

Nature Pointe
Profit & Loss Budget vs. Actual
January through December 2014

	<u>Jan - Dec 14</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
4000 · HOA Dues	77,789.19	75,420.00	2,369.19
4010 · Prior Year Back Dues/Penalties	5,800.00	6,800.00	(1,000.00)
4150 · Late fees from dues	2,000.00	2,250.00	(250.00)
4175 · Remote Controls - Gate Access	0.00	100.00	(100.00)
4300 · Event Revenue			
4200 · HOA Member Events			
4201 · Weddings	1,740.00	1,670.00	70.00
4200 · HOA Member Events - Other	1,385.00	2,400.00	(1,015.00)
Total 4200 · HOA Member Events	<u>3,125.00</u>	<u>4,070.00</u>	<u>(945.00)</u>
4299 · Event Equipment Rental	13,568.87	4,000.00	9,568.87
4301 · OSUG Weddings	291,468.21	269,420.00	22,048.21
4303 · OSUG Corporate Events	584.28	1,500.00	(915.72)
Total 4300 · Event Revenue	<u>308,746.36</u>	<u>278,990.00</u>	<u>29,756.36</u>
4400 · Plan Review charges	900.00	600.00	300.00
4500 · Apartment Rent Income			
4501 · CH Apartment Rent Income	9,500.00	11,400.00	(1,900.00)
4502 · Shop Apartment Rent income	0.00	0.00	0.00
Total 4500 · Apartment Rent Income	<u>9,500.00</u>	<u>11,400.00</u>	<u>(1,900.00)</u>
4700 · Interest Income	199.38	50.00	149.38
4800 · HOA Fund Raising Events	0.00	0.00	0.00
4900 · Miscellaneous Income	786.52	240.00	546.52
Total Income	<u>405,721.45</u>	<u>375,850.00</u>	<u>29,871.45</u>
Gross Profit	405,721.45	375,850.00	29,871.45
Expense			
6000 · Staffing Expenses			
Total 6000 · Staffing Expenses	<u>61,319.17</u>	<u>80,000.00</u>	<u>(18,680.83)</u>
6050 · Event Contract Labor			
6060 · Event Planner Contractor	31,453.95	25,540.00	5,913.95
6070 · Event Contractors	23,467.00	25,540.00	(2,073.00)
Total 6050 · Event Contract Labor	<u>54,920.95</u>	<u>51,080.00</u>	<u>3,840.95</u>
6100 · Contract Services			
6110 · Legal Services	4,721.61	6,000.00	(1,278.39)
6125 · Accounting/Bookkeeping Services	11,341.00	16,000.00	(4,659.00)
6130 · Reserve Study Consultant	3,400.00	12,000.00	(8,600.00)
Total 6100 · Contract Services	<u>19,462.61</u>	<u>34,000.00</u>	<u>(14,537.39)</u>
6200 · Building/Grounds Expenses			

