

**Forest Hill Association - Revenue & Expenditures**  
**7 months ending October 31, 2015 (58.3%)**

REVENUE	Actuals		Budget (12 months)	Over/(Under) Budget	
	October	7 Months		Amount	% Rec'd
Assessment-Members	926.35	27,693.09	321,800.00	(294,106.91)	8.6
Assessment-Non Members	0.00	0.00	6,500.00	(6,500.00)	0.0
<b>Assessments</b>	<b>926.35</b>	<b>27,693.09</b>	<b>328,300.00</b>	<b>(300,606.91)</b>	<b>8.4</b>
CH rentals-Members	5,825.00	35,225.00	30,400.00	4,825.00	115.9
CH rentals-Non Members	9,900.00	118,635.00	123,000.00	(4,365.00)	96.5
<b>Clubhouse Rentals</b>	<b>15,725.00</b>	<b>153,860.00</b>	<b>153,400.00</b>	<b>460.00</b>	<b>100.3</b>
Assessments	36.02	420.35	1,000.00	(579.65)	42.0
Admin. Fees	0.00	0.00	0.00	0.00	0.0
Financial Institution	13.27	780.14	500.00	280.14	156.0
<b>Interest Earned</b>	<b>49.29</b>	<b>1,200.49</b>	<b>1,500.00</b>	<b>(299.51)</b>	<b>80.0</b>
<b>TOTAL REVENUE</b>	<b>16,700.64</b>	<b>182,753.58</b>	<b>483,200.00</b>	<b>(300,446.42)</b>	<b>37.8</b>

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	October	7 Months			
Salary	8,433.75	43,148.75	72,270.00	29,121.25	59.7
Payroll Taxes	645.18	5,281.88	6,937.92	1,656.04	76.1
<b>Personnel Cost</b>	<b>9,078.93</b>	<b>48,430.63</b>	<b>79,207.92</b>	<b>30,777.29</b>	<b>61.1</b>
Liability	2,039.50	6,536.93	8,532.00	1,995.07	76.6
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	(10.14)	660.74	1,000.00	339.26	66.1
<b>Insurance</b>	<b>2,029.36</b>	<b>13,904.67</b>	<b>16,242.00</b>	<b>2,337.33</b>	<b>85.6</b>
<b>Property Tax</b>	<b>0.00</b>	<b>0.00</b>	<b>3,328.02</b>	<b>3,328.02</b>	<b>0.0</b>
Water & Sewer	0.00	1,310.69	2,490.00	1,179.31	52.6
Gas & Electric	344.60	2,774.53	4,500.00	1,725.47	61.7
Telephone	301.66	914.88	1,140.00	225.12	80.3
Trash Collection	172.55	1,181.24	2,097.78	916.54	56.3
<b>Utilities</b>	<b>818.81</b>	<b>6,181.34</b>	<b>10,227.78</b>	<b>4,046.44</b>	<b>60.4</b>
Electronic Security	115.00	982.80	1,385.00	402.20	71.0
Event Management	2,005.00	8,890.00	12,000.00	3,110.00	74.1
Event Cleaning	2,240.00	8,595.00	10,000.00	1,405.00	86.0
Advertising/Promotion	512.00	512.00	2,475.00	1,963.00	20.7
Maintenance Services	0.00	6,276.35	15,000.00	8,723.65	41.8
Maintenance Supplies	0.00	1,860.69	1,600.00	(260.69)	116.3
<b>Clubhouse Costs</b>	<b>4,872.00</b>	<b>27,116.84</b>	<b>42,460.00</b>	<b>15,343.16</b>	<b>63.9</b>

