

**Hérons Glen Recreation District**

**FUND BALANCE REPORT**

As of Oct 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	0.20%	Cash, Operating	\$1,160,521			
	SBA Fund A - Florida Prime - Operating	00-1051	0.29%	Cash, Operating	\$3			
<b>TOTAL OPERATING ACCOUNTS</b>								\$1,160,724
<b>RESERVES</b>								
<b>DEFERRED MAINTENANCE</b>								
	FineMark Bank - Deferred Maintenance	00-1142	0.20%	Cash, Reserved	\$2			
	SBA Fund A - Florida Prime - Deferred Maintenance	00-1131	0.29%	Cash, Reserved	\$351,187			
<b>TOTAL DEFERRED MAINTENANCE</b>							\$351,189	
<b>CAPITAL RESERVE</b>								
	FineMark Bank - Capital	00-1088	0.20%	Cash, Reserved	\$253			
	SBA Fund A - Florida Prime - Capital	00-1130	0.29%	Cash, Reserved	\$1,578,100			
	SBA Fund A - Florida Prime - Capital (Fitness Center)	00-1143	0.29%	Cash, Reserved	\$0			
	SBA Fund A - Florida Prime - Capital (Intermediate)	00-1132	0.29%	Cash, Reserved	\$832,572			
<b>TOTAL CAPITAL RESERVE</b>							\$2,410,925	
<b>EMERGENCY</b>								
	FineMark - Emergency	00-1134	0.20%	Cash, Reserved	\$0			
	SBA Fund A - Florida Prime - Emergency Fund	00-1141	0.29%	Cash, Reserved	\$350,104			
<b>TOTAL EMERGENCY</b>							\$350,104	
<b>PROJECTS</b>								
	FineMark GCM Special Improvements Fund	00-1128	0.20%	Cash, Reserved	\$757			
	SBA Fund A - Florida Prime - Golf Course Special Improvements Fund	00-1144	0.29%	Cash, Reserved	\$424,683			
<b>TOTAL PROJECTS</b>							\$425,440	
	2020 Bond Funds - 0000 - Revenue Fund	00-1410			\$171,076			
	2020 Bond Funds - 0008 - Acquisition & Construction Fund	00-1417			\$12,754,300			
	2020 Bond Funds - 0009 - Cost of Issuance Fund	00-1418			\$5,802			
	2020 Bond Funds - 0004 - Debt Reserve Fund	00-1419			\$444,073			
<b>TOTAL RESERVE ACCOUNTS</b>							\$13,375,252	\$16,912,910

## Herons Glen Recreation District

## BALANCE SHEET Oct 31, 2020

ASSETS	as at Oct 31, 2020	Last Fiscal Year End
<b>CASH &amp; CASH EQUIVALENTS</b>		
Cash, petty	200	200
Cash, Operating	1,160,521	634,626
Cash, Reserved	3,537,661	3,668,312
<b>TOTAL CASH &amp; CASH EQUIVALENTS</b>	<b>\$4,698,382</b>	<b>\$4,303,139</b>
Accounts receivable	80,427	93,025
Accounts Receivable, Other	6,419	2,133
Accounts Receivable, Sub-Associations	-748	0
Allowance for Bad Debt	-1,000	-1,000
Inventory, Pro Shop	31,574	33,993
Inventory, Restaurant	33,686	28,890
Inventory, Gas	3,261	2,688
Prepaid	133,380	138,743
PR Benefits Clearing	580	605
Gratuities Clearing	-257	-2,587
Employee Christmas Fund	-6,922	258
<b>TOTAL CURRENT ASSETS</b>	<b>\$4,978,783</b>	<b>\$4,599,885</b>
<b>RESTRICTED ASSETS</b>		
2006 Series Bond Funds - Revenue Fund	0	0
2020 Series Bond Funds - Revenue Fund	171,076	170,002
2020 Series Bond Funds - Acquisition & Construction Fund	12,754,300	12,773,267
2020 Series Bond Funds - Cost of Issuance	5,802	5,958
2020 Series Bond Funds - Debt Reserve Fund	444,073	444,073
<b>TOTAL RESTRICTED ASSETS</b>	<b>\$13,375,252</b>	<b>\$13,393,300</b>
<b>WORK IN PROCESS</b>		
WIP - CONSTRUCTION MANAGEMENT	0	0
WIP - NORTHSTAR WEBSITE	7,040	7,040
WIP - 15 UNPLATTED DR HORTON LOTS	96,719	96,719
WIP - CLUBHOUSE IMPROVEMENTS - BOND	0	0
WIP - DUMPSTER ENCLOSURE - BOND	10,232	3,795
WIP - GOLF COURSE RENOVATION - BOND	227,167	199,667
WIP - CLIS - BOND	23,485	23,485
WIP - RESTAURANT - BOND	26,300	26,300
WIP - FITNESS CENTER	0	0
WIP - STORAGE BUILDING - BOND	21,735	21,735
WIP - MISCELLANEOUS SMALL CAPITAL PROJECTS	0	0
WIP - BOND ENGINEER	0	0
WIP - CART/PEDESTRIAN BRIDGE - BOND	500	500
<b>TOTAL WORK IN PROCESS</b>	<b>\$413,178</b>	<b>\$379,241</b>
<b>PROPERTY, PLANT &amp; EQUIPMENT</b>		
Capital Projects, other	2,363,669	2,363,669
Real Property and Improvements	4,617,690	4,617,690
Equipment	2,009,681	2,009,681
Property & Improvements	1,213,836	1,213,836
Software & Small Cap Improvements	0	0
Golf Course Project	1,240,513	1,240,513
CLIS System	1,540,279	1,540,279

