

**Forest Hill Association - Revenue & Expenditures**  
**7 months ending October 31, 2016 (58.3%)**

REVENUE	Actuals		Budget (12 months)	Over/(Under) Amount	Budget % Rec'd
	October	7 Months			
Assessment-Members	3,231.15	41,595.05	330,107.00	(288,511.95)	12.6
Assessment-Non Members	0.00	0.00	5,500.00	(5,500.00)	0.0
<b>Assessments</b>	<b>3,231.15</b>	<b>41,595.05</b>	<b>335,607.00</b>	<b>(294,011.95)</b>	<b>12.4</b>
CH rentals-Members	5,375.00	75,169.21	75,000.00	169.21	100.2
CH rentals-Non Members	0.00	14,725.00	25,000.00	(10,275.00)	58.9
<b>Clubhouse Rentals</b>	<b>5,375.00</b>	<b>89,894.21</b>	<b>100,000.00</b>	<b>(10,105.79)</b>	<b>89.9</b>
Assessments	219.30	1,394.31	500.00	894.31	278.9
Admin. Fees	0.00	100.00	125.00	(25.00)	80.0
Financial Institution	4.90	1,329.06	3,843.00	(2,513.94)	34.6
<b>Interest Earned</b>	<b>224.20</b>	<b>2,823.37</b>	<b>4,468.00</b>	<b>(1,644.63)</b>	<b>63.2</b>
<b>TOTAL REVENUE</b>	<b>8,830.35</b>	<b>134,312.63</b>	<b>440,075.00</b>	<b>(305,762.37)</b>	<b>30.5</b>

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	October	7 Months			
Salary	3,663.00	24,927.00	63,700.00	38,773.00	39.1
Payroll Taxes	280.21	2,011.91	6,115.20	4,103.29	32.9
<b>Personnel Cost</b>	<b>3,943.21</b>	<b>26,938.91</b>	<b>69,815.20</b>	<b>42,876.29</b>	<b>38.6</b>
Liability Umbrella	1,918.00	6,175.00	8,575.00	2,400.00	72.0
D&O	0.00	3,434.00	3,435.00	1.00	100.0
Workers' Comp	0.00	3,273.00	3,275.00	2.00	99.9
<b>Insurance</b>	<b>1,918.00</b>	<b>13,798.78</b>	<b>16,185.00</b>	<b>2,386.22</b>	<b>85.3</b>
<b>Property Tax</b>	<b>2,237.65</b>	<b>2,096.29</b>	<b>3,328.00</b>	<b>1,231.71</b>	<b>63.0</b>
Water & Sewer	378.50	2,606.57	2,490.00	(116.57)	104.7
Gas & Electric	310.79	2,284.59	4,500.00	2,215.41	50.8
Telephone	248.47	1,215.78	1,140.00	(75.78)	106.6
Trash Collection	213.75	1,369.40	2,097.78	728.38	65.3
<b>Utilities</b>	<b>1,151.51</b>	<b>7,476.34</b>	<b>10,227.78</b>	<b>2,751.44</b>	<b>73.1</b>
Electronic Security	80.00	774.68	1,700.00	925.32	45.6
Event Management	1,337.50	7,895.00	12,000.00	4,105.00	65.8
Event Cleaning	515.00	7,578.79	11,000.00	3,421.21	68.9
Event Security	390.00	1,180.00	7,425.00	6,245.00	15.9
Maintenance Services	0.00	15,841.67	17,000.00	1,158.33	93.2
Maintenance Supplies	330.57	1,193.19	1,600.00	406.81	74.6
<b>Clubhouse Costs</b>	<b>2,653.07</b>	<b>34,463.33</b>	<b>50,725.00</b>	<b>16,261.67</b>	<b>67.9</b>

