

347Z VISTOSO COMMUNITY CONSOLIDATED  
STATEMENT OF REVENUES EXPENSES  
12/31/2019

|               |                               | *****<br>ACTUAL | YEAR-TO-DATE<br>BUDGET | *****<br>OVER (UNDER)  | ANNUAL<br>BUDGET |
|---------------|-------------------------------|-----------------|------------------------|------------------------|------------------|
| <b>INCOME</b> |                               |                 |                        |                        |                  |
| 4000          | ASSESSMENT INCOME             | #####           | #####                  | \$ 5,420.23            | #####            |
| 40002         | HOMEOWNER REFUNDS             | 17,991.77       | 0.00                   | 17,991.77              | 0.00             |
| 4000P         | PARCEL ASSESSMENTS            | 35,136.00       | 35,136.00              | 0.00                   | 35,136.00        |
| 4001          | COMMERCIAL DUES               | 663,887.68      | 648,708.00             | 15,179.68              | 648,708.00       |
| 4030          | INTEREST INCOME               | 2,647.78        | 300.00                 | 2,347.78               | 300.00           |
| 4050          | COLLECTION COST REIMBURSEMENT | 16,194.03       | 46,205.00              | (30,010.97)            | 46,205.00        |
| 4050MU        | MONITOR TRUSTEE SALE          | 285.00          | 0.00                   | 285.00                 | 0.00             |
| 4050RR        | FILE TRANSFER FEES            | 5,225.00        | 0.00                   | 5,225.00               | 0.00             |
| 4050T         | FORECLOSURE/TRUSTEE SALES     | 800.00          | 0.00                   | 800.00                 | 0.00             |
| 4070          | LATE FEE INCOME               | 23,305.70       | 12,000.00              | 11,305.70              | 12,000.00        |
| 4075          | NSF FEE                       | 1,050.00        | 210.00                 | 840.00                 | 210.00           |
| 4076          | ADMIN FEE                     | 0.00            | 480.00                 | (480.00)               | 480.00           |
| 4205          | BUILDER ASSESSMENT            | 190,948.39      | 134,817.00             | 56,131.39              | 134,817.00       |
| 4335          | INSURANCE CLAIM INCOME        | 1,362.00        | 0.00                   | 1,362.00               | 0.00             |
| 4401          | DESIGN REVIEW INCOME          | 0.00            | 3,000.00               | (3,000.00)             | 3,000.00         |
| 4547          | TRANSPONDER INCOME            | 0.00            | 0.00                   | 0.00                   | 0.00             |
| 4900          | VIOLATION FINES               | 9,949.00        | 3,700.00               | 6,249.00               | 3,700.00         |
| 4922          | KEYS                          | 75.00           | 0.00                   | 75.00                  | 0.00             |
| 4925          | REIMBURSE EXPENSE             | 325.00          | 0.00                   | 325.00                 | 0.00             |
| 4945          | NEWSLETTER INCOME             | 14,342.00       | 18,000.00              | (3,658.00)             | 18,000.00        |
| 4950          | REBILL FEE                    | 21,980.00       | 0.00                   | 21,980.00              | 0.00             |
| 4990          | MISCELLANEOUS INCOME          | 203.00          | 270.00                 | (67.00)                | 270.00           |
| 6010          | GENERAL RESERVE TRANSFER      | (360,000.00)    | (360,000.00)           | 0.00                   | (360,000.00)     |
| 6015          | CONTINGENCY                   | (19.20)         | (71.00)                | 51.80                  | (71.00)          |
| 6026          | LEGAL                         | 0.86            | (228.00)               | 228.86                 | (228.00)         |
| 6036          | INSURANCE                     | (5.45)          | (19.00)                | 13.55                  | (19.00)          |
| P6010         | GENERAL RESERVE TRANSFER      | (17,820.00)     | (17,820.00)            | 0.00                   | (17,820.00)      |
|               | TOTAL INCOME                  | -----<br>#####  | -----<br>#####         | -----<br>\$ 108,595.79 | -----<br>#####   |

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|                 |                           | *****         | YEAR-TO-DATE  | *****          | ANNUAL        |
|-----------------|---------------------------|---------------|---------------|----------------|---------------|
|                 |                           | ACTUAL        | BUDGET        | OVER (UNDER)   | BUDGET        |
| <b>EXPENSES</b> |                           |               |               |                |               |
| ADMINISTRATIVE  |                           |               |               |                |               |
| 5000            | MANAGEMENT FEE            | \$ 104,186.25 | \$ 103,714.00 | \$ 472.25      | \$ 103,714.00 |
| 5000RO          | OFFICE LEASE              | 36,000.00     | 48,000.00     | (12,000.00)    | 48,000.00     |
