

THE ENCLAVE ASSOCIATION

FIRST QUARTER FINANCIAL STATEMENTS
CUMULATIVE FROM OCTOBER 1, 2021 THROUGH DECEMBER 31, 2021

Dear Board Members,

Year to date (YTD) through the first quarter of 2021-22, the Enclave Association is flat to budget.

Total Operating Income through quarter one was lower by \$182. Higher than budgeted interest on owner assessment delinquencies was offset by the loss of one employee renter for one month.

Utility costs were under budget by \$1,875 or 3.2%. Savings in Electric and Trash expenses were offset by higher than budgeted Gas costs of \$1,892. As anticipated, gas costs have risen significantly, resulting in an \$8,110 increase compared to this period last year. The annual rebate from Holy Cross Energy (electricity supplier) was \$40 less than last year. This rebate is for capital credits of the Electricity Co-Op.

Repairs and maintenance expenses related to Pest Control, Roof Repairs, Painting & Staining and Painting & Staining- Deferral were over budget by \$460, or 13.5%. This overage is a result of various painting projects performed during this period, including painting of the corner of the carport entrance and The Enclave front sign.

Service expenses related to Groundskeeping, Snow Removal, Custodial Services, Equipment Contracts, Window Cleaning and Chimney Cleaning were over budget by \$291, or .6%. Savings in Custodial Services were offset by higher than budgeted Groundskeeping and Equipment Service Contracts costs.

Professional Expenses related to Repairs & Maintenance – Contractors, Legal and Accounting/Audit were over budget by \$658, or 12.7%. This is result of a slight increase in maintenance work for the property being performed by outside contractors.

Office Expenses related to Direct Office Expense, Internet Support, Telephone Equipment, and Miscellaneous Expenses were over budget by \$1,735, or 52.7%. This overage is due to the installation of new high-speed internet fiber cables throughout the property, which required the housing of the installation team for eight days.

Administrative costs related to Depreciation, Directors' Expense, Management Fee, Insurance, Taxes, Vehicle Rental and Front Office Fee were on budget.

Pool Maintenance was on budget.

Supplies expenses including Firewood and general HOA Supplies were under budget by \$323, or 4%. Savings are a result of management of shelf stocks to keep inventory on hand as low as possible.

Labor Allocations of Repairs & Maintenance – Mgmt. Co. Staff was under budget by \$1,041, or 30.5%. Savings were a result of the continued efforts of management-to-line staff focus on proper line item labor classifications.

There were two delinquent owner assessment accounts at quarter one end. Management

contacted the delinquent owners, and the accounts are now paid in full. Interest on these delinquent accounts was charged at 1.5% compounded per month.

Management, after discussion with the HOA's auditor, has reclassified the unfunded soft costs related to the renovation/development project from the Operating to the Reserve Fund. The Reserve Fund (excluding the Arrival Center) amounted to \$510,520, and the Reserve Fund - Arrival Center amounted to \$108,988 as of December 31, 2021.

In order to obtain Town of Snowmass Village approval for the Enclave's proposed renovation/development project, the Board has approved expenditures for soft costs to be made from the Reserve Fund. Cumulative sunk costs through 12/31/21 for these efforts amount to \$866,062. Funding via approved assessments for Phase 1 and 2 and surplus transfers to date (including those approved in January 2019 and February 2021) amount to \$408,732 – leaving a present deficit for these efforts of \$457,330. This deficit is anticipated to be covered as a component of the HOA approved renovation/development project loan.

Rental performance was recently discussed in a separate Vacasa memo to the membership. Summary notes are as follows:

Winter 2021-2022 Enclave Average Daily Rate (ADR) is pacing at \$1,033 versus market of \$556. Paid occupancy of 39% trails market at 43%. ADR discounted by the occupancy % yields RENTPAN (REVPAR), with Enclave's result of \$405 exceeding market of \$241 - 68% superior performance to market.

THE ENCLAVE ASSOCIATION, INC.
Delinquent Owners Accounts Receivable as of 12/31/21

<u>Unit</u>	<u>Owner</u>	<u>Amount</u>	<u>Notes</u>
104	Raymond Losi	\$4,827.41	Paid on 1/3/22
205	Patricia C. Eldean Trust	\$10,083.43	Paid on 1/31/22

FINANCIAL STATEMENTS

Annual Budget - Comparative

Properties: The Enclave Association, Inc. Snowmass - P.O. Box 5441 360 Wood Rd. Snowmass Village, CO 81615

Period Basis: Calendar

As of: Dec 2021

Additional Account Types: None

Accounting Basis: Accrual

GL Account Map: COSV - The Enclave Association, Inc.

