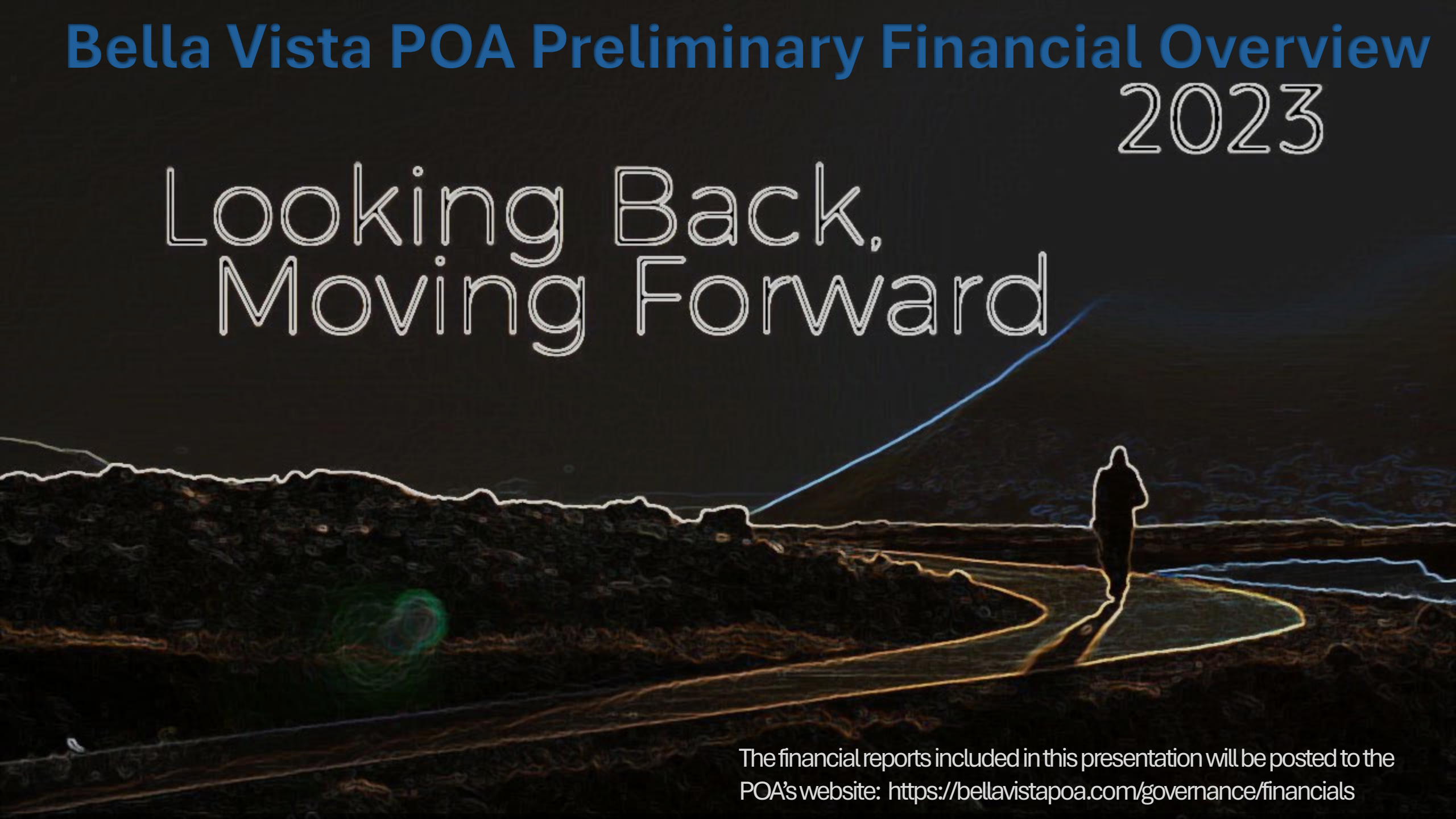
Bella Vista POA Preliminary Financial Overview

