

**Forest Hill Association - Revenue & Expenditures**  
**12 months ending March 31, 2017 (100%)**

REVENUE	Actuals		Budget (12 months)	Over/(Under) Budget	
	March	12 months		Amount	% Rec'd
Assessment-Members	14,358.86	320,049.80	330,107.00	(10,057.20)	97.0
Assessment-Non Members	0.00	5,241.52	5,500.00	(258.48)	95.3
<b>Assessments</b>	<b>14,358.86</b>	<b>325,291.32</b>	<b>335,607.00</b>	<b>(10,315.68)</b>	<b>96.9</b>
CH rentals-Members	124.88	86,981.47	75,000.00	11,981.47	116.0
CH rentals-Non Members	0.00	14,935.00	25,000.00	(10,065.00)	59.7
<b>Clubhouse Rentals</b>	<b>124.88</b>	<b>101,916.47</b>	<b>100,000.00</b>	<b>1,916.47</b>	<b>101.9</b>
Assessments	44.09	1,491.69	500.00	991.69	298.3
Admin. Fees	0.00	100.00	125.00	(25.00)	80.0
Financial Institution	631.07	2,609.39	3,843.00	(1,233.61)	67.9
<b>Interest Earned</b>	<b>675.16</b>	<b>4,201.08</b>	<b>4,468.00</b>	<b>(266.92)</b>	<b>94.0</b>
<b>TOTAL REVENUE</b>	<b>15,158.90</b>	<b>431,408.87</b>	<b>440,075.00</b>	<b>(8,666.13)</b>	<b>98.0</b>

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	March	12 months			
Salary	5,411.00	44,065.00	63,700.00	19,635.00	69.2
Payroll Taxes	366.52	3,677.95	6,115.20	2,437.25	60.1
<b>Personnel Cost</b>	<b>5,777.52</b>	<b>47,742.95</b>	<b>69,815.20</b>	<b>22,072.25</b>	<b>68.4</b>
Liability	0.00	8,093.00	8,575.00	482.00	94.4
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	3,626.65	900.00	(2,726.65)	403.0
<b>Insurance</b>	<b>0.00</b>	<b>18,426.65</b>	<b>16,185.00</b>	<b>(2,241.65)</b>	<b>113.9</b>
<b>Property Tax</b>	<b>0.00</b>	<b>4,333.94</b>	<b>3,328.00</b>	<b>(1,005.94)</b>	<b>130.2</b>
Water & Sewer	600.00	4,249.33	2,490.00	(1,759.33)	170.7
Gas & Electric	426.42	4,686.82	4,500.00	(186.82)	104.2
Telephone	219.52	2,250.34	1,140.00	(1,110.34)	197.4
Trash Collection	172.55	2,363.71	2,097.78	(265.93)	112.7
<b>Utilities</b>	<b>1,418.49</b>	<b>13,550.20</b>	<b>10,227.78</b>	<b>(3,322.42)</b>	<b>132.5</b>
Electronic Security	0.00	1,619.10	1,700.00	80.90	95.2
Event Management	781.25	14,070.00	12,000.00	(2,070.00)	117.3
Event Cleaning	920.00	12,963.79	11,000.00	(1,963.79)	117.9
Event Security	342.00	1,784.50	7,425.00	5,640.50	24.0
Maintenance Services	715.40	17,947.44	17,000.00	(947.44)	105.6
Maintenance Supplies	0.00	1,648.40	1,600.00	(48.40)	103.0
<b>Clubhouse Costs</b>	<b>2,758.65</b>	<b>50,033.23</b>	<b>50,725.00</b>	<b>691.77</b>	<b>98.6</b>

