

**Britton Falls by Del Webb HOA INC**  
**Balance Sheet**  
**2/28/2017**

**Assets**Cash Operating1015 - Pacific Premier Operating \$48,420.86Cash Operating Total \$48,420.86Cash Reserves1025 - Pacific Premier Money Market \$434,745.30Cash Reserves Total \$434,745.30Other1050 - Clearing Account (\$881.89)1290 - Other Current Assets \$7,001.64Other Total \$6,119.75*Assets Total* \$489,285.91**Liabilities and Equity**Other2400 - Reserve Legal Fund \$436,052.79Other Total \$436,052.79Retained Earnings (\$90,966.89)Net Income \$144,200.01*Liabilities & Equity Total* \$489,285.91

**Britton Falls by Del Webb HOA INC**  
**Budget Comparison Report**  
**2/1/2017 - 2/28/2017**

|                                       | 2/1/2017 - 2/28/2017 |                     |                      | 1/1/2017 - 2/28/2017 |                     |                    | Annual Budget         |
|---------------------------------------|----------------------|---------------------|----------------------|----------------------|---------------------|--------------------|-----------------------|
|                                       | Actual               | Budget              | Variance             | Actual               | Budget              | Variance           |                       |
| <b>Income</b>                         |                      |                     |                      |                      |                     |                    |                       |
| <u>Income</u>                         |                      |                     |                      |                      |                     |                    |                       |
| 4000 - HOA Assessment                 | \$156,230.39         | \$158,234.00        | (\$2,003.61)         | \$380,165.81         | \$315,053.00        | \$65,112.81        | \$1,985,877.00        |
| 4010 - Landscape Maintenance          | \$540.00             | \$456.00            | \$84.00              | \$1,104.00           | \$912.00            | \$192.00           | \$5,472.00            |
| 4100 - Late Charge Income             | \$141.65             | \$0.00              | \$141.65             | \$241.55             | \$0.00              | \$241.55           | \$0.00                |
| 4130 - Collection Fees                | \$20.45              | \$0.00              | \$20.45              | \$60.00              | \$0.00              | \$60.00            | \$0.00                |
| 4200 - Capital Contribution           | \$3,558.33           | \$0.00              | \$3,558.33           | \$4,543.33           | \$0.00              | \$4,543.33         | \$0.00                |
| 4205 - Capital to Reserve             | (\$3,058.33)         | \$0.00              | (\$3,058.33)         | (\$3,403.33)         | \$0.00              | (\$3,403.33)       | \$0.00                |
| 4300 - Developer Contribution         | (\$2,120.00)         | \$0.00              | (\$2,120.00)         | (\$2,120.00)         | \$0.00              | (\$2,120.00)       | \$0.00                |
| 4400 - Other Income                   | \$546.00             | \$450.00            | \$96.00              | \$1,625.00           | \$900.00            | \$725.00           | \$5,400.00            |
| 4405 - Website Income                 | \$3,435.00           | \$4,750.00          | (\$1,315.00)         | \$4,900.00           | \$9,500.00          | (\$4,600.00)       | \$57,000.00           |
| 4420 - Clubhouse Rental               | \$100.00             | \$389.00            | (\$289.00)           | \$475.00             | \$778.00            | (\$303.00)         | \$4,668.00            |
| 4425 - Fitness Income                 | \$2,700.00           | \$3,850.00          | (\$1,150.00)         | \$5,204.00           | \$7,700.00          | (\$2,496.00)       | \$46,200.00           |
| 4430 - Event Income                   | \$1,882.00           | \$2,750.00          | (\$868.00)           | \$6,989.00           | \$5,500.00          | \$1,489.00         | \$33,000.00           |
| 4431 - Event Income-Golf              | \$2,120.00           | \$0.00              | \$2,120.00           | \$2,120.00           | \$0.00              | \$2,120.00         | \$21,940.00           |
| 7900 - Reserve Funding                | (\$16,852.00)        | (\$8,613.00)        | (\$8,239.00)         | (\$25,388.00)        | (\$17,149.00)       | (\$8,239.00)       | (\$108,108.00)        |
| <b>Total Income</b>                   | <b>\$149,243.49</b>  | <b>\$162,266.00</b> | <b>(\$13,022.51)</b> | <b>\$376,516.36</b>  | <b>\$323,194.00</b> | <b>\$53,322.36</b> | <b>\$2,051,449.00</b> |
| <b>Total Income</b>                   | <b>\$149,243.49</b>  | <b>\$162,266.00</b> | <b>(\$13,022.51)</b> | <b>\$376,516.36</b>  | <b>\$323,194.00</b> | <b>\$53,322.36</b> | <b>\$2,051,449.00</b> |
| <b>Expense</b>                        |                      |                     |                      |                      |                     |                    |                       |
