

**BELLA VISTA PROPERTY OWNERS ASSOCIATION
BUDGET PRESENTATION – 2020 (PROPOSED)**

November 14, 2019

6:00 p.m.

Riordan Hall, Bella Vista

Agenda

A copy of today's presentation and handout are available in the financial section of the POA's website.

- I. Presentation of the 2020 Budget (Proposed)
- II. Member questions (limit of 3 minutes per member)
- III. Adjournment

POA w/o Water
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income	17,388,418	19,090,506	19,660,230	18,237,787
Cost of Goods	1,054,257	1,183,040	1,249,464	1,237,673
Operating Expenses	20,006,916	22,217,104	18,808,662	17,992,312
EBITDA	(3,672,756)	(4,309,638)	(397,896)	(992,199)
Allocations	(1,246,429)	(1,244,384)	(1,302,756)	(1,223,460)
Pre Depreciation Gross	(2,426,327)	(3,065,255)	904,860	231,261
Subtract Capital Projects	-	-	(303,500)	(49,000)
Subtract Emergency Reserve			(200,000)	
Subtract Water Loan Payment			(335,000)	(150,000)
Simple Cash Flow	(2,426,327)	(3,065,254)	66,360	32,261

**POA w/o Water
Unapproved Budget**

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Assessments	7,997,192	8,114,673	10,680,500	8,333,500
City of Bella Vista	11,903	12,178	11,612	11,612
Food and Beverage	1,686,057	1,980,853	2,145,303	2,139,310
Golf	3,963,305	3,822,295	3,372,201	3,862,677
Pro Shop	505,224	516,719	529,168	521,044
Other Recreation	45,704	56,372	61,466	63,167
RV	356,010	405,006	429,633	429,423
Facility Use Fees	851,343	890,073	597,883	918,508
Boat	383,401	504,468	349,009	510,837
Investment Income	26,211	13,482	-	-
Stump Dump	107,294	-	-	-
Lot Sales	214,309	231,907	191,000	176,000
Transfer Fees	446,024	544,084	625,055	625,055
Past Due Collections	331,445	195,360	237,000	224,800
Advertising Income	155,838	160,107	161,500	161,500
Rebates	5,330	60,210	250	250
POA Lot Inventory Valuation	45,244	(105,248)	72,000	72,000
AR MO Land Income	5,752	8,883	-	-
Gain / Loss Disposal Surplus Asset:	20,173	370,063	-	-
Water Rent Income	65,674	67,152	69,672	69,672
Commissions	359	823	645	645
Cell Tower Rents	92,256	1,165,189	63,810	63,810
Legal Fees	10,556	9,954	9,000	9,000
Rents - Leases Facilities	6,000	6,000	12,000	12,000
Donations Received	14	50	60	60
NSF Fees	4,125	4,025	3,900	3,900
Other	51,674	55,826	37,563	29,017
Total Income	17,388,418	19,090,506	19,660,230	18,237,787
Food and Beverage	638,726	728,104	787,084	784,668
Pro Shop	375,886	385,700	398,695	380,732
Recreation	39,645	69,237	63,685	72,273
Total Cost of Goods	1,054,257	1,183,040	1,249,464	1,237,673
Gross Profit	16,334,160	17,907,466	18,410,766	17,000,113
Expenses				
Salary and Wages	8,859,467	8,778,149	9,064,566	8,745,655
Employee Benefits	2,226,519	2,089,068	2,140,008	2,104,680
Memberships, Training and Travel	145,967	141,290	178,291	138,450
Supplies	920,127	915,322	981,211	906,966
Fuel and Oil	204,792	186,206	198,420	193,839
Equipment and Tools	509,935	349,034	327,371	193,683
Lease, Rents and Licenses	899,576	882,749	910,195	909,595

