BELLA VISTA

PROPERTY OWNERS ASSOCIATION

NOVEMBER 11, 2021

2022 OPERATING, CAPITAL, AND SIMPLE CASHFLOW BUDGETS

PROPOSED

RIORDAN HALL

COMMUNITY BUDGET PRESENTATION

Bella Vista POA

POA w/o Water-All

November 8, 2021 8:45:32 AM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Assessments	10,165,532	10,703,535	10,804,356	100,821
City of Bella Vista	9,093	11,739	11,872	133
Food and Beverage	1,732,167	2,563,869	2,912,430	348,561
Golf	3,761,283	3,868,102	3,957,096	88,994
Pro Shop	538,509	664,245	568,404	(95,842)
Other Recreation	54,777	68,724	68,680	(44)
RV	482,223	586,576	679,117	92,541
Facility Use Fees	543,127	567,463	591,090	23,627
Boat	485,242	496,879	532,184	35,305
Investment Income	638	4,031		(4,031)
Lot Sales	389,885	445,022	355,000	(90,022)
Transfer Fees	753,494	1,076,708	1,076,108	(600)
Past Due Collections	264,911	386,616	292,907	(93,709)
Advertising Income	151,847	153,273	166,755	13,482
Rebates	82,986	4,570		(4,570)
POA Lot Inventory Valuation	18,710	14,459	8,000	(6,459)
Gain / Loss Disposal Surplus Assets	64,212	94,212	12,800	(81,412)
Water Rent Income	69,672	71,064	73,920	2,856
Commissions	1,864	624		(624)
Cell Tower Rents	64,457	64,975	68,630	3,655
Legal Fees	39,137	50,254	60,000	9,746
Rents - Leases Facilities	12,000	11,000	15,000	4,000
Donations Received	21	8,800	6,060	(2,740)
NSF Fees	4,975	4,450	4,900	450
Credit Card Convenience Fee			53,778	53,778
Other	(56,043)	2,073,054	58,670	(2,014,384)
Total Income	19,634,718	23,994,245	22,377,757	(1,616,488)
Food and Beverage	627,186	894,742	1,045,177	150,435
Pro Shop	404,609	486,669	406,328	(80,342)
Recreation	66,973	80,200	67,920	(12,280)
Total Cost of Goods	1,098,769	1,461,612	1,519,425	57,813
Gross Profit	18,535,950	22,532,633	20,858,332	(1,674,301)
Expenses				
Salary and Wages	8,634,960	9,044,879	10,562,148	1,517,270
Employee Benefits	1,893,059	2,003,180	2,273,532	270,352
Memberships, Training and Travel	119,438	123,611	139,808	16,197
Supplies	981,580	1,070,845	1,111,716	40,870
Fuel and Oil	140,525	175,985	181,358	5,373
Equipment and Tools	485,060	430,566	417,277	(13,289)

Bella Vista POA

POA w/o Water-All

November 8, 2021 8:45:32 AM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Lease, Rents and Licenses	855,915	806,879	928,095	121,217
Maintenance and Repairs	1,050,523	1,079,349	897,827	(181,522)
Maintenance and Service Agreemen	470,257	539,492	676,279	136,787
Outside Contracts	388,011	474,396	456,301	(18,095)
Professional Services	930,493	856,368	528,541	(327,827)
Insurance	530,659	566,669	568,569	1,900
Utilities	961,909	1,007,585	1,049,539	41,954
Taxes and Permits	453,125	478,643	465,637	(13,006)
Postage	112,908	105,043	101,311	(3,732)
Credit Card Fees & Interest Expense	237,624	303,224	401,680	98,456
Membership Elections	40,869	41,098	41,000	(98)
Advertising Expense	126,089	121,794	167,720	45,926
Bad Debts	163,834	79,888	36,000	(43,888)
Uniforms	44,924	43,704	52,260	8,556
Donations	68	47	600	553
Discounts Earned	(75,134)	(94,376)	(94,697)	(321)
Inter Company Interest Exp	47,052	17,327	5,319	(12,009)
Other	81,915	90,561	125,960	35,399
Total Operating Expenses	18,675,663	19,366,756	21,093,780	1,727,023
EBITDA	(139,714)	3,165,877	(235,448)	(3,401,324)

Bella Vista POA

Golf Operations - Darryl Muldoon-All

November 10, 2021 4:58:08 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Food and Beverage		134		(134)
Golf	3,761,283	3,868,102	3,957,096	88,994
Pro Shop	538,509	664,245	568,404	(95,842)
Commissions	1,864	624		(624)
Other	22,322	23,382	22,475	(907)
Total Income	4,323,977	4,556,488	4,547,975	(8,513)
Food and Beverage	(405)	(262)		262
Pro Shop	404,609	486,669	406,328	(80,342)
Total Cost of Goods	404,204	486,407	406,328	(80,080)
Gross Profit	3,919,773	4,070,081	4,141,647	71,566
Expenses				
Salary and Wages	1,093,974	1,099,025	1,260,397	161,372
Employee Benefits	131,903	134,503	155,926	21,423
Memberships, Training and Travel	11,444	10,212	16,632	6,420
Supplies	60,319	67,565	54,621	(12,944)
Fuel and Oil	1,150	1,313	1,448	135
Equipment and Tools	55,905	51,456	37,185	(14,271)
Lease, Rents and Licenses	247,512	221,432	311,823	90,391
Maintenance and Repairs	45,660	43,314	28,552	(14,762)
Maintenance and Service Agreemen	95,352	104,685	99,400	(5,285)
Outside Contracts	48,373	43,397	43,673	276
Insurance	7,127	6,595	3,843	(2,752)
Utilities	128,997	131,336	105,035	(26,301)
Taxes and Permits	36,818	24,553	17,414	(7,139)
Postage	964	1,013	461	(552)
Credit Card Fees & Interest Expense	119,596	139,925	2,551	(137,374)
Advertising Expense	1,500	1,663	22,048	20,385
Uniforms	3,045	1,859	2,050	191
Donations		9		(9)
Other	5,036	1,611	(180)	(1,791)
Total Operating Expenses	2,094,675	2,085,465	2,162,880	77,415
EBITDA	1,825,098	1,984,616	1,978,767	(5,849)

