## 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

|  | Operating | Working Capital | Total | Capital 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

## Paseo Master HOA

Income Statement
As of 04.30.22
Master dues
Reserve dues
Interest income
Events
Retail items
Amenities and other
Food and beverage
Capital assessments

Income

## Legal

Other administrative
Bulk Cable
Utilities
Contracts
Insurance
Lifestyle park
Cost of sales
Food and beverage supplies
Entertainment
Entertainment
Other amenities
Retail items
Pool (other)
Landscaping
Maintenance
Payroll
Food and beverage
Member services
Pool monitor
Administration
Maintenance
Capital reserves
Capital projects
Expenses
Net Income (loss) - normal operations
Unusual items
Cash recognition of working capital assessments

Net Income (loss) per KW statements

| Current Month |  |  | Year to Date |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Actual | Budget | Variance | Actual | Budget | Variance |
| 300,593 | 300,594 | (1) | 1,202,374 | 1,202,376 | (2) |
| 91,800 | 91,800 | - | 183,600 | 183,600 | - |
| 9 | 20 | (11) | 63 | 80 | (17) |
| - | - | - | - | - | - |
| 2,232 | 2,000 | 232 | 15,599 | 11,000 | 4,599 |
| 499 | 980 | (481) | 2,115 | 3,920 | $(1,805)$ |
| 148,945 | 105,700 | 43,245 | 618,933 | 542,300 | 76,633 |
| - |  | - | 8,385 | - | 8,385 |
| 544,078 | 501,094 | 42,984 | 2,031,068 | 1,943,276 | 87,792 |
| 398 | 400 | 2 | 866 | 1,600 | 734 |
| 4,683 | 5,386 | 703 | 27,799 | 22,981 | $(4,818)$ |
| 105,730 | 105,719 | (12) | 422,921 | 422,874 | (47) |
| 20,119 | 17,903 | $(2,216)$ | 84,408 | 72,097 | $(12,311)$ |
| 4,827 | 5,471 | 644 | 21,998 | 21,884 | (114) |
| 6,151 | 6,000 | (151) | 23,164 | 24,000 | 836 |
| 95 | 125 | 30 | 1,144 | 500 | (644) |
| 56,527 | 39,124 | $(17,403)$ | 231,149 | 202,161 | $(28,988)$ |
| 24,526 | 16,998 | $(7,528)$ | 92,538 | 80,935 | $(11,603)$ |
| 11,270 | 9,000 | $(2,270)$ | 37,761 | 31,500 | $(6,261)$ |
| 17,368 | 14,957 | $(2,411)$ | 56,830 | 45,368 | $(11,462)$ |
| 4,242 | 2,000 | $(2,242)$ | 11,645 | 11,000 | (645) |
| 6,648 | 5,643 | $(1,005)$ | 25,840 | 22,572 | $(3,268)$ |
| 11,476 | 11,114 | (362) | 41,517 | 44,456 | 2,939 |
| 7,158 | 8,551 | 1,393 | 32,193 | 34,754 | 2,561 |
| 98,435 | 90,995 | $(7,440)$ | 367,710 | 356,448 | $(11,262)$ |
| 7,981 | 10,694 | 2,713 | 34,419 | 44,801 | 10,382 |
| 11,982 | 11,813 | (169) | 46,562 | 45,455 | $(1,107)$ |
| 37,381 | 36,846 | (535) | 144,149 | 149,375 | 5,226 |
| 20,097 | 20,816 | 719 | 81,265 | 84,295 | 3,030 |
| 91,800 | 91,800 | - | 183,600 | 183,600 | - |
| - | - | - | 8,385 | - | $(8,385)$ |
| 548,896 | 511,355 | $(37,542)$ | 1,977,864 | 1,902,656 | $(75,208)$ |
| $(4,819)$ | $(10,261)$ | 5,442 | 53,205 | 40,620 | 12,585 |
| 28,500 |  | 28,500 | 89,115 |  | 89,115 |
| 23,681 | $(10,261)$ | 33,942 | 142,319 | 40,620 | 101,699 |


