

## Fort Marcy HOA 2021 Operating Budget

|   | 2020<br>Actual | 2020<br>Budget | \$ Variance     | % CHG          | 2020<br>Actual | 2021<br>Budget | \$ Variance    | % CHG          |
|---|----------------|----------------|-----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Income</b>                                       |                |                |                 |                |                |                |                |                |
| <b>Association Fee Income</b>                       |                |                |                 |                |                |                |                |                |
| 40100-Member Dues                                   | 393,905        | 393,804        | 101             | 0.03%          | 393,905        | 381,804        | (12,101)       | -3.07%         |
| 40200-Owner Reserve                                 | 210,000        | 210,000        | -               | 0.00%          | 210,000        | 222,000        | 12,000         | 5.71%          |
| 40350-ASRL Contribution                             | 10,715         | 32,000         | (21,285)        | -66.52%        | 10,715         | 12,000         | 1,285          | 12.00%         |
| 40400-Unit 99/100                                   | 24,304         | 24,374         | (70)            | -0.29%         | 24,304         | 24,450         | 146            | 0.60%          |
| <b>Total for 40000-Association Fee Income</b>       | <b>638,924</b> | <b>660,178</b> | <b>(21,254)</b> | <b>-3.22%</b>  | <b>638,924</b> | <b>640,254</b> | <b>1,330</b>   | <b>0.21%</b>   |
| <b>Other Income</b>                                 |                |                |                 |                |                |                |                |                |
| 45100-Interest Income Operating                     | 54             | -              | 54              | 0.00%          | 54             | 36             | (18)           | -33.84%        |
| 45150-Interest Income Reserve                       | 3,430          | 2,400          | 1,030           | 42.92%         | 3,430          | 180            | (3,250)        | -94.75%        |
| 45200-Finance Charges / Late Fees                   | 11,546         | 3,600          | 7,946           | 220.73%        | 11,546         | 6,000          | (5,546)        | -48.03%        |
| 45250-Storage Income                                | 52,768         | 56,760         | (3,992)         | -7.03%         | 52,768         | 52,740         | (28)           | -0.05%         |
| 45260-Mail Box Rental                               | 1,671          | 1,600          | 71              | 0.00%          | 1,671          | 1,600          | (71)           | -4.25%         |
| <b>Total for 45000-Other Income</b>                 | <b>69,470</b>  | <b>64,360</b>  | <b>5,110</b>    | <b>7.94%</b>   | <b>69,470</b>  | <b>60,556</b>  | <b>(8,914)</b> | <b>-12.83%</b> |
| <b>Total Income</b>                                 | <b>708,393</b> | <b>724,538</b> | <b>(16,145)</b> | <b>-2.23%</b>  | <b>708,393</b> | <b>700,810</b> | <b>(7,583)</b> |                |
| <b>Expense</b>                                      |                |                |                 |                |                |                |                |                |
| <b>General &amp; Administration</b>                 |                |                |                 |                |                |                |                |                |
| 50200-Bank Fees                                     | 889            | 720            | 169             | 23.44%         | 889            | 1,080          | 191            | 21.51%         |
| 50300-Legal and Professional Fees                   | 2,999          | 3,000          | (1)             | -0.03%         | 2,999          | 3,000          | 1              | 0.03%          |
| 50350-Donations                                     | 500            | -              | 500             | 0.00%          | 500            | 500            | -              | 0.00%          |
| 50400-Audit   | 7,000          | 7,000          | -               | 0.00%          | 7,000          | 600            | (6,400)        | -91.43%        |
| 50480-Board of Director Expense                     | 15,000         | 16,500         | (1,500)         | -9.09%         | 15,000         | 16,500         | 1,500          | 10.00%         |
| 50495-Miscellaneous                                 | 414            | 235            | 179             | 76.08%         | 414            | 480            | 66             | 16.00%         |
| 50500-Office Supplies                               | 140            | -              | 140             | 0.00%          | 140            | -              | (140)          | -100.00%       |
| 50520-Licenses/Fees/Dues                            | 25             | 115            | (90)            | -78.26%        | 25             | 25             | -              | 0.00%          |
| 50525-Management Fees                               | 33,813         | 33,960         | (147)           | -0.43%         | 33,813         | 34,010         | 197            | 0.58%          |
| 50540-Postage                                       | 130            | 335            | (205)           | -61.27%        | 130            | 240            | 110            | 84.97%         |
| 50550-Insurance                                     | 27,554         | 29,338         | (1,784)         | -6.08%         | 27,554         | 29,338         | 1,784          | 6.47%          |
| <b>Total for 50000-General &amp; Administration</b> | <b>88,463</b>  | <b>91,203</b>  | <b>(2,740)</b>  | <b>-3.00%</b>  | <b>88,463</b>  | <b>85,773</b>  | <b>(2,691)</b> | <b>-3.04%</b>  |
| <b>Security</b>                                     |                |                |                 |                |                |                |                |                |
