

**POINT O' WOODS ASSOCIATION, INC.**  
**Restricted Cash & Appropriations by Category**  
**As of February 28, 2021**

**Cash Position:**

General Cash	\$ 348,739
Cash in CD's	\$ 502,925
Net Cash	<u>\$ 851,664</u>

Total Outstanding Past Due 8 Homeowners Past Due	\$ 8,205
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Total Cash	\$ 851,664
Total CAPEX Reserved	\$ 565,483
Remaining General Cash	<u>\$ 286,181</u>
Annual Net Projected 2020/2021 P/L	\$ 775
Annual Net Projected 2021/2022 P/L	\$ 8,305
Total Projected Cash	<u>\$ 295,261</u>

Need available cash of at least 50% of annual expenses	\$ 217,140
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Current Mill Rate \$ 2.78

Every .01 move in Mill rate= \$4,800.00

Mill Rate % Inc 2.5% \$ 0.07

Total Mill rate \$ 2.85

\$ Increase for Mill rate \$ 33,360

CAPEX PROJECTED SCHEDULE

DESCRIPTION	YEAR ACQUIRED	USEFUL LIFE	REMAIN LIFE	YEAR TO REPLACE /REPAIR	COST ESTIMATE	AMT. IN CAPITAL BUDGET	NEEDED BY END OF LIFE	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
<b>GROUNDS</b>																	
<b>EQUIPMENT</b>																	
LawnMower	7/31/12	10 yrs		5	2025	9,200	10,500	0	0	0	0	0	0				
Tractor	9/17/04	20 yrs		10	2030	28,000	0	32,000	3200	3200	3200	3200	3200	3200	3200	3200	3200
Truck & Plow	12/21/20	10 Yrs		10	2030	70,949	27,000	84,000	5700	5700	5700	5700	5700	5700	5700	5700	5700
Gator (Old one bought used)	2008			5	2025		12,000	0	0	0	0	0	0				
Sander	11/19/18	10 yrs		8	2030	4,595		5,200	650	650	650	650	650	650	650		
Trailer (Rick does not use)	7/25/08	15 yrs				3,478		4,000									
<b>BUILDINGS</b>																	
East Bridge (Wood)	1/5/00					163,864											
East Bridge Repair																	
West Bridge	1/10/99					181,618											
West Bridge Repair																	
Jetty																	
Gate Shed																	
Parking Lot Shed	7/1/11					3,200											
Lawn Equip Shed																	
2 Storage Sheds																	
<b>TOTAL GROUNDS</b>							49,500	147,700	9,550	9,550	9,550	9,550	9,550	9,550	9,550	8,900	8,900
<b>BEACH</b>																	
Boardwalk	9/13/00	30 yrs	9 yrs		2030	66,945		80,000									
Raft																	
<b>TOTAL BEACH</b>								80,000									
<b>RECREATION</b>																	
Tennis Court	7/1/07		30	16	2032	60,186		70,000	4375	4375	4375	4375	4375	4375	4375	4375	4375
BB Court Maintenance									2500								
Tennis Court-Maintenance									2500								
BB Court	5/4/18	25		22	2044	40,877		50,000	2273	2273	2273	2273	2273	2273	2273	2273	2273
Pavilion	8/20/05	50				100,527											
Playscape-Structure	2004	25		7	2029	60,000	15,000	60,000	6429	6429	6429	6429	6429	6429	6429	6429	6429
Playscape-Base	2004	25		7	2029	20,000		20,000	2857	2857	2857	2857	2857	2857	2857	2857	2857
<b>TOTAL RECREATION</b>							15,000	200,000	20,933	15,933	15,933	15,933	15,933	15,933	15,933	15,933	15,933
<b>BOAT BASIN</b>																	
Dredge Channel	4/4/19					77,722											
Fence Enclos'r	6/5/18					15,500											
Replace Bulkhead								345,000									
<b>TOTAL BOAT BASIN</b>								345,000	-	-	-	-	-	-	-	-	-
<b>ROADS</b>																	
Parking Lot Repaving	6/11/16					12,485											
Road Repaving																	
Footpath by BB Court																	
<b>TOTAL ROADS</b>																	
<b>SECURITY</b>																	
General Capex							1400		1600								
New Camera									1000								
Golf Cart	4/25/18					4,600											
Golf Cart Shed	6/28/18					4,147											
<b>TOTAL SECURITY</b>							1,400		2,600								
<b>TOTAL ALL</b>							410,900	427,700	33,083	25,483	25,483	25,483	25,483	25,483	25,483	24,833	24,833

Summary Table

	Current Capex Balance	2021/2022 Increase	Projected Capex
Grounds	49,500	9,550	59,050
Beach	10,500	0	10,500
Recreation	15,000	20,933	35,933
Boat Basin	345,000	100,000	445,000
Roads	11,000		11,000
Security	1,400	2,600	4,000
	432,400	133,083	565,483

