

Forest Hill Association - Revenue & Expenditures
12 months ending March 31, 2016 (100%)

REVENUE	Actuals		Budget (12 months)	Over/(Under) Amount	Budget % Rec'd
	March	12 months			
Assessment-Members	17,194.66	305,085.93	321,800.00	(16,714.07)	94.8
Assessment-Non Members	393.75	6,796.07	6,500.00	296.07	104.6
Assessments	17,588.41	311,882.00	328,300.00	(16,418.00)	95.0
CH rentals-Members	600.00	52,266.29	30,400.00	21,866.29	171.9
CH rentals-Non Members	3,000.00	126,140.00	123,000.00	3,140.00	102.6
Clubhouse Rentals	3,600.00	178,406.29	153,400.00	25,006.29	116.3
Assessments	(104.82)	359.55	1,000.00	(640.45)	36.0
Admin. Fees	0.00	125.00	0.00	125.00	0.0
Financial Institution	635.86	2,018.36	500.00	1,518.36	403.7
Interest Earned	531.04	2,502.91	1,500.00	1,002.91	166.9
TOTAL REVENUE	21,719.45	492,791.20	483,200.00	9,591.20	102.0

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	March	12 months			
Salary	8,197.50	72,213.75	72,270.00	56.25	99.9
Payroll Taxes	627.11	7,659.35	6,937.92	(721.43)	110.4
Personnel Cost	8,824.61	79,873.10	79,207.92	(665.18)	100.8
Liability	0.00	8,576.43	8,532.00	(44.43)	100.5
Umbrella	0.00	3,434.00	3,435.00	1.00	100.0
D&O	0.00	3,273.00	3,275.00	2.00	99.9
Workers' Comp	0.00	795.99	1,000.00	204.01	79.6
Insurance	0.00	16,079.42	16,242.00	162.58	99.0
Property Tax	0.00	4,405.90	3,328.02	(1,077.88)	132.4
Water & Sewer	230.54	1,725.62	2,490.00	764.38	69.3
Gas & Electric	414.66	5,294.40	4,500.00	(794.40)	117.7
Telephone	161.40	1,709.02	1,140.00	(569.02)	149.9
Trash Collection	172.55	2,126.39	2,097.78	(28.61)	101.4
Utilities	979.15	10,855.43	10,227.78	(627.65)	106.1
Electronic Security	0.00	1,872.64	1,385.00	(487.64)	135.2
Event Management	790.00	13,760.00	12,000.00	(1,760.00)	114.7
Event Cleaning	800.00	14,438.50	10,000.00	(4,438.50)	144.4
Event Security	0.00	1,139.34	2,475.00	1,335.66	46.0
Maintenance Services	1,000.00	10,739.35	15,000.00	4,260.65	71.6
Maintenance Supplies	430.68	2,660.73	1,600.00	(1,060.73)	166.3
Clubhouse Costs	3,020.68	44,610.56	42,460.00	(2,150.56)	105.1

Forest Hill Association - Revenue & Expenditures
12 months ending March 31, 2016 (100%)

