Paseo Master Association Treasurer's Report

Based on Unaudited March 31, 2021 Financial Statements (HOA meeting of April 21, 2021)

The Paseo HOA had an operating surplus of \$836,393 which is \$186,558 in excess of the minimum recommended by our professionals (two months of 2021 assessments).

The replacement reserves were \$1,306,163 at 12.31.20 and decreased to \$1,291,725 as of 3.31.21. Assessments of \$90,000 along with interest of \$132 were added to the reserves. Total expenditures of (\$104,571) were charged against the reserves during the calendar year.

The working capital fund was \$136,155 at 12.31.20. Year to date capital contributions of \$82,500 were added to the fund. Special projects of (\$13,717) were expensed leaving a balance of \$204,938 as of 3.31.21. Please note there have been several closings remitted since 3.31.21 (20) and there are currently 40 pending sales.

For the month, the association had an income of \$50,196 against a budget of \$11,527 for a positive variance of \$38,669. Food and beverage exceeded budget by \$9,661. Salaries, excluding food and beverage, exceeded budget by \$14,573. Entertainment, which was over do to moving events budget in March to January was under budget by \$5,720. Year-to-date entertainment is only (\$614) over budget.

For the year, the association had an income of \$158,135 against a budget of \$24,102 for a positive variance of \$134,033. Food and beverage exceeded budget by \$61,891. Salaries, excluding food and beverage, exceeded budget by \$38,328. We have seen positive variances in electricity and water (\$5,402) and building repairs (\$7,467) due to the work of the maintenance committee. We are also under budget in pool repairs by \$6,000, but we are going to replace one motor and upgrade two others that will bring the expense closer to budget in April.

For the year, food and beverage had a direct loss of (\$17,401) against a budget of (\$79,292) for a positive variance of \$61,891. Salaries were under budget by \$44,611 and supplies by \$21,058. It's my understanding that we got our first "rebate" due to the group purchasing program in April and we are also under budget in credit card fees by \$3,187 due to a similar program.

Paseo Master HOA Working Capital Fund

Balance as of 12.31.20			136,155
Closings (sales) 2021	55	1,500	82,500
2020/2021 Projects	Paid	O/S	7-
Lift for LED basketball project	(364)		(364)
Landscaping upgrades at the VC	(6,446)	(2,224)	(8,669)
Wireless microphones - theater	(2,649)		(2,649)
Extra weight for the strength machines	(2,260)		(2,260)
Gym rowing machine	(1,998)		(1,998)
Bar stools for Bistro serving table		(5,000)	(5,000)
Available balance 3.31.21	(13,717)	(7,224)	197,714
Closings since prior month end	23	1,500	34,500
Pending properties	38	1,500	57,000
Estimated additional 2021 sales	H = 1	1,500	-
Morking conital action to Europe		=	
Working capital estimate for 2021		=	289,214
Priority items			
Restructure serving station (Tiki)			25,000
Walk-in freezer - Tiki kitchen			50,000
Tiki kitchen AC			10,000
Asphalt, fencing and landscaping at BB/PB court			15,000
WordPress (mypaseo.life)			10,000
Additional parking by tennis courts 5 and 6			30,000
Transfer to replacement reserves			100,000
			,
		-	240,000
		_	

	Cu	Current Month		Υ	Year to Date		
	Actual	Budget	Variance	Actual	Budget	Variance	
Master dues	294,700	294,700		884,100	884,100		
Reserve dues	294,700	254,700	500	90,000	90,000	16 Se	
Interest income	73	125	(52)	800	375	425	
Events	2	2	(32)	2	3/3	==	
Retail items	3,291	500	2,791	11,748	4,500	7,248	
Amenities and other	1,468	1,030	438	3,923	3,090	833	
Food and beverage	158,925	175,200	(16,275)	403,784	436,600	(32,816)	
Capital assessments	13,353		13,353	13,717	,	13,717	
Income	471,810	471,555	255	1,408,072	1,418,665	(10,593)	
Legal	1,020	500	(520)	1,371	1,500	130	
Other administrative	5,664	5,958	294	16,608	17,750	1,142	
Bulk Cable	101,655	101,708	53	304,964	305,123	158	
Utilities (other)	16,811	19,219	2,408	50,720	56,564	5,844	
Contracts	4,780	6,385	1,605	17,030	19,155	2,125	
Insurance	5,504	6,085	581	16,659	17,239	580	
Lifestyle park		75	75		225	225	
Cost of sales	59,041	69,893	10,852	144,766	173,803	29,038	
Food and beverage supplies	26,440	30,287	3,847	56,135	77,193	21,058	
Entertainment	5,730	11,450	5,720	24,339	23,725	(614)	
Other amenities	9,918	9,253	(665)	28,090	27,759	(331)	
Retail items	4,063	5 0 0	(3,563)	10,095	4,500	(5,595)	
Pool (other)	3,913	6,020	2,108	11,738	18,060	6,323	
Landscaping	10,082	11,268	1,186	28,458	33,804	5,346	
Maintenance	6,499	8,476	1,977	15,551	25,528	9,977	
Payroll				₹.			
Food and beverage	78,149	89,386	11,237	220,285	264,896	44,611	
Member services	8,452	10,289	1,837	27,368	30,231	2,863	
Pool monitor	5 ,5 96	14,994	9,398	16,924	44,445	27,521	
Administration	36,237	37,592	1,355	105,098	104,373	(725)	
Maintenance	18,708	20,691	1,983	50,023	58,691	8,668	
Capital reserves	2	2	(2)	90,000	90,000	¥	
Capital projects	13,353	*	(13,353)	13,717	0.55	(13,717)	
Expenses	421,614	460,029	38,414	1,249,937	1,394,564	144,625	
Net Income (loss) - normal operations	50,196	11,527	38,669	158,135	24,102	134,033	
Unusual items							
Cash recognition of working capital assessments	19,647		19,647	68,783		68,783	
Net Income (loss) per KW statements	69,843	11,527	58,316	226,918	24,102	202,817	
Working Capital projects							
Lift for LED basketball project			350	364		(364)	
Landscaping upgrades at the VC	6,446		(6,446)	6,446		(6,446)	
Wireless microphones - theater	2,649		(2,649)	2,649		(2,649)	
Extra weight for the strength machines	2,260		(2,260)	2,260		(2,260)	
Gym rowing machine	1,998		(1,998)	1,998		(1,998)	
						9	
	13,353		(13,353)	13,717		(13,717)	
	15,555		(, , [

