

Income Statement Report

Seasons at Sandpoint

Operating

September 01, 2022 thru September 30, 2022

| | Current Period | | | Year to Date (9 months) | | | Annual Budget | Budget Remaining |
|--|------------------|------------------|-------------------|-------------------------|-------------------|-------------------|---------------------|--------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| <u>Income</u> | | | | | | | | |
| Assessment/Subsidy/Interest Revenue | | | | | | | | |
| 40110 - Annual Assessment - Sold Units | 89,192.04 | 89,192.06 | (0.02) | 802,728.48 | 802,728.54 | (0.06) | 1,070,304.72 | 267,576.24 |
| 40180 - Interest Income | 378.59 | 120.63 | 257.96 | 1,594.93 | 1,085.63 | 509.30 | 1,447.50 | (147.43) |
| 40185 - Attorney Fees/Collections/Late Fees | 0.00 | 0.00 | 0.00 | 1,556.76 | 1,645.20 | (88.44) | 2,193.60 | 636.84 |
| Total Assessment/Subsidy/Interest Revenue | 89,570.63 | 89,312.69 | 257.94 | 805,880.17 | 805,459.37 | 420.80 | 1,073,945.82 | 268,065.65 |
| Miscellaneous Revenue | | | | | | | | |
| 40795 - Miscellaneous Revenue | 45.00 | 127.15 | (82.15) | 1,605.00 | 1,144.35 | 460.65 | 1,525.80 | (79.20) |
| 40886 - Guest Service Fee | 5,870.00 | 3,069.27 | 2,800.73 | 51,390.00 | 27,634.50 | 23,755.50 | 36,846.00 | (14,544.00) |
| Total Miscellaneous Revenue | 5,915.00 | 3,196.42 | 2,718.58 | 52,995.00 | 28,778.85 | 24,216.15 | 38,371.80 | (14,623.20) |
| Total Operating Income | 95,485.63 | 92,509.11 | 2,976.52 | 858,875.17 | 834,238.22 | 24,636.95 | 1,112,317.62 | 253,442.45 |
| <u>Expense</u> | | | | | | | | |
| Housekeeping | | | | | | | | |
| 60106 - Gross Wages | 4,541.84 | 4,080.00 | 461.84 | 38,907.05 | 38,760.00 | 147.05 | 53,040.00 | 14,132.95 |
| 60240 - Operating Supplies/Small Equipmen | 285.98 | 421.05 | (135.07) | 4,611.82 | 3,789.45 | 822.37 | 5,052.60 | 440.78 |
| 60250 - Laundry Room Supplies | 0.00 | 13.00 | (13.00) | 0.00 | 117.00 | (117.00) | 156.00 | 156.00 |
| 60260 - Carpet Cleaning Contract | 0.00 | 0.00 | 0.00 | 1,520.00 | 1,400.00 | 120.00 | 1,400.00 | (120.00) |
| 60265 - Window Cleaning Contract | 0.00 | 5,300.00 | (5,300.00) | 5,300.00 | 10,600.00 | (5,300.00) | 10,600.00 | 5,300.00 |
| Total Housekeeping | 4,827.82 | 9,814.05 | (4,986.23) | 50,338.87 | 54,666.45 | (4,327.58) | 70,248.60 | 19,909.73 |
| Maintenance | | | | | | | | |
| 60406 - Gross Wages | 10,911.70 | 10,505.09 | 406.61 | 103,752.41 | 99,566.16 | 4,186.25 | 136,653.20 | 32,900.79 |
| 60440 - Grounds Maintenance Contract | 3,192.00 | 3,192.00 | 0.00 | 32,172.00 | 32,172.00 | 0.00 | 35,364.00 | 3,192.00 |
| 60460 - Electrical Repairs/Maintenance | 124.39 | 200.00 | (75.61) | 3,618.10 | 1,800.00 | 1,818.10 | 2,400.00 | (1,218.10) |
| 60471 - Reimbursement-Repairs,Maint,Supp | (1,641.00) | (1,641.42) | 0.42 | (15,554.00) | (15,557.22) | 3.22 | (21,352.06) | (5,798.06) |
| 60480 - Elevator Maintenance Contract | 0.00 | 0.00 | 0.00 | 11,485.73 | 11,455.74 | 29.99 | 15,274.32 | 3,788.59 |
| 60495 - HVAC Repairs/Maintenance | 0.00 | 81.05 | (81.05) | 337.50 | 729.45 | (391.95) | 972.60 | 635.10 |
| 60500 - Plumbing Repairs/Maintenance | 24.98 | 193.75 | (168.77) | 393.47 | 1,743.75 | (1,350.28) | 2,325.00 | 1,931.53 |
| 60510 - Gas Grills Repairs/Maintenance | 0.00 | 0.00 | 0.00 | 1,088.17 | 324.45 | 763.72 | 432.60 | (655.57) |

