



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 10 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS	LIABILITIES	
Pacific Western - Checking Primary	\$ 62,753.06	
Pacific Western - Checking Reserve	\$ 608.14	2010 Accounts Payable
Wells Fargo - Checking	\$ 1,234.78	2020 Accrued Estimated Expenses
Pacific Western - Reserves	\$ 42,685.68	2030 Deferred Qtly. Assessment
Cambridge Investments - Reserves	\$ 208,845.10	2118 Security Deposits
Petty Cash - Tom Rose	\$ 100.00	2130 Prepaid Assessments
Accounts Receivable	\$ 31,577.97	2152 Net Investment
Prepaid Assets	\$ 16,524.57	2013 AP- Reserve
Property & Equipment	\$ 54,286.94	2635 Unrealized Gain/Loss - Cambridge Invest
		Restricted Equity - Reserves
		Operating Equity
TOTAL	\$ 418,616.24	\$ 418,616.24

The Association currently has a YTD Deficit of 6,957.78 this is being taken from the prior years surplus.

Building Maintenance:
Over Budget \$13,894.19

Grounds Maintenance:
Over Budget \$1,379.17

Pool:
Over Budget \$3,005.72

Utilities:
Under budget \$6,227.61

Administrative:
Under Budget \$2,354.59

Closings:
There were 3 closings in October.
5 Rollingwood trl
3317 English Brick Trl

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Current Month Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 24,442.25	\$238,743.08	\$ 236,004.04	\$ 2,739.04	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 2,295.51	\$ 30,454.19	\$ 16,560.00	\$ 13,894.19	\$ 19,873.00
Grounds Maintenance	\$ 7,199.97	\$100,535.71	\$ 99,156.54	\$ 1,379.17	\$ 118,987.00
Pool/Clubhouse/Security	\$ 997.87	\$ 11,859.42	\$ 8,853.70	\$ 3,005.72	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 2,001.25	\$ 18,772.39	\$ 25,000.00	\$ (6,227.61)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 4,332.82	\$ 54,912.49	\$ 57,267.08	\$ (2,354.59)	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 29,166.66	\$ 29,166.66	\$ -	\$ 35,000.00

TOTAL EXPENSES	\$ 19,744.09	\$ 245,700.86	\$	236,003.98	\$ 9,696.88	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 4,698.16	\$ (6,957.78)	\$	0.06	\$ (6,957.84)	\$ -

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Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 09 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Pacific Western - Checking Primary	\$ 37,553.31	2010 Accounts Payable	\$ 4,887.60
Pacific Western - Checking Reserve	\$ 1,418.14	2020 Accrued Estimated Expenses	\$ 3,180.04
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	
Pacific Western - Reserves	\$ 39,761.75	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 209,122.58	2130 Prepaid Assessments	\$ 31,820.92
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 28,295.01	2013 AP- Reserve	
Prepaid Assets	\$ 17,477.39	Restricted Equity - Reserves	\$ 238,371.27
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 46,675.88
TOTAL	\$ 389,249.90		\$ 389,249.90

The Association currently has a YTD Deficit of 11,655.94 this is being taken from the prior years surplus.

Building Maintenance:
Over Budget \$13,254.68

Grounds Maintenance:
Over Budget \$4094.88

Pool:
Over Budget \$2,893.22

Utilities:
Under budget \$5728.86

Administrative:
Under Budget \$960.70

Closings:

There was 1 closing in September:
3 Rollingwood Trl.

**REVENUE & EXPENSE
BUDGET COMPARISON
REPORT**

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,752.41	\$ 214,300.83	\$ 212,403.63	\$ 1,897.20	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 2,532.04	\$ 28,158.68	\$ 14,904.00	\$ 13,254.68	\$ 19,873.00
Grounds Maintenance	\$ 5,115.97	\$ 93,335.74	\$ 89,240.86	\$ 4,094.88	\$ 118,987.00
Pool/Clubhouse/Security	\$ 572.87	\$ 10,861.55	\$ 7,968.33	\$ 2,893.22	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 2,058.62	\$ 16,771.14	\$ 22,500.00	\$ (5,728.86)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 5,216.20	\$ 50,579.67	\$ 51,540.37	\$ (960.70)	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 26,249.99	\$ 26,249.99	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 18,412.37	\$ 225,956.77	\$ 212,403.55	\$ 13,553.22	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 5,340.04	\$ (11,655.94)	\$ 0.08	\$ (11,656.02)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 08 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 39,765.55	2010 Accounts Payable	\$ 3,511.69
Union Bank - Checking Reserve	\$ 1,418.14	2020 Accrued Estimated Expenses	\$ 2,655.04
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ 23,600.40
Union Bank - Reserves	\$ 38,258.43	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 208,664.78	2130 Prepaid Assessments	\$ 20,207.79
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 29,999.25	2013 AP- Reserve	\$ 1,420.00
Prepaid Assets	\$ 18,307.23	Restricted Equity - Reserves	\$ 235,447.95
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 40,878.04
TOTAL	\$ 392,035.10	TOTAL	\$ 392,035.10

The Association currently has a YTD deficit of \$16,995.98

Building Maintenance:
Over Budget \$12,378.64

Grounds Maintenance:
Over Budget \$8894.59

Pool:
Over Budget \$3205.72

Utilities:
Under budget \$5287.48

Administrative:
Under Budget \$450.19

Closings:
There were 3 Closings in August
220 Shady Branch Trl
185 Lone Tree Trl
345 Sandy Bluff Trl

**REVENUE & EXPENSE
BUDGET COMPARISON
REPORT**

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 24,305.35	\$ 190,548.42	\$ 188,803.23	\$ 1,745.19	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 3,348.85	\$ 25,626.64	\$ 13,248.00	\$ 12,378.64	\$ 19,873.00
Grounds Maintenance	\$ 17,309.41	\$ 88,219.77	\$ 79,325.18	\$ 8,894.59	\$ 118,987.00
Pool/Clubhouse/Security	\$ 2,457.43	\$ 10,288.68	\$ 7,082.96	\$ 3,205.72	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 1,963.71	\$ 14,712.52	\$ 20,000.00	\$ (5,287.48)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 4,056.52	\$ 45,363.47	\$ 45,813.66	\$ (450.19)	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 23,333.32	\$ 23,333.32	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 32,052.59	\$ 207,544.40	\$ 188,803.12	\$ 18,741.28	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ (7,747.24)	\$ (16,995.98)	\$ 0.11	\$ (16,996.09)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 07 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 64,951.14	2010 Accounts Payable	\$ 4,032.24
Union Bank - Checking Reserve	\$ 1,418.14	2020 Accrued Estimated Expenses	\$ 2,500.00
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ 47,200.80
Union Bank - Reserves	\$ 35,335.14	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 208,028.03	2130 Prepaid Assessments	\$ 17,994.03
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 33,361.23	2013 AP- Reserve	\$ -
Prepaid Assets	\$ 19,259.05	Restricted Equity - Reserves	\$ 233,944.66
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 47,988.53
TOTAL	\$ 417,974.45		\$ 417,974.45