| <u>Administration</u>                 |                      |                     |                      |                      |                     |                    |                       |
| 5700 - Management Fees                | \$4,764.00           | \$4,698.00          | (\$66.00)            | \$9,498.00           | \$9,354.00          | (\$144.00)         | \$58,968.00           |
| 5705 - Accounting                     | \$0.00               | \$100.00            | \$100.00             | \$0.00               | \$100.00            | \$100.00           | \$870.00              |
| 5710 - Legal Expense-Collections      | \$160.00             | \$468.00            | \$308.00             | \$245.00             | \$936.00            | \$691.00           | \$5,616.00            |
| 5715 - Legal Expense-Violations       | \$823.45             | \$0.00              | (\$823.45)           | \$1,823.45           | \$0.00              | (\$1,823.45)       | \$0.00                |
| 5725 - Taxes-Property                 | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00             | \$3,600.00            |
| 5730 - Taxes Federal/State            | \$227.43             | \$0.00              | (\$227.43)           | \$227.43             | \$0.00              | (\$227.43)         | \$0.00                |
| 5735 - Insurance                      | \$6,813.00           | \$0.00              | (\$6,813.00)         | \$8,490.00           | \$6,813.00          | (\$1,677.00)       | \$27,252.00           |
| 5740 - Annual Corporate Report        | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00             | \$35.00               |
| 5745 - Fees/Dues/Licenses             | \$0.00               | \$1,985.00          | \$1,985.00           | \$1,341.00           | \$1,985.00          | \$644.00           | \$2,875.00            |
| 5750 - Postage                        | \$118.50             | \$100.00            | (\$18.50)            | \$502.47             | \$200.00            | (\$302.47)         | \$1,200.00            |
| 5755 - Copies/Printing/Supplies       | \$687.15             | \$1,300.00          | \$612.85             | \$3,567.44           | \$2,600.00          | (\$967.44)         | \$15,600.00           |
| 5760 - Subscriptions                  | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$500.00            | \$500.00           | \$1,022.00            |
| 5765 - Bank Charges                   | \$165.03             | \$80.00             | (\$85.03)            | \$236.21             | \$160.00            | (\$76.21)          | \$960.00              |
| 5770 - Mileage                        | \$193.75             | \$40.00             | (\$153.75)           | \$193.75             | \$80.00             | (\$113.75)         | \$480.00              |
| 5775 - Web Hosting                    | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00             | \$2,953.00            |
| 5780 - Computer Maintenance           | \$0.00               | \$0.00              | \$0.00               | \$85.59              | \$3,000.00          | \$2,914.41         | \$4,500.00            |
| <b>Total Administration</b>           | <b>\$13,952.31</b>   | <b>\$8,771.00</b>   | <b>(\$5,181.31)</b>  | <b>\$26,210.34</b>   | <b>\$25,728.00</b>  | <b>(\$482.34)</b>  | <b>\$125,931.00</b>   |
| <u>Clubhouse</u>                      |                      |                     |                      |                      |                     |                    |                       |
| 5200 - Clubhouse Maintenance & Repair | \$3,623.59           | \$800.00            | (\$2,823.59)         | \$5,328.54           | \$1,600.00          | (\$3,728.54)       | \$9,600.00            |
| 5205 - Clubhouse Equipment Repair     | \$3,030.43           | \$800.00            | (\$2,230.43)         | \$5,268.00           | \$1,600.00          | (\$3,668.00)       | \$9,600.00            |
| 5210 - Clubhouse Floor Cleaning       | \$1,432.16           | \$700.00            | (\$732.16)           | \$1,432.16           | \$1,400.00          | (\$32.16)          | \$8,400.00            |
| 5215 - Clubhouse Janitorial           | \$2,692.29           | \$2,500.00          | (\$192.29)           | \$6,182.03           | \$5,000.00          | (\$1,182.03)       | \$33,000.00           |
| 5225 - HVAC Repair & Maintenance      | \$0.00               | \$725.00            | \$725.00             | \$1,100.00           | \$1,450.00          | \$350.00           | \$8,700.00            |
| 5230 - Extermination                  | \$0.00               | \$0.00              | \$0.00               | \$120.85             | \$0.00              | (\$120.85)         | \$500.00              |
| 5235 - Alarm/Security                 | \$216.00             | \$0.00              | (\$216.00)           | \$216.00             | \$0.00              | (\$216.00)         | \$958.00              |
| 5240 - Recreation Supplies            | \$849.24             | \$375.00            | (\$474.24)           | \$849.24             | \$750.00            | (\$99.24)          | \$4,500.00            |

