

**POINT O' WOODS ASSOCIATION, INC.**  
**Restricted Cash & Appropriations by Category**  
**As of September 30, 2020**

**Cash Position:**

<b>General Cash</b>	<b>\$</b>	<b>464,288</b>
<b>Cash in CD's</b>	<b>\$</b>	<b>499,834</b>
<b>Restricted Cash</b>	<b>\$</b>	<b>(444,479)</b>
<b>Net Unrestricted Cash</b>	<b>\$</b>	<b>519,643</b>
<b>% of Cash Restricted</b>		<b>46%</b>

**Appropriations Not Yet Spent**

<b>Recreation</b>	<b>\$</b>	<b>15,025</b>
<b>Grounds</b>	<b>\$</b>	<b>52,755</b>
<b>Beach</b>	<b>\$</b>	<b>12,000</b>
<b>Boat Basin</b>	<b>\$</b>	<b>346,558</b>
<b>Roads</b>	<b>\$</b>	<b>20,483</b>
<b>Security</b>	<b>\$</b>	<b>(2,342)</b>
<b>Total Restricted Cash</b>	<b>\$</b>	<b>444,479</b>

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class**  
**July - September, 2020**

	<b>TOTAL</b>			
	Actual	Budget	Over/(Under) Budget	% of Budget
<b>Income</b>				
ACTIVITY FEES	-	500	(500)	0%
COMMUNITY GARDEN	30	-	30	
INTEREST	21	375	(354)	6%
VIOLATIONS	995	225	770	442%
INVESTMENT INTEREST	41	1,000	(959)	4%
PROPERTY TAXES	337,511	338,460	(949)	100%
RENTALS	2,841	2,150	691	132%
SUBSIDY - TOWN OF OLD LYME	6,699	6,500	199	103%
WELCOME & CENTENNIAL BOOK	475	667	(192)	71%
<b>Total Income</b>	<b>\$ 348,613</b>	<b>\$ 349,877</b>	<b>-\$ 1,264</b>	<b>100%</b>
<b>Gross Profit</b>	<b>\$ 348,613</b>	<b>\$ 349,877</b>	<b>\$ (1,264)</b>	<b>100%</b>
<b>Expenses</b>				
ADMINISTRATIVE OPERATIONS	-	-	-	
ANNUAL DINNER	-	2,500	(2,500)	0%
BANKING FEES / SAFE DEPOSIT BOX	525	300	225	175%
CONTINGENCY	10,550	11,500	(950)	92%
DOCUMENTATION / CORRESPONDENCE	2,281	2,450	(169)	93%
FEDERATION DUES	-	1,300	(1,300)	0%
MANAGEMENT EXPENSES	3,351	5,170	(1,819)	65%
MISCELLANEOUS SUPPLIES	285	150	135	190%
PARKING STICKERS	(40)	1,800	(1,840)	-2%
PROFESSIONAL FEES	2,700	4,050	(1,350)	67%
PROPERTY TAXES	1,651	3,000	(1,349)	55%
WEB SITE	1,043	1,575	(532)	66%
<b>Total ADMINISTRATIVE OPERATIONS</b>	<b>\$ 22,347</b>	<b>\$ 33,795</b>	<b>\$ (11,448)</b>	<b>66%</b>
BUILDING MATERIALS	75	750	(675)	10%
CLOTHING	-	300	(300)	0%
CONSULTANTS/OUTSOURCING	65,770	61,000	4,770	108%
ELECTRICITY	2,147	4,250	(2,102)	51%
GAS	681	1,375	(694)	50%
INSURANCE	9,588	10,205	(617)	94%
LANDFILL FEES	519	200	319	260%
LANDSCAPE	5,554	4,700	854	118%
LEGAL	928	1,000	(73)	93%
MAINTENANCE / REPAIR	15,774	13,250	2,524	119%
MILEAGE-SECURITY	-	1,000	(1,000)	0%
MISCELLANEOUS	873	750	123	116%
OFFICE SUPPLIES	264	500	(236)	53%
OTHER EVENTS	-	750	(750)	0%
PAYROLL EXPENSES	32,238	29,451	2,788	109%
BINGO SUPPLIES	-	300	(300)	0%
TELEPHONE	615	1,213	(598)	51%
TRUCK EXPENSES	181	1,251	(1,070)	14%
WATER	679	500	179	136%
<b>Total Expenses</b>	<b>\$ 158,233</b>	<b>\$ 166,540</b>	<b>\$ (8,306)</b>	<b>95%</b>
<b>Net Operating Income</b>	<b>\$ 190,380</b>	<b>\$ 183,337</b>	<b>\$ 7,043</b>	<b>104%</b>
<b>Net Income</b>	<b>\$ 190,380</b>	<b>\$ 183,337</b>	<b>\$ 7,043</b>	<b>104%</b>

