## Paseo Master Association

Treasurer's Report
Based on Unaudited May 31, 2022 Financial Statements (HOA meeting of June 15, 2022)
The Paseo Master HOA had an operating surplus of $\$ 727,880$ which is $\$ 29,912$ above the minimum recommended by our professionals (two months of 2022 assessments) when adjusted for the remaining budget of 2022.

The replacement reserves were $\$ 1,734,934$ at 12.31 .21 and increased to $\$ 1,918,549$ as of 5.31 .22 . Assessments of $\$ 183,600$ along with interest of $\$ 15$ were added to the reserves. No expenditures have been charged against the reserves during the calendar year.

The working capital fund was $\$ 339,299$ at 12.31 .21 . Year to date capital contributions of $\$ 136,500$ were added to the fund. Special projects of ( $\$ 11,251$ ) were expensed leaving a balance of $\$ 464,548$ as of 5.31.22. Additional estimated expenditures of $(\$ 12,100)$ have been approved by the board.

For the month, the association had an income of $\$ 9,944$ against a budget of $(\$ 5,041)$ for a positive variance of $\$ 14,985$. Food and beverage subsidy was less than budget by $\$ 7,134$.

For the year, the association had an income of $\$ 62,967$ against a budget $\$ 35,580$ for a positive variance of $\$ 27,387$. Food and beverage subsidy was less than budget by $\$ 31,643$, offset against a much higher electrical rate than budgeted and various water issues. Utilities were over budget by $(\$ 12,808)$.

For the year, food and beverage had a direct loss of $(\$ 113,278)$ against a budget of $(\$ 144,921)$ for a positive variance of $\$ 31,643$. The impact of sales less the related cost of goods sold was $\$ 56,826$. Salaries were over budget by $(\$ 5,518)$, cost of goods sold due to the rate variance by $(\$ 5,853)$ and supplies were over by ( $\$ 13,812$ ).

## Paseo Master HOA

Balance Sheet
As of 05.31.22

|  | Operating | Working Capital | Total | Capital Reserves | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 1,012,510 | 464,548 | 1,477,058 | 1,925,997 | 3,403,055 |
| Accounts receivable | 48,552 |  | 48,552 |  | 48,552 |
| Other receivables | 2,446 |  | 2,446 |  | 2,446 |
| Deposits |  |  | - |  | - |
| Other current assets | 119,156 |  | 119,156 |  | 119,156 |
| Current assets | 1,182,665 | 464,548 | 1,647,212 | 1,925,997 | 3,573,210 |
| Deferred revenue | $(300,594)$ |  | $(300,594)$ |  | $(300,594)$ |
| Current liabilities | $(153,441)$ |  | $(153,441)$ | $(7,448)$ | $(160,889)$ |
| Fund Balance | 728,630 | 464,548 | 1,193,177 | 1,918,549 | 3,111,726 |

Fund balance
Beginning Balance
Collected
Transfer
Interest
Capital projects
Fund balance

Two months of assessments (2022)
Remaining budget for 2022
Excess (deficit) operating reserves

