

	Jan - Dec 16	2016 Budget	\$ Over Budget	2017 Budget	2017 Budget Notes
Income					
4000 · HOA Dues	100,340.00	96,000.00	4,340.00	105,000.00	29 hms @ \$160/mo + 42 Lots @ \$90/mo
4010 · Prior Year Back Dues/Penalties	3,000.00	0.00	3,000.00	0.00	
4150 · Late fees from dues	1,525.00	2,000.00	(475.00)	2,000.00	
4175 · Remote Controls - Gate Access	375.00	75.00	300.00	200.00	assume 8
4300 · Event Revenue					
4200 · HOA Member Events					
4201 · Weddings	0.00	1,740.00	(1,740.00)	2,800.00	1 wedding (cost + 1000)
4289 · HOA Member Event Equip. Rental	424.75				
4200 · HOA Member Events - Other	1,280.00	1,085.00	195.00	1,200.00	implement recommendation of \$6/person over 25
Total 4200 · HOA Member Events	1,704.75	2,825.00	(1,120.25)	4,000.00	
4299 · OSUG Event Equip. Rentals	20,008.53	19,049.87	958.66	20,000.00	
4301 · OSUG Weddings	260,514.77	294,468.21	(33,953.44)	280,000.00	
4303 · OSUG Corporate Events	3,700.00	584.28	3,115.72	6,000.00	goal - to sell 1 corporate event this year
Total 4300 · Event Revenue	285,928.05	316,927.36	(30,999.31)	310,000.00	
4400 · Plan Review charges	900.00	950.00	(50.00)	1,500.00	5 homes
4500 · Apartment Rent Income					
4501 · CH Apartment Rent Income	11,400.00	10,450.00	950.00	10,450.00	assume 11 month occupancy
4502 · Shop Apartment Rent income	8,360.00	8,360.00	0.00	6,966.67	assume 11 month occupancy
Total 4500 · Apartment Rent Income	19,760.00	18,810.00	950.00	17,416.67	
4700 · Interest Income	740.11	199.38	540.73	330.00	
4900 · Miscellaneous Income	56.68	480.00	(423.32)	200.00	
Total Income	412,624.84	435,441.74	(22,816.90)	436,646.67	
Gross Profit	412,624.84	435,441.74	(22,816.90)	436,646.67	
Expense					
6000 · Staffing Expenses					
6001 · Salaries & Wages	123,976.41	146,912.04	(22,935.63)	143,171.00	
6005 · Payroll Tax Expenses	17,980.82	14,343.36	3,637.46	20,782.89	computed based on actuals last year
6010 · Employee Benefits	7,114.25	2,887.38	4,226.87	8,421.00	6 paid holiday + 2 wks paid vacation + 5 days paid sick leave
6011 · Workers Comp.	11,557.51	960.00	10,597.51	5,400.00	\$6k is in the wrong spot in 2016 & should go to insurance - should rename this to Unemployment Insurance
6030 · Staff Development	318.00	188.90	129.10	350.00	
6040 · Contractors Maintenance	13,481.94	6,161.04	7,320.90	9,600.00	Cleaning crew here, \$3k for other contractors (plumber, etc.) Decision not to do high dusting this year.
6045 · Payroll Processing Fees	591.55			650.00	
6000 · Staffing Expenses - Other	134.75			150.00	direct deposit fees
Total 6000 · Staffing Expenses	175,155.23	171,452.72	3,702.51	188,524.89	
6050 · Event Contract Labor					
6060 · Event Planner Contractor	338.08	0.00	338.08	0.00	
6070 · Event Contractors	971.16	0.00	971.16	0.00	
Total 6050 · Event Contract Labor	1,309.24	0.00	1,309.24	0.00	
6100 · Contract Services					
6110 · Legal Services					
6115 · Arbitration	3,044.13				
6110 · Legal Services - Other	16,979.88	35,000.00	(18,020.12)	15,000.00	
Total 6110 · Legal Services	20,024.01	35,000.00	(14,975.99)	0.00	
6125 · Accounting/Bookkeeping Services	13,423.41	19,282.77	(5,859.36)	13,500.00	same as 2016 actuals
6130 · Reserve Study Consultant	0.00	0.00	0.00	0.00	
6100 · Contract Services - Other	0.00				