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	TOTAL				(Based on remaining Budget)	Annual Budget	Annual Budget	Over/(Under) Budget	Annual Budget
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast				
<b>Income</b>									
Total ACTIVITY FEES	\$ 0.00	\$ 500.00	-\$ 500.00	0.00%	\$ 300.00	\$ 300.00	\$ 500.00	-\$ 200.00	\$ 550.00
COMMUNITY GARDEN	1,110.00	0.00	1,110.00		0.00	1,110.00	0.00	0.00	1,100.00
Total DELINQUENCY TRANSACTIONS	\$ 1,745.54	\$ 1,225.00	\$ 520.54	142.49%	\$ 1,000.00	\$ 2,745.54	\$ 1,725.00	\$ 1,020.54	\$ 3,500.00
INVESTMENT INTEREST	3,132.32	2,666.68	465.64	117.46%	1,333.32	4,465.64	4,000.00	465.64	4,000.00
MISCELLANEOUS INCOME	10.60	0.00	10.60		0.00	10.60	0.00	10.60	0.00
PROPERTY TAXES	337,511.24	338,460.00	-948.76	99.72%	0.00	337,511.24	338,460.00	-948.76	338,460.00
Total RENTALS	\$ 69,786.00	\$ 69,150.00	\$ 636.00	100.92%	\$ 6,300.00	\$ 76,086.00	\$ 77,250.00	-\$ 1,164.00	\$ 80,225.00
SUBSIDY - TOWN OF OLD LYME	13,766.00	14,000.00	-234.00	98.33%	0.00	13,766.00	14,000.00	-234.00	14,000.00
VIOLATIONS	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00
WELCOME & CENTENNIAL BOOK	835.00	666.67	168.33	125.25%	333.33	1,168.33	1,000.00	168.33	750.00
<b>TOTAL REVENUE</b>	<b>\$427,896.70</b>	<b>\$426,668.35</b>	<b>\$ 1,228.35</b>	<b>100.29%</b>	<b>\$ 9,266.65</b>	<b>\$437,163.35</b>	<b>\$436,935.00</b>	<b>-\$ 881.65</b>	<b>\$442,585.00</b>
<b>EXPENSES</b>									
Total ADMINISTRATIVE OPERATIONS	\$ 41,307.30	\$ 59,587.08	-\$18,279.78	69.32%	\$ 30,063.32	\$ 71,370.62	\$ 89,500.40	-\$18,129.78	\$ 89,300.00
Total BUILDING MATERIALS	\$ 74.92	\$ 750.00	-\$ 675.08	9.99%	\$ 500.00	\$ 574.92	\$ 1,250.00	-\$ 675.08	\$ 1,250.00
Total CLOTHING	\$ 0.00	\$ 300.00	-\$ 300.00	0.00%	\$ 0.00	\$ 0.00	\$ 300.00	-\$ 300.00	\$ 0.00
CONSULTANTS/OUTSOURCING	65,770.10	61,000.00	4,770.10	107.82%	27,069.00	92,839.10	84,000.00	8,839.10	79,700.00
ELECTRICITY	8,255.44	11,333.32	-3,077.88	72.84%	5,666.68	13,922.12	17,000.00	-3,077.88	15,000.00
FUEL / LUBRICANTS	93.32	0.00	0.00		0.00	0.00	0.00	0.00	0.00
GAS	1,946.35	3,250.00	-1,303.65	59.89%	1,500.00	3,446.35	4,750.00	-1,303.65	4,750.00
Total INSURANCE	\$ 25,539.44	\$ 28,213.36	-\$ 2,673.92	90.52%	\$ 13,606.84	\$ 39,146.28	\$ 41,820.20	-\$ 2,673.92	\$ 41,820.20
LANDFILL FEES	802.95	200.00	602.95	401.48%	0.00	802.95	200.00	602.95	200.00
Total LANDSCAPE	\$ 7,092.06	\$ 6,700.00	\$ 392.06	105.85%	\$ 10,400.00	\$ 17,492.06	\$ 17,000.00	\$ 492.06	\$ 18,000.00
Total LEGAL	\$ 2,905.00	\$ 3,500.00	-\$ 595.00	83.00%	\$ 1,500.00	\$ 4,405.00	\$ 5,000.00	-\$ 595.00	\$ 5,000.00
Total MAINTENANCE / REPAIR	\$ 22,805.92	\$ 19,750.00	\$ 3,055.92	115.47%	\$ 35,450.00	\$ 58,255.92	\$ 43,700.00	\$ 14,555.92	\$ 43,050.00
MILEAGE-SECURITY	0.00	1,000.00	-1,000.00	0.00%	0.00	0.00	1,000.00	-1,000.00	0.00
MISCELLANEOUS	1,031.20	900.00	131.20	114.58%	650.00	1,681.20	2,250.00	-568.80	2,500.00
OFFICE SUPPLIES	520.08	500.00	20.08	104.02%	500.00	1,020.08	1,000.00	20.08	1,250.00
OTHER EVENTS	0.00	750.00	-750.00	0.00%	400.00	400.00	1,000.00	-600.00	500.00
Total PAYROLL EXPENSES	\$ 71,539.88	\$ 69,058.60	\$ 2,481.28	103.59%	\$ 42,602.50	\$106,220.88	\$103,739.60	\$ 2,481.28	\$107,209.60
RENT	0.00	100.00	-100.00	0.00%	900.00	900.00	1,000.00	-100.00	1,000.00
Total SPONSORED EVENTS	\$ 300.00	\$ 300.00	\$ 0.00	100.00%	\$ 2,725.00	\$ 3,025.00	\$ 10,300.00	-\$ 7,275.00	\$ 10,600.00
TELEPHONE	2,223.60	3,233.36	-1,009.76	68.77%	1,816.64	4,040.24	4,850.00	-809.76	5,550.00
TOOLS AND EQUIPMENT	35.07	0.00	35.07		0.00	35.07	0.00	35.07	0.00
TRUCK EXPENSES	1,646.35	3,336.00	-1,689.65	49.35%	1,664.00	3,310.35	5,000.00	-1,689.65	5,000.00
WATER	2,123.42	1,000.00	1,123.42	212.34%	500.00	2,623.42	1,500.00	1,123.42	2,600.00
<b>TOTAL EXPENSES</b>	<b>\$256,012.40</b>	<b>\$274,761.72</b>	<b>-\$18,842.64</b>	<b>93.18%</b>	<b>\$ 177,513.98</b>	<b>\$425,511.56</b>	<b>\$436,160.20</b>	<b>-\$10,648.64</b>	<b>\$434,279.80</b>
<b>NET INCOME</b>	<b>\$171,884.30</b>	<b>\$151,906.63</b>	<b>\$ 20,070.99</b>	<b>113.15%</b>	<b>-\$168,247.33</b>	<b>\$ 11,651.79</b>	<b>\$ 774.80</b>	<b>\$ 9,766.99</b>	<b>\$ 8,305.20</b>