**Forest Hill Association - Revenue & Expenditures**  
**7 months ending October 31, 2015 (58.3%)**

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	October	7 Months			
Landscape Maintenance	3,829.00	27,386.00	57,110.00	29,724.00	48.0
Tree Care	0.00	0.00	47,930.00	47,930.00	0.0
Tree Removal/Storm Cleanup	0.00	5,483.55	17,500.00	12,016.45	31.3
Planting & Color	0.00	10,073.06	34,090.00	24,016.94	29.5
Irrigation	145.00	2,659.00	4,000.00	1,341.00	66.5
<b>Landscape Costs</b>	<b>3,974.00</b>	<b>45,601.61</b>	<b>160,630.00</b>	<b>115,028.39</b>	<b>28.4</b>
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	600.00	4,800.00	12,000.00	7,200.00	40.0
Computer Services	70.00	3,022.00	3,000.00	(22.00)	100.7
Reserve Study	0.00	0.00	0.00	0.00	0.0
<b>Professional Services</b>	<b>670.00</b>	<b>7,822.00</b>	<b>17,750.00</b>	<b>9,928.00</b>	<b>44.1</b>
<b>Debt Service for NRLOC</b>	<b>4,182.84</b>	<b>29,279.88</b>	<b>50,194.00</b>	<b>20,914.12</b>	<b>58.3</b>
Office Supplies	274.91	1,414.82	1,475.00	60.18	95.9
Printing & Copying	0.00	512.80	1,616.20	1,103.40	31.7
Postage & Shipping	138.00	316.10	1,625.13	1,309.03	19.5
Election Expenses	0.00	0.00	1,685.95	1,685.95	0.0
Permit Fees	151.33	1,645.33	605.00	(1,040.33)	272.0
Filing Fees	0.00	109.00	178.00	69.00	61.2
Misc Expenses	0.00	684.66	1,000.00	315.34	68.5
<b>Office Costs</b>	<b>564.24</b>	<b>4,682.71</b>	<b>8,185.28</b>	<b>3,502.57</b>	<b>57.2</b>
Community Events	500.00	5,397.69	10,100.00	4,702.31	53.4
Newsletter Printing	0.00	2,496.91	4,000.00	1,503.09	62.4
Newsletter Postage	0.00	874.56	1,800.00	925.44	48.6
Computer Services	0.00	2,374.38	3,600.00	1,225.62	66.0
<b>Community/Communications</b>	<b>500.00</b>	<b>11,143.54</b>	<b>19,500.00</b>	<b>8,356.46</b>	<b>57.1</b>
<b>TOTAL EXPENDITURES</b>	<b>26,690.18</b>	<b>194,163.22</b>	<b>407,725.00</b>	<b>213,561.78</b>	<b>47.6</b>

SUMMARY	Actuals		Budget (12 Months)
	October	7 Months	
Total Revenue	16,700.64	182,753.58	483,200.00
Total Expenditures	26,690.18	194,163.22	407,725.00
<b>Gain/Loss</b>	<b>(9,989.54)</b>	<b>(11,409.64)</b>	<b>75,475.00</b>

Month-End Cash Balance	308,208.21
Month-End Assessment Outstanding-Liened*	39,816.22
Month-End Assessment Outstanding-Current year	1,468.29

\* Number of Liened Properties

9

\* Amount includes past & current assessments & interest

**Forest Hill Association - Revenue & Expenditures**  
**Comparison Seven Months Ended October**

REVENUE	7 Months Ended		Better/(Worse) than Past	
	Oct-15	Oct-14	Amount	% Percent
Assessment-Members	27,693.09	17,556.25	10,136.84	57.7
Assessment-Non Members	0.00	283.31	(283.31)	(100.0)
<b>Assessments</b>	<b>27,693.09</b>	<b>17,839.56</b>	<b>9,853.53</b>	<b>55.2</b>
CH rentals-Members	35,225.00	28,700.00	6,525.00	22.7
CH rentals-Non Members	118,635.00	36,050.00	82,585.00	229.1
<b>Clubhouse Rentals</b>	<b>153,860.00</b>	<b>64,750.00</b>	<b>89,110.00</b>	<b>137.6</b>
Assessments	420.35	571.41	(151.06)	(26.4)
Admin. Fees	0.00	0.00	0.00	0.0
Financial Institution	780.14	191.79	588.35	306.8
<b>Interest Earned</b>	<b>1,200.49</b>	<b>763.20</b>	<b>437.29</b>	<b>57.3</b>
<b>TOTAL REVENUE</b>	<b>182,753.58</b>	<b>83,352.76</b>	<b>99,400.82</b>	<b>119.3</b>