Bella Vista POA

Golf Maintenance - Keith Ihms-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Other	79			
Total Income	79			
Gross Profit	79			
Expenses				
Salary and Wages	1,754,829	1,748,939	2,145,053	396,114
Employee Benefits	200,777	205,513	259,812	54,298
Memberships, Training and Travel	9,794	7,761	13,525	5,764
Supplies	504,487	538,042	596,949	58,907
Fuel and Oil	71,096	91,449	88,500	(2,949)
Equipment and Tools	46,009	37,174	37,319	145
Lease, Rents and Licenses	534,837	521,803	566,238	44,435
Maintenance and Repairs	508,860	519,714	313,654	(206,060)
Maintenance and Service Agreemen	10,564	11,916	12,864	948
Outside Contracts	29,091	24,748	30,486	5,738
Professional Services	400	400	5,040	4,640
Insurance	11,222	10,361	10,466	105
Utilities	233,063	245,266	248,926	3,660
Taxes and Permits	11,912	21,750	30,222	8,472
Postage	143	60	240	180
Credit Card Fees & Interest Expense	5	5		(5)
Uniforms	15,205	15,327	17,800	2,473
Other	86	310		(310)
Total Operating Expenses	3,942,381	4,000,541	4,377,095	376,554
EBITDA	(3,942,303)	(4,000,541)	(4,377,095)	(376,554)

Bella Vista POA
Food and Beverage Division - Tommy Lee-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Food and Beverage	1,701,784	2,528,800	2,912,430	383,630
Facility Use Fees	(115,415)	(125,612)	(126,863)	(1,251)
Rebates	2,975	4,570		(4,570)
Donations Received		8,800		(8,800)
Other	7,934	2,727		(2,727)
Total Income	1,597,279	2,419,284	2,785,567	366,283
Food and Beverage	611,483	878,541	1,045,177	166,636
Total Cost of Goods	611,483	878,541	1,045,177	166,636
Gross Profit	985,796	1,540,744	1,740,390	199,646
Expenses				
Salary and Wages	978,381	1,124,447	1,293,053	168,606
Employee Benefits	145,828	173,702	160,273	(13,429)
Memberships, Training and Travel	11,914	9,068	8,356	(712)
Supplies	108,324	168,987	169,350	363
Fuel and Oil	505	395		(395)
Equipment and Tools	4,221	1,601	4,000	2,399
Lease, Rents and Licenses	4,735	2,083	828	(1,255)
Maintenance and Repairs	3,621	3,964	400	(3,564)
Maintenance and Service Agreemen	7,375	6,796	6,504	(292)
Outside Contracts	3,675	3,859	3,525	(334)
Insurance	5,900	6,782	7,020	238
Utilities	51,216	37,317	39,447	2,130
Taxes and Permits	5,987	7,057	13,085	6,028
Postage	69	152		(152)
Credit Card Fees & Interest Expense	48,435	74,653	546	(74,107)
Advertising Expense	10,460	23,889	24,480	591
Uniforms	5,729	5,117	4,350	(767)
Other	2,123	1,066		(1,066)
Total Operating Expenses	1,398,496	1,650,936	1,735,217	84,281
EBITDA	(412,701)	(110,193)	5,173	115,365

Bella Vista POA

Clubhouses-All

November 10, 2021 4:57:15 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Gain / Loss Disposal Surplus Assets	64,212	64,212		(64,212)
Rents - Leases Facilities	12,000	11,000	15,000	4,000
Total Income	76,212	75,212	15,000	(60,212)
Gross Profit	76,212	75,212	15,000	(60,212)
Expenses				
Salary and Wages	98	10		(10)
Employee Benefits	12	1		(1)
Memberships, Training and Travel	1,106	1,551	2,040	489
Supplies	40,195	23,578	3,600	(19,978)
Equipment and Tools	81,398	78,251	86,200	7,949
Lease, Rents and Licenses	2,499	2,499		(2,499)
Maintenance and Repairs	136,868	135,244	120,800	(14,444)
Maintenance and Service Agreemen	71,753	90,635	113,508	22,873
Outside Contracts	9,934	30,101	41,866	11,765
Professional Services	750	750		(750)
Insurance	1			()
Utilities	113,449	138,701	171,844	33,143
Taxes and Permits	761	1,100		(1,100)
Advertising Expense		(88)		88
Other		3,739		(3,739)
Total Operating Expenses	458,824	506,072	539,858	33,786
EBITDA	(382,612)	(430,860)	(524,858)	(93,998)

Bella Vista POA

Rec Division - Joan Glubczynski-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Food and Beverage	29,310	33,636		(33,636)
Other Recreation	50,840	60,641	63,335	2,694
RV	355,027	481,414	552,617	71,203
Facility Use Fees	242,547	253,608	254,891	1,283
Boat	233,495	247,457	274,784	27,327
Other	9,080	8,849	6,195	(2,654)
Total Income	920,299	1,085,604	1,151,822	66,218
Food and Beverage	15,384	15,687		(15,687)
Recreation	42,318	46,946	42,055	(4,891)
Total Cost of Goods	57,702	62,633	42,055	(20,578)
Gross Profit	862,598	1,022,971	1,109,767	86,796
Expenses				
Salary and Wages	712,486	796,881	857,433	60,552
Employee Benefits	84,388	96,209	99,180	2,970
Memberships, Training and Travel	13,450	11,299	13,812	2,513
Supplies	55,912	71,577	83,045	11,468
Fuel and Oil	1,594	2,588	2,415	(173)
Equipment and Tools	91,932	67,156	77,968	10,812
Lease, Rents and Licenses	2,354	1,686	2,719	1,033
Maintenance and Repairs	139,653	149,806	174,271	24,465
Maintenance and Service Agreemen	76,077	85,177	76,729	(8,448)
Outside Contracts	23,746	33,723	39,784	6,061
Insurance	4,748	4,462	5,772	1,310
Utilities	242,042	254,768	275,204	20,436
Taxes and Permits	5,206	4,617	1,041	(3,576)
Postage	46		20	20
Credit Card Fees & Interest Expense	23,609	29,824	1,201	(28,622)
Advertising Expense		9,120	9,800	680
Uniforms	1,155	1,690	3,910	2,220
Other	8,683	10,703	15,730	5,027
Total Operating Expenses	1,487,079	1,631,286	1,740,034	108,747
EBITDA	(624,482)	(608,315)	(630,267)	(21,952)