**POA w/o Water
Unapproved Budget**

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Maintenance and Repairs	971,912	942,558	844,722	705,237
Maintenance and Service Agreemei	429,400	433,871	475,117	444,635
Outside Contracts	379,959	368,732	382,486	363,801
Professional Services	1,851,878	4,508,805	490,205	471,580
Insurance	474,149	505,103	521,258	517,107
Utilities	1,023,137	970,441	1,080,823	1,079,681
Taxes and Permits	404,120	427,234	417,226	416,552
Postage	105,203	88,956	89,473	88,573
Credit Card Fees & Interest Expens	200,948	222,466	228,605	248,324
Membership Elections	43,612	45,744	40,700	81,400
Advertising Expense	186,365	197,380	169,500	151,767
Bad Debts	142,691	135,677	135,000	126,600
Uniforms	57,385	43,146	54,273	40,188
Investment Fund Fees	4,109	736	-	-
Donations	7,027	1,768	-	-
Discounts Earned	(136,974)	(106,420)	(107,610)	(104,310)
Intercompany Water Loan Interest		38,620	112,000	96,000
Other	95,613	50,469	74,822	72,309
Total Operating Expenses	20,006,916	22,217,104	18,808,662	17,992,312
EBITDA	(3,672,756)	(4,309,638)	(397,896)	(992,199)
Allocations - MAC	(464,925)	(433,543)	(454,620)	(418,044)
Allocations - F & A	(781,505)	(810,841)	(848,136)	(805,416)
Total Allocations	(1,246,429)	(1,244,384)	(1,302,756)	(1,223,460)
Pre Depreciation Gross	(2,426,327)	(3,065,254)	904,860	231,261
Subtract Capital Projects	-	-	(303,500)	(49,000)
Subtract Emergency Reserve			(200,000)	
Subtract Water Loan Payment			(335,000)	(150,000)
Simple Cash Flow	(2,426,327)	(3,065,254)	66,360	32,261

Golf Pro Shops - Darryl Muldoon
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Golf	3,963,305	3,822,295	3,372,201	3,862,677
Pro Shop	505,224	516,708	529,168	521,044
Facility Use Fees	62	-	-	-
Rebates	250	-	250	250
Gain / Loss Disposal Surplus Assets	(6,107)	(6,107)	-	-
Commissions	359	823	645	645
Other	26,515	20,612	16,635	16,581
Total Income	4,489,608	4,354,331	3,918,899	4,401,197
Pro Shop	375,886	385,700	398,695	380,732
Total Cost of Goods	375,886	385,700	398,695	380,732
Gross Profit	4,113,722	3,968,632	3,520,204	4,020,464
Expenses				
Salary and Wages	1,141,501	1,084,518	1,161,000	1,133,702
Employee Benefits	127,321	120,437	129,821	127,846
Memberships, Training and Travel	17,330	16,199	20,526	20,026
Supplies	37,247	40,522	67,901	52,072
Fuel and Oil	(2,429)	(795)	2,564	2,564
Equipment and Tools	20,640	29,182	28,969	11,964
Lease, Rents and Licenses	265,045	272,891	276,268	276,268
Maintenance and Repairs	61,004	48,026	40,036	15,100
Maintenance and Service Agreements	89,334	91,064	91,782	92,261
Outside Contracts	42,605	35,481	40,071	39,501
Professional Services	1,925	1,300	1,300	1,300
Insurance	36,772	15,706	7,375	6,722
Utilities	132,266	128,154	130,729	131,968
Taxes and Permits	35,258	8,099	21,370	22,630
Postage	1,057	1,168	1,293	1,293
Credit Card Fees & Interest Expenses	90,165	100,864	92,382	110,207
Advertising Expense	25,398	22,599	22,200	22,197
Uniforms	(37)	1,206	2,491	1,981
Discounts Earned	-	(173)	-	-
Other	17,043	(3,213)	5,224	5,224
Total Operating Expenses	2,139,444	2,013,235	2,143,302	2,074,826
EBITDA	1,974,278	1,955,396	1,376,902	1,945,638

Golf Maintenance - Keith Ihms
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Gain / Loss Disposal Surplus Asset:	1,355	1,355	-	-
Other	2,170	2,560	-	-
Total Income	3,525	3,915	-	-
Gross Profit	3,525	3,915	-	-
Expenses				
Salary and Wages	1,827,966	1,810,425	1,913,276	1,855,531
Employee Benefits	204,775	214,356	227,986	222,635
Memberships, Training and Travel	10,978	15,885	15,935	8,060
Supplies	543,303	535,849	545,835	509,546
Fuel and Oil	103,105	91,674	100,701	97,626
Equipment and Tools	57,885	42,676	23,646	15,384
Lease, Rents and Licenses	555,841	533,470	557,100	556,500
Maintenance and Repairs	369,123	342,434	282,215	222,781
Maintenance and Service Agreemer	10,611	10,698	11,331	10,681
Outside Contracts	740	8,374	12,624	6,224
Professional Services	-	9,140	6,225	2,400
Insurance	120,224	27,098	12,227	11,649
Utilities	263,061	223,197	277,481	277,481
Taxes and Permits	119,421	38,599	39,390	39,390
Postage	101	103	515	515
Uniforms	14,140	13,240	16,850	16,075
Discounts Earned	-	(118)	-	-
Other	403	350	-	-
Total Operating Expenses	4,201,679	3,917,449	4,043,337	3,852,478
EBITDA	(4,198,154)	(3,913,534)	(4,043,337)	(3,852,478)

