

**Hérons Glen Recreation District**

**FUND BALANCE REPORT**

As of Jul 31, 2020

ACCOUNT DESCRIPTION	BANK NAME	GL ACCT#	INT RATE	ACCT TYPE				
<b>OPERATING ACCOUNTS</b>								
	Petty Cash	00-1010	0.00%	Cash, Petty	\$200			
	FineMark - Operating	00-1138	0.41%	Cash, Operating	\$602,753			
	SBA Fund A - Florida Prime - Operating	00-1051	0.43%	Cash, Operating	\$3			
<b>TOTAL OPERATING ACCOUNTS</b>								\$602,956
<b>RESERVES</b>								
<b>DEFERRED MAINTENANCE</b>								
	FineMark Bank - Deferred Maintenance	00-1142	0.41%	Cash, Reserved	\$1			
	SBA Fund A - Florida Prime - Deferred Maintenance	00-1131	0.43%	Cash, Reserved	\$223,587			
<b>TOTAL DEFERRED MAINTENANCE</b>							\$223,588	
<b>CAPITAL RESERVE</b>								
	FineMark Bank - Capital	00-1088	0.41%	Cash, Reserved	\$3			
	SBA Fund A - Florida Prime - Capital	00-1130	0.43%	Cash, Reserved	\$1,352,792			
	SBA Fund A - Florida Prime - Capital (Intermediate)	00-1132	0.43%	Cash, Reserved	\$642,011			
<b>TOTAL CAPITAL RESERVE</b>							\$1,994,805	
<b>EMERGENCY</b>								
	FineMark - Emergency	00-1134	0.41%	Cash, Reserved	\$0			
	SBA Fund A - Florida Prime - Emergency Fund	00-1141	0.43%	Cash, Reserved	\$431,495			
<b>TOTAL EMERGENCY</b>							\$431,495	
<b>PROJECTS</b>								
	FineMark GCM Special Improvements Fund	00-1128	0.41%	Cash, Reserved	\$756			
	SBA Fund A - Florida Prime - Golf Course Special Improvements Fund	00-1144	0.43%	Cash, Reserved	\$391,518			
<b>TOTAL PROJECTS</b>							\$392,274	
<b>TOTAL RESERVE ACCOUNTS</b>								\$3,042,163

**Herons Glen Recreation District**

**BALANCE SHEET Jul 31, 2020**

<b>ASSETS</b>	<b>as at Jul 31, 2020</b>	<b>Last Fiscal Year End</b>
<b>CASH &amp; CASH EQUIVALENTS</b>		
Cash, petty	200	200
Cash, Operating	602,753	1,112,343
Cash, Reserved	3,042,166	2,750,037
<b>TOTAL CASH &amp; CASH EQUIVALENTS</b>	<b>\$3,645,118</b>	<b>\$3,862,580</b>
Accounts receivable	30,013	55,766
Accounts Receivable, Other	1,323	-1,142
Accounts Receivable, Sub-Associations	-338	0
Allowance for Bad Debt	-1,000	-1,000
Inventory, Pro Shop	38,271	37,465
Inventory, Restaurant	33,619	27,483
Inventory, Gas	3,630	4,741
Prepaid	90,809	179,164
PR Benefits Clearing	0	440
Gratuities Clearing	-247	-3,270
Employee Christmas Fund	258	-454
<b>TOTAL CURRENT ASSETS</b>	<b>\$3,841,456</b>	<b>\$4,161,773</b>
<b>RESTRICTED ASSETS</b>		
Investments - Renewal & Repl	0	0
Bond Funds - Revenue Fund	551,173	550,302
Bond Fund - Prepayment Bond	0	0
<b>TOTAL RESTRICTED ASSETS</b>	<b>\$551,173</b>	<b>\$550,302</b>
<b>WORK IN PROCESS</b>		
WIP - CONSTRUCTION MANAGEMENT	6,050	0
WIP - NORTHSTAR WEBSITE	7,000	0
WIP - 15 UNPLATTED DR HORTON LOTS	92,032	0
WIP - CLUBHOUSE IMPROVEMENTS - BOND	0	7,000
WIP - DUMPSTER ENCLOSURE - BOND	3,795	0
WIP - GOLF COURSE RENOVATION - BOND	76,098	0
WIP - CLIS - BOND	23,485	0
WIP - RESTAURANT - BOND	26,300	0
WIP - FITNESS CENTER	1,353,985	0
WIP - STORAGE BUILDING - BOND	21,735	0
WIP - BOND ENGINEER	8,500	0
<b>TOTAL WORK IN PROCESS</b>	<b>\$1,618,981</b>	<b>\$7,000</b>
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>		
Capital Projects, other	2,363,669	2,379,361
Real Property and Improvements	4,617,690	4,617,690
Equipment	1,974,520	1,888,998
15 Unplatted TM Land	106,773	155,571
Property & Improvements	960,088	942,327
Golf Course Project	1,240,513	1,284,037
CLIS System	1,540,279	1,601,764
Parking Lot Project	999,724	999,724
CLIS - Pump Stations	135,000	135,000
Effluent Storage	373,295	373,295
Clubhouse Project	320,927	320,927
Golf Course Maintenance	1,374,324	1,374,324

**Hérons Glen Recreation District**  
**BALANCE SHEET Jul 31, 2020**

Storm Drain Project	36,200	36,200
Fitness Center	0	1,114,501
Storage Building	0	20,975
Restaurant Renovation	2,401,176	2,407,126
Accumulated Depreciation	-11,704,993	-11,093,497
<b>TOTAL NET PROPERTY, PLANT &amp; EQUIP</b>	<b>\$6,739,187</b>	<b>\$8,558,326</b>
<b>LAND</b>		
Land Original	11,720,482	11,720,482
Land-WasteWater/Maintenance	538,962	538,962
Land-Pump House-Mystic Way	30,000	30,000
<b>TOTAL LAND &amp; CIP</b>	<b>\$12,289,444</b>	<b>\$12,289,444</b>
<b>OTHER ASSETS</b>		
Special Assessment Receivable	18,301,863	18,301,863
Bond Issuance Cost -2006	0	0
Bond Insurance Premium/Surety	443,577	443,577
Deposits, Long Term	2,903	3,360
Hole In One Account	-827	-1,838
<b>TOTAL OTHER ASSETS</b>	<b>\$18,747,516</b>	<b>\$18,746,962</b>
<b>TOTAL ASSETS</b>	<b>\$43,787,756</b>	<b>\$44,313,807</b>
<b>LIABILITIES &amp; FUND EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
<b>PAYABLE FROM CURRENT ASSETS</b>		
Accounts Payable, Trade	71,026	108,421
Accrued Interest	0	347,214
Sales taxes payable	-8,724	75,991
Accrued expenses	75,551	125,616
10% Project Retention	18,100	34,157
Capital Lease - Current	141,170	117,714
Deposits - Ballroom & Locker	670	1,220
Gift Cards & Groupons	27,039	20,789
Credit Book	25,323	10,362
Hole In One Club	2,000	400
S/A Bonds Payable-Short Term	0	790,000
	<b>\$352,155</b>	<b>\$1,631,883</b>
Base assessments	321,947	10,270
Deferred Capital Reserve	71,103	2,166
Deferred Capital Reserve - Fitness Center	0	170,499
Deferred assessment, maint. reserv	56,540	1,716
Deferred assmnts, User fees	70,232	11,100
Deferred Golf Annual Dues	235,035	1,273,462
Deferred Annual Range & Handicap	1,546	6,400
<b>TOTAL PAYABLE FROM CURRENT ASSETS</b>	<b>\$1,108,559</b>	<b>\$3,107,496</b>
<b>LONG-TERM LIABILITIES</b>		
Bond Payable - 2006 Issuance	17,465,000	17,465,000
Bond Original Issue Discount-2006	-142,844	-142,844
Deferred Loss on Refunding	-421,091	-421,091
Capital Lease-Long Term	268,744	180,883

**Hérons Glen Recreation District**

**BALANCE SHEET Jul 31, 2020**

<b>TOTAL LONG-TERM LIABILITIES</b>	\$17,169,809	\$17,081,948
<b>FUND EQUITY</b>		
Contributed Capital	27,644,173	27,644,173
Association Equity (Deficit)	-4,370,670	-5,300,887
Profit/(Loss)	1,385,025	930,217
Retained Earnings-Reserved	850,861	850,861
<b>TOTAL FUND EQUITY(DEFICIT)</b>	\$25,509,388	\$24,124,363
<b>TOTAL LIABILITIES &amp; FUND EQUITY</b>	\$43,787,756	\$44,313,807