**Hérons Glen Recreation District**

**BALANCE SHEET Oct 31, 2020**

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
Storm Drain Project	36,200	36,200
Fitness Center	981,696	981,696
Storage Building	0	0
Restaurant Renovation	2,401,176	2,401,176
Accumulated Depreciation	-11,897,168	-11,820,181
<b>TOTAL NET PROPERTY, PLANT &amp; EQUIP</b>	<b>\$7,710,843</b>	<b>\$7,787,830</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
15 Unplatted TM Land	106,773	106,773
<b>TOTAL LAND</b>	<b>\$12,396,217</b>	<b>\$12,396,217</b>
<b>OTHER ASSETS</b>		
Special Assessment Receivable	29,495,000	29,495,000
2006 Series Bond Insurance Premium/Surety	0	0
2020 Series Bond Insurance Premium	259,079	259,079
Deposits, Long Term	3,944	2,899
Hole In One Account	-404	-827
<b>TOTAL OTHER ASSETS</b>	<b>\$29,757,619</b>	<b>\$29,756,152</b>
<b>TOTAL ASSETS</b>	<b>\$68,631,891</b>	<b>\$68,312,625</b>
<b>LIABILITIES &amp; FUND EQUITY</b>		
<b>CURRENT LIABILITIES</b>		
<b>PAYABLE FROM CURRENT ASSETS</b>		
Accounts Payable, Trade	159,230	157,406
Accrued Interest	0	0
Accounts payable other	0	20
Sales taxes payable	140	70,515
Accrued expenses	158,791	176,796
10% Project Retention	0	0
Capital Lease - Current	141,170	141,170
Deposits - Ballroom & Locker	685	670
Gift Cards & Groupons	27,448	26,509
Credit Book	22,496	24,384
Hole In One Club	1,603	2,000
Other Current Liabilities	0	0
2006 Series S/A Bonds Payable-Short Term	0	0
2020 Series Bonds Payable - Short Term	0	0
	<b>\$511,562</b>	<b>\$599,470</b>
Base assessments	280,086	15,468
Deferred Capital Reserve	58,133	2,647
Deferred Capital Reserve - Fitness Center	0	0

**Hérons Glen Recreation District**

**BALANCE SHEET Oct 31, 2020**

Deferred assessment, maint. reserv	57,517	2,615
Deferred assmnts, User fees	66,121	64,652
Deferred Membership, Social	0	0
Deferred Golf Annual Dues	1,056,624	1,038,668
Deferred Annual Range & Handicap	4,560	3,967
Advanced Ticket Sales	0	0
<b>TOTAL PAYABLE FROM CURRENT ASSETS</b>	<b>\$2,034,603</b>	<b>\$1,727,485</b>
<b>LONG-TERM LIABILITIES</b>		
Bond Payable - 2006 Issuance	0	0
Bond Original Issue Discount-2006	0	0
Deferred Loss on Refunding-2006	0	0
2020 Series Bonds Payable	29,495,000	29,495,000
2020 Series Bonds Payable - Premium/Discount	2,185,148	2,185,148
2020 Series Bonds - Deferred Gain on Refunding	-911,594	-911,594
Capital Lease-Long Term	268,744	268,744
<b>TOTAL LONG-TERM LIABILITIES</b>	<b>\$31,037,298</b>	<b>\$31,037,298</b>
<b>FUND EQUITY</b>		
Contributed Capital	39,627,310	39,627,310
Association Equity (Deficit)	-4,370,670	-4,370,670
Profit/(Loss)	-547,510	-559,659
Retained Earnings-Reserved	850,861	850,861
<b>TOTAL FUND EQUITY(DEFICIT)</b>	<b>\$35,559,990</b>	<b>\$35,547,841</b>
<b>TOTAL LIABILITIES &amp; FUND EQUITY</b>	<b>\$68,631,891</b>	<b>\$68,312,625</b>

**Herons Glen Recreation District**

**TOTAL VARIANCE REPORT**

**Oct 31, 2020**

<b>DEPARTMENT</b>	<b>ACTUAL MTD</b>	<b>BUDGET MTD</b>	<b>VARIANCE</b>	<b>ACTUAL YTD</b>	<b>BUDGET YTD</b>	<b>VARIANCE</b>
			<b>Favorable / (Unfavorable)</b>			<b>Favorable / (Unfavorable)</b>
<b>ADMINISTRATION</b>						
Operating Revenue	8,063	7,501	562	8,063	7,501	562
Operating Expenses	63,144	107,806	44,662	63,144	107,806	44,662
Operating Income	(55,081)	(100,305)	45,224	(55,081)	(100,305)	45,224
Assessment	100,305	100,305	0	100,305	100,305	0
Net Income	45,224	0	<b>45,224</b>	45,224	0	<b>45,224</b>
<b>RESTAURANT</b>						
Operating Revenue	49,037	51,142	(2,106)	49,037	51,142	(2,106)
Operating Expenses	74,957	107,170	32,213	74,957	107,170	32,213
Operating Income	(25,921)	(56,027)	30,107	(25,921)	(56,027)	30,107
Assessment	56,027	56,027	0	56,027	56,027	0
Net Income	30,107	0	<b>30,107</b>	30,107	0	<b>30,107</b>
<b>CLUBHOUSE</b>						
Operating Revenue	10,000	10,000	0	10,000	10,000	0
Operating Expenses	49,951	63,156	13,205	49,951	63,156	13,205
Operating Income	(39,951)	(53,156)	13,205	(39,951)	(53,156)	13,205
Assessment	53,156	53,156	0	53,156	53,156	0
Net Income	13,205	0	<b>13,205</b>	13,205	0	<b>13,205</b>
<b>CLIS Dept.</b>						
Operating Revenue	23,084	22,894	190	23,084	22,894	190
Operating Expenses	33,313	37,410	4,097	33,313	37,410	4,097
Operating Income	(10,229)	(14,516)	4,287	(10,229)	(14,516)	4,287
Assessment	14,516	14,516	0	14,516	14,516	0
Net Income	4,287	0	<b>4,287</b>	4,287	0	<b>4,287</b>
<b>Fitness Center</b>						
Operating Revenue	0	0	0	0	0	0
Operating Expenses	3,250	7,541	4,291	3,250	7,541	4,291
Operating Income	(3,250)	(7,541)	4,291	(3,250)	(7,541)	4,291
Assessment	7,541	7,541	0	7,541	7,541	0
Net Income	4,291	0	<b>4,291</b>	4,291	0	<b>4,291</b>
<b>SUBTOTAL</b>						
Total Operating Revenues	90,184	91,537	(1,354)	90,184	91,537	(1,354)
Total Assessments	231,545	231,545	0	231,545	231,545	0
Total Operating Expenses	224,614	323,082	98,468	224,614	323,082	98,468
Net Income	97,114	0	97,114	97,114	0	97,114
<b>GOLF MAINTENANCE</b>						
Operating Revenue	0	0	0	0	0	0
Operating Expenses	133,870	133,007	(863)	133,870	133,007	(863)
Net Income	(133,870)	(133,007)	<b>(863)</b>	(133,870)	(133,007)	<b>(863)</b>