**Britton Falls by Del Webb HOA INC**  
**Budget Comparison Report**  
**2/1/2017 - 2/28/2017**

|   | 2/1/2017 - 2/28/2017 |                    |                      | 1/1/2017 - 2/28/2017 |                    |                      | Annual Budget       |
|---|----------------------|--------------------|----------------------|----------------------|--------------------|----------------------|---------------------|
|   | Actual               | Budget             | Variance             | Actual               | Budget             | Variance             |                     |
| 5245 - Fitness Instruction                | \$4,204.00           | \$4,923.00         | \$719.00             | \$8,904.00           | \$9,846.00         | \$942.00             | \$59,076.00         |
| 5250 - Fitness Equipment Maintenance      | \$527.96             | \$309.00           | (\$218.96)           | \$527.96             | \$618.00           | \$90.04              | \$3,708.00          |
| 5255 - Kitchen Supplies                   | \$246.68             | \$350.00           | \$103.32             | \$592.54             | \$700.00           | \$107.46             | \$4,200.00          |
| 5300 - Pool Service Contract              | \$7,221.67           | \$7,222.00         | \$0.33               | \$14,443.34          | \$14,444.00        | \$0.66               | \$86,664.00         |
| 5310 - Pool Maintenance & Repair          | \$1,169.00           | \$500.00           | (\$669.00)           | \$1,266.37           | \$1,000.00         | (\$266.37)           | \$6,000.00          |
| 5405 - Event Expense                      | \$1,472.20           | \$2,380.00         | \$907.80             | \$2,294.61           | \$4,760.00         | \$2,465.39           | \$28,560.00         |
| 5406 - Event Expense-Golf Outing          | \$0.00               | \$0.00             | \$0.00               | \$302.00             | \$0.00             | (\$302.00)           | \$21,940.00         |
| 5410 - Holiday Decorations                | \$9,249.00           | \$0.00             | (\$9,249.00)         | \$9,249.00           | \$1,500.00         | (\$7,749.00)         | \$8,000.00          |
| <b>Total Clubhouse</b>                    | <b>\$35,934.22</b>   | <b>\$21,584.00</b> | <b>(\$14,350.22)</b> | <b>\$58,076.64</b>   | <b>\$44,668.00</b> | <b>(\$13,408.64)</b> | <b>\$293,406.00</b> |
| <b>Common Area Maintenance</b>            |                      |                    |                      |                      |                    |                      |                     |
| 5000 - Mowing & Edging-Common Area        | \$6,078.33           | \$6,926.67         | \$848.34             | \$6,078.33           | \$13,853.34        | \$7,775.01           | \$83,120.00         |
| 5005 - Mulch & Maintenance-Common Area    | \$2,517.13           | \$2,445.08         | (\$72.05)            | \$2,517.13           | \$4,890.16         | \$2,373.03           | \$29,341.00         |
| 5010 - Tree & Shrub Chemicals             | \$337.40             | \$390.92           | \$53.52              | \$337.40             | \$781.84           | \$444.44             | \$4,691.00          |
| 5015 - Turf Chemicals-Common Area         | \$2,062.03           | \$1,721.25         | (\$340.78)           | \$2,062.03           | \$3,442.50         | \$1,380.47           | \$20,655.00         |
| 5020 - Tree & Shrub Pruning-Common Area   | \$266.95             | \$301.58           | \$34.63              | \$266.95             | \$603.16           | \$336.21             | \$3,619.00          |
| 5025 - Irrigation Maintenance-Common Area | \$546.97             | \$890.83           | \$343.86             | \$546.97             | \$1,781.66         | \$1,234.69           | \$10,690.00         |
| 5030 - Seasonal Clean-Up-Common Area      | \$997.90             | \$178.42           | (\$819.48)           | \$997.90             | \$356.84           | (\$641.06)           | \$2,141.00          |
| 5035 - Snow Removal                       | \$17,223.73          | \$26,585.00        | \$9,361.27           | \$20,899.98          | \$53,170.00        | \$32,270.02          | \$106,340.00        |
| 5040 - Annual Flowers                     | \$860.72             | \$822.42           | (\$38.30)            | \$860.72             | \$1,644.84         | \$784.12             | \$9,869.00          |
| 5100 - Common Area                        | \$2,446.84           | \$500.00           | (\$1,946.84)         | \$2,446.84           | \$1,000.00         | (\$1,446.84)         | \$6,000.00          |