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	ADMINISTRATION				(Based on remaining Budget)	Current	2021/2022		
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	July-Jan Actual, Feb-June Budget	Annual Budget	Over/(Under) Budget	Annual Budget
REVENUE									
COMMUNITY GARDEN	1,110.00		1,110.00			1,110.00		1,110.00	
DELINQUENCY TRANSACTIONS									
INTEREST VIOLATIONS	435.54	1,000.00	-564.46	43.55%	500.00	935.54	1,500.00	-564.46	1,000.00
Total DELINQUENCY TRANSACTIONS	\$ 535.54	\$ 1,000.00	\$ -464.46	53.55%	\$ 500.00	\$ 1,035.54	\$ 1,500.00	\$ -464.46	\$ 1,000.00
INVESTMENT INTEREST	3,132.32	2,666.68	465.64	117.46%	1,333.32	4,465.64	4,000.00	465.64	4,000.00
MISCELLANEOUS INCOME	10.60		10.60			10.60		10.60	
PROPERTY TAXES	337,511.24	338,460.00	-948.76	99.72%		337,511.24	338,460.00	-948.76	338,460.00
WELCOME & CENTENNIAL BOOK	835.00	666.67	168.33	125.25%	333.33	1,168.33	1,000.00	168.33	750.00
TOTAL REVENUE	\$ 343,134.70	\$ 342,793.35	\$ -341.35	100.10%	\$ 2,166.65	\$ 345,301.35	\$ 344,960.00	\$ 341.35	\$ 344,210.00
EXPENSES									
ADMINISTRATIVE OPERATIONS									
ANNUAL DINNER		2,500.00	-2,500.00	0.00%		0.00	2,500.00	-2,500.00	2,500.00
AUDIT FEES			0.00		6,900.00	6,900.00	6,750.00	150.00	7,000.00
BANKING FEES / SAFE DEPOSIT BOX	871.74	600.00	271.74	145.29%	400.00	1,271.74	1,000.00	271.74	1,000.00
CONTINGENCY	12,339.98	19,000.00	-6,660.02	64.95%	6,000.00	18,339.98	25,000.00	-6,660.02	25,000.00
DOCUMENTATION / CORRESPONDENCE								0.00	
POSTAGE/SHIPPING	384.86	350.00	34.86	109.96%	1,150.00	1,534.86	1,500.00	34.86	1,500.00
POW GRAND LIST	1,628.68	1,800.00	-171.32	90.48%		1,628.68	1,800.00	-171.32	1,800.00
PRINTING/COPYING	589.77	400.00	189.77	147.44%	1,300.00	1,889.77	1,700.00	189.77	1,700.00
Total DOCUMENTATION / CORRESPONDENCE	\$ 2,603.31	\$ 2,550.00	\$ 53.31	102.09%	\$ 2,450.00	\$ 5,053.31	\$ 5,000.00	\$ 53.31	\$ 5,000.00
FEDERATION DUES		1,300.00	-1,300.00	0.00%		0.00	1,300.00	-1,300.00	1,300.00
FINANCE CHARGES	256.20		256.20			256.20		256.20	250.00
MANAGEMENT EXPENSES	9,584.65	13,687.08	-4,102.43	70.03%	6,813.32	16,397.97	20,500.40	-4,102.43	20,500.00
MEETINGS	-350.00		-350.00			-350.00		-350.00	
MISCELLANEOUS SUPPLIES	413.35	150.00	263.35	275.57%		413.35	150.00	263.35	150.00
PERSONNEL SEARCH	489.00		489.00			489.00	0.00	489.00	
Professional Fee	9,450.00	10,800.00	-1,350.00	87.50%	5,400.00	14,850.00	16,200.00	-1,350.00	16,800.00
SOFTWARE	790.15		790.15			790.15		790.15	900.00
TAXES									
PROPERTY TAXES	3,104.66	3,000.00	104.66	103.49%		3,104.66	3,000.00	104.66	3,100.00
Total TAXES	\$ 3,104.66	\$ 3,000.00	\$ -104.66	103.49%	\$ 0.00	\$ 3,104.66	\$ 3,000.00	\$ -104.66	\$ 3,100.00
WEB SITE	1,794.26	4,200.00	-2,405.74	42.72%	2,100.00	3,894.26	6,300.00	-2,405.74	4,000.00
Total ADMINISTRATIVE OPERATIONS	\$ 41,347.30	\$ 57,787.08	\$ -16,439.78	71.55%	\$ 30,063.32	\$ 71,410.62	\$ 87,700.40	\$ -16,289.78	\$ 87,500.00
ELECTRICITY	8,255.44	11,333.32	-3,077.88	72.84%	5,666.68	13,922.12	17,000.00	-3,077.88	15,000.00
INSURANCE									
COMMERCIAL AUTO	624.49	1,000.00	-375.51	62.45%	500.00	1,124.49	1,500.00	-375.51	1,500.00
COMMERCIAL CRIME	637.92	713.36	-75.44	89.42%	356.84	994.76	1,070.20	-75.44	1,070.20
COMMERCIAL GENERAL LIABILITY	16,100.00	17,333.32	-1,233.32	92.88%	8,666.68	24,766.68	26,000.00	-1,233.32	26,000.00
CYBER LIABILITY	543.69	1,000.00	-456.31	54.37%		543.69	1,000.00	-456.31	1,000.00
PUBLIC OFFICIALS LIABILITY	1,399.15	1,600.00	-200.85	87.45%	800.00	2,199.15	2,400.00	-200.85	2,400.00
UMBRELLA LIABILITY	2,232.94	2,350.00	-117.06	95.02%	1,175.00	3,407.94	3,525.00	-117.06	3,525.00
WORKERS COMP/EMPLOYERS LIAB	4,001.25	4,216.68	-215.43	94.89%	2,108.32	6,109.57	6,325.00	-215.43	6,325.00
Total INSURANCE	25539.44	28,213.36	-2,673.92	90.52%	\$ 13,606.84	\$ 39,146.28	\$ 41,820.20	\$ -2,673.92	\$ 41,820.20
LANDSCAPE									
COMMUNITY GARDEN	1,333.11		1,333.11			1,333.11		1,333.11	
Total LEGAL	2,905.00	3,500.00	-595.00	83.00%	1,500.00	4,405.00	5,000.00	-595.00	5,000.00
MAINTENANCE / REPAIR									
EQUIPMENT RENTAL	72.75		72.75		150.00	222.75	150.00	72.75	150.00
Total MAINTENANCE / REPAIR	\$ 72.75	\$ 0.00	\$ 72.75		\$ 150.00	\$ 222.75	\$ 150.00	\$ 72.75	\$ 150.00
MISCELLANEOUS	767.79	300.00	467.79	255.93%	200.00	967.79	500.00	467.79	1,000.00
OFFICE SUPPLIES	476.70	500.00	-23.30	95.34%	500.00	976.70	1,000.00	-23.30	1,250.00
Total PAYROLL EXPENSES	736.63	1,820.00	-1,083.37	40.47%	910.00	1,646.63	2,730.00	-1,083.37	0.00
RENT	100.00		-100.00	0.00%	900.00	900.00	1,000.00	-100.00	1,000.00
TELEPHONE	1,894.87	1,633.36	261.51	116.01%	816.64	2,711.51	2,450.00	261.51	2,750.00
TOTAL EXPENSES	\$ 83,329.03	\$ 105,187.12	\$ -21,858.09	79.22%	\$ 54,313.48	\$ 137,642.51	\$ 159,350.60	\$ -21,708.09	\$ 155,470.20
NET INCOME	\$ 259,805.67	\$ 237,606.23	\$ 22,199.44	109.34%	\$ -52,146.83	\$ 207,658.84	\$ 185,609.40	\$ 22,049.44	\$ 188,739.80