DEPARTMENT	ACTUAL MTD	BUDGET MTD	VARIANCE	ACTUAL YTD	BUDGET YTD	VARIANCE
			Favorable / (Unfavorable)			Favorable / (Unfavorable)
<b>PRO SHOP</b>						
Operating Revenue	109,217	125,464	(16,247)	109,217	125,464	(16,247)
Operating Expenses	35,509	49,028	13,519	35,509	49,028	13,519
Net Income	73,708	76,436	<b>(2,728)</b>	73,708	76,436	<b>(2,728)</b>
<b>ALL DEPARTMENTS</b>						
Total Operating Revenues	199,400	217,001	(17,601)	199,400	217,001	(17,601)
Total Assessments	231,545	231,545	0	231,545	231,545	0
Total Operating Expenses	393,993	505,117	111,124	393,993	505,117	111,124
Net Income	36,952	(56,571)	<b>93,523</b>	36,952	(56,571)	<b>93,523</b>
<i>From Golf Operations</i>	<i>(60,162)</i>	<i>(56,571)</i>	<b><i>(3,591)</i></b>	<i>(60,162)</i>	<i>(56,571)</i>	<b><i>(3,591)</i></b>
<i>From Other than Golf Operations</i>	<i>97,114</i>	<i>0</i>	<b><i>97,114</i></b>	<i>97,114</i>	<i>0</i>	<b><i>97,114</i></b>

HGRD Variance				
Oct-20				
	Actual	Budget	Variance	Explanation
	This Month	This Month	Favorable / (Unfavorable)	
<b>Administration</b>				
Interest Income	920	2,000	(1,080)	Funds in the FL Prime SBA are earning 0.29% and FineMark only 0.20%
Miscellaneous Other Income	4,822	3,138	1,684	Budget based on previous year's actuals. We had 9 closings this month, with two being rush estoppel requests and only had 8 SMLY
Payroll	32,185	66,831	34,646	<b>Timing issue</b> - Removed department managers' bonuses and incorporated these amounts into a \$34,500 Annual Bonus Award fund in October to be awarded during the fiscal year by the GM
Payroll Taxes & Fees	4,291	8,816	4,525	<b>Timing issue</b> - Removed department managers' bonuses and incorporated these amounts into a \$34,500 Annual Bonus Award fund in October to be awarded during the fiscal year by the GM
Continuing Education	-	1,725	1,725	HFTP Annual Conference was virtual and & Northstar User Conference was cancelled due to COVID-19
Travel	-	2,000	2,000	HFTP Annual Conference was virtual and & Northstar User Conference was cancelled due to COVID-20
<b>Restaurant</b>				
Food & Beverage Sales - Lounge	29,252	33,610	(4,358)	Residents are choosing the dining room over the lounge because there is more room to social distance and lounge sales are down on Thursday night due to lack of entertainment.
Banquet Food - Residents	4,766	2,796	1,970	Residents are planning more resident events than what we originally expected due to COVID-19
Payroll, Kitchen	17,009	21,841	4,832	Budget based on an average seasonal schedule snapshot. Variances will fluctuate throughout the season, depending on sales.
Payroll, Service	9,667	16,461	6,794	
Payroll Taxes & Fees	4,826	7,167	2,341	Directly related to payroll being better than budget
H-2B Additional Expenses	4,726	2,530	(2,196)	Prepaid the first month's rent and move-in expenses for apartment and payroll deductions don't start until November.
Dishes & Glassware	-	4,000	4,000	<b>Timing issue</b> - not needed yet
Entertainment Lounge	-	2,025	2,025	Still no Thursday night entertainment due to COVID-19
Service Contracts	463	1,973	1,510	<b>Timing issue</b> - TWC Hot & Cold maintenance bill not received and A1 Gator Septic for pumping out the grease traps was not done
Small Equipment - Kitchen	-	7,075	7,075	<b>Timing Issue</b> - Budgeted for replacement of equipment for the entire fiscal year in October
Supplies	959	1,973	1,014	Using less takeout supplies because business has migrated to inside as opposed to takeout
<b>Clubhouse</b>				
Payroll	13,033	17,044	4,011	Down two employees most of the month. Hired additional employee in November.
Payroll Benefits	1,108	2,257	1,149	New employee Joe is not eligible for insurance until January and Donald is not eligible until February.
Maintenance & Repairs	3,651	6,000	2,349	<b>Timing issue</b> - Tennis renovation took up a lot of time
Service Contracts	10,147	11,361	1,214	Cleaning company is charging less than budgeted and <b>Timing issue</b> - Symbiont Svcs did not come out yet.
Tennis Court Maintenance	1,331	2,400	1,069	<b>Timing issue</b> - shoe cleaning equipment replacement did not all get purchased until Nov.
<b>CLIS</b>				
Small Equipment	-	2,500	2,500	<b>Timing issue</b> - vibratory shovel not purchased yet
Parts & Supplies	6,329	4,500	(1,829)	Replaced faulty check valve on main pumphouse suction line
<b>Fitness Center</b>				
Fitness Center Maintenance	78	2,600	2,522	<b>Timing issue</b> - mainline chlorine sediment water filter not purchased yet.
<b>Golf Maintenance</b>				
Payroll	38,685	41,308	2,623	Down one employee
Payroll Benefits	5,637	7,243	1,606	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	28,368	27,000	(1,368)	Purchased fungicides in bulk to secure 7% discount on Syngenta products for the fiscal year
Gasoline	1,638	2,703	1,065	We did not operate machines as much do to rain/flooding
Irrigation	5,306	1,600	(3,706)	Irrigation parts purchased to fix multiple repairs in the field
Landscape Plants & Supplies	6,937	13,000	6,063	<b>Timing Issue</b> - pinestraw
Maintenance, Equipment	9,432	5,100	(4,332)	Generator for Greens mower triplex
Seed, Sod, Sand	4,598	1,179	(3,419)	Tif Eagle sod for greens 4,5,8 and nursery
<b>Pro Shop</b>				
Membership Fees	96,057	100,039	(3,982)	491 members to a budget of 510. We had 50 non-resident members to a budget of 59. Canadians are unable to come down due to COVID-19.
Public Play Fees	7,667	19,019	(11,352)	Not open to public play due to lack of carts.
Payroll	16,924	18,669	1,745	Limited outside staff due to lack of public play.
Field Supplies	1,665	5,016	3,351	<b>Timing issue</b> - decided not to get anymore cart dividers because no one is using them. Pencils didn't come in until November.
Range Balls & Mats	-	8,200	8,200	<b>Timing issue</b> - have not purchased yet.