Bella Vista POA

Lakes and Parks Division - Rick Echols-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
City of Bella Vista	8,710	11,739	11,872	133
Food and Beverage	1,072	1,299		(1,299)
Other Recreation	3,937	8,082	5,345	(2,737)
RV	127,196	105,162	126,500	21,338
Facility Use Fees	80,794	95,047	78,457	(16,590)
Boat	251,747	249,422	257,400	7,978
Gain / Loss Disposal Surplus Assets			3,000	3,000
Donations Received	21		6,060	6,060
Other	(270)	242	25,000	24,758
Total Income	473,207	470,993	513,634	42,641
Food and Beverage	724	776		(776)
Recreation	24,656	33,254	25,865	(7,389)
Total Cost of Goods	25,380	34,030	25,865	(8,165)
Gross Profit	447,826	436,962	487,769	50,807
Expenses				
Salary and Wages	394,728	404,877	511,720	106,843
Employee Benefits	46,977	49,144	61,259	12,114
Memberships, Training and Travel	838	1,749	2,515	766
Supplies	104,220	87,941	77,505	(10,436)
Fuel and Oil	16,869	20,386	24,695	4,309
Equipment and Tools	33,965	23,108	17,825	(5,283)
Lease, Rents and Licenses	228	280	300	20
Maintenance and Repairs	72,943	75,517	117,085	41,568
Maintenance and Service Agreemen	32,290	43,806	44,660	854
Outside Contracts	25,216	27,896	57,861	29,965
Professional Services	33,600	33,600	100,000	66,400
Insurance	2,677	2,290	2,498	208
Utilities	41,552	45,741	43,700	(2,041)
Taxes and Permits	7,362	8,206	3,900	(4,306)
Postage		13	410	397
Credit Card Fees & Interest Expense	15,214	17,008	181	(16,827)
Uniforms	4,795	4,983	5,550	567
Other	28	(655)		655
Total Operating Expenses	833,501	845,890	1,071,664	225,774
EBITDA	(385,675)	(408,927)	(583,895)	(174,967)

Bella Vista POA
Maint and Const Division - Mike Taggart-All

November 10, 2021 5:01:12 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
City of Bella Vista	383			
Gain / Loss Disposal Surplus Assets		30,000	9,800	(20,200)
Cell Tower Rents	64,457	64,975	68,630	3,655
Other	56	2,740		(2,740)
Total Income	64,897	97,715	78,430	(19,285)
Gross Profit	64,897	97,715	78,430	(19,285)
Expenses				
Salary and Wages	1,255,250	1,219,329	1,365,153	145,824
Employee Benefits	153,080	148,896	181,690	32,794
Memberships, Training and Travel	188	381	2,240	1,859
Supplies	12,550	13,537	18,235	4,699
Fuel and Oil	47,652	57,645	61,900	4,255
Equipment and Tools	45,891	43,428	32,280	(11,148)
Lease, Rents and Licenses	960	1,094	980	(114)
Maintenance and Repairs	119,229	121,049	116,095	(4,954)
Maintenance and Service Agreemen	7,167	9,663	9,544	(119)
Outside Contracts	11,565	15,675	26,210	10,535
Professional Services	125	125		(125)
Insurance	12,175	11,189	11,728	539
Utilities	43,486	47,176	46,932	(244)
Taxes and Permits	8,188	6,854	4,578	(2,276)
Advertising Expense	2,462	158	150	(8)
Uniforms	7,328	7,763	8,800	1,037
Other	792	1,364	700	(664)
Total Operating Expenses	1,728,089	1,705,326	1,887,215	181,889
EBITDA	(1,663,192)	(1,607,611)	(1,808,785)	(201,174)

Bella Vista POA
Central Administration-All
November 8, 2021 8:48:44 AM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Other		5,000		(5,000)
Total Income		5,000		(5,000)
Gross Profit		5,000		(5,000)
Expenses				
Salary and Wages	478,231	617,338	664,836	47,498
Employee Benefits	67,794	86,534	68,740	(17,794)
Memberships, Training and Travel	27,311	34,117	20,976	(13,141)
Supplies	17,969	18,269	17,500	(769)
Fuel and Oil	241	429	600	171
Equipment and Tools	31,937	22,934	5,000	(17,934)
Lease, Rents and Licenses	10,452	7,979	8,244	265
Maintenance and Repairs	16,333	20,756	22,700	1,944
Maintenance and Service Agreemen	11,254	12,415	780	(11,635)
Outside Contracts	18,526	11,136	8,000	(3,136)
Professional Services	68,794	119,758	107,951	(11,807)
Insurance	4,101	4,480	2,850	(1,630)
Utilities	16,232	15,415	18,264	2,849
Taxes and Permits	6,832	4,876	2,929	(1,947)
Postage	4,161	76		(76)
Credit Card Fees & Interest Expense		187		(187)
Membership Elections	40,869	41,098	41,000	(98)
Advertising Expense	11,591	5,206	3,600	(1,606)
Uniforms	1,331	1,102	1,300	198
Donations	53	38	600	562
Other	29,438	35,733	24,350	(11,383)
Total Operating Expenses	863,451	1,059,878	1,020,221	(39,657)
EBITDA	(863,451)	(1,054,878)	(1,020,221)	34,657

