

Burnt Store Isles Association Board of Directors Meeting (Final/Approved)

Zoom Conference Call

April 9, 2021

Called to Order 9:00 a.m.

1 PUNTA GORDA POLICE DEPARTMENT, BY CHIEF PAM DAVIS

Topic Areas Shared by Chief Davis for This Past Month:

Vehicle Burglaries – BSI had one attempted auto burglary that was recently thwarted due to the vehicle being locked. This was the same night that a number of attempts were recorded as taking place in PGI. Chief Davis indicated that BSI residents are doing a great job in safeguarding against these attempted auto burglaries by making it a habit to lock their car doors.

Scams – As reported in prior months’ minutes, scams continue to be a big issue for Punta Gorda residents.

Patrols - There were 84 police directive patrols in BSI by the Punta Gorda Police Department that took place this past month.

Traffic Details – 17 traffic stops took place in conjunction with the Punta Gorda Police Department’s performing traffic details on Tripoli.

Updates on Events Taking Place Through the Punta Gorda Police Department – Chief Davis reminded the Board and BSIA members of the ability to keep current on police activity (up to 30 days history) through logging onto the <https://p2c.ci.punta-gorda.fl.us/> web site, and by clicking on the “Event Search” key, enabling a search of Accidents, Arrests, Incidents, Traffic Stops, and Ordinances by filtering with date, name, and geographic location detail/criteria. This site is designed for Punta Gorda citizens to take advantage of the Department’s online services portal to search for public safety incidents and arrests, obtain copies of crash reports, and access other useful information.

Updates on Punta Gorda Police Department Social Media Events – Chief Davis also wanted to be sure to inform the Board and BSIA members of the ability to search on the Police Department’s social media news that is posted on Face Book, Instagram, Twitter and News/Press Releases, by simply logging onto the Department’s <https://pgpdfnews.com/> web site. Also BSIA members can sign up at this site for email notification of upcoming press-releases.

Neighborhood Watch Information being posted on Next-Door – C.J. asked about the opportunity for the Punta Gorda Police Department to post on Next Door, in addition to what the Department now does using its two above referenced web sites. Chief Davis indicated that this is a possibility, but there wouldn’t be an opportunity for the Police Department to reply to Next Door readers’ comments – and that she would look into this as a further option in disseminating information to the public, in a possible weekly press release format.

Tag-License Plate Reader Cameras - C.J. asked Chief Davis if it could help the Police Department for BSIA to purchase and install tag reader cameras at the BSI monuments, to which Chief Davis said more research/study would need to be done as it could be beneficial but there are associated costs and technical details that would have to be addressed to enable the Police Department to have the ability to access the information as needed.

Code Violation Photographs – Richard Bevak (BSI resident and meeting guest) asked Chief Davis if its permissible for an officer to take photos from the canal, in addressing a possible code violation or deed restriction, to which Chief Davis said that if a code violation is reported, and with the direction of the City’s Code Compliance Department, the officer could take a photo, and or the Police Department can facilitate, if it’s requested by a code compliance officer to go out on a marine police vessel to look at the possible code violation. Chief Davis said that code issues go to the Code Compliance Department first, and thereafter the Code Compliance Department in turn would contact the Police Department, if further support is needed.

Drone Use by Realtors – Donna asked Chief Davis if a realtor, or similar party, uses a drone, does the party using the drone need to have a permit or does it need to be reported, as several neighbors indicated to Donna that drones were hovering over their lanais. In reply, Chief Davis said that real estate agents usually have certificates for use, and if someone does identify a drone hovering over their residence, they should call the Police Department, and in turn the Department will contact the Realtor to further handle the issue.

2 CITY COUNCIL MEMBER DISTRICT 5, NANCY PRAFKE

Bill C. indicated that Nancy reached out to him earlier noting that she may not be able to attend the meeting, and if she was able to break free from her other commitment, she would attend later.

