

Paseo Master Association  
Treasurer's Report

Based on Unaudited February 28, 2022 Financial Statements (HOA meeting of March 16, 2022)

The Paseo HOA had an operating surplus of \$698,030 which is \$35,642 above the minimum recommended by our professionals (two months of 2022 assessments).

The replacement reserves were \$1,734,934 at 12.31.21 and increased to \$1,826,740 as of 2.28.22. Assessments of \$91,800 along with interest of \$6 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 \$42,000 were added to the fund. Special projects of (\$8,385) were expensed leaving a balance of \$372,913 as of 2.28.22. Additional estimated expenditures of (\$11,600) have been approved by the board.

For the month, the association had an income of \$36,189 against a budget \$29,382 for a positive variance of \$6,808. Food and beverage subsidy was less than budget by \$12,956 offset against a much higher electrical rate than budgeted and a water leak in the lagoon pool. Utilities were over budget by (\$4,601).

For the month year, the association had an income of \$33,117 against a budget \$29,551 for a positive variance of \$3,566. Food and beverage subsidy was less than budget by \$10,924 offset against a much higher electrical rate than budgeted and a water leak in the lagoon pool. Utilities were over budget by (\$7,763).

For the year, food and beverage had a direct loss of (\$36,917) against a budget of (\$46,841) for a positive variance of \$10,924. The impact of sales less the related cost of goods sold was \$15,278. Salaries were below budget by \$823, cost of goods sold due to the rate variance by (\$2,462) and supplies were over by (\$2,715).

Paseo Master HOA  
Balance Sheet  
As of 02.28.22

	Operating	Working Capital	Total	Capital Reserves	Total
Cash	1,215,128	372,913	1,588,041	1,835,522	3,423,563
Accounts receivable			-		-
Other receivables	5,386		5,386		5,386
Deposits			-		-
Other current assets	58,960		58,960		58,960
Current assets	1,279,473	372,913	1,652,387	1,835,522	3,487,908
Deferred revenue	(300,594)		(300,594)		(300,594)
Current liabilities	(280,849)		(280,849)	(8,781)	(289,630)
Fund Balance	698,030	372,913	1,070,944	1,826,740	2,897,684
Fund balance					
Beginning Balance	664,913	339,299	1,004,211	1,734,934	2,739,146
Net Income (loss)	33,117		33,117		33,117
Collected		42,000	42,000	91,800	133,800
Transfer			-	-	-
Interest			-	6	6
Capital projects		(8,385)	(8,385)	-	(8,385)
Fund balance	698,030	372,913	1,070,944	1,826,740	2,897,684
Two months of assessments (2022)	662,388				
Excess (deficit) operating reserves	35,642				

Paseo Master HOA  
Income Statement  
As of 02.28.22

	Current Month			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Master dues	300,594	300,594	-	601,187	601,188	(1)
Reserve dues	-	-	-	91,800	91,800	-
Interest income	8	20	(12)	16	40	(24)
Events	-	-	-	-	-	-
Retail items	6,822	3,000	3,822	9,774	6,000	3,774
Amenities and other	499	980	(481)	1,022	1,960	(938)
Food and beverage	177,213	148,200	29,013	284,404	261,400	23,004
Capital assessments	8,385	-	8,385	8,385	-	8,385
Income	493,521	452,794	40,727	996,589	962,388	34,201
Legal	250	400	150	425	800	375
Other administrative	8,205	5,386	(2,819)	15,320	10,772	(4,548)
Bulk Cable	105,730	105,719	(12)	211,461	211,437	(24)
Utilities (other)	22,019	17,418	(4,601)	43,569	35,806	(7,763)
Contracts	4,827	5,471	644	12,344	10,942	(1,402)
Insurance	5,431	6,000	569	10,862	12,000	1,138
Lifestyle park	72	125	53	946	250	(696)
Cost of sales	64,416	55,224	(9,192)	107,636	97,448	(10,188)
Food and beverage supplies	24,580	21,606	(2,974)	41,807	39,091	(2,716)
Entertainment	8,745	8,000	(745)	16,145	15,500	(645)
Other amenities	11,218	10,137	(1,081)	25,083	20,274	(4,809)
Retail items	5,005	3,000	(2,005)	6,394	6,000	(394)
Pool (other)	7,914	5,643	(2,271)	13,037	11,286	(1,751)
Landscaping	10,914	11,114	200	20,377	22,228	1,851
Maintenance	6,732	8,751	2,019	18,026	17,502	(524)
Payroll	-	-	-	-	-	-
Food and beverage	87,746	83,855	(3,891)	170,879	171,702	823
Member services	8,931	10,499	1,568	18,583	22,466	3,883
Pool monitor	11,518	10,331	(1,187)	23,180	22,278	(902)
Administration	35,932	35,091	(841)	67,741	72,174	4,433
Maintenance	18,760	19,643	883	39,472	41,081	1,609
Capital reserves	-	-	-	91,800	91,800	-
Capital projects	8,385	-	(8,385)	8,385	-	(8,385)
Expenses	457,332	423,413	(33,919)	963,472	932,837	(30,635)
Net Income (loss) - normal operations	36,189	29,382	6,808	33,117	29,551	3,566
Unusual items	-	-	-	-	-	-
Cash recognition of working capital assessments	14,115	-	14,115	33,615	-	33,615
Net Income (loss) per KW statements	50,304	29,382	20,922	66,732	29,551	37,181