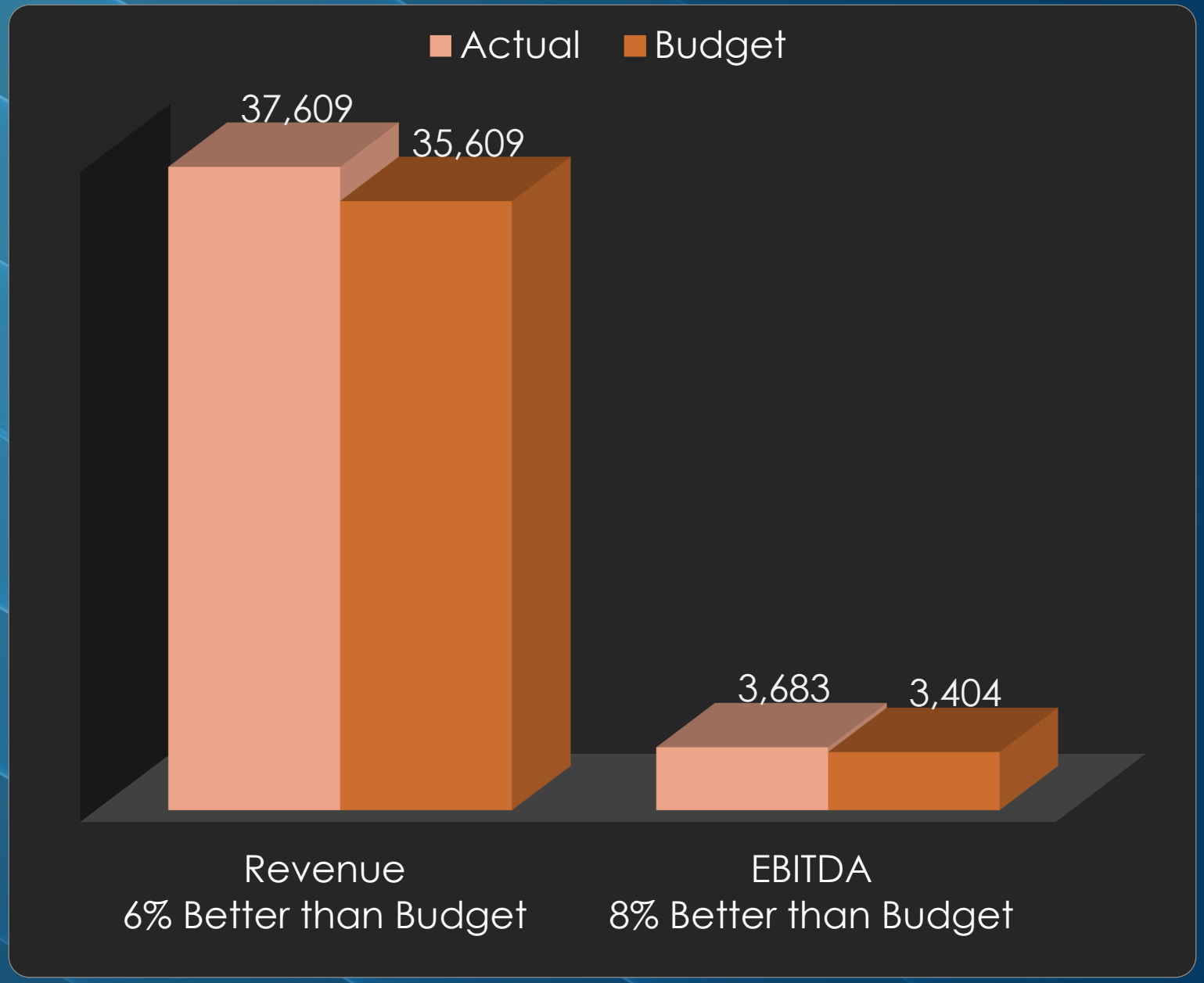
2023

Looking Back, Moving Forward

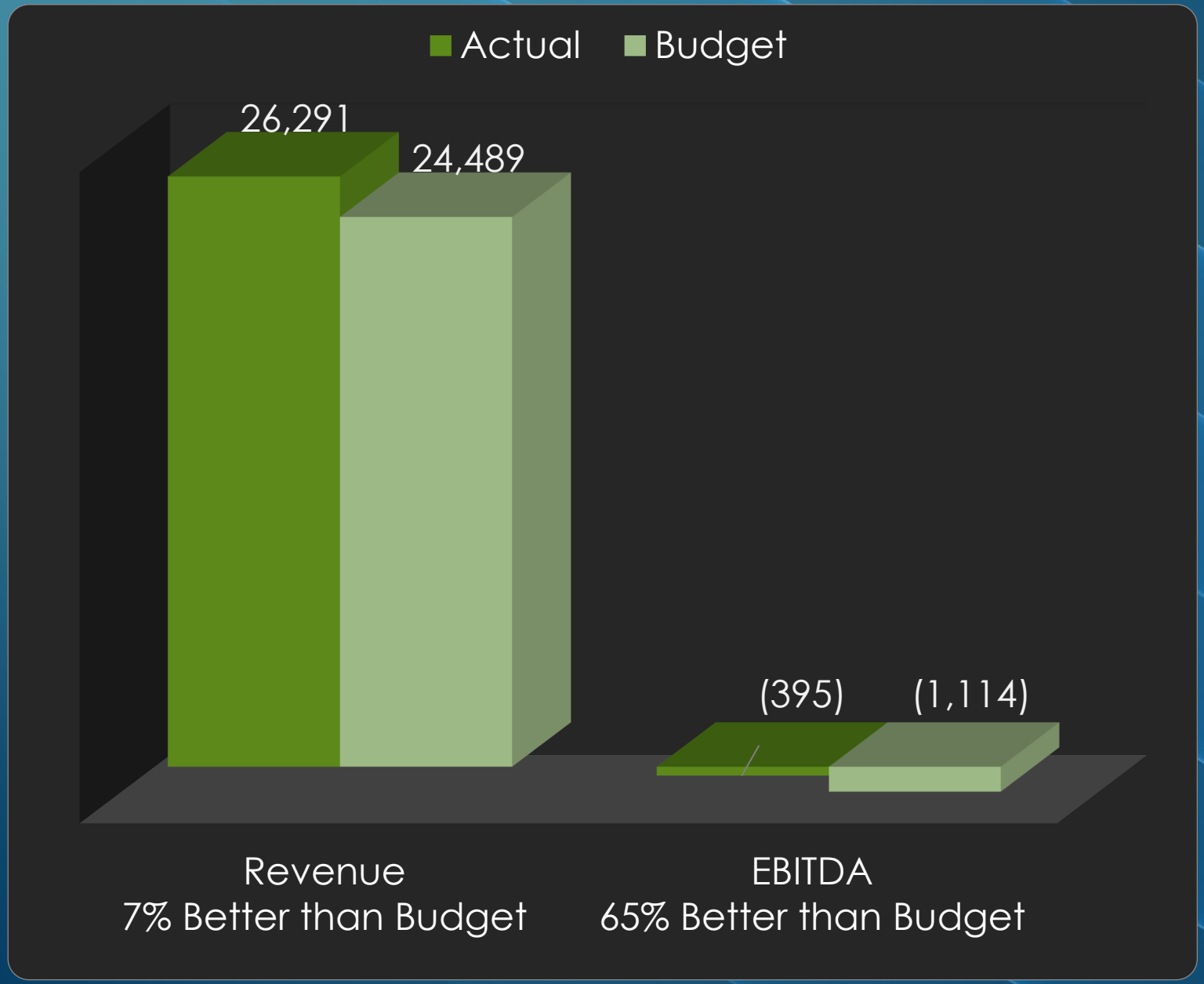


The financial reports included in this presentation will be