Food Rate Volume Bar Rate	(0.00)	(0.00)	(0.00)	Supplies 16.6% 17.3% Labor 49.2% 51.0%	Total 37.2% 39.9%	Cost of goods sold 42.5% 44.0% Food 31.7% 35.0%	Direct cost recovery 97.1% 92.4%	Direct loss (4,705) (14,366)	Total direct expenses 163,630 189,566	Supplies 26,440 30,287 Labor 78,149 89,386	Total COGS 59,041 69,893	Cost of goods sold 34,023 41,910 Food 25,018 27,983	Total Sales 148,925 175,200	Food Sales 79,965 95,250 Bar Sales 78,960 79,950	Actual Month to Date
2,618		1,162 6,725	(0.00)	0.7% 1.8%	2.7%	1.5% 3.3%	4.7%	9,661	25,936	3,847 11,237	10,852	7,887 2,965	(16,275)	(15,285) (990)	Variance
			(0.00)	13.9% 54.6%	35.9%	40.3% 31.6%	95.9%	(17,401)	421,186	56,135 220,285	144,766	79,682 65,084	403,784	197,589 206,196	Actual
			•10	17.7% 60.7%	39.8%	44.0% 35.0%	84.6%	(79,292)	515,892	77,193 264,896	173,803	102,630 71,173	436,600	233,250 203,350	Year to-Date Budget
(996)	7,085	7,257 15,691	357	3.8% 6.1%	4.0%	3.7% 3.4%	11,2%	61,891	94,706	21,058 44,611	29,038	22,948 6,089	(32,816)	(35,661) 2,846	Varlance
				17.0% 64.1%	39.5%	44.5% 33.8%	82.9%	(74,807)	437,596	61,762 232,374	143,459	86,617 56,843	362,789	194,762 168,027	03,31,20 Actual Ch
								57,405	16,410	5,627 12,089	(1,306)	6,935 (8,241)	40,995	2,827 3 8,168	Change
								-76.7%	3.8%	9.1% 5.2%	-0.9%	8.0% -14.5%	11.3%_	1.5% 22.7%	*
				18.3% 88.3%	36.5%	40.2% 32.2%	69.8%	(455,013)	1,508,888	193,379 930,803	384,707	229,819 154,887	1,053,875	572,330 481,545	2017 Actual
				20,6% 75.6%	38.7%	39.9% 37.4%	74.2%	(374,411)	1,448,556	221,200 811,841	415,514	223,887 191,627	1,074,144	561,133 5 13,011	2018 Actual
				21,4% 75.6%	40.7%	44.8% 36.3%	72.6%	(419,773)	1,532,372	237,628 8 41 ,451	453,293	260,861 192,433	1,112,599	582,215 530,384	2019 Actual
				20.6% 87.6%	39.0%	44.7% 33.5%	67.9%	(381,070)	1,188,024	165,996 706,931	315,097	178,494 136,603	806,955	398,932 408,023	2020 Actual