662,388
35,580
30,662

Paseo Master HOA
Income Statement
As of 05.31.22

| Master dues | 300,594 | 300,594 | - | 1,502,968 | 1,502,970 | (2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reserve dues | - | - |  | 183,600 | 183,600 | - |
| Interest income | 10 | 20 | (10) | 72 | 100 | (28) |
| Events | - | - | - | - | - | - |
| Retail items | 1,684 | 2,000 | (316) | 17,283 | 13,000 | 4,283 |
| Amenities and other | 312 | 980 | (668) | 2,427 | 4,900 | $(2,473)$ |
| Food and beverage | 89,192 | 78,200 | 10,992 | 708,125 | 620,500 | 87,625 |
| Capital assessments | 2,866 |  | 2,866 | 11,251 | - | 11,251 |
| Income | 394,657 | 381,794 | 12,863 | 2,425,726 | 2,325,070 | 100,656 |
| Legal | 195 | 400 | 205 | 1,167 | 2,000 | 833 |
| Other administrative | 4,744 | 5,386 | 642 | 32,543 | 28,367 | $(4,176)$ |
| Bulk Cable | 105,730 | 105,719 | (12) | 528,651 | 528,593 | (59) |
| Utilities | 16,980 | 16,483 | (497) | 101,388 | 88,580 | $(12,808)$ |
| Contracts | 4,827 | 5,471 | 644 | 26,825 | 27,355 | 530 |
| Insurance | 6,151 | 6,000 | (151) | 29,316 | 30,000 | 684 |
| Lifestyle park | 2,012 | 125 | $(1,887)$ | 3,156 | 625 | $(2,531)$ |
| Cost of sales | 36,412 | 28,824 | $(7,588)$ | 267,636 | 230,985 | $(36,651)$ |
| Food and beverage supplies | 15,462 | 13,447 | $(2,015)$ | 108,194 | 94,382 | $(13,812)$ |
| Entertainment | 3,900 | 4,000 | 100 | 41,466 | 35,500 | $(5,966)$ |
| Other amenities | 8,646 | 9,467 | 821 | 65,477 | 54,835 | $(10,642)$ |
| Retail items | $(1,021)$ | 2,000 | 3,021 | 10,624 | 13,000 | 2,376 |
| Pool (other) | 9,150 | 5,643 | $(3,507)$ | 34,990 | 28,215 | $(6,775)$ |
| Landscaping | 7,452 | 11,114 | 3,662 | 48,969 | 55,570 | 6,601 |
| Maintenance | 4,593 | 8,551 | 3,958 | 36,786 | 43,305 | 6,519 |
| Payroll |  |  |  |  |  |  |
| Food and beverage | 77,862 | 83,606 | 5,744 | 445,572 | 440,054 | $(5,518)$ |
| Member services | 8,557 | 8,327 | (230) | 42,976 | 53,128 | 10,152 |
| Pool monitor | 9,823 | 11,955 | 2,132 | 56,385 | 57,410 | 1,025 |
| Administration | 38,723 | 38,837 | 114 | 182,871 | 188,212 | 5,341 |
| Maintenance | 20,899 | 21,480 | 581 | 102,164 | 105,775 | 3,611 |
| Capital reserves | - | - | - | 183,600 | 183,600 | - |
| Capital projects | 2,866 | - | $(2,866)$ | 11,251 | - | $(11,251)$ |
| Expenses | 383,963 | 386,835 | 2,871 | 2,362,009 | 2,289,491 | $(72,518)$ |
| Net Income (loss) - normal operations | 10,694 | $(5,041)$ | 15,735 | 63,717 | 35,580 | 28,137 |
| Unusual items |  |  |  |  |  |  |
| Cash recognition of working capital assessments | 36,134 |  | 36,134 | 125,249 |  | 125,249 |
| Net Income (loss) per KW statements | 46,828 | $(5,041)$ | 51,869 | 188,966 | 35,580 | 153,386 |
| Food and beverage |  |  | 7,134 |  |  | 31,643 |
| All other cost centers |  |  | 8,601 |  |  | $(3,505)$ |