posted to the POA's website: https://bellavistapoa.com/governance/financials

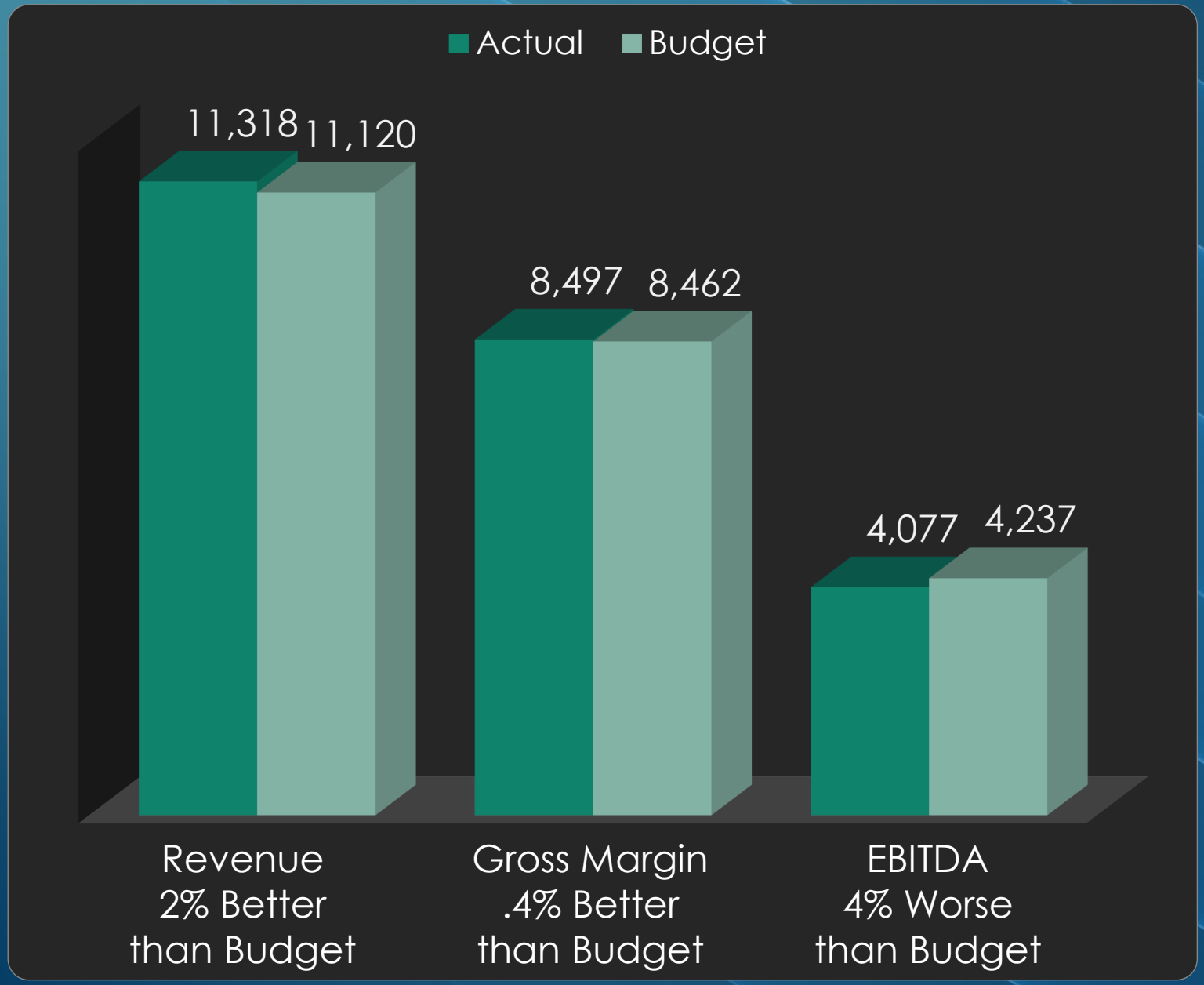
2023 Consolidated Financial Performance- Preliminary (000's)