| 60600-Security Labor                                | 1,600          | 4,985          | (3,385)         | 0.00%          | 1,600          | 1,600          | 0              | 0.03%          |
| <b>Total for 54000-Security</b>                     | <b>1,600</b>   | <b>4,985</b>   | <b>(3,385)</b>  | <b>-67.91%</b> | <b>1,600</b>   | <b>1,600</b>   | <b>0</b>       | <b>0.03%</b>   |
| <b>Repairs &amp; Maintenance</b>                    |                |                |                 |                |                |                |                |                |
| 60030-Contract Services                             | 8,049          | 14,850         | (6,801)         | -45.80%        | 8,049          | 9,000          | 951            | 11.81%         |
| 60075-Alarm Monitoring                              | 12,810         | 20,028         | (7,218)         | -36.04%        | 12,810         | 15,000         | 2,190          | 17.09%         |
| 60100-Landscape Labor                               | 10,912         | 10,850         | 62              | 0.57%          | 10,912         | 11,000         | 88             | 0.80%          |
| 60105-Landscape Contract                            | 47,781         | 38,920         | 8,861           | 22.77%         | 47,781         | 48,000         | 219            | 0.46%          |
| 60120-Compound Maintenance                          | 48,281         | 48,168         | 113             | 0.23%          | 48,281         | 81,000         | 32,719         | 67.77%         |
| 60130-Lighting Repair Labor                         | 136            | -              | 136             | 0.00%          | 136            | -              | (136)          | -100.00%       |
| 60140-Painting / Stucco Labor                       | 18,465         | 24,000         | (5,535)         | -23.06%        | 18,465         | -              | (18,465)       | -100.00%       |
| 60150-Building Exterior Repairs Labor               | 5,354          | 6,000          | (646)           | -10.76%        | 5,354          | -              | (5,354)        | -100.00%       |
| 60163-Plumbing Contractor                           | 5,776          | 6,000          | (224)           | -3.73%         | 5,776          | -              | (5,776)        | -100.00%       |
| 60170-Parking-Grounds-Roads Labor                   | 5,428          | 5,850          | (422)           | -7.22%         | 5,428          | -              | (5,428)        | -100.00%       |
| 60180-Clubhouse Repairs                             | 16,628         | 16,500         | 128             | 0.78%          | 16,628         | 16,500         | (128)          | -0.77%         |
| 60200-Roof Repair Labor                             | 14,345         | 19,150         | (4,806)         | -25.09%        | 14,345         | 18,000         | 3,656          | 25.48%         |
| 60205-Roof Repair Contractor                        | 6,000          | 6,650          | (650)           | -9.77%         | 6,000          | 6,000          | -              | 0.00%          |
| 60210-Pool & Spa Maintenance Labor                  | 12,000         | 12,000         | -               | 0.00%          | 12,000         | 12,000         | -              | 0.00%          |
| 60260-Snow Removal Labor                            | 3,004          | 5,000          | (1,996)         | -39.91%        | 3,004          | 3,600          | 596            | 19.83%         |
| 60265-Snow Removal Contractor                       | 3,499          | 3,700          | (201)           | -5.44%         | 3,499          | 3,600          | 101            | 2.89%          |
| 60350-Common Areas                                  | 447            | -              | 447             | 0.00%          | 447            | 6,500          | 6,053          | 1352.81%       |
| 60450-Pest Control                                  | 6,915          | 12,371         | (5,456)         | -44.11%        | 6,915          | 8,400          | 1,485          | 21.48%         |
| <b>Total for 60000-Repairs &amp; Maintenance</b>    | <b>225,831</b> | <b>250,037</b> | <b>(24,206)</b> | <b>-9.68%</b>  | <b>225,831</b> | <b>238,600</b> | <b>12,769</b>  | <b>5.65%</b>   |
| <b>Supplies</b>                                     |                |                |                 |                |                |                |                |                |
| 61100-Supplies-Building                             | 143            | 140            | 3               | 2.30%          | 143            | 145            | 2              | 1.24%          |
| 61120-Supplies-Grounds/Parking                      | 519            | 500            | 19              | 3.81%          | 519            | 600            | 81             | 15.60%         |
| <b>Total for 61000-Supplies</b>                     | <b>662</b>     | <b>640</b>     | <b>22</b>       | <b>3.48%</b>   | <b>662</b>     | <b>745</b>     | <b>83</b>      | <b>12.50%</b>  |
| <b>Utilities</b>                                    |                |                |                 |                |                |                |                |                |
| 66100-Cable TV                                      | 6,224          | 9,840          | (3,616)         | -36.75%        | 6,224          | 6,300          | 76             | 1.22%          |
| 66200-Electric                                      | 23,439         | 25,373         | (1,934)         | -7.62%         | 23,439         | 24,142         | 703            | 3.00%          |
| 66300-Gas   | 5,361          | 8,282          | (2,921)         | -35.27%        | 5,361          | 9,452          | 4,091          | 76.31%         |
| 66400-Internet                                      | 15,486         | 23,500         | (8,014)         | -34.10%        | 15,486         | 15,951         | 465            | 3.00%          |