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	BEACH				(Based on remaining Budget)	Current	2021/2022	
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	Annual Budget	Over/(Under) Budget	Annual Budget
REVENUE								
BEACH STORAGE	2,840.00	3,000.00	-160.00	94.67%	0.00	2,840.00	-160.00	3,500.00
TOTAL REVENUE	<b>\$2,840.00</b>	<b>\$3,000.00</b>	<b>-\$ 160.00</b>	<b>94.67%</b>	<b>\$ 0.00</b>	<b>\$ 2,840.00</b>	<b>-\$ 160.00</b>	<b>\$ 3,500.00</b>
EXPENSES								
REGRADE BEACH					6,900.00	6,000.00	900.00	8,000.00
WASTE REMOVAL		500.00	-500.00	0.00%		500.00	-500.00	0.00
Total LANDSCAPE	<b>\$ 0.00</b>	<b>\$ 500.00</b>	<b>\$ -500.00</b>	<b>0.00%</b>	<b>\$ 6,900.00</b>	<b>\$ 6,500.00</b>	<b>\$ 400.00</b>	<b>\$ 8,000.00</b>
MAINTENANCE / REPAIR								
BEACH AND RAFT	105.40	0.00	105.40		1,500.00	1,500.00	105.40	1,500.00
BEACH CLEANING	6,350.00	7,250.00	-900.00	87.59%	7,250.00	14,500.00	-900.00	14,000.00
SIGNAGE	38.35	150.00	-111.65	25.57%		150.00	-111.65	200.00
SMALL EQUIP.PURCHASE/REPAIR								
SWIMMING LINES	1,000.00	700.00	300.00	142.86%	3,800.00	4,500.00	300.00	4,500.00
WATER SYSTEM		200.00	-200.00	0.00%		200.00	-200.00	0.00
Total MAINTENANCE / REPAIR	<b>\$7,493.75</b>	<b>\$8,300.00</b>	<b>\$ -806.25</b>	<b>90.29%</b>	<b>\$12,550.00</b>	<b>\$20,043.75</b>	<b>-\$ 806.25</b>	<b>\$20,200.00</b>
TOTAL EXPENSES	<b>\$7,493.75</b>	<b>\$8,800.00</b>	<b>\$ -1,306.25</b>	<b>85.16%</b>	<b>\$19,450.00</b>	<b>\$27,350.00</b>	<b>-\$ 406.25</b>	<b>\$28,200.00</b>
NET INCOME	<b>\$ -4,653.75</b>	<b>\$ -5,800.00</b>	<b>\$ 1,146.25</b>	<b>80.24%</b>	<b>\$ -19,450.00</b>	<b>\$ -24,350.00</b>	<b>\$ -246.25</b>	<b>\$ -24,700.00</b>