**Hérons Glen Recreation District**

**TOTAL VARIANCE REPORT**

**Jul 31, 2020**

DEPARTMENT	ACTUAL MTD	BUDGET MTD	VARIANCE	ACTUAL YTD	BUDGET YTD	VARIANCE	19-20 FY COVID-19	FY Budget	VARIANCE
			Favorable / (Unfavorable)			Favorable / (Unfavorable)	Forecast Budget		Favorable /
<b>ADMINISTRATION</b>									
Operating Revenue	6,199	10,823	(4,624)	158,943	157,337	1,606	174,688	173,082	1,606
Operating Expenses	59,337	62,028	2,691	749,480	768,434	18,954	887,096	906,399	19,303
Operating Income	(53,138)	(51,205)	(1,933)	(590,538)	(611,097)	20,560	(712,408)	(733,317)	20,909
Assessment	51,205	51,205	0	611,097	611,097	0	733,317	733,317	0
Net Income	(1,933)	0	<b>(1,933)</b>	20,559	(0)	<b>20,560</b>	20,909	(0)	<b>20,909</b>
<b>RESTAURANT</b>									
Operating Revenue	4,235	47,398	(43,164)	822,150	1,050,849	(228,698)	850,676	1,129,350	(278,674)
Operating Expenses	47,852	87,942	40,089	1,144,644	1,296,949	152,305	1,254,428	1,452,119	197,691
Operating Income	(43,618)	(40,544)	(3,074)	(322,493)	(246,100)	(76,393)	(403,753)	(322,769)	(80,984)
Assessment	40,544	40,544	0	246,100	246,100	0	322,769	322,769	0
Net Income	(3,074)	0	<b>(3,074)</b>	(76,393)	(0)	<b>(76,393)</b>	(80,984)	(0)	<b>(80,984)</b>
<b>CLUBHOUSE</b>									
Operating Revenue	0	0	0	11,700	10,000	1,700	11,700	10,000	1,700
Operating Expenses	53,631	55,546	1,914	606,049	605,310	(740)	720,069	719,684	(385)
Operating Income	(53,631)	(55,546)	1,914	(594,349)	(595,310)	960	(708,369)	(709,684)	1,315
Assessment	55,546	55,546	0	595,310	595,310	0	709,684	709,684	0
Net Income	1,914	0	<b>1,914</b>	960	0	<b>960</b>	1,315	0	<b>1,315</b>
<b>CLIS Dept.</b>									
Operating Revenue	14,910	14,855	55	157,002	155,621	1,381	185,981	184,600	1,381
Operating Expenses	30,893	33,039	2,146	314,907	339,518	24,611	382,623	408,472	25,849
Operating Income	(15,983)	(18,183)	2,201	(157,905)	(183,897)	25,992	(196,642)	(223,872)	27,230
Assessment	18,183	18,183	0	183,897	183,897	0	223,872	223,872	0
Net Income	2,201	0	<b>2,201</b>	25,992	0	<b>25,992</b>	27,230	0	<b>27,230</b>
<b>Fitness Center</b>									
Operating Revenue	0	100	(100)	3,823	1,000	2,823	4,023	1,200	2,823
Operating Expenses	3,243	3,677	434	40,730	35,826	(4,905)	48,567	43,654	(4,913)
Operating Income	(3,243)	(3,577)	334	(36,907)	(34,826)	(2,082)	(44,544)	(42,454)	(2,090)
Assessment	3,577	3,577	0	34,826	34,826	0	42,454	42,454	0
Net Income	334	0	<b>334</b>	(2,082)	0	<b>(2,082)</b>	(2,090)	0	<b>(2,090)</b>

DEPARTMENT	ACTUAL MTD	BUDGET MTD	VARIANCE	ACTUAL YTD	BUDGET YTD	VARIANCE	19-20 FY COVID-19	FY Budget	VARIANCE
			Favorable / (Unfavorable)			Favorable / (Unfavorable)	Forecast Budget		Favorable /
<b>SUBTOTAL</b>									
Total Operating Revenues	25,343	73,176	(47,833)	1,153,618	1,374,807	(221,189)	1,227,068	1,498,232	(271,165)
Total Assessments	169,055	169,055	0	1,671,230	1,671,230	0	2,032,096	2,032,096	0
Total Operating Expenses	194,956	242,231	47,275	2,855,811	3,046,037	190,226	3,292,783	3,530,328	237,545
Net Income	(558)	0	(558)	(30,963)	0	(30,963)	(33,620)	0	(33,620)
<b>GOLF MAINTENANCE</b>									
Operating Revenue	0	0	0	0	0	0	0	0	0
Operating Expenses	121,406	108,221	(13,186)	1,126,884	1,139,079	12,195	1,383,403	1,365,642	(17,761)
Net Income	(121,406)	(108,221)	<b>(13,186)</b>	(1,126,884)	(1,139,079)	<b>12,195</b>	(1,383,403)	(1,365,642)	<b>(17,761)</b>
<b>PRO SHOP</b>									
Operating Revenue	125,218	131,546	(6,328)	1,601,192	1,612,633	(11,441)	1,846,709	1,860,782	(14,072)
Operating Expenses	26,910	32,756	5,846	363,155	429,401	66,246	416,032	495,140	79,108
Net Income	98,308	98,789	<b>(482)</b>	1,238,037	1,183,232	<b>54,806</b>	1,430,678	1,365,642	<b>65,036</b>
<b>ALL DEPARTMENTS</b>									
Total Operating Revenues	150,561	204,722	(54,161)	2,754,811	2,987,440	(232,629)	3,073,777	3,359,014	(285,237)
Total Assessments	169,055	169,055	0	1,671,230	1,671,230	0	2,032,096	2,032,096	0
Total Operating Expenses	343,272	383,208	39,935	4,345,850	4,614,517	268,667	5,092,218	5,391,109	298,892
Net Income	(23,657)	(9,431)	<b>(14,225)</b>	80,191	44,153	<b>36,038</b>	13,655	0	<b>13,655</b>
<i>From Golf Operations</i>	<i>(23,099)</i>	<i>(9,431)</i>	<b><i>(13,668)</i></b>	<i>111,154</i>	<i>44,153</i>	<b><i>67,001</i></b>	<i>47,275</i>	<i>0</i>	<b><i>47,274</i></b>
<i>From Other than Golf Operations</i>	<i>(558)</i>	<i>0</i>	<b><i>(558)</i></b>	<i>(30,963)</i>	<i>0</i>	<b><i>(30,963)</i></b>	<i>(33,620)</i>	<i>0</i>	<b><i>(33,620)</i></b>

<b>HGRD Variance</b>				
<b>Jul-20</b>				
	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>Explanation</b>
	<b>This Month</b>	<b>This Month</b>	<b>Favorable / (Unfavorable)</b>	
<b>Administration</b>				
Interest Income	1,127	3,000	(1,873)	Interest rates are down significantly due to the pandemic. YTD better than plan by \$8,883
Miscellaneous Other Income	2,824	5,500	(2,676)	8 closings. 13 closings SMLY. CSI rebate lower than usual.
Payroll Benefits	5,821	4,410	(1,411)	Three payrolls in July - 401K
<b>Restaurant</b>				
Food Sales	2,471	33,298	(30,827)	Closed 07/03/2020 through end of month due to employee testing positive for COVID-19
Beverage Sales	709	14,100	(13,391)	
COS, Food	5,185	14,984	9,799	
COS, Beverage	151	3,525	3,374	
Payroll, Kitchen	15,297	18,183	2,886	Deep cleaning only - closed 07/03/2020 through end of month
Payroll, Service	7,191	13,086	5,895	
Payroll, COVID-19 FFCRA	1,265	-	(1,265)	Gov't mandated Paid Sick Time for eligible employees with COVID-19 issues
Payroll Taxes & Fees	3,117	5,970	2,853	Directly related to payroll costs being down
Payroll Benefits	3,484	5,151	1,667	Only 9 people on health plan, budgeted for 10
H-2B Additional Expenses	184	6,167	5,983	News Press Ads no longer necessary - everything done electronically now with no charge
Entertainment Lounge	-	1,975	1,975	Closed 07/03/2020 through end of month due to employee testing positive for COVID-19
Licenses & Taxes	2,406	-	(2,406)	<b>Timing Issue</b> - BMI budgeted in April, paid in July
Member Rewards - Food	156	2,291	2,135	Closed 07/03/2020 through end of month due to employee testing positive for COVID-19
Member Rewards - Beverage	69	1,194	1,125	
Propane Gas	663	1,818	1,155	
<b>Clubhouse</b>				
Payroll	11,043	14,965	3,922	Two employees out sick due to COVID-19 - charged to FFCRA
Payroll, COVID-19 FFCRA	3,209	-	(3,209)	Gov't mandated Paid Sick Time for eligible employees with COVID-19 issues
Chemicals	1,863	396	(1,467)	Dan overpurchased tablets and alkalinity increaser while he was out.
Contingency	2,132	-	(2,132)	Tracking supplies purchased directly related to the pandemic
Maintenance & Repairs	3,662	5,400	1,738	Two employees out sick part of the month
<b>CLIS</b>				
Payroll	15,386	17,896	2,510	Down 1 employee for the month