Food and Beverage Division - Tommy Lee
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Food and Beverage	1,657,199	1,946,393	2,110,380	2,103,530
Pro Shop	-	11	-	-
Facility Use Fees	(42,239)	(69,922)	(32,412)	(32,402)
Rebates	5,080	7,063	-	-
Gain / Loss Disposal Surplus Asset:	2,250	2,250	-	-
Other	580	2,511	-	-
Total Income	1,622,870	1,888,306	2,077,968	2,071,128
Food and Beverage	625,016	712,161	770,008	766,983
Total Cost of Goods	625,016	712,161	770,008	766,983
Gross Profit	997,854	1,176,145	1,307,960	1,304,145
Expenses				
Salary and Wages	1,115,161	1,118,988	1,076,022	1,037,541
Employee Benefits	141,185	150,177	120,940	118,425
Memberships, Training and Travel	20,168	19,093	13,790	5,840
Supplies	104,342	114,776	114,295	111,345
Fuel and Oil	2,094	1,604	-	-
Equipment and Tools	13,350	5,072	3,800	2,300
Lease, Rents and Licenses	3,389	3,760	1,680	1,680
Maintenance and Repairs	8,156	3,070	900	825
Maintenance and Service Agreeme	2,709	6,242	8,340	4,740
Outside Contracts	7,627	3,537	5,156	5,156
Professional Services	341	-	-	-
Insurance	17,003	15,521	6,934	6,847
Utilities	29,422	18,069	62,856	62,686
Taxes and Permits	7,898	(881)	2,480	2,480
Postage	10	54	-	-
Credit Card Fees & Interest Expens	45,368	52,971	60,815	60,325
Advertising Expense	28,521	36,161	17,500	14,050
Uniforms	9,267	4,558	4,000	4,000
Discounts Earned	-	(194)	-	-
Other	4,157	3,163	-	-
Total Operating Expenses	1,560,170	1,555,740	1,499,509	1,438,240
EBITDA	(562,316)	(379,595)	(191,549)	(134,095)

Clubhouses - Tommy Lee
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Rents - Leases Facilities	6,000	6,000	12,000	12,000
Total Income	6,000	6,000	12,000	12,000
Gross Profit	6,000	6,000	12,000	12,000
Expenses				
Memberships, Training and Travel	317	479	-	-
Supplies	6,540	6,390	5,400	4,200
Equipment and Tools	79,708	82,940	74,044	52,100
Maintenance and Repairs	92,501	98,289	108,700	94,600
Maintenance and Service Agreemei	69,961	73,239	89,445	66,624
Outside Contracts	13,979	13,290	6,002	6,002
Professional Services	948	948	-	-
Insurance	57,960	0	-	-
Utilities	160,258	156,401	151,510	151,510
Taxes and Permits	57,537	1,065	-	-
Advertising Expense	199	-	-	-
Discounts Earned	-	(96)	-	-
Other	1,245	-	-	-
Total Operating Expenses	541,153	432,985	435,101	375,036
EBITDA	(535,153)	(426,985)	(423,101)	(363,036)

Maint and Const - Mike Taggart
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
City of Bella Vista	290	565	-	-
Stump Dump	107,294	-	-	-
AR MO Land Income	5,752	8,883	-	-
Gain / Loss Disposal Surplus Asset:	19,075	19,075	-	-
Cell Tower Rents	92,256	96,189	63,810	63,810
Other	6,200	8,047	-	-
Total Income	230,867	132,759	63,810	63,810
Gross Profit	230,867	132,759	63,810	63,810
Expenses				
Salary and Wages	1,379,352	1,331,079	1,369,124	1,289,628
Employee Benefits	165,780	164,110	177,291	164,617
Memberships, Training and Travel	581	1,127	2,535	885
Supplies	13,673	13,099	18,175	19,380
Fuel and Oil	72,264	63,555	67,421	64,617
Equipment and Tools	38,745	16,937	32,215	18,309
Lease, Rents and Licenses	1,408	927	3,028	3,028
Maintenance and Repairs	146,050	139,976	128,315	121,995
Maintenance and Service Agreemei	8,113	8,178	7,074	6,024
Outside Contracts	30,580	31,562	16,709	11,709
Professional Services	2,868	7,654	-	-
Insurance	104,208	45,891	14,154	12,317
Utilities	40,632	37,367	40,793	39,877
Taxes and Permits	24,707	6,395	4,677	4,526
Postage	12	-	-	-
Uniforms	10,136	9,195	10,182	10,182
Discounts Earned	-	(18)	-	-
Other	666	1,991	700	700
Total Operating Expenses	2,039,774	1,879,024	1,892,393	1,767,794
EBITDA	(1,808,906)	(1,746,265)	(1,828,583)	(1,703,984)