EXPENDITURES	7 Months Ended		Better/(Worse) than Past	
	Oct-15	Oct-14	Amount	% Percent
Salary	43,148.75	23,258.13	(19,890.62)	(85.5)
Payroll Taxes	5,281.88	2,078.12	(3,203.76)	(154.2)
<b>Personnel Cost</b>	<b>48,430.63</b>	<b>25,336.25</b>	<b>(23,094.38)</b>	<b>(91.2)</b>
Liability	6,536.93	7,980.34	1,443.41	18.1
Umbrella	3,434.00	3,239.24	(194.76)	(6.0)
D&O	3,273.00	4,670.00	1,397.00	29.9
Workers' Comp	660.74	215.32	(445.42)	(206.9)
<b>Insurance</b>	<b>13,904.67</b>	<b>16,104.90</b>	<b>2,200.23</b>	<b>13.7</b>
<b>Property Tax</b>	<b>0.00</b>	<b>1,631.38</b>	<b>1,631.38</b>	<b>100.0</b>
Water & Sewer	1,310.69	1,439.07	128.38	8.9
Gas & Electric	2,774.53	1,904.89	(869.64)	(45.7)
Telephone	914.88	565.61	(349.27)	(61.8)
Trash Collection	1,181.24	1,018.63	(162.61)	(16.0)
<b>Utilities</b>	<b>6,181.34</b>	<b>4,928.20</b>	<b>(1,253.14)</b>	<b>(25.4)</b>
Electronic Security	982.80	630.00	(352.80)	(56.0)
Event Management	8,890.00	4,025.00	(4,865.00)	(120.9)
Event Cleaning	8,595.00	4,726.00	(3,869.00)	(81.9)
Advertising/Promotion	512.00	0.00	(512.00)	0.0
Maintenance Services	6,276.35	16,752.31	10,475.96	62.5
Maintenance Supplies	1,860.69	503.33	(1,357.36)	(269.7)
<b>Clubhouse Costs</b>	<b>27,116.84</b>	<b>26,636.64</b>	<b>(480.20)</b>	<b>(1.8)</b>

**Forest Hill Association - Revenue & Expenditures  
Comparison Seven Months Ended October**

EXPENDITURES continued	7 Months Ended		Better/(Worse) than Past	
	Oct-15	Oct-14	Amount	% Percent
Landscape Maintenance	27,386.00	30,632.00	3,246.00	10.6
Tree Care	0.00	21,360.00	21,360.00	100.0
Tree Removal/Storm Cleanup	5,483.55	7,956.00	2,472.45	31.1
Planting & Color	10,073.06	3,907.92	(6,165.14)	(157.8)
Irrigation	2,659.00	814.13	(1,844.87)	(226.6)
<b>Landscape Costs</b>	<b>45,601.61</b>	<b>64,670.05</b>	<b>19,068.44</b>	<b>29.5</b>
Legal Services	0.00	0.00	0.00	0.0
Audit/Financial Review	0.00	2,820.00	2,820.00	100.0
Accounting Services	4,800.00	4,200.00	(600.00)	(14.3)
Computer Services	3,022.00	900.00	(2,122.00)	(235.8)
Reserve Study	0.00	600.00	600.00	100.0
<b>Professional Services</b>	<b>7,822.00</b>	<b>8,520.00</b>	<b>698.00</b>	<b>8.2</b>
<b>Debt Service for NRLOC</b>	<b>29,279.88</b>	<b>35,849.77</b>	<b>6,569.89</b>	<b>18.3</b>
Office Supplies	1,414.82	877.41	(537.41)	(61.2)
Printing & Copying	512.80	233.60	(279.20)	(119.5)
Postage & Shipping	316.10	579.68	263.58	45.5
Election Expenses	0.00	135.95	135.95	100.0
Permit Fees	1,645.33	0.00	(1,645.33)	0.0
Filing Fees	109.00	85.00	(24.00)	(28.2)
Misc Expenses	684.66	106.25	(578.41)	(544.4)
<b>Office Costs</b>	<b>4,682.71</b>	<b>2,017.89</b>	<b>(2,664.82)</b>	<b>(132.1)</b>
Community Events	5,397.69	3,808.32	(1,589.37)	(41.7)
Newsletter Printing	2,496.91	2,127.26	(369.65)	(17.4)
Newsletter Postage	874.56	1,102.54	227.98	20.7
Computer Services	2,374.38	8,400.00	6,025.62	71.7
<b>Community/Communications</b>	<b>11,143.54</b>	<b>15,438.12</b>	<b>4,294.58</b>	<b>27.8</b>
<b>TOTAL EXPENDITURES</b>	<b>194,163.22</b>	<b>201,133.20</b>	<b>6,969.98</b>	<b>3.5</b>