	Actual	Budget	Variance	Explanation
	This Month	This Month	Favorable / (Unfavorable)	
Parts & Supplies	5,506	4,301	(1,205)	Mainline repair parts from SiteOne \$1,423
<b>Fitness Center</b>				
No significant variances			-	
<b>Golf Maintenance</b>				
Payroll	39,357	41,759	2,402	Down 1 employee for the month
Payroll, O.T.	5,810	1,301	(4,509)	Additional time for closure was not budgeted properly
Payroll Benefits	4,442	7,610	3,168	Full time employees budgeted for the highest cost health insurance plan, but some employees do not take advantage of this benefit and others select lower cost plans.
Chemicals	6,253	7,500	1,247	<b>Timing issue</b> - Additional week of closure. No additional chemicals needed.
Field Supplies	3,568	1,000	(2,568)	Drone purchased for aerial view/pictures of course
Landscape Plant/Supplies	6,295	400	(5,895)	Landscape, plants & supplies for the starting area and #1 tee and plants throughout course
Lease	24,192	12,493	(11,699)	<b>Timing issue</b> - Received annual lease invoices in April & May. They will be allocated over the remainder of this fiscal year as per direction from the auditors. Next fiscal year budget expenses annual leases in the month they are paid. YTD \$10,237 better than plan.
Maintenance & Repairs	-	1,200	1,200	<b>Timing issue</b> - July maintenance of our ESD system scheduled for September
<b>Pro Shop</b>				
Membership Fees	117,518	111,896	5,622	600 members to a budget of 565. We had 67 non-resident members to a budget of 53.
Open Play	2,701	14,063	(11,362)	Not allowed due to COVID-19
Payroll	12,385	16,851	4,466	Outside staff is mostly off due to the virus



Herons Glen Recreation District													
DEPARTMENTAL INCOME STATEMENT Jul 31, 2020													
00 - Administration													
Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimate		
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance		
					<b>Income</b>								
51,205	51,205	0	56,625		ASSESSMENTS, BASE	611,097	611,097	0	642,902	733,317	733,317	0	
0	0	0	0		CONCERT SERIES REVENUE	57,847	60,125	(2,278)	59,498	57,847	60,125	(2,278)	
1,323	1,323	0	1,284		HOA ACCOUNTING INCOME	13,225	13,225	0	12,840	15,870	15,870	0	
1,127	3,000	(1,873)	5,859		INTEREST INCOME	38,883	30,000	8,883	47,556	44,883	36,000	8,883	
924	1,000	(76)	1,147		LATE FEE/MEMBER INTEREST	5,589	6,700	(1,111)	7,533	6,289	7,400	(1,111)	
2,824	5,500	(2,676)	5,740		MISCELLANEOUS OTHER INCOME	43,399	47,287	(3,888)	54,383	49,799	53,687	(3,888)	
57,404	62,028	(4,624)	70,656		<b>TOTAL Income</b>	770,040	768,434	1,606	824,712	908,005	906,399	1,606	
57,404	62,028	(4,624)	70,656		<b>Gross Profit Margin</b>	770,040	768,434	1,606	824,712	908,005	906,399	1,606	
					<b>Expenses</b>								
31,921	32,333	412	31,046		PAYROLL	318,426	327,575	9,149	284,362	385,388	394,536	9,149	
(6)	0	6	18		PAYROLL, O.T.	557	0	(557)	889	557	0	(557)	
4,205	4,496	291	4,274		PAYROLL TAXES & FEES	44,556	47,401	2,844	42,649	53,848	56,692	2,844	
5,821	4,410	(1,411)	4,699		PAYROLL BENEFITS	55,312	46,246	(9,066)	48,015	66,112	55,065	(11,047)	
0	0	0	0		CONCERT SERIES EXPENSES	53,835	55,000	1,165	46,005	53,835	55,000	1,165	
0	0	0	0		ADVERTISING	0	0	0	900	0	0	0	
17	25	8	0		AED TRAINING & SUPPLIES	4,229	3,575	(654)	378	4,904	4,250	(654)	
0	150	150	86		COMPLIMENTARY MEALS	623	1,675	1,052	1,161	923	1,975	1,052	
5,024	5,575	551	3,342		COMPUTER SUPPORT	47,425	56,348	8,924	35,608	57,118	68,244	11,126	
0	0	0	0		Contingency	18,634	18,634	0	18,634	18,634	18,634	0	
0	300	300	85		CONTINUING EDUCATION	2,020	3,230	1,210	1,485	2,200	3,410	1,210	
35	30	(5)	30		DUES & SUBSCRIPTIONS	2,313	2,914	601	2,603	2,373	2,974	601	
1,350	1,572	223	1,455		ELECTRIC (ALLOCATION)	13,654	14,877	1,223	14,739	16,725	17,948	1,223	
0	50	50	0		EMPLOYEE APPRECIATION	5,268	5,500	232	5,440	6,568	6,800	232	
0	50	50	100		GRATIS FOOD/BEV	295	1,000	705	886	395	1,100	705	
2,118	2,181	64	2,182		INSURANCE (ALLOCATION)	21,048	21,813	765	21,819	25,283	26,175	892	
0	0	0	0		LICENSES & TAXES	1,299	1,454	155	1,411	1,299	1,454	155	
226	1,000	774	974		BANK CHARGES	14,652	19,750	5,098	17,965	16,152	21,250	5,098	
1,101	1,202	101	1,083		OFFICE EQUIPMENT	16,515	16,331	(184)	13,744	20,206	20,021	(184)	
282	750	468	578		OFFICE SUPPLIES	5,726	7,500	1,774	8,267	7,226	9,000	1,774	
500	500	0	487		POSTAGE	4,019	5,000	981	4,411	5,019	6,000	981	
6,402	6,558	157	8,699		PROFESSIONAL FEES	112,281	100,512	(11,769)	99,812	134,458	122,689	(11,769)	
0	0	0	0		HGRD SOCIAL EVENTS / MEMBER RELATIONS	699	3,200	2,501	2,663	699	3,200	2,501	
0	0	0	0		SERVICE CONTRACTS	35	0	(35)	2,600	35	0	(35)	
299	400	101	397		TELEPHONE (ALLOCATION)	3,349	4,000	651	4,144	4,149	4,800	651	

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimate
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance
0	350	350	0	TRAVEL	1,840	3,465	1,625	3,676	1,930	3,555	1,625
0	0	0	0	UNIFORM	0	600	600	0	0	600	600
43	95	52	60	WATER (ALLOCATION)	873	836	(37)	770	1,063	1,026	(37)
59,337	62,028	2,691	59,595	<b>TOTAL Expenses</b>	749,480	768,434	18,954	685,035	887,096	906,399	19,303
(1,933)	0	(1,933)	11,060	<b>Net Income/(Loss)</b>	20,559	(0)	20,560	139,676	20,909	(0)	20,909

