## Paseo Master Association Treasurer's Report

Based on Unaudited April 30, 2022 Financial Statements (HOA meeting of May 18, 2022)

The Paseo HOA had an operating surplus of \$718,117 which is \$14,928 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 \$1,918,546 as of 4.30.22. Assessments of \$183,600 along with interest of \$12 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 \$97,500 were added to the fund. Special projects of (\$8,385) were expensed leaving a balance of \$428,413 as of 4.30.22. Additional estimated expenditures of (\$14,474) have been approved by the board.

For the month, the association had a loss of (\$5,000) against a budget (\$10,261) for a positive variance of \$5,261. Food and beverage subsidy was less than budget by \$10,798 offset against a much higher water expense than budgeted. Utilities were over budget by (\$2,216).

For the year, the association had an income of \$53,023 against a budget \$40,620 for a positive variance of \$12,403. Food and beverage subsidy was less than budget by \$24,704 offset against a much higher electrical rate than budgeted and a various water leaks. Utilities were over budget by (\$12,311).

For the year, food and beverage had a direct loss of (\$72,540) against a budget of (\$97,244) for a positive variance of \$24,704. The impact of sales less the related cost of goods sold was \$49,851. Salaries were over budget by (\$11,262), cost of goods sold due to the rate variance by (\$2,282) and supplies were over by (\$11,602).

Paseo Master HOA Balance Sheet As of 04.30.22

		Working		Capital	
	Operating	Capital	Total	Reserves	Total
Cash	1,296,551	428,413	1,724,964	1,925,994	3,650,958
Accounts receivable	48,552		48,552		48,552
Other receivables	11,326		11,326		11,326
Deposits			-		-
Other current assets	121,022		121,022		121,022
Current assets	1,477,450	428,413	1,905,864	1,925,994	3,831,858.06
Deferred revenue	(601,188)		(601,188)		(601,188)
Current liabilities	(158,145)		(158,145)	(7,448)	(165,593)
Fund Balance	718,117	428,413	1,146,531	1,918,546	3,065,077
Fund balance					
Beginning Balance	664,913	339,299	1,004,211	1,734,934	2,739,146
Net Income (loss)	53,205		53,205		53,205
Collected		97,500	97,500	183,600	281,100
Transfer			-	-	-
Interest			-	12	12
Capital projects		(8,385)	(8,385)	=	(8,385)
Fund balance	718,117	428,413	1,146,531	1,918,546	3,065,077
•		·	·	·	

Two months of assessments (2022) Excess (deficit) operating reserves

662,388 55,729

AS 0f U4.3U.22		Current Month			Year to Date				
	Actual				Actual Budget Varian				
	, ictual	Dauget	Variation	/ tetual	Dauget	variation			
Master dues	300,593	300,594	(1)	1,202,374	1,202,376	(2)			
Reserve dues	91,800	91,800	-	183,600	183,600	-			
Interest income	9	20	(11)	63	80	(17)			
Events	-	-	-	-	-	-			
Retail items	2,232	2,000	232	15,599	11,000	4,599			
Amenities and other	499	980	(481)	2,115	3,920	(1,805)			
Food and beverage	148,945	105,700	43,245	618,933	542,300	76,633			
Capital assessments	-		-	8,385	-	8,385			
Income	544,078	501,094	42,984	2,031,068	1,943,276	87,792			
Legal	398	400	2	866	1,600	734			
Other administrative	4,683	5,386	703	27,799	22,981	(4,818)			
Bulk Cable	105,730	105,719	(12)	422,921	422,874	(47)			
Utilities	20,119	17,903	(2,216)	84,408	72,097	(12,311)			
Contracts	4,827	5,471	644	21,998	21,884	(114)			
Insurance	6,151	6,000	(151)	23,164	24,000	836			
Lifestyle park	95	125	30	1,144	500	(644)			
Cost of sales	56,527	39,124	(17,403)	231,149	202,161	(28,988)			
Food and beverage supplies	24,526	16,998	(7,528)	92,538	80,935	(11,603)			
Entertainment	11,270	9,000	(2,270)	37,761	31,500	(6,261)			
Other amenities	17,368	14,957	(2,411)	56,830	45,368	(11,462)			
Retail items	4,242	2,000	(2,242)	11,645	11,000	(645)			
Pool (other)	6,648	5,643	(1,005)	25,840	22,572	(3,268)			
Landscaping	11,476	11,114	(362)	41,517	44,456	2,939			
Maintenance	7,158	8,551	1,393	32,193	34,754	2,561			
Payroll									
Food and beverage	98,435	90,995	(7,440)	367,710	356,448	(11,262)			
Member services	7,981	10,694	2,713	34,419	44,801	10,382			
Pool monitor	11,982	11,813	(169)	46,562	45,455	(1,107)			
Administration	37,381	36,846	(535)	144,149	149,375	5,226			
Maintenance	20,097	20,816	719	81,265	84,295	3,030			
Capital reserves	91,800	91,800	-	183,600	183,600	-			
Capital projects	-	-	-	8,385	-	(8,385)			
Expenses	548,896	511,355	(37,542)	1,977,864	1,902,656	(75,208)			
Net Income (loss) - normal operations	(4,819)	(10,261)	5,442	53,205	40,620	12,585			
Unusual items									
Cash recognition of working capital assessments	28,500		28,500	89,115		89,115			
Net Income (loss) per KW statements	23,681	(10,261)	33,942	142,319	40,620	101,699			