| 66500-Sewer   | 13,524         | 18,722         | (5,198)         | -27.76%        | 13,524         | 13,930         | 406            | 3.00%          |
| 66600-Telephone                                     | 2,514          | 2,400          | 114             | 4.73%          | 2,514          | 2,400          | (114)          | -4.52%         |
| 66700-Trash Removal                                 | 12,372         | 16,387         | (4,015)         | -24.50%        | 12,372         | 18,872         | 6,500          | 52.54%         |
| 66800-Water   | 39,849         | 43,019         | (3,170)         | -7.37%         | 39,849         | 41,045         | 1,195          | 3.00%          |
| <b>Total for 66000-Utilities</b>                    | <b>118,770</b> | <b>147,523</b> | <b>(28,753)</b> | <b>-19.49%</b> | <b>118,770</b> | <b>132,092</b> | <b>13,322</b>  | <b>11.22%</b>  |

**Other Expenses**

|   |                |                |                 |               |                |                |                 |              |
|---|----------------|----------------|-----------------|---------------|----------------|----------------|-----------------|--------------|
| 67000-Unit Expenses                     | 7,776          | 7,800          | (24)            | -0.31%        | 7,776          | 7,800          | 24              | 0.31%        |
| 88500-Mortgage Interest                 | 11,020         | 10,650         | 370             | 3.48%         | 11,020         | 10,500         | (520)           | -4.72%       |
| 89000-Income Taxes                      | 1,700          | 1,700          | -               | 0.00%         | 1,700          | 1,700          | -               | 0.00%        |
| 90000-Future Reserve Accrual            | 210,000        | 210,000        | -               | 0.00%         | 210,000        | 222,000        | 12,000          | 5.71%        |
| Total Other Expenses                    | 230,496        | 230,150        | 346             | 0.15%         | 230,496        | 242,000        | 11,504          | 4.99%        |
| <b>Total Expenses</b>                   | <b>665,823</b> | <b>724,538</b> | <b>(58,715)</b> | <b>-8.10%</b> | <b>665,823</b> | <b>700,810</b> | <b>34,987</b>   | <b>5.25%</b> |
| <b>Excess of Revenues over Expenses</b> | <b>42,570</b>  | <b>-</b>       | <b>42,570</b>   |               | <b>42,570</b>  | <b>0</b>       | <b>(42,570)</b> |              |



|                                     |               |                |               |                |                |               |               |               |  |
|-------------------------------------|---------------|----------------|---------------|----------------|----------------|---------------|---------------|---------------|--|
| Gutters and Roofing                 |               |                |               |                |                |               |               |               |  |
| Gutters and Downspouts - Clubhouse  |               |                |               |                |                |               |               |               |  |
| Gutters and Downspouts - Units      |               |                |               |                |                |               |               |               |  |
| Roofing - Canales                   |               |                |               |                |                |               |               |               |  |
| Roofing - Garage Storage Area       |               |                |               |                |                |               |               |               |  |
| Roofing - Clubhouse Replacement     |               |                | 50,000        |                |                |               |               |               |  |
| Roofing - Flat Recoating            |               |                |               |                |                |               |               |               |  |
| Roofing - Pool Building Replacement |               |                |               |                |                |               |               |               |  |
| Roofing - Unit Refurbishment        |               | 400,000        |               |                |                |               |               |               |  |
| HVAC                                |               |                |               |                |                |               |               |               |  |
| Air Conditioner Replacement         |               |                |               |                |                |               |               |               |  |
| Irrigation                          |               |                |               |                |                |               |               |               |  |
| Backflow Preventers                 |               |                |               |                |                |               |               |               |  |
| Irrigation Spigots                  |               |                |               |                |                |               |               |               |  |
| Irrigation Controllers Replacement  |               |                |               |                |                |               |               |               |  |
| Lighting                            |               |                |               |                |                |               |               |               |  |
| Bollards                            |               |                |               |                |                |               |               |               |  |
| Parking Lot Fixtures                |               |                |               |                |                |               |               |               |  |
| Storage Area Fixtures               |               |                |               |                |                |               |               |               |  |