| 5105 - Pet Stations/Cleanup               | \$0.00               | \$175.00           | \$175.00             | \$866.64             | \$350.00           | (\$516.64)           | \$2,100.00          |
| 5130 - Lighting Maintenance               | \$1,388.47           | \$1,150.00         | (\$238.47)           | \$1,534.53           | \$2,300.00         | \$765.47             | \$13,800.00         |
| 5135 - Sign Maintenance                   | \$0.00               | \$200.00           | \$200.00             | \$0.00               | \$400.00           | \$400.00             | \$2,400.00          |
| 5180 - Holding Pond Maintenance           | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$19,000.00         |
| 5185 - Fountain Maintenance               | \$2,687.00           | \$0.00             | (\$2,687.00)         | \$2,687.00           | \$0.00             | (\$2,687.00)         | \$25,453.00         |
| <b>Total Common Area Maintenance</b>      | <b>\$37,413.47</b>   | <b>\$42,287.17</b> | <b>\$4,873.70</b>    | <b>\$42,102.42</b>   | <b>\$84,574.34</b> | <b>\$42,471.92</b>   | <b>\$339,219.00</b> |
| <b>Employment</b>                         |                      |                    |                      |                      |                    |                      |                     |
| 5600 - Salaries                           | \$31,590.33          | \$18,712.00        | (\$12,878.33)        | \$34,468.08          | \$37,424.00        | \$2,955.92           | \$239,904.00        |
| 5610 - Human Resource Expense             | \$735.92             | \$2,732.00         | \$1,996.08           | \$735.92             | \$5,464.00         | \$4,728.08           | \$35,088.00         |
| 5615 - Payroll Taxes                      | \$4,002.43           | \$1,519.00         | (\$2,483.43)         | \$4,255.84           | \$3,038.00         | (\$1,217.84)         | \$19,028.00         |
| 5620 - Benefits                           | \$2,578.60           | \$599.00           | (\$1,979.60)         | \$2,734.66           | \$1,198.00         | (\$1,536.66)         | \$7,188.00          |
| 5625 - Employment Expense                 | \$502.25             | \$711.00           | \$208.75             | \$1,004.89           | \$1,422.00         | \$417.11             | \$10,532.00         |
| 5630 - Workman's Comp. Ins.               | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$3,500.00          |
| 5635 - Uniforms                           | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$500.00            |
| <b>Total Employment</b>                   | <b>\$39,409.53</b>   | <b>\$24,273.00</b> | <b>(\$15,136.53)</b> | <b>\$43,199.39</b>   | <b>\$48,546.00</b> | <b>\$5,346.61</b>    | <b>\$315,740.00</b> |
| <b>Grounds Maintenance</b>                |                      |                    |                      |                      |                    |                      |                     |
| 5001 - Mowing & Edging Homes              | \$0.00               | \$456.00           | \$456.00             | \$0.00               | \$912.00           | \$912.00             | \$249,604.00        |
| 5006 - Mulch & Maintenance Homes          | \$1,190.19           | \$0.00             | (\$1,190.19)         | \$1,190.19           | \$0.00             | (\$1,190.19)         | \$155,541.00        |
| 5011 - Tree & Shrub Chemicals Homes       | \$0.00               | \$0.00             | \$0.00               | \$6,025.13           | \$0.00             | (\$6,025.13)         | \$28,164.00         |
| 5016 - Turf Chemicals Homes               | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$37,457.00         |
| 5021 - Tree & Shrub Pruning Homes         | \$18,941.19          | \$0.00             | (\$18,941.19)        | \$18,941.19          | \$0.00             | (\$18,941.19)        | \$91,210.00         |
| 5026 - Irrigation Maintenance Homes       | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$58,477.00         |
| 5031 - Seasonal Clean-Up Homes            | \$0.00               | \$0.00             | \$0.00               | \$0.00               | \$0.00             | \$0.00               | \$20,768.00         |
| <b>Total Grounds Maintenance</b>          | <b>\$20,131.38</b>   | <b>\$456.00</b>    | <b>(\$19,675.38)</b> | <b>\$26,156.51</b>   | <b>\$912.00</b>    | <b>(\$25,244.51)</b> | <b>\$641,221.00</b> |

