



**Hot Springs Village
Property Owners' Association
Board of Directors Report**

Memo

To: Hot Springs Village Board of Directors
Lesley Nalley, CEO

From: Liz Mathis, CFO

Date: April 17, 2019

Re: March 2019 Financial Reports

Attached please find the following financial package documents:

- Pages 2-8 – Financial Summary and Dashboard Reporting
- Page 9 - Statement of Financial Position
- Page 10 - Statement of Revenue and Expenses
- Page 11 - Statement of Capital Additions
- Pages 12-15 – Quarterly Departmental Overview
- Page 16 – Reconciliation of Projected Cash Usage

This month your reports include additional operational metrics as well as the quarterly departmental overviews that detail out the revenue, expense, & capital spending for each of our 76 departments and subtotals by division. There are many more details, metrics and performance indicators that management review. These reports simply include an overview of the most significant areas.

This month also includes a new report, as previously discussed, to provide more insight into our projected cash position at year end. This is not the statement of cash flows that you will see each year in our audit, but a projection of how the current year's operations will affect cash by the end of the year.

Overall, Net Excess (Deficit) before depreciation has improved by \$493k from the previous year and 5 divisions show increases in revenue from the prior year. Our cash and equity positions remain strong with equity increasing by \$1.7mil and total liabilities decreasing over \$500k in the past year. If we continue our balanced approach to improve operating results, build reserves, and continue to repair, rehab and replace our aging assets, our equity position should continue to improve over time.

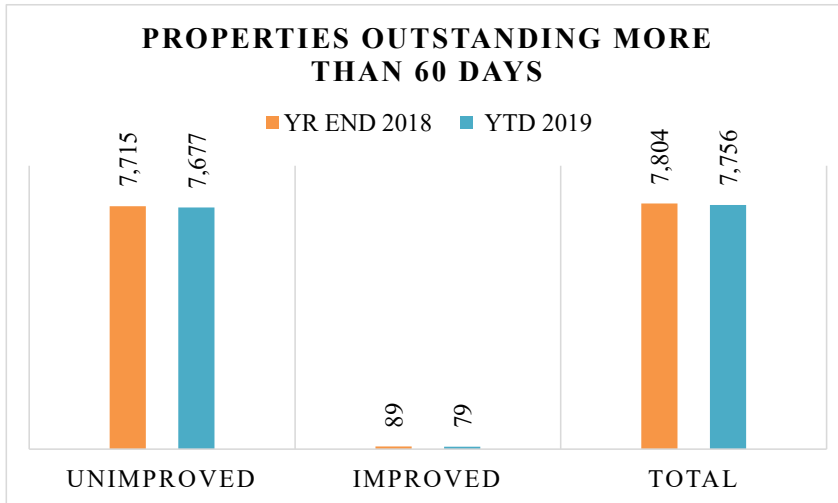
HOT SPRINGS VILLAGE POA
Financial Summary
as of March 31, 2019

Statement of Financial Position

2019 YTD	2018 YTD	CASH	Inc/(Decr)	%Change
\$ 6,610,196	\$ 7,920,635	Cash Available for Operations	\$ (1,310,439)	-16.54%
\$ 32,269	\$ 720,802	Remaining Sewer Bond Funds	\$ (688,533)	-95.52%
\$ 942,514	\$ 358,514	Non-Utility Capital Reserves	\$ 584,000	162.89%
\$ 300,000	\$ 100,000	Public Utility Reserves	\$ 200,000	200.00%
\$ 8,553,298	\$ 9,846,582	Total Cash & Cash Equivalents	\$ (1,293,284)	-13.13%

Decrease in cash balances from the prior year are related to 2018, and current year, spending on deferred maintenance and capital, half of which was improvements to the waste water treatment plants, funded by the sewer bond. Further down in the Balance sheet you will note that our increase in Net Property & Equipment is greater than the decrease in Cash & Cash EQ's. Restricted cash is comprised of the remaining sewer bond funds, required reserves related to the bond and self-insured insurance plans. Cash available for operations increased from February 2019.

2019 YTD	2018 YTD	ASSESSMENTS RECEIVABLE	Inc/(Decr)	%Change
\$ 4,190,956	\$ 4,178,047	Assessments Received	\$ 12,909	0.31%
\$ 4,697,228	\$ 4,602,187	Assessments & Penalties Billed	\$ 95,040	2.07%



Change in Delinquent/Unproductive Properties Since December 2018	
Unimproved	-38
Improved	-10
Total Deligent Properties	7,756
Total POA Owned Lots	3,433
Total Unproductive	11,189
% of Properties in Good Standing	
Unimproved	65%
Improved	99%
Multi-unit Facilities	100%
Total % Paying Assess.	68%

Staff continue to increase in house collection efforts and are completing an evaluation of third-party efforts. Multi-lot owner litigation efforts also continue.

2019 YTD	2018 YTD	LONG TERM DEBT	Inc/(Decr)	%Change
\$ 4,125,134	\$ 3,909,313	Long Term Debt Outstanding	\$ 215,821	5.52%
3.10	3.17	Viability Ratio		
6.74	6.08	Debt Service Coverage Ratio*		

Increase in debt from the prior year is related to the financing of the Quint Fire Truck which was purchased in April 2018. The current debt ratios, cash balance and projected operating results demonstrate HSV's ability to meet the related debt service obligations for 2019. Overall, liabilities have decreased \$519k since the prior year.