| Unit Exterior Fixture Replacement   |               |                |               |                |                |               |               |               |  |
| Painting and Repairs                |               |                |               |                |                |               |               |               |  |
| Clubhouse Interior                  |               |                |               |                |                |               |               |               |  |
| Metal Components                    |               |                |               |                |                |               |               |               |  |
| Stucco - Storage Buildings          |               |                |               |                |                |               |               | 4,939         |  |
| Wood - Gazebo                       |               |                |               |                |                |               |               |               |  |
| Painting - Parking Lot              |               |                |               |                |                |               |               |               |  |
| Repairs - Buildings                 |               |                |               | 225,000        | 225,000        |               |               |               |  |
| Repairs - Stucco Units              |               |                |               |                |                |               |               |               |  |
| Repairs - Stucco Storage            |               |                |               |                |                |               |               |               |  |
| Pool and Spa                        |               |                |               |                |                |               |               |               |  |
| Pool Filter - Replacement           |               |                |               |                |                | 1,532         |               |               |  |
| Pool Heater - Replacement           |               |                |               |                |                | 3,501         |               |               |  |
| Pool Lift - Replacement             |               |                |               |                |                |               |               |               |  |
| Pool Renovation (2018)              |               |                |               |                |                |               |               |               |  |
| Pool Resurfacing                    |               |                |               |                |                |               |               |               |  |
| Pool and Spa Pump Replacement       |               |                |               |                |                |               | 2,025         |               |  |
| Spa Filter Replacement              |               |                |               |                |                |               |               |               |  |
| Spa Heater Replacement              |               |                |               |                |                |               |               |               |  |
| Spa Replacement                     |               |                |               |                |                |               |               |               |  |
| Renovation                          |               |                |               |                |                |               |               |               |  |
| Clubhouse Refurbishment             | 3,732         |                |               |                |                |               |               |               |  |
| P.O. Cluster Box                    |               |                |               |                |                |               |               |               |  |
| Gazebo Replacement                  |               |                |               |                |                | 9,532         |               |               |  |
| Pool Restroom Refurbishment         |               |                |               |                |                |               |               |               |  |
| Signage                             |               |                |               |                |                |               |               |               |  |
| Metal Replacement                   |               |                |               |                |                |               |               |               |  |
| Wood Replacement                    |               |                |               |                |                |               |               |               |  |
| <b>TOTAL EXPENDITURES</b>           | <b>38,901</b> | <b>443,394</b> | <b>74,000</b> | <b>225,000</b> | <b>243,565</b> | <b>23,733</b> | <b>52,525</b> | <b>81,321</b> |  |

|  |           |           |          |           |           |           |           |           |
|--|-----------|-----------|----------|-----------|-----------|-----------|-----------|-----------|
| BEGINNING CAPITAL RESERVE FUND BALANCE           | 805,476   | 1,019,145 | 797,751  | 945,751   | 942,751   | 921,186   | 1,119,453 | 1,288,928 |
| ADDITIONAL RESERVES BASED ON ANTICIPATED ABILITY | 210,000   | 222,000   | 222,000  | 222,000   | 222,000   | 222,000   | 222,000   | 222,000   |
| EXCESS (DEFICIENCY ) OF REVENUES OVER EXPENSES   | 42,570    |           |          |           |           |           |           |           |
| CAPITAL EXPENSES                                 | (38,901)  | (443,394) | (74,000) | (225,000) | (243,565) | (23,733)  | (52,525)  | (81,321)  |
| ENDING CAPITAL RESERVE FUND BALANCE              | 1,019,145 | 797,751   | 945,751  | 942,751   | 921,186   | 1,119,453 | 1,288,928 | 1,429,607 |