3 ROLL CALL

Officers Present

Bill Courtney, President
Faith Ferris, Vice President – Not able to attend today’s meeting
Bill Page, Treasurer
Dave De Gerome, Secretary

Directors Present

Rick Allen, Community Standards
Jenny Anderson, E Communications
Joe Meyer, Legal Liaison – Not able to attend today’s meeting
Ken Williams, Membership
CJ Metcalfe, Neighborhood Security
Tom Tomaszewski, Neighborhood Security
Mary Boeringer, Planning
Donna Nowak, Social
Mary Ann Gilroy, Special Projects – Not able to attend today’s meeting

Ian Milne, Past President – Not able to attend today’s meeting

Others Present

Genny Ramachandran, Newsletter – Not able to attend today’s meeting
Janice Kelly, Directory – Not able to attend today’s meeting

Guest – Bob Fritz

Guest – Richard Bevak

A quorum has been established.

4 REVIEW AND APPROVE BOARD MEETING MINUTES

C.J. moved, seconded by Bill P., to approve the minutes dated March 5, 2021. Motion carried.

5 OFFICER’S REPORTS

President – Bill Courtney

C.J.’s Departure from the Board – Bill C. highlighted C.J.’s departure from the Board due to other conflicting service work and initiatives for which she is involved. Bill commended C.J. for her dedication and hard work on behalf of BSIA and for finding a person to fill her role until the next officer election. That person is Tom Tomaszewski, who has an extensive background in criminal justice and security at national, regional, and local levels.

Signs, Flags, Unacceptable Speech, Acceptable Speech – Bill C. noted that he received a complaint from a BSI resident about a flag flying in a property’s back yard, which was deemed inappropriate by the person who reached out to Bill C. Unfortunately at present, there is nothing that can be done to address/consider the basis of the matter, but this situation and other similar matters pertaining to sign/flag content will hopefully be able to be addressed upon completion of present work-in-progress by Nancy Prafke, City Council, and the City Attorney, which will draft sign ordinance language covering obscenity, profanity and similar.

Lewis Maguire Homes – Construction – Bill C. said that he was contacted by Lewis Maguire Homes, who is presently building a single story family residence on Monaco near Walgreens, and the builder informed Bill C. that they are now wanting to start the construction phase for a second single story family residence near the corner of Tripoli and Monaco (which is also part of their purchased development properties in that area).

Vice President – Faith Ferris

Faith, was not able to attend meeting, and had indicated to Bill C. there was nothing new to report.

Treasurer - Bill Page

New Construction – Bill P. asked in the interim, with much new build construction taking place, should information and questions pertaining to new construction go to Bill C., to which Bill C. said “affirmative”, in Faith’s temporary absence, questions, matters, and issues regarding new builds should go to him for handling.

Financial Highlights – Bill P. indicated that this month he attached to his standard financial report, a second report, designed to provide further relevant information to non-financial readers, noting particular areas/income statement accounts he believes are important to understand, because of their present under-budget and over-budget potentials, and to then use this report as a means to proactively address these accounts.

In Review of Income/Expense Projections by Individual Line Item, Bill P. Noted:

Income:

Member Dues - 16 New Memberships and/or Renewals are needed to keep in line with budget. This account is impacted negatively this particular year because people are using PayPal more often now, for which there is an associated fee charged BSIA by PayPal. 60% of people are paying by PayPal. Bill P. said that this 16 is attainable.

New Construction - 8 more New Builds are needed to keep with budget. Bill P. indicated that this too can be attained.

Directory Ads – We are falling short by \$892 dollars this year, of which \$200 of the \$892 is due to income for this year’s advertising (for this year’s directory), was previously received last year, and was thus applied last year as income vs. in this year as income.

News Letter Ads – We are \$575 short and typically we don’t receive more newsletter ad income after the first newsletter distribution (based on Bill P.’s observation over the past 3 years).

Interest Income – Has become slashed in half. Initially CDs were at 2.25%, and then when renewed the 1st time it went down to 1.7%, and for this year’s budget Bill P. budgeted a 1.00% interest rate. Plus, later when the actual interest rates were provided and posted it was only at 0.40% (which Bill P. said he checked and this 0.40% is a competitive rate, but much less than originally anticipated).

A 2021 COVID Hedge – Was built into the 2021 budget because of anticipation that new-members would be less than normal, and that new-builds would fall back, for which neither of these situations happened, resulting in a positive \$1,250 increase over budget.

