

2019 Budget Summary

| 2018 August (Cash Basis) | 2018 Budget | 2019 Budget | Budgetary Points and Explanations 2019 |
|--------------------------|-------------|-------------|--|
|--------------------------|-------------|-------------|--|

Dues Revenue

| | | | | |
|--------------------|---------|---------|---------|---|
| Owner Dues - LOTS | 328,755 | 490,140 | 490,140 | Monthly dues from Single Family/Duplex Residences at \$105.00 per Month |
| Owner Dues - UNITS | 361,305 | 542,610 | 542,610 | Monthly dues from Town Homes / Condominiums at \$105.00 per Month |
| Tenant Dues | 16,555 | 14,000 | 20,000 | Monthly dues from additional Homestead renters - \$70 per month |
| Member Dues | 207,869 | 290,000 | 300,000 | Monthly dues from Non-resident members in 2 levels. 2017 Inc. \$110 and \$150 |

Activity Revenue

| | | | | |
|----------------------------------|------------------|------------------|------------------|---|
| Guest Fees | 22,571 | 15,000 | 20,000 | \$15 per day charge for local guests of members |
| Locker Revenue | 640 | 700 | 900 | \$8 per month fee for permanent locker |
| Kids Camp | 95,055 | 75,000 | 85,000 | Summer 3 month program 5 days a week, after school 5 days 3 hours |
| Babysitting | 2,390 | 3,500 | 3,500 | Daily Childcare at \$6 PH |
| Swimming | 6,860 | 10,000 | 12,500 | Swim lessons and group instruction (Eagle-Vail New Pool Open) |
| Personal Training | 110,900 | 115,000 | 125,000 | Gross income from in house trainers and Pilates instruction |
| Personal Train Contractor Rental | 5,200 | 7,800 | 7,800 | Rent from trainer that rents the weight room |
| Design Review Fees | 2,758 | 1,000 | 1,000 | DRC fees and fines |
| Statement Prep Fee | 2,000 | 2,000 | 3,000 | \$100 fee charged for title papers preparation |
| Aerobics Revenue | 1,463 | 500 | 500 | Specialty class income |
| Deposits Forfeited | 0 | 100 | 100 | Initiation deposits from old members forfeited |
| Late Fees | 5,838 | 8,000 | 7,000 | Fees imposed on delinquent accounts |
| Rental/Property Revenue | 57,849 | 82,000 | 82,000 | Rent from Montessori school, HCC10, managers Apt. #2, AT&T |
| Interest Income | 12,360 | 18,000 | 18,000 | Interest from bank accounts and CD's. |
| Administrative set-up Fee | 5,500 | 7,500 | 7,500 | \$250 new membership administration fee |
| Racquet Sports Revenue | 155,425 | 225,000 | 225,000 | Tennis income from lessons, leagues, clinics, and tournaments |
| Pro Shop | 13,431 | 20,000 | 20,000 | Pro shop clothing, food & beverage, and equipment |
| TOTAL INCOME | 1,414,724 | 1,927,950 | 1,971,550 | |

Activity Expense

| | | | | |
|------------------------|--------|--------|--------|--|
| Kids Camp Expense | 8,842 | 8,500 | 9,500 | Snacks and supplies for kids camp |
| Babysitting | 420 | 1,000 | 1,000 | Snacks, teaching supplies, and minor upgrades |
| Swimming Expense | 100 | 1,000 | 1,000 | Replacement equipment and marketing for program |
| Aerobics Room Expense | 5,336 | 5,000 | 6,000 | Equipment, software, and average repair for rooms |
| Racquet Sports Expense | 12,875 | 15,000 | 15,000 | Consumables, tournament expenses, and special events |
| Cardio Expense | 6,153 | 10,000 | 10,000 | Equipment, software, and average repair. |
| Weight Room Expense | 4,971 | 7,000 | 7,000 | Replacement equipment and maintenance |
| Pro Shop COG | 9,190 | 12,500 | 12,500 | Cost of all goods including shipping |

Maintenance Expense

| | | | | |
|--------------------------|--------|--------|--------|---|
| Pool Maintenance | 8,354 | 10,000 | 10,000 | Pool room maintenance and repair |
| Pool Chemicals | 2,483 | 5,000 | 5,000 | All pool and spa specific chemicals |
| Tennis Court Maintenance | 6,684 | 9,000 | 9,000 | Indoor and outdoor tennis court maintenance and equipment |
| Cleaning Supplies | 16,408 | 19,000 | 21,000 | Cleaning products, plastics, paper goods and chemicals |
| Maintenance Supplies | 6,369 | 7,500 | 8,000 | All supplies, parts, and consumables for HCC |
| Linens | 1,975 | 4,000 | 3,500 | Towels |
| Locker Room Amenities | 321 | 3,000 | 3,000 | Locker room soaps, mats, and improvements |
| DMX Cable Expense | 5,370 | 9,000 | 10,000 | DirecTV, XM music, and internet |
| Building Maintenance | 6,990 | 22,000 | 20,000 | HCC maintenance for the interior and exterior |
| Maintenance Equipment | 2,935 | 6,500 | 6,500 | New equipment and repair for maintenance department |