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

	<b>ADMINISTRATION</b>			
	<b>Actual</b>	<b>Budget</b>	<b>Over/(Under) Budget</b>	<b>% of Budget</b>
<b>Income</b>				
COMMUNITY GARDEN	30		30	
DELINQUENCY TRANSACTIONS	21	375	(354)	6%
INVESTMENT INTEREST	41	1,000	(959)	4%
PROPERTY TAXES	337,511	338,460	(949)	100%
WELCOME & CENTENNIAL BOOK	475	667	(192)	71%
<b>Total Income</b>	<b>\$ 338,078</b>	<b>\$ 340,502</b>	<b>\$ (2,424)</b>	<b>99%</b>
<b>Gross Profit</b>	<b>\$ 338,078</b>	<b>\$ 340,502</b>	<b>\$ (2,424)</b>	<b>99%</b>
<b>Expenses</b>				
<b>ADMINISTRATIVE OPERATIONS</b>				
ANNUAL DINNER		2,500	(2,500)	0%
BANKING FEES / SAFE DEPOSIT BOX	525	300	225	175%
CONTINGENCY	10,550	11,500	(950)	92%
<b>DOCUMENTATION / CORRESPONDENCE</b>				
POSTAGE/SHIPPING	63	250	(187)	25%
POW GRAND LIST	1,629	1,800	(171)	90%
PRINTING/COPYING	590	400	190	147%
<b>Total DOCUMENTATION / CORRESPONDENCE</b>	<b>\$ 2,281</b>	<b>\$ 2,450</b>	<b>\$ (169)</b>	<b>93%</b>
FEDERATION DUES		1,300	(1,300)	0%
MANAGEMENT EXPENSES	3,351	5,170	(1,819)	65%
MISCELLANEOUS SUPPLIES	285	150	135	190%
PROFESSIONAL FEES	2,700	4,050	(1,350)	67%
<b>PROPERTY TAXES</b>	<b>\$ 1,651</b>	<b>\$ 3,000</b>	<b>\$ (1,349)</b>	<b>55%</b>
WEB SITE	1,043	1,575	(532)	66%
<b>Total ADMINISTRATIVE OPERATIONS</b>	<b>\$ 22,387</b>	<b>\$ 31,995</b>	<b>\$ (9,608)</b>	<b>70%</b>
ELECTRICITY	2,147	4,250	(2,102)	51%
<b>Total INSURANCE</b>	<b>\$ 9,588</b>	<b>\$ 10,205</b>	<b>\$ (617)</b>	<b>94%</b>
<b>Total LANDSCAPE</b>	<b>\$ 1,363</b>	<b>\$ -</b>	<b>\$ 1,363</b>	
<b>Total LEGAL</b>	<b>\$ 928</b>	<b>\$ 1,000</b>	<b>\$ (73)</b>	<b>93%</b>
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 372</b>	<b>\$ -</b>	<b>\$ 372</b>	
MISCELLANEOUS	609	300	309	203%
OFFICE SUPPLIES	220	500	(280)	44%
<b>Total PAYROLL EXPENSES</b>	<b>\$ 27</b>	<b>\$ 683</b>	<b>\$ (655)</b>	<b>4%</b>
TELEPHONE	286	613	(326)	47%
<b>Total Expenses</b>	<b>\$ 37,929</b>	<b>\$ 49,546</b>	<b>\$ (11,617)</b>	<b>77%</b>
<b>Net Operating Income</b>	<b>\$ 300,149</b>	<b>\$ 290,956</b>	<b>\$ 9,193</b>	<b>103%</b>
<b>Net Income</b>	<b>\$ 300,149</b>	<b>\$ 290,956</b>	<b>\$ 9,193</b>	<b>103%</b>