Nature Pointe
Profit & Loss Budget vs. Actual
January through December 2014

	<u>Jan - Dec 14</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6203 - Security - Gate & Building	2,748.91	6,500.00	(3,751.09)
6205 - Snow Plow - Snow Removal	580.55	2,200.00	(1,619.45)
6210 - Building Repairs & Maint.Svcs	13,238.33	23,500.00	(10,261.67)
6215 - Building Maintenance Supplies			
6216 - Swimming Pool & Spa Supplies	3,849.81	3,500.00	349.81
6217 - Swimming Pool/Spa/Sauna Equip.	12,478.26	7,000.00	5,478.26
6218 - Clubhouse Supplies	4,667.13	7,700.00	(3,032.87)
6219 - Landscaping Labor	788.72	3,600.00	(2,811.28)
6215 - Building Maintenance Supplies - Other	5,794.53	2,400.00	3,394.53
Total 6215 - Building Maintenance Supplies	27,578.45	24,200.00	3,378.45
6220 - Bldg Small Equip. & Furnishings	1,131.67	2,000.00	(868.33)
6225 - Equip. Repairs/Maint.	2,825.58	1,500.00	1,325.58
6250 - Utilities			
6251 - Electricity	18,591.71	18,068.00	523.71
6252 - Propane	11,580.05	16,800.00	(5,219.95)
6253 - Water	4,594.35	6,000.00	(1,405.65)
6254 - XM Serius Stereo	896.27	800.00	96.27
6255 - Satellite TV	1,087.88	1,100.00	(12.12)
6256 - Trash Service	858.01	1,300.00	(441.99)
6257 - Phone & DSL & Cell Phones	4,172.05	4,000.00	172.05
Total 6250 - Utilities	41,780.32	48,068.00	(6,287.68)
6260 - Grounds Maint. Services	2,627.16	6,950.00	(4,322.84)
6270 - Grounds Maint. Supplies	2,840.04	2,200.00	640.04
6280 - Grounds Small Equipment	344.73	240.00	104.73
6200 - Building/Grounds Expenses - Other	43.52	900.00	(856.48)
Total 6200 - Building/Grounds Expenses	95,739.26	118,258.00	(22,518.74)
6300 - Office Expenses			
6310 - Postage, Mailing Service	256.68	260.00	(3.32)
6315 - Printing and Copying	649.51	550.00	99.51
6320 - Dues & Subscriptions	484.59		
6325 - Supplies	618.73	1,200.00	(581.27)
6335 - Small Office Equip/Furnishings	277.50	100.00	177.50
6340 - Equipment Repairs/Maintenance	6.98	48.00	(41.02)
6345 - Software	406.37	400.00	6.37
6350 - Miscellaneous Expenses	101.72	175.00	(73.28)
6300 - Office Expenses - Other	0.00	180.00	(180.00)
Total 6300 - Office Expenses	2,802.08	2,913.00	(110.92)
6400 - General Business Expenses			
6405 - Licenses and Permits	736.00	8,400.00	(7,664.00)
6410 - Advertising /Marketing Expenses	8,629.40	8,000.00	629.40

Nature Pointe
Profit & Loss Budget vs. Actual
 January through December 2014

	<u>Jan - Dec 14</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6420 · Insurance	9,225.00	8,400.00	825.00
6440 · Fines, Penalties, Judgments	29.50		
6450 · Bank Service Fees	5.10	72.00	(66.90)
6480 · Tax - Income Taxes			
6481 · NM State Income Tax Payments	4,061.00	4,811.00	(750.00)
6482 · Federal Income Tax Payments	12,525.00	15,025.00	(2,500.00)
Total 6480 · Tax - Income Taxes	<u>16,586.00</u>	<u>19,836.00</u>	<u>(3,250.00)</u>
6490 · Bad Debt	5,957.00	7,200.00	(1,243.00)
Total 6400 · General Business Expenses	<u>41,168.00</u>	<u>51,908.00</u>	<u>(10,740.00)</u>
6500 · HOA Event Expenses	810.39	6,250.00	(5,439.61)
6600 · OSUG Event Expenses	12,565.99	16,500.00	(3,934.01)
66900 · Reconciliation Discrepancies	0.00	0.00	0.00
6700 · Special Use Permit			
6731 · SUP - Contract Labor	2,160.28		
6732 · SUP - Materials	4,730.09		
6733 · SUP - Legal	5,832.62		
6734 · SUP - Consensus Planning	32,145.50		
6735 · SUP - Other	1,124.13		
Total 6700 · Special Use Permit	<u>45,992.62</u>		
7000 · Reserve Account Expenses	0.00	10,000.00	(10,000.00)
Total Expense	<u>334,781.07</u>	<u>370,909.00</u>	<u>(36,127.93)</u>
Net Income	<u><u>70,940.38</u></u>	<u><u>4,941.00</u></u>	<u><u>65,999.38</u></u>