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**10 - Restaurant**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated	
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance	
					Income							
40,544	40,544	0	49,953		ASSESSMENTS, BASE	246,100	246,100	0	238,583	322,769	322,769	0
1,347	13,591	(12,244)	6,120		FOOD SALES-DINING ROOM	211,428	290,038	(78,609)	271,278	216,419	310,000	(93,581)
392	3,194	(2,802)	1,600		BEVERAGE SALES-DINING ROOM	55,745	91,326	(35,581)	85,011	56,914	96,000	(39,086)
360	15,755	(15,395)	12,889		FOOD SALES - LOUNGE	261,906	291,710	(29,804)	279,736	278,880	320,000	(41,120)
171	10,360	(10,188)	10,064		BEVERAGE REVENUE - LOUNGE	132,197	195,432	(63,235)	186,945	137,589	217,000	(79,411)
434	3,951	(3,517)	3,202		BANQUET FOOD-RESIDENTS	89,891	142,500	(52,609)	133,728	89,891	145,000	(55,109)
146	547	(401)	244		BANQUET BEVERAGES-RESIDENTS	20,241	21,493	(1,252)	19,839	20,241	23,000	(2,759)
329	0	329	0		BANQUET FOOD-OUTSIDE	21,561	12,350	9,211	8,229	21,561	12,350	9,211
0	0	0	0		BANQUET BEVERAGE-OUTSIDE	1,386	5,850	(4,464)	1,889	1,386	5,850	(4,464)
200	0	200	0		BANQUET OTHER REVENUE	953	150	803	2,048	953	150	803
855	0	855	0		COVID-19 SUBSIDY - FUNDRAISER	26,842	0	26,842	0	26,842	0	26,842
44,778	87,942	(43,164)	84,073		TOTAL Income	1,068,250	1,296,949	(228,698)	1,227,286	1,173,445	1,452,119	(278,674)
					Cost of Revenues							
5,185	14,984	9,799	9,746		COS, FOOD	275,834	300,401	24,567	298,921	286,816	323,240	36,423
151	3,525	3,374	2,725		COS, BEVERAGE	56,927	78,525	21,598	73,177	60,207	85,462	25,255
5,337	18,509	13,173	12,471		TOTAL Cost of Revenues	332,761	378,926	46,165	372,098	347,024	408,702	61,678
39,442	69,433	(29,991)	71,602		Gross Profit Margin	735,489	918,023	(182,533)	855,188	826,421	1,043,417	(216,996)
					Expenses							
15,297	18,183	2,887	18,316		PAYROLL, KITCHEN	229,615	250,670	21,056	232,877	262,025	286,787	24,762
0	0	0	50		PAYROLL, KITCHEN, OT	6,293	8,722	2,428	8,633	6,293	8,722	2,428
7,191	13,086	5,895	14,279		PAYROLL, SERVICE	148,444	180,711	32,267	185,086	166,221	205,883	39,661
0	0	0	0		PAYROLL, SERVICE, OT	1,592	2,100	508	6,815	1,592	2,100	508
0	0	0	0		PAYROLL, COVID-19 SUBSIDY	34,085	0	(34,085)	0	34,085	0	(34,085)
1,265	0	(1,265)	0		PAYROLL, COVID-19 FFCRA	3,059	0	(3,059)	0	3,059	0	(3,059)
3,117	5,970	2,853	5,388		PAYROLL TAXES & FEES	83,375	94,699	11,324	87,107	91,674	106,012	14,338
3,484	5,151	1,666	4,218		PAYROLL BENEFITS	41,163	51,505	10,342	37,986	49,471	61,806	12,335
184	6,167	5,983	640		H-2B Additional Expenses	31,100	36,713	5,613	24,876	31,596	37,209	5,613
0	750	750	66		ADVERTISING	143	5,200	5,057	1,664	143	6,700	6,557
0	0	0	0		CASUAL LABOR	936	750	(186)	553	936	750	(186)
502	533	31	971		CLEANING SUPPLIES	7,836	5,333	(2,503)	6,273	8,903	6,400	(2,503)
10	100	90	189		COMPLIMENTARY MEALS	1,874	3,550	1,676	2,989	2,074	3,750	1,676
300	0	(300)	0		CONTINGENCY	1,306	0	(1,306)	0	1,306	0	(1,306)
0	25	25	0		CONTINUING EDUCATION	475	795	320	153	525	845	320

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance
				Income							
0	0	0	0	DISHES & GLASSWARE	2,528	0	(2,528)	4,070	2,528	4,000	1,472
0	0	0	0	DUES & SUBSCRIPTIONS	0	875	875	235	0	875	875
3,121	3,719	598	3,364	ELECTRIC (ALLOCATION)	31,575	35,056	3,481	34,084	39,013	42,494	3,481
(52)	114	166	174	EMPLOYEE MEALS	4,226	3,597	(629)	3,589	4,840	4,211	(629)
0	0	0	0	Entertainment-Dining Room	3,505	5,230	1,725	4,985	3,505	5,230	1,725
0	1,975	1,975	1,150	ENTERTAINMENT LOUNGE	8,425	16,050	7,625	14,875	8,425	18,675	10,250
0	50	50	200	ENTERTAINMENT/DECORATIONS	2,672	7,225	4,553	6,607	2,672	7,325	4,653
0	131	131	82	GRATIS FOOD/BEV	1,031	2,108	1,076	2,039	1,031	2,414	1,382
1,407	1,450	42	1,450	INSURANCE (ALLOCATION)	13,988	14,496	508	14,500	16,802	17,395	593
535	510	(25)	510	LEASE	4,897	5,100	203	5,477	5,917	6,120	203
2,406	0	(2,406)	0	LICENSES & TAXES	5,554	5,206	(348)	5,205	5,554	5,206	(348)
67	811	744	857	LINEN	13,349	18,405	5,056	18,176	14,343	20,279	5,936
0	800	800	1,225	MAINTENANCE & REPAIRS	5,199	8,000	2,801	5,438	6,799	9,600	2,801
156	2,291	2,135	1,597	MEMBER REWARDS-FOOD	39,340	45,423	6,083	43,391	41,536	49,190	7,654
69	1,194	1,125	1,030	MEMBER REWARDS-BEVERAGE	17,584	25,258	7,674	23,980	18,240	27,569	9,329
0	275	275	57	OFFICE SUPPLIES	2,645	4,310	1,665	2,162	3,195	4,860	1,665
663	1,818	1,155	1,352	PROPANE GAS	18,573	21,407	2,834	17,495	22,357	25,191	2,834
0	0	0	0	Resident Event Decoration/Ent	(3,556)	0	3,556	(2,223)	(3,556)	0	3,556
888	813	(75)	874	REFUSE	8,920	8,620	(300)	8,562	10,547	10,247	(300)
0	0	0	0	RENTAL	347	0	(347)	320	347	0	(347)
1,048	1,664	616	909	SERVICE CONTRACTS	11,135	11,864	730	11,170	11,832	12,561	730
0	75	75	99	Small Equipment-Kitchen	147	7,750	7,603	9,172	297	7,900	7,603
253	903	650	733	SUPPLIES	16,427	18,128	1,701	16,578	17,692	19,935	2,243
170	140	(30)	140	TELEPHONE (ALLOCATION)	1,670	1,400	(270)	1,348	1,950	1,680	(270)
0	25	25	0	TRAVEL	448	1,625	1,177	255	498	1,675	1,177
0	250	250	0	UNIFORM	1,228	3,000	1,772	4,329	1,228	3,500	2,272
435	460	25	600	WATER (ALLOCATION)	8,729	7,141	(1,588)	7,701	9,910	8,322	(1,588)
0	0	0	0	GAIN (LOSS) ON SALE OF EQUIP	0	0	0	(447)	0	0	0
42,516	69,433	26,917	60,521	TOTAL Expenses	811,882	918,023	106,140	858,083	907,405	1,043,417	136,012
(3,074)	0	(3,074)	11,081	Net Income/(Loss)	(76,393)	(0)	(76,393)	(2,895)	(80,984)	(0)	(80,984)

Herons Glen Recreation District												
DEPARTMENTAL INCOME STATEMENT Jul 31, 2020												
30 - Golf Maintenance												
Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated	
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance	
					<b>Expenses</b>							
39,357	41,759	2,402	45,942		PAYROLL	393,496	409,870	16,375	403,512	475,841	492,216	16,375
5,810	1,301	(4,509)	1,574		PAYROLL, O.T.	15,972	10,914	(5,058)	14,618	19,578	14,521	(5,058)
0	0	0	0		PAYROLL, COVID-19 FFCRA	5,191	0	(5,191)	0	5,191	0	(5,191)
5,882	5,756	(126)	6,539		PAYROLL TAXES & FEES	57,962	60,477	2,514	61,405	69,411	71,925	2,514
4,442	7,610	3,167	4,314		PAYROLL BENEFITS	52,218	76,095	23,878	49,509	63,122	91,314	28,193
0	600	600	0		CASUAL LABOR	0	1,800	1,800	0	600	2,400	1,800
6,253	7,500	1,247	6,630		CHEMICALS	134,105	135,000	895	135,217	149,105	150,000	895
227	0	(227)	0		CONTINGENCY	659	0	(659)	0	659	0	(659)
0	0	0	150		CONTINUING EDUCATION	500	1,070	570	945	1,150	1,720	570
0	0	0	4,350		CONTRACT LABOR	0	0	0	4,350	0	0	0
0	0	0	0		DUES & SUBSCRIPTIONS	1,629	1,299	(330)	1,034	1,629	1,299	(330)
2,163	2,978	814	1,704		ELECTRIC (ALLOCATION)	19,805	22,052	2,247	19,522	24,639	26,887	2,247
0	0	0	0		EQUIPMENT RENTAL	0	0	0	0	2,100	2,100	0
5,239	6,000	761	4,755		FERTILIZER	95,907	79,000	(16,907)	75,942	117,907	101,000	(16,907)
3,568	1,000	(2,568)	473		FIELD SUPPLIES	19,138	18,900	(238)	20,651	20,988	20,750	(238)
2,419	2,772	353	3,106		GASOLINE	18,522	22,715	4,193	20,161	25,383	29,576	4,193
2,252	2,319	68	2,320		INSURANCE (ALLOCATION)	22,380	23,193	813	23,200	26,883	27,832	949
1,533	1,600	67	1,934		IRRIGATION	23,658	27,000	3,342	12,255	30,078	30,200	122
6,295	400	(5,895)	579		LANDSCAPE PLANT/SUPPLIES	38,653	23,200	(15,453)	19,484	39,453	24,000	(15,453)
24,192	12,493	(11,699)	9,821		LEASE	94,405	104,642	10,237	97,224	152,578	129,629	(22,950)
0	1,200	1,200	0		MAINTENANCE & REPAIRS	1,266	3,000	1,734	1,589	1,666	3,400	1,734
5,404	5,450	46	4,878		MAINTENANCE, EQUIPMENT	57,430	52,050	(5,380)	51,364	68,330	62,950	(5,380)
174	200	26	360		OFFICE SUPPLIES	3,172	2,000	(1,172)	2,755	3,572	2,400	(1,172)
0	0	0	0		PROFESSIONAL FEES	2,150	0	(2,150)	0	2,150	0	(2,150)
297	1,238	941	627		REFUSE	7,160	9,055	1,895	7,748	9,636	11,531	1,895
2,757	2,884	127	1,224		SEED, SOD, SAND	28,935	21,405	(7,531)	19,431	32,291	26,761	(5,531)
1,443	1,505	62	733		SERVICE CONTRACTS	14,257	15,048	791	16,310	17,267	18,058	791
553	550	(3)	69		SMALL TOOLS	3,777	5,500	1,723	3,237	4,877	6,600	1,723
196	111	(85)	111		TELEPHONE (ALLOCATION)	1,857	1,107	(750)	1,108	2,078	1,328	(750)
0	30	30	491		TRAVEL	1,370	1,770	400	2,369	2,000	2,400	400
601	600	(1)	377		UNIFORM	7,852	7,500	(352)	6,346	9,052	8,700	(352)
351	365	14	447		WATER (ALLOCATION)	3,458	3,416	(42)	3,369	4,189	4,147	(42)
0	0	0	0		GAIN(LOSS) ON SALE OF EQUIP	0	0	0	(2,369)	0	0	0
121,406	108,221	(13,186)	103,507		<b>TOTAL Expenses</b>	1,126,884	1,139,079	12,195	1,072,286	1,383,403	1,365,642	(17,761)
(121,406)	(108,221)	(13,186)	(103,507)		<b>Net Income/(Loss)</b>	(1,126,884)	(1,139,079)	12,195	(1,072,286)	(1,383,403)	(1,365,642)	(17,761)