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

<b>BEACH</b>				
	<b>Actual</b>	<b>Budget</b>	<b>Over/(Under) Budget</b>	<b>% of Budget</b>
<b>Income</b>				
<b>Expenses</b>				
<b>LANDSCAPE</b>				
<b>WASTE REMOVAL</b>		500	(500)	0.00%
<b>Total LANDSCAPE</b>	\$ -	\$ 500	\$ (500)	0.00%
<b>MAINTENANCE / REPAIR</b>				
<b>BEACH AND RAFT</b>	77	-	77	
<b>BEACH CLEANING</b>	6,350	7,250	(900)	87.59%
<b>SIGNAGE</b>		150	(150)	0.00%
<b>SWIMMING LINES</b>	1,000	700	300	142.86%
<b>WATER SYSTEM</b>		200	(200)	0.00%
<b>Total MAINTENANCE / REPAIR</b>	\$ 7,427	\$ 8,300	\$ (873)	89.48%
<b>Total Expenses</b>	\$ 7,427	\$ 8,800	\$ (1,373)	84.40%
<b>Net Operating Income</b>	\$ (7,427)	\$ (8,800)	\$ 1,373	84.40%
<b>Net Income</b>	\$ (7,427)	\$ (8,800)	\$ 1,373	84.40%

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

**BOAT BASIN**

	<b>Actual</b>	<b>Budget</b>	<b>Over/(Under) Budget</b>	<b>% of Budget</b>
<b>Income</b>				
<b>Expenses</b>				
<b>MAINTENANCE / REPAIR</b>			-	
<b>BOAT BASIN MAINT</b>	129	-	129	
<b>SIGNAGE</b>		250	(250)	0.00%
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 129</b>	<b>\$ 250</b>	<b>\$ (121)</b>	<b>51.78%</b>
<b>WATER</b>	679	500	179	135.80%
<b>Total Expenses</b>	<b>\$ 808</b>	<b>\$ 750</b>	<b>\$ 58</b>	<b>107.79%</b>
<b>Net Operating Income</b>	<b>\$ (808)</b>	<b>\$ (750)</b>	<b>\$ (58)</b>	<b>107.79%</b>
<b>Net Income</b>	<b>\$ (808)</b>	<b>\$ (750)</b>	<b>\$ (58)</b>	<b>107.79%</b>

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

**GROUNDS**

	Actual	Budget	Over/(Under) Budget	% of Budget
<b>Income</b>				
<b>Expenses</b>				
<b>BUILDING MATERIALS</b>			-	
<b>SUPPLIES</b>		500	(500)	0%
<b>Total BUILDING MATERIALS</b>	\$ -	\$ 500	\$ (500)	0%
<b>GAS</b>	615	1,125	(510)	55%
<b>LANDFILL FEES</b>	519	200	319	260%
<b>LANDSCAPE</b>				
<b>CLEAN-UP</b>	50	500	(450)	10%
<b>COMMUNITY GARDEN</b>	(181)		(181)	
<b>SOIL/GRAVEL/MULCH/SEED</b>	492	200	292	246%
<b>TREE / LEAF REMOVAL</b>	3,700	2,000	1,700	185%
<b>Total LANDSCAPE</b>	\$ 4,061	\$ 2,700	\$ 1,361	150%
<b>MAINTENANCE / REPAIR</b>				
<b>EQUIPMENT RENTAL</b>		500	(500)	0%
<b>EQUIPMENT REPAIRS</b>	125		125	
<b>MISC SUPPLIES/REPAIRS</b>	195	800	(605)	24%
<b>SIGNAGE</b>	140	200	(60)	70%
<b>SMALL EQUIP.PURCHASE/REPAIR</b>	744	750	(6)	99%
<b>WATER SYSTEM</b>	92	200	(108)	46%
<b>Total MAINTENANCE / REPAIR</b>	\$ 1,296	\$ 2,450	\$ (1,154)	53%
<b>Total PAYROLL EXPENSES</b>	\$ 22,511	\$ 24,082	\$ (1,571)	93%
<b>TRUCK EXPENSES</b>	181	1,251	(1,070)	14%
<b>Total Expenses</b>	\$ 29,184	\$ 32,308	\$ (3,124)	90%
<b>Net Operating Income</b>	\$ (29,184)	\$ (32,308)	\$ 3,124	90%
<b>Net Income</b>	\$ (29,184)	\$ (32,308)	\$ 3,124	90%