**Forest Hill Association - Revenue & Expenditures**  
**12 months ending March 31, 2017 (100%)**

EXPENDITURES continued	Actuals		Budget (12 months)	Remaining Amount	% spent
	March	12 months			
Landscape Maintenance	4,800.00	57,506.00	57,200.00	(306.00)	100.5
Tree Care	22,277.00	42,798.00	44,000.00	1,202.00	97.3
Tree Removal/Storm Cleanup	5,568.00	30,579.00	19,000.00	(11,579.00)	160.9
Planting & Color	11,390.00	21,139.91	40,000.00	18,860.09	52.8
Irrigation	1,760.00	3,038.00	4,000.00	962.00	76.0
<b>Landscape Costs</b>	<b>45,795.00</b>	<b>155,060.91</b>	<b>164,200.00</b>	<b>9,139.09</b>	<b>94.4</b>
Legal Services	830.55	25,222.83	4,000.00	(21,222.83)	630.6
Audit/Financial Review	0.00	595.00	500.00	(95.00)	119.0
Accounting Services	2,000.00	13,522.00	12,000.00	(1,522.00)	112.7
Computer Services	150.00	290.00	6,000.00	5,710.00	4.8
Reserve Study	0.00	0.00	0.00	0.00	0.0
<b>Professional Services</b>	<b>2,980.55</b>	<b>39,629.83</b>	<b>22,500.00</b>	<b>(17,129.83)</b>	<b>176.1</b>
<b>Debt Service for NRLOC</b>	<b>3,074.90</b>	<b>36,898.80</b>	<b>36,900.00</b>	<b>1.20</b>	<b>100.0</b>
Office Supplies	32.01	886.01	2,800.00	1,913.99	31.6
Printing & Copying	0.00	396.75	1,000.00	603.25	39.7
Postage & Shipping	0.00	445.16	2,100.00	1,654.84	21.2
Election Expenses	847.97	2,142.41	1,685.00	(457.41)	127.1
Permit Fees	0.00	1,083.00	3,500.00	2,417.00	30.9
Filing Fees	0.00	119.00	500.00	381.00	23.8
Misc Expenses	0.00	75.00	800.00	725.00	9.4
<b>Office Costs</b>	<b>879.98</b>	<b>5,147.33</b>	<b>12,385.00</b>	<b>7,237.67</b>	<b>41.6</b>
Community Events	3,605.90	7,570.65	12,500.00	4,929.35	60.6
Newsletter Printing	0.00	1,592.10	4,200.00	2,607.90	37.9
Newsletter Postage	0.00	719.56	1,700.00	980.44	42.3
Computer Services	0.00	1,200.00	3,600.00	2,400.00	33.3
<b>Community/Communications</b>	<b>3,605.90</b>	<b>11,082.31</b>	<b>22,000.00</b>	<b>10,917.69</b>	<b>50.4</b>
<b>TOTAL EXPENDITURES</b>	<b>66,290.99</b>	<b>381,906.15</b>	<b>408,265.98</b>	<b>26,359.83</b>	<b>93.5</b>

SUMMARY	Actuals		Budget (12 Months)
	March	12 months	
Total Revenue	15,158.90	431,408.87	440,075.00
Total Expenditures	66,290.99	381,906.15	408,265.98
Gain/Loss	(51,132.09)	49,502.72	31,809.02

Month-End Cash Balance	260,361.02
Month-End Assessment Outstanding-Liened*	48,213.07
Month-End Assessment Outstanding-Current year	36,456.53

\* Number of Liened Properties

7

\* 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-17	Mar-16	Amount	Percent
Assessment-Members	320,049.80	304,395.39	15,654.41	5.1
Assessment-Non Members	5,241.52	7,486.87	(2,245.35)	(30.0)
<b>Assessments</b>	<b>325,291.32</b>	<b>311,882.26</b>	<b>13,409.06</b>	<b>4.3</b>
CH rentals-Members	86,981.47	52,266.29	34,715.18	66.4
CH rentals-Non Members	14,935.00	126,140.00	(111,205.00)	(88.2)
<b>Clubhouse Rentals</b>	<b>101,916.47</b>	<b>178,406.29</b>	<b>(76,489.82)</b>	<b>(42.9)</b>
Assessments	1,491.69	359.55	1,132.14	314.9
Admin. Fees	100.00	125.00	(25.00)	(20.0)
Financial Institution	2,609.39	2,018.36	591.03	29.3
<b>Interest Earned</b>	<b>4,201.08</b>	<b>2,502.91</b>	<b>1,698.17</b>	<b>67.8</b>
<b>TOTAL REVENUE</b>	<b>431,408.87</b>	<b>492,791.46</b>	<b>(61,382.59)</b>	<b>(12.5)</b>

EXPENDITURES	12 Months Ended		Better/(Worse) than Past	
	Mar-17	Mar-16	Amount	Percent
Salary	44,065.00	72,213.75	28,148.75	39.0
Payroll Taxes	3,677.95	7,659.35	3,981.40	52.0
<b>Personnel Cost</b>	<b>47,742.95</b>	<b>79,873.10</b>	<b>32,130.15</b>	<b>40.2</b>
Liability	8,093.00	8,576.43	483.43	5.6
Umbrella	3,434.00	3,434.00	0.00	0.0
D&O	3,273.00	3,273.00	0.00	0.0
Workers' Comp	3,626.65	795.99	(2,830.66)	(355.6)
<b>Insurance</b>	<b>18,426.65</b>	<b>16,079.42</b>	<b>(2,347.23)</b>	<b>(14.6)</b>
<b>Property Tax</b>	<b>4,333.94</b>	<b>4,405.90</b>	<b>71.96</b>	<b>1.6</b>
Water & Sewer	4,249.33	1,725.62	(2,523.71)	(146.2)
Gas & Electric	4,686.82	5,294.40	607.58	11.5
Telephone	2,250.34	1,709.02	(541.32)	(31.7)
Trash Collection	2,363.71	2,126.39	(237.32)	(11.2)
<b>Utilities</b>	<b>13,550.20</b>	<b>10,855.43</b>	<b>(2,694.77)</b>	<b>(24.8)</b>
Electronic Security	1,619.10	1,872.64	253.54	13.5
Event Management	14,070.00	13,760.00	(310.00)	(2.3)
Event Cleaning	12,963.79	14,438.50	1,474.71	10.2
Event Security	1,784.50	1,139.34	(645.16)	(56.6)
Maintenance Services	17,947.44	10,739.35	(7,208.09)	(67.1)
Maintenance Supplies	1,648.40	2,660.73	1,012.33	38.0
<b>Clubhouse Costs</b>	<b>50,033.23</b>	<b>44,610.56</b>	<b>(5,422.67)</b>	<b>(12.2)</b>