EXPENDITURES continued	Actuals		Budget (12 months)	Remaining Amount	% spent
	March	12 months			
Landscape Maintenance	7,658.00	46,531.00	57,110.00	10,579.00	81.5
Tree Care	19,619.00	41,619.00	47,930.00	6,311.00	86.8
Tree Removal/Storm Cleanup	7,558.50	16,105.05	17,500.00	1,394.95	92.0
Planting & Color	6,184.00	30,432.37	34,090.00	3,657.63	89.3
Irrigation	309.48	2,968.48	4,000.00	1,031.52	74.2
Landscape Costs	41,328.98	137,655.90	160,630.00	22,974.10	85.7
Legal Services	0.00	0.00	2,000.00	2,000.00	0.0
Audit/Financial Review	0.00	0.00	750.00	750.00	0.0
Accounting Services	1,000.00	9,400.00	12,000.00	2,600.00	78.3
Computer Services	1,176.00	7,150.00	3,000.00	(4,150.00)	238.3
Reserve Study	0.00	0.00	0.00	0.00	0.0
Professional Services	2,176.00	16,550.00	17,750.00	1,200.00	93.2
Debt Service for NRLOC	4,182.84	50,194.08	50,194.00	(0.08)	100.0
Office Supplies	0.00	2,692.24	1,475.00	(1,217.24)	182.5
Printing & Copying	0.00	835.68	1,616.20	780.52	51.7
Postage & Shipping	0.00	1,734.71	1,625.13	(109.58)	106.7
Election Expenses	628.90	728.89	1,685.95	957.06	43.2
Permit Fees	3,709.48	5,434.81	605.00	(4,829.81)	898.3
Filing Fees	0.00	137.00	178.00	41.00	77.0
Misc Expenses	0.00	781.66	1,000.00	218.34	78.2
Office Costs	4,338.38	12,344.99	8,185.28	(4,159.71)	150.8
Community Events	0.00	10,233.49	10,100.00	(133.49)	101.3
Newsletter Printing	0.00	4,052.04	4,000.00	(52.04)	101.3
Newsletter Postage	0.00	1,594.12	1,800.00	205.88	88.6
Computer Services	0.00	3,574.38	3,600.00	25.62	99.3
Community/Communications	0.00	19,454.03	19,500.00	45.97	99.8
TOTAL EXPENDITURES	64,850.64	392,023.41	407,725.00	15,701.59	96.1

SUMMARY	Actuals		Budget (12 Months)
	March	12 months	
Total Revenue	21,719.45	492,791.20	483,200.00
Total Expenditures	64,850.64	392,023.41	407,725.00
Gain/Loss	(43,131.19)	100,767.79	75,475.00

Month-End Cash Balance	346,213.18
Month-End Assessment Outstanding-Liened*	45,113.95
Month-End Assessment Outstanding-Current year	44,272.35

* Number of Liened Properties

8

* Amount includes past & current assessments & interest

**Forest Hill Association - Revenue & Expenditures
Comparison Twelve Months Ended March**

REVENUE	12 Months Ended		Better/(Worse) than Past	
	Mar-16	Mar-15	Amount	Percent
Assessment-Members	305,085.93	305,201.89	(115.96)	(0.0)
Assessment-Non Members	6,796.07	7,535.33	(739.26)	(9.8)
Assessments	311,882.00	312,737.22	(855.22)	(0.3)
CH rentals-Members	52,266.29	38,350.00	13,916.29	36.3
CH rentals-Non Members	126,140.00	56,300.00	69,840.00	124.0
Clubhouse Rentals	178,406.29	94,650.00	83,756.29	88.5
Assessments	359.55	940.39	(580.84)	(61.8)
Admin. Fees	125.00	125.00	0.00	0.0
Financial Institution	2,018.36	343.17	1,675.19	488.2
Interest Earned	2,502.91	1,408.56	1,094.35	77.7
TOTAL REVENUE	492,791.20	408,795.78	83,995.42	20.5

EXPENDITURES	12 Months Ended		Better/(Worse) than Past	
	Mar-16	Mar-15	Amount	Percent
Salary	72,213.75	57,310.63	(14,903.12)	(26.0)
Payroll Taxes	7,659.35	5,051.73	(2,607.62)	(51.6)
Personnel Cost	79,873.10	62,362.36	(17,510.74)	(28.1)
Liability	8,576.43	11,029.00	2,452.57	22.2
Umbrella	3,434.00	4,319.00	885.00	20.5
D&O	3,273.00	4,670.00	1,397.00	29.9
Workers' Comp	795.99	312.82	(483.17)	(154.5)
Insurance	16,079.42	20,330.82	4,251.40	20.9
Property Tax	4,405.90	3,262.76	(1,143.14)	(35.0)
Water & Sewer	1,725.62	2,440.52	714.90	29.3
Gas & Electric	5,294.40	4,171.72	(1,122.68)	(26.9)
Telephone	1,709.02	1,051.25	(657.77)	(62.6)
Trash Collection	2,126.39	1,755.48	(370.91)	(21.1)
Utilities	10,855.43	9,418.97	(1,436.46)	(15.3)
Electronic Security	1,872.64	1,471.50	(401.14)	(27.3)
Event Management	13,760.00	8,790.00	(4,970.00)	(56.5)
Event Cleaning	14,438.50	10,193.75	(4,244.75)	(41.6)
Event Security *	1,139.34	2,475.00	1,335.66	54.0
Maintenance Services	10,739.35	23,360.81	12,621.46	54.0
Maintenance Supplies	2,660.73	1,494.50	(1,166.23)	(78.0)
Clubhouse Costs	44,610.56	47,785.56	3,175.00	6.6