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**00 - Administration**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>
					<b>Income</b>			
100,305	100,305	0	61,683		ASSESSMENTS, BASE	100,305	100,305	0
1,362	1,362	0	1,323		HOA ACCOUNTING INCOME	1,362	1,362	0
920	2,000	(1,080)	5,130		INTEREST INCOME	920	2,000	(1,080)
959	1,000	(41)	889		LATE FEE/MEMBER INTEREST	959	1,000	(41)
4,822	3,138	1,683	4,209		MISCELLANEOUS OTHER INCOME	4,822	3,138	1,683
108,368	107,806	562	73,232		<b>TOTAL Income</b>	108,368	107,806	562
108,368	107,806	562	73,232		<b>Gross Profit Margin</b>	108,368	107,806	562
					<b>Expenses</b>			
32,185	66,831	34,646	31,196		PAYROLL	32,185	66,831	34,646
51	0	(51)	99		PAYROLL, O.T.	51	0	(51)
4,291	8,816	4,525	4,380		PAYROLL TAXES & FEES	4,291	8,816	4,525
7,249	7,175	(74)	5,972		PAYROLL BENEFITS	7,249	7,175	(74)
0	150	150	0		CONCERT SERIES EXPENSES	0	150	150
0	25	25	0		AED TRAINING & SUPPLIES	0	25	25
117	175	58	85		COMPLIMENTARY MEALS	117	175	58
4,798	5,766	969	4,491		COMPUTER SUPPORT	4,798	5,766	969
0	1,725	1,725	1,700		CONTINUING EDUCATION	0	1,725	1,725
1,027	685	(342)	450		DUES & SUBSCRIPTIONS	1,027	685	(342)
1,279	1,375	96	1,305		ELECTRIC (ALLOCATION)	1,279	1,375	96
104	50	(54)	0		EMPLOYEE APPRECIATION	104	50	(54)
77	175	98	0		GRATIS FOOD/BEV	77	175	98
2,071	2,330	259	2,096		INSURANCE (ALLOCATION)	2,071	2,330	259
194	750	556	627		BANK CHARGES	194	750	556
1,204	1,202	(2)	1,169		OFFICE EQUIPMENT	1,204	1,202	(2)
702	750	48	392		OFFICE SUPPLIES	702	750	48
0	500	500	0		POSTAGE	0	500	500
7,448	6,558	(890)	6,283		PROFESSIONAL FEES	7,448	6,558	(890)
0	0	0	35		SERVICE CONTRACTS	0	0	0
299	400	101	364		TELEPHONE (ALLOCATION)	299	400	101
0	2,000	2,000	1,769		TRAVEL	0	2,000	2,000
0	300	300	0		UNIFORM	0	300	300
48	67	18	66		WATER (ALLOCATION)	48	67	18
63,144	107,806	44,662	62,479		<b>TOTAL Expenses</b>	63,144	107,806	44,662
45,224	0	45,224	10,754		<b>Net Income/(Loss)</b>	45,224	0	45,224