**Forest Hill Association - Revenue & Expenditures**  
**7 months ending October 31, 2016 (58.3%)**

EXPENDITURES	Actuals		Budget (12 months)	Remaining Amount	% spent
	October	7 Months			
Landscape Maintenance	4,800.00	33,506.00	57,200.00	23,694.00	58.6
Tree Care	0.00	20,521.00	44,000.00	23,479.00	46.6
Tree Removal/Storm Cleanup	0.00	17,141.00	19,000.00	1,859.00	90.2
Planting & Color	0.00	7,323.91	40,000.00	32,676.09	18.3
Irrigation	0.00	1,278.00	4,000.00	2,722.00	32.0
<b>Landscape Costs</b>	<b>4,800.00</b>	<b>79,769.91</b>	<b>164,200.00</b>	<b>84,430.09</b>	<b>48.6</b>
Legal Services	5,585.63	20,988.90	4,000.00	(16,988.90)	524.7
Audit/Financial Review	0.00	595.00	500.00	(95.00)	119.0
Accounting Services	1,000.00	8,245.00	12,000.00	3,755.00	68.7
Computer Services	0.00	140.00	6,000.00	5,860.00	2.3
Reserve Study	0.00	0.00	0.00	0.00	0.0
<b>Professional Services</b>	<b>6,585.63</b>	<b>29,968.90</b>	<b>22,500.00</b>	<b>(7,468.90)</b>	<b>133.2</b>
<b>Debt Service for NRLOC</b>	<b>3,074.90</b>	<b>21,524.30</b>	<b>36,900.00</b>	<b>15,375.70</b>	<b>58.3</b>
Office Supplies	146.31	729.88	2,800.00	2,070.12	26.1
Printing & Copying	0.00	0.00	1,000.00	1,000.00	0.0
Postage & Shipping	0.00	49.00	2,100.00	2,051.00	2.3
Election Expenses	0.00	0.00	1,685.00	1,685.00	0.0
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>146.31</b>	<b>2,055.88</b>	<b>12,385.00</b>	<b>10,329.12</b>	<b>16.6</b>
Community Events	0.00	2,038.38	12,500.00	10,461.62	16.3
Newsletter Printing	0.00	796.05	4,200.00	3,403.95	19.0
Newsletter Postage	0.00	359.78	1,700.00	1,340.22	21.2
Computer Services	0.00	600.00	3,600.00	3,000.00	16.7
<b>Community/Communications</b>	<b>0.00</b>	<b>3,794.21</b>	<b>22,000.00</b>	<b>18,205.79</b>	<b>17.2</b>
<b>TOTAL EXPENDITURES</b>	<b>26,510.28</b>	<b>221,886.85</b>	<b>408,265.98</b>	<b>186,379.13</b>	<b>54.3</b>

SUMMARY	Actuals		Budget (12 Months)
	October	7 Months	
Total Revenue	8,830.35	134,312.63	440,075.00
Total Expenditures	26,510.28	221,886.85	408,265.98
<b>Gain/Loss</b>	<b>(17,679.93)</b>	<b>(87,574.22)</b>	<b>31,809.02</b>

<b>Month-End Cash Balance</b>	<b>193,072.39</b>
<b>Month-End Assessment Outstanding-Liened*</b>	<b>37,990.21</b>
<b>Month-End Assessment Outstanding-Current year</b>	<b>1,719.08</b>

\* Number of Liened Properties

7

\* 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-16	Oct-15	Amount	% Percent
Assessment-Members	41,595.05	27,693.09	13,901.96	50.2
Assessment-Non Members	0.00	0.00	0.00	0.0
<b>Assessments</b>	<b>41,595.05</b>	<b>27,693.09</b>	<b>13,901.96</b>	<b>50.2</b>
CH rentals-Members	75,169.21	35,225.00	39,944.21	113.4
CH rentals-Non Members	14,725.00	118,635.00	(103,910.00)	(87.6)
<b>Clubhouse Rentals</b>	<b>89,894.21</b>	<b>153,860.00</b>	<b>(63,965.79)</b>	<b>(41.6)</b>
Assessments	1,394.31	420.35	973.96	231.7
Admin. Fees	100.00	0.00	100.00	0.0
Financial Institution	1,329.06	780.14	548.92	70.4
<b>Interest Earned</b>	<b>2,823.37</b>	<b>1,200.49</b>	<b>1,622.88</b>	<b>135.2</b>
<b>TOTAL REVENUE</b>	<b>134,312.63</b>	<b>182,753.58</b>	<b>(48,440.95)</b>	<b>(26.5)</b>