* Previous year figures include advertising costs

**Forest Hill Association - Revenue & Expenditures
Comparison Twelve Months Ended March**

EXPENDITURES continued	12 Months Ended		Better/(Worse) than Past	
	Mar-16	Mar-15	Amount	Percent
Landscape Maintenance	46,531.00	49,777.00	3,246.00	6.5
Tree Care	41,619.00	57,672.00	16,053.00	27.8
Tree Removal/Storm Cleanup	16,105.05	20,110.00	4,004.95	19.9
Planting & Color	30,432.37	5,823.92	(24,608.45)	(422.5)
Irrigation	2,968.48	814.13	(2,154.35)	(264.6)
Landscape Costs	137,655.90	134,197.05	(3,458.85)	(2.6)
Legal Services	0.00	192.50	192.50	100.0
Audit/Financial Review	0.00	2,820.00	2,820.00	100.0
Accounting Services	9,400.00	7,087.50	(2,312.50)	(32.6)
Computer Services	7,150.00	4,120.00	(3,030.00)	(73.5)
Reserve Study	0.00	600.00	600.00	100.0
Professional Services	16,550.00	14,820.00	(1,730.00)	(11.7)
Debt Service for NRLOC	50,194.08	62,458.62	12,264.54	19.6
Office Supplies	2,692.24	1,637.38	(1,054.86)	(64.4)
Printing & Copying	835.68	516.20	(319.48)	(61.9)
Postage & Shipping	1,734.71	974.13	(760.58)	(78.1)
Election Expenses	728.89	1,191.08	462.19	38.8
Permit Fees	5,434.81	40.00	(5,394.81)	(13,487.0)
Filing Fees	137.00	178.00	41.00	23.0
Misc Expenses	781.66	3,959.56	3,177.90	80.3
Office Costs	12,344.99	8,496.35	(3,848.64)	(45.3)
Community Events	10,233.49	9,288.75	(944.74)	(10.2)
Newsletter Printing	4,052.04	3,645.42	(406.62)	(11.2)
Newsletter Postage	1,594.12	1,822.10	227.98	12.5
Computer Services	3,574.38	13,200.00	9,625.62	72.9
Community/Communications	19,454.03	27,956.27	8,502.24	30.4
TOTAL EXPENDITURES	392,023.41	391,088.76	(934.65)	(0.2)

SUMMARY	12 Months Ended		Better/(Worse) than Past	
	Mar-16	Mar-15	Amount	Percent
Total Revenue	492,791.20	408,795.78	83,995.42	20.5
Total Expenditures	392,023.41	391,088.76	(934.65)	(0.2)
Gain/Loss	100,767.79	17,707.02	83,060.77	469.1

M-E Cash	346,213.18	390,841.60	(44,628.42)	(11.4)
M-E Assmt - Liened	45,113.95	39,816.22	(5,297.73)	(13.3)
M-E Assmt -Current	44,272.35	26,295.17	(17,977.18)	(68.4)