**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**10 - Restaurant**

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr
				Income				
56,027	56,027	0	56,214	ASSESSMENTS, BASE	56,027	56,027	0	56,214
11,165	10,936	229	17,066	FOOD SALES-DINING ROOM	11,165	10,936	229	17,066
3,644	2,650	994	6,281	BEVERAGE SALES-DINING ROOM	3,644	2,650	994	6,281
17,397	18,957	(1,560)	23,848	FOOD SALES - LOUNGE	17,397	18,957	(1,560)	23,848
11,855	14,653	(2,798)	18,939	BEVERAGE REVENUE - LOUNGE	11,855	14,653	(2,798)	18,939
4,766	2,796	1,970	8,038	BANQUET FOOD-RESIDENTS	4,766	2,796	1,970	8,038
210	1,151	(941)	1,376	BANQUET BEVERAGES-RESIDENTS	210	1,151	(941)	1,376
0	0	0	1,729	BANQUET FOOD-OUTSIDE	0	0	0	1,729
105,064	107,170	(2,106)	133,490	TOTAL Income	105,064	107,170	(2,106)	133,490
				Cost of Revenues				
13,991	14,056	65	22,267	COS, FOOD	13,991	14,056	65	22,267
4,809	4,613	(196)	7,003	COS, BEVERAGE	4,809	4,613	(196)	7,003
18,800	18,670	(131)	29,270	TOTAL Cost of Revenues	18,800	18,670	(131)	29,270
86,263	88,500	(2,237)	104,220	Gross Profit Margin	86,263	88,500	(2,237)	104,220
				Expenses				
17,009	21,841	4,832	20,386	PAYROLL, KITCHEN	17,009	21,841	4,832	20,386
99	276	177	259	PAYROLL, KITCHEN, OT	99	276	177	259
9,667	16,461	6,794	14,606	PAYROLL, SERVICE	9,667	16,461	6,794	14,606
0	0	0	42	PAYROLL, SERVICE, OT	0	0	0	42
4,826	7,167	2,342	6,860	PAYROLL TAXES & FEES	4,826	7,167	2,342	6,860
4,885	4,745	(140)	4,396	PAYROLL BENEFITS	4,885	4,745	(140)	4,396
4,726	2,530	(2,196)	7,527	H-2B Additional Expenses	4,726	2,530	(2,196)	7,527
91	100	9	0	ADVERTISING	91	100	9	0
292	953	661	983	CLEANING SUPPLIES	292	953	661	983
0	200	200	244	COMPLIMENTARY MEALS	0	200	200	244
63	0	(63)	0	CONTINGENCY	63	0	(63)	0
0	450	450	425	CONTINUING EDUCATION	0	450	450	425
0	4,000	4,000	0	DISHES & GLASSWARE	0	4,000	4,000	0
2,957	3,179	222	3,017	ELECTRIC (ALLOCATION)	2,957	3,179	222	3,017
443	531	88	546	EMPLOYEE MEALS	443	531	88	546
0	2,025	2,025	1,550	ENTERTAINMENT LOUNGE	0	2,025	2,025	1,550
50	50	0	234	ENTERTAINMENT/DECORATIONS	50	50	0	234
0	174	174	132	GRATIS FOOD/BEV	0	174	174	132
1,380	1,553	173	1,393	INSURANCE (ALLOCATION)	1,380	1,553	173	1,393
535	526	(9)	513	LEASE	535	526	(9)	513
491	639	148	1,490	LINEN	491	639	148	1,490
0	800	800	666	MAINTENANCE & REPAIRS	0	800	800	666
2,671	2,474	(197)	3,670	MEMBER REWARDS-FOOD	2,671	2,474	(197)	3,670
1,383	1,646	263	2,387	MEMBER REWARDS-BEVERAGE	1,383	1,646	263	2,387
0	275	275	0	OFFICE SUPPLIES	0	275	275	0
1,565	1,558	(7)	1,173	PROPANE GAS	1,565	1,558	(7)	1,173
42	0	(42)	(2,366)	Resident Event Decoration/Ent	42	0	(42)	(2,366)
904	909	4	888	REFUSE	904	909	4	888
463	2,579	2,116	1,218	SERVICE CONTRACTS	463	2,579	2,116	1,218
0	7,075	7,075	147	Small Equipment-Kitchen	0	7,075	7,075	147
959	1,973	1,014	1,696	SUPPLIES	959	1,973	1,014	1,696
170	170	0	140	TELEPHONE (ALLOCATION)	170	170	0	140

Actual	This Mth	Variance	Actual Same		Actual Year	YTD	Variance	Actual YTD
This Month	Budget	Favorable / (Unfavorable)	Mth Last Yr		To Date	Budget	Favorable / (Unfavorable)	Last Yr
				Income				
0	225	225	448	TRAVEL	0	225	225	448
0	750	750	0	UNIFORM	0	750	750	0
484	666	181	659	WATER (ALLOCATION)	484	666	181	659
56,157	88,500	32,343	75,329	TOTAL Expenses	56,157	88,500	32,343	75,329
30,107	0	30,107	28,891	Net Income/(Loss)	30,107	0	30,107	28,891