EXPENDITURES	7 Months Ended		Better/(Worse) than Past	
	Oct-16	Oct-15	Amount	% Percent
Salary	24,927.00	43,148.75	18,221.75	42.2
Payroll Taxes	2,011.91	5,281.88	3,269.97	61.9
<b>Personnel Cost</b>	<b>26,938.91</b>	<b>48,430.63</b>	<b>21,491.72</b>	<b>44.4</b>
Liability	6,175.00	6,536.93	361.93	5.5
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	916.78	660.74	(256.04)	(38.8)
<b>Insurance</b>	<b>13,798.78</b>	<b>13,904.67</b>	<b>105.89</b>	<b>0.8</b>
<b>Property Tax</b>	<b>2,096.29</b>	<b>0.00</b>	<b>(2,096.29)</b>	<b>0.0</b>
Water & Sewer	2,606.57	1,310.69	(1,295.88)	(98.9)
Gas & Electric	2,284.59	2,774.53	489.94	17.7
Telephone	1,215.78	914.88	(300.90)	(32.9)
Trash Collection	1,369.40	1,181.24	(188.16)	(15.9)
<b>Utilities</b>	<b>7,476.34</b>	<b>6,181.34</b>	<b>(1,295.00)</b>	<b>(21.0)</b>
Electronic Security	774.68	982.80	208.12	21.2
Event Management	7,895.00	8,890.00	995.00	11.2
Event Cleaning	7,578.79	8,595.00	1,016.21	11.8
Event Security	1,180.00	512.00	(668.00)	(130.5)
Maintenance Services	15,841.67	6,276.35	(9,565.32)	(152.4)
Maintenance Supplies	1,193.19	1,860.69	667.50	35.9
<b>Clubhouse Costs</b>	<b>34,463.33</b>	<b>27,116.84</b>	<b>(7,346.49)</b>	<b>(27.1)</b>

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

EXPENDITURES continued	7 Months Ended		Better/(Worse) than Past	
	Oct-16	Oct-15	Amount	% Percent
Landscape Maintenance	33,506.00	27,386.00	(6,120.00)	(22.3)
Tree Care	20,521.00	0.00	(20,521.00)	0.0
Tree Removal/Storm Cleanup	17,141.00	5,483.55	(11,657.45)	(212.6)
Planting & Color	7,323.91	10,073.06	2,749.15	27.3
Irrigation	1,278.00	2,659.00	1,381.00	51.9
<b>Landscape Costs</b>	<b>79,769.91</b>	<b>45,601.61</b>	<b>(34,168.30)</b>	<b>(74.9)</b>
Legal Services	20,988.90	0.00	(20,988.90)	0.0
Audit/Financial Review	595.00	0.00	(595.00)	0.0
Accounting Services	8,245.00	4,800.00	(3,445.00)	(71.8)
Computer Services	140.00	3,022.00	2,882.00	95.4
Reserve Study	0.00	0.00	0.00	0.0
<b>Professional Services</b>	<b>29,968.90</b>	<b>7,822.00</b>	<b>(22,146.90)</b>	<b>(283.1)</b>
<b>Debt Service for NRLOC</b>	<b>21,524.30</b>	29,279.88	<b>7,755.58</b>	<b>26.5</b>
Office Supplies	729.88	1,414.82	684.94	48.4
Printing & Copying	0.00	512.80	512.80	100.0
Postage & Shipping	49.00	316.10	267.10	84.5
Election Expenses	0.00	0.00	0.00	0.0
Permit Fees	1,083.00	1,645.33	562.33	34.2
Filing Fees	119.00	109.00	(10.00)	(9.2)
Misc Expenses	75.00	684.66	609.66	89.0
<b>Office Costs</b>	<b>2,055.88</b>	<b>4,682.71</b>	<b>2,626.83</b>	<b>56.1</b>
Community Events	2,038.38	5,397.69	3,359.31	62.2
Newsletter Printing	796.05	2,496.91	1,700.86	68.1
Newsletter Postage	359.78	874.56	514.78	58.9
Computer Services	600.00	2,374.38	1,774.38	74.7
<b>Community/Communications</b>	<b>3,794.21</b>	<b>11,143.54</b>	<b>7,349.33</b>	<b>66.0</b>
<b>TOTAL EXPENDITURES</b>	<b>221,886.85</b>	<b>194,163.22</b>	<b>(27,723.63)</b>	<b>(14.3)</b>

SUMMARY	7 Months Ended		Better/(Worse) than Past	
	Oct-16	Oct-15	Amount	% Percent
Total Revenue	134,312.63	182,753.58	(48,440.95)	(26.5)
Total Expenditures	221,886.85	194,163.22	(27,723.63)	(14.3)
<b>Gain/Loss</b>	<b>(87,574.22)</b>	<b>(11,409.64)</b>	<b>(76,164.58)</b>	<b>(667.5)</b>

<b>M-E Cash</b>	193,072.39	308,208.21	(115,135.82)	(37.4)
<b>M-E Assmt - Liened</b>	37,990.21	45,113.95	7,123.74	15.8
<b>M-E Assmt -Current</b>	1,719.08	1,468.29	(250.79)	(17.1)