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**60 - Pro Shop**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated		
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance		
					<b>Income</b>								
117,518	111,896	5,622	110,478		MEMBERSHIP FEES	1,177,595	1,107,210	70,384	1,097,276	1,413,337	1,331,002	82,335	
773	625	148	1,421		ANNUAL RANGE & HANDICAP MEMBERSHIP	7,494	6,250	1,244	13,665	9,022	7,500	1,522	
150	2,295	(2,145)	2,095		Member Guest Fees	96,982	111,818	(14,836)	114,488	98,091	115,515	(17,424)	
0	9,248	(9,248)	7,160		Public Play Fees	92,483	123,299	(30,816)	123,412	92,483	129,648	(37,165)	
2,551	2,520	31	2,066		Resident Non-Member Fees	147,152	147,550	(398)	149,877	150,570	151,822	(1,252)	
86	196	(110)	149		RANGE FEES	4,269	5,429	(1,160)	5,027	4,400	5,690	(1,291)	
3,490	3,649	(159)	3,908		PRO SHOP, MDSE	63,930	100,328	(36,398)	83,067	67,519	107,507	(39,988)	
50	120	(70)	0		PRO SHOP, LESSONS - GOLF PRO	1,105	1,480	(375)	590	1,105	1,720	(615)	
0	30	(30)	25		PRO SHOP, LESSONS - ASST. GOLF PRO	130	370	(240)	45	130	430	(300)	
341	297	44	29		PRO SHOP, GRIPS	2,772	2,897	(125)	3,322	2,772	3,491	(719)	
189	446	(256)	292		PRO SHOP, FOOD & BEVERAGE	3,103	4,267	(1,164)	4,478	3,103	4,671	(1,568)	
0	25	(25)	0		Pro shop, club rental	700	935	(235)	1,020	700	985	(285)	
70	200	(130)	0		MISCELLANEOUS OTHER INCOME	3,478	800	2,678	6,391	3,478	800	2,678	
125,218	131,546	(6,328)	127,624		<b>TOTAL Income</b>	1,601,192	1,612,633	(11,441)	1,602,658	1,846,709	1,860,782	(14,072)	
					<b>Cost of Revenues</b>								
121	166	45	136		COS, PRO SHOP, GRIPS	1,935	1,622	(312)	2,539	1,935	1,955	20	
2,967	2,554	(413)	2,790		COS, PRO SHOP, MDSE	44,949	70,230	25,281	55,447	47,461	75,255	27,794	
44	290	245	69		COS, PRO SHOP, FOOD&BEVERAGE	2,212	2,774	562	2,654	2,212	3,036	825	
3,133	3,010	(123)	2,996		<b>TOTAL Cost of Revenues</b>	49,095	74,625	25,531	60,639	51,607	80,246	28,639	
122,085	128,536	(6,451)	124,628		<b>Gross Profit Margin</b>	1,552,098	1,538,008	14,090	1,542,019	1,795,102	1,780,536	14,567	
					<b>Expenses</b>								
12,385	16,851	4,466	14,927		PAYROLL	160,068	183,008	22,940	153,143	186,766	216,484	29,719	
(1)	0	1	43		PAYROLL, O.T.	868	2,656	1,788	2,002	868	2,656	1,788	
50	150	100	0		PAYROLL GOLF LESSONS	1,090	1,850	760	610	1,090	2,150	1,060	
1,829	2,522	693	2,298		PAYROLL TAXES & FEES	25,220	28,655	3,435	24,605	28,709	33,545	4,836	
436	1,056	620	490		PAYROLL BENEFITS	5,008	10,556	5,548	4,889	6,024	12,667	6,643	
0	0	0	0		ADVERTISING	0	2,500	2,500	78	0	2,500	2,500	
412	0	(412)	0		CONTINGENCY	412	0	(412)	0	412	0	(412)	
0	0	0	0		CONTINUING EDUCATION	0	2,550	2,550	0	0	2,550	2,550	
75	0	(75)	195		DUES & SUBSCRIPTIONS	10,590	9,520	(1,070)	10,577	10,590	9,520	(1,070)	
1,167	1,353	187	1,247		ELECTRIC (ALLOCATION)	11,768	13,062	1,295	12,614	14,478	15,773	1,295	
43	760	717	606		FIELD SUPPLIES	10,325	9,896	(429)	8,550	11,845	11,416	(429)	
192	250	58	342		GASOLINE	3,779	4,128	350	4,393	4,278	4,628	350	

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance
				<b>Income</b>							
117,518	111,896	5,622	110,478	MEMBERSHIP FEES	1,177,595	1,107,210	70,384	1,097,276	1,413,337	1,331,002	82,335
0	0	0	0	GRATIS / MEMBER RELATIONS	490	1,200	711	1,200	490	1,200	711
2,975	3,065	90	3,066	INSURANCE (ALLOCATION)	29,573	30,648	1,075	30,657	35,524	36,778	1,254
3,218	2,483	(735)	2,483	LEASE	30,032	27,544	(2,488)	25,752	34,998	32,510	(2,488)
0	208	208	531	MAINTENANCE & REPAIRS	1,463	2,977	1,514	2,782	1,880	3,394	1,514
134	123	(11)	126	OFFICE EQUIPMENT	1,687	1,530	(156)	1,574	1,933	1,776	(156)
42	150	108	0	OFFICE SUPPLIES	4,699	5,600	901	747	4,999	5,900	901
0	0	0	0	RANGE BALLS & MATS	8,190	8,200	10	8,158	8,190	8,200	10
222	204	(18)	218	REFUSE	2,230	2,156	(74)	2,141	2,638	2,564	(74)
346	346	(0)	346	SERVICE CONTRACTS	3,465	3,460	(5)	3,402	4,157	4,152	(4)
132	100	(32)	100	TELEPHONE (ALLOCATION)	1,285	1,000	(285)	1,003	1,485	1,200	(285)
0	0	0	0	TRAVEL	0	250	250	0	0	250	250
54	0	(54)	115	UNIFORM	723	750	27	490	1,723	1,750	27
66	126	60	82	WATER (ALLOCATION)	1,097	1,078	(19)	971	1,348	1,329	(19)
23,777	29,746	5,969	27,215	<b>TOTAL Expenses</b>	314,060	354,776	40,715	300,338	364,424	414,893	50,469
98,308	98,789	(482)	97,413	<b>Net Income/(Loss)</b>	1,238,037	1,183,232	54,806	1,241,681	1,430,678	1,365,642	65,036