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Operating

September 01, 2022 thru September 30, 2022

| | Current Period | | | Year to Date (9 months) | | | Annual Budget | Budget Remaining |
|---|------------------|------------------|-----------------|-------------------------|-------------------|------------------|-------------------|------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| <u>Expense</u> | | | | | | | | |
| Maintenance | | | | | | | | |
| 60515 - Garage Repairs/Maintenance | 0.00 | 0.00 | 0.00 | 0.00 | 194.85 | (194.85) | 259.80 | 259.80 |
| 60525 - Miscellaneous Repairs/Maintenance | 0.00 | 132.05 | (132.05) | 561.64 | 1,188.45 | (626.81) | 1,584.60 | 1,022.96 |
| 60530 - Signage Repairs/Maintenance | 0.00 | 16.95 | (16.95) | 619.87 | 152.55 | 467.32 | 203.40 | (416.47) |
| 60545 - HVAC Maintenance Contract | 0.00 | 0.00 | 0.00 | 2,776.00 | 1,488.00 | 1,288.00 | 2,876.00 | 100.00 |
| 60555 - Pest Control Contract | 0.00 | 0.00 | 0.00 | 1,050.00 | 1,050.00 | 0.00 | 1,400.00 | 350.00 |
| 60565 - Paint & Supplies | 331.76 | 175.95 | 155.81 | 1,269.49 | 1,583.55 | (314.06) | 2,111.40 | 841.91 |
| 60575 - Keys/Locks/Lock Boxes | 0.00 | 45.10 | (45.10) | 429.75 | 405.90 | 23.85 | 541.20 | 111.45 |
| 60595 - Irrigation Repairs/Maintenance | 187.50 | 296.00 | (108.50) | 1,346.25 | 1,480.00 | (133.75) | 1,776.00 | 429.75 |
| 60600 - Grounds Miscellaneous | 0.00 | 362.10 | (362.10) | 3,296.69 | 3,258.90 | 37.79 | 4,345.20 | 1,048.51 |
| 60626 - Fitness Repairs/Maintenance | 0.00 | 0.00 | 0.00 | 310.18 | 450.00 | (139.82) | 500.00 | 189.82 |
| 60640 - Operating Supplies/Small Equipmen | 1,357.78 | 621.05 | 736.73 | 8,554.42 | 5,589.45 | 2,964.97 | 7,452.60 | (1,101.82) |
| 60650 - Snow Removal Contract | 0.00 | 0.00 | 0.00 | 3,647.50 | 1,250.00 | 2,397.50 | 2,500.00 | (1,147.50) |
| 60660 - Fire Sprinkler Maintenance Contract | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | (500.00) | 500.00 | 500.00 |
| 60665 - Fire Alarm Monitoring | 335.95 | 309.75 | 26.20 | 3,031.15 | 2,787.75 | 243.40 | 3,717.00 | 685.85 |
| 60666 - Fire Extinguisher Inspection Annual | 0.00 | 0.00 | 0.00 | (490.51) | 0.00 | (490.51) | 600.00 | 1,090.51 |
| 60667 - Fire Sprinkler Inspection Annual | 2,000.90 | 0.00 | 2,000.90 | 2,000.90 | 1,050.00 | 950.90 | 1,050.00 | (950.90) |
| 60668 - Back Flow Device Inspection | 0.00 | 0.00 | 0.00 | 680.00 | 975.00 | (295.00) | 975.00 | 295.00 |
| 60815 - Pool Operating Supplies/Small Equip | 336.29 | 385.45 | (49.16) | 5,113.61 | 3,469.05 | 1,644.56 | 4,625.40 | (488.21) |
| 60830 - Pool Repairs and Maintenance | 26.49 | 134.70 | (108.21) | 898.54 | 1,212.30 | (313.76) | 1,616.40 | 717.86 |
| Total Maintenance | 17,188.74 | 15,009.57 | 2,179.17 | 172,388.86 | 160,320.08 | 12,068.78 | 210,703.66 | 38,314.80 |
| Utilities | | | | | | | | |
| 70100 - Cable/Satellite | 3,619.99 | 3,604.99 | 15.00 | 32,579.91 | 32,444.91 | 135.00 | 43,259.88 | 10,679.97 |
| 70120 - Electric - Common Area | 3,210.86 | 3,495.85 | (284.99) | 46,374.66 | 49,657.90 | (3,283.24) | 74,461.35 | 28,086.69 |
| 70130 - Gas - Common Area | 1,275.58 | 1,080.38 | 195.20 | 15,689.16 | 13,007.30 | 2,681.86 | 20,658.05 | 4,968.89 |
| 70140 - Refuse - Common Area | 1,096.90 | 700.00 | 396.90 | 10,976.27 | 6,300.00 | 4,676.27 | 8,400.00 | (2,576.27) |
| 70150 - Water/Sewer - Common Area | 7,686.43 | 8,054.95 | (368.52) | 47,775.41 | 53,244.97 | (5,469.56) | 67,537.45 | 19,762.04 |