* Chapter One, Article 8 - Debt Usage & Management Policy states that the Viability ratio should not fall below 1.1 and the DSCR should be 1.25 or higher but not fall below 1.1

2019 YTD	2018 YTD	PROPERTY OWNER EQUITY	Inc/(Decr)	%Change
\$ 72,636,687	\$ 70,906,396	Total Property Owner Equity	\$ 1,730,291	2.44%

As noted in the 2019 Enterprise Goals, in an effort to maintain current value, property owner equity should remain stable at a minimum. As stated above this increase in equity outpaces the decrease in cash balances and is primarily related to the increase in net Property & Equipment from replacement, repair, or rehab of aging assets.

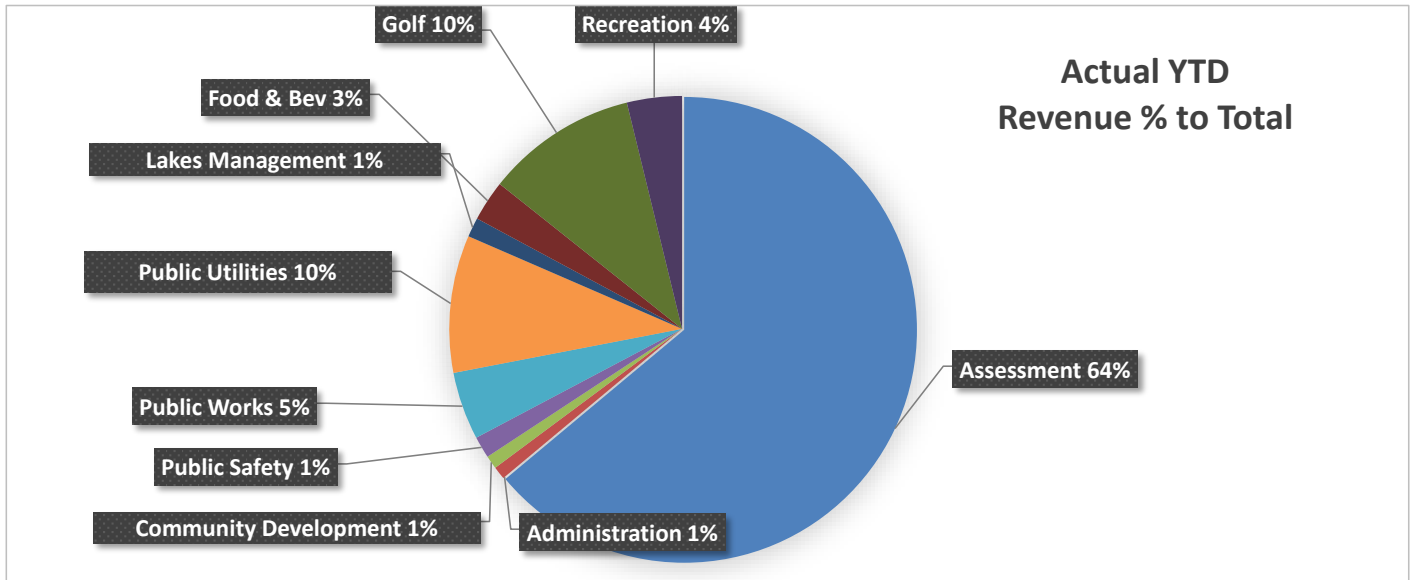
**HOT SPRINGS VILLAGE POA
Financial Summary
as of March 31, 2019**

Statement of Revenue and Expense

2019 YTD	2018 YTD		Inc/(Decr)	%Change
\$ 2,649,917	\$ 2,643,891	Operational Revenue	\$ 6,026	0.23%
\$ (6,514,207)	\$ (6,974,751)	Operating Expenses	\$ (460,544)	-6.60%
\$ (3,864,290)	\$ (4,330,861)	Subsidy Before Capital	\$ (466,570)	-10.77%
\$ 3,729,445	\$ 3,702,471	Net Assessment Revenue	\$ 26,974	0.73%
\$ (134,845)	\$ (628,390)	Total Excess (Deficit) Before Depreciation	\$ 493,545	78.54%

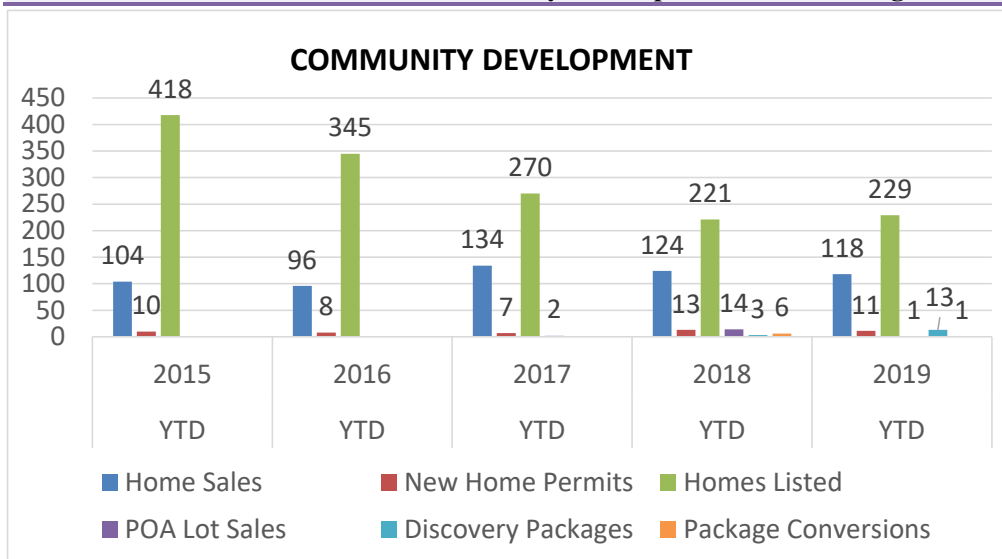
REVENUE

Administration, Public Works, Lakes, Food & Beverage & Recreation are all showing an increase in revenue over the prior year. Total net revenue (1) is 17% of budget and \$33k more than 2018.