**Britton Falls by Del Webb HOA INC**  
**Budget Comparison Report**  
**2/1/2017 - 2/28/2017**

|                                | 2/1/2017 - 2/28/2017 |                     |                      | 1/1/2017 - 2/28/2017 |                     |                     | Annual Budget         |
|--------------------------------|----------------------|---------------------|----------------------|----------------------|---------------------|---------------------|-----------------------|
|                                | Actual               | Budget              | Variance             | Actual               | Budget              | Variance            |                       |
| <u>Social</u>                  |                      |                     |                      |                      |                     |                     |                       |
| 5400 - Social Committee        | \$140.00             | \$0.00              | (\$140.00)           | \$140.00             | \$0.00              | (\$140.00)          | \$0.00                |
| <b>Total Social</b>            | <b>\$140.00</b>      | <b>\$0.00</b>       | <b>(\$140.00)</b>    | <b>\$140.00</b>      | <b>\$0.00</b>       | <b>(\$140.00)</b>   | <b>\$0.00</b>         |
| <u>Utilities</u>               |                      |                     |                      |                      |                     |                     |                       |
| 5500 - Electric                | \$5,476.99           | \$5,000.00          | (\$476.99)           | \$12,024.86          | \$10,900.00         | (\$1,124.86)        | \$105,600.00          |
| 5505 - Water & Sanitation      | \$1,770.47           | \$13,428.83         | \$11,658.36          | \$2,264.92           | \$26,857.66         | \$24,592.74         | \$161,146.00          |
| 5510 - Telephone               | \$243.70             | \$466.00            | \$222.30             | \$667.45             | \$932.00            | \$264.55            | \$6,852.00            |
| 5515 - Refuse Collection       | \$11,818.80          | \$9,678.00          | (\$2,140.80)         | \$12,659.17          | \$19,269.00         | \$6,609.83          | \$121,474.00          |
| 5520 - Cable & Internet        | \$0.00               | \$300.00            | \$300.00             | \$380.60             | \$600.00            | \$219.40            | \$4,200.00            |
| 5525 - Natural Gas             | \$1,752.98           | \$3,000.00          | \$1,247.02           | \$5,119.04           | \$6,000.00          | \$880.96            | \$36,000.00           |
| <b>Total Utilities</b>         | <b>\$21,062.94</b>   | <b>\$31,872.83</b>  | <b>\$10,809.89</b>   | <b>\$33,116.04</b>   | <b>\$64,558.66</b>  | <b>\$31,442.62</b>  | <b>\$435,272.00</b>   |
| <b>Total Expense</b>           | <b>\$168,043.85</b>  | <b>\$129,244.00</b> | <b>(\$38,799.85)</b> | <b>\$229,001.34</b>  | <b>\$268,987.00</b> | <b>\$39,985.66</b>  | <b>\$2,150,789.00</b> |
| Operating Net Income           | (\$18,800.36)        | \$33,022.00         | (\$51,822.36)        | \$147,515.02         | \$54,207.00         | \$93,308.02         | (\$99,340.00)         |
| <u>Reserve Income</u>          |                      |                     |                      |                      |                     |                     |                       |
| <u>Reserve Income</u>          |                      |                     |                      |                      |                     |                     |                       |
| 8000 - Reserve Income          | \$19,910.33          | \$0.00              | \$19,910.33          | \$28,791.33          | \$0.00              | \$28,791.33         | \$0.00                |
| 8005 - Reserve Interest        | \$113.53             | \$0.00              | \$113.53             | \$243.66             | \$0.00              | \$243.66            | \$0.00                |
| <b>Total Reserve Income</b>    | <b>\$20,023.86</b>   | <b>\$0.00</b>       | <b>\$20,023.86</b>   | <b>\$29,034.99</b>   | <b>\$0.00</b>       | <b>\$29,034.99</b>  | <b>\$0.00</b>         |
| <b>Total Reserve Income</b>    | <b>\$20,023.86</b>   | <b>\$0.00</b>       | <b>\$20,023.86</b>   | <b>\$29,034.99</b>   | <b>\$0.00</b>       | <b>\$29,034.99</b>  | <b>\$0.00</b>         |
| <u>Reserve Expense</u>         |                      |                     |                      |                      |                     |                     |                       |
| <u>Reserve Expense</u>         |                      |                     |                      |                      |                     |                     |                       |
| 9005 - Landscaping and Grounds | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00              | \$6,000.00            |
| 9010 - Pool                    | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$24,000.00         | \$24,000.00         | \$24,000.00           |
| 9015 - Clubhouse               | \$32,350.00          | \$0.00              | (\$32,350.00)        | \$32,350.00          | \$0.00              | (\$32,350.00)       | \$11,000.00           |
| 9025 - Lake and Pond           | \$0.00               | \$0.00              | \$0.00               | \$0.00               | \$0.00              | \$0.00              | \$7,000.00            |
| <b>Total Reserve Expense</b>   | <b>\$32,350.00</b>   | <b>\$0.00</b>       | <b>(\$32,350.00)</b> | <b>\$32,350.00</b>   | <b>\$24,000.00</b>  | <b>(\$8,350.00)</b> | <b>\$48,000.00</b>    |
| <b>Total Reserve Expense</b>   | <b>\$32,350.00</b>   | <b>\$0.00</b>       | <b>(\$32,350.00)</b> | <b>\$32,350.00</b>   | <b>\$24,000.00</b>  | <b>(\$8,350.00)</b> | <b>\$48,000.00</b>    |
| Reserve Net Income             | (\$12,326.14)        | \$0.00              | (\$12,326.14)        | (\$3,315.01)         | (\$24,000.00)       | \$20,684.99         | (\$48,000.00)         |
| Net Income                     | (\$31,126.50)        | \$33,022.00         | (\$64,148.50)        | \$144,200.01         | \$30,207.00         | \$113,993.01        | (\$147,340.00)        |