Lakes and Parks Div-Rick Echols
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
City of Bella Vista	11,613	11,613	11,612	11,612
Food and Beverage	-	598	1,010	1,010
Other Recreation	6,456	5,347	5,630	5,630
RV	94,361	83,377	98,000	98,000
Facility Use Fees	100,250	96,107	75,700	97,584
Boat	323,067	322,135	184,450	323,150
Gain / Loss Disposal Surplus Asset:	3,600	3,600	-	-
Donations Received	14	50	60	60
Other	3,021	3,887	-	-
Total Income	542,381	526,713	376,462	537,046
Food and Beverage	-	522	-	-
Recreation	27,759	29,864	22,680	28,450
Total Cost of Goods	27,759	30,386	22,680	28,450
Gross Profit	514,622	496,327	353,782	508,596
Expenses				
Salary and Wages	376,849	385,205	422,467	393,984
Employee Benefits	46,779	48,164	51,952	48,579
Memberships, Training and Travel	2,086	565	4,780	1,215
Supplies	69,045	61,956	74,965	67,215
Fuel and Oil	24,218	23,165	22,060	23,360
Equipment and Tools	33,532	10,539	28,500	17,850
Lease, Rents and Licenses	174	486	120	300
Maintenance and Repairs	120,147	114,424	72,580	50,855
Maintenance and Service Agreeme	26,451	25,677	26,175	26,325
Outside Contracts	23,474	23,153	27,400	24,800
Professional Services	200	200	-	-
Insurance	48,739	12,125	2,766	2,505
Utilities	37,552	40,174	42,909	42,899
Taxes and Permits	62,751	6,682	3,700	3,700
Postage	289	170	240	240
Credit Card Fees & Interest Expens	13,614	13,601	11,445	13,505
Advertising Expense	193	99	-	-
Uniforms	2,826	2,984	3,900	3,400
Discounts Earned	-	(84)	-	-
Other	(93)	168	-	-
Total Operating Expenses	888,823	769,454	795,958	720,733
EBITDA	(374,201)	(273,126)	(442,176)	(212,137)

Central Administration (GM)
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Gain / Loss Disposal Surplus Asset:	-	349,890	-	-
Total Income	-	349,890	-	-
Gross Profit	-	349,890	-	-
Expenses				
Salary and Wages	399,338	413,761	405,895	403,809
Employee Benefits	53,035	52,146	60,553	59,936
Memberships, Training and Travel	15,745	20,318	9,567	9,567
Supplies	4,004	5,519	4,300	4,300
Fuel and Oil	538	453	480	480
Equipment and Tools	31,262	18,360	10,000	1,000
Lease, Rents and Licenses	13,639	15,375	15,480	15,480
Maintenance and Repairs	2,516	2,240	2,200	2,200
Maintenance and Service Agreements	5,854	1,354	1,100	1,100
Outside Contracts	10,758	7,560	8,475	7,475
Professional Services	89,470	62,944	65,880	65,880
Insurance	11,554	2,651	2,484	2,430
Utilities	17,662	16,623	17,636	17,036
Taxes and Permits	11,197	2,788	2,780	2,780
Postage	12	4,773	900	900
Credit Card Fees & Interest Expenses	51	50	-	-
Membership Elections	43,612	45,744	40,700	81,400
Advertising Expense	3,530	8,381	2,000	2,000
Uniforms	1,045	1,273	2,200	2,200
Donations	6,844	1,768	-	-
Discounts Earned	-	(195)	(360)	(360)
Other	27,245	2,855	12,300	12,300
Total Operating Expenses	748,911	686,740	664,570	691,913
EBITDA	(748,911)	(336,851)	(664,570)	(691,913)

