

**Westwood HOA, Inc**  
**Profit & Loss**  
**January through September 2021**

	Jan - Mar 21	Jan - Mar 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues/Fees Income</b>			
Master Assessment Fees	60,080.06	60,489.90	-0.7%
<b>Total Dues/Fees Income</b>	60,080.06	60,489.90	-0.7%
Late Charge Income	509.64	181.69	180.5%
Misc Income	0.00	0.00	0.0%
Transfer Fees	500.00	250.00	100.0%
<b>Total Income</b>	61,089.70	60,921.59	0.3%
<b>Gross Profit</b>	61,089.70	60,921.59	0.3%
<b>Expense</b>			
Accounting Fees	2,000.00	1,680.00	19.1%
Advertising & Promotion	0.00	0.00	0.0%
Annual Report Fee	0.00	40.00	-100.0%
Bank Service Charges	12.95	3.15	311.1%
Communications/Meetings/Website	49.14	46.99	4.6%
Insurance Expense	0.00	2,104.00	-100.0%
Interest Expense	197.84	0.00	100.0%
Irrigation Repairs	0.00	0.00	0.0%
Lawn Care			
Common Area Maintenance (SL&L)	615.01	300.00	105.0%
Fertilizr/Chem/Tree Spray (SL&L)	298.63	0.00	100.0%
Landscape Mo. Maintenance (LML)	10,864.50	4,254.50	155.4%
Mowing (SL&L)	0.00	0.00	0.0%
<b>Total Lawn Care</b>	11,778.14	4,554.50	158.6%
Legal Fees	275.00	1,075.00	-74.4%
Lighting Maint	530.69	405.78	30.8%
Management Fees	7,346.00	6,860.00	7.1%
Pond Maintenance & Algae Contro	2,066.17	511.52	303.9%
Pool Maintenance (MW Pools)	0.00	0.00	0.0%
Postage/Office Supplies	56.75	33.95	67.2%
Property Taxes	0.00	0.00	0.0%
Repairs & Maint	0.00	0.00	0.0%
Snow Removal	1,500.00	840.00	78.6%
Telephone	230.47	230.47	0.0%
Utilities	1,298.12	928.72	39.8%
<b>Total Expense</b>	27,341.27	19,314.08	41.6%
<b>Net Ordinary Income</b>	33,748.43	41,607.51	-18.9%
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
Additional Exp Approved by BOD			
Lawn Care	0.00	0.00	0.0%
Legal Fees	0.00	0.00	0.0%
Pond Maint	0.00	0.00	0.0%
Sidewalks	0.00	12,955.50	-100.0%
Wakarusa Wall	0.00	23,000.00	-100.0%
<b>Total Additional Exp Approved by BOD</b>	0.00	35,955.50	-100.0%
<b>Total Other Expense</b>	0.00	35,955.50	-100.0%
<b>Net Other Income</b>	0.00	-35,955.50	100.0%
<b>Net Income</b>	<b>33,748.43</b>	<b>5,652.01</b>	<b>497.1%</b>

