



White Bluff Property Owners Association, Inc.
Budget Comparison Worksheet

OPERATING FUND

Operating Revenue

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|--|---------------------|---------------------|---------------------|----------------------|---------------------------------------|
| 4110 | 00 | POA Maintenance Fees | 5,324,185 | 5,325,000 | 5,120,821 | 5,121,000 | |
| 4111 | 00 | Dues Income Adjustment- Double Diamond Corrections | (107,516) | - | - | - | |
| 4112 | | Golf Course Revenues | | - | - | 226,000 | based 5 months of golf rounds aug-dec |
| 4120 | 00 | Home Occupancy Fee | 92,077 | 180,300 | 172,650 | 240,000 | 600 HOF x \$400 |
| 4125 | 00 | Prior Year Income | 1,110 | - | - | - | |
| 4165 | | Rental Income, Condo / Cabins | | - | 5,370 | 46,800 | Condos / Cabins |
| 4170 | 00 | Marina Rentals | | - | - | 158,000 | Marina Rentals TBD |
| 4510 | | Late Fee Income | | - | 243,333 | 200,000 | |
| 4512 | 00 | Delinquency Processing Fees | 50 | 2,000 | 105,486 | 100,000 | |
| 4530 | 00 | NSF Fees | 75 | - | 225 | 225 | |
| 4540 | | Fine Income | | - | 2,000 | 2,000 | |
| 4810 | 00 | Interest Income | 2,686 | 2,680 | 34,945 | 20,000 | |
| 4910 | 00 | White Bluff Reimbursement | 26,254 | - | - | 20,000 | Highland Pool Area |
| | | Total Revenue | \$ 5,338,921 | \$ 5,509,980 | \$ 5,684,830 | \$ 6,134,025 | |

Expenses

Utilities

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|------------------------|-------------------|-------------------|-------------------|----------------------|------------------------------------|
| 5110 | | Electric | 34,524 | 37,950 | 159,191 | 240,000 | |
| 5120 | | Water | 94,740 | 97,200 | 135,919 | 196,000 | |
| 5130 | | Telephone | 6,262 | 6,500 | 13,786 | 30,000 | |
| 5155 | | Internet Service | | - | 191 | | |
| 5165 | | Holiday Lighting | 1,844 | 5,000 | 5,000 | 10,000 | Increase due to Acquired Amenities |
| 5180 | | Trash Removal | 17,604 | 17,600 | 26,524 | 18,000 | Removal of PO Container |
| | | Total Utilities | \$ 154,974 | \$ 164,250 | \$ 340,611 | \$ 494,000 | |

Landscape Maintenance

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|------------------------------------|-----------------|------------------|------------------|----------------------|------------------|
| 5230 | | Seasonal Color | 301 | 2,000 | 1,098 | 4,000 | POA Common Areas |
| 5240 | | Landscape Maint/Repair | 1,203 | 2,000 | 1,516 | 7,500 | POA Common Areas |
| 5245 | | Landscape Improvements/Upgrades | 814 | 2,000 | 476 | 5,000 | POA Common Areas |
| 5250 | | Tree and Shrub Maintenance | 351 | 2,000 | - | 1,000 | POA Common Areas |
| 5260 | | Irrigation Repairs | 1,837 | 2,000 | 2,759 | 5,000 | POA Common Areas |
| | | Total Landscape Maintenance | \$ 4,506 | \$ 10,000 | \$ 5,849 | \$ 22,500 | |

Common Area Maintenance

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|--------------------------------------|-------------------|-------------------|-------------------|----------------------|-------------------------------|
| 5515 | | Front Gate Repairs | | 4,000 | 1,329 | 1,500 | |
| 5520 | | Lake Maintenance | 18,755 | 10,000 | 136 | 1,000 | |
| 5525 | | Fountain Maintenance | | - | 2,144 | 750 | |
| 5530 | | Road Repairs | 80,320 | 81,000 | 80,314 | 25,000 | |
| 5535 | | Street Signs Repairs | 1,995 | 2,500 | - | 750 | |
| 5540 | | Bridge Repairs | 964 | 2,000 | - | 1,000 | |
| 5550 | | Vehicle Expenses | 100,134 | 105,000 | 101,967 | 63,200 | \$8000 Toro lease, 3 Vehicles |
| 5552 | | Fuel Expense | 46,613 | 48,000 | 53,251 | 60,000 | |
| 5555 | | Equipment Repairs | 5,427 | 7,500 | 594 | 7,500 | |
| 5556 | | Equipment Maintenance | 303 | 5,000 | - | 25,000 | |
| 5580 | | Pest Control | 577 | 1,500 | 506 | 14,000 | |
| 5596 | | Golf Cart Lease | 67,839 | - | 6,457 | 113,608 | 8 month expenses Mar-Oct. |
| 5599 | | Common Area Miscellaneous Expense | 74,757 | 57,000 | 138,110 | 72,000 | Common Area Misc Expenses |
| | | Marina Maintenance | 52,766 | - | - | 69,573 | Marina Maintenance |
| | | Total Common Area Maintenance | \$ 450,450 | \$ 323,500 | \$ 384,808 | \$ 454,881 | |

