

Paseo Master Association
Treasurer's Report
Based on Unaudited March 31, 2020 Financial Statements (HOA meeting of April 20, 2020)

The Paseo HOA had an operating surplus as of 3.31.20 of \$746,688.

The replacement reserves were \$679,756 at 12.31.19 and decreased to \$446,024 as of 3.31.20. Assessments of \$104,652 along with interest of \$1,531 were added to the reserves. Total expenditures of (\$339,915) were charged against the reserves during the calendar year.

The working capital fund was \$86,684 at 12.31.19. Year to date capital contributions of \$42,000 were added to the fund. (\$67,719) of special projects were expensed leaving a balance of \$60,965 as of 3.31.20. The board has approved several other projects that will be funded in 2020.

For the month, the association had an income of \$31,770 against a budget of \$37,171 for a negative variance of (\$5,401). Food and beverage missed budget by (\$22,652) due to the impacts of the mandated shut-down of services. Maintenance (including labor) exceeded budget by \$9,134 and administration (including labor) exceeded budget by \$2,548.

For the year, the association had an income of \$153,279 against a budget of \$85,794 for a positive variance of \$67,485. Food and beverage exceeded budget by \$8,079, maintenance (including labor) exceeded budget by \$22,825 and administration (including labor) exceeded budget by \$13,984.

For the year, food and beverage had a direct loss of (\$74,807) against a budget of (\$82,886) for a positive variance of \$8,079.

Paseo Master HOA
Balance Sheet
As of 03.31.20

	Operating	Working Capital	Capital Reserves	Total
Cash	720,736	60,965	664,364	1,446,064
Due to/from	-			-
Other receivables	2,959			2,959
Deposits				-
Other current assets	154,012		3,268	157,281
Current assets	877,707	60,965	667,632	1,606,304
Deferred revenue				-
Current liabilities	(131,019)		(221,608)	(352,627)
Working capital surplus	746,688	60,965	446,024	1,253,677
Fixed assets (net)	29,701			29,701
Fund balance	776,388	60,965	446,024	1,283,377
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Fund balance				
Beginning Balance	623,109	86,684	679,756	1,389,550
Net Income (loss)	153,279			153,279
Collected		42,000	104,652	146,652
Interest			1,531	1,531
Capital projects		(67,719)	(339,915)	(407,635)
Fund balance	776,388	60,965	446,024	1,283,377
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	-	-	-	-
Current surplus				
Surplus	776,388			
Less fixed assets	(29,701)			
Available surplus	746,688			

Paseo Master HOA
Income Statement
As of 03.31.20

	Current Month			Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance
Master dues	287,521	287,521	0	862,564	862,563	1
Reserve dues	-	-	-	104,652	104,652	-
Interest income	1,237	500	737	3,414	1,500	1,914
Events	-	600	(600)	-	5,100	(5,100)
Retail items	885	500	385	5,679	4,500	1,179
Amenities and other	1,193	1,223	(30)	5,853	3,669	2,184
Food and beverage	93,197	177,381	(84,184)	362,789	443,143	(80,354)
Capital assessments	5,771		5,771	67,719	-	67,719
Income	389,804	467,725	(77,921)	1,412,670	1,425,127	(12,457)
Legal	500	3,000	2,500	1,720	9,000	7,280
Other administrative	6,368	6,327	(41)	15,686	18,981	3,295
Bulk Cable	66,003	67,373	1,370	197,940	202,119	4,179
Utilities (other)	20,253	20,157	(96)	59,664	59,314	(350)
Contracts	6,786	6,397	(389)	17,658	19,191	1,533
Insurance	5,578	5,522	(56)	15,507	16,566	1,059
Lifestyle park	-	208	208	-	624	624
Cost of sales	40,257	70,500	30,243	143,459	175,946	32,487
Food and beverage supplies	23,041	32,181	9,140	61,762	82,243	20,481
Entertainment	10,515	11,450	935	22,490	23,725	1,235
Other amenities	8,241	10,753	2,512	31,066	34,759	3,693
Retail items	(83)	500	583	1,260	4,500	3,240
Pool (other)	4,181	7,404	3,223	15,524	22,212	6,688
Landscaping	15,901	10,951	(4,950)	38,153	32,853	(5,300)
Maintenance	6,060	9,035	2,975	23,547	27,205	3,658
Payroll				-	-	-
Food and beverage	66,903	89,051	22,148	232,374	267,840	35,466
Member services	9,383	10,264	881	27,573	30,628	3,055
Pool monitor	10,187	11,044	857	30,510	33,274	2,764
Administration	34,758	34,847	89	99,329	102,738	3,409
Maintenance	15,729	21,887	6,158	46,687	65,854	19,167
Capital reserves	-	-	-	104,652	104,652	-
Depreciation	1,703	1,703	(0)	5,109	5,109	(0)
Capital projects	5,771	-	(5,771)	67,719	-	(67,719)
Expenses	358,034	430,554	72,520	1,259,391	1,339,333	79,942
Net Income (loss)	31,770	37,171	(5,401)	153,279	85,794	67,485