The Association currently has a YTD deficit of \$9,248.74

Building Maintenance:
Over Budget \$10,685.79

Grounds Maintenance:
Over Budget \$1500.86

Pool:
Over Budget \$1633.66

Utilities:
Under budget \$4751.19

Administrative:
Over Budget \$1220.00

Closings:
There were 3 Closings in July
210 Shady Branch Trl
68 Elmwood Trl
130 Silver Bow Trl

**REVENUE & EXPENSE
BUDGET COMPARISON
REPORT**

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 24,020.34	\$ 166,243.07	\$ 165,202.83	\$ 1,040.24	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 6,465.92	\$ 22,277.79	\$ 11,592.00	\$ 10,685.79	\$ 19,873.00
Grounds Maintenance	\$ 4,689.24	\$ 70,910.36	\$ 69,409.50	\$ 1,500.86	\$ 118,987.00
Pool/Clubhouse/Security	\$ 1,958.03	\$ 7,831.25	\$ 6,197.59	\$ 1,633.66	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 2,323.76	\$ 12,748.81	\$ 17,500.00	\$ (4,751.19)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 3,448.96	\$ 41,306.95	\$ 40,086.95	\$ 1,220.00	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 20,416.65	\$ 20,416.65	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 21,802.58	\$ 175,491.81	\$ 165,202.69	\$ 10,289.12	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 2,217.76	\$ (9,248.74)	\$ 0.14	\$ (9,248.88)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 06 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 46,192.98	2010 Accounts Payable	\$ 4,536.11
Union Bank - Checking Reserve	\$ 1,418.14	2020 Accrued Estimated Expenses	\$ 1,630.00
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ -
Union Bank - Reserves	\$ 32,412.76	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 208,028.03	2130 Prepaid Assessments	\$ 41,447.29
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 24,836.14	2013 AP- Reserve	\$ -
Prepaid Assets	\$ 20,210.87	Restricted Equity - Reserves	\$ 231,022.28
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 45,770.77
TOTAL	\$ 388,720.64	TOTAL	\$ 388,720.64

The Association currently has a deficit of \$11,466.50

Building Maintenance:
Over Budget \$5,875.87

Grounds Maintenance:
Over Budget \$6,727.30

Pool:
Over Budget \$561.00

Utilities:
Under budget \$4574.95

Administrative:
Over Budget \$3497.75

Closings:
There were 4 Closings in June
255 Shady Branch
230 Crooked tree
222 Crooked Tree
520 Sandy Bluff

**REVENUE & EXPENSE
BUDGET COMPARISON
REPORT**

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,600.40	\$ 142,222.73	\$ 141,602.42	\$ 620.31	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 1,355.00	\$ 15,811.87	\$ 9,936.00	\$ 5,875.87	\$ 19,873.00
Grounds Maintenance	\$ 5,859.97	\$ 66,221.12	\$ 59,493.82	\$ 6,727.30	\$ 118,987.00
Pool/Clubhouse/Security	\$ 998.89	\$ 5,873.22	\$ 5,312.22	\$ 561.00	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 2,108.47	\$ 10,425.05	\$ 15,000.00	\$ (4,574.95)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 4,489.08	\$ 37,857.99	\$ 34,360.24	\$ 3,497.75	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 17,499.98	\$ 17,499.98	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 17,728.08	\$ 153,689.23	\$ 141,602.26	\$ 12,086.97	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 5,872.32	\$ (11,466.50)	\$ 0.16	\$ (11,466.66)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 05 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 49,412.48	2010 Accounts Payable	\$ 7,621.40
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 130.00
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ 23,600.40
Union Bank - Reserves	\$ 29,490.33	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 207,590.17	2130 Prepaid Assessments	\$ 29,261.16
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 27,302.04	2013 AP- Reserve	\$ 120.00
Prepaid Assets	\$ 21,688.71	Restricted Equity - Reserves	\$ 228,099.85
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 39,496.59
TOTAL	\$ 392,643.59		\$ 392,643.59

The Association currently has a deficit of \$17,302.82

Building Maintenance:
Over Budget \$6,176.87

Grounds Maintenance:
Over Budget \$10747.01

Pool:
Over Budget \$447.48

Utilities:
Under budget \$4183.42

Administrative:
Over Budget \$4735.38

Closings:

There were 3 closings in May.
62 Fernwood

3209 Clear Springs

225 Sandy Bluff

**REVENUE & EXPENSE
BUDGET COMPARISON
REPORT**

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,647.58	\$ 118,622.33	\$ 118,002.02	\$ 620.31	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 2,205.00	\$ 14,456.87	\$ 8,280.00	\$ 6,176.87	\$ 19,873.00
Grounds Maintenance	\$ 6,440.97	\$ 60,325.15	\$ 49,578.14	\$ 10,747.01	\$ 118,987.00
Pool/Clubhouse/Security	\$ 1,252.32	\$ 4,874.33	\$ 4,426.85	\$ 447.48	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 1,346.84	\$ 8,316.58	\$ 12,500.00	\$ (4,183.42)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 7,099.48	\$ 33,368.91	\$ 28,633.53	\$ 4,735.38	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 14,583.31	\$ 14,583.31	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 21,261.28	\$ 135,925.15	\$ 118,001.83	\$ 17,923.32	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 2,386.30	\$ (17,302.82)	\$ 0.19	\$ (17,303.01)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 04 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 83,309.27	2010 Accounts Payable	\$ 16,342.64
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 1,630.00
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ 47,200.80
Union Bank - Reserves	\$ 26,569.52	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 207,052.84	2130 Prepaid Assessments	\$ 26,110.08
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 31,674.49	Restricted Equity - Reserves	\$ 225,299.04
Prepaid Assets	\$ 11,703.73	Operating Equity	\$ 36,572.96
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 417,469.71	TOTAL	\$ 417,469.71

The Association currently has a deficit of \$19,689.12

Building Maintenance:
Over Budget \$5,627.87

Grounds Maintenance:
Over Budget \$14221.72

Pool:
Over Budget \$80.53

Utilities:
Under budget \$3030.26

Administrative:
Over Budget \$3362.61

Closings:
There were 3 closings in march.
42 Rosewood trl
230 Mesa trl
135 Sandy Bluff