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**30 - Golf Maintenance**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>
					<b>Expenses</b>			
38,685	41,308	2,624	39,105		PAYROLL	38,685	41,308	2,624
1,171	1,139	(33)	1,993		PAYROLL, O.T.	1,171	1,139	(33)
5,173	5,658	485	5,503		PAYROLL TAXES & FEES	5,173	5,658	485
5,637	7,243	1,606	5,645		PAYROLL BENEFITS	5,637	7,243	1,606
28,368	27,000	(1,368)	29,368		CHEMICALS	28,368	27,000	(1,368)
1,473	2,062	589	2,182		ELECTRIC (ALLOCATION)	1,473	2,062	589
11,377	11,000	(377)	22,413		FERTILIZER	11,377	11,000	(377)
7,966	7,200	(766)	9,070		FIELD SUPPLIES	7,966	7,200	(766)
1,638	2,703	1,065	2,247		GASOLINE	1,638	2,703	1,065
2,209	2,485	277	2,229		INSURANCE (ALLOCATION)	2,209	2,485	277
5,306	1,600	(3,706)	498		IRRIGATION	5,306	1,600	(3,706)
6,937	13,000	6,063	8,912		LANDSCAPE PLANT/SUPPLIES	6,937	13,000	6,063
410	135	(275)	550		LEASE	410	135	(275)
0	200	200	0		MAINTENANCE & REPAIRS	0	200	200
9,432	5,100	(4,332)	8,019		MAINTENANCE, EQUIPMENT	9,432	5,100	(4,332)
57	200	143	87		OFFICE SUPPLIES	57	200	143
1,363	1,334	(29)	1,399		REFUSE	1,363	1,334	(29)
4,598	1,179	(3,420)	2,657		SEED, SOD, SAND	4,598	1,179	(3,420)
758	797	39	1,407		SERVICE CONTRACTS	758	797	39
326	550	224	779		SMALL TOOLS	326	550	224
196	196	0	144		TELEPHONE (ALLOCATION)	196	196	0
0	30	30	0		TRAVEL	0	30	30
456	600	144	1,918		UNIFORM	456	600	144
333	286	(47)	283		WATER (ALLOCATION)	333	286	(47)
133,870	133,007	(863)	146,409		<b>TOTAL Expenses</b>	133,870	133,007	(863)
(133,870)	(133,007)	(863)	(146,409)		<b>Net Income/(Loss)</b>	(133,870)	(133,007)	(863)

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**60 - Pro Shop**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>	
					<b>Income</b>				
96,057	100,039	(3,983)	115,965		MEMBERSHIP FEES	96,057	100,039	(3,983)	115,965
415	625	(210)	738		ANNUAL RANGE & HANDICAP MEMBERSHIP	415	625	(210)	738
1,980	3,371	(1,391)	4,115		Member Guest Fees	1,980	3,371	(1,391)	4,115
255	7,960	(7,705)	9,062		Public Play Fees	255	7,960	(7,705)	9,062
5,432	7,688	(2,256)	6,398		Resident Non-Member Fees	5,432	7,688	(2,256)	6,398
53	182	(129)	218		RANGE FEES	53	182	(129)	218
3,976	4,303	(327)	4,303		PRO SHOP, MDSE	3,976	4,303	(327)	4,303
200	160	40	50		PRO SHOP, LESSONS - GOLF PRO	200	160	40	50
0	40	(40)	0		PRO SHOP, LESSONS - ASST. GOLF PRO	0	40	(40)	0
407	583	(176)	583		PRO SHOP, GRIPS	407	583	(176)	583
211	234	(23)	234		PRO SHOP, FOOD & BEVERAGE	211	234	(23)	234
0	80	(80)	80		Pro shop, club rental	0	80	(80)	80
233	200	33	962		MISCELLANEOUS OTHER INCOME	233	200	33	962
109,217	125,464	(16,247)	142,707		<b>TOTAL Income</b>	109,217	125,464	(16,247)	142,707
					<b>Cost of Revenues</b>				
492	326	(166)	213		COS, PRO SHOP, GRIPS	492	326	(166)	213
3,231	3,012	(219)	2,668		COS, PRO SHOP, MDSE	3,231	3,012	(219)	2,668
62	152	89	338		COS, PRO SHOP, FOOD&BEVERAGE	62	152	89	338
3,786	3,490	(295)	3,218		<b>TOTAL Cost of Revenues</b>	3,786	3,490	(295)	3,218
105,431	121,974	(16,543)	139,489		<b>Gross Profit Margin</b>	105,431	121,974	(16,543)	139,489
					<b>Expenses</b>				
16,924	18,669	1,744	17,235		PAYROLL	16,924	18,669	1,744	17,235
15	352	336	46		PAYROLL, O.T.	15	352	336	46
200	200	0	50		PAYROLL GOLF LESSONS	200	200	0	50
2,426	2,881	456	2,552		PAYROLL TAXES & FEES	2,426	2,881	456	2,552
1,095	548	(547)	508		PAYROLL BENEFITS	1,095	548	(547)	508
180	150	(30)	0		DUES & SUBSCRIPTIONS	180	150	(30)	0
1,104	1,183	79	1,125		ELECTRIC (ALLOCATION)	1,104	1,183	79	1,125
1,665	5,016	3,351	1,474		FIELD SUPPLIES	1,665	5,016	3,351	1,474
212	506	294	518		GASOLINE	212	506	294	518
2,899	3,262	363	2,945		INSURANCE (ALLOCATION)	2,899	3,262	363	2,945
3,218	2,483	(735)	2,483		LEASE	3,218	2,483	(735)	2,483
655	436	(219)	436		MAINTENANCE & REPAIRS	655	436	(219)	436
156	148	(8)	148		OFFICE EQUIPMENT	156	148	(8)	148
70	450	380	120		OFFICE SUPPLIES	70	450	380	120
0	8,200	8,200	8,190		RANGE BALLS & MATS	0	8,200	8,200	8,190
226	227	1	222		REFUSE	226	227	1	222
346	357	11	346		SERVICE CONTRACTS	346	357	11	346
132	132	0	100		TELEPHONE (ALLOCATION)	132	132	0	100
129	250	121	339		UNIFORM	129	250	121	339
71	89	18	88		WATER (ALLOCATION)	71	89	18	88
31,723	45,538	13,815	38,926		<b>TOTAL Expenses</b>	31,723	45,538	13,815	38,926
73,708	76,436	(2,728)	100,563		<b>Net Income/(Loss)</b>	73,708	76,436	(2,728)	100,563