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

	<b>RECREATION</b>			
	Actual	Budget	Over/(Under) Budget	% of Budget
<b>Income</b>				
<b>ACTIVITY FEES</b>				
BINGO		250	(250)	0%
MOVIES		250	(250)	0%
<b>Total ACTIVITY FEES</b>	\$ -	\$ 500	\$ (500)	0%
<b>RENTALS</b>				
FRANCHISE FEES		750	(750)	0%
<b>Total RENTALS</b>	\$ -	\$ 750	\$ (750)	0%
<b>Total Income</b>	\$ -	\$ 1,250	\$ (1,250)	0%
<b>Gross Profit</b>	\$ -	\$ 1,250	\$ (1,250)	0%
<b>Expenses</b>				
<b>LANDSCAPE</b>				
SOIL/GRAVEL/MULCH/SEED	130	-	130	
<b>Total LANDSCAPE</b>	\$ 130	\$ -	\$ 130	
<b>MAINTENANCE / REPAIR</b>				
PLAYSCAPE	484		484	
TENNIS COURTS	1,810		1,810	
WATER SYSTEM		300	(300)	0%
<b>Total MAINTENANCE / REPAIR</b>	\$ 2,294	\$ 300	\$ 1,994	765%
<b>MISCELLANEOUS</b>	213	450	(237)	47%
<b>OTHER EVENTS</b>		750	(750)	0%
<b>SPONSORED EVENTS</b>			-	
BINGO SUPPLIES		300	(300)	0%
<b>Total SPONSORED EVENTS</b>	\$ -	\$ 300	\$ (300)	0%
<b>Total Expenses</b>	\$ 2,637	\$ 1,800	\$ 837	146%
<b>Net Operating Income</b>	\$ (2,637)	\$ (550)	\$ (2,087)	479%
<b>Net Income</b>	\$ (2,637)	\$ (550)	\$ (2,087)	479%

**POINT O' WOODS ASSOCIATION, INC.**  
**Budget vs. Actuals: Summary By Class 2020/2021**  
**July - September, 2020**

	<b>ROADS</b>			
	<b>Actual</b>	<b>Budget</b>	<b>Over/(Under) Budget</b>	<b>% of Budget</b>
<b>Income</b>				
<b>Expenses</b>				
<b>BUILDING MATERIALS</b>				
<b>SUPPLIES</b>	75	250	(175)	30%
<b>Total BUILDING MATERIALS</b>	<b>\$ 75</b>	<b>\$ 250</b>	<b>\$ (175)</b>	<b>30%</b>
<b>LANDSCAPE</b>				
<b>TREE / LEAF REMOVAL</b>		2,500	(2,500)	0%
<b>Total LANDSCAPE</b>	<b>\$ -</b>	<b>\$ 2,500</b>	<b>\$ (2,500)</b>	<b>0%</b>
<b>MAINTENANCE / REPAIR</b>				
<b>GENERAL ROAD REPAIR</b>	3,594	5,000	(1,406)	72%
<b>GUARD RAIL/FENCE</b>	159	250	(91)	64%
<b>MISC SUPPLIES/REPAIRS</b>	107	750	(643)	14%
<b>SIGNAGE</b>	74	500	(426)	15%
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 3,934</b>	<b>\$ 6,500</b>	<b>\$ (2,566)</b>	<b>61%</b>
<b>Total Expenses</b>	<b>\$ 4,009</b>	<b>\$ 9,250</b>	<b>\$ (5,241)</b>	<b>43%</b>
<b>Net Operating Income</b>	<b>\$ (4,009)</b>	<b>\$ (9,250)</b>	<b>\$ 5,241</b>	<b>43%</b>
<b>Net Income</b>	<b>\$ (4,009)</b>	<b>\$ (9,250)</b>	<b>\$ 5,241</b>	<b>43%</b>



