

## 2023 Budget Summary

2022 Final (Cash Basis)	2022 Budget	2023 Budget	Budgetary Points and Explanations 2023
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### Dues Revenue

Owner Dues - LOTS	486,780	489,037	489,037	Monthly dues from single family/duplex residences at \$105.00 per month
Owner Dues - UNITS	542,520	541,800	541,800	Monthly dues from town homes / condominiums at \$105.00 per month
Tenant Dues	17,360	12,000	13,000	Monthly dues from additional Homestead renters - \$70 per month
Member Dues	338,682	275,000	370,000	Monthly dues from non-resident members in 2 levels. 2023 Inc. \$125 and \$170

### Activity Revenue

Guest Fees	35,586	20,000	22,000	\$20 adult \$10 child per day charge for guests of members
Locker Revenue	0	0	0	\$8 per month fee for permanent locker
Kids Camp	98,114	80,000	80,000	Summer 3 month program 5 days a week, after school 5 days 3 hours
Babysitting	120	500	500	Daily childcare at \$6 PH
Swimming	20,064	10,000	10,000	Swim lessons and group instruction
Personal Training	161,578	140,000	150,000	Gross income from in house trainers and Pilates instruction
Personal Train Contractor Rental	7,800	7,800	7,800	Rent from trainer that rents the weight room
Design Review Fees	4,164	1,000	1,000	DRC fees and fines
Statement Prep Fee	2,350	2,500	2,000	\$100 fee charged for title papers preparation
Aerobics Revenue	0	500	500	Specialty class income
Deposits Forfeited	0	100	100	Initiation deposits from old members forfeited
Late Fees	6,046	7,000	3,500	Fees imposed on delinquent accounts
Rental/Property Revenue	76,580	74,000	79,207	Rent from Montessori school, HCC10, managers Apt. #2, AT&T/T-Mobile
Interest Income	5,602	6,000	20,000	Interest from bank accounts and CD's.
Administrative set-up Fee	17,300	8,000	10,000	\$250 new membership administration fee
Racquet Sports Revenue	222,544	240,000	230,000	Tennis income from lessons, leagues, clinics, and tournaments
Pro Shop	19,787	16,000	16,000	Pro shop clothing, food & beverage, and equipment
<b>TOTAL INCOME</b>	<b>2,062,977</b>	<b>1,931,237</b>	<b>2,046,444</b>	

### Activity Expense

Kids Camp Expense	7,282	7,000	8,000	Snacks and supplies for kids camp and after school
Babysitting	0	100	100	Snacks, teaching supplies
Swimming Expense	0	1,000	1,000	Replacement equipment and marketing for program
Aerobics Room Expense	3,642	4,000	4,000	Equipment, software, and average repair for rooms
Racquet Sports Expense	7,188	8,000	8,000	Consumables, tournament expenses, and special events
Cardio Expense	7,036	8,000	8,000	Equipment, software, and average repair.
Weight Room Expense	2,151	5,000	5,000	Replacement equipment and maintenance
Pro Shop COG	15,036	12,000	12,000	Cost of all goods including shipping

### Maintenance Expense

Pool Maintenance	6,832	10,000	10,000	Pool room maintenance and repair
Pool Chemicals	3,977	4,000	5,500	All pool and spa specific chemicals
Tennis Court Maintenance	8,165	10,000	9,000	Indoor and outdoor tennis court maintenance and equipment
Cleaning Supplies	29,121	28,000	30,000	Cleaning products, plastics, paper goods and chemicals
Maintenance Supplies	5,834	8,000	8,000	All supplies, parts, and consumables for HCC
Linens	0	3,500	4,000	Towels
Locker Room Amenities	2,886	3,000	3,000	Locker room soaps, mats, and improvements
DMX Cable Expense	12,260	13,000	13,500	DirectTV, XM music, and internet
Building Maintenance	9,838	19,000	18,000	HCC maintenance for the interior and exterior
Maintenance Equipment	6,167	5,500	6,000	New equipment, tools and repair for maintenance department

### Grounds Expense

Truck Expense	4,989	7,000	7,000	Maintenance and fuel for Homestead truck and vans
Grounds	15,709	20,000	18,000	Maintenance on HCC exterior, open space and parks
Snow Removal	2,522	2,000	2,000	Maintenance on snow removal equipment and fuel
Landscape Maintenance	14,482	30,000	20,000	Maintenance on HOA open space, trails consulting 2022, and parks. Dog bags

### Membership Expense

Special Events	58,148	52,000	59,000	Events in 2022 - full schedule
Member Communications	1,545	4,000	4,000	Newsletter and web/email communication
Meeting Expense	1,406	1,500	1,500	Board, committee, and employee meetings

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Postage	8,601	7,000	7,000	Newsletter and other mailings
Design Review Expense	2,719	1,000	1,000	Staff architect fee and enforcement costs

### Utilities Expense

Telephone	5,176	5,200	5,500	
Electric	37,100	39,000	45,000	
Natural Gas	35,877	20,000	35,000	
Water	43,926	56,000	56,000	Includes all HCC, landscaping irrigation watering, clay courts
Trash Removal	6,930	6,500	7,000	

### Operating Expense

Salaries and Wages	891,699	943,135	1,022,135	All payroll and personnel, including commission percentages
Payroll Taxes	70,442	80,858	87,422	Based on 8.5% of total payroll (company paid taxes)
Property Taxes	17,818	18,000	18,000	
Bad Debts	1,273	1,000	1,000	Foreclosure and bankruptcy losses
Education	5,230	6,000	6,000	Staff, Board, and HOA education
Association Membership Fees	0	500	500	Local and nationwide membership
Bank Charges	9,635	10,000	10,000	CC% and EFT fees
Office Supplies	22,695	26,000	26,000	Technology, office supplies, and monthly operating software fee increase
Copier Lease	5,838	8,000	8,000	Copier lease
Employee Expense	10,345	14,000	14,000	Uniforms, job ads, employee events, training materials, ski passes, etc.
Accounting	48,461	53,000	56,000	Tax work, payroll, bookkeeping, yearly review, and monthly review
Legal	11,572	5,000	5,000	
Homestead CCTH Dues	5,600	5,124	5,760	Monthly Dues
Insurance	90,232	103,000	109,000	D&O, liability, workers comp, umbrella, health
Other Expense	6,419	7,000	6,207	ASG changes, trails map and signs, other

### Reserve Fund

Loan Payment	0	0	0	Loan Pay - Payed off!
Replacement Reserve	250,320	250,320	250,320	Board set reserve contribution based on 2019 reserve study
<b>TOTAL OPERATING EXPENSES</b>	<b>1,814,124</b>	<b>1,931,237</b>	<b>2,046,444</b>	

### Grand Totals

<b>TOTAL INCOME</b>	<b>2,062,977</b>	<b>1,931,237</b>	<b>2,046,444</b>	
<b>TOTAL EXPENSE</b>	<b>1,814,124</b>	<b>1,931,237</b>	<b>2,046,444</b>	
<b>NET INCOME (LOSS)</b>	<b>248,853</b>	<b>0</b>	<b>0</b>	