Income Overall – Due to the above listed variances combined, Bill noted that we are short around \$467 when comparing Actual Income to Budget

Expenses:

Directory – Came in around \$298 favorable with actual expense less than budget, and this offsets the above noted Ads Income deficiency of \$575 – e.g. - There was less Advertising by business participants (thus less income for BSIA) and thus less pages needed in the directory for their ads (thus less expense for BSIA).

Newsletter – We budgeted \$1,100 for 1st and 2nd newsletter, and \$1,700 for the 3rd newsletter. When the 1st newsletter came out, due to the use of color, we were \$393 over in expense. Bill P.

said we need to be very careful in this area because we could quickly lose more here if activities in this account are not closely watched.

Legal Reserve – We spent to date all of our budget, except for \$200, but we also have a \$1,000 legal reserve to use for the balance of the year as necessary. This was the same practice followed last year. Bill P. said we need to remain diligent and only make use of legal resources for those pertinent issues we really need to know.

Discussion of Possible Income and Expense Offsets – To help remedy the shortfalls Bill P. noted above, the Board then discussed possible avenues to consider including:

Dues – Jenny asked about the potential to raise dues to something higher than the present \$40, even if by just a couple of dollars. Bill C. noted we lose \$1.50 for each dues payment that is made by credit card. Bill C. said we need to track back to see when the last increase took place to which Bill P. thought it might have been in 2018 that it went from \$30 to \$40, and before that it was \$25. Bill P. said that he would personally pay an increase, and at same time believes the Board needs to generate membership and cover costs by volume (as he noted was historically done) vs. by price. Mary suggested possibly charging an additional fee to those who want to use PayPal for payment of their membership dues (vs. by check), but Bill P. said that there may be issues in doing this because of the merchant agreement with PayPal – Bill P. said too though that there is the potential, since PayPal does not collect checks on BSIA's behalf, to simply in the future list two separate membership due amounts for people to select from – e.g. those that want to use PayPal and those who want to instead pay by check). For the new 2022 year, Bill C. suggested looking closer at charging \$42 for residents wanting to use PayPal and \$40 for those who pay by check. In conclusion, and before a decision is made, it was agreed to continue over the next few meetings to have further in-depth discussions on both the possibility of raising (or not) membership dues, and/or charging a slightly higher fee for dues paid via PayPal.

Printed News Letters – Donna raised and the Board discussed the option of reducing the present number of printed newsletters down from 3 to 2. Bill C. and Bill P. both though noted the importance of still sending out hardcopy because it is key to get out in front of and inform BSIA members as much as possible. Richard Bevak asked, regarding email newsletters, is it possible to see who is reading them and who isn't (to help determine need for periodic hardcopy), to which Jenny said that this is possible through the program we use. Historically this program shows around 60% of email newsletter recipients open and read it. Bill C. said in the past it was a practice at times to mail this hardcopy newsletter to all residents of BSI regardless of BSIA membership or not, so as to get further exposure. Plus, the Fall Season hardcopy newsletter issue is regularly used to announce the Annual Meeting (as required as the formal publication method to publicize the time, date, etc. of BSIA's Annual Meeting).

New Construction – Bill C. said that based on his conversation with Lewis Maguire Homes, and other construction starts he sees, he is fairly confident that we can make up the 8 more builds needed.

Shredder Day – Ken suggested raising the fee for non-members up to \$40 from the present \$20 fee. Bill P. agreed with Ken and said this is a possibility for next Year. Bill P. said we could also use this as a positive communication with the membership application, noting as a membership benefit, that shredding is free for members vs. \$40 for non-members.

In conclusion, Bill C. suggested that the Board take these above noted areas, along with any other financial areas having variance impacts (as part of wanting to proactively addressing actual vs.

budget Income variances) and continue considering further courses of actions that the Board can take.

Secretary – Dave De Gerome

Dave had nothing new to report.

