**The Trails HOA**
**2021 Approved Budget**
**January 1, 2021 - December 31, 2021**

| ACCOUNT DESCRIPTION | 2020 Budget | 2021 Budget |
|---|---|---|
| **INCOME** | | |
| Assessment Income | $ 753,202 | $ 809,330 |
| Community Bldg Rental | 10,000 | 6,000 |
| RV Compound Rental | 10,200 | 12,050 |
| Pool Income / Passes | 1,000 | 1,000 |
| Pool Income / Swipe | 500 | 500 |
| **Total** | **$ 774,902** | **$ 828,880** |
| **OPERATING EXPENSES** | | |
| **Clubhouse** | | |
| Maint/Repairs | $ 12,500 | $ 15,000 |
| Housekeeping | 8,500 | 13,300 |
| Equip/Supplies | 10,000 | 10,000 |
| Pest Control/Termite Bond | 2,100 | 2,163 |
| Community Events | 4,500 | 4,500 |
| Trade Shows | 900 | 900 |
| **Total Clubhouse** | **$ 38,500** | **$ 45,863** |
| **Utilities** | | |
| Electric | $ 20,000 | $ 20,000 |
| Water/Sewer | 2,000 | 2,050 |
| Waste Disposal | 6,000 | 6,000 |
| **Total Utilities** | **$ 28,000** | **$ 28,050** |
| **Grounds** | | |
| Grounds Contract | $ 236,100 | $ 265,057 |
| Grounds Miscellaneous | 17,425 | 17,425 |
| Supplies/Mulch | 15,000 | 12,000 |
| Signs | 3,500 | 3,500 |
| Irrigation Repairs | 10,000 | 8,000 |
| Tree Removal | 18,000 | 18,000 |
| Retention Areas | 7,500 | 6,850 |
| Seasonal Decorations | 12,000 | 12,000 |
| Plant Replacement | 21,000 | 21,000 |
| **Total Grounds** | **$ 340,525** | **$ 363,832** |
| **Pool** | | |
| Pool Contract | $ 42,242 | $ 42,242 |
| Water Safety | 43,794 | 46,574 |
| Pool Chemicals | 9,850 | 11,050 |
| Pool Repairs/Supply | 4,000 | 3,500 |
| Pool Maintenance | 1,000 | 1,500 |
| **Total Pool** | **$ 100,886** | **$ 104,866** |
| **Administrative** | | |
| Management Fees | $ 41,580 | 41,580 |
| Newsletter | 6,000 | 6,250 |
| Audit Fees & Tax Prep | 5,795 | 5,000 |
| Legal Fees | 12,000 | 10,500 |
| Insurance | 28,325 | 28,325 |
| Supplies | 12,200 | 12,200 |
| Security Alarm | 700 | 700 |
| Cable/Internet/Phone | 3,170 | 4,050 |
| Onsite Management | 72,060 | 72,060 |
| UBR Report | 61 | 61 |
| Bad Debt | 11,400 | 16,500 |
| **Total Administrative** | **$ 193,291** | **$ 197,226** |
| **Reserves** | | |
| Unallocated | $ 73,700 | 89,043 |
| **Total Reserves** | **$ 73,700** | **$ 89,043** |
| **TOTAL OPERATING EXPENSES** | **$ 774,902** | **$ 828,880** |
| **NET INCOME/LOSS** | $ - | $ - |

| 2021 vs. 2020 Assessment Comparison | | | |
|---|---|---|---|
| Unit Type | 2021 Annual Assessment | 2019 Annual Assessment | 2021 vs. 2020 Incr/<dcr> |
| Lot | $ 818.00 | $ 760.00 | 58 |
| Unit Type | 2021 Quarterly Assessment | 2020 Quarterly Assessment | 2021 vs. 2020 Incr/<dcr> |
| Lot | $ 205.00 | $ 190.00 | 15 |