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Seasons at Sandpoint

Operating

September 01, 2022 thru September 30, 2022

| | Current Period | | | Year to Date (9 months) | | | Annual Budget | Budget Remaining |
|-------------------------------------|------------------|------------------|-----------------|-------------------------|-------------------|-----------------|-------------------|------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| <u>Expense</u> | | | | | | | | |
| Utilities | | | | | | | | |
| 70165 - Telephone | 984.52 | 1,168.60 | (184.08) | 11,508.71 | 10,517.40 | 991.31 | 14,023.20 | 2,514.49 |
| Total Utilities | 17,874.28 | 18,104.77 | (230.49) | 164,904.12 | 165,172.48 | (268.36) | 228,339.93 | 63,435.81 |
| General & Administrative | | | | | | | | |
| 80106 - Gross Wages | 16,433.89 | 15,039.94 | 1,393.95 | 152,035.70 | 147,131.32 | 4,904.38 | 200,090.30 | 48,054.60 |
| 80108 - Payroll Reimbursement | (2,068.79) | (858.50) | (1,210.29) | (12,781.04) | (6,945.20) | (5,835.84) | (9,246.62) | 3,534.42 |
| 80130 - Unemployment Taxes | 104.10 | 177.16 | (73.06) | 1,524.27 | 1,707.05 | (182.78) | 2,330.91 | 806.64 |
| 80133 - Medicare/Social Security | 2,274.31 | 2,009.17 | 265.14 | 21,026.79 | 19,359.73 | 1,667.06 | 26,435.12 | 5,408.33 |
| 80135 - Group Insurance | 7,049.16 | 4,458.38 | 2,590.78 | 51,704.01 | 40,125.42 | 11,578.59 | 53,500.50 | 1,796.49 |
| 80145 - Uniforms | 1,126.73 | 1,250.00 | (123.27) | 3,183.89 | 3,750.00 | (566.11) | 4,000.00 | 816.11 |
| 80147 - Work C./Payroll/EL/HRIS/Tax | 2,129.25 | 1,778.48 | 350.77 | 12,448.71 | 17,453.92 | (5,005.21) | 23,657.92 | 11,209.21 |
| 80155 - Employee Training | 0.00 | 0.00 | 0.00 | 800.00 | 329.00 | 471.00 | 628.00 | (172.00) |
| 80165 - Employee Relations | 116.49 | 120.00 | (3.51) | 1,127.80 | 1,080.00 | 47.80 | 1,440.00 | 312.20 |
| 80170 - Recruiting and Advertising | 4.00 | 0.00 | 4.00 | 106.88 | 400.00 | (293.12) | 400.00 | 293.12 |
| 80185 - Employee Background Checks | 0.00 | 0.00 | 0.00 | 422.00 | 265.20 | 156.80 | 265.20 | (156.80) |
| 80210 - Legal Fees | 0.00 | 0.00 | 0.00 | 0.00 | 428.10 | (428.10) | 570.80 | 570.80 |
| 80215 - Accounting Fees | 600.14 | 1,350.00 | (749.86) | 5,450.97 | 12,150.00 | (6,699.03) | 16,200.00 | 10,749.03 |
| 80235 - Accounting Miscellaneous | 355.11 | 290.00 | 65.11 | 2,903.98 | 2,610.00 | 293.98 | 3,480.00 | 576.02 |
| 80242 - IT Monitoring | 127.50 | 175.00 | (47.50) | 382.50 | 1,575.00 | (1,192.50) | 2,100.00 | 1,717.50 |
| 80250 - Bank Fees | 0.00 | 0.00 | 0.00 | 10.00 | 0.00 | 10.00 | 0.00 | (10.00) |
| 80255 - Payroll Processing Fee | 311.90 | 340.00 | (28.10) | 3,536.92 | 3,060.00 | 476.92 | 4,080.00 | 543.08 |
| 80292 - Coffee Service | 338.74 | 376.30 | (37.56) | 3,540.54 | 3,386.70 | 153.84 | 4,515.60 | 975.06 |
| 80300 - Owner Receptions | 601.95 | 0.00 | 601.95 | 1,433.34 | 1,500.00 | (66.66) | 1,750.00 | 316.66 |
| 80325 - Decorations | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 100.00 | 100.00 |
| 80330 - Miscellaneous Expense | 0.00 | 42.15 | (42.15) | 0.00 | 379.35 | (379.35) | 505.80 | 505.80 |
| 80335 - Postage | 0.00 | 19.85 | (19.85) | 107.17 | 178.65 | (71.48) | 238.20 | 131.03 |
| 80340 - Printing | 0.00 | 56.65 | (56.65) | 526.34 | 509.85 | 16.49 | 679.80 | 153.46 |
| 80341 - Marina Access Fee | 1,023.50 | 1,023.50 | 0.00 | 9,211.50 | 9,211.50 | 0.00 | 12,282.00 | 3,070.50 |