2023 POA Financial Performance- Preliminary (000's)

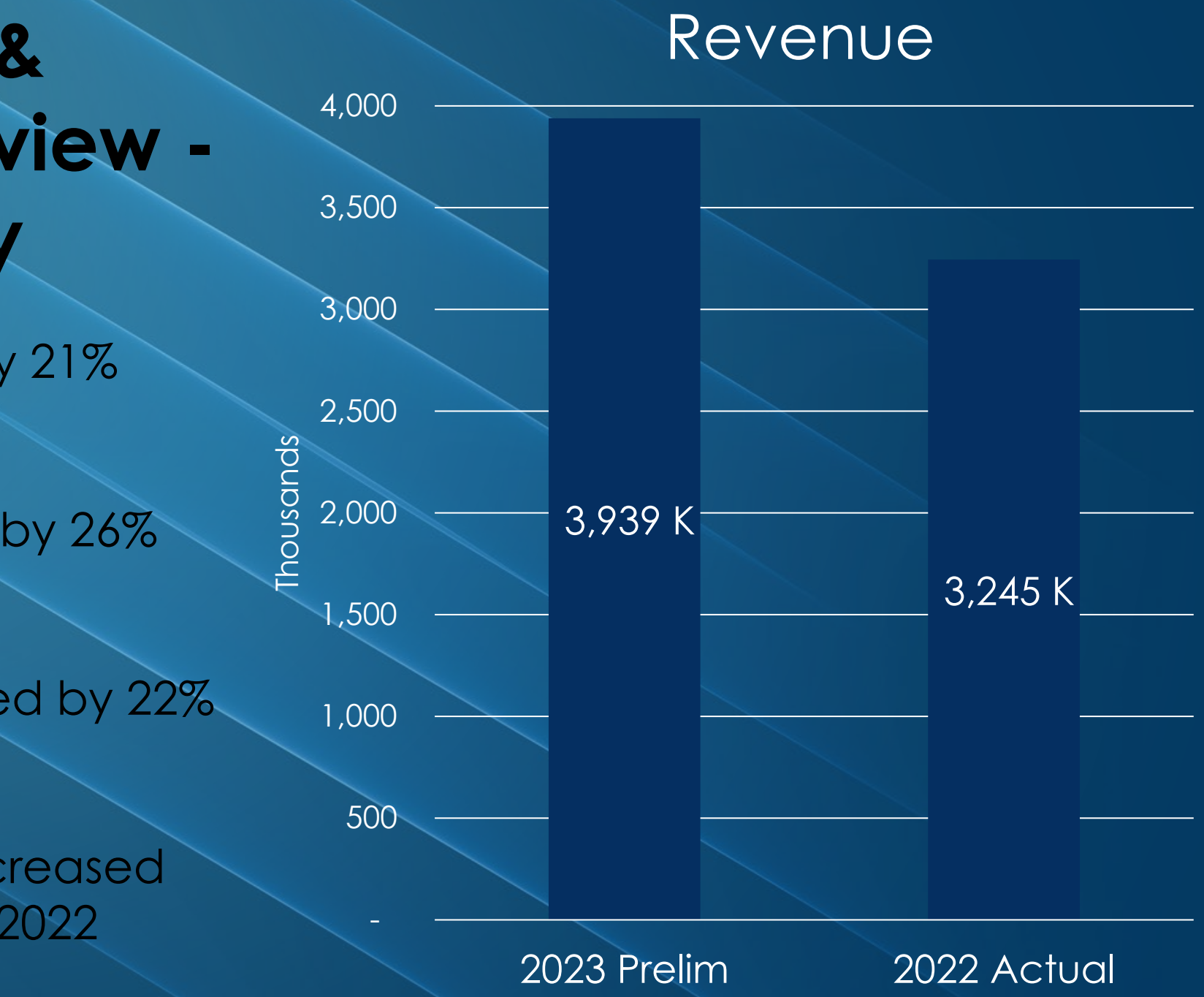


2023 Water Financial Performance- Preliminary (000's)

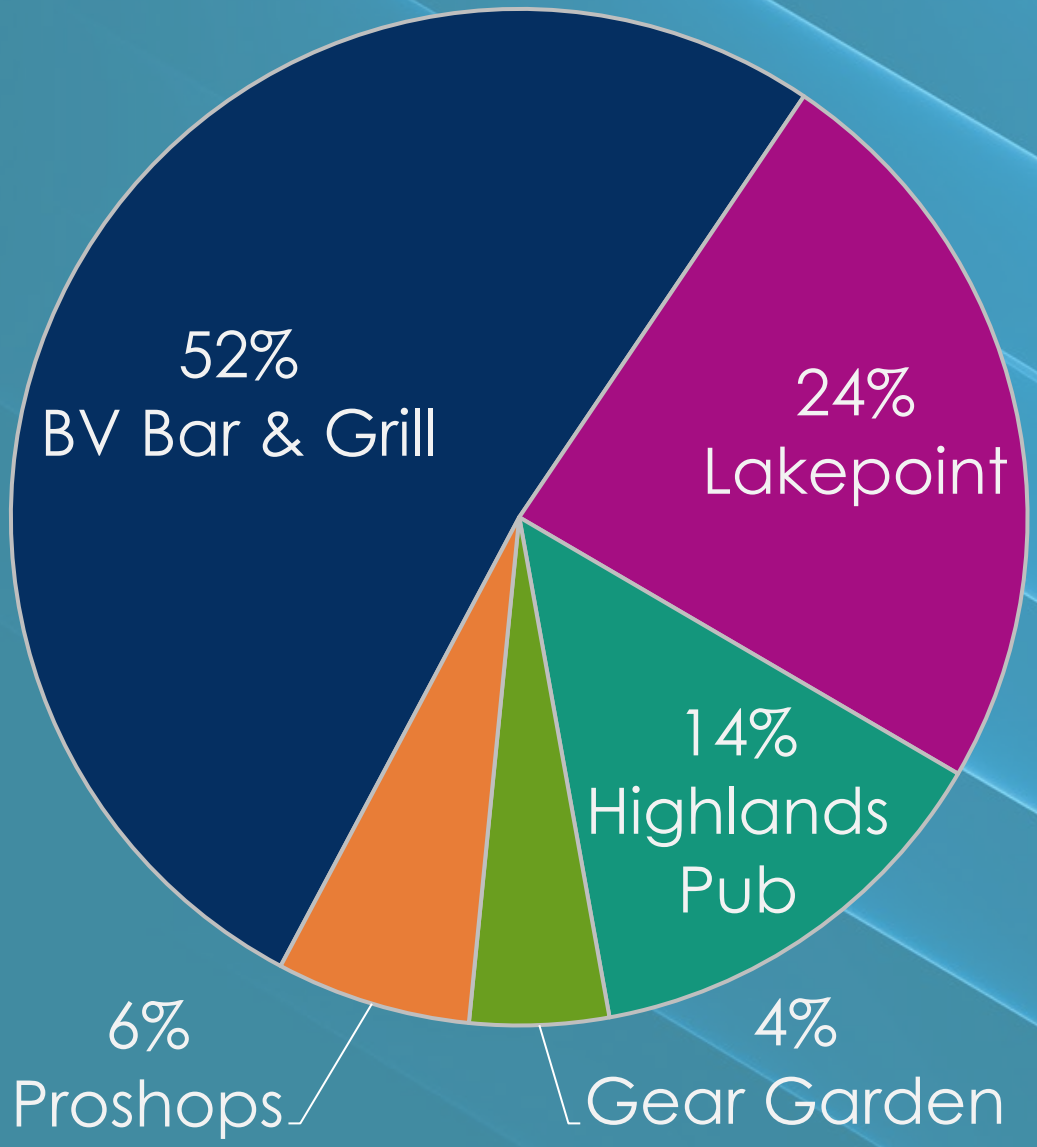


2023 Food & Beverage Overview - Preliminary

- Revenue increased by 21% compared to 2022
- Food Sales increased by 26% compared to 2022
- Alcohol Sales increased by 22% compared to 2022
- Member Discounts increased by 31% compared to 2022