**Westwood HOA, Inc**  
**Profit & Loss**  
**January through September 2021**

	Apr - Jun 21	Apr - Jun 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues/Fees Income</b>			
<b>Master Assessment Fees</b>	67,324.04	61,803.00	8.9%
<b>Total Dues/Fees Income</b>	67,324.04	61,803.00	8.9%
<b>Late Charge Income</b>	289.50	457.81	-36.8%
<b>Misc Income</b>	25.00	0.00	100.0%
<b>Transfer Fees</b>	1,750.00	1,000.00	75.0%
<b>Total Income</b>	69,388.54	63,260.81	9.7%
<b>Gross Profit</b>	69,388.54	63,260.81	9.7%
<b>Expense</b>			
<b>Accounting Fees</b>	2,275.00	1,680.00	35.4%
<b>Advertising &amp; Promotion</b>	0.00	0.00	0.0%
<b>Annual Report Fee</b>	40.00	0.00	100.0%
<b>Bank Service Charges</b>	4.55	23.15	-80.4%
<b>Communications/Meetings/Website</b>	503.88	215.84	133.5%
<b>Insurance Expense</b>	0.00	0.00	0.0%
<b>Interest Expense</b>	0.00	0.00	0.0%
<b>Irrigation Repairs</b>	1,057.25	0.00	100.0%
<b>Lawn Care</b>			
<b>Common Area Maintenance (SL&amp;L)</b>	3,973.78	0.00	100.0%
<b>Fertilizr/Chem/Tree Spray (SL&amp;L)</b>	1,651.44	435.01	279.6%
<b>Landscape Mo. Maintenance (LML)</b>	24,652.00	19,300.73	27.7%
<b>Mowing (SL&amp;L)</b>	3,745.00	5,232.92	-28.4%
<b>Total Lawn Care</b>	34,022.22	24,968.66	36.3%
<b>Legal Fees</b>	2,819.00	621.00	354.0%
<b>Lighting Maint</b>	362.06	1,605.17	-77.4%
<b>Management Fees</b>	7,650.00	6,912.00	10.7%
<b>Pond Maintenance &amp; Algae Contro</b>	1,688.51	2,112.80	-20.1%
<b>Pool Maintenance (MW Pools)</b>	4,897.81	22,889.10	-78.6%
<b>Postage/Office Supplies</b>	386.74	43.65	786.0%
<b>Property Taxes</b>	0.00	0.00	0.0%
<b>Repairs &amp; Maint</b>	72.61	715.13	-89.9%
<b>Snow Removal</b>	0.00	0.00	0.0%
<b>Telephone</b>	225.00	230.47	-2.4%
<b>Utilities</b>	2,885.62	1,825.87	58.0%
<b>Total Expense</b>	58,890.25	63,842.84	-7.8%
<b>Net Ordinary Income</b>	10,498.29	-582.03	1,903.7%
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
<b>Additional Exp Approved by BOD</b>			
<b>Lawn Care</b>	0.00	0.00	0.0%
<b>Legal Fees</b>	0.00	0.00	0.0%
<b>Pond Maint</b>	0.00	9,125.10	-100.0%
<b>Sidewalks</b>	0.00	0.00	0.0%
<b>Wakarusa Wall</b>	0.00	0.00	0.0%
<b>Total Additional Exp Approved by BOD</b>	0.00	9,125.10	-100.0%
<b>Total Other Expense</b>	0.00	9,125.10	-100.0%
<b>Net Other Income</b>	0.00	-9,125.10	100.0%
<b>Net Income</b>	<b>10,498.29</b>	<b>-9,707.13</b>	<b>208.2%</b>

**Westwood HOA, Inc**  
**Profit & Loss**  
**January through September 2021**

	Jul - Sep 21	Jul - Sep 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues/Fees Income</b>			
<b>Master Assessment Fees</b>	65,232.18	63,151.66	3.3%
<b>Total Dues/Fees Income</b>	65,232.18	63,151.66	3.3%
<b>Late Charge Income</b>	453.50	338.23	34.1%
<b>Misc Income</b>	50.00	0.00	100.0%
<b>Transfer Fees</b>	750.00	3,250.00	-76.9%
<b>Total Income</b>	66,485.68	66,739.89	-0.4%
<b>Gross Profit</b>	66,485.68	66,739.89	-0.4%
<b>Expense</b>			
<b>Accounting Fees</b>	2,100.00	1,680.00	25.0%
<b>Advertising &amp; Promotion</b>	47.52	0.00	100.0%
<b>Annual Report Fee</b>	0.00	0.00	0.0%
<b>Bank Service Charges</b>	8.40	5.25	60.0%
<b>Communications/Meetings/Website</b>	303.36	34.30	784.4%
<b>Insurance Expense</b>	0.00	2,854.00	-100.0%
<b>Interest Expense</b>	0.00	0.00	0.0%
<b>Irrigation Repairs</b>	0.00	0.00	0.0%
<b>Lawn Care</b>			
<b>Common Area Maintenance (SL&amp;L)</b>	0.00	4,207.08	-100.0%
<b>Fertilizr/Chem/Tree Spray (SL&amp;L)</b>	549.78	0.00	100.0%
<b>Landscape Mo. Maintenance (LML)</b>	6,662.00	15,067.47	-55.8%
<b>Mowing (SL&amp;L)</b>	4,634.85	0.00	100.0%
<b>Total Lawn Care</b>	11,846.63	19,274.55	-38.5%
<b>Legal Fees</b>	1,560.00	2,446.00	-36.2%
<b>Lighting Maint</b>	150.29	0.00	100.0%
<b>Management Fees</b>	7,751.25	7,201.00	7.6%
<b>Pond Maintenance &amp; Algae Contro</b>	1,132.34	1,222.81	-7.4%
<b>Pool Maintenance (MW Pools)</b>	9,322.90	8,557.38	9.0%
<b>Postage/Office Supplies</b>	164.33	45.95	257.6%
<b>Property Taxes</b>	0.00	324.36	-100.0%
<b>Repairs &amp; Maint</b>	500.00	0.00	100.0%
<b>Snow Removal</b>	0.00	0.00	0.0%
<b>Telephone</b>	197.52	225.00	-12.2%
<b>Utilities</b>	6,773.09	8,297.90	-18.4%
<b>Total Expense</b>	41,857.63	52,168.50	-19.8%
<b>Net Ordinary Income</b>	24,628.05	14,571.39	69.0%
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
<b>Additional Exp Approved by BOD</b>			
<b>Lawn Care</b>	0.00	3,710.00	-100.0%
<b>Legal Fees</b>	0.00	1,222.50	-100.0%
<b>Pond Maint</b>	0.00	0.00	0.0%
<b>Sidewalks</b>	0.00	0.00	0.0%
<b>Wakarusa Wall</b>	0.00	4,582.50	-100.0%
<b>Total Additional Exp Approved by BOD</b>	0.00	9,515.00	-100.0%
<b>Total Other Expense</b>	0.00	9,515.00	-100.0%
<b>Net Other Income</b>	0.00	-9,515.00	100.0%
<b>Net Income</b>	<b>24,628.05</b>	<b>5,056.39</b>	<b>387.1%</b>