General Income & Expense
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Assessments	7,997,192	8,114,673	10,680,500	8,333,500
Facility Use Fees	319,274	324,271	242,600	322,200
Investment Income	26,211	13,482	-	-
Transfer Fees	446,024	544,084	625,055	625,055
Past Due Collections	15,000	5,000	19,200	15,000
Rebates	-	53,147	-	-
Water Rent Income	65,674	67,152	69,672	69,672
Cell Tower Rents	-	1,069,000	-	-
NSF Fees	4,125	4,025	3,900	3,900
Other	88	57	120	120
Total Income	8,873,587	10,194,892	11,641,047	9,369,447
Gross Profit	8,873,587	10,194,892	11,641,047	9,369,447
Expenses				
Salary and Wages	(13,891)	63,007	63,600	63,600
Employee Benefits	1,175,498	1,032,573	1,043,952	1,043,952
Lease, Rents and Licenses	-	485	4,200	4,200
Professional Services	1,666,221	4,345,375	335,000	335,000
Insurance	-	361,390	459,612	459,612
Taxes and Permits	-	313,359	295,788	295,788
Postage	-	(6,451)	-	-
Credit Card Fees & Interest Expens	-	1,825	-	-
Bad Debts	142,691	135,677	134,400	126,000
Investment Fund Fees	4,109	736	-	-
Discounts Earned	(136,638)	(104,864)	(107,250)	(103,950)
Intercompany Water Loan Interest	-	38,620	112,000	96,000
Total Operating Expenses	2,837,990	6,181,733	2,341,302	2,320,202
EBITDA	6,035,598	4,013,158	9,299,745	7,049,245

Human Resources Departments - Doug McCash
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Other	-	31	-	-
Total Income	-	31	-	-
Gross Profit	-	31	-	-
Expenses				
Salary and Wages	193,125	110,997	138,208	119,027
Employee Benefits	20,981	13,349	17,885	16,376
Memberships, Training and Travel	25,078	16,677	29,510	27,510
Supplies	1,198	2,428	1,850	1,200
Equipment and Tools	2,188	2,162	900	-
Lease, Rents and Licenses	21,965	21,391	28,284	28,284
Maintenance and Repairs	31	239	-	-
Maintenance and Service Agreements	1,417	1,517	-	-
Outside Contracts	44,105	45,115	51,500	51,600
Professional Services	1,325	1,325	17,800	17,800
Insurance	10,977	1,684	852	738
Utilities	7,833	7,765	8,622	8,622
Taxes and Permits	1,030	68	-	-
Postage	160	107	120	120
Credit Card Fees & Interest Expenses	104	-	-	-
Advertising Expense	6,075	380	8,000	6,800
Uniforms	18,784	9,204	12,000	-
Discounts Earned	-	(83)	-	-
Other	22,324	20,527	29,600	28,400
Total Operating Expenses	378,699	254,852	345,131	306,477
EBITDA	(378,699)	(254,821)	(345,131)	(306,477)

Marketing & Office Services - Kim Carlson
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Advertising Income	155,838	160,107	161,500	161,500
Other	421	421	-	-
Total Income	156,259	160,528	161,500	161,500
Gross Profit	156,259	160,528	161,500	161,500
Expenses				
Salary and Wages	333,730	334,846	306,675	303,056
Employee Benefits	42,262	42,628	41,044	40,740
Memberships, Training and Travel	8,509	12,643	15,022	10,892
Supplies	2,563	1,708	1,871	1,871
Fuel and Oil	2,105	2,017	1,962	1,962
Equipment and Tools	14,825	9,793	8,115	8,115
Lease, Rents and Licenses	18,821	13,500	7,252	7,252
Maintenance and Repairs	1,246	608	792	792
Maintenance and Service Agreement	7,400	5,396	2,655	2,655
Outside Contracts	121,747	130,308	142,875	142,875
Insurance	2,533	2,517	2,121	1,990
Utilities	15,205	15,478	8,930	8,930
Taxes and Permits	3,649	3,746	7,738	7,710
Postage	41,205	36,227	38,105	38,105
Advertising Expense	96,666	109,810	92,800	82,720
Bad Debts	-	-	600	600
Donations	183	-	-	-
Discounts Earned	-	(187)	-	-
Other	2,541	4,080	3,785	3,285
Total Operating Expenses	715,190	725,117	682,342	663,550
EBITDA	(558,932)	(564,589)	(520,842)	(502,050)