Bella Vista POA

General Income & Expense-All

November 10, 2021 5:02:02 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Assessments	10,165,532	10,703,535	10,804,356	100,821
Facility Use Fees	335,201	344,420	384,605	40,185
Investment Income	638	4,031		(4,031)
Transfer Fees	753,494	1,076,708	1,076,108	(600)
Past Due Collections	1,600	1,600		(1,600)
Rebates	80,011			
Water Rent Income	69,672	71,064	73,920	2,856
NSF Fees	4,975	4,450	4,900	450
Credit Card Convenience Fee			53,778	53,778
Other	(90,508)	2,035,133	5,000	(2,030,133)
Total Income	11,320,615	14,240,941	12,402,667	(1,838,274)
Gross Profit	11,320,615	14,240,941	12,402,667	(1,838,274)
Expenses				
Salary and Wages	143,552	178,090	203,093	25,003
Employee Benefits	845,727	887,458	1,004,829	117,371
Equipment and Tools		20,000		(20,000)
Lease, Rents and Licenses	4,200	4,200	4,200	
Outside Contracts		42,000	25,000	(17,000)
Professional Services	736,666	600,149	226,500	(373,649)
Insurance	469,029	504,379	507,570	3,191
Taxes and Permits	317,918	341,683	330,120	(11,563)
Credit Card Fees & Interest Expense	77	182	374,762	374,580
Bad Debts	163,834	79,888	36,000	(43,888)
Discounts Earned	(76,888)	(96,130)	(94,697)	1,433
Inter Company Interest Exp	47,052	17,327	5,319	(12,009)
Other	1,420	564	50,000	49,436
Total Operating Expenses	2,652,588	2,579,791	2,672,696	92,905
EBITDA	8,668,027	11,661,150	9,729,971	(1,931,178)

Bella Vista POA

Human Resources Departments - Doug McCash-All

November 10, 2021 5:04:25 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Expenses				
Salary and Wages	113,667	126,166	178,956	52,790
Employee Benefits	13,424	12,352	17,419	5,067
Memberships, Training and Travel	16,935	14,887	9,600	(5,287)
Supplies	3,264	10,097	5,450	(4,647)
Equipment and Tools	2,106	396	83,500	83,104
Lease, Rents and Licenses	25,513	23,333	14,172	(9,161)
Maintenance and Repairs	53	129	200	71
Maintenance and Service Agreemen	1,502	1,506	2,700	1,194
Outside Contracts	52,982	78,794	15,750	(63,044)
Professional Services	14,452	3,536		(3,536)
Insurance	864	1,087	1,078	(9)
Utilities	8,474	8,888	11,700	2,812
Taxes and Permits	496	1,044	1,200	156
Postage	184	99	120	21
Advertising Expense	4,941	39	600	561
Uniforms	6,335	5,863	8,500	2,637
Other	24,133	26,071	26,000	(71)
Total Operating Expenses	289,326	314,285	376,945	62,660
EBITDA	(289,326)	(314,285)	(376,945)	(62,660)

Bella Vista POA
Communications and Marketing - Kim Carlson-All

November 8, 2021 8:50:35 AM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Advertising Income	151,847	153,273	166,755	13,482
Total Income	151,847	153,273	166,755	13,482
Gross Profit	151,847	153,273	166,755	13,482
Expenses				
Salary and Wages	306,614	315,087	387,003	71,916
Employee Benefits	37,225	39,017	48,392	9,375
Memberships, Training and Travel	6,553	5,950	8,595	2,645
Supplies	1,205	1,905	5,413	3,508
Fuel and Oil	1,418	1,778	1,800	22
Equipment and Tools	16,273	11,077	1,550	(9,527)
Lease, Rents and Licenses	7,826	8,014	9,781	1,767
Maintenance and Repairs	1,782	1,802	1,670	(132)
Maintenance and Service Agreemen	2,552	2,958	4,225	1,267
Outside Contracts	135,873	135,014	125,818	(9,196)
Insurance	2,210	2,374	2,316	(58)
Utilities	10,142	11,810	12,702	892
Taxes and Permits	104	211	28	(183)
Postage	36,214	32,086	28,920	(3,166)
Advertising Expense	62,620	51,795	77,042	25,247
Donations	16			
Other	2,542	2,981	2,550	(431)
Total Operating Expenses	631,169	623,861	717,805	93,945
EBITDA	(479,322)	(470,588)	(551,050)	(80,463)

Bella Vista POA
Legal Departments - Doug McCash-All
November 10, 2021 5:05:10 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Lot Sales	389,885	445,022	355,000	(90,022)
Past Due Collections	155,044	208,667	207,350	(1,317)
POA Lot Inventory Valuation	18,710	14,459	8,000	(6,459)
Legal Fees	39,137	50,254	60,000	9,746
Other		90		(90)
Total Income	602,776	718,492	630,350	(88,142)
Gross Profit	602,776	718,492	630,350	(88,142)
Expenses				
Salary and Wages	244,312	261,290	284,699	23,409
Employee Benefits	28,649	31,840	39,905	8,065
Memberships, Training and Travel	4,573	4,903	10,519	5,616
Supplies	1,258	1,089	1,200	111
Equipment and Tools	334	201	450	249
Lease, Rents and Licenses	3,995	3,217	3,240	23
Maintenance and Repairs	334	876	700	(176)
Maintenance and Service Agreemen	751	753	1,512	759
Outside Contracts	149	298	300	2
Professional Services	39,577	70,434	57,000	(13,434)
Insurance	1,757	2,089	2,035	(54)
Utilities	6,043	6,371	7,728	1,357
Taxes and Permits	47,438	56,066	58,000	1,934
Postage	6,397	6,477	7,440	963
Credit Card Fees & Interest Expense	3,573	4,297	179	(4,118)
Advertising Expense	32,514	30,011	30,000	(11)
Other	491	519	600	81
Total Operating Expenses	422,146	480,731	505,507	24,776
EBITDA	180,630	237,762	124,843	(112,919)

Bella Vista POA

Accounting - Stacie Higgins-All

November 10, 2021 5:08:13 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Past Due Collections	108,267	176,349	85,557	(90,792)
Total Income	108,267	176,349	85,557	(90,792)
Gross Profit	108,267	176,349	85,557	(90,792)
Expenses				
Salary and Wages	560,799	551,370	675,551	124,181
Employee Benefits	67,029	66,590	85,433	18,843
Memberships, Training and Travel	9,067	10,545	18,322	7,777
Supplies	13,666	11,318	14,682	3,364
Equipment and Tools	21,030	20,961	23,000	2,039
Lease, Rents and Licenses	7,743	6,659	3,540	(3,119)
Maintenance and Repairs	2,084	2,942		(2,942)
Maintenance and Service Agreemen	2,471	1,174	34,834	33,660
Outside Contracts	2,775	4,074	6,648	2,574
Professional Services	35,367	27,430	26,050	(1,380)
Insurance	4,253	5,185	5,175	(10)
Utilities	17,258	16,137	21,432	5,295
Taxes and Permits	16		120	120
Postage	3,545	6,012	8,400	2,388
Credit Card Fees & Interest Expense	8,972	14,934	928	(14,007)
Discounts Earned	1,754	1,754		(1,754)
Other	6,520	5,358	4,500	(858)
Total Operating Expenses	764,349	752,444	928,615	176,171
EBITDA	(656,082)	(576,095)	(843,058)	(266,963)