**Westwood HOA, Inc**  
**Profit & Loss**  
**January through September 2021**

	TOTAL		
	Jan - Sep 21	Jan - Sep 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Dues/Fees Income</b>			
<b>Master Assessment Fees</b>	192,636.28	185,444.56	3.9%
<b>Total Dues/Fees Income</b>	192,636.28	185,444.56	3.9%
<b>Late Charge Income</b>	1,252.64	977.73	28.1%
<b>Misc Income</b>	75.00	0.00	100.0%
<b>Transfer Fees</b>	3,000.00	4,500.00	-33.3%
<b>Total Income</b>	196,963.92	190,922.29	3.2%
<b>Gross Profit</b>	196,963.92	190,922.29	3.2%
<b>Expense</b>			
<b>Accounting Fees</b>	6,375.00	5,040.00	26.5%
<b>Advertising &amp; Promotion</b>	47.52	0.00	100.0%
<b>Annual Report Fee</b>	40.00	40.00	0.0%
<b>Bank Service Charges</b>	25.90	31.55	-17.9%
<b>Communications/Meetings/Website</b>	856.38	297.13	188.2%
<b>Insurance Expense</b>	0.00	4,958.00	-100.0%
<b>Interest Expense</b>	197.84	0.00	100.0%
<b>Irrigation Repairs</b>	1,057.25	0.00	100.0%
<b>Lawn Care</b>			
<b>Common Area Maintenance (SL&amp;L)</b>	4,588.79	4,507.08	1.8%
<b>Fertilizr/Chem/Tree Spray (SL&amp;L)</b>	2,499.85	435.01	474.7%
<b>Landscape Mo. Maintenance (LML)</b>	42,178.50	38,622.70	9.2%
<b>Mowing (SL&amp;L)</b>	8,379.85	5,232.92	60.1%
<b>Total Lawn Care</b>	57,646.99	48,797.71	18.1%
<b>Legal Fees</b>	4,654.00	4,142.00	12.4%
<b>Lighting Maint</b>	1,043.04	2,010.95	-48.1%
<b>Management Fees</b>	22,747.25	20,973.00	8.5%
<b>Pond Maintenance &amp; Algae Contro</b>	4,887.02	3,847.13	27.0%
<b>Pool Maintenance (MW Pools)</b>	14,220.71	31,446.48	-54.8%
<b>Postage/Office Supplies</b>	607.82	123.55	392.0%
<b>Property Taxes</b>	0.00	324.36	-100.0%
<b>Repairs &amp; Maint</b>	572.61	715.13	-19.9%
<b>Snow Removal</b>	1,500.00	840.00	78.6%
<b>Telephone</b>	652.99	685.94	-4.8%
<b>Utilities</b>	10,956.83	11,052.49	-0.9%
<b>Total Expense</b>	128,089.15	135,325.42	-5.4%
<b>Net Ordinary Income</b>	68,874.77	55,596.87	23.9%
<b>Other Income/Expense</b>			
<b>Other Expense</b>			
<b>Additional Exp Approved by BOD</b>			
<b>Lawn Care</b>	0.00	3,710.00	-100.0%
<b>Legal Fees</b>	0.00	1,222.50	-100.0%
<b>Pond Maint</b>	0.00	9,125.10	-100.0%
<b>Sidewalks</b>	0.00	12,955.50	-100.0%
<b>Wakarusa Wall</b>	0.00	27,582.50	-100.0%
<b>Total Additional Exp Approved by BOD</b>	0.00	54,595.60	-100.0%
<b>Total Other Expense</b>	0.00	54,595.60	-100.0%
<b>Net Other Income</b>	0.00	-54,595.60	100.0%
<b>Net Income</b>	<b>68,874.77</b>	<b>1,001.27</b>	<b>6,778.7%</b>