**BRITTON FALLS BY DEL WEBB**  
**February 2017**

**Monthly Variance Report**

| Account                         | Variance<br>Amount | Explanation  |     |
|---------------------------------|--------------------|--|-----|
| <b>Income</b>                   |                    |  |     |
| 4010 - Landscape Maintenance    | \$ 84.00           | Additional Landscape payments for year             |     |
| 4100 -Late Charge Income        | \$ 144.62          | Unbudgeted income collected from past due accounts |     |
| 4130 - Collections Fees         | \$ 20.45           | Unbudgeted income collected from past due accounts |     |
| 4200 - Capital Contribution     | \$ 3,558.33        | 10 closings  |     |
| 4400 - Other Income             | \$ 96.00           | Paymentech Income, Events                          |     |
| 4405 - Website Income           | \$ (1,315.00)      | Collection on Marketplace sponsors                 |     |
| 4420 - Clubhouse Rental         | \$ (289.00)        | Fewer paying rentals                               |     |
| 4425 - Fitness Income           | \$ (1,150.00)      | Fewer classes than planned                         |     |
| 4430 - Event income             | \$ (868.00)        | Fewer events, less attended                        |     |
| <b>Expense</b>                  |                    |  |     |
| 5710 - Legal Expense Collection | 308.00             | Delinquent account, less then planned              |     |
| 5715 - Legal Expense Violations | (823.45)           | Violations, follow up                              |     |
| 5730 - Taxes Federal/State      | (227.43)           | Hittle Landscape                                   | ??? |
| 5735 - Insurance                | (6,813.00)         | Paid in February, budgeted Jan, March              |     |
| 5750 - Postage                  | \$ (18.50)         | Coupon books                                       |     |
| 5755 - Copies/Print/Supplies    | \$ 612.85          | Coupon books, office supplies, Davant Marketing    |     |
| 5765 - Bank Charges             | \$ (85.03)         | Chase Credit Card System                           |     |
| 5770 - Mileage                  | \$ (153.75)        | January submitted mileage                          |     |
| 5200 - Clubhouse Maint/Repair   | \$ (2,823.59)      | Otto, parking lot striping, crack sealing          |     |
| 5205 - Clubhouse Equip. Repair  | \$ (2,230.43)      | Handicap automatic doors A&M Door                  |     |
| 5210 - Clubhouse Floor Clean    | \$ (732.16)        | Library/Sitting room carpet furniture cleaning     |     |
| 5215 - Clubhouse Janitorial     | \$ (192.29)        | Janitorial service and supplies                    |     |
| 5240 - Recreation Supplies      | \$ (474.25)        | Weight racks and new pool supplies                 |     |
| 5245 - Fitness Instruction      | \$ 719.00          | Fewer classes then planned                         |     |
| 5250 - Fitness Equip Maint      | \$ (218.96)        | Preventative maintenance                           |     |
| 5255 - Kitchen Supplies         | \$ 103.32          | Less coffee/water then planned                     |     |
| 5310 - Pool Maint/Repair        | \$ (669.00)        | Acid wash pool and new lane marker                 |     |
| 5405 - Event Expense            | \$ 907.80          | Less cost and better return on events              |     |
| 5000 - Mowing and Edging CA     | \$ 848.34          | Common Area contracted over 12 months              |     |
| 5010 - Tree / Shrub Chemicals   | \$ 53.52           | Common Area contracted over 12 months              |     |
| 5015 - Turf Chemicals CA        | \$ (340.78)        | Common Area contracted over 12 months              |     |
| 5020 - Tree/Shrub pruning CA    | \$ 34.63           | Common Area contracted over 12 months              |     |
| 5025 - Irrigation Maint CA      | \$ 343.86          | Common Area contracted over 12 months              |     |
| 5030 - Seasonal Clean up CA     | \$ (819.48)        | Common Area contracted over 12 months              |     |
| 5035 - Snow Removal             | \$ 9,361.27        | Less snow than planned for                         |     |
| 5100 - Common Area              | \$ (1,946.84)      | Indy Concrete 1st pay. on C/A repair, bike rack    |     |
| 5130 - Lighting Maint           | \$ (238.47)        | Street lights, Thomas Cabling                      |     |
| 5185 - Fountain Maintenance     | \$ (2,687.00)      | Stainless steel cables, Muskrat proof              |     |