SUMMARY	7 Months Ended		Better/(Worse) than Past	
	Oct-15	Oct-14	Amount	% Percent
Total Revenue	182,753.58	83,352.76	99,400.82	119.3
Total Expenditures	194,163.22	201,133.20	6,969.98	3.5
<b>Gain/Loss</b>	<b>(11,409.64)</b>	<b>(117,780.44)</b>	<b>106,370.80</b>	<b>90.3</b>

<b>M-E Cash</b>	308,208.21	278,984.87	29,223.34	10.5
<b>M-E Assmt - Liened</b>	39,816.22	41,626.71	1,810.49	4.3
<b>M-E Assmt -Current</b>	1,468.29	1,448.75	(19.54)	(1.3)

**Forest Hill Association - Revenue & Expenditures (Summary)**  
**7 months ending October 31, 2015 (58.3%)**

REVENUE	Actuals		Budget (12 months)	Over/(Under) Budget	
	October	7 Months		Amount	% Rec'd
Assessments	926.35	27,693.09	328,300.00	(300,606.91)	8.4
Clubhouse Rentals	15,725.00	153,860.00	153,400.00	460.00	100.3
Other Income	49.29	1,200.49	1,500.00	(299.51)	80.0
<b>TOTAL REVENUE</b>	<b>16,700.64</b>	<b>182,753.58</b>	<b>483,200.00</b>	<b>(300,446.42)</b>	<b>37.8</b>

EXPENDITURES	Actuals		Budget (12 months)	Remaining	
	October	7 Months		Amount	% spent
Personnel Cost	9,078.93	48,430.63	79,207.92	30,777.29	61.1
Insurance	2,029.36	13,904.67	16,242.00	2,337.33	85.6
Property Tax	0.00	0.00	3,328.02	3,328.02	0.0
Clubhouse Utilities	818.81	6,181.34	10,227.78	4,046.44	60.4
Clubhouse Costs	4,872.00	27,116.84	42,460.00	15,343.16	63.9
Landscape Costs	3,974.00	45,601.61	160,630.00	115,028.39	28.4
Professional Services	670.00	7,822.00	17,750.00	9,928.00	44.1
Debt Service for NRLOC	4,182.84	29,279.88	50,194.00	20,914.12	58.3
Office Costs	564.24	4,682.71	8,185.28	3,502.57	57.2
Community/Communications	500.00	11,143.54	19,500.00	8,356.46	57.1
<b>TOTAL EXPENDITURES</b>	<b>26,690.18</b>	<b>194,163.22</b>	<b>407,725.00</b>	<b>213,561.78</b>	<b>47.6</b>

SUMMARY	Actuals		Budget (12 Months)
	October	7 Months	
Total Revenue	16,700.64	182,753.58	483,200.00
Total Expenditures	26,690.18	194,163.22	407,725.00
<b>Gain/Loss</b>	<b>(9,989.54)</b>	<b>(11,409.64)</b>	<b>75,475.00</b>

Month-End Cash Balance	308,208.21
Month-End Assessment Outstanding-Liened*	39,816.22
Month-End Assessment Outstanding-Current year	1,468.29

\* Number of Liened Properties

9

\* Amount includes past & current assessments & interest

**FOREST HILL ASSOCIATION  
BALANCE SHEET  
October 31, 2015**

**CASH**

Union Bank Operating Acct	30,747.34
Union Bank Reserve/Surplus Acct	141,843.70
First Republic Bank/CDs	135,617.17
Total Cash	<u>\$ 308,208.21</u>

**RECEIVABLES**

2015 Current Assessments Receivable (3)	1,468.29
2015 Current Assessments Receivable from 9 Liens *	5,153.08 Note 3
Prior Year Assessments receivable - 9 Liens. (includes interest & admin fees) *	34,663.14 Note 3
Total Receivables	<u>\$41,284.51</u>

**TOTAL CASH and RECEIVABLES**

\$ 349,492.72

**FIXED ASSETS**

Property - Pre 2013 Renovation	36,571.46
Property - Post 2013 Renovation and Mar 31 2014 Adjustment	646,644.86 Note 1
<b>TOTAL FIXED ASSETS (Pre and Post Renovation)</b>	<u>683,216.32 Note 2</u>

**TOTAL ASSETS**

\$ 1,032,709.04

**LIABILITIES**

Union Bank NRLOC	348,644.62
Damage deposits (35 events @\$500 and 10 events @\$750)	25,000.00
Payroll payable	0.00
Deferred to FY 2016 CH Revenue-Member ( 5 @ \$720 )	3,600.00
Deferred to FY 2016 CH Revenue-Nonmember ( 14 @ \$ 1,168 )	16,350.00
<b>Total Liabilities (Union Bank NRLOC and Other Current Liabilities)</b>	<u>\$ 393,594.62</u>