Paseo Master HOA
Income Statement
As of 03.31.20

Capital projects

LED lighting project

Tiki lighting

Acoustic panels for the pub

Door between the kitchen and bistro

Aerobic pac dumbbells

Spa Barber chairs (3)

Eversafe storage building

Bocce shade structures

Landscaping bocce/shed

Firepit (net)

Retaining wall stone

Power wash circle drive

Emergency lighting

Sound system antenna kit

Fix low spot in pavers (circle)

Convert kiddie splash pad to geothermal

Pickleball lines

Tennis fencing repairs

Furniture removal (dumsters)

Current Month			Year to Date		
Actual	Budget	Variance	Actual	Budget	Variance
		-	554		(554)
		-	6,330		(6,330)
379		(379)	3,183		(3,183)
		-	1,182		(1,182)
		-	1,214		(1,214)
		-	746		(746)
		-	13,833		(13,833)
		-	12,190		(12,190)
4,770		(4,770)	4,770		(4,770)
		-	5,034		(5,034)
		-	-		-
		-	6,400		(6,400)
622		(622)	11,311		(11,311)
		-	571		(571)
		-	-		-
		-	-		-
		-	403		(403)
		-	-		-
		-	-		-
5,771	-	(5,771)	67,719	-	(67,719)

Month-to-Date			Year-to-Date			03.31.19	
Actual	Budget	Variance	Actual	Budget	Variance	Actual	Change

2017	2018	2019	2020
Actual	Actual	Actual	Budget

Food Sales	51,308	97,375	(46,067)	194,762	239,625	(44,863)	241,188	(46,426)	-19.2%	572,330	561,133	582,215	604,750
Bar Sales	41,889	80,006	(38,117)	168,027	203,518	(35,491)	201,051	(33,023)	-16.4%	481,545	513,011	530,384	546,322
Total Sales	93,197	177,381	(84,184)	362,789	443,143	(80,354)	442,239	(79,450)	-18.0%	1,053,875	1,074,144	1,112,599	1,151,072
Cost of goods sold													
Food	25,305	40,898	15,593	86,617	100,644	14,027	110,056	23,439	21.3%	229,819	223,887	260,861	253,995
Bar	14,952	29,602	14,650	56,843	75,302	18,459	72,444	15,601	21.5%	154,887	191,627	192,433	202,139
Total COGS	40,257	70,500	30,243	143,459	175,946	32,487	182,500	39,040	21.4%	384,707	415,514	453,293	456,134
Supplies	23,041	32,181	9,140	61,762	82,243	20,481	67,766	6,004	8.9%	193,379	221,200	237,628	229,408
Labor	66,903	89,051	22,148	232,374	267,840	35,466	255,207	22,833	8.9%	930,803	811,841	841,451	856,848
Total direct expenses	130,200	191,732	61,532	437,596	526,029	88,433	505,473	67,877	13.4%	1,508,888	1,448,556	1,532,372	1,542,390
Direct loss	(37,003)	(14,351)	(22,652)	(74,807)	(82,886)	8,079	(63,234)	(11,573)	18.3%	(455,013)	(374,411)	(419,773)	(391,318)
Direct cost recovery	71.6%	92.5%	-20.9%	82.9%	84.2%	-1.3%	87.5%			69.8%	74.2%	72.6%	74.6%
Cost of goods sold													
Food	49.3%	42.0%	-7.3%	44.5%	42.0%	-2.5%	45.6%			40.2%	39.9%	44.8%	42.0%
Bar	35.7%	37.0%	1.3%	33.8%	37.0%	3.2%	36.0%			32.2%	37.4%	36.3%	37.0%
Total	43.2%	39.7%	-3.5%	39.5%	39.7%	0.2%	41.3%			36.5%	38.7%	40.7%	39.6%
Supplies	24.7%	18.1%	-6.6%	17.0%	18.6%	1.5%	15.3%			18.3%	20.6%	21.4%	19.9%
Labor	71.8%	50.2%	-21.6%	64.1%	60.4%	-3.6%	57.7%			88.3%	75.6%	75.6%	74.4%
Food	-	-	-	-	-	(0.00)							
Rate		(3,756)				(4,815)							
Volume		19,348				18,843							
Bar													
Rate		547				5,328							
Volume		14,103				13,132							
COGS Variance													
		30,243				32,487							