Legal Departments - Doug McCash
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Lot Sales	214,309	231,907	191,000	176,000
Past Due Collections	203,461	117,801	124,800	124,800
POA Lot Inventory Valuation	45,244	(105,248)	72,000	72,000
Legal Fees	10,556	9,954	9,000	9,000
Other	464	100	-	-
Total Income	474,034	254,515	396,800	381,800
Gross Profit	474,034	254,515	396,800	381,800
Expenses				
Salary and Wages	216,334	232,262	254,070	246,113
Employee Benefits	26,789	27,716	33,927	32,352
Memberships, Training and Travel	6,380	4,818	23,560	23,560
Supplies	1,092	1,354	1,500	1,500
Equipment and Tools	1,039	2,197	900	-
Lease, Rents and Licenses	4,790	4,725	3,756	3,756
Maintenance and Repairs	87	41	200	200
Maintenance and Service Agreemer	1,914	1,926	1,500	1,500
Outside Contracts	159	83	100	150
Professional Services	28,211	19,687	60,600	47,000
Insurance	869	1,466	1,549	1,478
Utilities	5,351	5,075	5,970	5,970
Taxes and Permits	32,519	38,139	33,750	31,250
Postage	2,978	2,716	3,900	3,300
Credit Card Fees & Interest Expens	70	4,068	240	240
Advertising Expense	17,382	11,451	27,000	24,000
Discounts Earned	-	(4)	-	-
Other	85	156	90	90
Total Operating Expenses	346,049	357,875	452,612	422,459
EBITDA	127,984	(103,360)	(55,812)	(40,659)

Accounting - Dwain Mitchell
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Past Due Collections	112,985	72,560	93,000	85,000
Other	-	172	-	-
Total Income	112,985	72,732	93,000	85,000
Gross Profit	112,985	72,732	93,000	85,000
Expenses				
Salary and Wages	620,112	553,295	542,972	527,858
Employee Benefits	72,029	65,965	67,186	65,252
Memberships, Training and Travel	17,095	15,620	20,480	13,980
Supplies	13,019	11,841	13,550	11,200
Equipment and Tools	12,548	4,241	5,100	3,900
Lease, Rents and Licenses	8,568	8,274	7,500	7,320
Maintenance and Service Agreements	767	924	3,700	2,400
Outside Contracts	3,214	3,048	3,270	3,150
Professional Services	2,539	3,283	2,400	1,200
Insurance	2,626	4,184	3,397	3,270
Utilities	17,661	17,041	17,148	17,148
Taxes and Permits	304	166	240	120
Postage	3,116	3,653	3,900	3,600
Credit Card Fees & Interest Expenses	12,835	5,663	18,800	18,000
Other	4,277	3,294	4,420	3,120
Total Operating Expenses	790,709	700,493	714,063	681,518
EBITDA	(677,725)	(627,761)	(621,063)	(596,518)

Member Services - Carmen Dissing
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Other	(899)	(428)	-	-
Total Income	(899)	(428)	-	-
Gross Profit	(899)	(428)	-	-
Expenses				
Salary and Wages	283,659	286,055	286,363	276,598
Employee Benefits	32,136	30,510	31,653	30,832
Memberships, Training and Travel	6,352	5,613	6,740	6,340
Supplies	63,100	52,882	57,185	54,060
Fuel and Oil	-	-	-	-
Equipment and Tools	2,805	1,419	600	600
Lease, Rents and Licenses	1,687	3,391	1,476	1,476
Maintenance and Repairs	2,910	3,280	1,100	800
Maintenance and Service Agreements	13,080	8,246	11,644	11,644
Outside Contracts	317	173	1,188	1,188
Professional Services	281	-	-	-
Insurance	1,177	1,885	1,123	1,121
Utilities	21,983	20,821	22,666	22,366
Taxes and Permits	951	805	-	-
Postage	56,213	46,313	40,500	40,500
Credit Card Fees & Interest Expenses	24,070	20,570	23,040	22,540
Discounts Earned	-	(4)	-	-
Other	1,719	1,606	3,070	3,070
Total Operating Expenses	512,440	483,568	488,348	473,136
EBITDA	(513,339)	(483,997)	(488,348)	(473,136)

Information Technology - Jack Brooks
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Other	692	692	-	-
Total Income	692	692	-	-
Gross Profit	692	692	-	-
Expenses				
Salary and Wages	309,315	311,942	319,291	315,294
Employee Benefits	36,979	38,893	42,792	41,989
Memberships, Training and Travel	6,569	641	600	600
Supplies	686	699	300	300
Fuel and Oil	61	61	-	-
Equipment and Tools	9,241	4,406	400	400
Lease, Rents and Licenses	1,699	1,419	1,370	1,370
Maintenance and Repairs	99	47	-	-
Maintenance and Service Agreements	118,499	119,962	128,921	128,921
Outside Contracts	23,076	21,693	18,553	16,885
Professional Services	417	-	1,000	1,000
Insurance	10,712	2,040	2,002	1,959
Utilities	33,453	32,388	31,608	31,608
Taxes and Permits	6,419	564	-	-
Postage	39	44	-	-
Credit Card Fees & Interest Expenses	-	-	40	40
Uniforms	-	407	-	-
Discounts Earned	-	(30)	-	-
Other	39	39	-	-
Total Operating Expenses	557,303	535,215	546,878	540,366
EBITDA	(556,611)	(534,523)	(546,878)	(540,366)