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	BOAT BASIN				(Based on remaining Budget)	Current		2021/2022	
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	July-Jan Actual, Feb-June Budget	Annual Budget	Over/(Under) Budget	Annual Budget
<b>REVENUE</b>									
BOATS SLIPS	64,025.00	63,000.00	1,025.00	101.63%	3,600.00	67,625.00	68,000.00	-375.00	70,625.00 (Including the \$50 increase)
<b>TOTAL REVENUE</b>	<b>\$ 64,025.00</b>	<b>\$ 63,000.00</b>	<b>\$ 1,025.00</b>	<b>101.63%</b>	<b>\$ 3,600.00</b>	<b>\$ 67,625.00</b>	<b>\$68,000.00</b>	<b>-\$ 375.00</b>	<b>\$70,625.00</b>
<b>EXPENSES</b>									
<b>MAINTENANCE / REPAIR</b>									
BOAT BASIN MAINT	327.54	0.00	327.54		3,000.00	3,327.54	3,000.00	327.54	3,000.00
POLE REPLACEMENT					3,000.00	3,000.00	3,000.00	0.00	3,000.00
SIGNAGE		250.00	-250.00	0.00%	250.00	250.00	500.00	-250.00	500.00
SMALL EQUIP.PURCHASE/REPAIR	104.62		104.62			104.62	0.00	104.62	100.00
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 432.16</b>	<b>\$ 250.00</b>	<b>\$ 182.16</b>	<b>172.86%</b>	<b>\$ 6,250.00</b>	<b>\$ 6,682.16</b>	<b>\$ 6,500.00</b>	<b>\$ 182.16</b>	<b>\$ 6,600.00</b>
WATER	2,123.42	1,000.00	1,123.42	212.34%	500.00	2,623.42	1,500.00	1,123.42	2,600.00
<b>TOTAL EXPENSES</b>	<b>\$ 2,555.58</b>	<b>\$ 1,250.00</b>	<b>\$ 1,305.58</b>	<b>204.45%</b>	<b>\$ 6,750.00</b>	<b>\$ 9,305.58</b>	<b>\$ 8,000.00</b>	<b>\$ 1,305.58</b>	<b>\$ 9,200.00</b>
<b>NET INCOME</b>	<b>\$ 61,469.42</b>	<b>\$ 61,750.00</b>	<b>-\$ 280.58</b>	<b>99.55%</b>	<b>-\$ 3,150.00</b>	<b>\$ 58,319.42</b>	<b>\$60,000.00</b>	<b>-\$ 1,680.58</b>	<b>\$61,425.00</b>