Paseo Master HOA
Working Capital Fund

Balance as of 12.31.19			86,684
Closings (sales) 2020	21	1,500	42,000
2020 Projects	Paid	O/S	
LED lighting project	(554)		(554)
LED Tiki lighting	(6,330)		(6,330)
Acoustic panels for the pub	(3,183)		(3,183)
Door between the kitchen and bistro	(1,182)		(1,182)
Aerobic pac dumbbells	(1,214)		(1,214)
Spa Barber chairs (3)	(746)		(746)
Eversafe storage building	(13,833)		(13,833)
Bocce shade structures	(12,190)	(12,191)	(24,380)
Landscaping booze/shed	(4,770)		(4,770)
Firepit (net)	(5,034)	1,817	(3,217)
Retaining wall stone	-	(4,250)	(4,250)
Power wash circle drive	(6,400)	-	(6,400)
Emergency lighting	(11,311)		(11,311)
Sound system antenna kit	(571)		(571)
Fix low spot in pavers (circle)	-	(6,000)	(6,000)
Convert kiddie splash pad to geothermal	-	(6,906)	(6,906)
Pickleball lines	(403)	(1,000)	(1,403)
Tennis fencing repairs	-	(8,300)	(8,300)
Furniture removal (dumsters)	-	(2,100)	(2,100)
Available balance 02.29.20	(67,719)	(38,930)	22,035
Closings after financial statement cut-off	12	1,500	18,000
Pending sales	8	1,500	12,000
Anticipated additional home sales 2020	20	1,500	30,000
Working capital available			82,035
Funding of capital projects:			
Infrared tiki heaters and installation			(5,000)
Bar stools for Bistro serving table			(4,607)
Café and ice cream cabinets			(5,650)
Café and ice cream granite			(2,000)
Café take out bar stools (four)			(945)
Tiki kitchen AC			(8,695)
Anticipated balance 12.31.20			55,138
Operating contingency			(50,000)
Excess funds			5,138

Wish list items

Walk-in freezer - Tiki kitchen	10,000
Restructure serving station (Tiki)	10,000
Tiki serving area and center cabinets	17,950
Gym Stair Stepper	5,895
Gym rowing machine	1,595
Gym Spin bikes (5)	8,831
Wireless microphones - theater	7,200
2nd pool table	5,000
Convert basketball courts to LED	5,000
Convert tennis lights to LED	50,000
Pickleball courts	50,000
Putting green	10,000
Playground	20,000