Current Revenues reflect an adequate percentage of exempt revenue to maintain a tax-exempt status for 2019.

Community Development & Marketing Revenue



Properties	
Improved Properties	8,852
Unimproved Lots	25,305
Multi-unit Facilities	300
	34,457
Change in Improved Properties since Dec '18	15
Disc. Package Conversion Rate	14%
Population Estimate:	14,221

In 2019 YTD, there have been 11 New Home Permits and 15 homes completed. Discovery Package Sales are increasing with 13 total Discovery Packages completed so far in 2019. One additional package converted to property ownership in March bringing the overall conversion rate to 14%. 1 POA Lot has been sold year-to-date.

HOT SPRINGS VILLAGE POA

Financial Summary

as of March 31, 2019

Public Services Revenue

Current Water Customers		Current Sanitation Customers	
Residential	8,888	Residential -At House Pickup	474
Commercial	204	Residential - Curbside Pickup	7,492
Sprinkler	80	Commercial	117
Construction	28	No Sanitation	1,072
Total	9,200	Total	9,155

Utilities are billed bi-monthly. As of the end of March only one month out of 12 has been billed. With no rate increase in 2019, utility revenues remain similar to the previous year. This cycle also affects the Public Safety Revenue, which is primarily the ambulance fees charged on utility bills.

Golf Revenue

	2019	2018	Variance
YTD Playable Days	516	524	(8)
Revenue/Day	\$1,495.53	\$1,609.51	(\$113.98)
Total Rounds	27,969	32,545	(4,576)
Revenue Per Round	\$27.59	\$25.91	\$1.68

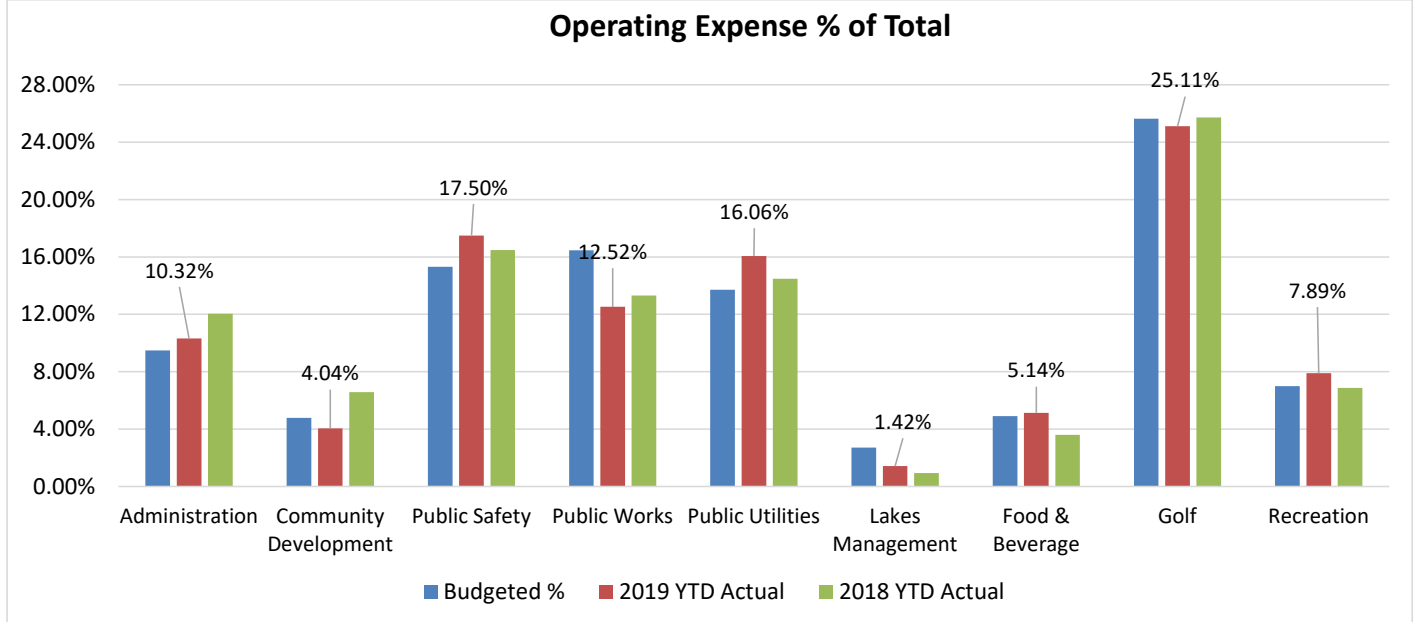
A decrease of 24 playable days in March related to rain led to an overall decrease in rounds (4,576) from the previous year and as well as a decrease in revenue per playable day. Revenue per round remains up from the previous year. There are currently over 90 stay and play packages booked, most in the next three months, totalling over 3500 rounds and just over \$208k. One tournament was held in March and has already booked for 2020. There are two ASGA tournaments scheduled for April.