| Paseo Master HOA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food and Beverage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Month-to-Date |  |  | Year-to-Date |  |  | 05.31 .21 |  | \% | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|  | Actual | Budget | Variance | Actual | Budget | Variance | Actual | Change |  | Actual | Actual | Actual | Actual | Actual | Budget |
| Food Sales | 42,999 | 38,000 | 4,999 | 351,836 | 324,250 | 27,586 | 306,684 | 45,152 | 14.7\% | 572,330 | 561,133 | 582,215 | 398,932 | 585,635 | 633,575 |
| Bar Sales | 46,193 | 40,200 | 5,993 | 356,288 | 296,250 | 60,038 | 322,931 | 33,357 | 10.3\% | 481,545 | 513,011 | 530,384 | 408,023 | 596,336 | 599,975 |
| Total Sales | 89,192 | 78,200 | 10,992 | 708,125 | 620,500 | 87,625 | 629,615 | 78,509 | 12.5\% | 1,053,875 | 1,074,144 | 1,112,599 | 806,955 | 1,181,970 | 1,233,550 |
| Cost of goods sold |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Food | 21,646 | 15,960 | $(5,686)$ | 153,756 | 136,185 | $(17,571)$ | 124,802 | $(28,954)$ | -23.2\% | 229,819 | 223,887 | 260,861 | 178,494 | 249,452 | 266,102 |
| Bar | 14,766 | 12,864 | $(1,902)$ | 113,880 | 94,800 | $(19,080)$ | 97,848 | $(16,033)$ | -16.4\% | 154,887 | 191,627 | 192,433 | 136,603 | 185,221 | 191,992 |
| Total COGS | 36,412 | 28,824 | $(7,588)$ | 267,636 | 230,985 | $(36,651)$ | 222,650 | $(44,987)$ | -20.2\% | 384,707 | 415,514 | 453,293 | 315,097 | 434,673 | 458,094 |
| Supplies | 15,462 | 13,447 | $(2,015)$ | 108,194 | 94,382 | $(13,812)$ | 93,091 | $(15,103)$ | -16.2\% | 193,379 | 221,200 | 237,628 | 165,996 | 210,344 | 199,800 |
| Labor | 77,862 | 83,606 | 5,744 | 445,572 | 440,054 | $(5,518)$ | 347,975 | $(97,597)$ | -28.0\% | 930,803 | 811,841 | 841,451 | 706,931 | 826,488 | 1,016,463 |
| Total direct expenses | 129,735 | 125,877 | $(3,858)$ | 821,403 | 765,421 | $(55,982)$ | 663,717 | $(112,700)$ | -17.0\% | 1,508,888 | 1,448,556 | 1,532,372 | 1,188,024 | 1,471,506 | 1,674,356 |
| Direct loss | $(40,543)$ | $(47,677)$ | 7,134 | $(113,278)$ | $(144,921)$ | 31,643 | $(34,101)$ | $\underline{(79,177)}$ | 232.2\% | $(455,013)$ | $(374,411)$ | $(419,773)$ | $(381,070)$ | $(289,536)$ | $(440,806)$ |
| Direct cost recovery | 68.7\% | 62.1\% | 6.6\% | 86.2\% | 81.1\% | 5.1\% | 94.9\% |  |  | 69.8\% | 74.2\% | 72.6\% | 67.9\% | 80.3\% | 73.7\% |
| Cost of goods sold |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Food | 50.3\% | 42.0\% | -8.3\% | 43.7\% | 42.0\% | -1.7\% | 40.7\% |  |  | 40.2\% | 39.9\% | 44.8\% | 44.7\% | 42.6\% | 42.0\% |
| Bar | 32.0\% | 32.0\% | 0.0\% | 32.0\% | 32.0\% | 0.0\% | 30.3\% |  |  | 32.2\% | 37.4\% | 36.3\% | 33.5\% | 31.1\% | 32.0\% |
| Total | 40.8\% | 36.9\% | -4.0\% | 37.8\% | 37.2\% | -0.6\% | 35.4\% |  |  | 36.5\% | 38.7\% | 40.7\% | 39.0\% | 36.8\% | 37.1\% |
| Supplies | 17.3\% | 17.2\% | -0.1\% | 15.3\% | 15.2\% | -0.1\% | 14.8\% |  |  | 18.3\% | 20.6\% | 21.4\% | 20.6\% | 17.8\% | 16.2\% |
| Labor | 87.3\% | 106.9\% | 19.6\% | 62.9\% | 70.9\% | 8.0\% | 55.3\% |  |  | 88.3\% | 75.6\% | 75.6\% | 87.6\% | 69.9\% | 82.4\% |
|  | - | - | - | (0.00) | - | (0.00) |  |  |  |  |  |  |  |  |  |
| Food |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rate |  |  | $(3,586)$ |  |  | $(5,985)$ |  |  |  |  |  |  |  |  |  |
| Volume |  |  | $(2,099)$ |  |  | $(11,586)$ |  |  |  |  |  |  |  |  |  |
| Bar |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Rate |  |  | 16 |  |  | 132 |  |  |  |  |  |  |  |  |  |
| Volume |  |  | $(1,918)$ |  |  | $(19,212)$ |  |  |  |  |  |  |  |  |  |
| COGS Variance |  |  | $(7,588)$ |  |  | $(36,651)$ |  |  |  |  |  |  |  |  |  |