6 OLD BUSINESS

Sherwin-Williams Exterior Colors Registry - Update – Bill C. said he had a conversation with Sherwin-Williams in establishing for BSIA a registry on their web site, and as a result:

- BSIA now has an account for which BSIA members, once the program is approved and finalized, will enable them to receive anywhere from a 30-35-40% discount on paint.
- This site, once operational, will also enable members to select suggested colors, including, and in line with, colors previously chosen by residents.
- The Sherwin-Williams web site will also record and accumulate for Community Standards, and BSIA members, a track of all of the colors selected, and show what's characteristic and representative of the neighborhood.

Bill C. is continuing to work with Sherwin-Williams before a roll-out would take place.

This Sherwin-Williams program is another benefit of BSIA membership.

7 NEW BUSINESS

Annual Membership Meeting and Timing

Bill C. said he wanted to raise with the Board both:

- Holding (or not) the Annual Membership Meeting In-person this Year? (Due to COVID)
- Timing of the Annual Membership Meeting and Location?

Due to possible “timing availability” constraints BSIA might face with facilities where the Annual Meeting could be held, Bill C. proactively reached out to the Punta Gorda Civic Association and found that November 1st was available for BSIA's use, as was the Friday before Thanksgiving, so Bill C. placed a temporary “hold” for BSIA on November 1st, as an optional location and time.

C.J. raised the possibility of holding the Annual Membership Meeting at the Military Heritage Museum having a 247 seat theatre, with parking, and close proximity for travelers.

Bill P. agreed that we should evaluate when is it appropriate to start/make use of face- to-face events, and that he like C.J.'s idea on possibly holding the Annual Membership Meeting at the Military Heritage Museum, because it helps support a very fine nonprofit entity within the local community.

Bill C. asked Donna for her input as to if she felt, based on her involvement and review of social planning and events, is the time right, or getting closer, for holding face-to-face events due to COVID, to which

Donna said that indoor events are still questionable, but outside held events are opening, but with need for proper protocol to be in place by each facility holding outside events. Donna said that by November, the situation with face-to-face meetings may be better and there is a need to just closely watch.

Bill C. said that the sense he's getting from the Board is that indoor face-to-face meetings may be questionable, but outdoor events may be a possibility, and that we as a Board should continue to further review.

Bill C. said as a take away he will reach out to Burnt Store Presbyterian, the Military Heritage Museum, and continue conversation with the Punta Gorda Civic Association, regarding availability, their plans for indoor events, COVID protocol followed, etc., and then get back to the Board for the Board's review in planning the next Annual Membership Meeting.

BSIA News Letter Production Schedule

Bill C. indicated that Genny sent out a News Letter Production Schedule with April 15th being the deadline for articles to be submitted, and with June 1st being the newsletter mailing date (with newsletter to be in a black and white format). Then after this June 1st mailing, the next printed BSIA News Letter is targeted to be out on October 15th, and include information on the BSIA Annual Meeting.

Several people, including Bill P. and Ken, indicated they unfortunately did not receive the production schedule, and in turn Bill C. said that he'll resend it.

Bill P. said that someone on the Board needs to be involved with the hard/print copy newsletter in order to help manage from a budget prospective the number of pages being produced. Bill C. asked Dave if he could work on it, but unfortunately Dave noted that he is running lean due to his responsibility to an additional organization that requires his time, involvement, and travel to Pennsylvania each month. Bill C. said he'll talk with Janice who has coordinated with Genny on the Newsletter, and along with Bill P. and Janice, can work on helping to assure the printed newsletter stays in budget.

Bill C. closed this topic by reminding everyone on the Board that their article submission date is April 15th for the June 1st newsletter mailing.

Mailing to BSI Residents Regarding Deed Restrictions

Bill C. noted the Board's prior discussions and interest in wanting to notify BSI residents in a positive way of BSI's existing deed restrictions, including how these restrictions provide BSI residents a positive basis in support of home values.

Bill C. then provided examples of the various methods followed in the past, including, for example: A single folded sheet referencing the restrictions was mailed to residents; A booklet was attached to one of the printed newsletters sent to BSI residents, accompanied by a letter from the BSIA association.