Accounts Receivable as of March 31, 2016

	A	B	C	D	E
Name	2016 Dues Invoiced	2016 Dues - Liened Members	Total Dues Invoiced	Prior Yr Liens w Int/fees	2016 Dues Payments Expected
647 MEMBERS	318,397.60	4,313.41	322,711.01		318,397.60
58 NON-MEMBERS *	<u>30,857.82</u>		<u>30,857.82</u>		<u>7,086.45</u>
	349,255.42		353,568.83		325,484.05
8 Liened Properties					
420 Castenada Avenue		\$487.10		\$7,035.89	\$7,522.99
295 Dorantes Avenue		\$699.93		\$8,349.29	\$9,049.22
584 Magellan Avenue		\$409.29		\$3,648.77	\$4,058.06
1 Marcela Avenue		\$496.23		\$8,234.94	\$8,731.17
44 Mendosa Avenue		\$558.92		\$3,002.95	\$3,561.87
125 Montalvo Avenue		\$669.06		\$2,894.27	\$3,563.33
2266 Ninth Avenue		\$599.13		\$5,334.59	\$5,933.72
28 Sotelo Avenue		\$393.75		\$2,299.84	\$2,693.59
Totals	<u>\$349,255.42</u>	<u>\$4,313.41</u>		<u>\$40,800.54</u>	<u>\$45,113.95</u>
* Nonmember Assessments are optional					
	Best Case 2016 Payments - All Liens Paid =====>				\$370,598.00
Annual Assessments Paid in =>	2015	Expt'd 2016			216,594.55
Members	\$319,781.69	\$318,397.60			
16 Nonmembers Pay in 2015 ==>	<u>\$7,145.36</u>	<u>\$7,086.45</u>			
Total Assessments	<u>\$326,927.05</u>	<u>\$325,484.05</u>			
	2015 Dues Paid YTD	2016 Dues Paid YTD		<div style="border: 1px solid black; padding: 5px; text-align: center;"> Payments Received by Month and YTD </div>	
Payments Received December	\$120,644.03	\$108,889.50	33.5%	2015	2016
Payments Received January	\$120,604.32	\$120,433.31	37.0%	36.9%	33.5%
Payments Received February	\$35,010.61	\$34,359.39	10.6%	73.8%	70.5%
Payments Received March	\$18,638.70	\$17,588.41	5.4%	84.5%	81.0%
Payments Received April	\$4,283.86			90.2%	86.4%
Payments Received May	\$14,023.14			91.5%	
Payments Received June	\$1,652.24			95.8%	
Payments Received July	\$3,813.36			96.3%	
Payments Received August	\$2,495.28			97.5%	
Payments Received September	\$1,847.42			98.2%	
Payments Received October	\$926.35			98.8%	
Payments Received November	\$1,027.40			99.1%	
Payments Received December	<u>\$1,960.34</u>			99.4%	
	<u>\$326,927.05</u>	<u>\$281,270.61</u>	<u>86.4%</u>	100.0%	

**FOREST HILL ASSOCIATION
BALANCE SHEET
March 31, 2016**

CASH

Union Bank Operating Acct	1,398.09
Union Bank Reserve/Surplus Acct	207,967.14
First Republic Bank/CDs	136,847.95
Total Cash	\$ 346,213.18

RECEIVABLES

2016 Current Assessments Receivable	43,923.06
2016 Current Assessments Receivable from 8 Liens *	4,313.41
Prior Year Assessments receivable - 8 Liens. (includes interest & admin fees) *	40,800.54
Total Receivables	\$89,037.01

TOTAL CASH and RECEIVABLES

\$ 435,250.19

FIXED ASSETS

Property - Pre 2013 Renovation	36,571.46
Property - Post 2013 Renovation and Mar 31 2014 Adjustment	646,644.86
TOTAL FIXED ASSETS (Pre and Post Renovation)	683,216.32

TOTAL ASSETS

\$ 1,118,466.51

LIABILITIES

Union Bank NRLOC	246,276.73
Damage deposits (14 events @\$500 and 24 events @\$750)	25,000.00
Payroll payable (FUTA, CAETT, CASUI)	7.00
Deferred to FY 2016 CH Revenue-Member (26)	24,725.00
Deferred to FY 2016 CH Revenue-Nonmember (12)	12,975.00

Total Liabilities (Union Bank NRLOC and Other Current Liabilities)

\$ 308,983.73

Net Worth

\$ 809,482.78

Cash Reconciliation

	Cash Basis
Cash - Previous month balance sheet	472,419.37
Current month income	(40,310.13)
Net change - Other receivable	50.00
Net damage deposits received	(1,000.00)
Increase in deferred CH revenue	6,875.00
Decrease in NRLOC Balance	(91,821.06)
Current month cash - Balance Sheet	346,213.18

Notes:

- 1 Fixed asset schedule in QuickBooks reconciled to tax return depreciation (\$8,354) detail
- 2 Construction In Progress account reclassified to individual fixed asset accts in April 2014.
- 3 426 Castenada Lien released, full \$1810.49 lien payment rec'd 2-19-2015 now current thru 2015
- 4 50 Montalvo Lien released, full \$2518.02 lien payment rec'd 12-28-2015 - current thru 2016