Paseo Master HOA  
Food and Beverage  
As of 02.28.22

	Month-to-Date			Year-to-Date			02.28.21		%	2017	2018	2019	2020	2021	2022
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Change		Actual	Actual	Actual	Actual	Actual	Budget
Food Sales	88,391	78,000	10,391	141,648	138,000	3,648	117,624	24,024	20.4%	572,330	561,133	582,215	398,932	585,635	633,575
Bar Sales	88,821	70,200	18,621	142,756	123,400	19,356	127,236	15,520	12.2%	481,545	513,011	530,384	408,023	596,336	599,975
Total Sales	177,213	148,200	29,013	284,404	261,400	23,004	244,860	39,544	16.1%	1,053,875	1,074,144	1,112,599	806,955	1,181,970	1,233,550
Cost of goods sold															
Food	34,696	32,760	(1,936)	61,808	57,960	(3,848)	45,659	(16,149)	-35.4%	229,819	223,887	260,861	178,494	249,452	266,102
Bar	29,720	22,464	(7,256)	45,828	39,488	(6,340)	40,065	(5,762)	-14.4%	154,887	191,627	192,433	136,603	185,221	191,992
Total COGS	64,416	55,224	(9,192)	107,636	97,448	(10,188)	85,724	(21,912)	-25.6%	384,707	415,514	453,293	315,097	434,673	458,094
Supplies	24,580	21,606	(2,974)	41,807	39,091	(2,716)	29,695	(12,112)	-40.8%	193,379	221,200	237,628	165,996	210,344	199,800
Labor	87,746	83,855	(3,891)	170,879	171,702	823	142,137	(28,742)	-20.2%	930,803	811,841	841,451	706,931	826,488	1,016,463
Total direct expenses	176,742	160,685	(16,057)	320,321	308,241	(12,080)	257,556	(40,854)	-15.9%	1,508,888	1,448,556	1,532,372	1,188,024	1,471,506	1,674,356
Direct loss	471	(12,485)	12,956	(35,917)	(46,841)	10,924	(12,696)	(23,221)	182.9%	(455,013)	(374,411)	(419,773)	(381,070)	(289,536)	(440,806)
Direct cost recovery	100.3%	92.2%	8.0%	88.8%	84.8%	4.0%	95.1%			69.8%	74.2%	72.6%	67.9%	80.3%	73.7%
Cost of goods sold															
Food	39.3%	42.0%	2.7%	43.6%	42.0%	-1.6%	38.8%			40.2%	39.9%	44.8%	44.7%	42.6%	42.0%
Bar	33.5%	32.0%	-1.5%	32.1%	32.0%	-0.1%	31.5%			32.2%	37.4%	36.3%	33.5%	31.1%	32.0%
Total	36.3%	37.3%	0.9%	37.8%	37.3%	-0.6%	35.0%			36.5%	38.7%	40.7%	39.0%	36.8%	37.1%
Supplies	13.9%	14.6%	0.7%	14.7%	15.0%	0.3%	12.1%			18.3%	20.6%	21.4%	20.6%	17.8%	16.2%
Labor	49.5%	56.6%	7.1%	60.1%	65.7%	5.6%	58.0%			88.3%	75.6%	75.6%	87.6%	69.9%	82.4%

Paseo Master HOA  
Working Capital Fund

Balance as of 12.31.21			339,299
Closings (sales) 2022	28	1,500	42,000
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 02.28.22	(8,385)	(11,600)	361,313
Closings since prior month end	14	1,500	21,000
Pending properties (as of 3.10.22)	26	1,500	39,000
Working capital estimate			421,313
Priority items			
Tiki expansion			200,000
New Tiki equipment (non replacements)			100,000
Tiki kitchen AC			25,000
			325,000