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	GROUNDS				(Based on remaining Budget)	Current	2021/2022		
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	July-Jan Actual, Feb-June Budget	Annual Budget	Over/(Under) Budget	Annual Budget
Income									
COMMUNITY GARDEN									1,100.00
TOTAL REVENUE	\$ 0.00	\$ 0.00	\$ 0.00		\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,100.00
BUILDING MATERIALS									
SUPPLIES		500.00	-500.00	0.00%	500.00	500.00	1,000.00	-500.00	1,000.00
Total BUILDING MATERIALS	\$ 0.00	\$ 500.00	\$ -500.00	0.00%	\$ 500.00	\$ 500.00	\$ 1,000.00	\$ -500.00	\$ 1,000.00
FUEL / LUBRICANTS	93.32								
GAS	1,880.90	3,000.00	-1,119.10	62.70%	1,500.00	3,380.90	4,500.00	-1,119.10	4,500.00
LANDFILL FEES	802.95	200.00	602.95	401.48%		802.95	200.00	602.95	200.00
LANDSCAPE									
CLEAN-UP	50.47	500.00	-449.53	10.09%		50.47	500.00	-449.53	500.00
PLANTS & LANDSCAPING					1,000.00	1,000.00	1,000.00	0.00	1,000.00
COMMUNITY GARDEN	-181.05		-181.05			-181.05	0.00	-181.05	0.00
IRRIGATION SYSTEM	67.59		67.59			67.59	0.00	67.59	0.00
SOIL/GRAVEL/MULCH/SEED	491.94	200.00	291.94	245.97%	800.00	1,291.94	1,000.00	291.94	1,000.00
TREE / LEAF REMOVAL	5,200.00	3,500.00	1,700.00	148.57%		5,200.00	3,500.00	1,700.00	3,500.00
WASTE REMOVAL									
Total LANDSCAPE	\$ 5,628.95	\$ 4,200.00	\$ 1,428.95	404.64%	\$ 1,800.00	\$ 7,428.95	\$ 6,000.00	\$ 1,428.95	\$ 6,000.00
MAINTENANCE / REPAIR									
ELECTRICAL SYSTEM		200.00	-200.00	0.00%			200.00	-200.00	200.00
EQUIPMENT RENTAL		1,050.00	-1,050.00	0.00%	950.00	950.00	2,000.00	-1,050.00	2,000.00
EQUIPMENT REPAIRS	125.17		125.17			125.17		125.17	
GUARD RAIL/FENCE	37.49		37.49			37.49		37.49	
MAINTENANCE BUILDING	29.74	100.00	-70.26	29.74%	100.00	129.74	200.00	-70.26	200.00
MISC SUPPLIES/REPAIRS	252.81	1,700.00	-1,447.19	14.87%	800.00	1,052.81	2,500.00	-1,447.19	2,500.00
SIGNAGE	139.99	200.00	-60.01	70.00%		139.99	200.00	-60.01	200.00
SMALL EQUIP.PURCHASE/REPAIR	4,149.05	2,000.00	2,149.05	207.45%	1,000.00	5,149.05	3,000.00	2,149.05	3,000.00
WATER SYSTEM	92.12	200.00	-107.88	46.06%		92.12	200.00	-107.88	200.00
Total MAINTENANCE / REPAIR	\$ 4,826.37	\$ 5,450.00	\$ -623.63	88.56%	\$ 2,850.00	\$ 7,676.37	\$ 8,300.00	\$ -623.63	\$ 8,300.00
MILEAGE-SECURITY									
MISCELLANEOUS									
OFFICE SUPPLIES									
OTHER EVENTS									
Total PAYROLL EXPENSES	\$ 62,635.04	\$ 62,552.60	\$ 82.44	100.13%	\$ 30,771.00	\$ 93,406.04	\$ 93,323.60	\$ 82.44	\$ 93,323.60
TOOLS AND EQUIPMENT	35.07		35.07			35.07		35.07	
TRUCK EXPENSES	1,361.33	3,336.00	-1,974.67	40.81%	1,664.00	3,025.33	5,000.00	-1,974.67	5,000.00
WATER									
TOTAL EXPENSES	\$ 77,263.93	\$ 79,238.60	\$ -2,067.99	97.51%	\$ 39,085.00	\$ 116,255.61	\$ 118,323.60	\$ -2,067.99	\$ 118,323.60
NET INCOME	\$ -77,263.93	\$ -79,238.60	\$ 1,974.67	97.51%	\$ -39,085.00	\$ -116,255.61	\$ -118,323.60	\$ -2,067.99	\$ -117,223.60