Other Revenue

- The **Lakes** Department is showing an increase in revenue over the prior year to date. The purchase of annual boat registrations continue as compliance checks have begun and boat usage increases in late spring/early summer.
- Food & Beverage Revenue is up from 2018; however early 2018 did not include the operations of the DeSoto Club. Additional information will be included in the Quarterly Departmental Overview.
- **Recreation** revenue has increased from the prior year. The RV Park, Pickleball, Tennis, DeSoto Marina, the Library, the Fitness Center, and the Ponce Center all show revenue increases from 2018.

**HOT SPRINGS VILLAGE POA
Financial Summary
as of March 31, 2019**

EXPENSE



Year-to-date, Administration, Community Development, Public Safety, Public Works & Golf show reduced operating expenses from the prior year. **Public Utilities** increase from the prior year is related to increases in Maintenance expenses & utilities. **Lakes** expenses have increased related to equipment rentals for the mechanical dredging of Lake Balboa. Expenses at most **Food & Beverage** locations have decreased from the prior year. The overall increase to expense is related to the DeSoto Club operations that were not part of the POA operations in early 2018. **Recreation** expenses have increased related to an insurance claim for a lightning strike at the Coronado Center, where the POA was asked to replace all the equipment prior to reimbursement and increased Utility costs at all facilities. Total Operational Expense ⁽²⁾ is 20% of budget and \$460k less than 2018.

NET OPERATING RESULTS

Net excess (deficit) before depreciation and capital ⁽³⁾ is a net loss of \$134k in 2019 compared to a net loss of \$628k in 2018. This is an overall improvement to the bottom line of \$493k.

The Service & Amenity usage of assessment dollars is as follows:

Administration	15.67%	Lakes	0.00%
Community Dev & Marketing	5.06%	Food & Beverage	3.27%
Public Safety	26.58%	Golf	22.32%
Public Works	12.14%	Recreation	6.04%
Public Utilities	8.92%		

HOT SPRINGS VILLAGE POA
Financial Summary
as of March 31, 2019

Statement of Capital Additions

2019 YTD	2018 YTD		Inc/(Decr)	%Change
\$ 480,044	\$ 388,627	Capital Spending	\$ 91,416	23.52%
	8.69%	Capital Budget spent YTD		

2019 Enterprise Goals state that depreciation expense should not out pace capital spending on infrastructure. Current depreciation is \$838k, a decrease of \$191k from the prior year. This is a result of a significant number of assets reaching their useful life (fully depreciated) in the past year. Capital spending and spending deferred over the past several years to repair or replace existing assets must continue in order to maintain the value of our Net Assets and meet this enterprise goal. Spending the current budgeted and requested rollover Capital amounts will be integral in meeting these goals based on current depreciation projections for 2019.

Prior Year(s) Capital Budget Rollover

The following items are already indicated on the report as capital rollover funds, pending a final approval by the Board in April.

Outdoor Pool **	\$ 751,546	** \$751k, originally budgeted in 2017, is available to roll forward.
Commercial Sanitation Truck	\$ 184,710	\$500k was budgeted in 2019 for a total project budget of \$1,251,546
Replace E67 Backhoe - Grounds Maint	\$ 74,000	
RV Park Renovation	\$ 65,517	
Bocce Courts	\$ 49,000	
Ventrac 4500X with Tuf Cut Mower	\$ 33,200	
Phone System (Leased)	\$ 24,000	
AV Equipment - Ponce Center	\$ 20,000	
20ft Trailer with fold up ramps - Lakes	\$ 5,500	
Golf Maintenance Trailer	\$ 3,200	
Replace E11 Backhoe	\$ 82,000	
Mini-Excavator - Utilities	\$ 48,000	
Tilt Trailer for Mini-Ex	\$ 6,000	
	<u>\$ 1,346,673</u>	

2019 Capital Spending Summary

Administration

Desktop & Laptop Replacements

Public Safety

Vehicle Radar Units

Public Works

Skid Steer replacement (insurance claim funds received in Dec 2018)

Commercial Sanitation Truck (Rollover from 2018)

HVAC Replacements

Casa Coronado Remodel

Public Utilities

Lake Lago River Intake (Insurance Claim)

Interceptor Tanks for New Construction

Water & Sewer Connections

Recreation

RV Park Renovations completed (Rollover from 2018)

Replacement of Fitness Equipment (CCC)

HOT SPRINGS VILLAGE POA

Financial Summary

as of March 31, 2019

Quarterly Division Metrics

FOOD & BEVERAGE

COGS as a % of Sales

	YTD '19	YTD '18	% Change	Most F&B facilities are showing improvement in COGS % over the previous year. Last year DeSoto Club was not being operated by the POA at this time of year. Ponce Center Bar & Coronado Center Bar have some variances related to a process changes that occurred in March. The Accounting team is working out the kinks of that new process and both facilities should show improvement to the COGS %.
Magellan Deli	48.38%	54.46%	-6.08%	
Balboa Club	40.36%	41.91%	-1.55%	
DeSoto Club	47.33%	0.00%	47.33%	
Ponce Center Bar	37.95%	25.48%	12.47%	
Waypoint	22.81%	30.01%	-7.20%	
CCC Bar	60.70%	40.17%	20.53%	
Granada Grill	44.25%	46.53%	-2.28%	