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,755.43	\$ 94,974.75	\$ 94,401.62	\$ 573.13	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 1,800.00	\$ 12,251.87	\$ 6,624.00	\$ 5,627.87	\$ 19,873.00
Grounds Maintenance	\$ 16,216.97	\$ 53,884.18	\$ 39,662.46	\$ 14,221.72	\$ 118,987.00
Pool/Clubhouse/Security	\$ 812.87	\$ 3,622.01	\$ 3,541.48	\$ 80.53	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 1,608.92	\$ 6,969.74	\$ 10,000.00	\$ (3,030.26)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 4,861.35	\$ 26,269.43	\$ 22,906.82	\$ 3,362.61	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 11,666.64	\$ 11,666.64	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 28,216.78	\$ 114,663.87	\$ 94,401.40	\$ 20,262.47	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ (4,461.35)	\$ (19,689.12)	\$ 0.22	\$ (19,689.34)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Tiffany Smith, Community Association Manager E-mail: tsmith@sentrymgt.com

Month Code: 03 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 65,808.71	2010 Accounts Payable	\$ 13,467.20
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 1,500.00
Wells Fargo - Checking	\$ 1,234.78	2030 Deferred Qtly. Assessment	\$ -
Union Bank - Reserves	\$ 20,732.75	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 205,640.67	2130 Prepaid Assessments	\$ 46,684.53
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 26,315.40	Restricted Equity - Reserves	\$ 222,378.94
Prepaid Assets	\$ 12,309.61	Operating Equity	\$ 39,622.14
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 387,967.00	TOTAL	\$ 387,967.00

The Association currently has a deficit of \$15,227.77

Building Maintenance:
Over Budget \$5,483.87

Grounds Maintenance:
Over Budget \$7,920.43

Pool:
Under Budget \$153.03

Utilities:
Under budget \$2,139.18

Administrative:
Over Budget \$4,227.97

Closings:
There were 3 closings in march.
316 Crooked Tree

47 Rosewood Trl
3363 Black Willow Trl

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,625.40	\$ 71,219.32	\$ 70,801.21	\$ 418.11	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 2,975.11	\$ 10,451.87	\$ 4,968.00	\$ 5,483.87	\$ 19,873.00
Grounds Maintenance	\$ 13,955.27	\$ 37,667.21	\$ 29,746.78	\$ 7,920.43	\$ 118,987.00
Pool/Clubhouse/Security	\$ 692.87	\$ 2,809.14	\$ 2,656.11	\$ 153.03	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 1,060.72	\$ 5,360.82	\$ 7,500.00	\$ (2,139.18)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 12,238.20	\$ 21,408.08	\$ 17,180.11	\$ 4,227.97	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 8,749.97	\$ 8,749.97	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 33,838.84	\$ 86,447.09	\$ 70,800.97	\$ 15,646.12	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ (10,213.44)	\$ (15,227.77)	\$ 0.24	\$ (15,228.01)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 02 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 76,163.05	2010 Accounts Payable	\$ 7,926.26
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 2,500.00
Wells Fargo - Checking	\$ 3,771.58	2030 Deferred Qtly. Assessment	\$ 23,600.40
Union Bank - Reserves	\$ 17,814.37	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 204,943.93	2130 Prepaid Assessments	\$ 32,729.97
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 27,843.58	Restricted Equity - Reserves	\$ 219,460.56
Prepaid Assets	\$ 13,208.63	Operating Equity	\$ 49,138.84
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 399,670.22	TOTAL	\$ 399,670.22

COMMENTS:

In 2021 we plan to finish the landscaping rehabilitation project and move forward with the rebuilding of the community dock that in recent years a hurricane took out.

2020 was a year for many overdue projects. Most have noticed and many have sent letters of thanks to the Board of Directors. All have been shared to them via scan to e-mail.

This team is proud of what has been accomplished to bring the common area buildings and grounds up to par.

Building Maintenance:

Clubhouse remains closed to the public due to COVID-19. Routine maintenance and janitorial services continue.

Grounds Maintenance:

Looking great, work continues to make improvements.

Pool:

Seeking a new vendor.

Utilities:

Under budget so far for the year.

Administrative:

A large 57 page mailer went out in February for the updating of the Rules and Regulations and implementation of the ARC Design Standard and Guidelines.

Closings:

None

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,598.24	\$ 47,593.92	\$ 47,200.81	\$ 393.11	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 2,017.54	\$ 7,476.76	\$ 3,312.00	\$ 4,164.76	\$ 19,873.00
Grounds Maintenance	\$ 4,995.97	\$ 23,711.94	\$ 19,831.10	\$ 3,880.84	\$ 118,987.00
Pool/Clubhouse/Security	\$ 1,012.87	\$ 2,116.27	\$ 1,770.74	\$ 345.53	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 2,500.00	\$ 4,300.10	\$ 5,000.00	\$ (699.90)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 4,054.71	\$ 9,169.88	\$ 11,453.40	\$ (2,283.52)	\$ 68,720.00
Pooled Reserves	\$ 2,916.67	\$ 5,833.30	\$ 5,833.30	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 17,497.76	\$ 52,608.25	\$ 47,200.54	\$ 5,407.71	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ 6,100.48	\$ (5,014.33)	\$ 0.27	\$ (5,014.60)	\$ -

Money moved from reserves last year to fund over due maintenance projects discussed at the 2020 Annual Membership meeting.



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 01 Year Code: 21

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 89,394.76	2010 Accounts Payable	\$ 13,862.56
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ -
Wells Fargo - Checking	\$ 3,771.58	2030 Deferred Qtly. Assessment	\$ 47,200.80
Union Bank - Reserves	\$ 17,813.03	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 204,943.93	2130 Prepaid Assessments	\$ 30,957.10
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 31,036.51	Restricted Equity - Reserves	\$ 216,542.55
Prepaid Assets	\$ 13,030.67	Operating Equity	\$ 43,038.36
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 415,915.56	TOTAL	\$ 415,915.56

COMMENTS:

In 2021 we plan to finish the landscaping rehabilitation project and move forward with the rebuilding of the community dock that in recent years a hurricane took out. 2020 was a year for many overdue projects. Most have noticed and many have sent letters of thanks to the Board of Directors. All have been shared to them via scan to e-mail.

This team is proud of what has been accomplished to bring the common area buildings and grounds up to par.

Building Maintenance:

Clubhouse remains closed to the public due to COVID-19. Routine maintenance and janitorial services continue.