**Net Worth**

\$ 639,114.42

**Cash Reconciliation**

Cash - Previous month balance sheet	<u>319,378.73</u>
Current month income	(8,115.05)
Net damage deposits received	(4,500.00)
Increase in deferred CH revenue	4,125.00
Decrease in NRLOC Balance	(2,680.47)
Current month cash - Balance Sheet	<u>308,208.21</u>

**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

### Accounts Receivable as of October 31, 2015

	A	B	C	D	E
Name	2015 Dues Invoiced	2015 Dues - Liened Members	Total Dues Invoiced	Prior Year Liens with Interest	Total 2015 Payments Expected
646 MEMBERS	317,943.10	5,153.08	323,096.18		317,943.10
59 NON-MEMBERS *	<u>30,857.82</u>		<u>30,857.82</u>		<u>7,534.49</u>
	348,800.92		353,954.00		<b>325,477.59</b>
<b>9 Liened Properties</b>					
420 Castenada Avenue		\$487.10		\$6,079.09	\$6,566.19
295 Dorantes Avenue		\$699.93		\$7,112.12	\$7,812.05
584 Magellan Avenue		\$409.29		\$2,988.34	\$3,397.63
1 Marcela Avenue		\$496.23		\$7,253.95	\$7,750.18
44 Mendosa Avenue		\$558.91		\$2,218.65	\$2,777.56
50 Montalvo Avenue		\$839.68		\$910.03	\$1,749.71
125 Montalvo Avenue		\$669.06		\$1,999.97	\$2,669.03
2266 Ninth Avenue		\$599.13		\$4,365.14	\$4,964.27
28 Sotelo Avenue		\$393.75		\$1,735.85	\$2,129.60
<b>Totals</b>	<b>\$348,800.92</b>	<b>\$5,153.08</b>		<b>\$34,663.14</b>	<b>\$39,816.22</b>

\* Nonmember Assessments are optional

Best Case Receivables - All Liens Paid =====>

**\$365,293.81**

Annual Assessments Paid in =>

	<u>2014</u>	<u>Expctd in 2015</u>
Members	\$256,020.07	\$317,943.10
14 Nonmembers Pay in 2014 ==>	<u>\$4,938.97</u>	<u>\$7,534.49</u>
Total Assessments Expect'd	<b>\$260,959.04</b>	<b>\$325,477.59</b>

<== 16 Nonmembers Opting to Pay in 2015

	<u>2014</u>	<u>2015</u>		Payments Received by Month and YTD	
				<u>2014</u>	<u>2015</u>
Payments Received December	\$101,971.00	<b>120,644.03</b>	<b>34.6%</b>		
Payments Received January	\$98,000.79	<b>120,604.32</b>	<b>34.6%</b>		
Payments Received February	\$24,242.93	<b>35,010.61</b>	<b>10.0%</b>		
Payments Received March	\$18,169.67	<b>18,638.70</b>	<b>5.3%</b>	92.9%	<b>90.6%</b>
Payments Received April	\$8,971.64	<b>4,283.86</b>	<b>1.2%</b>	96.3%	<b>91.9%</b>
Payments Received May	\$5,215.22	<b>14,023.14</b>	<b>4.0%</b>	98.3%	<b>96.2%</b>
Payments Received June	\$2,842.14	<b>1,652.24</b>	<b>0.5%</b>	99.4%	<b>96.7%</b>
Payments Received July	\$379.38	<b>3,813.36</b>	<b>1.1%</b>	99.6%	<b>97.9%</b>
Payments Received August	\$50.00	<b>2,495.28</b>	<b>0.7%</b>	99.6%	<b>98.7%</b>
Payments Received September	\$381.18	<b>1,847.42</b>	<b>0.5%</b>	99.7%	<b>99.2%</b>
Payments Received October	\$0.00	<b>926.35</b>	<b>0.3%</b>	99.7%	<b>99.5%</b>
Payments Received November	\$0.00				
Payments Received December	\$323.09				
Payments Received January	<u>\$412.00</u>				
	<b>\$260,959.04</b>	<b>323,939.31</b>	<b>99.5%</b>		