Bella Vista POA
Member Services - Carmen Dissing-All
November 10, 2021 5:03:44 PM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Other	(4,736)	(5,107)		5,107
Total Income	(4,736)	(5,107)		5,107
Gross Profit	(4,736)	(5,107)		5,107
Expenses				
Salary and Wages	283,119	286,157	313,047	26,890
Employee Benefits	30,339	30,959	35,811	4,853
Memberships, Training and Travel	4,972	4,860	6,290	1,430
Supplies	57,453	56,029	62,455	6,426
Equipment and Tools	336	128	600	472
Lease, Rents and Licenses	1,312	1,247	1,500	253
Maintenance and Repairs	1,968	3,162	1,600	(1,562)
Maintenance and Service Agreemen	9,735	7,982	11,560	3,578
Outside Contracts	1,870	1,439	840	(599)
Insurance	2,076	2,455	2,377	(78)
Utilities	17,254	18,423	23,201	4,778
Taxes and Permits	1,301	626		(626)
Postage	61,185	59,054	55,300	(3,754)
Credit Card Fees & Interest Expense	18,142	22,208	21,332	(876)
Other	622	1,178	1,620	442
Total Operating Expenses	491,686	495,906	537,534	41,627
EBITDA	(496,422)	(501,013)	(537,534)	(36,520)

Bella Vista POA
Information Technology - Jack Brooks-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Expenses				
Salary and Wages	314,921	315,872	326,660	10,788
Employee Benefits	39,906	40,462	43,639	3,178
Memberships, Training and Travel	1,293	6,329	6,385	56
Supplies	757	912	900	(12)
Equipment and Tools	53,723	52,694	10,150	(42,544)
Lease, Rents and Licenses	1,747	1,353	50	(1,303)
Maintenance and Repairs	1,133	1,075		(1,075)
Maintenance and Service Agreemen	141,415	160,025	255,259	95,235
Outside Contracts	24,235	22,243	30,540	8,297
Professional Services	763	188	6,000	5,813
Insurance	2,520	2,941	2,821	(120)
Utilities	32,704	30,237	19,944	(10,293)
Taxes and Permits	2,787			
Other		18		(18)
Total Operating Expenses	617,903	634,346	702,348	68,003
EBITDA	(617,903)	(634,346)	(702,348)	(68,003)

Bella Vista POA

POA w/o Water-All

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	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Assessments	10,165,532	10,703,535	10,804,356	100,821
City of Bella Vista	9,093	11,739	11,872	133
Food and Beverage	1,732,167	2,563,869	2,912,430	348,561
Golf	3,761,283	3,868,102	3,957,096	88,994
Pro Shop	538,509	664,245	568,404	(95,842)
Other Recreation	54,777	68,724	68,680	(44)
RV	482,223	586,576	679,117	92,541
Facility Use Fees	543,127	567,463	591,090	23,627
Boat	485,242	496,879	532,184	35,305
Investment Income	638	4,031		(4,031)
Lot Sales	389,885	445,022	355,000	(90,022)
Transfer Fees	753,494	1,076,708	1,076,108	(600)
Past Due Collections	264,911	386,616	292,907	(93,709)
Advertising Income	151,847	153,273	166,755	13,482
Rebates	82,986	4,570		(4,570)
POA Lot Inventory Valuation	18,710	14,459	8,000	(6,459)
Gain / Loss Disposal Surplus Assets	64,212	94,212	12,800	(81,412)
Water Rent Income	69,672	71,064	73,920	2,856
Commissions	1,864	624		(624)
Cell Tower Rents	64,457	64,975	68,630	3,655
Legal Fees	39,137	50,254	60,000	9,746
Rents - Leases Facilities	12,000	11,000	15,000	4,000
Donations Received	21	8,800	6,060	(2,740)
NSF Fees	4,975	4,450	4,900	450
Credit Card Convenience Fee			53,778	53,778
Other	(56,043)	2,073,054	58,670	(2,014,384)
Total Income	19,634,718	23,994,245	22,377,757	(1,616,488)
Food and Beverage	627,186	894,742	1,045,177	150,435
Pro Shop	404,609	486,669	406,328	(80,342)
Recreation	66,973	80,200	67,920	(12,280)
Total Cost of Goods	1,098,769	1,461,612	1,519,425	57,813
Gross Profit	18,535,950	22,532,633	20,858,332	(1,674,301)
Expenses				
Salary and Wages	8,634,960	9,044,879	10,562,148	1,517,270
Employee Benefits	1,893,059	2,003,180	2,273,532	270,352
Memberships, Training and Travel	119,438	123,611	139,808	16,197
Supplies	981,580	1,070,845	1,111,716	40,870
Fuel and Oil	140,525	175,985	181,358	5,373
Equipment and Tools	485,060	430,566	417,277	(13,289)