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Operating

September 01, 2022 thru September 30, 2022

| | Current Period | | | Year to Date (9 months) | | | Annual Budget | Budget Remaining |
|---|------------------|------------------|-----------------|-------------------------|-------------------|-------------------|---------------------|--------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| Expense | | | | | | | | |
| General & Administrative | | | | | | | | |
| 80350 - Travel - Other | 22.60 | 50.00 | (27.40) | 2,729.61 | 1,675.00 | 1,054.61 | 1,825.00 | (904.61) |
| 80370 - Subscription | 0.00 | 0.00 | 0.00 | 1,117.96 | 1,035.00 | 82.96 | 1,035.00 | (82.96) |
| 80380 - Copier Expense | 157.06 | 115.85 | 41.21 | 864.70 | 1,042.65 | (177.95) | 1,390.20 | 525.50 |
| 80385 - Office Supplies | 20.96 | 57.15 | (36.19) | 459.39 | 514.35 | (54.96) | 685.80 | 226.41 |
| 80390 - Computer Supplies/Maintenance | 300.00 | 313.85 | (13.85) | 1,670.01 | 2,824.65 | (1,154.64) | 3,766.20 | 2,096.19 |
| 80400 - Safety | 125.78 | 32.95 | 92.83 | 797.70 | 296.55 | 501.15 | 395.40 | (402.30) |
| 80435 - Licenses, Fees & Permits | 0.00 | 0.00 | 0.00 | 959.87 | 4,799.00 | (3,839.13) | 5,074.00 | 4,114.13 |
| Total General & Administrative | 31,154.38 | 28,217.88 | 2,936.50 | 267,301.51 | 271,832.79 | (4,531.28) | 364,175.13 | 96,873.62 |
| Fixed Expenses | | | | | | | | |
| 90110 - Auto Insurance | 0.00 | 0.00 | 0.00 | 176.12 | 485.20 | (309.08) | 485.20 | 309.08 |
| 90115 - Umbrella Insurance | 0.00 | 0.00 | 0.00 | 2,750.00 | 2,539.80 | 210.20 | 2,539.80 | (210.20) |
| 90120 - Earthquake | 1,598.62 | 1,457.58 | 141.04 | 16,019.22 | 12,625.48 | 3,393.74 | 16,998.22 | 979.00 |
| 90130 - Commercial Package | 5,773.19 | 4,884.78 | 888.41 | 46,120.06 | 42,313.06 | 3,807.00 | 56,967.40 | 10,847.34 |
| 90135 - Crime Fidelity Insurance | 0.00 | 0.00 | 0.00 | 904.00 | 922.00 | (18.00) | 922.00 | 18.00 |
| 90140 - Directors & Officers Insurance | 0.00 | 0.00 | 0.00 | 1,950.00 | 1,989.00 | (39.00) | 1,989.00 | 39.00 |
| 90145 - Flood Insurance | 0.00 | 0.00 | 0.00 | 18,799.00 | 21,506.70 | (2,707.70) | 21,506.70 | 2,707.70 |
| 90175 - Management Fee | 3,560.00 | 3,553.50 | 6.50 | 32,040.10 | 31,981.50 | 58.60 | 42,642.00 | 10,601.90 |
| Total Fixed Expenses | 10,931.81 | 9,895.86 | 1,035.95 | 118,758.50 | 114,362.74 | 4,395.76 | 144,050.32 | 25,291.82 |
| Reserve Contributions | | | | | | | | |
| 90200 - Reserve Contributions | 7,900.00 | 7,900.00 | 0.00 | 71,100.00 | 71,100.00 | 0.00 | 94,800.00 | 23,700.00 |
| 90205 - Interest Earned | 378.56 | 0.00 | 378.56 | 1,577.51 | 0.00 | 1,577.51 | 0.00 | (1,577.51) |
| Total Reserve Contributions | 8,278.56 | 7,900.00 | 378.56 | 72,677.51 | 71,100.00 | 1,577.51 | 94,800.00 | 22,122.49 |
| Total Operating Expense | 90,255.59 | 88,942.13 | 1,313.46 | 846,369.37 | 837,454.54 | 8,914.83 | 1,112,317.64 | 265,948.27 |
| Total Operating Income / (Loss) | 5,230.04 | 3,566.98 | 1,663.06 | 12,505.80 | (3,216.32) | 15,722.12 | (0.02) | (12,505.82) |