**POINT O' WOODS ASSOCIATION, INC.**

**Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes**

July - September, 2020

	<b>SECURITY</b>			
	Actual	Budget	Over/(Under) Budget	% of Budget
<b>Income</b>				
<b>DELINQUENCY TRANSACTIONS</b>				
<b>VIOLATIONS</b>	995	225	770	442%
<b>Total DELINQUENCY TRANSACTIONS</b>	<b>\$ 995</b>	<b>\$ 225</b>	<b>\$ 770</b>	<b>442%</b>
<b>RENTALS</b>				
<b>Golf Cart Registration</b>	1,960	1,400	560	140%
<b>PARKING LOT FEES</b>	881		881	
<b>Total RENTALS</b>	<b>\$ 2,841</b>	<b>\$ 1,400</b>	<b>\$ 1,441</b>	<b>203%</b>
<b>SUBSIDY - TOWN OF OLD LYME</b>	6,699	6,500	199	103%
<b>Total Income</b>	<b>\$ 10,535</b>	<b>\$ 8,125</b>	<b>\$ 2,410</b>	<b>130%</b>
<b>Gross Profit</b>	<b>\$ 10,535</b>	<b>\$ 8,125</b>	<b>\$ 2,410</b>	<b>130%</b>
<b>Expenses</b>				
<b>ADMINISTRATIVE OPERATIONS</b>				
<b>PARKING STICKERS</b>	(40)	1,800	(1,840)	-2%
<b>Total ADMINISTRATIVE OPERATIONS</b>	<b>\$ (40)</b>	<b>\$ 1,800</b>	<b>\$ (1,840)</b>	<b>-2%</b>
<b>CLOTHING</b>				
<b>SECURITY GUARD UNIFORMS</b>		300	(300)	0%
<b>Total CLOTHING</b>	<b>\$ -</b>	<b>\$ 300</b>	<b>\$ (300)</b>	<b>0%</b>
<b>CONSULTANTS/OUTSOURCING</b>	38,763	61,000	(22,237)	64%
<b>GAS</b>	65	250	(185)	26%
<b>MAINTENANCE / REPAIR</b>				
<b>MISC SUPPLIES/REPAIRS</b>	16		16	
<b>SIGNAGE</b>	304	400	(96)	76%
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 320</b>	<b>\$ 400</b>	<b>\$ (80)</b>	<b>80%</b>
<b>MILEAGE-SECURITY</b>		1,000	(1,000)	0%
<b>MISCELLANEOUS</b>	51	-	51	
<b>OFFICE SUPPLIES</b>	43		43	
<b>PAYROLL EXPENSES</b>	7,007	4,000	3,007	175%
<b>FICA</b>	536	536	0	100%
<b>FUTA</b>	42	20	22	210%
<b>SUTA</b>	133	130	3	102%
<b>Total PAYROLL EXPENSES</b>	<b>\$ 7,718</b>	<b>\$ 4,686</b>	<b>\$ 3,032</b>	<b>165%</b>
<b>TELEPHONE</b>	329	600	(271)	55%
<b>Total Expenses</b>	<b>\$ 47,249</b>	<b>\$ 70,036</b>	<b>\$ (22,787)</b>	<b>67%</b>
<b>Net Operating Income</b>	<b>\$ (36,714)</b>	<b>\$ (61,911)</b>	<b>\$ 25,197</b>	<b>59%</b>
<b>Net Income</b>	<b>\$ (36,714)</b>	<b>\$ (61,911)</b>	<b>\$ 25,197</b>	<b>59%</b>