2023 Preliminary Food & Beverage Revenue

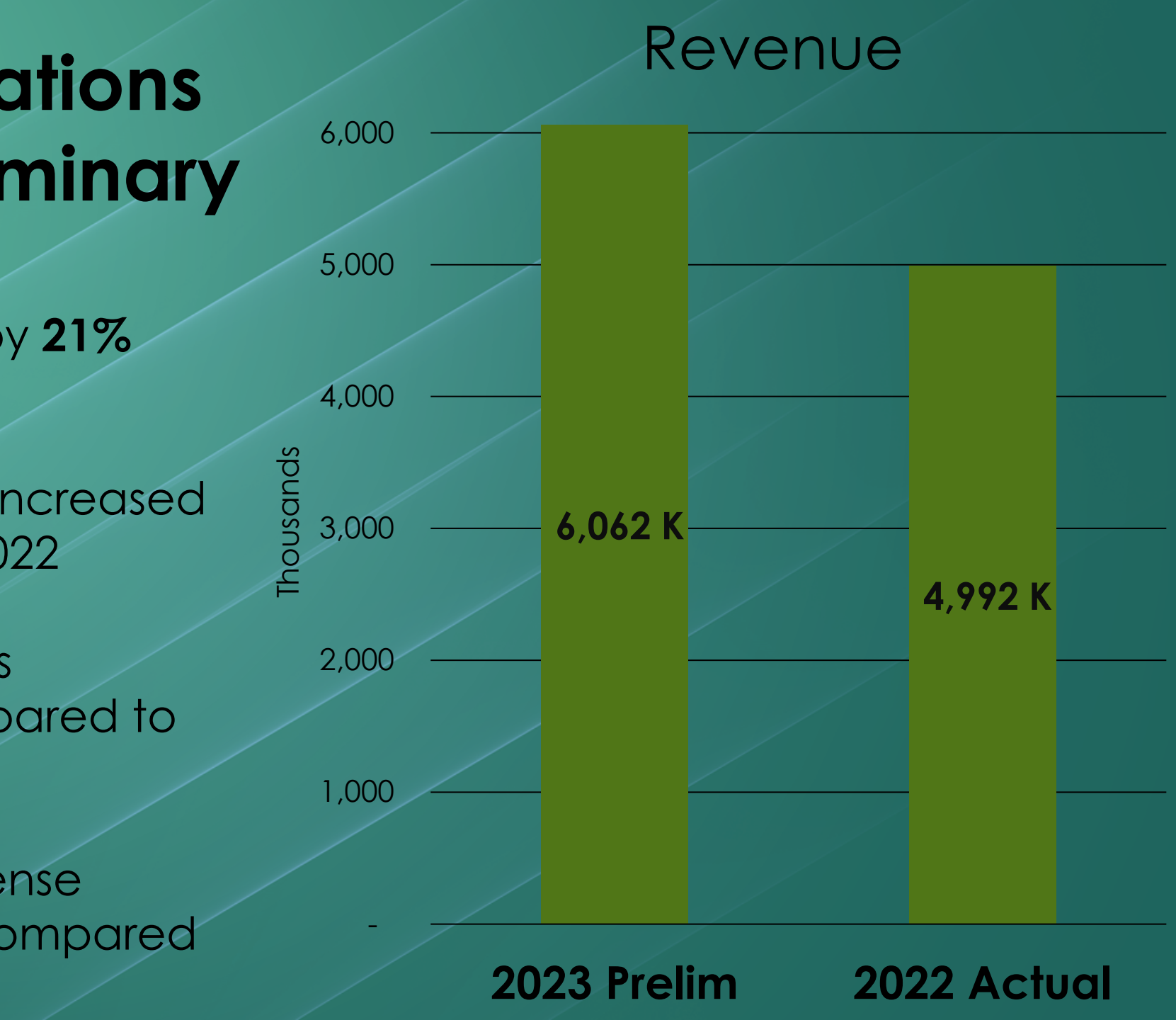


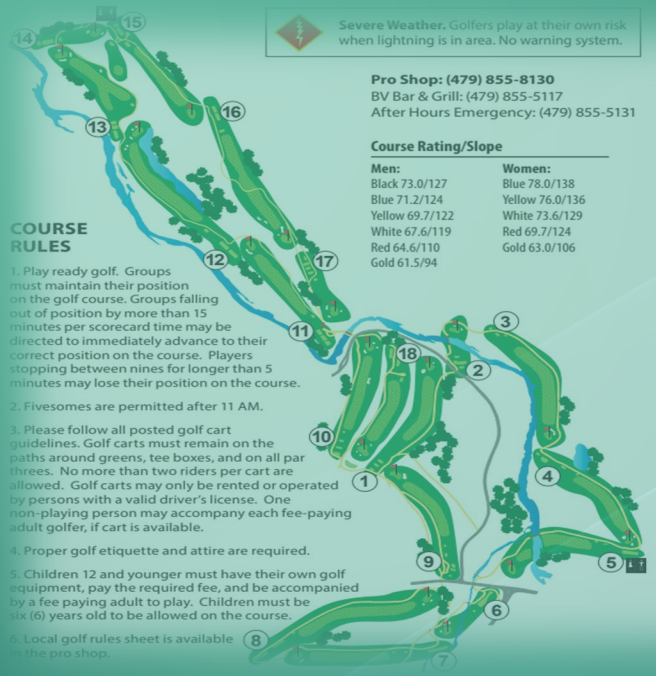
- **BV Bar & Grill** revenue *increased* by 17% compared to 2022
- **Lakepoint** revenue *decreased* by 1% compared to 2022
- **Highlands Pub** revenue *increased* by 87% compared to 2022
- **Gear Garden** revenue *increased* by 82% compared to 2022
- **Proshops F&B** revenue *increased* by 37% compared to 2022

2023 Golf Operations Overview- Preliminary

Total Revenue increased by **21%** compared to 2022

- Number of golf rounds increased by 19% compared to 2022
- Number of guest rounds increased by 33% compared to 2022
- Golf Maintenance Expense increased by only 4% compared to 2022





Severe Weather. Golfers play at their own risk when lightning is in area. No warning system.

Pro Shop: (479) 855-8130
BV Bar & Grill: (479) 855-5117
After Hours Emergency: (479) 855-5131

Course Rating/Slope

Men:	Women:
Black 73.0/127	Blue 78.0/138
Blue 71.2/124	Yellow 76.0/136
Yellow 69.7/122	White 73.6/129
White 67.6/119	Red 69.7/124
Red 64.6/110	Gold 63.0/106
Gold 61.5/94	

COURSE RULES

1. Play ready golf. Groups must maintain their position on the golf course. Groups falling out of position by more than 15 minutes per scorecard time may be directed to immediately advance to their correct position on the course. Players stopping between nines for longer than 5 minutes may lose their position on the course.
2. Fivesomes are permitted after 11 AM.
3. Please follow all posted golf cart guidelines. Golf carts must remain on the paths around greens, tee boxes, and on all par threes. No more than two riders per cart are allowed. Golf carts may only be rented or operated by persons with a valid driver's license. One non-playing person may accompany each fee-paying adult golfer, if cart is available.
4. Proper golf etiquette and attire are required.
5. Children 12 and younger must have their own golf equipment, pay the required fee, and be accompanied by a fee paying adult to play. Children must be six (6) years old to be allowed on the course.
6. Local golf rules sheet is available in the pro shop.

BELLA VISTA
PROPERTY OWNERS ASSOCIATION

BELLA VISTA COUNTRY CLUB

Gavin Smith, PGA Class A
Head Golf Professional

Reed Holly, GCSAA Class A,
Superintendent

Country Club Golf Course

HOLE	1	2	3	4	5	6	7	8	9	OUT
Black	417	136	493	417	393	152	416	527	410	3361
Blue	398	120	470	390	376	152	389	509	394	3198
Yellow	376	120	450	334	364	152	351	468	378	2993
White	343	120	422	328	305	138	301	448	335	2740
Red	316	97	402	287	280	105	282	407	298	2474
Gold	215	94	336	228	228	101	224	326	224	1976
PAR	4	3	5	4	4	3	4	5	4	36
		CARTS				CARTS			CARTS	
Pace of Play	0:14	0:25	0:40	0:54	1:07	1:18	1:31	1:46	2:00	2:00
		ON PATH				ON PATH			ON PATH	
Men's HDCP	3	17	13	9	1	15	7	11	5	
Women's HDCP	3	15	5	7	1	17	11	13	9	

Date: Scorer:

Pro Shop: (479) 855-8130 • BV Bar & Grill: (479) 855-5117
After Hours Emergency: (479) 855-5131

INITIAL	10	11	12	13	14	15	16	17	18	IN	TOT	HDCP	NET SCORE
	429	413	542	349	166	385	516	208	376	3384	6745		
	397	400	525	335	150	367	503	188	358	3223	6421		
	375	390	503	315	141	353	486	172	349	3084	6077		
	347	372	486	299	133	340	474	154	333	2938	5678		
	314	309	421	272	105	311	429	125	278	2564	5038		
	256	224	327	216	102	225	318	122	227	2017	3993		
	4	4	5	4	3	4	5	3	4	36	72		
					CARTS			CARTS					
	2:13	2:26	2:42	2:55	3:06	3:20	3:36	3:47	4:00	2:00	4:00		
					ON PATH			ON PATH					
	14	6	2	12	18	4	10	16	8				
	12	14	6	10	18	2	4	16	8				

Attest:

Revised 11.02.202

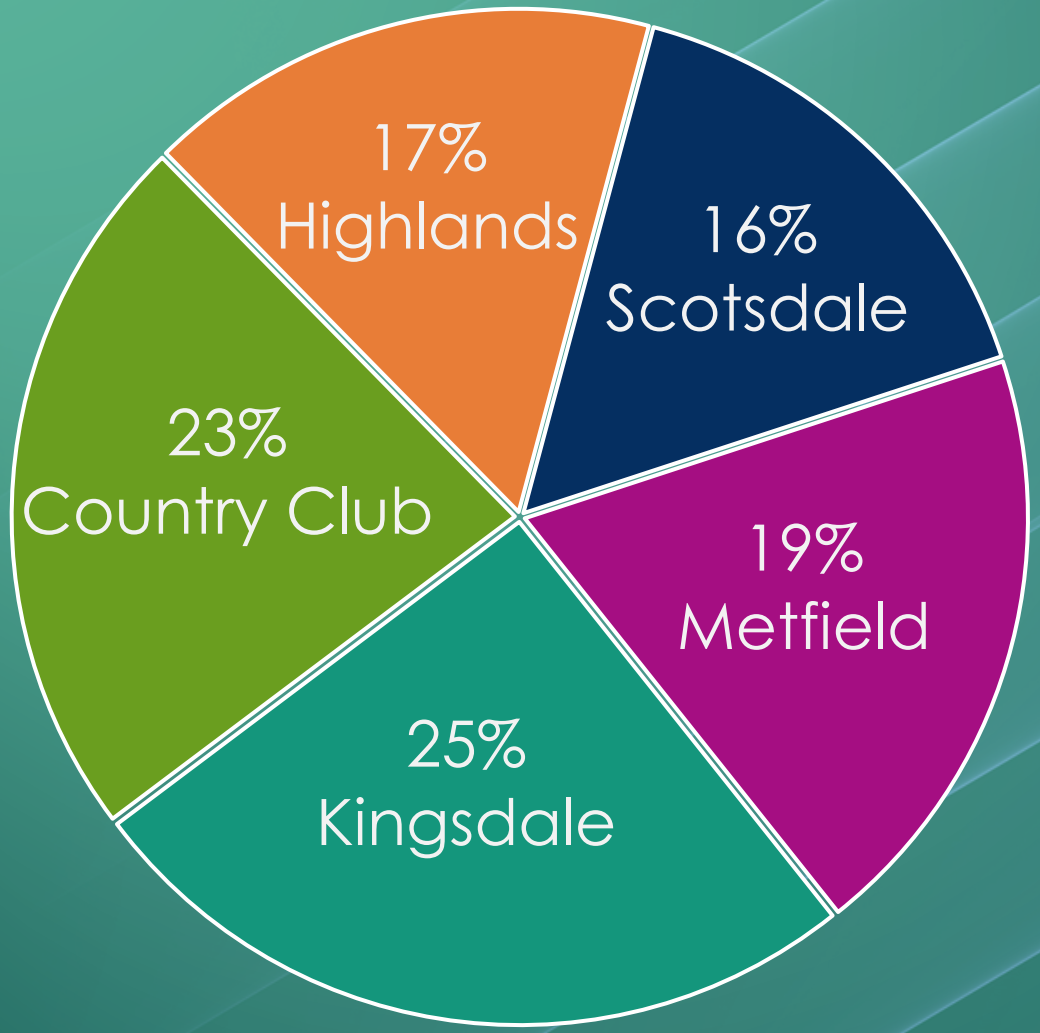
EAGLES

- Cart Revenue *increased by 29%* compared to 2022
- Member Greens Fees *increased by 20%* compared to 2022
- Guest Greens Fee *increased by 44%* compared to 2022
- Golf Pro Shop Sales *increased by 19%* compared to 2022

BOGEY

- Annual Greens Fee *decreased by 10%* compared to 2022

2023 Preliminary Golf Course Revenue

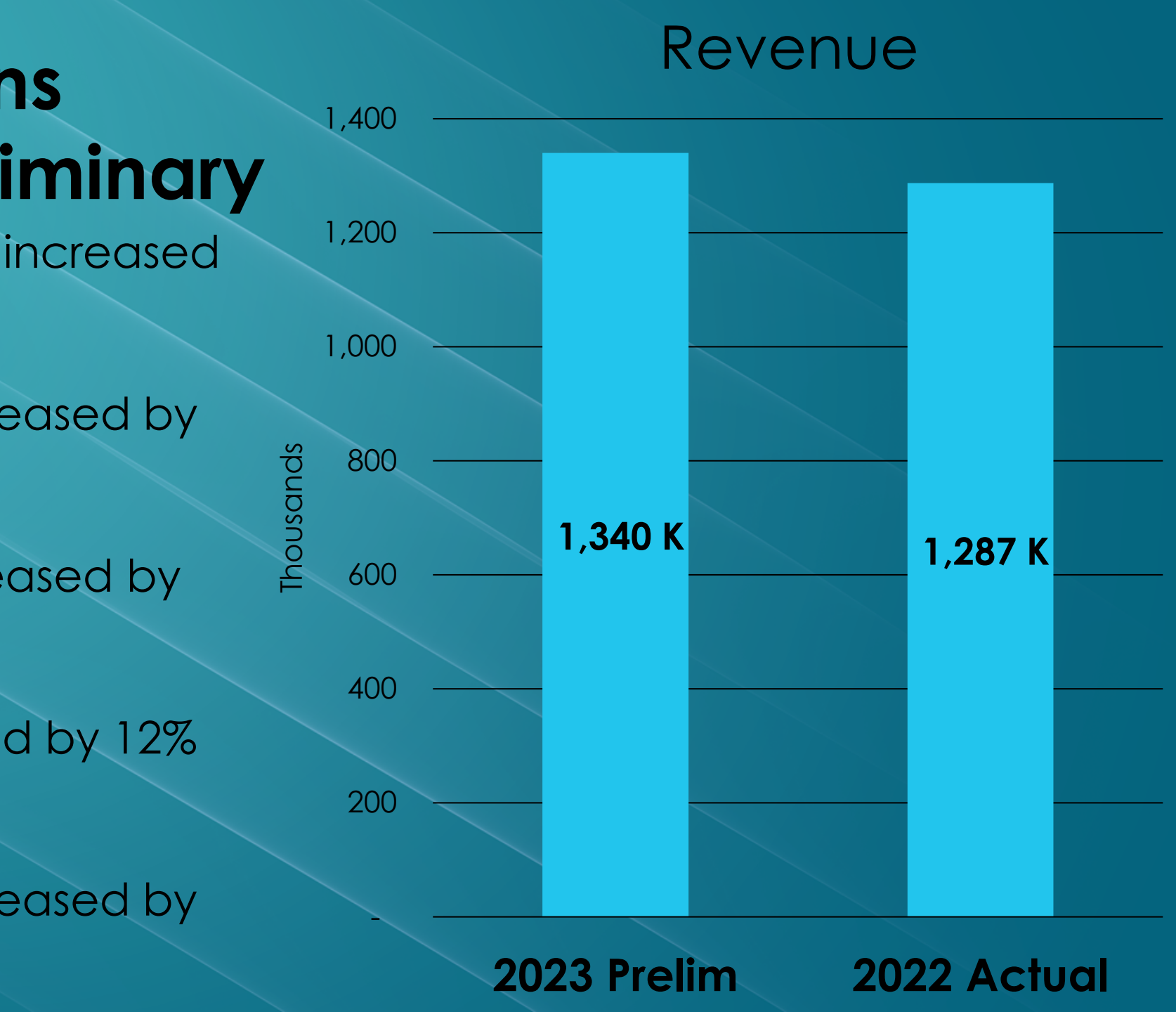


- **Scotsdale** revenue increased by 15% compared to 2022
- **Metfield** revenue increased by 28% compared to 2022
- **Kingsdale** revenue increased by 41% compared to 2022
- **Country Club** revenue increased by 39% compared to 2022
- **Highlands** revenue increased by 27% compared to 2022