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**70 - Clubhouse,Pool,Spa**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated	
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance	
					<b>Income</b>							
55,546	55,546	0	50,862		ASSESSMENTS, BASE	595,310	595,310	0	565,201	709,684	709,684	0
0	0	0	0		MISCELLANEOUS INCOME	11,700	10,000	1,700	10,254	11,700	10,000	1,700
55,546	55,546	0	50,862		<b>TOTAL Income</b>	607,010	605,310	1,700	575,455	721,384	719,684	1,700
55,546	55,546	0	50,862		<b>Gross Profit Margin</b>	607,010	605,310	1,700	575,455	721,384	719,684	1,700
					<b>Expenses</b>							
11,043	14,965	3,922	14,265		PAYROLL	133,306	145,899	12,593	118,153	162,759	175,353	12,593
810	200	(610)	1,203		PAYROLL, O.T.	5,335	2,000	(3,335)	7,393	5,735	2,400	(3,335)
3,209	0	(3,209)	0		PAYROLL, COVID-19 FFCRA	3,209	0	(3,209)	0	3,209	0	(3,209)
1,770	1,982	212	2,013		PAYROLL TAXES & FEES	19,262	20,408	1,147	17,669	23,164	24,310	1,147
1,334	1,642	308	1,000		PAYROLL BENEFITS	13,284	16,416	3,132	11,441	16,404	19,700	3,296
0	0	0	0		CASUAL LABOR	0	500	500	0	0	500	500
1,863	396	(1,467)	906		CHEMICALS	11,485	5,192	(6,293)	5,137	12,277	5,984	(6,293)
0	740	740	524		CLEANING SUPPLIES	9,903	8,520	(1,383)	9,865	11,383	10,000	(1,383)
2,132	0	(2,132)	0		CONTINGENCY	9,735	0	(9,735)	0	9,735	0	(9,735)
0	150	150	0		CONTINUING EDUCATION	0	739	739	0	0	739	739
3,013	3,126	114	3,229		ELECTRIC (ALLOCATION)	30,606	32,662	2,056	33,000	36,866	38,922	2,056
909	888	(21)	730		FOUNTAINS (ELECTRIC)	7,786	8,658	872	8,491	9,562	10,433	872
175	208	33	175		FOUNTAIN & BUBBLER MAINTENANCE	1,769	2,083	314	1,750	2,186	2,500	314
0	73	73	32		GASOLINE	187	491	304	385	343	647	304
0	275	275	0		SMALL EQUIPMENT SOUND	2,236	2,750	514	1,824	2,786	3,300	514
3,176	3,272	96	3,273		INSURANCE (ALLOCATION)	31,572	32,719	1,147	32,729	37,924	39,263	1,339
3,008	3,693	685	4,296		LANDSCAPE PLANT/SUPPLIES	52,129	52,694	564	43,856	57,656	58,220	564
2,320	2,538	219	2,320		LEASE	23,337	25,383	2,046	22,045	28,413	30,460	2,046
0	0	0	0		LICENSES & TAXES	375	375	(0)	375	375	375	(0)
3,662	5,400	1,738	4,488		MAINTENANCE & REPAIRS	61,049	54,000	(7,049)	46,704	71,849	64,800	(7,049)
151	500	349	216		MAINTENANCE, POOL	7,774	8,000	226	11,210	8,774	9,000	226
0	40	40	6		OFFICE SUPPLIES	155	400	245	274	235	480	245
0	50	50	0		PROPANE GAS	431	500	69	419	531	600	69
370	379	8	364		REFUSE	3,717	4,186	469	3,568	4,474	4,943	469
1,320	1,320	0	1,281		SECURITY	13,198	13,198	0	12,813	15,837	15,837	0
9,818	9,827	10	11,426		SERVICE CONTRACTS	128,050	125,534	(2,516)	131,173	150,443	147,928	(2,516)
0	100	100	0		SMALL TOOLS	99	1,000	901	683	299	1,200	901
261	255	(6)	358		TELEPHONE (ALLOCATION)	3,277	3,058	(220)	3,673	3,786	3,567	(220)
0	500	500	0		TENNIS COURT MAINTENANCE	4,221	6,800	2,579	9,675	10,071	12,650	2,579
27	75	48	63		TRAVEL	252	750	498	610	402	900	498
0	0	0	0		UNIFORM	674	800	126	349	674	800	126



Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance
2,142	1,251	(891)	2,254	WATER (ALLOCATION)	18,272	14,873	(3,399)	16,963	20,775	17,376	(3,399)
1,118	1,700	582	721	EFFLUENT WATER	10,616	14,722	4,106	15,675	12,392	16,498	4,106
0	0	0	0	GAIN(LOSS) ON SALE OF EQUIPMENT	(1,250)	0	1,250	0	(1,250)	0	
53,631	55,546	1,914	55,141	<b>TOTAL Expenses</b>	606,049	605,310	(740)	567,899	720,069	719,684	(385)
1,914	0	1,914	(4,279)	<b>Net Income/(Loss)</b>	960	0	960	7,555	1,315	0	1,315

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**76 - CLIS**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated	
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance	
					<b>Income</b>							
18,183	18,183	0	15,869		ASSESSMENTS, BASE	183,897	183,897	0	173,640	223,872	223,872	0
14,438	14,438	0	14,018		CLIS Income	151,454	151,454	0	147,043	179,600	179,600	0
472	417	55	1,099		MISCELLANEOUS OTHER INCOME	5,548	4,167	1,381	8,256	6,381	5,000	1,381
33,094	33,039	55	30,986		<b>TOTAL Income</b>	340,899	339,518	1,381	328,939	409,853	408,472	1,381
33,094	33,039	55	30,986		<b>Gross Profit Margin</b>	340,899	339,518	1,381	328,939	409,853	408,472	1,381
					<b>Expenses</b>							
15,386	17,896	2,510	15,335		PAYROLL	147,936	175,281	27,346	134,305	184,667	212,012	27,346
853	572	(281)	494		PAYROLL, O.T.	8,944	5,720	(3,224)	5,387	10,088	6,864	(3,224)
0	0	0	0		PAYROLL, COVID-19 FFCRA	2,783	0	(2,783)	0	2,783	0	(2,783)
2,191	2,414	223	2,161		PAYROLL TAXES & FEES	22,637	25,543	2,906	21,027	27,587	30,494	2,906
915	1,653	738	1,991		PAYROLL BENEFITS	10,582	16,526	5,944	16,420	12,738	19,831	7,094
0	0	0	0		COMPUTER SUPPORT	1,750	1,750	0	1,750	1,750	1,750	0
0	0	0	0		CONTINUING EDUCATION	290	200	(90)	0	580	490	(90)
0	0	0	0		DUES & SUBSCRIPTIONS	406	680	274	390	406	680	274
2,647	2,869	223	2,050		ELECTRIC (ALLOCATION)	28,232	27,608	(624)	27,106	33,971	33,347	(624)
21	176	155	141		GASOLINE	623	1,417	794	1,281	975	1,768	794
0	0	0	0		SMALL EQUIPMENT	0	0	0	3,982	0	0	0
1,474	1,519	44	1,519		INSURANCE (ALLOCATION)	14,654	15,186	533	15,191	17,602	18,223	621
0	0	0	0		LEASE	5,065	5,065	0	5,458	5,065	5,065	0
0	150	150	0		MAINTENANCE & REPAIRS	0	1,500	1,500	392	300	1,800	1,500
5,506	4,301	(1,205)	4,705		PARTS & SUPPLIES	51,380	43,010	(8,370)	39,091	59,982	51,612	(8,370)
16	50	34	84		OFFICE SUPPLIES	280	500	220	819	380	600	220
674	651	(23)	1,150		PUMP MAINTENANCE	6,742	8,108	1,366	10,914	8,844	10,210	1,366
0	33	33	0		SEED, SOD, SAND	997	333	(664)	0	1,064	400	(664)
0	100	100	206		SMALL TOOLS	2,793	1,000	(1,793)	1,564	2,993	1,200	(1,793)
78	57	(21)	57		TELEPHONE (ALLOCATION)	755	570	(185)	512	869	684	(185)
635	25	(610)	0		TRAVEL	676	250	(426)	117	1,226	800	(426)
221	300	79	169		UNIFORM	1,490	3,400	1,910	2,249	2,090	4,000	1,910
26	23	(2)	26		WATER (ALLOCATION)	244	220	(24)	217	290	266	(24)
250	250	0	250		Effluent Water	5,650	5,650	0	5,650	6,375	6,375	0
30,893	33,039	2,146	30,337		<b>TOTAL Expenses</b>	314,907	339,518	24,611	293,821	382,623	408,472	25,849
2,201	0	2,201	649		<b>Net Income/(Loss)</b>	25,992	0	25,992	35,118	27,230	0	27,230