**BRITTON FALLS BY DEL WEBB**

**February 2017**

|                               |                |  |     |
|-------------------------------|----------------|--|-----|
| 5600 - Salaries               | \$ (12,878.33) | All employees, including managers        |     |
| 5610 - Human Resource Expense | \$ 1,996.08    | Cost of payroll services                 |     |
| 5615 - Payroll Taxes          | \$ (2,483.43)  | As Billed                                |     |
| 5620 - Benefits               | \$ (1,979.60)  | American Funds, CMS                      |     |
| 5625 - Employment Expense     | \$ 208.75      | Payroll fees, lunches                    |     |
| 5006 -Mulch/Maint Homes       | \$ (1,190.19)  |  |     |
| 5021 - Tree/Shrub Prune Home  | \$ (18,941.19) |  | ??? |
| 5505 - Water and Sanitation   | \$ 11,658.36   | Billed over twelve months, no irrigation |     |
| 5510 - Telephone              | \$ 222.30      | Less then budgeted                       |     |
| 5515 - Refuse Collection      | \$ (2,140.80)  | Republic, homes and Chateau              |     |
| 5525 - Natural Gas            | \$ 1,247.02    | Less usage than anticipated.             |     |

**YTD Variance Report**

| Account                         | Variance      |   |
|---------------------------------|---------------|---|
|                                 | Amount        | Explanation   |
| <b>Income</b>                   |               |   |
| 4000 - HOA Assessment           | \$ 65,103.98  | Includes catch up from unpaid in December           |
| 4010 -Landscape Maint           | \$ 192.00     | Additional landscape upgrades                       |
| 4100 - Late Charge              | \$ 250.38     | Unbudgeted income, collected from past due accounts |
| 4130 - Collection Fees          | \$ 60.00      | Unbudgeted income                                   |
| 4200 - Capital Contribution     | \$ 4,543.33   | ???   |
| 4205 - Capital to Reserve       | \$ (3,403.33) | ???   |
| 4400 - Other Income             | \$ 725.00     |   |
| 4405 - Website Income           | \$ (4,600.00) | Market place sponsor renewals                       |
| 4420 - Clubhouse Rental         | \$ (303.00)   | Fewer room rentals, more group/street               |
| 4425 - Fitness Income           | \$ (2,496.00) | Fewer classes then planned                          |
| 4430 - Event Income             | \$ 1,489.00   | More productive events                              |
| <b>Expense</b>                  |               |   |
| 5700 - Management Fees          | \$ (4,758.00) | Two months paid in January/December                 |
| 5710 - Legal Expense Collection | \$ 691.00     | ITL   |
| 5715 - Legal Expense Violations | \$ (1,823.45) | Pending issues                                      |
| 5730 - Taxes Federal/State      | \$ (227.43)   | ???   |
| 5735 - Insurance                | \$ (1,667.00) | Additional coverage, premiums                       |
| 5745 - Fees/Dues/Licenses       | \$ 644.00     | BMI Music license for 2017                          |
| 5750 - Postage                  | \$ (302.47)   | Letter stream                                       |
| 5755 - Copies/Print/Supplies    | \$ (967.44)   | Letter stream, Davant, Bank account                 |
| 5765 - Bank Charges             | \$ (76.21)    | Chase credit card system                            |
| 5770 - Mileage                  | \$ (113.75)   | As submitted  |
| 5780 - Computer Maintenance     | \$ 2,914.41   | No repairs, most upgrades done in 2016              |
| 5200 - Clubhouse Maint/Repair   | \$ (3,728.54) | Supplies, parking lot update                        |
| 5205 - Clubhouse Equip. Repair  | \$ (3,668.00) | Handicap doors, A & M Door                          |
| 5215 - Clubhouse Janitorial     | \$ (1,182.03) | Additional supplies                                 |
| 5225 - HVAC Repair and Maint    | \$ 350.00     | Quarterly inspections, less then budgeted           |
| 5230 - Extermination            | \$ (120.85)   | Fikes   |
| 5240 - Recreation Supplies      | \$ (99.24)    | Pool area, new items                                |