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	RECREATION				(Based on remaining Budget)	Current		2021/2022	
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	July-Jan Actual, Feb-June Budget	Annual Budget	Over/(Under) Budget	Annual Budget
<b>INCOME</b>									
ACTIVITY FEES									
BINGO		250.00	-250.00	0.00%	300.00	300.00	250.00	50.00	300.00
MOVIES		250.00	-250.00	0.00%		0.00	250.00	-250.00	250.00
<b>Total ACTIVITY FEES</b>	<b>\$ 0.00</b>	<b>\$ 500.00</b>	<b>\$ -500.00</b>	<b>0.00%</b>	<b>\$ 300.00</b>	<b>\$ 300.00</b>	<b>\$ 500.00</b>	<b>-\$ 200.00</b>	<b>\$ 550.00</b>
RENTALS									
FRANCHISE FEES		750.00	-750.00	0.00%		0.00	750.00	-750.00	300.00
<b>TOTAL REVENUE</b>	<b>\$ 0.00</b>	<b>\$ 1,250.00</b>	<b>\$ -1,250.00</b>	<b>0.00%</b>	<b>\$ 300.00</b>	<b>\$ 300.00</b>	<b>\$ 1,250.00</b>	<b>-\$ 950.00</b>	<b>\$ 850.00</b>
<b>EXPENSES</b>									
LANDSCAPE									
SOIL/GRAVEL/MULCH/SEED	130.00	0.00	130.00		1,200.00	1,330.00	2,000.00	-670.00	1,500.00
<b>Total LANDSCAPE</b>	<b>\$ 130.00</b>	<b>\$ 0.00</b>	<b>\$ 130.00</b>		<b>\$ 1,200.00</b>	<b>\$ 1,330.00</b>	<b>\$ 2,000.00</b>	<b>-\$ 670.00</b>	<b>\$ 1,500.00</b>
MAINTENANCE / REPAIR									
PLAYSCAPE/PAVILION	484.24		484.24		3,000.00	3,484.24	0.00	3,484.24	0.00
TENNIS COURTS/BB Courts	2,354.81		2,354.81		5,000.00	7,354.81	0.00	7,354.81	0.00
WATER SYSTEM		300.00	-300.00	0.00%		0.00	300.00	-300.00	300.00
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 2,839.05</b>	<b>\$ 300.00</b>	<b>\$ 2,539.05</b>	<b>946.35%</b>	<b>\$ 8,000.00</b>	<b>\$ 10,839.05</b>	<b>\$ 300.00</b>	<b>\$ 10,539.05</b>	<b>\$ 300.00</b>
MILEAGE-SECURITY									
MISCELLANEOUS	212.69	600.00	-387.31	35.45%	300.00	512.69	1,000.00	-487.31	1,000.00
OTHER EVENTS	0.00	750.00	-750.00	0.00%	400.00	400.00	1,000.00	-600.00	500.00
<b>Total PAYROLL EXPENSES</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>		<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>500.00</b>
RENT									
SPONSORED EVENTS									
BINGO SUPPLIES		300.00	-300.00	0.00%	275.00	275.00	300.00	-25.00	300.00
CELEBRATION WEEKEND						0.00	8,000.00	-8,000.00	8,000.00
CONCERT	300.00	0.00	300.00		2,450.00	2,750.00	2,000.00	750.00	2,300.00
<b>Total SPONSORED EVENTS</b>	<b>\$ 300.00</b>	<b>\$ 300.00</b>	<b>\$ 0.00</b>	<b>100.00%</b>	<b>\$ 2,725.00</b>	<b>\$ 3,025.00</b>	<b>\$ 10,300.00</b>	<b>-\$ 7,275.00</b>	<b>\$ 10,600.00</b>
<b>TOTAL EXPENSES</b>	<b>\$ 3,481.74</b>	<b>\$ 1,950.00</b>	<b>\$ 1,531.74</b>	<b>178.55%</b>	<b>\$ 12,625.00</b>	<b>\$ 16,106.74</b>	<b>\$ 14,600.00</b>	<b>\$ 1,506.74</b>	<b>\$ 14,400.00</b>
<b>NET INCOME</b>	<b>\$ -3,481.74</b>	<b>\$ -700.00</b>	<b>\$ -2,781.74</b>	<b>497.39%</b>	<b>\$ -12,325.00</b>	<b>\$ -15,806.74</b>	<b>\$ -13,350.00</b>	<b>\$ -2,456.74</b>	<b>\$ -13,000.00</b>

CAPEX Reserved for Next Year

21,000.00

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	ROADS				(Based on remaining Forecast	July-Jan Actual, Feb- June Budget	Current	Over/(Under) Budget	2021/2022
	Actual	Budget	Over/(Under) Budget	% of Budget			Annual Budget		Annual Budget
Expenses									
BUILDING MATERIALS									
SUPPLIES	74.92	250.00	-175.08	29.97%		74.92	250.00	-175.08	250.00
Total BUILDING MATERIALS	\$ 74.92	\$ 250.00	\$ -175.08	29.97%	\$ 0.00	\$ 74.92	\$ 250.00	-\$ 175.08	\$ 250.00
LANDSCAPE									
TREE / LEAF REMOVAL		2,000.00	-2,000.00	0.00%	500.00	500.00	2,500.00	-2,000.00	2,500.00
WASTE REMOVAL									
Total LANDSCAPE	\$ 0.00	\$ 2,000.00	\$ -2,000.00	0.00%	\$ 500.00	\$ 500.00	\$ 2,500.00	-\$ 2,000.00	\$ 2,500.00
MAINTENANCE / REPAIR									
GENERAL ROAD REPAIR	3,871.26	4,500.00	-628.74	86.03%	500.00	4,371.26	5,000.00	-628.74	5,000.00
GUARD RAIL/FENCE	159.15	250.00	-90.85	63.66%	0.00	159.15	250.00	-90.85	250.00
MISC SUPPLIES/REPAIRS	107.25	300.00	-192.75	35.75%	450.00	557.25	750.00	-192.75	750.00
ROADS	1,292.85		1,292.85			1,292.85	0.00	1,292.85	0.00
SAND & SALT	294.38		294.38			294.38	0.00	294.38	0.00
SIGNAGE	937.62	0.00	937.62		500.00	1,437.62	500.00	937.62	500.00
Total MAINTENANCE / REPAIR	\$ 6,662.51	\$ 5,050.00	\$ 1,612.51	131.93%	\$ 1,450.00	\$ 8,112.51	\$ 6,500.00	\$ 1,612.51	\$ 6,500.00
TRUCK EXPENSES	285.02		285.02			285.02	0.00	285.02	0.00
WATER									
TOTAL EXPENSES	\$ 7,022.45	\$ 7,300.00	-\$ 277.55	96.20%	\$ 1,950.00	\$ 8,972.45	\$ 9,250.00	-\$ 277.55	\$ 9,250.00

POINT O' WOODS ASSOCIATION, INC.  
 Budget vs. Actuals: Summary By Class 2020/2021 - FY21 P&L Classes  
 July 2020 - February 2021