Amenity Center/Pool Maintenance

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|-----------------------|--------------|-------------|------------------|----------------------|--------------------------------|
| 6112 | | Pool Chemicals | 10,013 | 13,084 | 6,508 | 15,000 | Increase Due to Rustic & Highl |
| 6115 | | Pool Supplies & Equip | 1,848 | 3,000 | 4,608 | 3,700 | Increase Due to Rustic & Highl |
| 6120 | | Pool Repairs & Maint | 2,188 | 3,000 | 8,182 | 7,000 | Increase Due to Rustic & Highl |



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|------|--|--|------------------|------------------|------------------|------------------|--|
| 6130 | | Access Cards | (25) | - | - | | |
| | | Total Amenity Center/Pool Maintenance | \$ 14,024 | \$ 19,084 | \$ 19,298 | \$ 25,700 | |

Golf Course

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|--------------------------|-----|------------------------------------|--------------|-------------|------------------|----------------------|---|
| 6700 | | Golf Course General Expenses | | - | - | 30,000 | Maint Bldg R&M |
| 6705 | | Golf Course Maintenance | | - | - | 28,000 | Contract Services |
| 6710 | | GC Vehicle Expense & Equipment R&M | | - | - | 45,000 | \$6500 Vehicle Exp / \$38,000 Equip R&M |
| 6715 | | GC Equipment Lease | | - | - | 168,000 | |
| 6716 | | Golf Cart Lease | | - | - | | |
| 6720 | | GC Lubricants and Fuel | | - | - | 48,000 | |
| 6725 | | GC Irrigation Repairs/Parts | | - | - | 85,000 | Includes \$40,000 Pump Repair |
| 6730 | | GC Tree / Landscape Maintenance | | - | - | 20,000 | |
| 6735 | | GC Fertilizer Greens/Tees/Fairways | | - | - | 110,000 | |
| 6740 | | GC Herbicides/Insecticides | | - | - | 170,000 | Chemicals |
| 6745 | | GC Greens Grown Program/Wetting Ag | | - | - | 42,500 | 2019 Only |
| 6747 | | | | - | - | - | |
| 6750 | | GC Sand/Soil | | - | - | 50,000 | |
| 6755 | | GC Seed/Sod/Sprigs | | - | - | 50,000 | |
| 6760 | | GC Flags/Poles/Cups/Tee Markers | | - | - | 12,000 | Course Accessories |
| 6765 | | Lake/Aquatic Maintenance | | - | - | 32,500 | |
| 6770 | | GC Hand Tools/Safety Kleen | | - | - | 31,000 | |
| 6780 | | GC Uniforms/Aramark | | - | - | 8,000 | |
| 6783 | | GC Education/Dues/Subscriptions | | - | - | 4,000 | |
| 6785 | | GC Office Supplies | | - | - | 2,000 | |
| 6787 | | Cart Path Repair | | - | - | 20,000 | |
| 6790 | | GC Employee Relations | | - | - | | |
| Total Golf Course | | | \$ - | \$ - | \$ - | \$ 956,000 | |