Bella Vista POA

POA w/o Water-All

November 8, 2021 8:45:32 AM

	2020	Trailing 12 Months	Budget	Delta
	Actuals	Actuals	2022	
Lease, Rents and Licenses	855,915	806,879	928,095	121,217
Maintenance and Repairs	1,050,523	1,079,349	897,827	(181,522)
Maintenance and Service Agreemen	470,257	539,492	676,279	136,787
Outside Contracts	388,011	474,396	456,301	(18,095)
Professional Services	930,493	856,368	528,541	(327,827)
Insurance	530,659	566,669	568,569	1,900
Utilities	961,909	1,007,585	1,049,539	41,954
Taxes and Permits	453,125	478,643	465,637	(13,006)
Postage	112,908	105,043	101,311	(3,732)
Credit Card Fees & Interest Expense	237,624	303,224	401,680	98,456
Membership Elections	40,869	41,098	41,000	(98)
Advertising Expense	126,089	121,794	167,720	45,926
Bad Debts	163,834	79,888	36,000	(43,888)
Uniforms	44,924	43,704	52,260	8,556
Donations	68	47	600	553
Discounts Earned	(75,134)	(94,376)	(94,697)	(321)
Inter Company Interest Exp	47,052	17,327	5,319	(12,009)
Other	81,915	90,561	125,960	35,399
Total Operating Expenses	18,675,663	19,366,756	21,093,780	1,727,023
EBITDA	(139,714)	3,165,877	(235,448)	(3,401,324)

POA Capital Projects 2022

Name	Capital Project Description	Total
Food and Beverage Admin	Upgrade Gear Garden & Pavilion area	35,000
Food and Beverage Admin	Painting railings, doorframes, decking at Lakepoint	35,000
Food and Beverage Admin	Resurface parking Lot at Papa Mikes	65,000
Scotsdale Maint	Greens Roller	30,000
Metfield Maint	4X4 Truck	35,000
Metfield Maint	Asphalt Cart Path Repairs	24,250
Metfield Maint	Blower	11,000
Kingswood Maint	Asphalt Cart Path Repairs	17,250
Country Club Maint	Collar Replacement	77,500
Country Club Maint	Engineering hole 2 and 3 bank stabilization	36,000
Highlands Maint	Asphalt Cart Path Repairs	54,500
Metfield Golf	Parking lot, crack seal, slurry and restrip	40,000
Highlands Golf	Ball Dispenser	11,000
Highlands Golf	Concrete & Repairs	42,000
Branchwood Recreation	Dectron Pool HVAC	68,500
RV Park	Road Paving Office to Dump Station	55,000
Metfield Pool	Redo Pump system & water handling	12,500
Metfield Pool	Metfield pickball courts	70,000
Kingsdale Pool	Redo KD Pools pump/water handling systems	49,000
General Grounds Maint	Out-Front Rotary Mower (replacement)	15,000
General Grounds Maint	Out -Front Rotary Mower (replacement)	15,000
General Grounds Maint	Half-Ton Pickup (replacement) 2002	30,000
Lakes and Parks	Replacement 1/2 ton 4x4 pickup (Rangers)	30,000
Lakes and Parks	Repave Rayburn dam road	35,000
Lakes and Parks	Lake Ann Sink Hole Phase 1	103,000
Lakes and Parks	Board add back 110421 Fly Tyers Dock (Donation of $6,000 offset)	22,500
Loch Lomond Marina	New Pontoon Boat - Avalon Venture 22ft, $34K	34,000
Loch Lomond Marina	1/2 Ton Pickup 4x4 (used)	39,000
Tennis	Rebuild Courts 7/8	175,000
Public Works Admin	Intimidator 12XP-12" Brush\Tree Bandit Chipper out $48,000	48,000
Vehicle and Equip Maintenance	Fuel pump and control system replacement.Current system no longer servicible.	80,000
Facilities Maintenance	2500 series 4x4 service truck(R) Replacing vehicle #3420	46,000
IT	Purchase 3 Dell servers to replace End Of Life servers	37,500
IT	Datacenter 2019 core licenses	16,800
Fisheries and Water Quality	Board addition Fisheries Ponds	36,000

POA Capital Projects 2022 $ 1,531,300

SIMPLE CASHFLOW BUDGET

POA (Property Owners Association) w/o Water

	2020 Actual	Trailing 12	2022 Budget	Delta Budget vs Trailing 12
Total Income	19,634,718	23,994,245	22,377,757	(1,616,488)
Cost of Sales	1,098,769	1,461,612	1,519,425	(57,813)
Total Operating Expense	18,675,663	19,366,756	21,093,780	(1,727,024)
EBITDA	(139,714)	3,165,877	(235,448)	(3,401,325)
Add: Allocation	1,289,540		1,383,376	
Subtract: Capital Projects	501,514		1,531,300	
Subtract: Water Loan	589,193		280,000	
Subtract: Reserve (2020 Plan)	0		331,716	
Subtract: 3 Year Consulting for Dams	0		72,441	
Add: Savings from 2021 funding for Capital	0		1,150,000	
Simple CashFlow	59,119		82,471	

Bella Vista POA
Water Utility Consolidated-All
November 8, 2021 8:44:32 AM

	2020 Actuals	Trailing 12 Months Actuals	Budget 2022	Delta
Income				
Assessments	1,200	1,200	1,200	
Investment Income	28,384	17,871		(17,871)
Water	8,792,295	8,690,440	8,818,626	128,186
Restricted Revenue	3,199	738		(738)
Water Capital Buy In Fees	1,010,000	1,087,500	1,099,992	12,492
Water Late Fees	126,796	123,622	147,600	23,978
Gain / Loss Disposal Surplus Assets	40,543	(580)		580
NSF Fees	2,925	3,200	3,240	40
Credit Card Convenience Fee			38,492	38,492
Inter Company Interest Income	47,052	17,327	5,319	(12,009)
Other	83,954	88,589	100,580	11,991
Total Income	10,136,350	10,029,907	10,215,048	185,141
Water	2,465,000	2,465,606	2,476,965	11,359
Total Cost of Goods	2,465,000	2,465,606	2,476,965	11,359
Gross Profit	7,671,350	7,564,301	7,738,083	173,782
Expenses				
Salary and Wages	1,030,285	1,068,187	1,329,493	261,306
Employee Benefits	264,856	369,653	457,529	87,876
Memberships, Training and Travel	8,878	12,767	30,711	17,944
Supplies	489,822	443,935	424,120	(19,815)
Fuel and Oil	41,221	50,460	50,500	40
Equipment and Tools	100,973	101,681	40,620	(61,061)
Lease, Rents and Licenses	73,266	75,274	76,956	1,682
Maintenance and Repairs	294,097	230,136	255,000	24,864
Maintenance and Service Agreemen	71,494	75,615	64,199	(11,416)
Outside Contracts	294,851	285,103	283,152	(1,951)
Professional Services	7,038	11,382	49,446	38,064
Insurance	168,193	180,109	180,291	182
Utilities	107,826	107,332	110,781	3,449
Taxes and Permits	230,102	246,781	249,247	2,466
Postage	50,016	48,917	48,960	43
Credit Card Fees & Interest Expense	219,470	216,804	247,518	30,713
Bad Debts	2,818	1,439	1,200	(239)
Uniforms	8,625	7,816	8,000	184
Donations	25,000	7,500		(7,500)
Other	2,006	(7,752)		7,752
Total Operating Expenses	3,490,835	3,533,139	3,907,723	374,585
EBITDA	4,180,515	4,031,163	3,830,360	(200,803)