2023 Recreations Overview - Preliminary

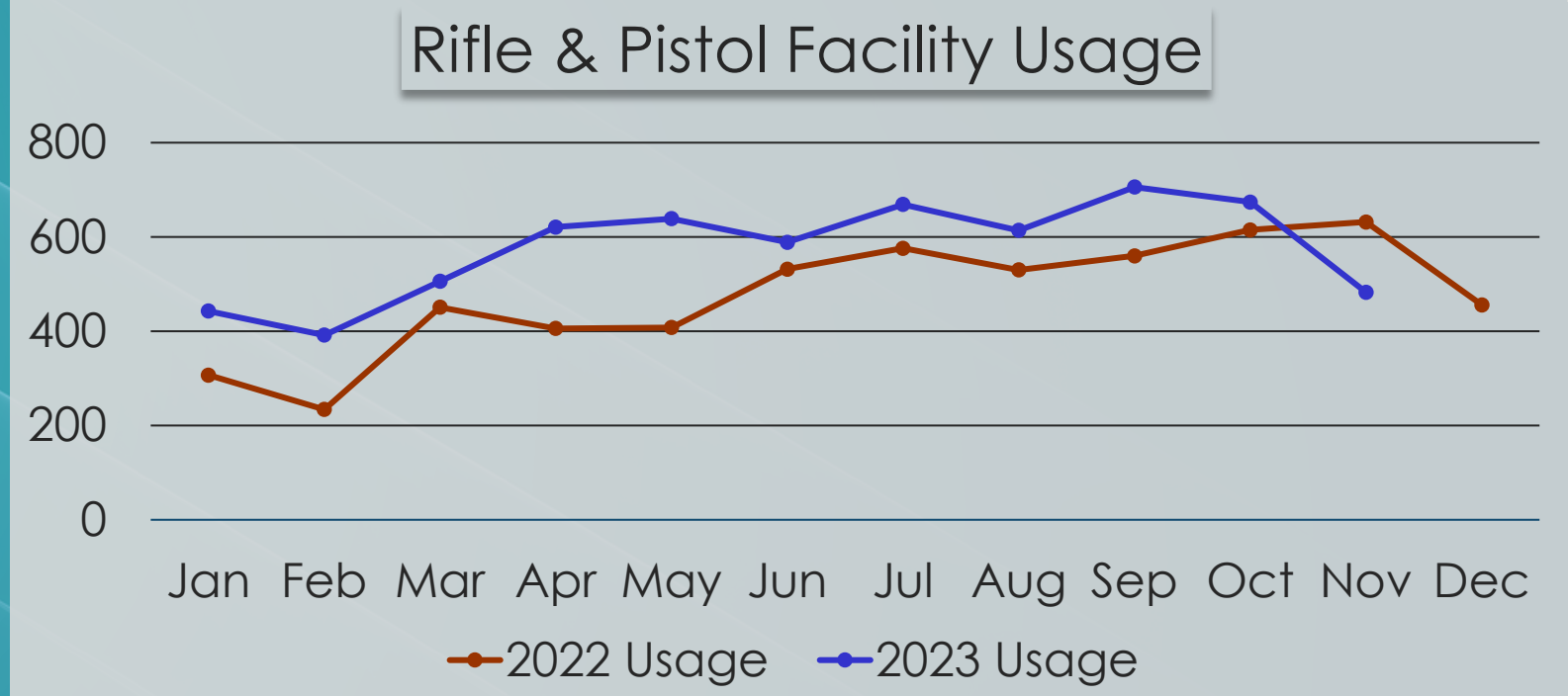
Total Recreation Revenue increased by 4% compared to 2022

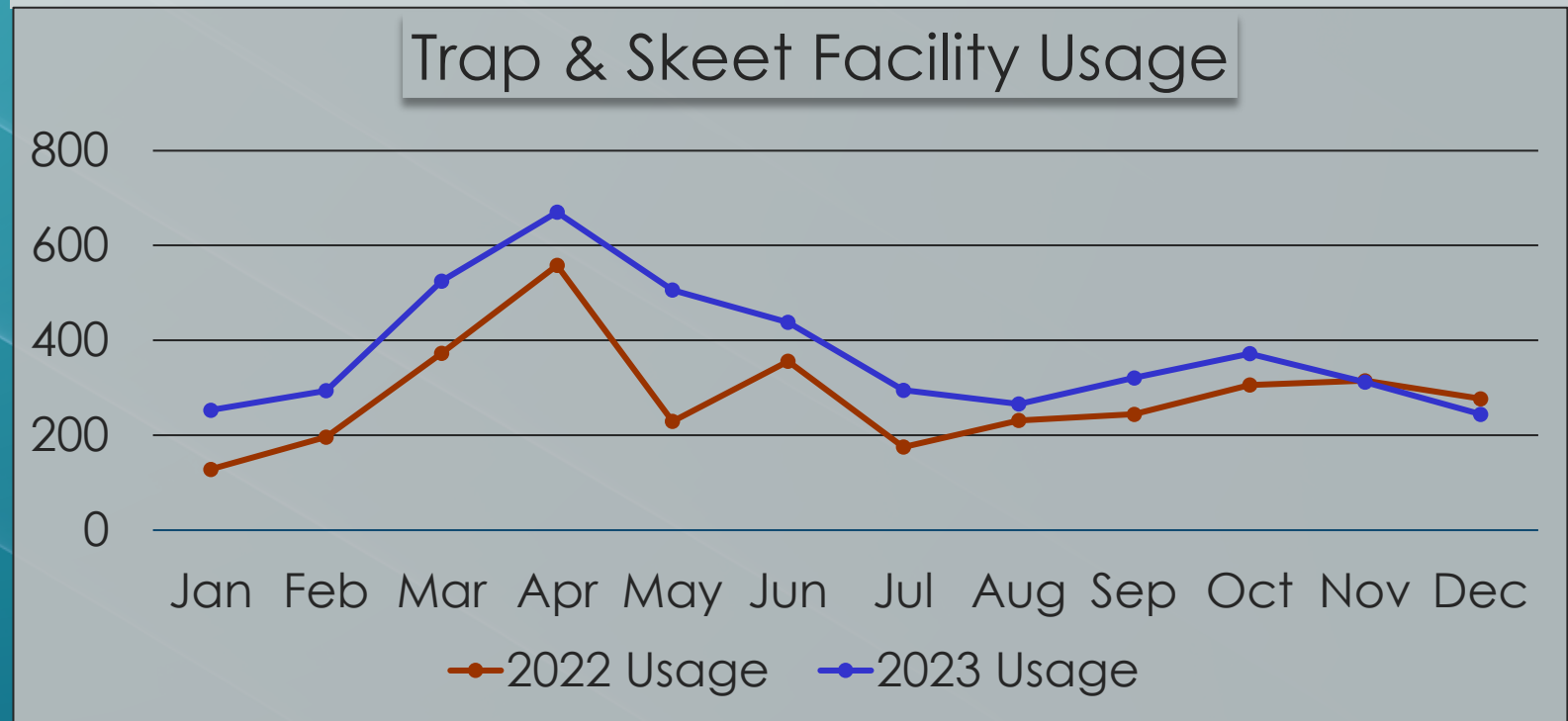
- Merchandise Sales increased by 18% compared to 2022
- RV Park-Member decreased by 23% compared to 2022
- RV Park-Guest increased by 12% compared to 2022
- Tiny Cabin Income increased by 10% compared to 2022