	SECURITY				(Based on remaining Budget)	Current		2021/2022	
	Actual	Budget	Over/(Under) Budget	% of Budget	Forecast	July-Jan Actual, Feb-June Budget	Annual Budget	Over/(Under) Budget	Annual Budget
<b>INCOME</b>									
<b>VIOLATIONS</b>	1,210.00	225.00	985.00	537.78%	500.00	1,710.00	225.00	1,485.00	2,500.00
<b>Total DELINQUENCY TRANSACTIONS</b>	<b>\$ 1,210.00</b>	<b>\$ 225.00</b>	<b>\$ 985.00</b>	<b>537.78%</b>	<b>\$ 500.00</b>	<b>\$ 1,710.00</b>	<b>\$ 225.00</b>	<b>\$ 1,485.00</b>	<b>\$ 2,500.00</b>
<b>RENTALS</b>									
Golf Cart Registration	2,040.00	1,400.00	640.00	145.71%	2,200.00	4,240.00	4,000.00	240.00	4,300.00
<b>PARKING LOT FEES</b>	881.00	1,000.00	-119.00	88.10%	500.00	1,381.00	1,500.00	-119.00	1,500.00
<b>Total RENTALS</b>	<b>\$ 2,921.00</b>	<b>\$ 2,400.00</b>	<b>\$ 521.00</b>	<b>121.71%</b>	<b>\$ 2,700.00</b>	<b>\$ 5,621.00</b>	<b>\$ 5,500.00</b>	<b>\$ 121.00</b>	<b>\$ 5,800.00</b>
<b>Sales</b>									
SUBSIDY - TOWN OF OLD LYME	13,766.00	14,000.00	-234.00	98.33%	0.00	13,766.00	14,000.00	-234.00	14,000.00
<b>TOTAL REVENUE</b>	<b>\$17,897.00</b>	<b>\$16,625.00</b>	<b>\$ 1,272.00</b>	<b>107.65%</b>	<b>\$ 3,200.00</b>	<b>\$ 21,097.00</b>	<b>\$ 19,725.00</b>	<b>\$ 1,372.00</b>	<b>\$ 22,300.00</b>
<b>EXPENSES</b>									
<b>PARKING STICKERS</b>	-40.00	1,800.00	-1,840.00	-2.22%		-40.00	1,800.00	-1,840.00	1,800.00
<b>SECURITY GUARD UNIFORMS</b>		300.00	-300.00	0.00%		0.00	300.00	-300.00	
<b>CONSULTANTS/OUTSOURCING</b>	65,770.10	61,000.00	4,770.10	107.82%	27,069.00	92,839.10	84,000.00	8,839.10	79,700.00
<b>GAS</b>	65.45	250.00	-184.55	26.18%		65.45	250.00	-184.55	250.00
<b>MAINTENANCE / REPAIR</b>									
<b>GUARD SHACK</b>	41.81		41.81			41.81	0.00	41.81	0.00
<b>MISC SUPPLIES/REPAIRS</b>	85.74		85.74			85.74	0.00	85.74	0.00
<b>SIGNAGE</b>	303.96	400.00	-96.04	75.99%	1,200.00	1,503.96	1,100.00	403.96	1,000.00
<b>SMALL EQUIP.PURCHASE/REPAIR</b>	47.82		47.82		3,000.00	3,047.82	0.00	3,047.82	0.00
<b>Total MAINTENANCE / REPAIR</b>	<b>\$ 479.33</b>	<b>\$ 400.00</b>	<b>\$ 79.33</b>	<b>119.83%</b>	<b>\$ 4,200.00</b>	<b>\$ 4,679.33</b>	<b>\$ 1,100.00</b>	<b>\$ 3,579.33</b>	<b>\$ 1,000.00</b>
<b>MILEAGE-SECURITY</b>		1,000.00	-1,000.00	0.00%		0.00	1,000.00	-1,000.00	0.00
<b>MISCELLANEOUS</b>	50.72	0.00	50.72		150.00	200.72	750.00	-549.28	500.00
<b>OFFICE SUPPLIES</b>	43.38		43.38			43.38	0.00	43.38	0.00
<b>OTHER EVENTS</b>									
<b>Total PAYROLL EXPENSES</b>	<b>\$ 8,168.21</b>	<b>\$ 4,686.00</b>	<b>\$ 3,482.21</b>	<b>174.31%</b>	<b>\$ 4,488.00</b>	<b>\$ 11,168.21</b>	<b>\$ 7,686.00</b>	<b>\$ 3,482.21</b>	<b>\$ 13,386.00</b>
<b>TELEPHONE</b>	328.73	1,600.00	-1,271.27	20.55%	1,000.00	1,328.73	2,400.00	-1,071.27	2,800.00
<b>TOTAL EXPENSES</b>	<b>\$74,865.92</b>	<b>\$71,036.00</b>	<b>\$ 3,829.92</b>	<b>105.39%</b>	<b>\$ 36,907.00</b>	<b>\$110,284.92</b>	<b>\$ 99,285.00</b>	<b>\$ 10,998.92</b>	<b>\$ 99,436.00</b>
<b>NET INCOME</b>	<b>\$ -56,968.92</b>	<b>\$ -54,411.00</b>	<b>\$ -2,557.92</b>	<b>104.70%</b>	<b>\$ -33,707.00</b>	<b>\$ -89,187.92</b>	<b>\$ -79,560.00</b>	<b>\$ -9,626.92</b>	<b>\$ -77,136.00</b>