Grounds Maintenance:

Looking great, work continues to make improvements.

Pool:

Seeking a new vendor.

Utilities:

Under budget so far for the year.

Administrative:

Under budget so far for the year.

Closings:

225 Shady Branch Trail
745 Old Treeline Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	Annual Budget
INCOME	\$ 23,995.68	\$ 23,995.68	\$ 23,600.41	\$ 395.27	\$ 283,204.00
EXPENSES					
Building Maintenance	\$ 5,459.22	\$ 5,459.22	\$ 1,656.00	\$ 3,803.22	\$ 19,873.00
Grounds Maintenance	\$ 18,715.97	\$ 18,715.97	\$ 9,915.42	\$ 8,800.55	\$ 118,987.00
Pool/Clubhouse/Security	\$ 1,103.40	\$ 1,103.40	\$ 885.37	\$ 218.03	\$ 10,624.00
Utilities Electric/Water & Sewer	\$ 1,800.10	\$ 1,800.10	\$ 2,500.00	\$ (699.90)	\$ 30,000.00
Administrative Mgt./Legal/Labor	\$ 5,115.17	\$ 5,115.17	\$ 5,726.69	\$ (611.52)	\$ 68,720.00
Pooled Reserves	\$ 2,916.63	\$ 2,916.63	\$ 2,916.63	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 35,110.49	\$ 35,110.49	\$ 23,600.11	\$ 11,510.38	\$ 283,204.00
NET SURPLUS (DEFICIT)	\$ (11,114.81)	\$ (11,114.81)	\$ 0.30	\$ (11,115.11)	\$ -

Money moved from reserves last year to fund over due maintenance projects discussed at the 2020 Annual Membership meeting.



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 12 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 61,316.26	2010 Accounts Payable	\$ 4,069.43
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 1,058.30
Wells Fargo - Checking	\$ 3,771.58	2030 Deferred Qtly. Assessment	\$ -
Union Bank - Reserves	\$ 14,895.03	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 205,102.53	2130 Prepaid Assessments	\$ 39,718.21
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 22,156.28	Restricted Equity - Reserves	\$ 213,624.55
Prepaid Assets	\$ 13,929.69	Operating Equity	\$ 54,311.77
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 377,096.45	TOTAL	\$ 377,096.45

COMMENTS:

2020 was a year for many overdue projects. Most have noticed and many have sent letters of thanks to the Board of Directors. All have been shared to them via scan to e-mail. This team is proud of what has been accomplished to bring the common area buildings and grounds up to par. In 2021 we plan to finish the landscaping rehabilitation project and move forward with the rebuilding of the community dock that in recent years a hurricane took out.

Building Maintenance:

Clubhouse remains closed to the public due to COVID-19. Routine maintenance and janitorial services are now provided on a monthly basis with the vendor.

Grounds Maintenance:

Looking great they are!

Pool:

No issues reported.

Utilities:

Happy to report that a savings of just over 7K was saved this year on utility expenses.

Administrative:

Over budget due to extensive unplanned legal fees related to folks that have been in arrears for sometime now.

Closings:

510 Sandy Bluff - Valentine Liss

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,471.66	\$ 248,522.36	\$ 246,269.98	\$ 2,252.38	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 3,145.00	\$ 52,215.37	\$ 12,000.00	\$ 40,215.37	\$ 12,000.00
Grounds Maintenance	\$ 8,865.97	\$ 167,505.51	\$ 81,531.06	\$ 85,974.45	\$ 81,531.00
Pool/Clubhouse/Security	\$ 572.87	\$ 15,814.58	\$ 14,800.00	\$ 1,014.58	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 1,529.38	\$ 22,871.71	\$ 29,998.29	\$ (7,126.58)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 6,872.69	\$ 102,820.82	\$ 72,940.63	\$ 29,880.19	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 35,000.00	\$ 35,000.00	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 23,902.58	\$ 396,227.99	\$ 246,269.98	\$ 149,958.01	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (3,430.92)	\$ (147,705.63)	\$ -	\$ (147,705.63)	\$ -

Money moved from reserves earlier in the year to fund all the over due maintenance projects discussed at the 2020 Annual Membership meeting.



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 10 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 79,103.63	2010 Accounts Payable	\$ 16,119.63
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 2,499.86
Wells Fargo - Checking	\$ 3,771.58	2030 Deferred Qtly. Assessment	\$ 42,360.00
Union Bank - Reserves	\$ 9,059.49	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 202,077.80	2130 Prepaid Assessments	\$ 6,097.87
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Accounts Receivable	\$ 33,780.12	Restricted Equity - Reserves	\$ 207,789.01
Prepaid Assets	\$ 15,727.73	Operating Equity	\$ 60,264.87
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 399,445.43		\$ 399,445.43

COMMENTS:
 2020 started off with a surplus
Building Maintenance:
 FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming months. Also several drainage repairs need to be made and overdue maintenance on many amenities of the community have not been done in many years prior
Grounds Maintenance:
 FY over budget due to on-going tree trimming throughout the community, ongoing landscape enhancement projects and enhancements to the irrigation system and pond/bridge maintenance
 New pump for the well installed in first qtr.
Pool:
 Projected to go over budget for the year due to maintenance repairs that needed to be made that were not maintained over the years
Utilities:
 FY under budget so far
Administrative:
 FY over budget projection predicted due to legal expenses and surveying conducted earlier in the year
Closings:
 Ansely/Chambers - 16 Autumnwood Trail
 Monti - 3435 Black Willow Trail
 Money moved from reserves earlier in the year to fund all the maintenance projects.

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,878.79	\$ 207,503.89	\$ 205,225.00	\$ 2,278.89	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 15,829.28	\$ 42,460.55	\$ 10,000.00	\$ 32,460.55	\$ 12,000.00
Grounds Maintenance	\$ 22,123.97	\$ 149,857.17	\$ 67,942.56	\$ 81,914.61	\$ 81,531.00
Pool/Clubhouse/Security	\$ 525.00	\$ 14,466.48	\$ 12,333.32	\$ 2,133.16	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 2,369.75	\$ 20,660.67	\$ 24,998.57	\$ (4,337.90)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 5,161.05	\$ 89,620.16	\$ 60,783.89	\$ 28,836.27	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 29,166.66	\$ 29,166.66	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 48,925.72	\$ 346,231.69	\$ 205,225.00	\$ 141,006.69	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (28,046.93)	\$ (138,727.80)	\$ -	\$ (138,727.80)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 09 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 82,295.53	2010 Accounts Payable	\$ 2,819.63
Union Bank - Checking Reserve	\$ 1,538.14	2020 Accrued Estimated Expenses	\$ 2,547.73
Wells Fargo - Checking	\$ 3,771.58	2030 Deferred Qtly. Assessment	\$ -
Union Bank - Reserves	\$ 6,142.06	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 200,859.14	2130 Prepaid Assessments	\$ 28,362.74
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Assessments	\$ 24,388.87	Restricted Equity - Reserves	\$ 204,871.58
Prepaid Assets	\$ 16,626.75	Operating Equity	\$ 87,093.14
Property & Equipment	\$ 54,286.94		
TOTAL	\$ 390,009.01	TOTAL	\$ 390,009.01