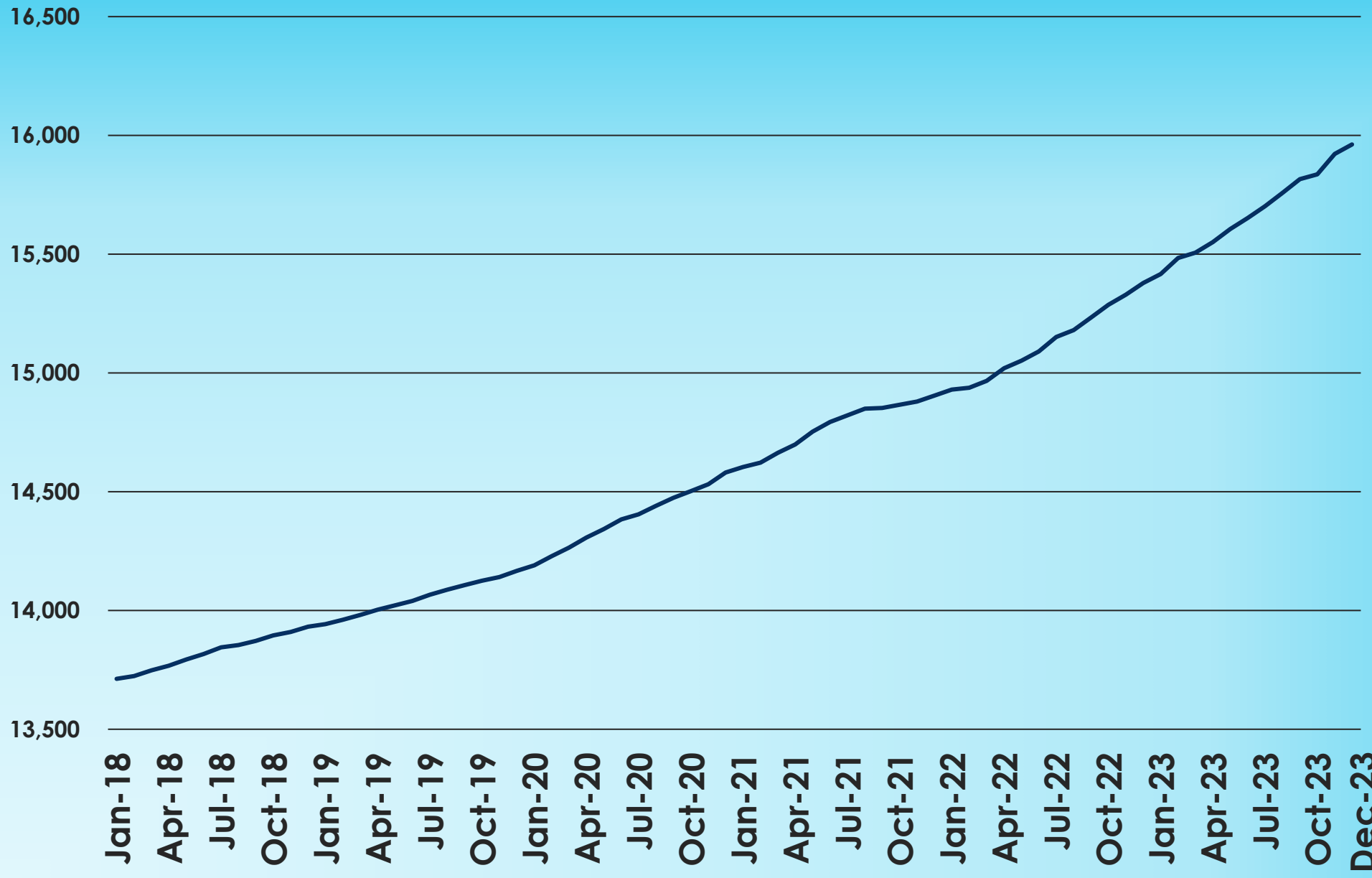
2023 Gun Range Overview - Preliminary

- Total Revenue increased by 24% compared to 2022
- Gun Range Usage has increased by 19% compared to 2022



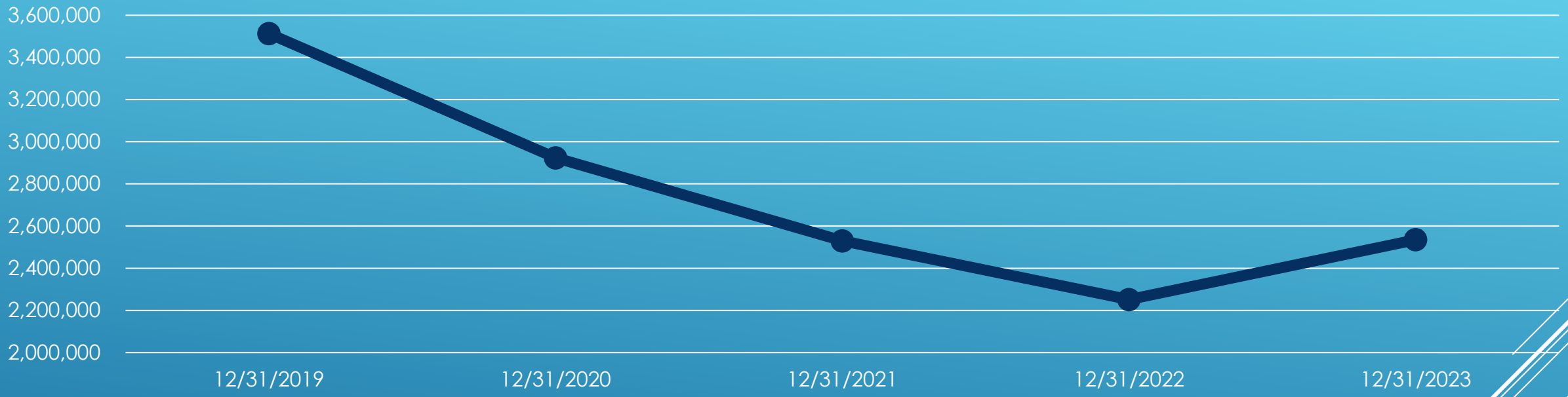


Improved Lots



- Improved Lots increased by 2,249 lots (16%) since 2018
- In 2023 alone, improved lots increased by 583 lots
- Five of the top six largest single month increases happened in 2023

POA INTERCOMPANY LOAN



Paid $305,741 in principal and interest for 2023

Borrowed $500,000 in December for Capital Projects

Preliminary

2023 KEY CALLOUTS - PRELIMINARY

- Enhanced Entertainment expense in 2023 by investing $36K more compared to 2022
- Health Insurance cost less in 2023 than 2022 by $528K (29%)
- Trafalgar Fire expense in 2023 was less than 2022 by $726K (54%)
- Membership Transfer Fees Income decreased by $117K (14%)
- Income from Lot Resales decreased by $359K (33%)
- Cell Tower Income decreased by $912K (100%)
- Investment Income increased by $249K (57%)

Thank you to the Board of Directors for all your support in 2023.