| Paseo Master HOA |  |  |  |
| :---: | :---: | :---: | :---: |
| Working Capital Fund |  |  |  |
| Balance as of 12.31.21 |  |  | 339,299 |
| Closings (sales) 2022 | 91 | 1,500 | 136,500 |
| 2020/2021 Projects | Paid | O/S |  |
| Tiki project (design) | - | $(7,650)$ | $(7,650)$ |
| Tiki project (equipment design) | - | $(3,950)$ | $(3,950)$ |
| Maintenance golf cart | $(7,350)$ |  | $(7,350)$ |
| Three additional pool deck heaters | $(1,035)$ |  | $(1,035)$ |
| Mini split and insulation for maintenance shed | $(2,866)$ | (500) | $(3,366)$ |
| Available balance 05.31.22 | $(11,251)$ | $(12,100)$ | 452,448 |
| Closings since prior month end | 8 | 1,500 | 12,000 |
| Pending properties (as of 6.15.22) | 12 | 1,500 | 18,000 |
| Working capital estimate |  |  | 482,448 |
| Priority items |  |  |  |
| Tiki expansion |  |  | 350,000 |
| New Tiki equipment (non replacements) |  |  | 114,942 |
| Additional Tiki TVs |  |  | 2,500 |
|  |  |  | 467,442 |

Paseo Master HOA
Cost by Service
As of 05.31.22

Bulk Cable
Administration
Replacement Reserves
Maintenance
Food and Beverage Utilities
Amenity Access
Landscaping
Member Services
Pool
Entertainment
Insurance
Management Contract
Tennis (net)
IT Services
Café
Events (net)
Retail (net)
Other

Total
Per Unit
Bulk Cable
Administration
Replacement Reserves
Maintenance
Food and Beverage
Utilities
Amenity Access
Landscaping
Member Services
Pool
Entertainment
Insurance
Management Contract
Tennis (net)
IT Services
Café
Events (net)
Retail (net)
Other

Total

| Current Month |  |  | Year to Date |  |  | Average per Month |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Actual | Budget | Variance | Actual | Budget | Variance | Actual | Budget | Variance |
| 105,730 | 105,719 | (12) | 528,651 | 528,593 | (59) | 105,730 | 105,719 | (12) |
| 43,662 | 44,623 | 961 | 216,581 | 218,579 | 1,998 | 43,316 | 43,716 | 400 |
| - | - | - | 183,600 | 183,600 | - | 36,720 | 36,720 | - |
| 25,492 | 30,031 | 4,539 | 138,950 | 149,080 | 10,130 | 27,790 | 29,816 | 2,026 |
| 40,543 | 47,677 | 7,134 | 113,278 | 144,921 | 31,643 | 22,656 | 28,984 | 6,329 |
| 16,980 | 16,483 | (497) | 101,388 | 88,580 | $(12,808)$ | 20,278 | 17,716 | $(2,562)$ |
| 9,823 | 11,955 | 2,132 | 56,385 | 57,410 | 1,025 | 11,277 | 11,482 | 205 |
| 7,452 | 11,114 | 3,662 | 48,969 | 55,570 | 6,601 | 9,794 | 11,114 | 1,320 |
| 8,557 | 8,327 | (230) | 42,976 | 53,128 | 10,152 | 8,595 | 10,626 | 2,030 |
| 9,150 | 5,643 | $(3,507)$ | 34,990 | 28,215 | $(6,775)$ | 6,998 | 5,643 | $(1,355)$ |
| 3,900 | 4,000 | 100 | 41,466 | 35,500 | $(5,966)$ | 8,293 | 7,100 | $(1,193)$ |
| 6,151 | 6,000 | (151) | 29,316 | 30,000 | 684 | 5,863 | 6,000 | 137 |
| 4,209 | 4,271 | 62 | 21,047 | 21,355 | 308 | 4,209 | 4,271 | 62 |
| 5,923 | 6,000 | 77 | 30,357 | 30,000 | (357) | 6,071 | 6,000 | (71) |
| 405 | 1,000 | 595 | 4,725 | 5,000 | 275 | 945 | 1,000 | 55 |
| 2,037 | 1,500 | (537) | 24,118 | 15,000 | $(9,118)$ | 4,824 | 3,000 | $(1,824)$ |
| - | 500 | 500 | 5,859 | 2,500 | $(3,359)$ | 1,172 | 500 | (672) |
| $(2,705)$ | - | 2,705 | $(6,659)$ | - | 6,659 | $(1,332)$ | - | 1,332 |
| 2,591 | 792 | $(1,799)$ | 6,854 | 3,960 | $(2,894)$ | 1,371 | 792 | (579) |
| 289,900 | 305,635 | 15,735 | 1,622,851 | 1,650,991 | 28,139 | 324,570 | 330,198 | 5,628 |