As background, Bill C. noted that with the deed restrictions being posted on the web, and this notification initiative possibly being somewhat expensive, his initial thoughts were to generate a post card, or a single sheet, mailing to the BSI residents reminding them of the restrictions and directing them to the particular restrictions section on the BSIA web site. Bill P. indicated that if this initiative is done in a mailing form, and the piece is under an ounce, using 1st class mail, the cost would be around \$700 for postage.

In consideration of cost, C.J. raised possibly of only sending the mailing to nonmembers of BSIA to which it was pointed out that unfortunately new residents, who are BSIA members, also may not be totally familiar with the restrictions, and thus, for the savings difference, it might not be a best course. Rick said that whenever he reviews an application for a residency's architectural change, he checks to see if the resident is a member (or not) of BSIA, and in summary to date, he has not noticed any correlation between non-members not following deed restrictions more than BSIA members.

Bill C. raised and asked if it would be helpful to instead send the actual list of restrictions vs. just sending a reminder postcard that references the restrictions on the web. In reply, Donna said she supports the method of sending a post card that refers the reader to the web based restrictions, and she followed providing background that in today's world, many institutions, providers, and vendors make it a standard cost savings practice to refer people to their web site for more detail on their topics of interest, vs. spending on expensive detailed booklet/publication mailings.

Richard Bevak, in an effort to try and help save cost, raised the possibility of asking volunteers to deliver the deed restriction information vs. mailing, to which offsetting negative implications were stated by others including the issues of possible trespassing, going against postal regulations, leaving un-retrieved pamphlets at residents' doors, non-full time BSI residents not being able to receive the information if they are not here when the distribution takes place, and more.

Dave affirmed with Bill P. that the cost would be about \$700 for a first class card mailing, and offered another possible solution to raise the needed funds. Bill C. to talk more with Dave on this suggestion.

Bill C. suggested that Buffalo Graphics, who BSIA has used before, can be an excellent resource to generate the card mailing, using our BSIA data base information. Also, as another production efficiency and cost savings avenue besides Buffalo Graphics, Ken followed suggesting to consider Every Door Direct Mail, through the Post Office Web Site.

Bill C. noted, with this post card to BSI residents, the Board's interest in wanting in a positive way to share/remind them of BSI's deed restrictions' basis and history, their purposes, and how they really are there to benefit each and all residents.

8 DIRECTORS' REPORTS

Community Standards – Rick Allen

Architectural Change Applications for the Month – Included 10 applications for architectural changes, along with 10 approvals. As to a breakdown, this included 2 window replacements, 1 driveway repaint, 6 exterior repaints, 1 motorized hurricane shutter installation.

Other Standards Issues Worked On with Residents – During the month, Rick also worked with residents on deed restriction interpretations pertaining to walkways, rentals, fences, awnings, swale retrenching, and hurricane shutters. Rick also noted his working with both Bill C. and Joe pertaining to an issue with the content of a resident's flag pole

Comcast Communication Poles Update – Rick provided an update of his ongoing work and communication with Comcast pertaining to Comcast's need to address cable wires that don't meet code on 190 of the poles in BSI. Rick said that Comcast has advised him that most of the items they

need to address on these 190 poles will be remediated by April 16, and the balance of the work will be completed by the end of April, 2021 – Comcast is completing its work 12 to 20 poles at a time. Bill P. affirmed that he saw Comcast working on about a dozen of the poles last Saturday.

Communication – Jenny Anderson

Contact Information and Email for Tom Tomaszewski – Jenny welcomed Tom and requested Tom’s contact information. She also shared with Tom how the email system operates for communications with other Board Members.

Membership Renewals and Changes - Information Request – In continuing to further streamline communication correspondence initiatives, Jenny requested Ken and Bill P. forward her any contact information they may receive for membership renewals and changes. Jenny noted that this step would be a positive alternative to having to rerun the data base each time for ongoing email initiatives.

Legal Liaison – Joe Meyer

Joe had a conflict and was not able to attend today’s meeting.

Membership – Ken Williams

Membership – Ken noted that BSIA has 5 new members and 495 paid members since the last 3/5/21 Board Meeting.

BSIA Residents Who Have Not Renewed for 2021 – As a follow up to the last 2/5/21 and 3/5/21 Board Meetings, Ken noted an additional half dozen of renewals that resulted from Jenny’s recent personable email reminder.