| 5007w           | SALARIES & BENEFITS       | 173,882.87    | 193,286.00    | (19,403.13)    | 193,286.00    |
| 5009A           | REBILL FEE EXPENSE        | 21,980.00     | 0.00          | 21,980.00      | 0.00          |
| 5009B           | NSF FEE EXPENSE           | 1,400.00      | 1,475.00      | (75.00)        | 1,475.00      |
| 5010            | LEGAL EXPENSE             | 23,156.16     | 0.00          | 23,156.16      | 0.00          |
| 5010C           | LEGAL/ENFORCEMENT         | 10,817.72     | 0.00          | 10,817.72      | 0.00          |
| 5014            | 'CC&R REVISIONS PROJECT   | 1,833.07      | 0.00          | 1,833.07       | 0.00          |
| 5020            | LIEN/COLLECTION COST      | 21,420.47     | 50,000.00     | (28,579.53)    | 50,000.00     |
| 5020M           | MONITOR TRUSTEE SALE      | 285.00        | 0.00          | 285.00         | 0.00          |
| 5020RR          | FILE TRANSFER FEE EXPENSE | 5,225.00      | 0.00          | 5,225.00       | 0.00          |
| 5020T           | FORECLOSURE/TRUSTEE SALES | 800.00        | 0.00          | 800.00         | 0.00          |
| 5022            | TRANSITION EXPENSE        | 0.00          | 10,000.00     | (10,000.00)    | 10,000.00     |
| 5030            | AUDIT/TAX PREPARATION     | 1,700.00      | 0.00          | 1,700.00       | 0.00          |
| 5033F           | ADVERTISING               | 1,907.47      | 1,500.00      | 407.47         | 1,500.00      |
| 5037            | BANK CHARGES & CC FEES    | 338.77        | 9,000.00      | (8,661.23)     | 9,000.00      |
| 5039            | WEBSITE                   | 4,229.31      | 3,600.00      | 629.31         | 3,600.00      |
| 5046            | NEWSLETTER                | 21,732.98     | 22,000.00     | (267.02)       | 22,000.00     |
| 5047B           | OFFICE EQUIPMENT RENTAL   | 2,804.55      | 0.00          | 2,804.55       | 0.00          |
| 5047D           | COMPUTER SUPPORT          | 4,750.00      | 0.00          | 4,750.00       | 0.00          |
| 5048            | OFFICE EXPENSE            | 6,806.82      | 7,350.00      | (543.18)       | 7,350.00      |
| 5052            | PRINTING                  | 45,248.26     | 40,000.00     | 5,248.26       | 40,000.00     |
| 5055            | MEETING EXPENSE           | 5,488.06      | 8,000.00      | (2,511.94)     | 8,000.00      |
| 5059            | POSTAGE                   | 25,066.26     | 21,000.00     | 4,066.26       | 21,000.00     |
| 5063            | MILEAGE                   | 1,389.50      | 0.00          | 1,389.50       | 0.00          |
| 5065            | PROFESSIONAL FEES         | 8,100.76      | 50,000.00     | (41,899.24)    | 50,000.00     |
| 5070            | PROPERTY TAXES            | 481.11        | 500.00        | (18.89)        | 500.00        |
| 5080            | CORPORATE TAXES           | 3,510.00      | 1,320.00      | 2,190.00       | 1,320.00      |
| 5088            | BAD DEBT EXPENSE          | 1,081.29      | 21,000.00     | (19,918.71)    | 21,000.00     |
| 5090            | INSURANCE                 | 25,715.51     | 25,000.00     | 715.51         | 25,000.00     |
| 5096            | STORAGE                   | 114.00        | 500.00        | (386.00)       | 500.00        |
| 5099            | MISCELLANEOUS EXPENSE     | 330.46        | 5,000.00      | (4,669.54)     | 5,000.00      |
|                 | TOTAL ADMINISTRATIVE      | \$ 561,781.65 | \$ 622,245.00 | \$ (60,463.35) | \$ 622,245.00 |

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|                    |                             | *****         | YEAR-TO-DATE  | *****          | ANNUAL        |
|--------------------|-----------------------------|---------------|---------------|----------------|---------------|
|                    |                             | ACTUAL        | BUDGET        | OVER (UNDER)   | BUDGET        |
| <b>UTILITIES</b>   |                             |               |               |                |               |
| 5100               | WATER/SEWER                 | \$ 172,713.99 | \$ 262,000.00 | \$ (89,286.01) | \$ 262,000.00 |
| 5120               | ELECTRIC                    | 47,224.65     | 52,000.00     | (4,775.35)     | 52,000.00     |
| 5125               | GAS                         | 408.93        | 400.00        | 8.93           | 400.00        |
| 5140               | SANITATION                  | 115.77        | 0.00          | 115.77         | 0.00          |
| 5142               | FIRE PROTECTION             | 57.40         | 0.00          | 57.40          | 0.00          |
| 5151               | PHONE                       | 4,441.62      | 0.00          | 4,441.62       | 0.00          |
| 5151B              | INTERNET                    | 5,131.70      | 1,400.00      | 3,731.70       | 1,400.00      |
| 5152               | ALARM MONITORING            | 574.00        | 0.00          | 574.00         | 0.00          |
| P5120              | ELECTRIC                    | 294.15        | 500.00        | (205.85)       | 500.00        |
|                    |                             | -----         | -----         | -----          | -----         |