Income Statement Report

Seasons at Sandpoint Marina

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| | Current Period | | | Year to Date (9 months) | | | Annual Budget | Budget Remaining |
|--|-----------------|-----------------|--------------|-------------------------|------------------|----------------|------------------|------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| <u>Income</u> | | | | | | | | |
| Assessment/Subsidy/Interest Revenue | | | | | | | | |
| 40171 - Marina Assessments-Sold | 7,616.70 | 7,616.97 | (0.27) | 68,550.30 | 68,552.66 | (2.36) | 91,403.54 | 22,853.24 |
| 40180 - Interest Income | 21.71 | 10.00 | 11.71 | 68.70 | 90.00 | (21.30) | 120.00 | 51.30 |
| Total Assessment/Subsidy/Interest Revenue | 7,638.41 | 7,626.97 | 11.44 | 68,619.00 | 68,642.66 | (23.66) | 91,523.54 | 22,904.54 |
| Total Marina Income | 7,638.41 | 7,626.97 | 11.44 | 68,619.00 | 68,642.66 | (23.66) | 91,523.54 | 22,904.54 |
| <u>Expense</u> | | | | | | | | |
| Reserve Contributions | | | | | | | | |
| 90205 - Interest Earned | 21.71 | 10.00 | 11.71 | 68.70 | 90.00 | (21.30) | 120.00 | 51.30 |
| Total Reserve Contributions | 21.71 | 10.00 | 11.71 | 68.70 | 90.00 | (21.30) | 120.00 | 51.30 |
| Marina | | | | | | | | |
| 70505 - Hourly | 657.49 | 2,600.00 | (1,942.51) | 13,772.88 | 14,520.00 | (747.12) | 14,520.00 | 747.12 |
| 70513 - FICA/Social Security Tax | 39.45 | 176.34 | (136.89) | 826.37 | 984.75 | (158.38) | 984.75 | 158.38 |
| 70516 - Unemployment Tax | 3.29 | 15.55 | (12.26) | 68.89 | 86.83 | (17.94) | 86.83 | 17.94 |
| 70518 - Workers Compensation | 65.75 | 289.52 | (223.77) | 1,377.29 | 1,158.08 | 219.21 | 1,158.08 | (219.21) |
| 70520 - Uniforms | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | (500.00) | 500.00 | 500.00 |
| 70530 - Operating Supplies/Small Equipmen | 0.00 | 300.00 | (300.00) | 639.36 | 1,600.00 | (960.64) | 1,600.00 | 960.64 |
| 70535 - Marina Fees | (1,023.50) | (1,023.50) | 0.00 | (9,211.50) | (9,211.50) | 0.00 | (12,282.00) | (3,070.50) |