Updated New Construction Membership Application and Procedure – Bill C. relayed to the Board the slight modification/update to both the current new construction procedure and application followed/used by the Architectural Committee (for which as part of the \$250 fee paid by the builder, \$40 of it goes toward the new construction resident’s initial BSIA membership). This modification includes an introductory paragraph welcoming the new resident to BSI, asking them to fill out the application, and to send it in to BSIA listing their appropriate membership information. This welcoming membership application will be sent to the homeowner by the VP/Faith at the time the construction application receives final-approval from the Architectural Committee.

Neighborhood Security – CJ Metcalfe

C.J.s Stepping Down from the BSIA Board – C.J. announced her need to step down from the Board for the balance of her term – through the end of this year, due to a number of initiatives for which she is presently involved.

Filling C.J.s Neighborhood Security Position – Tom Tomaszewski- C.J. introduced a gentleman, Tom Tomaszewski, a full time resident of BSI, to temporarily fill her position until the Neighborhood Security Director Position election for the new year takes place.

Tom's Introduction - Tom introduced himself to the Board and has an extensive background in criminal justice. His work includes having an extensive career holding high profile senior director positions in the criminal justice and cyber security fields at national, regional and local levels, along with being a retired navy captain. Bill C. asked if the Board had any questions for Tom and the Board at present had no further questions.

Motion Made for Tom Tomaszewski as Acting Security Director - In line with C.J.s planned departure from the Board due to the number of initiatives she's involved with, the resulting need to fill the Security Director role, Tom Tomaszewski being identified by C.J. as a viable interim acting Director candidate, and after Tom Tomaszewski made an introduction to the Board, a motion was made by C.J. and seconded by Jenny for Tom Tomaszewski to be approved as the acting security director through the end of this calendar year, until such time as there is a ballot election for the new term - 2 year held office. All of the Board agreed affirmatively and the motion passed.

Thank You to C.J. – Bill C. and the Board expressed their sincere thanks to C.J. for all of her work performed in servicing both BSI and BSIA, noting that she has been a power house in supporting the BSI community!

Planning – Mary Boeringer

Mary had nothing new to report.

Social –Donna Nowak

Charlotte Harbor Environmental Center – Donna expressed that she is presently communicating with Stephanie Courtney regarding possibly scheduling an event at the Charlotte Harbor Environmental Center.

July 4th Luncheon with the Boat Club – Donna said she's in process of exploring with the Boat Club to hold a July 4th Luncheon (as was done in 2019, and had hoped to do in 2020 before COVID). The event would be held at the Captain's Table, in an open air environment and widely spaced format.

Social Hour Joint Mixer with the Boat Club – Bill P. asked about continuing to hold off, or not, promotion of the Social Hour with the Boat Club. After discussion, including covering if there were options in seating, tables, and ability or not to use outside facilities for the mixer, it was decided to continue for this next month to hold off noting the mixer in the newsletter.

Special Projects - Mary Ann Gilroy

Mary Ann had a conflict today and, in her absence, Bill C. provided the following:

Monument Landscaping – Bill C. reminded the Board to be sure and view the monument landscaping at the corner of Madrid and Tripoli, and noted that Tim Towles along with his company, Towles Construction, did a very nice job in repairing a small section of the monument and then completely repainting it at no cost. Bill C. thanked Mary Ann for her work on the project and to Stephanie Courtney for her landscape design. The landscaping will be kept at a low height so as to not impede the traffic view.

2021 Shredder Day – Donna asked when volunteers should be at the event and Bill C. said volunteers should be there at 8:30 AM, with the event starting 9:00 AM and lasting until 12PM.

Past President – Ian Milne

Due to a conflict, Ian was not able to attend the meeting.

9 PUBLISHER REPORTS

Newsletter – Genny Ramachandran

Noting at this time to report as, due to a conflict, Genny was not able to attend the meeting.

Directory – Janice Kelley

Noting at this time to report as, due to a conflict, Janice was not able to attend the meeting

10 GUEST COMMENTS

Deed Restrictions and/or City Ordinance Regarding the Rear Part of the Residence – Richard Bevak indicated that due to an alleged violation he noted with a residence pool being drained into the canal, he questioned if it was a deed restriction matter, and in turn Bill C. noted that it is not a BSI deed restriction issue, but would be a city ordinance code approval matter.