| 92.26 | 92.25 | $(0.01)$ | 461.30 | 461.25 | $(0.05)$ | 92.26 | 92.25 | $(0.01)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 38.10 | 38.94 | 0.84 | 188.99 | 190.73 | 1.74 | 37.80 | 38.15 | 0.35 |
| - | - | - | 160.21 | 160.21 | - | 32.04 | 32.04 | - |
| 22.24 | 26.21 | 3.96 | 121.25 | 130.09 | 8.84 | 24.25 | 26.02 | 1.77 |
| 35.38 | 41.60 | 6.22 | 98.85 | 126.46 | 27.61 | 19.77 | 25.29 | 5.52 |
| 14.82 | 14.38 | $(0.43)$ | 88.47 | 77.29 | $(11.18)$ | 17.69 | 15.46 | $(2.24)$ |
| 8.57 | 10.43 | 1.86 | 49.20 | 50.10 | 0.89 | 9.84 | 10.02 | 0.18 |
| 6.50 | 9.70 | 3.20 | 42.73 | 48.49 | 5.76 | 8.55 | 9.70 | 1.15 |
| 7.47 | 7.27 | $(0.20)$ | 37.50 | 46.36 | 8.86 | 7.50 | 9.27 | 1.77 |
| 7.98 | 4.92 | $(3.06)$ | 30.53 | 24.62 | $(5.91)$ | 6.11 | 4.92 | $(1.18)$ |
| 3.40 | 3.49 | 0.09 | 36.18 | 30.98 | $(5.21)$ | 7.24 | 6.20 | $(1.04)$ |
| 5.37 | 5.24 | $(0.13)$ | 25.58 | 26.18 | 0.60 | 5.12 | 5.24 | 0.12 |
| 3.67 | 3.73 | 0.05 | 18.37 | 18.63 | 0.27 | 3.67 | 3.73 | 0.05 |
| 5.17 | 5.24 | 0.07 | 26.49 | 26.18 | $(0.31)$ | 5.30 | 5.24 | $(0.06)$ |
| 0.35 | 0.87 | 0.52 | 4.12 | 4.36 | 0.24 | 0.82 | 0.87 | 0.05 |
| 1.78 | 1.31 | $(0.47)$ | 21.05 | 13.09 | $(7.96)$ | 4.21 | 2.62 | $(1.59)$ |
| - | 0.44 | 0.44 | 5.11 | 2.18 | $(2.93)$ | 1.02 | 0.44 | $(0.59)$ |
| $(2.36)$ | - | 2.36 | $(5.81)$ | - | 5.81 | $(1.16)$ | - | 1.16 |
| 2.26 | 0.69 | $(1.57)$ | 5.98 | 3.46 | $(2.53)$ | 1.20 | 0.69 | $(0.51)$ |
|  |  |  |  |  |  |  |  |  |
| 252.97 | 266.70 | 13.73 | $1,416.10$ | $1,440.65$ | 24.55 | 283.22 | 288.13 | 4.91 |