| 70550 - Repairs/Maintenance | 1,641.00 | 1,641.42 | (0.42) | 15,554.00 | 15,557.22 | (3.22) | 21,352.06 | 5,798.06 |
| 70551 - Grounds Miscellaneous | 0.00 | 0.00 | 0.00 | 1,560.00 | 1,400.00 | 160.00 | 1,400.00 | (160.00) |
| 70570 - Electricity | 134.00 | 165.24 | (31.24) | 1,044.35 | 1,175.55 | (131.20) | 1,439.22 | 394.87 |
| 70571 - Water & Sewer | 68.00 | 182.32 | (114.32) | 1,057.00 | 1,028.11 | 28.89 | 1,209.09 | 152.09 |
| 70575 - Accounting Fees | 75.00 | 75.00 | 0.00 | 675.00 | 675.00 | 0.00 | 900.00 | 225.00 |
| 70580 - Insurance | 2,879.53 | 2,774.40 | 105.13 | 24,903.48 | 23,857.12 | 1,046.36 | 32,180.32 | 7,276.84 |
| 70585 - Tax/License | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,680.00 | 3,680.00 |
| 70600 - Reserves | 1,671.00 | 1,671.00 | 0.00 | 15,039.00 | 15,039.00 | 0.00 | 20,052.00 | 5,013.00 |
| 70608 - Employee Recruiting/Advertising | 0.00 | 0.00 | 0.00 | 0.00 | 50.00 | (50.00) | 50.00 | 50.00 |
| 70609 - Employee Background Check | 0.00 | 0.00 | 0.00 | 515.00 | 500.00 | 15.00 | 500.00 | (15.00) |

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|--|-----------------|-------------------|-------------------|-------------------------|-------------------|------------------|------------------|--------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| <u>Expense</u> | | | | | | | | |
| Marina | | | | | | | | |
| 70610 - Payroll Processing Fee | 47.34 | 44.00 | 3.34 | 574.78 | 176.00 | 398.78 | 176.00 | (398.78) |
| 70611 - Management Fee | 160.00 | 158.10 | 1.90 | 1,440.00 | 1,422.90 | 17.10 | 1,897.20 | 457.20 |
| Total Marina | 6,418.35 | 9,069.39 | (2,651.04) | 69,835.90 | 70,519.06 | (683.16) | 91,403.55 | 21,567.65 |
| Total Marina Expense | 6,440.06 | 9,079.39 | (2,639.33) | 69,904.60 | 70,609.06 | (704.46) | 91,523.55 | 21,618.95 |
| Total Marina Income / (Loss) | 1,198.35 | (1,452.42) | 2,650.77 | (1,285.60) | (1,966.40) | 680.80 | (0.01) | 1,285.59 |
| Total Association Net Income / (Loss) | 6,428.39 | 2,114.56 | 4,313.83 | 11,220.20 | (5,182.72) | 16,402.92 | (0.03) | (11,220.23) |