Water Capital Projects 2022

Name	Capital Project Description	Totals
Water Utility	Water Line Replacement	1,000,000
Water Utility	Ayr Tower Renovation	140,000
Water Utility	Light Duty Truck 4x4	36,500
Water Utility	Small Fleet Style Van (Replacement)	31,300
Water Utility	Replacement Server	18,750
Water Utility	Interior Ladder Install for Trafalgar Tower	14,000
Water Utility	Interior Ladder Install for London Tower	14,000
Water Utility	20 KW Generator for Water Office (Replacement)	15,000

Water Capital Projects 2022	$	1,269,550

SIMPLE CASHFLOW BUDGET

WATER

	2020 Actual	Trailing 12	2022 Budget	Delta Budget vs Trailing 12
Total Income	10,136,350	10,029,907	10,215,048	185,141
Cost of Sales	2,465,000	2,465,606	2,476,965	(11,359)
Total Operating Expense	3,490,835	3,533,139	3,907,723	(374,584)
EBITDA	4,180,515	4,031,162	3,830,360	(200,802)
Subtract: Allocation	1,289,540		1,383,376	
Subtract: Capital Projects	392,430		1,269,550	
Add: Water Loan	589,193		280,000	
Subtract: Water Bond Monthly Obligations -required	520,000		550,000	
Subtract: Additional Water Bond Payment 2020 / 2022	1,000,000		800,000	
Simple CashFlow	1,567,738		107,434	

BELLA VISTA
PROPERTY OWNERS ASSOCIATION

2022 FEES

MEMBER SERVICES 479-855-8000

	Fees
Activity Card - Members, improved and unimproved lots	
First Member on account	$ 30.00
Second Member on account	$ 30.00
Additional qualifying adult on account	$ 30.00
Dependents: With purchase of 2 Activity Cards	Free-Limit 5
Temporary Activity Card (30-day or as designated)	
Members	$ 5.00
The Greens I	$ 5.00
Penalty Fees	
Late boat registration	10%
Replacement Membership Card - all types	$ 6.50
Insufficient funds (NSF)	$ 25.00
Misc. Fees	
Membership transfer fee	$ 175.00
Property research fee	$ 50.00

Take advantage of the Activity Card: Just $30

WATER UTILITY 479-855-8000

	Fees
New construction water capital buy-in	$ 2,500.00
New construction water tap	$ 2,356.53
Water deposit - primary residence	$ 75.00
Water deposit - rental property	$ 100.00
Water account transfer	$ 35.00
Penalty install	$ 43.80
Penalty unlock	$ 43.80
Past Due Penalty Lock	$ 16.43
Lock Tampering Replacement	$ 121.11
Voluntary Deactivate Service	$ 16.43
Voluntary Reactivate Service	$ 16.43
Same Day Voluntary Reactivate or Deactivate Service	$ 65.70
Rental Application Fee	$ 20.00
Water account review	$ 58.00
(audit, leak investigation, meter calibration)	
Late fee - 10% ($12 minimum)	10%
Past Due Penalty	$ 25.00

All fees include tax.

Revised 11.02.2021

RECREATION 479-855-5073

	Activity Card	Member Card	Guests of Members Only
Facility Use Fees			
Branchwood			
Daily fitness/indoor pool - ages 16 and older	*Included*	$ 3.00	$ 5.00
Daily indoor pool - ages 6 to 15	*Included*	$ 2.00	$ 4.00
Daily indoor pool - ages 5 and younger	*Included*	$ 1.00	$ 2.00
Daily facility use	*Included*	$ 2.00	$ 2.50
Riordan Hall & Metfield			
Daily fitness/Riordan whirlpool	*Included*	$ 3.00	$ 5.00
Daily meeting rooms (open play)	*Included*	$ 2.00	$ 2.50
Reserved Time/Location	*call for information*		
Outdoor Swimming (Kingsdale Pool, Metfield Pool and The Beach at Lake Avalon)			
Daily - ages 6 and older	*Included*	$ 2.00	$ 4.00
Daily - ages 5 and younger	*Included*	$ 1.00	$ 2.00
Kayaks/Paddleboards - hourly	$ 14.00	$ 14.00	$ 18.00
Park Pavilion Rental Fees			
Blowing Springs - picnic area	$ 120.00	$ 120.00	n/a
Blowing Spring - entire park	$ 400.00	$ 400.00	n/a
Blowing Springs - picnic area - corp/org	n/a	n/a	$ 175.00
Blowing Springs - entire park - corp/org	n/a	n/a	$ 450.00
Tanyard Creek, Lake Avalon	$ 45.00	$ 45.00	n/a
Tanyard Creek, Lake Avalon - corp/org	n/a	n/a	$ 100.00
Kingsdale, Loch Lomond, Metfield	$ 45.00	$ 45.00	n/a
Kingsdale, Loch Lomond, Metfield - corp/org	n/a	n/a	$ 100.00
Lake Ann, London & Tiree	$ 30.00	$ 30.00	n/a
Lake Ann, London & Tiree - corp/org	n/a	n/a	$ 85.00
RV Storage			
Up to 25 feet	$ 250.00	n/a	n/a
26 to 40 feet	$ 280.00	n/a	n/a
41 to 60 feet	$ 310.00	n/a	n/a
Pull-thru under 35 feet	$ 320.00	n/a	n/a
Pull-thru 35 feet and over	$ 380.00	n/a	n/a
Gun Range fees			
Daily Gate Fee - Rifle and Pistol	*Included*	$ 4.00	$ 8.00
Daily Gate Fee - Trap and Skeet	*Included*	$ 3.00	$ 5.00
Trap and Skeet Targets - 25 per round	$ 5.00	$ 6.00	$ 7.00