Rec Division - Joan Glubczynski
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Food and Beverage	28,858	33,861	33,913	34,770
Other Recreation	39,248	51,025	55,836	57,537
RV	261,650	321,629	331,633	331,423
Facility Use Fees	473,996	539,618	311,995	531,126
Boat	60,334	182,333	164,559	187,687
Other	12,422	17,164	20,808	12,316
Total Income	876,508	1,145,630	918,744	1,154,859
Food and Beverage	13,710	15,421	17,076	17,685
Recreation	11,885	39,372	41,005	43,823
Total Cost of Goods	25,595	54,793	58,081	61,508
Gross Profit	850,913	1,090,837	860,663	1,093,351
Expenses				
Salary and Wages	676,915	741,730	805,603	779,912
Employee Benefits	80,970	88,040	93,025	91,148
Memberships, Training and Travel	8,781	11,612	15,246	9,975
Supplies	60,315	66,299	74,084	68,777
Fuel and Oil	2,837	4,472	3,232	3,230
Equipment and Tools	192,166	119,109	110,182	61,761
Lease, Rents and Licenses	2,550	2,654	2,681	2,681
Maintenance and Repairs	168,042	189,886	207,684	195,089
Maintenance and Service Agreemei	73,289	79,448	91,450	89,760
Outside Contracts	57,580	45,355	48,563	47,086
Professional Services	57,133	56,951	-	-
Insurance	48,794	10,945	4,662	4,469
Utilities	240,798	251,887	261,965	261,580
Taxes and Permits	40,480	7,639	5,313	6,178
Postage	10	78	-	-
Credit Card Fees & Interest Expens	14,672	22,853	21,843	23,467
Advertising Expense	8,401	8,500	-	-
Uniforms	1,223	1,081	2,650	2,350
Discounts Earned	(336)	(370)	-	-
Other	13,963	15,453	15,633	16,120
Total Operating Expenses	1,748,583	1,723,624	1,763,816	1,663,583
EBITDA	(897,670)	(632,787)	(903,153)	(570,232)

Water Utility Consolidated - Charlie Holt
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Income				
Assessments	1,200	1,200	1,200	1,200
Investment Income	48,938	20,133	5,000	5,000
Water	7,617,009	7,417,805	7,812,484	7,812,484
Restricted Revenue	9,797	13,236	12,960	12,960
Water Capital Buy In Fees	654,020	595,000	550,020	550,020
Water Late Fees	163,656	162,653	162,000	162,000
Gain / Loss Disposal Surplus Asset:	21,100	21,100	-	-
NSF Fees	2,275	3,625	3,300	3,300
Other	130,845	169,387	200,340	184,340
Total Income	8,648,842	8,404,139	8,747,304	8,731,304
Water	2,409,202	2,321,469	2,493,946	2,493,946
Total Cost of Goods	2,409,202	2,321,469	2,493,946	2,493,946
Gross Profit	6,239,640	6,082,670	6,253,358	6,237,358
Expenses				
Salary and Wages	1,079,146	1,034,344	1,036,080	1,014,211
Employee Benefits	340,423	301,509	314,964	314,283
Memberships, Training and Travel	14,234	15,418	22,851	9,676
Supplies	202,563	243,995	250,110	250,110
Fuel and Oil	62,657	54,399	57,600	57,600
Equipment and Tools	149,993	35,122	41,075	12,650
Lease, Rents and Licenses	68,894	70,520	73,152	73,152
Maintenance and Repairs	223,452	222,746	214,900	214,900
Maintenance and Service Agreemer	54,918	47,185	60,306	60,656
Outside Contracts	143,227	241,358	254,304	251,704
Professional Services	10,525	7,509	7,080	37,080
Insurance	116,177	128,311	166,290	165,882
Utilities	101,965	101,578	98,490	98,490
Taxes and Permits	199,139	211,964	220,713	220,713
Postage	49,324	50,347	50,400	50,400
Credit Card Fees & Interest Expens	249,659	244,073	229,008	229,008
Advertising Expense	153	15	-	-
Bad Debts	217	1,250	2,400	2,400
Uniforms	7,894	7,957	7,200	7,200
Investment Fund Fees	7,672	2,290	-	-
Donations	29,750	-	15,000	-
Discounts Earned	(2,026)	(122)	-	-
Other	14,041	13,088	-	-
Total Operating Expenses	3,123,998	3,034,856	3,121,924	3,070,116
EBITDA	3,115,642	3,047,814	3,131,434	3,167,242