Labor as a % of Sales

	YTD '19	YTD '18	% Change	Labor as a % of Sales is showing improvement over the prior year at all facilities other than DeSoto Club, which was not being operated by the POA during this time in the previous year and at Waypoint, which was closed in early 2019, but not in 2018. Staff will continue to monitor sales and hours of operations. This facility also has revenue in the Rec Dept which reflect the Marina operations that coincide with the F&B Operations.
Magellan Deli	51.10%	62.33%	-11.23%	
Balboa Club	40.34%	63.67%	-23.33%	
DeSoto Club	78.27%	0.00%	78.27%	
Ponce Center Bar	13.66%	29.98%	-16.32%	
Waypoint	125.07%	88.76%	36.31%	
CCC Bar	10.04%	11.09%	-1.05%	
Granada Grill	73.22%	97.42%	-24.20%	

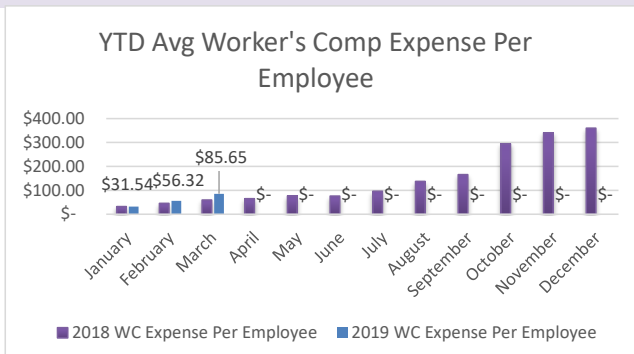
Year to date, Granada Grill served 8,261 guests and DeSoto Club served 9,960. The average ticket per guest ranges from \$.92 to \$34.99

Recreation

The following are just a few highlights of the first quarter Recreation Department statistics and metrics.

- Tennis Center Visits are down slightly from the previous year related to increased rainfall in March.
- Fitness Center Visits are up from the previous year, specifically related to visits guests using insurance reimbursement programs and in daily swim fees. Annual pass sales are down from the previous year.
- Pickleball total visits have already reach half of the total visits in 2018.
- Mini-golf rounds have already exceeded the previous years total.
- Library card individual passes are up from the previous year, while family passes have decreased.
- Facility Rentals vary by facility but overall don't show a large variance fromt the previous year.
- RV Park guests have increased by 30 from the prior year.
- Dog Park annual passes have decreased slightly, but weekly passes have doubled.

Worker's Compensation & Safety



Despite an increased focus on worker safety over the past two years, workers compensation claims have increased so far this year. The Safety Committee has a goal to reduce the total # of cases and costs by 25% this year.

HOT SPRINGS VILLAGE POA
Financial Summary
as of March 31, 2019

Quarterly Departmental Overview

In the first quarter 39 out of 76 Departments (51%) are showing operational improvements. Those 39 include all three departments in the Administration division, the Marketing & Development departments, four in Public Safety, six in Food & Beverage, five in Recreation, eleven in Golf, four in Public Works & three in Public Utilities.

The departments showing the largest increases from the previous year are as follows:

- **Land Acquisitions** - much of the 2018 expenses related to this department were included in Admin. 2019 is the first year this has been a separate department, but the costs are not new.
- **DeSoto Club** - was a leased facility in early 2018.
- **Outdoor Recreation** - shows increased costs from areas previously included in the Rec Maintenance department, which was mostly moved to a new department called Grounds Maintenance.
- **RV Park** - 2019 included Capital costs for the completed renovation of the RV park.
- **Coronado Center** - event timing shows a decrease in Revenue from the previous year, there has also been equipment purchased in 2019 to replace equipment damaged in a lightening strike. An insurance reimbursement for this equipment is forthcoming.
- **Grounds Maintenance** - as mentioned above this new division was created in 2019 which combined Rec Maintenance and the Grounds maintenance team previously included in the Building & Grounds Department which is now just Building Maintenance. The apparent increase over prior year is budgeted as part of this reorganization.
- **Fleet/Vehicle Maintenance** - increase over prior year is related to the Capital Rollover purchase of the Commercial Sanitation Truck that was ordered in 2018, but not delivered until early 2019.

HOT SPRINGS VILLAGE POA
Comparative Statement of Financial Position
as of March 31, 2019

	2019	2018
<u>ASSETS</u>		
OPERATING CASH	\$ 5,069,196	\$ 6,379,635
RESTRICTED CASH	700,588	1,467,433
INVESTMENTS - OPERATING RESERVES	1,541,000	1,541,000
PUBLIC UTILITY CAPITAL RESERVES	300,000	100,000
NON-UTILITY CAPITAL RESERVES	942,514	358,514
TOTAL CASH AND CASH EQUIVALENTS	8,553,298	9,846,582
MEMBERSHIP ASSESSMENT RECEIVABLE		
GROSS ASSESSMENTS BILLED	20,808,819	17,407,179
LESS ALLOWANCE FOR DOUBTFUL ACCOUNTS	(17,409,499)	(14,592,441)
NET MEMBERSHIP ASSESSMENT RECEIVABLE	3,399,320	2,814,738
OTHER MEMBERSHIP RECEIVABLES	193,014	85,596
OTHER RECEIVABLES	184,652	38,934
INVENTORIES	61,082	50,139
PREPAID EXPENSES	339,316	381,459
REAL ESTATE HELD FOR SALE, NET REALIZABLE VALUE	2,574,750	2,340,750
RECOVERABLE ELECTRIC COSTS	3,706,420	3,800,920
PROPERTY AND EQUIPMENT, Net of Accumulated Depr.	63,973,163	62,415,247
TOTAL ASSETS	82,985,015	81,774,365