General & Administrative

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|---|-----|--------------------------------------|---------------------|---------------------|-------------------|----------------------|----------------------------|
| 7110 | | Professional Mgmt Fee | 38,500 | 42,000 | 42,000 | 42,000 | |
| 7120 | | Admin Supplies/Expenses | 100,810 | 99,500 | 51,438 | 99,500 | |
| 7122 | | Bank Charges/NSF Fees | 46 | - | - | - | |
| 7125 | | On-Site Office Supplies | 33,733 | 30,000 | 11,088 | 30,000 | |
| 7150 | | Security Services | 2,740 | - | 2,729 | | |
| 7155 | | Security Expenses & Supplies | 9,389 | 6,500 | 14,287 | 14,700 | |
| 7210 | | Annual Rev/Tax Return | 7,730 | 5,000 | (7,140) | 5,000 | |
| 7215 | | Licenses and Fees | 13,770 | 7,950 | 12,952 | 8,000 | |
| 7220 | | Delinquency Processing Exp | 50 | 2,000 | 121,550 | 100,000 | |
| 7235 | | Legal Expenses - Board | 391,828 | 340,000 | 357,169 | 150,000 | |
| 7240 | | IT Support | 17,025 | 15,000 | 31,711 | 20,000 | |
| 7255 | | Uniform Cleaning | | - | 5,698 | 8,500 | |
| 7310 | | Newsletter/Other Mailings | 5,704 | 6,000 | 9,666 | 10,000 | |
| 7320 | | Website Maintenance | 12,755 | 13,000 | 7,203 | 7,500 | |
| 7450 | | Unrecovered Assessments | 3,017,568 | 1,331,250 | 10,000 | 1,229,040 | 24% uncollectable POA Fees |
| 7510 | | White Bluff Rate Payers | 30,000 | 25,000 | 30,000 | - | |
| 7515 | | Property Owner Relations | | 2,500 | 24 | 10,500 | Fireworks + |
| 7520 | | Meetings Expense | 8,896 | 9,200 | 8,916 | 8,500 | |
| 7530 | | Employee Relations Expense | | 2,500 | 147 | 6,000 | |
| 7540 | | Maintenance Expenses & Supplies | | 2,500 | 750 | - | |
| 7550 | | WB Volunteer Fire Dept Contributions | 20,000 | 40,000 | 40,000 | 100,000 | |
| 7700 | | Amenities Expense | | 1,394,432 | 222,282 | - | |
| 7701 | | Amenities Purchase Expense Note | | - | - | 177,504 | |
| Total General & Administrative | | | \$ 3,710,544 | \$ 3,374,332 | \$ 972,470 | \$ 2,026,744 | |

Committees

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|-------------------------|-----|-------------|-----------------|-----------------|------------------|----------------------|-------|
| 7820 | | Social | 2,101 | 5,000 | 4,456 | 5,000 | |
| Total Committees | | | \$ 2,101 | \$ 5,000 | \$ 4,456 | \$ 5,000 | |

Insurance & Taxes

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|---------------------------------|--------------|-------------|------------------|----------------------|-----------------------------------|
| 7910 | | Director and Officers Insurance | 1,582 | 5,300 | 8,423 | 3,322 | |
| 7920 | | TX Comm. Property Policy | 17,795 | 26,400 | 31,252 | 27,958 | increases to amenities aquisition |
| 7930 | | Excess Liability Insurance | 1,820 | 6,120 | 4,888 | 6,120 | increases to amenities aquisition |



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| 7945 | | Automobile Insurance | | - | 7,032 | 16,372 | increases to amenities aquisition |
| 7950 | | Workers Compensation Insurance | 140 | 280 | 277 | 280 | |
| 7960 | | PropertyTaxes | | - | 19,009 | 220,000 | increases to amenities aquisition |
| | | Equipment | | - | - | 6,000 | |
| | | General Liability / Liquor Liability | | - | - | 8,972 | |
| | | | | - | - | - | |
| Total Insurance & Taxes | | | \$ 21,337 | \$ 38,100 | \$ 70,881 | \$ 289,024 | |

Onsite Employees

| Acct | Sub | Description | 2017 Actuals | 2018 Budget | 2018 Projections | 2019 Proposed Budget | Notes |
|------|-----|------------------------------------|-------------------|---------------------|---------------------|----------------------|-------------------------|
| 8100 | | On-Site Management | 236,703 | 304,302 | 304,000 | 327,278 | Inclds new receptionist |
| 8150 | | Amenity Management (Marina Staff) | | - | 4,000 | 55,855 | Marina |
| 8175 | | Security | 237,605 | 402,891 | 377,770 | 402,424 | |
| 8200 | | Pro Shop, Golf | 361,140 | 868,521 | 552,672 | 152,211 | |
| 8250 | | Housekeeping Staff | | - | - | 84,330 | |
| 8255 | | Golf Course Maintenance & Seasonal | | - | - | 824,616 | |
| 8260 | | Building Maintenance | | - | - | 147,581 | |
| 8265 | | Grounds Maintenance | | - | - | 601,353 | |
| | | Total Onsite Employees | \$ 835,448 | \$ 1,575,714 | \$ 1,238,442 | \$ 2,595,648 | |

| | | | | | | | |
|------------------------------------|--|--|---------------------|---------------------|---------------------|---------------------|--|
| TOTAL OPERATING EXPENSES | | | \$ 5,193,384 | \$ 5,509,980 | \$ 3,036,815 | \$ 6,869,497 | |
| TOTAL EXPENSES | | | \$ 5,193,384 | \$ 5,509,980 | \$ 3,036,815 | \$ 6,869,497 | |
| OPERATING NET INCOME (LOSS) | | | \$ 145,537 | \$ - | \$ 2,648,015 | \$ (735,472) | |