Paseo Master HOA
Cost by Service
As of 03.31.20

	Current Month			Year to Date			Average per Month		
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance
Bulk Cable	66,003	67,373	1,370	197,940	202,119	4,179	65,980	67,373	1,393
Administration	41,626	44,174	2,548	116,735	130,719	13,984	38,912	43,573	4,661
Replacement Reserves	-	-	-	104,652	104,652	-	34,884	34,884	-
Maintenance	21,788	30,922	9,134	70,234	93,059	22,825	23,411	31,020	7,608
Food and Beverage	37,003	14,351	(22,652)	74,807	82,886	8,079	24,936	27,629	2,693
Utilities	20,253	20,157	(96)	59,664	59,314	(350)	19,888	19,771	(117)
Amenity Access	10,187	11,044	857	30,510	33,274	2,764	10,170	11,091	921
Landscaping	15,901	10,951	(4,950)	38,153	32,853	(5,300)	12,718	10,951	(1,767)
Member Services	9,383	10,264	881	27,573	30,628	3,055	9,191	10,209	1,018
Pool	4,181	7,404	3,223	15,524	22,212	6,688	5,175	7,404	2,229
Entertainment	10,515	11,450	935	22,490	23,725	1,235	7,497	7,908	412
Insurance	5,578	5,522	(56)	15,507	16,566	1,059	5,169	5,522	353
Management Contract	3,497	3,497	(0)	10,492	10,491	(1)	3,497	3,497	(0)
Tennis (net)	3,938	4,420	482	12,894	13,260	366	4,298	4,420	122
IT Services	3,105	2,700	(405)	6,615	8,100	1,485	2,205	2,700	495
Café	2,560	2,500	(60)	10,347	7,500	(2,847)	3,449	2,500	(949)
Events (net)	490	1,400	910	4,727	3,400	(1,327)	1,576	1,133	(442)
Retail (net)	(968)	-	968	(4,419)	-	4,419	(1,473)	-	1,473
Other	(992)	518	1,510	(5,618)	1,554	7,172	(1,873)	518	2,391
Total	254,048	248,647	(5,401)	808,827	876,312	67,485	269,609	292,104	22,495
Per Unit									
Bulk Cable	57.59	58.79	1.20	172.72	176.37	3.65	57.57	58.79	1.22
Administration	36.32	38.55	2.22	101.86	114.07	12.20	33.95	38.02	4.07
Replacement Reserves	-	-	-	91.32	91.32	-	30.44	30.44	-
Maintenance	19.01	26.98	7.97	61.29	81.20	19.92	20.43	27.07	6.64
Food and Beverage	32.29	12.52	(19.77)	65.28	72.33	7.05	21.76	24.11	2.35
Utilities	17.67	17.59	(0.08)	52.06	51.76	(0.31)	17.35	17.25	(0.10)
Amenity Access	8.89	9.64	0.75	26.62	29.03	2.41	8.87	9.68	0.80
Landscaping	13.87	9.56	(4.32)	33.29	28.67	(4.62)	11.10	9.56	(1.54)
Member Services	8.19	8.96	0.77	24.06	26.73	2.67	8.02	8.91	0.89
Pool	3.65	6.46	2.81	13.55	19.38	5.84	4.52	6.46	1.95
Entertainment	9.18	9.99	0.82	19.62	20.70	1.08	6.54	6.90	0.36
Insurance	4.87	4.82	(0.05)	13.53	14.46	0.92	4.51	4.82	0.31
Management Contract	3.05	3.05	(0.00)	9.16	9.15	(0.00)	3.05	3.05	(0.00)
Tennis (net)	3.44	3.86	0.42	11.25	11.57	0.32	3.75	3.86	0.11
IT Services	2.71	2.36	(0.35)	5.77	7.07	1.30	1.92	2.36	0.43
Café	2.23	2.18	(0.05)	9.03	6.54	(2.48)	3.01	2.18	(0.83)
Events (net)	0.43	1.22	0.79	4.12	2.97	(1.16)	1.37	0.99	(0.39)
Retail (net)	(0.84)	-	0.84	(3.86)	-	3.86	(1.29)	-	1.29
Other	(0.87)	0.45	1.32	(4.90)	1.36	6.26	(1.63)	0.45	2.09
Total	221.68	216.97	(4.71)	705.78	764.67	58.89	235.26	254.89	19.63