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**70 - Clubhouse,Pool,Spa**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>
				<b>Income</b>				
53,156	53,156	0	58,773	ASSESSMENTS, BASE	53,156	53,156	0	58,773
10,000	10,000	0	11,250	MISCELLANEOUS INCOME	10,000	10,000	0	11,250
63,156	63,156	0	70,023	<b>TOTAL Income</b>	63,156	63,156	0	70,023
63,156	63,156	0	70,023	<b>Gross Profit Margin</b>	63,156	63,156	0	70,023
				<b>Expenses</b>				
13,033	17,044	4,011	11,838	PAYROLL	13,033	17,044	4,011	11,838
190	200	10	991	PAYROLL, O.T.	190	200	10	991
1,809	2,254	445	1,683	PAYROLL TAXES & FEES	1,809	2,254	445	1,683
1,108	2,257	1,149	1,037	PAYROLL BENEFITS	1,108	2,257	1,149	1,037
0	500	500	0	CASUAL LABOR	0	500	500	0
300	476	177	476	CHEMICALS	300	476	177	476
1,021	1,000	(21)	1,474	CLEANING SUPPLIES	1,021	1,000	(21)	1,474
423	0	(423)	0	CONTINGENCY	423	0	(423)	0
2,866	3,078	212	2,929	ELECTRIC (ALLOCATION)	2,866	3,078	212	2,929
909	800	(108)	746	FOUNTAINS (ELECTRIC)	909	800	(108)	746
175	208	33	175	FOUNTAIN & BUBBLER MAINTENANCE	175	208	33	175
7	36	29	41	GASOLINE	7	36	29	41
40	275	235	0	SMALL EQUIPMENT SOUND	40	275	235	0
3,106	3,495	389	3,144	INSURANCE (ALLOCATION)	3,106	3,495	389	3,144
3,008	2,357	(651)	2,541	LANDSCAPE PLANT/SUPPLIES	3,008	2,357	(651)	2,541
2,184	2,184	0	2,320	LEASE	2,184	2,184	0	2,320
3,651	6,000	2,349	2,136	MAINTENANCE & REPAIRS	3,651	6,000	2,349	2,136
392	567	174	1,257	MAINTENANCE, POOL	392	567	174	1,257
0	40	40	0	OFFICE SUPPLIES	0	40	40	0
0	50	50	0	PROPANE GAS	0	50	50	0
377	379	2	370	REFUSE	377	379	2	370
1,359	1,359	0	1,320	SECURITY	1,359	1,359	0	1,320
10,147	11,361	1,214	11,971	SERVICE CONTRACTS	10,147	11,361	1,214	11,971
0	100	100	0	SMALL TOOLS	0	100	100	0
261	255	(6)	369	TELEPHONE (ALLOCATION)	261	255	(6)	369
1,331	2,400	1,069	211	TENNIS COURT MAINTENANCE	1,331	2,400	1,069	211
31	75	44	27	TRAVEL	31	75	44	27
80	1,000	920	0	UNIFORM	80	1,000	920	0
809	1,478	669	1,460	WATER (ALLOCATION)	809	1,478	669	1,460
1,335	1,927	593	1,389	EFFLUENT WATER	1,335	1,927	593	1,389
49,951	63,156	13,205	49,906	<b>TOTAL Expenses</b>	49,951	63,156	13,205	49,906
13,205	0	13,205	20,118	<b>Net Income/(Loss)</b>	13,205	0	13,205	20,118

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**76 - CLIS**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>
					<b>Income</b>			
14,516	14,516	0	16,555		ASSESSMENTS, BASE	14,516	14,516	0
22,394	22,394	0	21,742		CLIS Income	22,394	22,394	0
690	500	190	0		MISCELLANEOUS OTHER INCOME	690	500	190
37,600	37,410	190	38,297		<b>TOTAL Income</b>	37,600	37,410	190
37,600	37,410	190	38,297		<b>Gross Profit Margin</b>	37,600	37,410	190
					<b>Expenses</b>			
17,565	17,968	403	13,248		PAYROLL	17,565	17,968	403
756	576	(180)	1,182		PAYROLL, O.T.	756	576	(180)
2,499	2,424	(75)	1,877		PAYROLL TAXES & FEES	2,499	2,424	(75)
1,144	1,742	598	1,068		PAYROLL BENEFITS	1,144	1,742	598
0	680	680	406		DUES & SUBSCRIPTIONS	0	680	680
2,081	2,619	537	2,795		ELECTRIC (ALLOCATION)	2,081	2,619	537
8	215	208	121		GASOLINE	8	215	208
0	2,500	2,500	0		SMALL EQUIPMENT	0	2,500	2,500
1,450	1,631	182	1,459		INSURANCE (ALLOCATION)	1,450	1,631	182
0	0	0	5,065		LEASE	0	0	0
0	150	150	0		MAINTENANCE & REPAIRS	0	150	150
6,329	4,500	(1,829)	4,681		PARTS & SUPPLIES	6,329	4,500	(1,829)
186	50	(136)	0		OFFICE SUPPLIES	186	50	(136)
796	651	(146)	674		PUMP MAINTENANCE	796	651	(146)
0	750	750	0		SEED, SOD, SAND	0	750	750
278	125	(153)	0		SMALL TOOLS	278	125	(153)
78	78	0	57		TELEPHONE (ALLOCATION)	78	78	0
0	25	25	0		TRAVEL	0	25	25
114	700	586	(322)		UNIFORM	114	700	586
29	26	(3)	26		WATER (ALLOCATION)	29	26	(3)
0	0	0	500		Effluent Water	0	0	0
33,313	37,410	4,097	32,838		<b>TOTAL Expenses</b>	33,313	37,410	4,097
4,287	0	4,287	5,460		<b>Net Income/(Loss)</b>	4,287	0	4,287