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

EXPENDITURES continued	12 Months Ended		Better/(Worse) than Past	
	Mar-17	Mar-16	Amount	Percent
Landscape Maintenance	57,506.00	46,531.00	(10,975.00)	(23.6)
Tree Care	42,798.00	41,619.00	(1,179.00)	(2.8)
Tree Removal/Storm Cleanup	30,579.00	16,105.05	(14,473.95)	(89.9)
Planting & Color	21,139.91	30,432.37	9,292.46	30.5
Irrigation	3,038.00	2,968.48	(69.52)	(2.3)
<b>Landscape Costs</b>	<b>155,060.91</b>	<b>137,655.90</b>	<b>(17,405.01)</b>	<b>(12.6)</b>
Legal Services	25,222.83	0.00	(25,222.83)	0.0
Audit/Financial Review	595.00	0.00	(595.00)	0.0
Accounting Services	13,522.00	9,400.00	(4,122.00)	(43.9)
Computer Services	290.00	7,150.00	6,860.00	95.9
Reserve Study	0.00	0.00	0.00	0.0
<b>Professional Services</b>	<b>39,629.83</b>	<b>16,550.00</b>	<b>(23,079.83)</b>	<b>(139.5)</b>
<b>Debt Service for NRLOC</b>	<b>36,898.80</b>	<b>50,194.08</b>	<b>13,295.28</b>	<b>26.5</b>
Office Supplies	886.01	2,692.24	1,806.23	67.1
Printing & Copying	396.75	835.68	438.93	52.5
Postage & Shipping	445.16	1,734.71	1,289.55	74.3
Election Expenses	2,142.41	728.89	(1,413.52)	(193.9)
Permit Fees	1,083.00	5,434.81	4,351.81	80.1
Filing Fees	119.00	137.00	18.00	13.1
Misc Expenses	75.00	781.66	706.66	90.4
<b>Office Costs</b>	<b>5,147.33</b>	<b>12,344.99</b>	<b>7,197.66</b>	<b>58.3</b>
Community Events	7,570.65	10,233.49	2,662.84	26.0
Newsletter Printing	1,592.10	4,052.04	2,459.94	60.7
Newsletter Postage	719.56	1,594.12	874.56	54.9
Computer Services	1,200.00	3,574.38	2,374.38	66.4
<b>Community/Communications</b>	<b>11,082.31</b>	<b>19,454.03</b>	<b>8,371.72</b>	<b>43.0</b>
<b>TOTAL EXPENDITURES</b>	<b>381,906.15</b>	<b>392,023.41</b>	<b>10,117.26</b>	<b>2.6</b>

SUMMARY	12 Months Ended		Better/(Worse) than Past	
	Mar-17	Mar-16	Amount	Percent
Total Revenue	431,408.87	492,791.46	(61,382.59)	(12.5)
Total Expenditures	381,906.15	392,023.41	10,117.26	2.6
<b>Gain/Loss</b>	<b>49,502.72</b>	<b>100,768.05</b>	<b>(51,265.33)</b>	<b>(50.9)</b>

M-E Cash	260,361.02	346,213.18	(85,852.16)	(24.8)
M-E Assmt - Liened	48,213.07	45,113.95	(3,099.12)	(6.9)
M-E Assmt -Current	36,456.53	44,272.35	7,815.82	17.7