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**77 - Fitness Center**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	19-20 COVID-19	Total Yr	Estimated	
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Forecast Budget	Budget	YE Variance	
					<b>Income</b>							
3,577	3,577	0	3,381		ASSESSMENTS, BASE	34,826	34,826	0	22,956	42,454	42,454	0
0	100	(100)	0		LEASE, RETAIL	0	1,000	(1,000)	0	200	1,200	(1,000)
0	0	0	0		MISCELLANEOUS OTHER	3,823	0	3,823	0	3,823	0	3,823
3,577	3,677	(100)	3,381		<b>TOTAL Income</b>	38,649	35,826	2,823	22,956	46,477	43,654	2,823
3,577	3,677	(100)	3,381		<b>Gross Profit Margin</b>	38,649	35,826	2,823	22,956	46,477	43,654	2,823
					<b>Expenses</b>							
493	500	7	329		CLEANING SUPPLIES	4,476	6,800	2,324	3,741	5,476	7,800	2,324
0	0	0	0		CONTINGENCY	2,137	0	(2,137)	0	2,137	0	(2,137)
643	1,001	358	131		ELECTRIC (ALLOCATION)	1,842	8,085	6,243	1,464	3,757	10,000	6,243
62	75	13	205		FITNESS CENTER MAINTENANCE	12,912	1,100	(11,812)	4,454	13,412	1,600	(11,812)
413	408	(4)	329		INSURANCE (ALLOCATION)	3,702	4,083	381	986	4,527	4,900	373
221	0	(221)	0		LANDSCAPE PLANT/SUPPLY	404	0	(404)	0	404	0	(404)
260	304	44	0		LEASE	2,860	3,038	178	994	3,468	3,645	178
0	0	0	478		RENTAL	1,664	0	(1,664)	4,682	1,664	0	(1,664)
999	1,199	200	210		SERVICE CONTRACTS	9,663	10,340	677	840	12,272	12,949	677
19	30	11	0		TELEPHONE (ALLOCATION)	173	300	127	0	233	360	127
133	160	27	60		WATER (ALLOCATION)	897	2,080	1,183	495	1,217	2,400	1,183
0	0	0	0		GAIN(LOSS) ON SALE OF EQUIPMENT	0	0	0	2,708	0	0	0
3,243	3,677	434	1,741		<b>TOTAL Expenses</b>	40,730	35,826	(4,905)	20,364	48,567	43,654	(4,913)
334	0	334	1,640		<b>Net Income/(Loss)</b>	(2,082)	0	(2,082)	2,592	(2,090)	0	(2,090)

**Herons Glen Recreation District**  
**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**90 - Debt Service**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	Total Yr
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr	Budget
				<b>Income</b>					
(4,184)	0	(4,184)	(6,006)	DEBT SERVICE-SPECIAL ASSESSME	1,615,579	0	1,615,579	1,615,382	0
(4,184)	0	(4,184)	(6,006)	<b>TOTAL Income</b>	1,615,579	0	1,615,579	1,615,382	0
(4,184)	0	(4,184)	(6,006)	<b>Gross Profit Margin</b>	1,615,579	0	1,615,579	1,615,382	0
				<b>Other Income(Loss)</b>					
0	0	0	0	INTEREST EXPENSE	486,099	0	(486,099)	504,693	0
0	0	0	0	<b>TOTAL Other Income (Loss)</b>	486,099	0	(486,099)	504,693	0
(4,184)	0	(4,184)	(6,006)	<b>Net Income/(Loss)</b>	1,129,480	0	1,129,480	1,110,690	0

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**92 - Revenue Fund Income**

<b>Actual</b>	<b>This Mth</b>	<b>Variance</b>	<b>Actual Same</b>		<b>Actual Year</b>	<b>YTD</b>	<b>Variance</b>	<b>Actual YTD</b>	<b>Total Yr</b>	
<b>This Month</b>	<b>Budget</b>	<b>Favorable /</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable /</b>	<b>Last Yr</b>	<b>Budget</b>	
		<b>(Unfavorable)</b>					<b>(Unfavorable)</b>			
					<b>Income</b>					
3	0	3	897		INTEREST INCOME	6,623	0	6,623	15,768	0
3	0	3	897		<b>TOTAL Income</b>	6,623	0	6,623	15,768	0
3	0	3	897		<b>Gross Profit Margin</b>	6,623	0	6,623	15,768	0
3	0	3	897		<b>Net Income/(Loss)</b>	6,623	0	6,623	15,768	0

**Herons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Jul 31, 2020**

**93- Non-Operating Income**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD	Total Yr
This Month	Budget	Favorable /	Mth Last Yr		To Date	Budget	Favorable /	Last Yr	Budget
		(Unfavorable)					(Unfavorable)		
				Income					
35,552	0	35,552	35,552	ASSESSMENTS, CAPITAL RESERVE	355,517	0	355,517	355,517	0
0	0	0	107,083	ASSESSMENTS, CAPITAL RESERVE - FITNESS CENTER	170,499	0	170,499	1,070,833	0
28,270	0	28,270	18,418	DEFERRED MAINTENANCE REVENUE	282,700	0	282,700	184,183	0
18,300	0	18,300	36,000	NEW OWNER WORKING CAPITAL	195,200	0	195,200	240,000	0
0	0	0	0	MISCELLANEOUS INCOME	0	0	0	38,847	0
82,122	0	82,122	197,053	TOTAL Income	1,003,916	0	1,003,916	1,889,381	0
82,122	0	82,122	197,053	Gross Profit Margin	1,003,916	0	1,003,916	1,889,381	0
				Expenses					
74,748	0	(74,748)	74,431	DEPRECIATION	738,133	0	(738,133)	758,049	0
4,936	0	(4,936)	38,322	MAINTENANCE & REPAIRS	94,263	0	(94,263)	250,600	0
79,683	0	(79,683)	112,753	TOTAL Expenses	832,395	0	(832,395)	1,008,649	0
2,438	0	2,438	84,301	Net Income/(Loss)	171,520	0	171,520	880,732	0

Herons Glen Recreation District				
Restaurant Percentages				
As of Jul 31, 2020				
Restaurant Variance Report	Month to Date		Year to Date	
	Actual	Budget	Actual	Budget
Food Dining Room	1,347	13,591	211,428	290,038
Food Lounge	360	15,755	261,906	291,710
Banquet Food - Residents	434	3,951	89,891	142,500
Banquet Food - Outside	329	0	21,561	12,350
<b>TOTAL FOOD REVENUE</b>	<b>2,471</b>	<b>33,298</b>	<b>584,787</b>	<b>736,597</b>
COG Food	5,185	14,984	275,834	300,401
Percentage Revenue/COG Food	209.89%	45.00%	47.17%	40.78%
Beverage Dining Room	392	3,194	55,745	91,326
Beverage Lounge	171	10,360	132,197	195,432
Banquet Beverage - Residents	146	547	20,241	21,493
Banquet Beverage - Outside	0	0	1,386	5,850
<b>TOTAL BEVERAGE REVENUE</b>	<b>709</b>	<b>14,100</b>	<b>209,569</b>	<b>314,101</b>
COG Beverage	151	3,525	56,927	78,525
Percentage Revenue/COGS Bev	21.31%	25.00%	27.16%	25.00%
<b>PAYROLL PERCENTAGE</b>				
Banquet, Other Revenue	200	0	953	150
<b>Total Operating Revenue</b>	<b>3,380</b>	<b>47,398</b>	<b>795,309</b>	<b>1,050,849</b>
<b>Total Payroll</b>	<b>29,089</b>	<b>42,390</b>	<b>510,483</b>	<b>588,408</b>
<b>% Payroll/Operating Revenue</b>	<b>860.73%</b>	<b>89.43%</b>	<b>64.19%</b>	<b>55.99%</b>
Member Rewards-Food	156	2,291	39,340	45,423
Member Rewards-Beverage	69	1,194	17,584	25,258
% of food revenue coming from residents	91.56%	78.08%	83.11%	78.08%
% of bev revenue coming from residents	122.88%	88.08%	93.56%	88.08%
Food Inventory	(31)	0	19,830	0
Beverage Inventory	44	0	13,789	0