Water Utility Consolidated - Charlie Holt
Unapproved Budget

	2018 Actual	12 Month Trail Adj Thru 9/2019	2020 Pass Budget	2020 Fail Budget
Allocations - MAC	464,925	433,543	454,620	418,044
Allocations - F & A	781,505	810,841	848,136	805,416
Total Allocations	1,246,429	1,244,384	1,302,756	1,223,460
Pre Depreciation Gross	1,869,212	1,803,430	1,828,678	1,943,782
Subtract Capital Projects	-	-	(402,000)	(402,000)
Subtract Debt Service			(520,000)	(520,000)
Add Repayment of Loan			335,000	150,000
Simple Cash Flow	1,869,212	1,803,430	1,241,678	1,171,782

Bella Vista POA
2020 PASS - Capital Projects Budget
Unapproved Budget

Division	Department Name	Description	Amount
Clubhouses	Lakepoint Building	Paint back side exterior of building	15,000
		Total Clubhouses	<u>15,000</u>
Golf Maintenance	Scotsdale Golf Maintenance	Used Jac GK Triplex (purchase from lease) Topdress roller	11,000
Golf Maintenance	Scotsdale Golf Maintenance	Greens Roller	-
Golf Maintenance	Scotsdale Golf Maintenance	Used Jac GK Triplex (purchased from lease) verticut unit	11,000
Golf Maintenance	Kingswood Golf Maintenance	Sand Storage Bins	11,000
		Total Golf Maintenance	<u>33,000</u>
Recreation	Metfield - Recreation	Build new pickleball courts (4)	62,000
Recreation	Metfield - Recreation	Parking lot redev	45,000
Recreation	Loch Lomond Marina	New/Used Fish and Ski Boat for Rental Fleet	20,000
		Total Recreation	<u>127,000</u>
Lakes and Parks	Highlands Gun Range	Archery Range Phase 1	30,000
Lakes and Parks	Loch Lomond Dog Park	Rebuild Small Dog park	13,500
Lakes and Parks	Lakes & Parks	Lake Ranger Truck (Replacement for 0182) Used	20,000
		Total Lakes	<u>63,500</u>
MAC	General Grounds Maintenance	Out-Front Rotary Mowers (2) Replacement	16,000
MAC	General Grounds Maintenance	Out-Front Rotary Mower (1) Replacement	16,000
		Total MAC	<u>32,000</u>
Information Techn	Information Technology	Upgrade GP Dynamics Accounting System	33,000
		Total Information Technology	<u>33,000</u>
		Total POA wo Water	303,500
Water Utility	Water - OMR	HWY 340/Sugar Creek Relocation	375,000
Water Utility	Water - OMR	Aluminum Trench Box	12,000
Water Utility	Water - OMR	HWY 340 BPS Electrical Renovation	15,000
		Total Water Utility	<u>402,000</u>
		Total Consolidated Capital	705,500

**Bella Vista POA
2020 FAIL - Capital Projects Budget
Unapproved Budget**

Division	Department Name	Description	Amount
Golf Maintenance	Scotsdale Golf Maintenance	Used Jac GK Triplex (purchased from lease) verticut unit	11,000
Golf Maintenance	Scotsdale Golf Maintenance	Used Jac GK Triplex (purchase from lease) Topdress roller	11,000
Golf Maintenance	Kingswood Golf Maintenance	Sand Storage Bins	11,000
		Total Golf Maintenance	33,000
MAC	General Grounds Maintenance	Out-Front Rotary Mower (1) Replacement	16,000
		Total MAC	16,000
		Total POA wo Water	49,000
Water Utility	Water - OMR	HWY 340/Sugar Creek Relocation	375,000
Water Utility	Water - OMR	Aluminum Trench Box	12,000
Water Utility	Water - OMR	HWY 340 BPS Electrical Renovation	15,000
		Total Water Utility	402,000
		Total Consolidated Capital	451,000