11 ADJOURN

Bill P. moved, seconded by Donna to adjourn the meeting. Motion carried. Meeting adjourned at 10:34 AM.

The next Board Meeting planned to be held on May 7th

Respectfully submitted by Dave De Gerome, Secretary

Burnt Store Isles Association, Inc
Burnt Store Isles Association
Custom Income Statement 4
Jan 2021, Feb 2021
Options: Activity Only

FINANCIAL ROW	ACTUAL	BUDGET	VARIANCE
Ordinary Income/Expense			
Income			
4100 - Membership Dues	\$18,786.50	\$20,026.00	\$1,227.50
4200 - New Construction Fees	\$1,600.00	\$3,750.00	\$2,250.00
4300 - Directory Ads	\$1,415.00	\$2,307.00	\$992.00
4350 - Newsletter Ads	\$925.00	\$1,500.00	\$575.00
4400 - Interest Income	\$2.07	\$500.00	\$497.93
4310 - Misc. Income	\$55.00	\$0.00	\$55.00
4900 - Income Hedge	\$0.00	-\$1,250.00	\$1,250.00
Total - Income	\$22,695.57	\$26,833.00	\$4,137.43
Gross Profit	\$22,695.57	\$26,833.00	\$4,137.43
Expense			
6100 - Landscaping Reserve	\$0.00	\$1,000.00	\$1,000.00
6150 - Landscaping/Property Mgmt	\$1,156.00	\$1,186.00	\$30.00
6300 - Directory Preparation	\$781.69	\$1,050.00	\$268.31
6350 - Newsletter Preparation	\$6.00	\$3,900.00	\$3,900.00
6400 - Legal Fees	\$0.00	\$1,500.00	\$1,500.00
6410 - Attorney Fees Reserves	\$0.00	\$1,003.00	\$1,003.00
6420 - Liability Insurance	\$2,807.00	\$2,900.00	\$298.00
6500 - Donation Given	\$0.00	\$750.00	\$750.00
6520 - Badges	\$24.08	\$0.00	-\$24.08
6700 - Events Member Paid	\$0.00	\$200.00	\$200.00
6730 - Storage Unit Rent	\$80.95	\$80.00	\$5.95
6750 - PO Box Rental	\$100.00	\$200.00	\$100.00
6780 - Postage and Delivery	\$111.07	\$500.00	\$388.93
6770 - Safe deposit Rent	\$0.00	\$100.00	\$100.00
6800 - Software	\$0.00	\$330.00	\$330.00
6830 - State Fees	\$0.00	\$56.00	\$56.00
6900 - Misc. Expense	\$654.84	\$1,000.00	\$345.08
6910 - Office Supplies	\$84.00	\$300.00	\$216.00
6920 - Surveillance Cameras	\$74.15	\$750.00	\$675.85
6930 - Meeting Room Rent	\$0.00	\$630.00	\$630.00
6940 - Shredder Day	\$0.00	\$400.00	\$400.00
6950 - Hanners	\$0.00	\$250.00	\$250.00
Total - Expense	\$5,590.88	\$17,680.00	\$12,089.12
Net Ordinary Income	\$17,104.69	\$9,173.00	\$7,931.69
Net Income	\$17,104.69	\$9,173.00	\$7,931.69

OPERATING ACCT. \$26,645 C.D.1 \$20,552
 MONEY MARKET \$11,204 C.D.2 \$10,276
 C.D.3 \$10,276

BSIA MARCH 2021 YTD BUDGET DEVIATION

INCOME:

Member Dues - Need 16 more new/renewals to make budget. OK

New Construction - Need 8 more new builds to make budget. OK

Directory Ads (892)

Newsletter Ads (575)

Interest Income (250)

2021 Covid Hedge 1,250

Income Projection (467)

EXPENSES:

Directory 298

Newsletters (393)

Legal - 2021 budget has 200 left. Reserves 1,000

Expense Projection (95)

Total Projected Deviation (562)