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Total 6100 · Contract Services	33,447.42	54,282.77	(20,835.35)	28,500.00	
6200 · Building/Grounds Expenses					
6203 · Security - Gate & Building	2,108.46	2,525.88	(417.42)	1,700.00	
6205 · Snow Plow - Snow Removal	588.11	2,016.45	(1,428.34)	1,000.00	Labor moved to salaries. Truck/plow replacement appended at bottom, ins=\$480/yr, registration=\$100/yr, gas=600mi/10mi/gal*\$2.50/gal=\$150, maint/repairs=\$200/year
6210 · Building Repairs & Maint.Svcs	4,589.77	14,238.33	(9,648.56)	5,000.00	
6215 · Building Maintenance Supplies					
6216 · Swimming Pool & Spa Supplies	3,385.45	3,849.81	(464.36)	3,500.00	
6217 · Swimming Pool/Spa/Sauna Equip.	4,797.29	3,700.00	1,097.29	5,000.00	
6218 · Clubhouse Supplies	3,325.38	4,667.13	(1,341.75)	3,300.00	
6219 · Landscaping Labor	1,102.00	0.00	1,102.00	7,500.00	implement recommendation to reduce maintenance staff but hire landscaper
6215 · Building Maintenance Supplies - Other	5,261.86	5,794.53	(532.67)	5,100.00	paint, caulking, etc., penefin below
Total 6215 · Building Maintenance Supplies	17,871.98	18,011.47	(139.49)	24,400.00	
6220 · Bldg Small Equip. & Furnishings	2,028.91	1,530.78	498.13	850.00	
6225 · Equip. Repairs/Maint.	720.95	2,825.58	(2,104.63)	1,000.00	
6250 · Utilities					
6251 · Electricity	17,431.30	19,827.48	(2,396.18)	18,720.00	ref usage=\$18000, apply PNM 9% rate hike, find 5% conservation saving
6252 · Propane	10,256.56	13,580.05	(3,323.49)	11,025.00	ref usage=10500, apply 10% inflation, apply 5% conservation savings
6253 · Water	5,962.81	5,535.28	427.53	5,415.00	ref usage=\$5700, apply 5% conservation savings
6254 · XM Serius Stereo	807.56	812.27	(4.71)	0.00	cancel to meet utility savings goal
6255 · Satellite TV	1,023.46	1,087.88	(64.42)	0.00	cancel to meet utility savings goal
6256 · Trash Service	1,025.45	923.46	101.99	1,050.00	
6257 · Phone & DSL & Cell Phones	3,263.69	3,872.05	(608.36)	4,000.00	
Total 6250 · Utilities	39,770.83	45,638.47	(5,867.64)	40,210.00	
6260 · Grounds Maint. Services	1,392.88	2,627.16	(1,234.28)	2,000.00	
6270 · Grounds Maint. Supplies	8,578.25	6,029.74	2,548.51	0.00	
6280 · Grounds Small Equipment	1,142.31	540.10	602.21	0.00	
6290 · Equip Rental and Maintenance	0.00	300.00	(300.00)	0.00	
6200 · Building/Grounds Expenses - Other	0.00	1,992.00	(1,992.00)	0.00	
Total 6200 · Building/Grounds Expenses	78,792.45	98,275.96	(19,483.51)	76,160.00	
6300 · Office Expenses					
6310 · Postage, Mailing Service	245.58	337.68	(92.10)	300.00	
6315 · Printing and Copying	736.01	649.51	86.50	500.00	
6320 · Dues & Subscriptions	317.65	634.59	(316.94)	600.00	
6325 · Supplies	926.53	618.73	307.80	800.00	
6335 · Small Office Equip/Furnishings	2,230.35	1,777.50	452.85	0.00	
6340 · Equipment Repairs/Maintenance	0.00	6.98	(6.98)	0.00	
6345 · Software	409.93	906.37	(496.44)	500.00	
6350 · Miscellaneous Expenses	702.40	101.72	600.68	100.00	
6300 · Office Expenses - Other	0.01				
Total 6300 · Office Expenses	5,568.46	5,033.08	535.38	2,800.00	
6400 · General Business Expenses					
6405 · Licenses and Permits	485.00	1,036.00	(551.00)	550.00	
6410 · Advertising /Marketing Expenses	14,077.72	14,629.40	(551.68)	14,000.00	
6420 · Insurance	9,934.77	12,490.00	(2,555.23)	26,000.00	insurance + workers comp / unemployment insurance
6440 · Fines, Penalties, Judgments	79.98	29.50	50.48	40.00	
6450 · Bank Service Fees	22.03	105.10	(83.07)	200.00	
6470 · Taxes	8.60				
6480 · Tax - Income Taxes					