Paseo Master HOA Food and Beverage As of 04.30.22

	М	onth-to-Dat	te	١	'ear-to-Date		04.30	.21		2017	2018	2019	2020	2021	2022
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Change	%	Actual	Actual	Actual	Actual	Actual	Budget
		-	-		-	-		•	-						-
Food Sales	73,683	53,000	20,683	308,838	286,250	22,588	261,478	47,360	18.1%	572,330	561,133	582,215	398,932	585,635	633,575
Bar Sales	75,262	52,700	22,562	310,095	256,050	54,045	275,264	34,831	12.7%	481,545	513,011	530,384	408,023	596,336	599,975
Total Sales	148,945	105,700	43,245	618,933	542,300	76,633	536,742	82,191	15.3%	1,053,875	1,074,144	1,112,599	806,955	1,181,970	1,233,550
•	· · ·	•	•	•	•	•	•		•				•		· · ·
Cost of goods sold															
Food	32,443	22,260	(10,183)	132,110	120,225	(11,885)	105,098	(27,012)		229,819	223,887	260,861	178,494	249,452	266,102
Bar	24,084	16,864	(7,220)	99,039	81,936	(17,103)	84,551	(14,488)	-17.1%	154,887	191,627	192,433	136,603	185,221	191,992
Total COGS	56,527	39,124	(17,403)	231,149	202,161	(28,988)	189,650	(41,500)	-21.9%	384,707	415,514	453,293	315,097	434,673	458,094
Supplies	24,526	16,998	(7,528)	92,538	80,935	(11,603)	76,722	(15,816)	-20.6%	193,379	221,200	237,628	165,996	210,344	199,800
Labor	98,435	90,995	(7,440)	367,710	356,448	(11,262)	287,713	(79,998)	-27.8%	930,803	811,841	841,451	706,931	826,488	1,016,463
Total direct expenses	179,488	147,117	(32,371)	691,397	639,544	(51,853)	554,084	(95,814)	-17.3%	1,508,888	1,448,556	1,532,372	1,188,024	1,471,506	1,674,356
Total all cot expenses	175,100	147,117	(32,371)	031,337	033,344	(31,033)	331,001	(33,014)	17.570	1,500,000	1,110,550	1,552,572	1,100,024	1,171,500	1,074,330
Direct loss	(30,543)	(41,417)	10,874	(72,464)	(97,244)	24,780	(17,342)	(55,122)	317.8%	(455,013)	(374,411)	(419,773)	(381,070)	(289,536)	(440,806)
Direct cost recovery	83.0%	71.8%	11.1%	89.5%	84.8%	4.7%	96.9%			69.8%	74.2%	72.6%	67.9%	80.3%	73.7%
Cost of goods sold															
Food	44.0%	42.0%	-2.0%	42.8%	42.0%	-0.8%	40.2%			40.2%	39.9%	44.8%	44.7%	42.6%	42.0%
Bar	32.0%	32.0%	0.0%	31.9%	32.0%	0.1%	30.7%			32.2%	37.4%	36.3%	33.5%	31.1%	32.0%
Total	38.0%	37.0%	-0.9%	37.3%	37.3%	-0.1%	35.3%			36.5%	38.7%	40.7%	39.0%	36.8%	37.1%
Supplies	16.5%	16.1%	-0.4%	15.0%	14.9%	0.0%	14.3%			18.3%	20.6%	21.4%	20.6%	17.8%	16.2%
Labor	66.1%	86.1%	20.0%	59.4%	65.7%	6.3%	53.6%			88.3%	75.6%	75.6%	87.6%	69.9%	82.4%
	-	-	-	-	-	(0.00)									
Food															
Rate			(1,496)			(2,399)									
Volume			(8,687)			(9,487)									
Bar															
Rate			(0)			192									
Volume			(7,220)			(17,294)									
COGS Variance		-	(17,403)		-	(28,988)									

## Paseo Master HOA Working Capital Fund

Balance as of 12.31.21			339,299
Closings (sales) 2022	65	1,500	97,500
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)
Available balance 04.30.22	(8,385)	(11,600)	416,813
Closings since prior month end	17	1,500	25,500
Pending properties (as of 5.10.22)	19	1,500	28,500
		_	
Working capital estimate		_	470,813
		_	
Priority items			
Tiki expansion			350,000
New Tiki equipment (non replacements)			100,000
Additional Tiki TVs			2,500
AC for maintenance shed			2,000
Lagoon pool repairs (five LED lights)			10,000
		_	
		-	464,500
		-	