**BRITTON FALLS BY DEL WEBB**

**February 2017**

|                               |    |             |  |
|-------------------------------|----|-------------|--|
| 5250 - Fitness Equip Maint    | \$ | 90.04       | Scheduled maintenance                        |
| 5255 - Kitchen Supplies       | \$ | 107.46      | Order as needed                              |
| 5310 - Pool Maint/Repair      | \$ | (266.37)    | Clean and repair pool/hot tub                |
| 5405 - Event Expense          | \$ | 2,465.39    | Under budget on items to date                |
| 5406 - Golf Outing            | \$ | (302.00)    | Hole in one contest and promotion            |
| 5410 - Holiday Decorations    | \$ | (7,749.00)  | Set up, take down and replacement            |
| 5000 - Mowing and Edging CA   | \$ | 7,775.01    | Common Area contracted over 12 months        |
| 5005 - Mulch /Maint CA        | \$ | 2,373.03    | Common Area contracted over 12 months        |
| 5010 - Tree / Shrub Chemicals | \$ | 444.44      | Common Area contracted over 12 months        |
| 5015 - Turf Chemicals CA      | \$ | 1,380.47    | Common Area contracted over 12 months        |
| 5020 - Tree/Shrub pruning CA  | \$ | 336.21      | Common Area contracted over 12 months        |
| 5025 - Irrigation Maint CA    | \$ | 1,234.69    | Common Area contracted over 12 months        |
| 5030 - Seasonal Clean up CA   | \$ | (641.06)    | Common Area contracted over 12 months        |
| 5035 - Snow Removal           | \$ | 32,270.02   | Based on actual, less then planned           |
| 5040 - Annual Flowers         | \$ | 784.12      | Common Area contracted over 12 months        |
| 5100 - Common Area            | \$ | (1,446.84)  | New bike rack, concrete repair               |
| 5105 - Pet Station Cleanup    | \$ | (515.64)    | December carry over payments                 |
| 5130 - Lighting Maint         | \$ | 765.47      | Street lights as required                    |
| 5185 - Fountain Maintenance   | \$ | (2,687.00)  | Cables from stainless steel to protect wires |
| 5600 - Salaries               | \$ | 2,955.92    | All salaries combined into one account       |
| 5610 - Human Resource Expense | \$ | 4,728.08    | Cost of payroll                              |
| 5615 - Payroll Taxes          | \$ | (1,217.84)  | As billed                                    |
| 5620 - Benefits               | \$ | (1,536.66)  | Includes American Funds and CMS              |
| 5625 - Employment Expense     | \$ | 417.11      | Phones, Lunches                              |
| 5006 - Mulch / Maint Homes    | \$ | (1,190.19)  |  |
| 5011 - Tree / Shrub Chem. H   | \$ | (6,025.13)  |  |
| 5021 - Tree/Shrub Prune Home  | \$ | (18,941.19) |  |
| 5500 - Electric               | \$ | (1,124.86)  | As used, budgeted over 12 months             |
| 5505 - Water and Sanitation   | \$ | 24,592.74   | No irrigation on yet, savings                |
| 5510 - Telephone              | \$ | 264.55      | As billed                                    |
| 5515 - Refuse Collection      | \$ | 6,609.83    | Fewer homes                                  |
| 5520 - Cable and Internet     | \$ | 219.40      | No invoice for Feb paid                      |
| 5525 - Natural Gas            | \$ | 880.96      | Mild winter, less consumption                |