|                    | TOTAL UTILITIES             | \$ 230,962.21 | \$ 316,300.00 | \$ (85,337.79) | \$ 316,300.00 |
| <b>LANDSCAPING</b> |                             |               |               |                |               |
| 5200               | LANDSCAPE CONTRACT          | \$ 891,838.20 | \$ 805,200.00 | \$ 86,638.20   | \$ 805,200.00 |
| 5210               | LANDSCAPE SUPPLIES/MATERIAL | 2,257.50      | 12,000.00     | (9,742.50)     | 12,000.00     |
| 5218               | MAJOR PROJECTS              | 68,631.89     | 60,000.00     | 8,631.89       | 60,000.00     |
| 5220               | IRRIGATION REPAIRS          | 17,867.01     | 24,000.00     | (6,132.99)     | 24,000.00     |
| 5222               | BACKFLOW INSPEC/RRPS        | 2,084.41      | 0.00          | 2,084.41       | 0.00          |
| 5224               | TREE MAINTENANCE            | 6,863.82      | 82,800.00     | (75,936.18)    | 82,800.00     |
| 5228               | EROSION CONTROL             | 1,033.79      | 15,000.00     | (13,966.21)    | 15,000.00     |
| 5235               | OVERSEEDING                 | 0.00          | 6,744.00      | (6,744.00)     | 6,744.00      |
| 5241               | TREE REMOVAL                | 7,825.00      | 8,000.00      | (175.00)       | 8,000.00      |
| 5250               | EXTERMINATING               | 29,313.30     | 0.00          | 29,313.30      | 0.00          |
| 5258W              | WASH MAINTENANCE            | 0.00          | 15,000.00     | (15,000.00)    | 15,000.00     |
| 5265               | IRRIGATION SYSTEM           | 0.00          | 30,000.00     | (30,000.00)    | 30,000.00     |
| P5200              | LANDSCAPE CONTRACT          | 7,477.80      | 7,500.00      | (22.20)        | 7,500.00      |
|                    |                             | -----         | -----         | -----          | -----         |
|                    | TOTAL LANDSCAPE             | #####         | #####         | \$ (31,051.28) | #####         |

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|--|----------------------------------|-----------------|------------------------|-----------------------|------------------|
| <b>P O O L / S P A / C L U B H O U S E</b> |                                  |                 |                        |                       |                  |
| P5350                                      | FOUNTAIN MAINTENANCE             | \$ 1,716.28     | \$ 1,600.00            | \$ 116.28             | \$ 1,600.00      |
|  | TOTAL POOLS/SPA/CLUBHOUSE        | \$ 1,716.28     | \$ 1,600.00            | \$ 116.28             | \$ 1,600.00      |
| <b>G A T E S</b>                           |                                  |                 |                        |                       |                  |
| P5500                                      | GATE MAINTENANCE CONTRACT        | \$ 2,795.00     | \$ 2,600.00            | \$ 195.00             | \$ 2,600.00      |
| P5511                                      | GATE REPAIRS                     | 460.00          | 1,000.00               | (540.00)              | 1,000.00         |
| P5517                                      | GATE PHONE                       | 656.15          | 750.00                 | (93.85)               | 750.00           |
|  | TOTAL GATES                      | \$ 3,911.15     | \$ 4,350.00            | \$ (438.85)           | \$ 4,350.00      |
| <b>C O M M O N A R E A</b>                 |                                  |                 |                        |                       |                  |
| 5700K                                      | KEYS/LOCK REPAIR                 | \$ 4,158.21     | \$ 2,400.00            | \$ 1,758.21           | \$ 2,400.00      |
| 5711                                       | PAINTING MAINT                   | 1,050.00        | 0.00                   | 1,050.00              | 0.00             |
| 5722                                       | ELECTRIC REPAIRS/SUPPLIES        | 23,679.11       | 24,000.00              | (320.89)              | 24,000.00        |
| 5740                                       | SIGN MAINTENANCE                 | 6,301.36        | 12,000.00              | (5,698.64)            | 12,000.00        |
| 5769A                                      | JANITORIAL                       | 7,816.41        | 8,000.00               | (183.59)              | 8,000.00         |
| 5770                                       | GENERAL MAINTENANCE              | 4,731.12        | 20,000.00              | (15,268.88)           | 20,000.00        |
| 5774                                       | PET WASTE REMOVAL                | 22,000.00       | 0.00                   | 22,000.00             | 0.00             |
| 5779CC                                     | SECURITY PATROL                  | 5,269.19        | 0.00                   | 5,269.19              | 0.00             |
| 5794A                                      | SIDEWALK REPAIR                  | 0.00            | 6,000.00               | (6,000.00)            | 6,000.00         |