COMMENTS:

2020 started off with a surplus

Building Maintenance:

FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming months. Also several areas of concrete repairs need to be made and overdue maintenance on things have not been done in years

Grounds Maintenance:

FY over budget due to on-going tree trimming throughout the community, new pump for the well and the ongoing landscape enhancement projects

Pool:

Projected to go over budget for the year due to maintenance repairs that needed to be made that were not maintained over the years

Utilities:

FY under budget so far

Administrative:

FY over budget projection predicted due to legal expenses and surveying

Closings:

Hill, Charles & Lorena - 3275 Eagle Rock
Broad Homes LLC - 222 Crooked Tree
Hudson, Roseann - 416 Secluded Oaks
Matuszewski, Terri & Joe - 3340 Longhorn

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,466.04	\$ 186,625.10	\$ 184,702.51	\$ 1,922.59	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 18,201.64	\$ 26,631.27	\$ 9,000.00	\$ 17,631.27	\$ 12,000.00
Grounds Maintenance	\$ 9,565.52	\$ 127,733.20	\$ 61,148.31	\$ 66,584.89	\$ 81,531.00
Pool/Clubhouse/Security	\$ 833.41	\$ 13,941.48	\$ 11,099.98	\$ 2,841.50	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 2,092.80	\$ 18,290.92	\$ 22,498.71	\$ (4,207.79)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 5,283.86	\$ 84,459.11	\$ 54,705.52	\$ 29,753.59	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 26,249.99	\$ 26,249.99	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 38,893.90	\$ 297,305.97	\$ 184,702.51	\$ 112,603.46	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (18,427.86)	\$ (110,680.87)	\$ -	\$ (110,680.87)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 08 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 107,368.06	2010 Accounts Payable	\$ 7,891.74
Union Bank - Checking Reserve	\$ 1,538.14	2013 Accounts Payable - Reserve	\$ 5,000.00
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 1,601.09
Union Bank - Reserves	\$ 8,224.51	2030 Deferred Qtly. Assessment	\$ 21,180.00
Cambridge Investments - Reserves	\$ 200,859.14	2118 Security Deposits	\$ 425.00
Petty Cash - Tom Rose	\$ 100.00	2130 Prepaid Assessments	\$ 17,630.38
Assessments	\$ 31,337.67	2152 Net Investment	\$ 63,889.19
Prepaid Assets	\$ 17,525.77	Restricted Equity - Reserves	\$ 201,954.03
Property & Equipment	\$ 54,286.94	Operating Equity	\$ 105,440.38
TOTAL	\$ 425,011.81		\$ 425,011.81

COMMENTS:

2020 started off with a surplus
Building Maintenance:
 FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming months. Also several areas of concrete repairs need to be made and overdue maintenance on things have not been done in years
Grounds Maintenance:
 FY over budget due to on-going tree trimming throughout the community, new pump for the well and the ongoing landscape enhancement projects

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,466.04	\$ 166,078.44	\$ 164,180.02	\$ 1,898.42	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 4,445.72	\$ 8,429.63	\$ 8,000.00	\$ 429.63	\$ 12,000.00
Grounds Maintenance	\$ 7,727.96	\$ 118,167.68	\$ 54,354.06	\$ 63,813.62	\$ 81,531.00
Pool/Clubhouse/Security	\$ 1,330.31	\$ 13,108.07	\$ 9,866.64	\$ 3,241.43	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 2,414.60	\$ 16,198.12	\$ 19,998.85	\$ (3,800.73)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 8,516.18	\$ 79,175.25	\$ 48,627.15	\$ 30,548.10	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 23,333.32	\$ 23,333.32	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 27,351.44	\$ 258,412.07	\$ 164,180.02	\$ 94,232.05	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (6,885.40)	\$ (92,333.63)	\$ -	\$ (92,333.63)	\$ -

Pool:

Projected to go over budget for the year due to maintenance repairs that needed to be made that were not maintained over the years

Utilities:

FY under budget so far

Administrative:

FY over budget projection predicted due to legal expenses and surveying

Closings:

Laura Ricardo
 256 Crooked Tree Trail
 Wade Hunter
 3522 Sandy Ridge Trail



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 07 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 10,317.19	2010 Accounts Payable	\$ 12,029.96
Union Bank - Checking Reserve	\$ 154,744.37	2013 Accounts Payable - Reserve	\$ 17,168.48
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 2,084.61
Union Bank - Reserves	\$ 432.28	2030 Deferred Qtly. Assessment	\$ 42,360.00
Cambridge Investments - Reserves	\$ 200,859.14	2118 Security Deposits	\$ 425.00
Petty Cash - Tom Rose	\$ 100.00	2130 Prepaid Assessments	\$ 16,726.78
Assessments	\$ 54,525.71	2152 Net Investment	\$ 63,889.19
Prepaid Assets	\$ 18,424.79	Restricted Equity - Reserves	\$ 354,411.17
Property & Equipment	\$ 54,286.94	Operating Equity	\$ (11,633.19)
TOTAL	\$ 497,462.00		\$ 497,462.00

COMMENTS:

2020 started off with a surplus

Building Maintenance:

FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming months. Also several areas of concrete repairs need to be made and overdue maintenance on things have not been done in years

Grounds Maintenance:

FY over budget due to on-going tree trimming throughout the community, new pump for the well and the ongoing landscape enhancement projects

Pool:

Projected to go over budget for the year due to maintenance repairs that needed to be made that were not maintained over the years

Utilities:

FY under budget so far

Administrative:

FY over budget projection predicted due to legal expenses and surveying

Closings:

Peter Ryan
43 Rosewood Trail

Carol Neely
820 Shady Branch Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 21,266.39	\$ 145,612.40	\$ 143,657.53	\$ 1,954.87	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 2,789.51	\$ 3,983.91	\$ 7,000.00	\$ (3,016.09)	\$ 12,000.00
Grounds Maintenance	\$ 11,871.74	\$ 110,439.72	\$ 47,559.81	\$ 62,879.91	\$ 81,531.00
Pool/Clubhouse/Security	\$ 1,398.78	\$ 11,777.76	\$ 8,633.30	\$ 3,144.46	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 1,204.16	\$ 13,121.76	\$ 17,498.99	\$ (4,377.23)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 8,682.11	\$ 70,659.07	\$ 42,548.78	\$ 28,110.29	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 20,416.65	\$ 20,416.65	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 28,862.97	\$ 230,398.87	\$ 143,657.53	\$ 86,741.34	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (7,596.58)	\$ (84,786.47)	\$ -	\$ (84,786.47)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 06 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking Primary	\$ 1,475.88	2010 Accounts Payable	\$ 18,306.19
Union Bank - Checking Reserve	\$ 176,000.00	2013 Accounts Payable - Reserve	\$ 27,899.61
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 2,130.99
Union Bank - Reserves	\$ 3,102.56	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 200,859.14	2130 Prepaid Assessments	\$ 36,803.02
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Assessments	\$ 49,660.29	2215-2471 Restricted Equity	\$ 363,162.81
Prepaid Assets	\$ 19,323.81	Operating Equity	\$ 3,667.76
Property & Equipment	\$ 54,286.94	Prior Year Surplus	\$ 69,485.52
		Current Year Surplus (Deficit)	\$ (77,189.89)
TOTAL	\$ 508,580.20	TOTAL	\$ 508,580.20

COMMENTS:

2020 starts off with a surplus of \$69,485

Building Maintenance:

FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming month. Also several areas of concrete repairs need to be made

Grounds Maintenance:

FY over budget due to on-going tree trimming throughout the community, new pump for the well and the landscape enhancement project however, this will balance out as the year goes on

Pool:

FY Under budget however, a repair was made for around 1K

Utilities:

FY Under budget

Administrative:

legal expenses, surveying, playground and office remodel however, this will balance out as the year goes on

Closings:

None

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,509.52	\$ 124,346.01	\$ 123,135.04	\$ 1,210.97	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ (218.04)	\$ 1,194.40	\$ 6,000.00	\$ (4,805.60)	\$ 12,000.00
Grounds Maintenance	\$ (2,020.24)	\$ 98,567.98	\$ 40,765.56	\$ 57,802.42	\$ 81,531.00
Pool/Clubhouse/Security	\$ 2,828.61	\$ 10,378.98	\$ 7,399.96	\$ 2,979.02	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 1,789.98	\$ 11,917.60	\$ 14,999.13	\$ (3,081.53)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 9,603.24	\$ 61,976.96	\$ 36,470.41	\$ 25,506.55	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 17,499.98	\$ 17,499.98	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 14,900.22	\$ 201,535.90	\$ 123,135.04	\$ 78,400.86	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ 5,609.30	\$ (77,189.89)	\$ -	\$ (77,189.89)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 05 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking	\$ 1,458.36	2010 Accounts Payable	\$ 11,624.54
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 2,499.86
Union Bank - Reserves	\$ 39,134.13	2030 Defferred Qtly. Assessments	\$ 21,180.00
Cambridge Investments - Reserves	\$ 376,355.77	2118 Security Deposits	\$ 425.00
Petty Cash - Tom Rose	\$ 100.00	2130 Prepaid Assessments	\$ 27,176.22
Assessments	\$ 37,229.39	2152 Net Investment	\$ 63,889.19
Prepaid Assets	\$ 16,634.87	2215-2274 Restricted Equity	\$ 412,325.51
Property & Equipment	\$ 54,286.94	Unrealized Gain/Loss - Cambridge	\$ 3,164.39
		Prior Year Surplus	\$ 69,485.52
		Current Year Surplus (Deficit)	\$ (82,799.19)
TOTAL	\$ 528,971.04	TOTAL	\$ 528,971.04

COMMENTS:

2020 starts off with a surplus of \$69,485

Building Maintenance:

FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming month. Also several areas of concrete repairs need to be made

Grounds Maintenance:

FY over budget due to on-going tree trimming throughout the community, new pump for the well and the landscape ehancement project however, this will balance out as the year goes on

Pool:

FY Under budget however, a repair was made for around 1K

Utilities:

FY Under budget

Administrative:

FY over budget - legal expenses, surveying, playground and office remodel however, this will balance out as the year goes on

Closings:

Harris Simunek & Diane Ferenc
313 Crooked Tree Trail

J. Richard & Cheryl Dreggors
425 Sandy Bluff Trail

Peter & Suzanne Marshall
415 Sandy Bluff Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,460.70	\$ 103,836.49	\$ 102,612.55	\$ 1,223.94	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ (1,026.78)	\$ 1,412.44	\$ 5,000.00	\$ (3,587.56)	\$ 12,000.00
Grounds Maintenance	\$ 40,284.53	\$ 100,588.22	\$ 33,971.31	\$ 66,616.91	\$ 81,531.00
Pool/Clubhouse/Security	\$ 4,603.90	\$ 7,550.37	\$ 6,166.62	\$ 1,383.75	\$ 14,800.00
Utilities Electric/Water & Sewer	\$ 2,022.12	\$ 10,127.62	\$ 12,499.27	\$ (2,371.65)	\$ 29,998.00
Administrative Mgt./Legal/Labor	\$ 14,705.30	\$ 52,373.72	\$ 30,392.04	\$ 21,981.68	\$ 72,940.00
Pooled Reserves	\$ 2,916.67	\$ 14,583.31	\$ 14,583.31	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 63,505.74	\$ 186,635.68	\$ 102,612.55	\$ 84,023.13	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (43,045.04)	\$ (82,799.19)	\$ -	\$ (82,799.19)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 04 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking	\$ 61,160.65	2010 Accounts Payable	\$ 13,148.62
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 2,499.86
Union Bank - Reserves	\$ 36,211.33	2030 Defferred Qtly. Assessments	\$ 42,360.00
Cambridge Investments - Reserves	\$ 377,475.95	2118 Security Deposits	\$ 425.00
Petty Cash - Tom Rose	\$ 100.00	2130 Prepaid Assessments	\$ 24,634.42
Assessments	\$ 43,158.64	2152 Net Investment	\$ 63,889.19
Prepaid Assets	\$ 14,210.65	2215-2274 Restricted Equity	\$ 409,402.71
Property & Equipment	\$ 54,286.94	Unrealized Gain/Loss - Cambridge	\$ 4,284.57
		Prior Year Surplus	\$ 69,485.52
		Current Year Surplus (Deficit)	\$ (39,754.15)
TOTAL	\$ 590,375.74	TOTAL	\$ 590,375.74

COMMENTS:

2020 starts off with a surplus of \$69,485

Building Maintenance:

FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming month. Also several areas of concrete repairs need to be made.