	Current Month			,	Year to Date		Average per Month			
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	
			•	•		<u>.</u>				
Bulk Cable	105,730	105,719	(12)	422,921	422,874	(47)	105,730	105,719	(12)	
Administration	42,462	42,632	170	172,813	173,956	1,143	43,203	43,489	286	
Replacement Reserves	91,800	91,800	-	183,600	183,600	-	45,900	45,900	-	
Maintenance	27,255	29,367	2,112	113,458	119,049	5,591	28,365	29,762	1,398	
Food and Beverage	30,543	41,417	10,874	72,464	97,244	24,780	18,116	24,311	6,195	
Utilities	20,119	17,903	(2,216)	84,408	72,097	(12,311)	21,102	18,024	(3,078)	
Amenity Access	11,982	11,813	(169)	46,562	45,455	(1,107)	11,641	11,364	(277)	
Landscaping	11,476	11,114	(362)	41,517	44,456	2,939	10,379	11,114	735	
Member Services	7,981	10,694	2,713	34,419	44,801	10,382	8,605	11,200	2,596	
Pool	6,648	5,643	(1,005)	25,840	22,572	(3,268)	6,460	5,643	(817)	
Entertainment	11,270	9,000	(2,270)	37,761	31,500	(6,261)	9,440	7,875	(1,565)	
Insurance	6,151	6,000	(151)	23,164	24,000	836	5,791	6,000	209	
Management Contract	4,209	4,271	62	16,837	17,084	247	4,209	4,271	62	
Tennis (net)	11,022	9,990	(1,032)	24,434	24,000	(434)	6,108	6,000	(108)	
IT Services	405	1,000	595	4,320	4,000	(320)	1,080	1,000	(80)	
Café	4,962	3,000	(1,962)	22,081	13,500	(8,581)	5,520	3,375	(2,145)	
Events (net)	32	500	468	5,859	2,000	(3,859)	1,465	500	(965)	
Retail (net)	2,010	-	(2,010)	(3,954)	, -	3,954	(988)	_	988	
Other	1,152	792	(360)	4,264	3,168	(1,096)	1,066	792	(274)	
Total	397,212	402,655	5,443	1,332,769	1,345,356	12,587	333,192	336,339	3,147	
Per Unit										
Bulk Cable	92.26	92.25	(0.01)	369.04	369.00	(0.04)	92.26	92.25	(0.01)	
Administration	37.05	37.20	0.15	150.80	151.79	1.00	37.70	37.95	0.25	
Replacement Reserves	80.10	80.10	-	160.21	160.21	-	40.05	40.05	-	
Maintenance	23.78	25.63	1.84	99.00	103.88	4.88	24.75	25.97	1.22	
Food and Beverage	26.65	36.14	9.49	63.23	84.86	21.62	15.81	21.21	5.41	
Utilities	17.56	15.62	(1.93)	73.65	62.91	(10.74)	18.41	15.73	(2.69)	
Amenity Access	10.46	10.31	(0.15)	40.63	39.66	(0.97)	10.16	9.92	(0.24)	
Landscaping	10.01	9.70	(0.32)	36.23	38.79	2.56	9.06	9.70	0.64	
Member Services	6.96	9.33	2.37	30.03	39.09	9.06	7.51	9.77	2.26	
Pool	5.80	4.92	(0.88)	22.55	19.70	(2.85)	5.64	4.92	(0.71)	
Entertainment	9.83	7.85	(1.98)	32.95	27.49	(5.46)	8.24	6.87	(1.37)	
Insurance	5.37	5.24	(0.13)	20.21	20.94	0.73	5.05	5.24	0.18	
Management Contract	3.67	3.73	0.05	14.69	14.91	0.22	3.67	3.73	0.05	
Tennis (net)	9.62	8.72	(0.90)	21.32	20.94	(0.38)	5.33	5.24	(0.09)	
IT Services	0.35	0.87	0.52	3.77	3.49	(0.28)	0.94	0.87	(0.07)	
Café	4.33	2.62	(1.71)	19.27	11.78	(7.49)	4.82	2.95	(1.87)	
Events (net)	0.03	0.44	0.41	5.11	1.75	(3.37)	1.28	0.44	(0.84)	
Retail (net)	1.75	-	(1.75)	(3.45)	-	3.45	(0.86)	-	0.86	
Other	1.00	0.69	(0.31)	3.72	2.76	(0.96)	0.93	0.69	(0.24)	
Total	346.61	351.36	4.75	1,162.98	1,173.96	10.98	290.74	293.49	2.75	
			3	_,_ 52.55	_, 0.00	20.00	,			