## Accounts Receivable as of March 31, 2017

	A	B	C	D	E
Name	2017 Dues Invoiced	2017 Dues - Liened Members	Total Dues Invoiced	Prior Yr Liens w Int/fees	2017 Dues Payments Expected
650 MEMBERS	316,366.15	3,754.49	320,120.64		316,366.15
57 NON-MEMBERS *	<u>29,728.26</u>		<u>29,728.26</u>		<u>7,486.61</u>
	346,094.41		349,848.90		<b>323,852.76</b>
<b><u>7 Liened Properties</u></b>					
420 Castenada Avenue		\$487.10		\$7,943.97	\$8,431.07
295 Dorantes Avenue		\$699.93		\$9,656.46	\$10,356.39
584 Magellan Avenue		\$409.29		\$4,350.13	\$4,759.42
1 Marcela Avenue		\$496.23		\$9,265.55	\$9,761.78
125 Montalvo Avenue		\$669.06		\$3,855.47	\$4,524.53
2266 Ninth Avenue		\$599.13		\$6,483.79	\$7,082.92
28 Sotelo Avenue		\$393.75		\$2,903.21	\$3,296.96
<b>Totals</b>	<b><u>\$346,094.41</u></b>	<b><u>\$3,754.49</u></b>		<b><u>\$44,458.58</u></b>	<b><u>\$48,213.07</u></b>

\* Nonmember Assessments are optional

Best Case 2016 Payments - All Liens Paid =====>

**\$372,065.83**

Annual Assessments Paid in ==>

Members  
16 Nonmembers Pay in 2016 ==>

<u>2016</u>	<u>Expt'd 2017</u>
\$316,366.15	\$317,201.52
<u>\$7,486.61</u>	<u>\$7,486.61</u>

<== Est 16 NonMembers Vol Pay in 2017

Total Assessments

**\$283,036.33** **\$324,688.13**

Payments Received by Month and YTD	
<u>2016</u>	<u>2017</u>

	<u>2016 Dues Paid YTD</u>	<u>2017 Dues Paid YTD</u>			
Payments Received December	\$108,889.50	\$126,982.93	39.2%	33.3%	39.2%
Payments Received January	\$120,433.31	\$114,920.75	35.5%	70.1%	74.7%
Payments Received February	\$34,359.39	\$26,773.79	8.3%	80.6%	83.0%
Payments Received March	\$17,588.41	\$14,358.86	4.4%	86.0%	87.4%
Payments Received April	\$15,760.26		0.0%	90.8%	
Payments Received May	\$8,673.57		0.0%	93.4%	
Payments Received June	\$5,495.48		0.0%	95.1%	
Payments Received July	\$1,443.39		0.0%	95.5%	
Payments Received August	\$461.89		0.0%	95.7%	
Payments Received September	\$8,875.00		0.0%	98.4%	
Payments Received October	\$3,730.46		0.0%	99.5%	
Payments Received November	\$660.02		0.0%	99.7%	
Payments Received December	<u>\$835.37</u>		0.0%	100.0%	
	<b>\$327,206.05</b>	<b>\$283,036.33</b>	<b>87.4%</b>		



**FOREST HILL ASSOCIATION  
BALANCE SHEET  
March 31, 2017**

**CASH**

Union Bank Operating Acct	(157.03)
Union Bank Reserve/Surplus Acct	120,050.02
First Republic Bank Acct/CDs	140,468.03
<b>Total Cash</b>	<b>\$ 260,361.02</b>

**RECEIVABLES**

2017 Current Assessments Receivable	36,456.53
2017 Current Assessments Receivable from 7 Liens *	3,754.49 Note 3,4,5
Prior Year Assessments receivable - 7 Liens (includes interest & admin fees) *	44,458.58 Note 3,4,5
<b>Total Receivables</b>	<b>\$84,669.60</b>

**TOTAL CASH and RECEIVABLES**

**\$ 345,030.62**

**FIXED ASSETS**

Property - Pre 2013 Renovation	36,571.46
Property - Post 2013 Renovation plus 3/31/2014 and 5/11/2016 Adjustments	668,101.11 Note 1
<b>TOTAL FIXED ASSETS (Pre and Post Renovation)</b>	<b>704,672.57 Note 2</b>

**TOTAL ASSETS**

**\$ 1,049,703.19**

**LIABILITIES**

Union Bank NRLOC	144,474.12
Damage deposits (1 event @\$500 and 16 events @\$750)	12,500.00
Deferred Clubhouse Rental Revenue	16,875.00
<b>Total Liabilities (Union Bank NRLOC and Other Current Liabilities)</b>	<b>\$ 173,849.12</b>

**Net Worth**

**\$ 875,854.07**

**Cash Reconciliation**

	<b>Cash Basis</b>
Cash - Previous month balance sheet	382,447.51
Current month income	(48,327.05)
Net change - Other receivable and payroll tax payable	(179.40)
Net damage deposits received	500.00
Increase in deferred CH revenue	5,125.00
Decrease in NRLOC Balance	(79,205.04)
<b>Current month cash - Balance Sheet</b>	<b>260,361.02</b>

**Notes:**

- 1 Fixed asset schedule in QuickBooks reconciled to tax return depreciation (\$8,354) detail  
Yamaha baby grand piano added as new asset \$21,945.63, May 11, 2016.
- 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
- 5 44 Mendosa Lien released, full \$3,843.15 lien payment received 9/16/2016