Nature Pointe
Profit & Loss Budget vs. Actual
 January through December 2014

	<u><u>% of Budget</u></u>
Income	
4000 · HOA Dues	103.14%
4010 · Prior Year Back Dues/Penalties	85.29%
4150 · Late fees from dues	88.89%
4175 · Remote Controls - Gate Access	0.0%
4300 · Event Revenue	
4200 · HOA Member Events	
4201 · Weddings	104.19%
4200 · HOA Member Events - Other	57.71%
Total 4200 · HOA Member Events	<u>76.78%</u>
4299 · Event Equipment Rental	339.22%
4301 · OSUG Weddings	108.18%
4303 · OSUG Corporate Events	38.95%
Total 4300 · Event Revenue	<u>110.67%</u>
4400 · Plan Review charges	150.0%
4500 · Apartment Rent Income	
4501 · CH Apartment Rent Income	83.33%
4502 · Shop Apartment Rent income	0.0%
Total 4500 · Apartment Rent Income	<u>83.33%</u>
4700 · Interest Income	398.76%
4800 · HOA Fund Raising Events	0.0%
4900 · Miscellaneous Income	327.72%
Total Income	<u><u>107.95%</u></u>
Gross Profit	107.95%
Expense	
6000 · Staffing Expenses	
Total 6000 · Staffing Expenses	<u>76.65%</u>
6050 · Event Contract Labor	
6060 · Event Planner Contractor	123.16%
6070 · Event Contractors	91.88%
Total 6050 · Event Contract Labor	<u>107.52%</u>
6100 · Contract Services	
6110 · Legal Services	78.69%
6125 · Accounting/Bookkeeping Services	70.88%
6130 · Reserve Study Consultant	28.33%
Total 6100 · Contract Services	<u>57.24%</u>
6200 · Building/Grounds Expenses	

Nature Pointe
Profit & Loss Budget vs. Actual
January through December 2014

	<u>% of Budget</u>
6203 · Security - Gate & Building	42.29%
6205 · Snow Plow - Snow Removal	26.39%
6210 · Building Repairs & Maint.Svcs	56.33%
6215 · Building Maintenance Supplies	
6216 · Swimming Pool & Spa Supplies	110.0%
6217 · Swimming Pool/Spa/Sauna Equip.	178.26%
6218 · Clubhouse Supplies	60.61%
6219 · Landscaping Labor	21.91%
6215 · Building Maintenance Supplies - Other	<u>241.44%</u>
Total 6215 · Building Maintenance Supplies	113.96%
6220 · Bldg Small Equip. & Furnishings	56.58%
6225 · Equip. Repairs/Maint.	188.37%
6250 · Utilities	
6251 · Electricity	102.9%
6252 · Propane	68.93%
6253 · Water	76.57%
6254 · XM Serius Stereo	112.03%
6255 · Satellite TV	98.9%
6256 · Trash Service	66.0%
6257 · Phone & DSL & Cell Phones	<u>104.3%</u>
Total 6250 · Utilities	86.92%
6260 · Grounds Maint. Services	37.8%
6270 · Grounds Maint. Supplies	129.09%
6280 · Grounds Small Equipment	143.64%
6200 · Building/Grounds Expenses - Other	<u>4.84%</u>
Total 6200 · Building/Grounds Expenses	80.96%
6300 · Office Expenses	
6310 · Postage, Mailing Service	98.72%
6315 · Printing and Copying	118.09%
6320 · Dues & Subscriptions	
6325 · Supplies	51.56%
6335 · Small Office Equip/Furnishings	277.5%
6340 · Equipment Repairs/Maintenance	14.54%
6345 · Software	101.59%
6350 · Miscellaneous Expenses	58.13%
6300 · Office Expenses - Other	<u>0.0%</u>
Total 6300 · Office Expenses	96.19%
6400 · General Business Expenses	
6405 · Licenses and Permits	8.76%
6410 · Advertising /Marketing Expenses	107.87%

Nature Pointe
Profit & Loss Budget vs. Actual
January through December 2014

	<u>% of Budget</u>
6420 - Insurance	109.82%
6440 - Fines, Penalties, Judgments	
6450 - Bank Service Fees	7.08%
6480 - Tax - Income Taxes	
6481 - NM State Income Tax Payments	84.41%
6482 - Federal Income Tax Payments	83.36%
Total 6480 - Tax - Income Taxes	<u>83.62%</u>
6490 - Bad Debt	82.74%
Total 6400 - General Business Expenses	<u>79.31%</u>
6500 - HOA Event Expenses	12.97%
6600 - OSUG Event Expenses	76.16%
66900 - Reconciliation Discrepancies	0.0%
6700 - Special Use Permit	
6731 - SUP - Contract Labor	
6732 - SUP - Materials	
6733 - SUP - Legal	
6734 - SUP - Consensus Planning	
6735 - SUP - Other	
Total 6700 - Special Use Permit	
7000 - Reserve Account Expenses	0.0%
Total Expense	<u>90.26%</u>
Net Income	<u><u>1,435.75%</u></u>