Paseo Master HOA  
Cost by Service  
As of 02.28.22

	Current Month			Year to Date			Average per Month		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Bulk Cable	105,730	105,719	(12)	211,461	211,437	(24)	105,730	105,719	(12)
Administration	44,387	40,877	(3,510)	83,486	83,746	260	41,743	41,873	130
Replacement Reserves	-	-	-	91,800	91,800	-	45,900	45,900	-
Maintenance	25,493	28,394	2,901	57,498	58,583	1,085	28,749	29,292	542
Food and Beverage	(471)	12,485	12,956	35,917	46,841	10,924	17,959	23,421	5,462
Utilities	22,019	17,418	(4,601)	43,569	35,806	(7,763)	21,785	17,903	(3,882)
Amenity Access	11,518	10,331	(1,187)	23,180	22,278	(902)	11,590	11,139	(451)
Landscaping	10,914	11,114	200	20,377	22,228	1,851	10,189	11,114	925
Member Services	8,931	10,499	1,568	18,583	22,466	3,883	9,292	11,233	1,941
Pool	7,914	5,643	(2,271)	13,037	11,286	(1,751)	6,519	5,643	(876)
Entertainment	8,745	8,000	(745)	16,145	15,500	(645)	8,073	7,750	(323)
Insurance	5,431	6,000	569	10,862	12,000	1,138	5,431	6,000	569
Management Contract	4,209	4,271	62	8,419	8,542	123	4,209	4,271	62
Tennis (net)	5,010	4,670	(340)	9,043	9,340	297	4,521	4,670	149
IT Services	405	1,000	595	3,510	2,000	(1,510)	1,755	1,000	(755)
Café	4,377	3,500	(877)	9,541	7,000	(2,541)	4,771	3,500	(1,271)
Events (net)	396	500	104	3,953	1,000	(2,953)	1,977	500	(1,477)
Retail (net)	(1,816)	-	1,816	(3,381)	-	3,381	(1,690)	-	1,690
Other	1,212	792	(420)	2,869	1,584	(1,285)	1,434	792	(642)
Total	264,405	271,213	6,808	659,870	663,437	3,567	329,935	331,719	1,784
Per Unit									
Bulk Cable	92.26	92.25	(0.01)	184.52	184.50	(0.02)	92.26	92.25	(0.01)
Administration	38.73	35.67	(3.06)	72.85	73.08	0.23	36.42	36.54	0.11
Replacement Reserves	-	-	-	80.10	80.10	-	40.05	40.05	-
Maintenance	22.24	24.78	2.53	50.17	51.12	0.95	25.09	25.56	0.47
Food and Beverage	(0.41)	10.89	11.31	31.34	40.87	9.53	15.67	20.44	4.77
Utilities	19.21	15.20	(4.01)	38.02	31.24	(6.77)	19.01	15.62	(3.39)
Amenity Access	10.05	9.01	(1.04)	20.23	19.44	(0.79)	10.11	9.72	(0.39)
Landscaping	9.52	9.70	0.17	17.78	19.40	1.61	8.89	9.70	0.81
Member Services	7.79	9.16	1.37	16.22	19.60	3.39	8.11	9.80	1.69
Pool	6.91	4.92	(1.98)	11.38	9.85	(1.53)	5.69	4.92	(0.76)
Entertainment	7.63	6.98	(0.65)	14.09	13.53	(0.56)	7.04	6.76	(0.28)
Insurance	4.74	5.24	0.50	9.48	10.47	0.99	4.74	5.24	0.50
Management Contract	3.67	3.73	0.05	7.35	7.45	0.11	3.67	3.73	0.05
Tennis (net)	4.37	4.08	(0.30)	7.89	8.15	0.26	3.95	4.08	0.13
IT Services	0.35	0.87	0.52	3.06	1.75	(1.32)	1.53	0.87	(0.66)
Café	3.82	3.05	(0.77)	8.33	6.11	(2.22)	4.16	3.05	(1.11)
Events (net)	0.35	0.44	0.09	3.45	0.87	(2.58)	1.72	0.44	(1.29)
Retail (net)	(1.58)	-	1.58	(2.95)	-	2.95	(1.48)	-	1.48
Other	1.06	0.69	(0.37)	2.50	1.38	(1.12)	1.25	0.69	(0.56)
Total	230.72	236.66	5.94	575.80	578.92	3.11	287.90	289.46	1.56