Grounds Expense

| | | | | |
|-----------------------|--------|--------|--------|---|
| Truck Expense | 3,573 | 6,000 | 6,000 | Maintenance and fuel for Homestead truck and equipment |
| Grounds | 13,543 | 20,000 | 20,000 | Maintenance on HCC exterior, open space and park |
| Snow Removal | 587 | 2,000 | 2,000 | Maintenance on snow removal equipment and fuel |
| Landscape Maintenance | 11,830 | 20,000 | 20,000 | Maintenance for all Homestead open space, trails, and parks. Dog bags |

Membership Expense

| | | | | |
|-----------------------|--------|--------|--------|---|
| Special Events | 17,014 | 40,000 | 44,000 | Events in 2019 |
| Member Communications | 1,365 | 3,500 | 3,500 | Newsletter and web/email communication |
| Meeting Expense | 1,768 | 2,500 | 2,500 | Board, committee, and employee meetings |
| Postage | 3,567 | 6,000 | 6,000 | Newsletter and other mailings |
| Design Review Expense | 1,801 | 2,000 | 2,000 | Staff architect fee and enforcement costs |

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|--------------------------------|----------------|----------------|---|
|--------------------------------|----------------|----------------|---|

Utilities Expense

| | | | | |
|---------------|--------|--------|--------|--|
| Telephone | 3,154 | 3,600 | 4,200 | |
| Electric | 33,567 | 42,000 | 47,000 | |
| Natural Gas | 11,904 | 21,000 | 19,000 | |
| Water | 30,433 | 42,000 | 42,000 | Includes all HCC, landscaping irrigation watering, clay courts |
| Trash Removal | 2,712 | 5,500 | 5,500 | |

Operating Expense

| | | | | |
|-----------------------------|---------|---------|---------|--|
| Salaries and Wages | 496,303 | 814,940 | 841,741 | All payroll and personnel, including commission percentages |
| Payroll Taxes | 46,484 | 73,344 | 81,549 | Based on 9.7% of total payroll (company paid taxes) |
| Property Taxes | 9,148 | 15,000 | 15,000 | |
| Bad Debts | 782 | 4,000 | 2,000 | Foreclosure Bankruptcy losses |
| Education | 3,320 | 10,000 | 10,000 | Staff, board, and HOA education |
| Association Membership Fees | 775 | 500 | 500 | Local and nationwide membership |
| Bank Charges | 3,890 | 5,000 | 5,000 | CC% |
| Office Supplies | 15,129 | 24,500 | 26,000 | Technology, office supplies, and monthly operating software fee increase |
| Copier Lease | 6,064 | 7,290 | 8,000 | Copier lease |
| Employee Expense | 4,994 | 14,000 | 14,000 | Uniforms, job ads, employee events, training materials, ski passes, etc. |
| Accounting | 32,009 | 45,000 | 49,000 | Tax work, bookkeeping, yearly review, and monthly review |
| Legal | 418 | 8,000 | 5,000 | |
| Homestead CCTH Dues | 3,104 | 4,656 | 4,656 | Monthly Dues |
| Insurance | 56,529 | 103,216 | 100,000 | D&O, liability, workers comp, umbrella, health |
| Other Expense | 3,769 | 7,000 | 7,000 | ASG changes, trails map and signs, other |

Reserve Fund

| | | | | |
|---------------------------------|------------------|------------------|------------------|--|
| Loan Payment & Cap. Imp. | 113,389 | 170,084 | 170,084 | Capital improvements (Includes Loan Pay) |
| Replacement Reserve | 166,880 | 250,320 | 250,320 | Board set reserve contribution based on 2016 reserve study |
| TOTAL OPERATING EXPENSES | 1,205,581 | 1,927,950 | 1,971,550 | |

Grand Totals

| | | | | |
|--------------------------|------------------|------------------|------------------|--|
| TOTAL INCOME | 1,414,724 | 1,927,950 | 1,971,550 | |
| TOTAL EXPENSE | 1,205,581 | 1,927,950 | 1,971,550 | |
| NET INCOME (LOSS) | 209,143 | 0 | 0 | |