| 5800                                       | COMMON AREA MAINTENANCE/REPAIRS  | 15,222.14       | 24,600.00              | (9,377.86)            | 24,600.00        |
| 5845                                       | PARK MAINT                       | 10,813.21       | 9,000.00               | 1,813.21              | 9,000.00         |
| 5850                                       | EXTERMINATING                    | 4,086.70        | 0.00                   | 4,086.70              | 0.00             |
| 5895                                       | TENNIS COURT REPAIR              | 4,244.68        | 4,500.00               | (255.32)              | 4,500.00         |
| 5915                                       | CONTINGENCY                      | 3,710.00        | 15,000.00              | (11,290.00)           | 15,000.00        |
| P5770                                      | GENERAL MAINTENANCE              | 0.00            | 2,500.00               | (2,500.00)            | 2,500.00         |
| P5800                                      | COMMON AREA MAINTAINENCE         | 200.00          | 800.00                 | (600.00)              | 800.00           |
|  | TOTAL COMMON AREA                | \$ 113,282.13   | \$ 128,800.00          | \$ (15,517.87)        | \$ 128,800.00    |
|  | TOTAL OPERATING EXPENSES         | #####           | #####                  | \$ (192,692.86)       | #####            |
|  | OPERATING FUND SURPLUS/(DEFICIT) | \$ 290,087.65   | \$ (11,201.00)         | \$ 301,288.65         | \$ (11,201.00)   |

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|                                |                                | *****         | YEAR-TO-DATE  | *****          | ANNUAL        |
|--------------------------------|--------------------------------|---------------|---------------|----------------|---------------|
|                                |                                | ACTUAL        | BUDGET        | OVER (UNDER)   | BUDGET        |
| <b>RESERVE FUND</b>            |                                |               |               |                |               |
| <b>I N C O M E</b>             |                                |               |               |                |               |
| 7010                           | TRANSFER FROM OPERATING        | \$ 360,000.00 | \$ 360,000.00 | \$ 0.00        | \$ 360,000.00 |
| 7015                           | CONTINGENCY                    | 19.20         | 71.00         | (51.80)        | 71.00         |
| 7026                           | LEGAL                          | (0.86)        | 228.00        | (228.86)       | 228.00        |
| 7034                           | INTEREST RESERVE FUND          | 15,679.92     | 1,200.00      | 14,479.92      | 1,200.00      |
| 7034D                          | DIVIDENDS EARNED               | 22,828.03     | 21,500.00     | 1,328.03       | 21,500.00     |
| 7036I                          | INSURANCE RESERVES             | 5.45          | 19.00         | (13.55)        | 19.00         |
| 7069                           | GAIN (LOSS) ON INVESTMENTS     | 4,247.90      | 0.00          | 4,247.90       | 0.00          |
| P7010                          | PARCEL TRANSFER TO RESERVES    | 17,820.00     | 17,820.00     | 0.00           | 17,820.00     |
| P7034                          | INTEREST RESERVE FUNDS         | 1,860.22      | 100.00        | 1,760.22       | 100.00        |
| P7034D                         | DIVIDENDS EARNED               | 119.98        | 1,500.00      | (1,380.02)     | 1,500.00      |
|                                |                                | -----         | -----         | -----          | -----         |
|                                | TOTAL RESERVE INCOME           | \$ 422,579.84 | \$ 402,438.00 | \$ 20,141.84   | \$ 402,438.00 |
|                                |                                | -----         | -----         | -----          | -----         |
| <b>E X P E N D I T U R E S</b> |                                |               |               |                |               |
| 8510                           | GENERAL RESERVE EXPENSE        | \$ 750.00     | \$ 0.00       | \$ 750.00      | \$ 0.00       |
| 8520                           | PAINTING                       | 26,774.21     | 0.00          | 26,774.21      | 0.00          |
| 8537                           | BANK/INVESTMENT CHARGES        | 6,816.10      | 0.00          | 6,816.10       | 0.00          |
|                                |                                | -----         | -----         | -----          | -----         |
|                                | TOTAL RESERVE EXPENDITURES     | \$ 34,340.31  | \$ 0.00       | \$ 34,340.31   | \$ 0.00       |
|                                |                                | -----         | -----         | -----          | -----         |
|                                | RESERVE FUND SURPLUS/(DEFICIT) | \$ 388,239.53 | \$ 402,438.00 | \$ (14,198.47) | \$ 402,438.00 |
|                                |                                | =====         | =====         | =====          | =====         |