Level of Detail: Detail View

Account Name	YTD Actual	YTD Budget	YTD \$ Var.	YTD % Var.	Annual Budget	Account Number
Income						
Regular Assessments	287,165.49	287,165.42	0.07	0.00%	1,148,661.67	4000
Rental Income	3,400.00	3,900.00	-500.00	-12.82%	9,100.00	4100
Late Fees & Penalty Revenue	618.24	300.00	318.24	106.08%	1,000.00	4300
Total Operating Income	291,183.73	291,365.42	-181.69	-0.06%	1,158,761.67	
Expense						
UTILITIES EXPENSE						5000
Cable TV	5,924.40	6,080.59	156.19	2.57%	24,322.33	5001
Electric	10,187.52	14,100.00	3,912.48	27.75%	50,434.57	5003
Trash Collection	1,634.19	2,000.00	365.81	18.29%	5,666.67	5004
Water & Sewer	10,890.36	10,500.00	-390.36	-3.72%	45,635.26	5005
Telephone Service	946.03	669.51	-276.52	-41.30%	2,678.00	5006
Gas	26,792.33	24,900.00	-1,892.33	-7.60%	76,712.80	5007
Total UTILITIES EXPENSE	56,374.83	58,250.10	1,875.27	3.22%	205,449.63	
REPAIRS AND MAINTENANCE EXPENSE						5100
Painting & Staining	525.13	0.00	-525.13	0.00%	289.44	5104
Painting & Staining - Deferral	0.00	0.00	0.00	0.00%	7,807.12	5105
Pest Control	2,419.20	2,419.20	0.00	0.00%	2,503.87	5116
Roof Repairs	935.00	1,000.00	65.00	6.50%	15,220.20	5124
Total REPAIRS AND MAINTENANCE EXPENSE	3,879.33	3,419.20	-460.13	-13.46%	25,820.63	
SERVICES						5200
Groundskeeping	31,116.36	29,700.00	-1,416.36	-4.77%	106,970.00	5201
Snow Removal	1,489.66	1,500.00	10.34	0.69%	16,509.68	5202
Custodial Services	2,876.57	4,100.00	1,223.43	29.84%	53,000.00	5203
Equipment Service Contracts	5,884.47	5,614.16	-270.31	-4.81%	27,141.67	5209
Window Cleaning	3,600.00	3,726.00	126.00	3.38%	3,726.00	5210
Chimney Cleaning	964.00	1,000.00	36.00	3.60%	1,000.00	5211
Total SERVICES	45,931.06	45,640.16	-290.90	-0.64%	208,347.35	
PROFESSIONAL EXPENSE						5300
Accounting/Audit Expense	0.00	0.00	0.00	0.00%	12,257.00	5301
Legal	175.00	0.00	-175.00	0.00%	500.00	5302
Repairs & Maintenance	5,682.82	5,200.00	-482.82	-9.29%	15,000.00	5303