### Accounts Receivable as of October 31, 2016

Name	A 2016 Dues Invoiced	B 2016 Dues - Liened Members	C Total Dues Invoiced	D Prior Yr Liens w Int/fees	E 2016 Dues Payments Expected
649 MEMBERS	318,397.60	3,754.49	322,152.09		318,397.60
58 NON-MEMBERS *	<u>30,857.82</u>		<u>30,857.82</u>		<u>7,486.61</u>
	349,255.42		353,009.91		<b>325,884.21</b>
<b><u>7 Liened Properties</u></b>					
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
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
<b>Totals</b>	<b><u>\$349,255.42</u></b>	<b><u>\$3,754.49</u></b>		<b><u>\$37,797.59</u></b>	<b><u>\$41,552.08</u></b>

\* Nonmember Assessments are optional

Best Case 2016 Payments - All Liens Paid =====> **\$367,436.29**

Annual Assessments Paid in =>

	<u>2015</u>	<u>Expt'd 2016</u>
Members	\$319,781.69	\$318,397.60
16 Nonmembers Pay in 2015 ==>	<u>\$7,145.36</u>	<u>\$7,486.61</u>
<b>Total Assessments</b>	<b><u>\$326,927.05</u></b>	<b><u>\$325,884.21</u></b>

<== 16 Nonmembers Paid in 2016

	2015 Dues Paid YTD	2016 Dues Paid YTD		Payments Received by Month and YTD	
				<u>2015</u>	<u>2016</u>
Payments Received December	\$120,644.03	\$108,889.50	33.4%	36.9%	33.4%
Payments Received January	\$120,604.32	\$120,433.31	37.0%	73.8%	70.4%
Payments Received February	\$35,010.61	\$34,359.39	10.5%	84.5%	80.9%
Payments Received March	\$18,638.70	\$17,588.41	5.4%	90.2%	86.3%
Payments Received April	\$4,283.86	\$15,760.26	4.8%	91.5%	91.1%
Payments Received May	\$14,023.14	\$8,673.57	2.7%	95.8%	93.8%
Payments Received June	\$1,652.24	\$5,495.48	1.7%	96.3%	95.5%
Payments Received July	\$3,813.36	\$1,443.39	0.4%	97.5%	95.9%
Payments Received August	\$2,495.28	\$461.89	0.1%	98.2%	96.1%
Payments Received September	\$1,847.42	\$8,875.00	2.7%	98.8%	98.8%
Payments Received October	\$926.35	\$3,730.46	1.1%	99.1%	99.9%
Payments Received November	\$1,027.40			99.4%	
Payments Received December	<u>\$1,960.34</u>			100.0%	
	<b>\$326,927.05</b>	<b>\$325,710.66</b>	<b>99.9%</b>		

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

**CASH**

Union Bank Operating Acct	31,836.87
Union Bank Reserve/Surplus Acct	22,333.39
First Republic Bank Acct/CDs	138,902.13
<b>Total Cash</b>	<b>\$ 193,072.39</b>

**RECEIVABLES**

2016 Current Assessments Receivable	1,719.08
<b>2016 Current Assessments Receivable from 7 Liens *</b>	3,754.49
Prior Year Assessments receivable - 7 Liens (includes interest & admin fees) *	37,797.59
<b>Total Receivables</b>	<b>\$43,271.16</b>

**TOTAL CASH and RECEIVABLES**

**\$ 236,343.55**

**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
<b>TOTAL FIXED ASSETS (Pre and Post Renovation)</b>	<b>704,672.57</b>

**TOTAL ASSETS**

**\$ 941,016.12**

**LIABILITIES**

Union Bank NRLOC	232,068.03
Damage deposits (4 events @\$500 and 18 events @\$750)	15,500.00
Deferred Clubhouse Rental Revenue	2,718.75
Due Received in Advance (75 Magellan)	499.28

**Total Liabilities (Union Bank NLROC and Other Current Liabilities)**

**\$ 250,786.06**

**Net Worth**

**\$ 690,230.06**

**Cash Reconciliation**

	<u>Cash Basis</u>
Cash - Previous month balance sheet	212,003.54
Current month income	(15,581.23)
Net change - Other receivable and payroll tax payable	499.28
Net damage deposits received	(1,750.00)
Increase in deferred CH revenue	-
Decrease in NRLOC Balance	(2,099.20)
<b>Current month cash - Balance Sheet</b>	<b>193,072.39</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