**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**77 - Fitness Center**

<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>This Month</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Mth Last Yr</b>		<b>To Date</b>	<b>Budget</b>	<b>Favorable / (Unfavorable)</b>	<b>Last Yr</b>
					<b>Income</b>			
7,541	7,541	0	4,438		ASSESSMENTS, BASE	7,541	7,541	0
7,541	7,541	0	4,438		<b>TOTAL Income</b>	7,541	7,541	0
7,541	7,541	0	4,438		<b>Gross Profit Margin</b>	7,541	7,541	0
					<b>Expenses</b>			
82	910	828	333		CLEANING SUPPLIES	82	910	828
713	922	210	131		ELECTRIC (ALLOCATION)	713	922	210
78	2,600	2,522	487		FITNESS CENTER MAINTENANCE	78	2,600	2,522
690	777	86	329		INSURANCE (ALLOCATION)	690	777	86
221	0	(221)	0		LANDSCAPE PLANT/SUPPLY	221	0	(221)
520	520	0	520		LEASE	520	520	0
0	0	0	478		RENTAL	0	0	0
824	1,643	819	892		SERVICE CONTRACTS	824	1,643	819
19	19	(0)	0		TELEPHONE (ALLOCATION)	19	19	(0)
103	150	47	63		WATER (ALLOCATION)	103	150	47
3,250	7,541	4,291	3,233		<b>TOTAL Expenses</b>	3,250	7,541	4,291
4,291	0	4,291	1,205		<b>Net Income/(Loss)</b>	4,291	0	4,291









**Hérons Glen Recreation District**

**DEPARTMENTAL INCOME STATEMENT Oct 31, 2020**

**93- Non-Operating Income**

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
				Income					
29,067	0	29,067	35,552	ASSESSMENTS, CAPITAL RESERVE	29,067	0	29,067	35,552	0
0	0	0	170,499	ASSESSMENTS, CAPITAL RESERVE - FITNESS CENTER	0	0	0	170,499	0
28,758	0	28,758	28,270	DEFERRED MAINTENANCE REVENUE	28,758	0	28,758	28,270	0
24,800	0	24,800	18,300	NEW OWNER WORKING CAPITAL	24,800	0	24,800	18,300	0
0	0		0	INTEREST INCOME	0	0		0	0
0	0	0	0	MISCELLANEOUS INCOME	0	0	0	0	0
82,625	0	82,625	252,621	TOTAL Income	82,625	0	82,625	252,621	0
82,625	0	82,625	252,621	Gross Profit Margin	82,625	0	82,625	252,621	0
				Expenses					
0	0	0	0	AMORTIZATION EXPENSE	0	0	0	0	0
76,987	0	(76,987)	74,842	DEPRECIATION	76,987	0	(76,987)	74,842	0
31,581	0	(31,581)	26,301	MAINTENANCE & REPAIRS	31,581	0	(31,581)	26,301	0
0	0	0	0	FORENSIC AUDIT	0	0	0	0	0
108,568	0	(108,568)	101,143	TOTAL Expenses	108,568	0	(108,568)	101,143	0
(25,943)	0	(25,943)	151,478	Net Income/(Loss)	(25,943)	0	(25,943)	151,478	0

**Hérons Glen Recreation District**

**Restaurant Percentages**

**As of Oct 31, 2020**

	<b>Month to Date</b>		<b>Year to Date</b>	
<b>Restaurant Variance Report</b>	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>	<b>Budget</b>
Food Dining Room	11,165	10,936	11,165	10,936
Food Lounge	17,397	18,957	17,397	18,957
Banquet Food - Residents	4,766	2,796	4,766	2,796
Banquet Food - Outside	0	0	0	0
<b>TOTAL FOOD REVENUE</b>	<b>33,328</b>	<b>32,689</b>	<b>33,328</b>	<b>32,689</b>
COG Food	13,991	14,056	13,991	14,056
Percentage Revenue/COG Food	41.98%	43.00%	41.98%	43.00%
Beverage Dining Room	3,644	2,650	3,644	2,650
Beverage Lounge	11,855	14,653	11,855	14,653
Banquet Beverage - Residents	210	1,151	210	1,151
Banquet Beverage - Outside	0	0	0	0
<b>TOTAL BEVERAGE REVENUE</b>	<b>15,709</b>	<b>18,453</b>	<b>15,709</b>	<b>18,453</b>
COG Beverage	4,809	4,613	4,809	4,613
Percentage Revenue/COGS Bev	30.62%	25.00%	30.62%	25.00%
<b>PAYROLL PERCENTAGE</b>				
Banquet, Other Revenue	0	0	0	0
<b>Total Operating Revenue</b>	<b>49,037</b>	<b>51,142</b>	<b>49,037</b>	<b>51,142</b>
<b>Total Payroll</b>	<b>36,486</b>	<b>50,490</b>	<b>36,486</b>	<b>50,490</b>
<b>% Payroll/Operating Revenue</b>	<b>74.41%</b>	<b>98.72%</b>	<b>74.41%</b>	<b>98.72%</b>
Member Rewards-Food	2,671	2,474	2,671	2,474
Member Rewards-Beverage	1,383	1,646	1,383	1,646
% of food revenue coming from residents	93.52%	82.77%	93.52%	82.77%
% of bev revenue coming from residents	89.22%	95.14%	89.22%	95.14%
Food Inventory	5,037	0	20,608	0
Beverage Inventory	(241)	0	13,078	0