	3,556	59	3,497	3,556	59
Tennis (net)	4,988	4,420	(568)	4,988	4,420	(568)	4,988	4,420	(568)
IT Services	3,510	2,700	(810)	3,510	2,700	(810)	3,510	2,700	(810)
Café	4,690	2,500	(2,190)	4,690	2,500	(2,190)	4,690	2,500	(2,190)
Events (net)	2,592	1,500	(1,092)	2,592	1,500	(1,092)	2,592	1,500	(1,092)
Retail (net)	(1,678)	-	1,678	(1,678)	-	1,678	(1,678)	-	1,678
Other	(1,365)	518	1,883	(1,365)	518	1,883	(1,365)	518	1,883
Total	338,881	381,936	43,055	338,881	381,936	43,055	338,881	381,936	43,055
Per Unit									
Bulk Cable	57.53	58.79	1.26	57.53	58.79	1.26	57.53	58.79	1.26
Administration	36.47	39.93	3.46	36.47	39.93	3.46	36.47	39.93	3.46
Replacement Reserves	91.32	91.32	-	91.32	91.32	-	91.32	91.32	-
Maintenance	19.43	28.34	8.91	19.43	28.34	8.91	19.43	28.34	8.91
Food and Beverage	20.89	39.68	18.79	20.89	39.68	18.79	20.89	39.68	18.79
Utilities	17.28	17.59	0.31	17.28	17.59	0.31	17.28	17.59	0.31
Amenity Access	9.43	10.20	0.77	9.43	10.20	0.77	9.43	10.20	0.77
Landscaping	9.06	9.56	0.49	9.06	9.56	0.49	9.06	9.56	0.49
Member Services	8.00	9.32	1.32	8.00	9.32	1.32	8.00	9.32	1.32
Pool	4.12	6.46	2.34	4.12	6.46	2.34	4.12	6.46	2.34
Entertainment	3.66	4.01	0.35	3.66	4.01	0.35	3.66	4.01	0.35
Insurance	4.33	4.82	0.49	4.33	4.82	0.49	4.33	4.82	0.49
Management Contract	3.05	3.10	0.05	3.05	3.10	0.05	3.05	3.10	0.05
Tennis (net)	4.35	3.86	(0.50)	4.35	3.86	(0.50)	4.35	3.86	(0.50)
IT Services	3.06	2.36	(0.71)	3.06	2.36	(0.71)	3.06	2.36	(0.71)
Café	4.09	2.18	(1.91)	4.09	2.18	(1.91)	4.09	2.18	(1.91)
Events (net)	2.26	1.31	(0.95)	2.26	1.31	(0.95)	2.26	1.31	(0.95)
Retail (net)	(1.46)	-	1.46	(1.46)	-	1.46	(1.46)	-	1.46
Other	(1.19)	0.45	1.64	(1.19)	0.45	1.64	(1.19)	0.45	1.64
Total	295.71	333.28	37.57	295.71	333.28	37.57	295.71	333.28	37.57