Grounds Maintenance:

FY over budget due to on-going tree trimming throughout the community and a new pump for the well was needed however, this will balance out as the year goes on

Pool:

FY Under budget however, a repair needs to be made for around 1K in May.

Utilities:

FY Under budget

Administrative:

FY over budget - legal expenses, surveying and office remodel however, this will balance out as the year goes on

Closings:

Wissinger, Constance
18 Willowood Trail

Woodham, Arthur & Andrea
45 Rosewood Trail

Toppen, John & Tamara
633 Old Treeline Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,977.54	\$ 83,375.79	\$ 82,090.06	\$ 1,285.73	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ -	\$ 2,439.22	\$ 4,000.00	\$ (1,560.78)	\$ 12,000.00
Grounds Maintenance	\$ 24,526.80	\$ 60,303.69	\$ 27,177.06	\$ 33,126.63	\$ 81,531.00
Pool	\$ 839.13	\$ 2,946.47	\$ 4,933.28	\$ (1,986.81)	\$ 14,800.00
Utilities	\$ 1,882.59	\$ 8,105.50	\$ 9,999.41	\$ (1,893.91)	\$ 29,998.00
Administrative	\$ 16,333.28	\$ 37,668.42	\$ 24,313.67	\$ 13,354.75	\$ 72,940.00
Reserves	\$ 2,916.63	\$ 11,666.64	\$ 11,666.64	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 46,498.43	\$ 123,129.94	\$ 82,090.06	\$ 41,039.88	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (25,520.89)	\$ (39,754.15)	\$ -	\$ (39,754.15)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 03 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking	\$ 75,502.76	2010 Accounts Payable	\$ 8,701.18
Wells Fargo - Checking	\$ 3,771.58	2020 Accrued Estimated Expenses	\$ 2,499.86
Union Bank - Reserves	\$ 33,287.37	2118 Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 377,475.95	2130 Prepaid Assessments	\$ 44,453.57
Petty Cash - Tom Rose	\$ 100.00	2152 Net Investment	\$ 63,889.19
Assessments	\$ 31,434.49	2215-2471 Reserves	\$ 406,478.75
Allowance for Doubtful Accounts	\$ (2,191.62)		\$ -
Receivable - TWLM LLC	\$ 180.00	Unrealized Gain/Loss - Cambridge	\$ 4,284.57
Prepaid Assets	\$ 12,136.95	Prior Year Surplus	\$ 69,485.52
Property & Equipment	\$ 54,286.94	Current Year Surplus (Deficit)	\$ (14,233.22)
TOTAL	\$ 585,984.42	TOTAL	\$ 585,984.42

COMMENTS:

2020 starts off with a surplus of \$69,485

Building Maintenance:
FY under budget so far however, sprinkler issues were noticed and will require major repairs in the coming month

Grounds Maintenance:
FY over budget due to on-going tree trimming throughout the community and a new pump for the well was needed however, this will balance out as the year goes on

Pool:
FY Under budget

Utilities:
FY Under budget

Administrative:
FY over budget - legal expenses, surveying and office remodel however, this will balance out as the year goes on

- Closings:**
- Ariana Property Investments of CA
16 Autumnwood Trail
 - The Grace T. Mauk Living Trust
264 Crooked Tree Trail
 - Jennifer Smith & Sandra Posea
64 Elmwood Trail
 - Slater, William & Laura
3320 Buffalo Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,895.06	\$ 62,398.25	\$ 61,567.57	\$ 830.68	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 1,012.29	\$ 2,439.22	\$ 3,000.00	\$ (560.78)	\$ 12,000.00
Grounds Maintenance	\$ 14,311.48	\$ 35,776.89	\$ 20,382.81	\$ 15,394.08	\$ 81,531.00
Pool	\$ 961.40	\$ 2,107.34	\$ 3,699.94	\$ (1,592.60)	\$ 14,800.00
Utilities	\$ 2,499.86	\$ 6,222.91	\$ 7,499.55	\$ (1,276.64)	\$ 29,998.00
Administrative	\$ 7,924.77	\$ 21,335.14	\$ 18,235.30	\$ 3,099.84	\$ 72,940.00
Reserves	\$ 2,916.63	\$ 8,749.97	\$ 8,749.97	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 29,626.43	\$ 76,631.47	\$ 61,567.57	\$ 15,063.90	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (8,731.37)	\$ (14,233.22)	\$ -	\$ (14,233.22)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 02 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking	\$ 89,530.61	Account Payable	\$ 17,274.72
Wells Fargo - Checking	\$ 3,771.58	Deferred Quarterly Assessment	\$ 21,180.00
Union Bank - Reserves	\$ 30,362.12	Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 377,475.95	Prepaid Assessments	\$ 30,915.39
Petty Cash - Tom Rose	\$ 100.00	Net Investment	\$ 63,889.19
Assessments	\$ 38,268.06	Reserves	\$ 403,553.50
Allowance for Doubtful Accounts	\$ (1,483.28)	Cambridge Investments Gain/Loss	\$ 4,284.57
Receivable - TWLM LLC	\$ 180.00		
Prepaid Assets	\$ 13,014.30	Prior Year Surplus	\$ 69,485.52
Property & Equipment	\$ 54,286.94	Current Year Surplus	\$ (5,501.61)
TOTAL	\$ 605,506.28	TOTAL	\$ 605,506.28

COMMENTS:
2020 starts off with a surplus of \$69,485

Building Maintenance:
FYE under budget

Grounds Maintenance:
FY over budget due to tree trimming

Pool:
FY Under budget

Utilities:
FY Under budget

Administrative:
FY over budget - legal expenses

Closings:
14 Autumnwood Trail - McKenna
234 Crooked Tree Trail - Stamper Trust
218 Crooked Tree Trail - Dillard
140 Silver Bow Trail - Mottier
3310 Buffalo Trail - Dittimore/Vailla

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 20,485.86	\$ 41,503.19	\$ 41,045.08	\$ 458.11	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 1,031.96	\$ 1,426.93	\$ 2,000.00	\$ (573.07)	\$ 12,000.00
Grounds Maintenance	\$ 17,405.34	\$ 21,465.41	\$ 13,588.56	\$ 7,876.85	\$ 81,531.00
Pool	\$ 572.87	\$ 1,145.74	\$ 2,466.60	\$ (1,320.86)	\$ 14,800.00
Utilities	\$ 2,075.71	\$ 3,723.05	\$ 4,999.69	\$ (1,276.64)	\$ 29,998.00
Administrative	\$ 8,108.62	\$ 13,410.37	\$ 12,156.93	\$ 1,253.44	\$ 72,940.00
Reserves	\$ 2,916.63	\$ 5,833.30	\$ 5,833.30	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 32,111.13	\$ 47,004.80	\$ 41,045.08	\$ 5,959.72	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ (11,625.27)	\$ (5,501.61)	\$ -	\$ (5,501.61)	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 01 Year Code: 20