LIABILITIES AND MEMBERSHIP EQUITY

LIABILITIES		
ACCOUNTS PAYABLE	\$ 223,613	\$ 658,190
ACCRUED EXPENSES	2,168,853	2,403,269
PREPAID ASSESSMENTS AND FEES	3,252,161	3,327,460
SECURITY DEPOSITS & OTHER DEPOSITS	578,567	569,737
ARVEST LOAN - DESOTO	580,257	884,313
REGIONS LOAN - FIRE TRUCK	784,877	-
LINE OF CREDIT	-	-
BONDS PAYABLE	2,760,000	3,025,000
TOTAL LIABILITIES	10,348,328	10,867,969
PROPERTY OWNER EQUITY		
UNDESIGNATED	71,394,173	70,447,882
DESIGNATED FOR FUTURE REPAIRS & REPLACEMENT	1,242,514	458,514
TOTAL PROPERTY OWNER EQUITY	72,636,687	70,906,396
TOTAL LIABILITIES AND MEMBERSHIP EQUITY	\$ 82,985,015	\$ 81,774,365

HOT SPRINGS VILLAGE POA
Comparative Statements of Revenue and Expenses
Months ended March 31, 2019 and March 31, 2018

	Actual YTD				Budget Remaining	% Budget Earned/Spent
	2019 Budget	2019	2018	Over/(Under) Prior Year		
ASSESSMENTS						
ASSESS & PENALTY REVENUE	18,766,601	4,697,228	4,602,187			
PROVISION FOR FUTURE BAD DEBT	(3,055,000)	(967,782)	(899,716)			
Net Assessment Revenue	15,711,601	3,729,445	3,702,471	26,974	11,982,156	
ADMINISTRATION						
REVENUE	323,624	65,731	63,459	2,273	257,893	20%
EXPENSE	(3,089,969)	(672,126)	(840,452)	(168,326)	(2,417,843)	22%
Net Administration	(2,766,345)	(606,394)	(776,993)			
COMMUNITY DEV & MARKETING						
REVENUE	449,795	67,712	104,255	(36,544)	382,083	15%
EXPENSE	(1,558,225)	(263,443)	(458,853)	(195,410)	(1,294,782)	17%
Net Community Development & Marketing	(1,108,430)	(195,732)	(354,598)			
PUBLIC SAFETY						
REVENUE	854,435	111,047	118,982	(7,935)	743,388	13%
EXPENSE	(4,991,414)	(1,139,848)	(1,148,846)	(8,998)	(3,851,566)	23%
Net Public Safety	(4,136,979)	(1,028,801)	(1,029,864)			
PUBLIC SERVICES						
Public Works						
REVENUE	2,317,758	345,867	316,176	29,692	1,971,891	15%
EXPENSE	(5,363,112)	(815,805)	(927,928)	(112,122)	(4,547,307)	15%
Net Public Works	(3,045,354)	(469,938)	(611,752)			
Public Utilities						
REVENUE	7,170,726	700,861	711,258	(10,397)	6,469,865	10%
EXPENSE	(4,470,421)	(1,046,238)	(1,009,385)	36,852	(3,424,183)	23%
Net Public Utilities	2,700,305	(345,377)	(298,127)			
AMENITIES						
Lakes						
REVENUE	125,944	98,823	80,388	18,435	27,121	78%
EXPENSE	(882,594)	(92,598)	(65,149)	27,448	(789,996)	10%
Net Lakes Management	(756,650)	6,225	15,238			
Food & Beverage						
REVENUE	1,360,831	207,913	153,697	54,217	1,152,918	15%
EXPENSE	(1,599,803)	(334,644)	(250,530)	84,114	(1,265,159)	21%
Net Food & Beverage	(238,972)	(126,731)	(96,834)			
Golf						
REVENUE	7,066,527	771,695	843,382	(71,687)	6,294,832	11%
EXPENSE	(8,355,238)	(1,635,439)	(1,794,529)	(159,090)	(6,719,799)	20%
Net Golf	(1,288,711)	(863,744)	(951,147)			
Recreation						
REVENUE	1,135,134	280,268	252,295	27,973	854,866	25%
EXPENSE	(2,280,094)	(514,066)	(479,078)	34,988	(1,766,028)	23%
Net Recreation	(1,144,960)	(233,798)	(226,783)			
Summary						
	2019 Budget	2019 Actual	2018 Actual	Over/(Under) Prior Year	Budget Remaining	
Gross Revenue	\$ 39,571,375	\$ 7,347,145	\$ 7,246,078			
Bad Debt Expense	(3,055,000)	(967,782)	(899,716)			
Net Revenue (1)	36,516,375	6,379,363	6,346,362	33,001	(30,137,012)	17%
Operational Expense (2)	(32,590,870)	(6,514,207)	(6,974,751)	(460,544)	(26,076,663)	20%
Excess (Deficit) Before Depr.(3)	\$ 3,925,505	\$ (134,845)	\$ (628,390)			
Depreciation		\$ (838,627)	\$ (1,030,401)			