<b><u>2019-2020 Capital Budget Vs Actual Review</u></b>					
<b>Capital Carryover from 2018-19 Budget Yr</b>	\$ 1,455,167				
<b>To Be Collected in this FY</b>	426,620				
<b>Accumulated Interest on Capital Funds</b>	16,462				
	<b>\$ 1,898,249</b>				
	<b>Carryfwd from 18-19</b>	<b>2020 Budget</b>	<b>Spent through 07/31/20</b>	<b>Planned expenditures before FYE</b>	<b>Details</b>
Fitness Center Architect (Community Master Plan Consultant)	\$1,252	\$0	\$0	\$1,252	
Parking Lot Lighting - Outdoor Post Lights	-	10,200	10,635		Done
Turbidity Barrier - driving range south side	13,000	-	-	13,000	
Ballroom Stage Curtains	-	12,240	-	12,240	
Curtains & Shades	5,000	-	-	5,000	
Coolers - Lounge	7,500	-	-	7,500	
Steamer (US Food)	17,000	-	18,865	-	Done
Pizza Oven	22,500	-	-	22,500	
40 Qt Mixer	6,000	-	-	6,000	
Heavy Duty 36" Gas Range (2 @ \$4500 per)	9,000	-	-	9,000	
Gas 36" Salamander Broiler (2 @ \$2600 per)	5,200	-	-	5,200	
Solstice Fryer (70-90 lbs)	6,800	-	-	6,800	
83" Refrigerated Prep Table-Pantry	6,500	-	-	6,500	
Remote Beer System	5,500	-	5,092	-	Done
Oven-Dutch Alto Sham	5,300	-	-	5,300	
Hot Box for Banquet Dinner	-	6,120	-	6,120	
Dining Room Furniture (296 chairs; 60 tables; 7 high tops)	65,000	-	-	65,000	
Kitchen Service Bar	11,000	-	-	11,000	
Refrigeration for Freezer	25,000	-	-	25,000	
Umbrellas w/stands	-	5,100	-	5,100	
Air Handler Pro Shop - (2) Large	-	25,500	-	25,500	
Air Handler Admin - Large	-	14,280	-	14,280	
Tables (20 total tables between CR A, B & C)	5,000	-	-	5,000	
Additional Restroom at Tennis/Bocce/Shuffleboard	(1,693)	-	611	-	Done
Lobby Refurbishment	-	25,500	-	25,500	
Website Redesign	(7,000)	20,400	-	13,400	
Bocce Covering	50,000	-	-	50,000	
Costing Allowance		50,000	-	50,000	
	<b>\$ 257,859</b>	<b>\$ 169,340</b>			
<b><u>Items not in original budget but approved by Board:</u></b>					
Tilt Skillet from FY17 LRP Budget not shown in bal fwd	10,400	-	14,507	-	
Storage Building			760		
CLIS System Projec			-		
DR Horton Development			43,234		
Fitness Center			239,483		
Fitness Center - Construction Partial Retainage Payment			16,057		
Restaurant Project			20,350		
Filtration/Injection System - Resolution 2020-14		19,000	18,589		
Golf Course Renovation paid out of capital			32,575		
Stultz, Inc. Construction Management			6,050		
Dumpster Area Fence Enclosure from FY18			3,795		
Waldrop Engineering			8,500		
			<b>\$439,104</b>	<b>\$ 396,192</b>	



	<i>Carryfwd from 18-19</i>	<b>2020 Budget</b>	<i>Spent through 07/31/20</i>	<i>Planned expenditures before FYE</i>	<i>Details</i>
<b>Variance between budget (including bal carried fwd from previous yr) &amp; FY end expenditures</b>				(408,097)	
<b>Calculated carryforward into 2020-2021 Budget Yr</b>				<b>\$ 1,062,954</b>	
<b>Golf Course Special Improvements Fund</b>					
Ron Garl \$20k	4,277			4,277	
<b>Total Capital Expenditures</b>			<b>\$ 439,104</b>		
<b>Reconciliation with GL Bank Accounts</b>					
(Amount Including 2 qtrly transfers from operating only)			\$ 1,245,836		
Amount used from Capital Intermediate Acct to pay DR Horton & expenses per Board 02.11.2020 as well as Stultz & Waldrop Engineering expenses			\$ 102,238		
DeLisi Fitzgerald Inv# 21491-16 Ck# 1133 08/10/2020			\$ 3,984	Outstanding AP	
Dex Bender Inv# 36272 Ck# 1135 08/14/2020			\$ 360	Outstanding AP	
Visa Amazone.com Inv# 07-15-20 Ck# 1134 08/10/2020			\$ 380	Outstanding AP	
			<b>\$ 1,352,798</b>		
00-1088 FineMark - Capital Checking			3		
00-1130 FL Prime State Board Admin-Capital			1,352,792		
			<b>\$ 1,352,794</b>		

<b><u>2019-2020 Def Maint Budget Vs Actual Review</u></b>					
<b>Def Maint Carryover from 2018-19 Budget Yr</b>	\$ 136,375				
<b>To Be Collected in this FY</b>	339,240				
<b>Accumulated Interest on Deferred Funds</b>	2,421				
<b>Resident Small Request Fund from FY19</b>	7,500				
	<b>\$ 485,536</b>				
	<b>Carryfwd from 18-19</b>	<b>2020 Budget</b>	<b>Spent through 07/31/20</b>	<b>Planned expenditures before FYE</b>	<b>Details</b>
Tree trimming throughout property & golf course	\$ 4,761	\$ 30,600	\$ 9,250	\$ 26,111	
Landscape (All Rec Dist facilities)	2,000	2,040	1,936	2,105	
Trees throughout property (replacement/removal)	-	2,040	3,000	-	<i>Done</i>
Parking lot traffic signs	-	1,000	615	385	
Cart/Multi Use Path (asphalt Via La Quinta to Kaidon Ln)	12,000	3,060	-	15,060	
Bridge	-	510	-	510	
Cart Path- Golf Course (concrete)	7,500	7,500	-	15,000	
Maintain Seawalls (#1, #4 & #7)	3,000	3,060	-	6,060	
Clean Clubhouse Roof - Wet it and forget it	-	8,160	275	7,885	
Clubhouse Roof Checkup & Cracked Tile Repair	6,777	4,590	3,220	8,147	
Conservation Easement Maintenance (exotic removal)	-	7,140	-	7,140	
Palmetto Trimming (includes pinestraw & disposal)	28	30,600	6,228	24,400	
Tint windows in rest/lounge/admin hall/pro shop	4,285	-	-	4,285	
<b>Aesthetic Clubhouse Facility Improvements</b>	<b>5,058</b>	<b>10,200</b>	<b>14,286</b>	<b>972</b>	
Replace fire sprinkler heads (outdated)	-	2,652	-	2,652	
Telephone system	-	4,290	4,450	-	<i>Done</i>
Pool area restroom update and refurbish	-	15,300	-	15,300	
Flat roof over restaurant - maintenance	-	3,060	-	3,060	
Freezer refrigeration (floor repair)	-	3,060	-	3,060	
Ballroom Divider	5,000	-	-	5,000	
Lake erosion: property	6,790	51,000	5,300	52,490	
Replace bubblers (\$2500 we own 2)	-	2,550	776	1,775	
Replace fountains (\$3k) we own 4	-	3,060	-	3,060	
Clean, Repair & Seal all pool area pavers	5,800	-	-	5,800	
Furniture - replace loungers & chairs with brown	3,380	1,020	5,565	-	<i>Done</i>
Pool pipe/leak maintenace	-	4,080	9,030	-	<i>Done</i>
IT Switch replacement (2) 24 port G & (1) 8port G PO	-	1,836	1,121	715	
Card rooms carpet/flooring	-	10,200	-	10,200	
Board Room/F&B office Carpet/flooring	-	4,080	-	4,080	
Main Lobby Carpet/Floor	-	15,300	-	15,300	
Ballroom Dance Floor -Wood	17,000	-	-	17,000	
Ballroom paint	-	4,080	-	4,080	
Restaurant carpet replacement	-	15,300	-	15,300	
UDS/Hood/Fan/Fire Package 12 year maint (replace hoses, regulators, tanks & chemicals)	-	3,060	3,045	15	<i>Done</i>
Lounge Hardwood floor	14,903	-	-	14,903	
Irrigation Pump Repairs	-	10,200	7,172	3,028	
Drainage	6	3,060	1,500	1,566	
Paint pumphouses	1,500	-	-	1,500	
Pumphouse building maintenance	1,000	1,020	-	2,020	
Filter Disks for Hoover Filtration System	-	10,200	10,755	-	<i>Done</i>
Wind screen	1,434	1,020	400	2,054	
Nets (6)	1,800	918	-	2,718	
Shuffleboard Resurfacing of Courts	-	15,300	-	15,300	

	<i>Carryfwd from 18-19</i>	<b>2020 Budget</b>	<b>Spent through 07/31/20</b>	<b>Planned expenditures before FYE</b>	<b>Details</b>
Shuffleboard Overhead shelter - refurbish/repair	-	5,100	-	5,100	
	<b>\$ 104,021</b>	<b>\$ 301,246</b>			
<b>Items not in original budget but approved by Board:</b>					
Pool Remarcite			2,250		
Pickleball fence & repairs			4,090		
<b>Total Deferred Expenditures</b>			<b>\$ 94,263</b>	<b>\$ 325,135</b>	
Variance between budget & FY end expenditures				(14,130)	
<b>Calculated carryforward into 2020-21 Budget Yr</b>				<b>\$ 58,639</b>	
<b>Resident Small Requests - \$7500 Approved from FY19 Surplus</b>		<b>7,500</b>	-	<b>\$ 7,500</b>	
<b>Total Deferred &amp; RSR Expenditures</b>			<b>\$ 94,263</b>	<b>GL 93-7600</b>	
<b>Reconciliation with GL Bank Accounts</b>					
(Amount Including 2 qtly transfers from operating only)			\$ 221,654		
Golden Golf Services, LLC Inv# 4551 Ck# 1113 08/13/2020			\$ 1,936	AP Outstanding	
				AP Outstanding	
			<b>\$ 223,589</b>	<b>GL Bank Reconciliation</b>	
00-1131 FL Prime State Board - Deferred			\$ 223,587		
00-1142 FineMark Deferred			1		
			<b>\$ 223,588</b>		