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6481 · NM State Income Tax Payments	11,535.00	5,061.00	6,474.00	0.00	
6482 · Federal Income Tax Payments	43,892.00	20,000.00	23,892.00	0.00	
Total 6480 · Tax - Income Taxes	55,427.00	25,061.00	30,366.00	0.00	
6490 · Bad Debt	2,957.15	6,400.00	(3,442.85)	1,000.00	
Total 6400 · General Business Expenses	82,992.25	59,751.00	23,241.25	41,790.00	
6500 · HOA Event Expenses	3,415.25	2,110.39	1,304.86	3,500.00	
6600 · OSUG Event Expenses	11,733.12	17,495.99	(5,762.87)	12,000.00	coffee, plates, photobooth supplies etc.
6700 · Special Use Permit					
6731 · SUP - Contract Labor	0.00	0.00	0.00	0.00	
6732 · SUP - Materials	0.00	0.00	0.00	0.00	
6733 · SUP - Legal	0.00	0.00	0.00	0.00	
6734 · SUP - Consensus Planning	0.00	0.00	0.00	0.00	
6735 · SUP - Other	0.00	1,124.13	(1,124.13)	0.00	
Total 6700 · Special Use Permit	0.00	1,124.13	(1,124.13)	0.00	
Total Expense	392,413.42	409,526.04	(17,112.62)	353,274.89	
Net Income	20,211.42	25,915.70	(5,704.28)	83,371.78	

Non-Operational Expenses

XXXX	Stucco repairs	30,000.00	
XXXX	penefin exposed wood	0.00	assume maintenance staff
XXXX	Road seal	40,000.00	
XXXX	Playground Maint/repair/replcement	15,000.00	to be used for repair or toward replacement TBD
XXXX	Snow Plow Replace	10,000.00	
XXXX	KiTec	5,000.00	
XXXX	security	5,000.00	doors in Anasazi hall, perimeter gates, key card for kiva and fitness?
XXXX	concrete floor reseal		assume maintenance staff + defer if additional needed
XXXX	Wedding priority 1: time clock software	0.00	
XXXX	Wedding priority 2: replace glassware	400.00	make up for breakage
XXXX	Wedding priority 2: replace china and flatware	1,120.00	buy some for head table , defer full replacement until next year
XXXX	Wedding Priority 3: photobooth replacement and upgrade	7,300.00	
XXXX	Wedding Priority 4: purchase lawn games		
XXXX	Wedding priority 5: upgrade event staff uniforms	500.00	
Total Non-Operational Expenses		114,320.00	

Income	436,646.67
Operation Expenenses	353,274.89
Non-Operational Expenses	114,320.00
2017 Net Budget	-30,948.22
Beginning of Year Cash Reserve	366,410.00
End of Year Cash Reserve	335,461.78