HOT SPRINGS VILLAGE POA
Statement of Capital Additions
as of March 31, 2019

	2019 Spending	2019 Budget	Prior Year Rollover*	Budget Remaining
Administration	\$ 5,668	\$ 115,000	\$ 24,000	\$ 133,332
Community Development & Marketing	-	10,000		10,000
Public Safety	4,481	41,500		37,019
Public Works	264,833	1,550,250	436,610	1,722,027
Public Utilities	141,268	1,402,083		1,260,815
Lakes Management	-	-		-
Food & Beverage	-	35,000		35,000
Golf	-	256,247		256,247
Parks and Recreation	63,793	769,000	886,063	1,591,270
Total Year to Date Capital Additions	\$ 480,044	\$ 4,179,080	\$ 1,346,673	\$ 5,045,709

**Prior Year Rollover funds will be requested and submitted to the BOD for approval during the April BOD meeting.*

Hot Springs Village POA
Quarterly Departmental Overview
as of March 31, 2019

Department	2018 Annual Budget (Net)	YTD Revenue	YTD Expense	YTD Capital	YTD Total Subsidy	Prior YTD Sub/Profit
Assessments	\$ 18,712,601	\$ 4,690,928	\$ -	\$ -	\$ 4,690,928	\$ 4,589,487
Delinquent & Foreclosed Lots	(3,001,000)	6,300	(967,782)	-	(961,482)	(887,016)
Total Assessments	15,711,601	4,697,228	(967,782)	-	3,729,445	3,702,471
Administration	(1,881,119)	65,731	(480,051)	-	(414,319)	(570,227)
Information Technology	(683,548)	-	(105,803)	(5,668)	(111,471)	(139,146)
Human Resources	(316,678)	-	(86,272)	-	(86,272)	(72,968)
Total Administration	(2,881,345)	65,731	(672,126)	(5,668)	(612,062)	(782,341)
Marketing	(214,500)	-	(29,645)	-	(29,645)	(79,661)
Development	(355,914)	75	(31,657)	-	(31,582)	(206,965)
Permitting & Inspections	39,816	53,526	(38,578)	-	14,948	28,518
Tourism & Discovery	(271,691)	4,469	(75,019)	-	(70,550)	(56,895)
Land Acquisitions	(211,036)	1,102	(37,698)	-	(36,597)	(15,459)
Real Estate Sales	(105,105)	8,540	(50,845)	-	(42,305)	(24,135)
Total Community Development & Marketing	(1,118,430)	67,712	(263,443)	-	(195,732)	(354,598)
Police Department	(2,333,711)	1,183	(485,191)	(4,481)	(488,490)	(540,679)
Animal Control	(93,416)	19,425	(23,662)	-	(4,238)	(5,843)
Policy Training Center	(8,510)	336	(2,350)	-	(2,014)	(1,205)
Compliance	(164,380)	1,065	(39,002)	-	(37,937)	(24,126)
Fire Department	(1,610,117)	3,000	(403,574)	-	(400,574)	(383,875)
Fire Dept - Act 833 Grant	-	-	(3,671)	-	(3,671)	(19,578)
Ambulance Service	31,655	86,038	(182,396)	-	(96,358)	(97,133)
Total Public Safety	(4,178,479)	111,047	(1,139,848)	(4,481)	(1,033,282)	(1,072,439)

Hot Springs Village POA
Quarterly Departmental Overview
as of March 31, 2019

Department	2018 Annual Budget	Revenue	Expense	Capital	Total Subsidy	Prior YTD Sub
Food & Beverage Admin	(120,654)	-	(36,173)	-	(36,173)	(31,959)
Magellan Deli	510	8,864	(11,612)	-	(2,748)	(4,047)
Balboa Club	(15,448)	26,980	(35,029)	-	(8,049)	(13,264)
Ponce Center Bar	548	4,947	(3,077)	-	1,870	1,873
DeSoto Club	(137,679)	81,204	(140,889)	-	(59,684)	(9,566)
Waypoint	2,364	3,209	(8,526)	-	(5,317)	(3,497)
19th Hole	(315)	-	(95)	-	(95)	(80)
Coronado Center Bar	5,989	6,874	(4,916)	-	1,959	4,335
Cortez Restaurant	(4,900)	2,950	(2,852)	-	98	742
Coronado Restaurant	(14,635)	1,701	(2,122)	-	(422)	(1,199)
Isabella Restaurant	13,680	6,844	(2,701)	-	4,143	(13,934)
Granada Grill	93	59,934	(83,849)	-	(23,915)	(43,581)
Ponce Restaurant	(3,525)	4,407	(2,804)	-	1,603	396
Total Food & Beverage	(273,972)	207,913	(334,644)	-	(126,731)	(113,780)
Recreation Administration	(141,574)	7,750	(36,853)	-	(29,103)	(21,122)
Outdoor Recreation	(321,234)	12,877	(49,798)	(5,880)	(42,801)	(26,200)
Dog Park	200	5,673	(2,445)	-	3,229	3,864
RV Park	4,000	4,850	(1,938)	(46,980)	(44,068)	1,160
Pickleball	19,026	10,382	(5,908)	-	4,474	(5,114)
Coronado Tennis	(68,201)	16,742	(32,978)	(3,265)	(19,501)	(11,418)
Desoto Marina	19,482	6,169	(6,131)	-	38	(4,539)
Coronado Center	(165,013)	20,832	(73,757)	-	(52,925)	(32,741)
Library	(55,625)	14,686	(21,941)	-	(7,255)	(13,743)
Coronado Fitness Center	(263,834)	123,536	(184,448)	(7,668)	(68,580)	(59,119)
Ponce De Leon Center/Woodlands	(441,187)	56,770	(97,870)	-	(41,100)	(62,229)
Outdoor Pool	(500,000)	-	-	-	-	(14,901)
Total Recreation	(2,235,194)	280,268	(514,066)	(63,793)	(297,591)	(246,100)