Paseo Master HOA Working Capital Fund

Balance as of 12.31.20			136,155
Closings (sales) 2021	55	1,500	82,500
2020/2021 Projects	Paid	O/S	
Lift for LED basketball project	(364)		(364)
Landscaping upgrades at the VC	(6,446)	(2,224)	(8,669)
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Bar stools for Bistro serving table		(5,000)	(5,000)
Available balance 3.31.21	(13,717)	(7,224)	197,714
Closings since prior month end	24	1,500	36,000
Pending properties	39	1,500	58,500
Estimated additional 2021 sales	5 2 0	1,500	3
		-	
Working capital estimate for 2021		-	292,214
Priority items			
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Walk-in freezer - Tiki kitchen			50,000
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Transfer to replacement reserves			100,000
		•	
			240,000

Paseo Master HOA Cost by Service As of 03.31.21

A3 01 03.31,21												
		Current Month			Year to Date				Average per Month			
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance			
Bulk Cable	101,655	101,708	5 0									
Administration	42,921	44,050	53	304,964	305,123	158	101,655	101,708	53			
Replacement Reserves	72,321	•	1,129	123,077	123,623	546	41,026	41,208	182			
Maintenance	25,207	20.467		90,000	90,000	15	30,000	30,000	2			
Food and Beverage	4,705	29,167	3,960	65,574	84,219	18,645	21,858	28,073	6,215			
Utilities	16,811	14,366	9,661	17,401	79,292	61,891	5,800	26,431	20,630			
Amenity Access		19,219	2,408	50,720	56,564	5,844	16,907	18,855	1,948			
Landscaping	5,596	14,994	9,398	16,924	44,445	27,521	5,641	14,815	9,174			
Member Services	10,082	11,268	1,186	28,458	33,804	5,346	9,486	11,268	1,782			
Pool	8,452	10,289	1,837	27,368	30,231	2,863	9,123	10,077	954			
Entertainment	3,913	6,020	2,108	11,738	18,060	6,323	3,913	6,020	2,108			
Insurance	5,730	11,450	5,720	24,339	23,725	(614)	8,113	7,908	(205)			
	5,504	6,085	581	16,659	17,239	580	5,553	5,746	193			
Management Contract	4,172	4,185	13	12,517	12,555	38	4,172	4,185	13			
Tennis (net)	4,038	4,620	582	12,509	13,860	1,351	4,170	4,620	450			
IT Services Café	405	2,000	1,595	3,915	6,000	2,085	1,305	2,000	695			
	3,747	2,500	(1,247)	9,628	7,500	(2,128)	3,209	2,500	(709)			
Events (net)	268	500	233	2,216	1,500	(716)	739	500	(239)			
Retail (net)	772	-	(772)	(1,653)		1,653	(551)	\$	551			
Other	527	753	226	(388)	2,259	2,647	(129)	753	882			
Total	244,504	283,174	38,669	815,965	949,999	134,033	271,988	316,666	44,678			
Per Unit								520,000	,070			
Bulk Cable												
Administration	88.70	88.75	0.05	266.11	266.25	0.14	88.70	88.75	0.05			
	37.45	38.44	0.99	107.40	107.87	0.48	35.80	35.96	0.16			
Replacement Reserves Maintenance	- G		-	78.53	78.53	3	26.18	26.18	12			
	22.00	25.45	3.46	57.22	73.49	16.27	19.07	24.50	5,42			
Food and Beverage Utilities	4.11	12.54	8.43	15.18	69.19	54.01	5.06	23.06	18.00			
	14.67	16.77	2.10	44.26	49.36	5.10	14.75	16.45	1.70			
Amenity Access	4.88	13.08	8.20	14.77	38.78	24.02	4.92	12.93	8.01			
Landscaping	8.80	9.83	1.04	24.83	29.50	4.67	8.28	9.83	1.56			
Member Services Pool	7.38	8.98	1.60	23.88	26.38	2.50	7.96	8.79	0.83			
	3.41	5.25	1.84	10.24	15.76	5,52	3.41	5.25	1.84			
Entertainment	5.00	9.99	4.99	21.24	20.70	(0.54)	7.08	6.90	(0.18)			
Insurance	4.80	5.31	0.51	14.54	15.04	0.51	4.85	5.01	0.17			
Management Contract	3.64	3.65	0.01	10.92	10.96	0.03	3.64	3.65	0.01			
Tennis (net)	3.52	4.03	0.51	10.92	12.09	1.18	3.64	4.03	0.39			
IT Services	0.35	1.75	1.39	3.42	5.24	1.82	1.14	1.75	0.61			
Café	3.27	2.18	(1.09)	8.40	6.54	(1.86)	2.80	2.18	(0.62)			
Events (net)	0.23	0.44	0.20	1.93	1.31	(0.62)	0.64	0.44	(0.02)			
Retail (net)	0.67	-	(0.67)	(1.44)	52	1.44	(0.48)		0.48			
Other	0.46	0.66	0.20	(0.34)	1.97	2.31	(0.11)	0.66	0.77			
Total	213.35	247.10	33.74	712.01	828.97	116.96	237.34	276.22	20.00			
				, 12.01	020.57	110.90	237.34	276.32	38.99			