			Guests & Non-Members
Kingsdale Tennis Center			
Annual plan - family	$ 200.00	$ 350.00	$ 750.00
Annual plan - individual	$ 75.00	$ 125.00	$ 250.00
Tennis court 2-hour rental	$ 3.00	$ 4.00	$ 6.00
RV Park/Campground			
Daily pad - water, electric, sewer & wi-fi	$ 28.38	$ 34.05	$ 44.00
Weekly pad - water, electric, sewer, wi-fi	$ 170.28	$ 204.30	$ 264.00
Primitive camping	$ 11.35	$ 11.35	$ 22.70

NOTE: Holiday weekends, Guest prices may increase (ex. Memorial Day, Independence Day, Labor Day).

2022 FEES

BELLA VISTA PROPERTY OWNERS ASSOCIATION

LAKES 479-855-5067	Activity Card	Member Card	Guests of Members Only
Lake use fees (16 & older)			
Individual - daily	*Included*	*Included*	$ 6.00
Individual - weekly	*Included*	*Included*	$ 17.00
Individual - monthly	*Included*	*Included*	$ 39.00
Family - daily	*Included*	*Included*	$ 22.00
Family - weekly	*Included*	*Included*	$ 37.00
Family - monthly	*Included*	*Included*	$ 78.00
Annual Boat Registration			
Non-motorized (less than 10 horsepower)	$ 15.00	n/a	n/a
Under 18 feet	$ 75.00	n/a	n/a
18 feet and over	$ 125.00	n/a	n/a
Weekly Boat Registration			
Permit for non-motorized	$ 11.00	$ 14.00	$ 17.00
Permit for motorized	$ 33.00	$ 65.00	$ 82.00
Annual Boat Mooring & Slip Rental			
Covered - The Marina at Lakepoint	$ 1,500.00	n/a	n/a
Uncovered - The Marina at Lakepoint	$ 500.00	n/a	n/a
Shoreline mooring	$ 150.00	n/a	n/a
Rack storage	$ 60.00	n/a	n/a
Lake Windsor docks	$ 300.00	n/a	n/a
Temporary Slip Rental			
Daily - The Marina at Lakepoint	$ 14.00	$ 27.00	$ 29.00
Weekly - The Marina at Lakepoint	$ 67.00	$ 100.00	$ 100.00
Watercraft Rentals (The Marina at Lakepoint)			
Pontoon or Fish-N-Tube – hourly*	$ 55.00	$ 70.00	$ 90.00
Pontoon or Fish-N-Tube – up to 4 hours*	$ 140.00	$ 190.00	$ 215.00
Bass Boat – hourly*	$ 30.00	$ 38.00	$ 42.00
Bass Boat – up to 4 hours*	$ 75.00	$ 100.00	$ 112.00
Deluxe Fishing Kayak – hourly	$ 20.00	$ 24.00	$ 28.00
Deluxe Fishing Kayak – up to 4 hours	$ 45.00	$ 55.00	$ 65.00
Kayaks/Paddleboards – hourly	$ 14.00	$ 14.00	$ 18.00
Tube Rental $20/day			

**Rentals less than four hours may not be available during peak times. Prices do not include fuel for motorized watercraft.*
General regulation: *Operation of a watercraft at such a rate of speed as to create hazardous wake or wash upon approaching or passing watercraft or upon other watercraft, shores, dams, docks, or other structures is prohibited. Watercraft operators are responsible for any damage caused by their watercraft's wake.*

GOLF 479-855-5079	Activity Card	Member Card	Guests & Non-Members
Annual Golf Green Fee Plans			
Primary (monthly payment)	$ 1,660.00	n/a	n/a
Primary (discount for PMT up front)	$ 1,600.00	n/a	n/a
Secondary (monthly payment)	$ 1,300.00	n/a	n/a
Secondary (payment up front)	$ 1,300.00	n/a	n/a
Golf Assurance Program (GAP)	$ 125.00	n/a	n/a
Annual Seat Lease/Private Cart			
Primary	$ 500.00	n/a	n/a
Secondary	$ 200.00	n/a	n/a
Green Fees (includes cart)			
18 holes	$ 33.00	$ 40.00	$ 52.00
9 holes	$ 18.00	$ 25.00	$ 35.00
2 p.m. up to 18 holes	$ 20.00	$ 30.00	$ 37.00
5 p.m. up to 18 holes	$ 18.00	$ 25.00	$ 30.00
10 Play Prepay	$ 330.00	n/a	n/a
Green Fees - w/annual seat lease or private cart			
18 holes	$ 18.00	n/a	n/a
9 holes	$ 12.00	n/a	n/a
Brittany Green Fees			
9 holes	*Included*	$ 13.00	$ 20.00
9 holes cart fee	$ 5.00	n/a	n/a
Junior Green Fees (seat not included ages 6-18)			
18-hole golf courses	$ 5.00	$ 7.00	$ 9.00
Cart Fee	$ 8.50	$ 8.50	$ 8.50
Kids First Golf Bundle (with AGGF)	*Included*	n/a	n/a
Kids First Golf Bundle (with Activity Card)	$ 100.00	n/a	n/a
Golf Fees (misc.)			
Golf club rental (per round)	$ 15.00	$ 20.00	$ 30.00
Range balls (basket)	*Included*	$ 5.50	$ 6.50
Range balls (half basket)	*Included*	$ 3.00	$ 4.25
Punch card (20 baskets)	*Included*	$ 60.00	$ 100.00

All fees include tax.

With the $30 Activity Card, You Get Discounted Rates on Most POA Amenities, Including 10% Off food at Lakepoint, BV Bar & Grill and Highlands Pub & Patio!

Questions? Contact Member Services:
Call (479) 855-8000 or visit bellavistapoa.com

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51 Huntley Lane, Bella Vista, AR 72715