Annual Budget - Comparative

Account Name	YTD Actual	YTD Budget	YTD \$ Var.	YTD % Var.	Annual Budget	Account Number
- Contractors						
Total PROFESSIONAL EXPENSE	5,857.82	5,200.00	-657.82	-12.65%	27,757.00	
OFFICE EXPENSE						5400
Direct Office Expense	482.55	482.55	0.00	0.00%	1,930.20	5403
Internet Support	4,262.02	2,683.86	-1,578.16	-58.80%	12,520.00	5405
Telephone Equipment	125.00	125.01	0.01	0.01%	500.00	5406
Miscellaneous Expenses	156.52	0.00	-156.52	0.00%	230.00	5407
Total OFFICE EXPENSE	5,026.09	3,291.42	-1,734.67	-52.70%	15,180.20	
ADMINISTRATION EXPENSE						5500
Depreciation - Association Funds	173.76	173.76	0.00	0.00%	695.00	5501
Directors' Expense	0.00	0.00	0.00	0.00%	800.00	5503
Management Fee	81,041.39	81,041.39	0.00	0.00%	324,165.51	5504
Insurance	59,584.37	59,663.83	79.46	0.13%	71,137.93	5510
Taxes, Assessments, & Licenses	3,138.56	3,047.93	-90.63	-2.97%	12,191.71	5513
Vehicle Rental	7,926.81	7,926.81	0.00	0.00%	18,495.90	5514
Front Office Fee	23,919.36	23,919.36	0.00	0.00%	55,811.85	5517
Total ADMINISTRATION EXPENSE	175,784.25	175,773.08	-11.17	-0.01%	483,297.90	
POOL/HOT TUB EXPENSE						5600
Pool Maintenance	11,507.47	11,600.00	92.53	0.80%	39,469.50	5602
Total POOL/HOT TUB EXPENSE	11,507.47	11,600.00	92.53	0.80%	39,469.50	
SUPPLIES EXPENSE						5700
Firewood	5,245.35	6,800.00	1,554.65	22.86%	21,061.46	5701
Supplies	2,356.65	1,125.00	-1,231.65	-109.48%	4,500.00	5702
Total SUPPLIES EXPENSE	7,602.00	7,925.00	323.00	4.08%	25,561.46	
LABOR ALLOCATIONS						5800
Repairs & Maintenance - Management Co Staff	2,372.00	3,412.50	1,040.50	30.49%	25,650.00	5802
Total LABOR ALLOCATIONS	2,372.00	3,412.50	1,040.50	30.49%	25,650.00	
Reserve Funding	25,557.00	25,557.00	0.00	0.00%	102,228.00	8810
Total Operating Expense	339,891.85	340,068.46	176.61	0.05%	1,158,761.67	
Total Operating Income	291,183.73	291,365.42	-181.69	-0.06%	1,158,761.67	
Total Operating Expense	339,891.85	340,068.46	176.61	0.05%	1,158,761.67	
NOI - Net Operating Income	-48,708.12	-48,703.04	-5.08	-0.01%	0.00	
Total Income	291,183.73	291,365.42	-181.69	-0.06%	1,158,761.67	
Total Expense	339,891.85	340,068.46	176.61	0.05%	1,158,761.67	
Net Income	-48,708.12	-48,703.04	-5.08	-0.01%	0.00	

Annual Budget - Comparative

Account Name	YTD Actual	YTD Budget	YTD \$ Var.	YTD % Var.	Annual Budget	Account Number
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Balance Sheet

Properties: The Enclave Association, Inc. Snowmass - P.O. Box 5441 360 Wood Rd. Snowmass Village, CO 81615

As of: 12/31/2021

Accounting Basis: Accrual

GL Account Map: COSV - The Enclave Association, Inc.

Level of Detail: Detail View

Include Zero Balance GL Accounts: No

Account Name	Balance	Account Number
ASSETS		
Cash		
ABS: OP 6060702595	13,121.86	1000
ABS: ICS 8900073225	582,360.62	1012
Total Cash	595,482.48	
ASSESSMENTS RECEIVABLE		
Assessments Receivable	11,866.33	1101
Total ASSESSMENTS RECEIVABLE	11,866.33	
Other Receivable	4,838.92	1145
Prepaid Expense	3,528.31	1200
Prepaid Insurance	4,904.83	1201
FIXED ASSETS		
Fixed Assets - Employee Units	96,823.45	1504
Fixed Assets - Equipment & Machinery	66,965.59	1520
Total FIXED ASSETS	163,789.04	
ACCUMULATED DEPRECIATION		
Accumulated Depreciation - Employee Units	-98,590.45	1604
Accumulated Depreciation - Equipment & Machinery	-62,538.08	1620
Total ACCUMULATED DEPRECIATION	-161,128.53	
TOTAL ASSETS	623,281.38	
LIABILITIES & CAPITAL		
Liabilities		
Accounts Payable	45,747.66	2000
Prepaid Assessments	638.66	2300
Total Liabilities	46,386.32	
Capital		
Working Capital	6,000.00	3204
RETAINED EARNINGS		
Reserve Fund	510,520.14	3510
Reserve Fund - Arrival Center	108,988.04	3511
Total RETAINED EARNINGS	619,508.18	
Calculated Retained Earnings	-48,708.12	
Calculated Prior Years Retained Earnings	95.00	
Total Capital	576,895.06	
TOTAL LIABILITIES & CAPITAL	623,281.38	