| Paseo Master HOA |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food and Beverage |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| As of 04.30.22 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Month-to-Date |  |  | Year-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 | $(27,012)$ | -25.7\% | 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 |
| Direct loss | $(30,543)$ | $(41,417)$ | 10,874 | $(72,464)$ | $(97,244)$ | 24,780 | $(17,342)$ | $\underline{(55,122)}$ | 317.8\% | $(455,013)$ | $(374,411)$ | $(419,773)$ | $(381,070)$ | $(289,536)$ | $\underline{(440,806)}$ |
| 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 |  |  | $\underline{(17,403)}$ |  |  | $\underline{(28,988)}$ |  |  |  |  |  |  |  |  |  |


| 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 |

Paseo Master HOA
Cost by Service
As of 04.30.22

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

| 92.26 | 92.25 | $(0.01)$ | 369.04 | 369.00 | $(0.04)$ | 92.26 | 92.25 | $(0.01)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 37.05 | 37.20 | 0.15 | 150.80 | 151.79 | 1.00 | 37.70 | 37.95 | 0.25 |
| 80.10 | 80.10 | - | 160.21 | 160.21 | - | 40.05 | 40.05 | - |
| 23.78 | 25.63 | 1.84 | 99.00 | 103.88 | 4.88 | 24.75 | 25.97 | 1.22 |
| 26.65 | 36.14 | 9.49 | 63.23 | 84.86 | 21.62 | 15.81 | 21.21 | 5.41 |
| 17.56 | 15.62 | $(1.93)$ | 73.65 | 62.91 | $(10.74)$ | 18.41 | 15.73 | $(2.69)$ |
| 10.46 | 10.31 | $(0.15)$ | 40.63 | 39.66 | $(0.97)$ | 10.16 | 9.92 | $(0.24)$ |
| 10.01 | 9.70 | $(0.32)$ | 36.23 | 38.79 | 2.56 | 9.06 | 9.70 | 0.64 |
| 6.96 | 9.33 | 2.37 | 30.03 | 39.09 | 9.06 | 7.51 | 9.77 | 2.26 |
| 5.80 | 4.92 | $(0.88)$ | 22.55 | 19.70 | $(2.85)$ | 5.64 | 4.92 | $(0.71)$ |
| 9.83 | 7.85 | $(1.98)$ | 32.95 | 27.49 | $(5.46)$ | 8.24 | 6.87 | $(1.37)$ |
| 5.37 | 5.24 | $(0.13)$ | 20.21 | 20.94 | 0.73 | 5.05 | 5.24 | 0.18 |
| 3.67 | 3.73 | 0.05 | 14.69 | 14.91 | 0.22 | 3.67 | 3.73 | 0.05 |
| 9.62 | 8.72 | $(0.90)$ | 21.32 | 20.94 | $(0.38)$ | 5.33 | 5.24 | $(0.09)$ |
| 0.35 | 0.87 | 0.52 | 3.77 | 3.49 | $(0.28)$ | 0.94 | 0.87 | $(0.07)$ |
| 4.33 | 2.62 | $(1.71)$ | 19.27 | 11.78 | $(7.49)$ | 4.82 | 2.95 | $(1.87)$ |
| 0.03 | 0.44 | 0.41 | 5.11 | 1.75 | $(3.37)$ | 1.28 | 0.44 | $(0.84)$ |
| 1.75 | - | $(1.75)$ | $(3.45)$ | - | 3.45 | $(0.86)$ | - | 0.86 |
| 1.00 | 0.69 | $(0.31)$ | 3.72 | 2.76 | $(0.96)$ | 0.93 | 0.69 | $(0.24)$ |
|  |  |  |  |  |  |  |  | 2.75 |
| 346.61 | 351.36 | 4.75 | $1,162.98$ | $1,173.96$ | 10.98 | 290.74 | 293.49 | 2.75 |