Hot Springs Village POA
Quarterly Departmental Overview
as of March 31, 2019

Department	2018 Annual Budget	Revenue	Expense	Capital	Total Subsidy	Prior YTD Sub
Golf Administration	(492,296)	45,188	(109,607)	-	(64,418)	(81,977)
DeSoto Golf Shop & Carts	705,594	101,390	(31,227)	-	70,162	70,051
Granada Golf Shop & Carts	749,375	90,765	(39,619)	-	51,146	54,882
Cortez Golf Shop & Carts	779,670	99,787	(42,726)	-	57,061	90,762
Magellan Golf Shop & Carts	729,794	91,978	(30,169)	-	61,809	78,774
Coronado Golf Shop & Carts	257,207	28,294	(21,205)	-	7,089	10,919
Isabella Golf Shop & Carts	981,716	153,542	(50,239)	-	103,303	95,104
Balboa Golf Shop & Carts	623,566	75,936	(24,615)	-	51,321	63,633
Ponce De Leon Golf Shop & Carts	652,094	84,815	(36,096)	-	48,719	70,485
Golf Cart Maintenance	(28,207)	-	(4,678)	-	(4,678)	(7,645)
Golf Course Maint - DeSoto	(790,416)	-	(140,888)	-	(140,888)	(174,782)
Golf Course Maint - Granada	(802,551)	-	(163,215)	-	(163,215)	(185,561)
Golf Course Maint - Cortez	(739,088)	-	(156,098)	-	(156,098)	(166,079)
Golf Course Maint - Magellan	(795,189)	-	(144,030)	-	(144,030)	(214,208)
Golf Course Maint - Coronado	(496,210)	-	(83,201)	-	(83,201)	(77,044)
Golf Course Maint - Isabella	(1,110,392)	-	(212,962)	-	(212,962)	(317,719)
Golf Course Maint - Balboa	(764,621)	-	(120,493)	-	(120,493)	(144,064)
Golf Course Maint - Ponce De Leon	(825,382)	-	(173,878)	-	(173,878)	(180,488)
Golf Course Maintenance Administration	(179,622)	-	(50,492)	-	(50,492)	(46,954)
Total Golf	(1,544,958)	771,695	(1,635,439)	-	(863,744)	(1,061,913)
Lakes Management	(756,650)	98,823	(92,598)	-	6,225	15,238
Total Lakes	(756,650)	98,823	(92,598)	-	6,225	\$ 15,238
Public Works Administration	5,155	24,000	(22,281)	-	1,719	(24,736)
Sanitation	910,787	193,879	(175,159)	-	18,720	14,377
Street Maintenance	(2,354,968)	104,421	(232,485)	-	(128,065)	(246,988)
Building Maintenance	(1,355,326)	10,128	(160,287)	(23,756)	(173,915)	(184,383)
Grounds Maintenance	(566,976)	-	(124,265)	-	(124,265)	(98,783)
Fleet/Vehicle Maintenance	(1,234,276)	13,439	(101,328)	(241,077)	(328,966)	(93,588)
Total Public Works	(4,595,604)	345,867	(815,805)	(264,833)	(734,771)	(634,100)

Hot Springs Village POA
Quarterly Departmental Overview
as of March 31, 2019

Department	2018 Annual Budget	Revenue	Expense	Capital	Total Subsidy	Prior YTD Sub
Public Utilities Administration	(206,899)	-	(56,406)	-	(56,406)	(46,297)
Water	1,338,772	212,375	(290,821)	(33,705)	(112,151)	(107,729)
Water Line Maintenance	(348,375)	-	(71,887)	-	(71,887)	(83,043)
Wastewater	1,964,662	402,246	(329,174)	(10,691)	62,382	119,956
Wastewater Line Maintenance	(329,981)	-	(59,338)	-	(59,338)	(49,962)
Electrical, Controls & Construction	(1,027,507)	86,240	(215,211)	(96,873)	(225,844)	(276,991)
Bond Expenses	(92,450)	-	(23,402)	-	(23,402)	(25,389)
Total Public Utilities	1,298,222	700,861	(1,046,238)	(141,268)	(486,645)	(469,455)

**Hot Springs Village POA
Financial Dashboard
as of March 31, 2019**

Reconciliation of Projected Cash Usage

Cash & Cash Equivalent Balance	\$ 8,553,298
Restricted Cash	(700,588)
Public Utility Capital Reserves	(300,000)
Non-Utility Capital Reserves	(942,514)
Outstanding Accounts Payable	(223,613)
Remaining 2019 Budgeted Capital & Capital Rollover	(5,045,709)
Public Utilities Capital Reserve Additions*	(576,625)
General Capital Reserves Additions*	(932,318)
Estimated Remaining Cash Yield from Operations	3,790,660
Unearmarked Escrow & Prior Year Rollover Carryover *	(1,765,969)
2019 Debt Service (Bond, Arvest & Regions)	(651,095)
Estimated Cash Available for Reserves at Year end 2019	<u><u>\$ 1,205,527</u></u>

* *Recommended*

2019 Budget states that a total of \$469,857 should be available at year end for Reserves

Several years of deferred spending and the escrowing of assessment funds led to higher than typical cash balances. As we begin to address deferred maintenance as budgeted, the cash balance will naturally decrease. This projection doesn't include the typical influx of cash at year end related to annual renewals for the upcoming year. This report is a projection of how the current year's operations will effect our cash position.