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES	
Union Bank - Checking	\$ 96,533.66	Account Payable	\$ 3,156.75
Wells Fargo - Checking	\$ 3,771.58	Deferred Quarterly Assessment	\$ 42,360.00
Union Bank - Reserves	\$ 34,803.39	Security Deposits	\$ 425.00
Cambridge Investments - Reserves	\$ 378,821.48	Prepaid Assessments	\$ 27,438.45
Petty Cash - Tom Rose	\$ 100.00	Net Investment	\$ 63,889.19
Assessments	\$ 45,895.72	Reserves	\$ 407,840.58
Allowance for Doubtful Accounts	\$ (774.94)	Cambridge Investments Gain/Loss	\$ 5,784.29
Receivable - TWLM LLC	\$ 180.00		
Prepaid Assets	\$ 12,885.65	Prior Year Surplus	\$ 69,485.52
Property & Equipment	\$ 54,286.94	Current Year Surplus	\$ 6,123.70
TOTAL	\$ 626,503.48	TOTAL	\$ 626,503.48

COMMENTS:
 FYE 2019 we were under budget !!!
 2020 starts off with a surplus of \$69,485

Building Maintenance:
 FYE under budget

Grounds Maintenance:
 FYE under budget

Pool:
 FYE Under budget

Utilities:
 FYE Under budget

Administrative:
 FYE under budget

Closings:
 345 Sandy Bluff Trail - MACSWAIN

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 21,017.33	\$ 21,017.33	\$ 20,522.59	\$ 494.74	\$ 246,269.00
EXPENSES					
Building Maintenance	\$ 394.97	\$ 394.97	\$ 1,000.00	\$ (605.03)	\$ 12,000.00
Grounds Maintenance	\$ 4,060.07	\$ 4,060.07	\$ 6,794.31	\$ (2,734.24)	\$ 81,531.00
Pool	\$ 572.87	\$ 572.87	\$ 1,233.26	\$ (660.39)	\$ 14,800.00
Utilities	\$ 1,647.34	\$ 1,647.34	\$ 2,499.83	\$ (852.49)	\$ 29,998.00
Administrative	\$ 5,301.75	\$ 5,301.75	\$ 6,078.56	\$ (776.81)	\$ 72,940.00
Reserves	\$ 2,916.63	\$ 2,916.63	\$ 2,916.63	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 14,893.63	\$ 14,893.63	\$ 20,522.59	\$ (5,628.96)	\$ 246,269.00
NET SURPLUS (DEFICIT)	\$ 6,123.70	\$ 6,123.70	\$ -	\$ 6,123.70	\$ -



Financial Summary

Trails West Homeowners Association, Inc.

Community Association Manager: Christopher Ersson Office: (386) 423-7796 Ext. 54007 E-mail: cersson@sentrymgt.com

Month Code: 12 Year Code: 19

ASSOCIATION BALANCE SHEET

ASSETS		LIABILITIES		COMMENTS:
Union Bank - Checking	\$ 64,096.75	Account Payable	\$ 6,310.81	FYE we are under budget for 2019 !!!
Wells Fargo - Checking	\$ 3,861.58	Security Deposits	\$ 425.00	
Union Bank - Reserves	\$ 35,028.97	Prepaid Assessments	\$ 28,445.75	<u>Building Maintenance:</u> FYE Under budget \$8,107.19 however, this will go towards the remodel of the office at the front of the neighborhood in 2020.
Cambridge Investments - Reserves	\$ 378,608.64	Net Investment	\$ 63,889.19	
Petty Cash - Tom Rose	\$ 100.00	Reserves - Tennis/Shuffel Board	\$ 3,321.12	<u>Grounds Maintenance:</u> Over budget \$7,095.22 due to foot bridge repairs and new landscaper being hired.
Assessments	\$ 32,334.66	Reserves - Pooled Funds	\$ 393,030.68	
Allowance for Doubtful Accounts	\$ (66.66)	Reserves - Furniture	\$ 11,549.37	<u>Pool:</u> FYE Under budget \$1,793.25
Receivable - TWLM LLC	\$ 180.00	Gain/Loss Cambridgde Investment	\$ 5,736.44	
Prepaid Assets	\$ 13,763.00	Prior Year Surplus	\$ 49,272.82	<u>Utilities:</u> FYE Under budget \$2,704.57
Property & Equipment	\$ 54,286.94	Current Year Surplus	\$ 20,212.70	
TOTAL	\$ 582,193.88	TOTAL	\$ 582,193.88	<u>Administrative:</u> FYE we went over budget \$19,528.81 for the following reasons listed: 1. Security Pro - Security System 2. Set up of new Website 3. Legal expense related to 222 Crooked Tree Trail

REVENUE & EXPENSE BUDGET COMPARISON REPORT

	Actual	YTD Actual	YTD Budget	YTD Variance (-)	2019
INCOME	\$ 19,536.21	\$ 246,444.54	\$ 245,660.00	\$ 784.54	\$ 245,660.00
EXPENSES					
Building Maintenance	\$ 984.46	\$ 15,107.19	\$ 7,000.00	\$ 8,107.19	\$ 7,000.00
Grounds Maintenance	\$ 3,810.99	\$ 71,004.78	\$ 78,100.00	\$ (7,095.22)	\$ 78,100.00
Pool	\$ 965.00	\$ 16,293.25	\$ 14,500.00	\$ 1,793.25	\$ 14,500.00
Utilities	\$ 161.36	\$ 23,295.43	\$ 26,000.00	\$ (2,704.57)	\$ 26,000.00
Administrative	\$ 3,939.42	\$ 65,531.19	\$ 85,060.00	\$ (19,528.81)	\$ 85,060.00
Reserves	\$ 2,916.67	\$ 35,000.00	\$ 35,000.00	\$ -	\$ 35,000.00
TOTAL EXPENSES	\$ 12,777.90	\$ 226,231.84	\$ 245,660.00	\$ (19,428.16)	\$ 245,660.00
NET SURPLUS (DEFICIT)	\$ 6,758.31	\$ 20,212.70	\$ -	\$ 20,212.70	\$ -