

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
01/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	303,187.51	191,929.25	111,258.26
OPERATING SURPLUS CD	51,132.18	51,018.93	113.25
OPERATING SURPLUS CD	248,721.23	248,382.60	338.63
OPERATING SURPLUS CD	51,086.18	50,998.18	88.00
OPERATING SURPLUS CD	51,131.50	51,043.42	88.08
BANK OF AMERICA	17,987.06	17,969.14	17.92
PETTY CASH CHECKING	1,344.69	2,368.45	(1,023.76)
TOTAL CASH	724,590.35	613,709.97	110,880.38
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	246,185.82	272,883.44	(26,697.62)
ACCOUNTS RECEIVABLE - OTHER	186.05	186.05	0.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,435.93)	(167,060.07)	(2,375.86)
TOTAL ACCOUNTS RECEIVABLE	76,935.94	106,009.42	(29,073.48)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	1,836.05	3,497.05	(1,661.00)
PREPAID EXPENSE	4,504.55	2,439.55	2,065.00
TOTAL OTHER ASSETS	6,340.60	5,936.60	404.00
TOTAL ASSETS	807,866.86	725,655.96	82,210.90

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	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	19,585.12	23,936.96	(4,351.84)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	0.00	88,799.17	(88,799.17)
ACCOUNTS PAYABLE	1,342.80	13,244.27	(11,901.47)
PREPAID ASSESSMENTS	247,148.80	69,053.20	178,095.60
LENDER SETUP FEE	375.00	280.00	95.00
ACCOUNTS PAYABLE - DUE TO RESERVES	0.00	800.00	(800.00)
TOTAL CURRENT LIABILITIES	268,801.52	196,463.40	72,338.12
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	9,872.78	0.00	9,872.78
TOTAL EQUITY	539,065.34	529,192.56	9,872.78
TOTAL LIABILITIES & EQUITY	807,866.86	725,655.96	82,210.90

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01/31/2019

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SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
75,722.50	89,363	(13,640.50)	ASSOCIATION DUES	75,722.50	89,363	(13,640.50)	1,124,328	(1,048,605.50)
14,291.67	8,625	5,666.67	BUILDER ASSESSMENT	14,291.67	8,625	5,666.67	123,265	(108,973.33)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(1,500.00)	(1,500)	0.00	(18,000)	16,500.00
3,400.00	3,800	(400.00)	WORKING CAPITAL CONTRIBUTION	3,400.00	3,800	(400.00)	45,600	(42,200.00)
(3,017.00)	(2,917)	(100.00)	LESS: BAD DEBT	(3,017.00)	(2,917)	(100.00)	(35,004)	31,987.00
4,548.70	3,800	748.70	LEGAL FEE INCOME	4,548.70	3,800	748.70	45,600	(41,051.30)
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	0.00	300	(300.00)	3,600	(3,600.00)
(370.00)	1,500	(1,870.00)	OWNER/BUILDER FINES	(370.00)	1,500	(1,870.00)	18,000	(18,370.00)
(760.00)	700	(1,460.00)	LATE CHARGES	(760.00)	700	(1,460.00)	8,400	(9,160.00)
627.96	0	627.96	INTEREST INCOME - OPERATING	627.96	0	627.96	0	627.96
250.00	100	150.00	NEWSLETTER INCOME	250.00	100	150.00	1,200	(950.00)
3,104.00	4,000	(896.00)	COLLECTION FEE INCOME	3,104.00	4,000	(896.00)	48,000	(44,896.00)
(250.00)	1,500	(1,750.00)	RENTAL INCOME	(250.00)	1,500	(1,750.00)	18,000	(18,250.00)
0.00	250	(250.00)	SPONSORSHIPS	0.00	250	(250.00)	3,000	(3,000.00)
32.05	60	(27.95)	MISCELLANEOUS INCOME	32.05	60	(27.95)	720	(687.95)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	4,736	(4,736.00)	56,832	(56,832.00)
10.87	40	(29.13)	ADMINISTRATIVE FEES	10.87	40	(29.13)	480	(469.13)
0.00	250	(250.00)	RECREATION EVENTS INCOME	0.00	250	(250.00)	3,000	(3,000.00)
96,090.75	114,607	(18,516.25)	TOTAL REVENUE	96,090.75	114,607	(18,516.25)	1,447,021	(1,350,930.25)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
32,972.45	33,804	831.55	MGMT/ADMIN STAFF	32,972.45	33,804	831.55	383,603	350,630.55
466.11	700	233.89	UNIFORMS	466.11	700	233.89	2,300	1,833.89
0.00	400	400.00	ADVERTISING & PROMOTION	0.00	400	400.00	5,125	5,125.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	265	265.00	3,180	3,180.00
0.00	0	0.00	DUES & SUBSCRIPTIONS	0.00	0	0.00	670	670.00
0.00	700	700.00	LEGAL FEES	0.00	700	700.00	8,400	8,400.00
4,630.00	4,000	(630.00)	COLLECTIONS	4,630.00	4,000	(630.00)	48,000	43,370.00
1,335.28	3,800	2,464.72	LEGAL-COLLECTION EXPENSE	1,335.28	3,800	2,464.72	45,600	44,264.72
409.78	265	(144.78)	LICENSES & PERMITS	409.78	265	(144.78)	3,180	2,770.22
5,258.00	4,784	(474.00)	MANAGEMENT FEES	5,258.00	4,784	(474.00)	60,708	55,450.00
56.01	100	43.99	MEETING EXPENSE	56.01	100	43.99	1,200	1,143.99
2,492.56	2,500	7.44	OFFICE SUPPLIES	2,492.56	2,500	7.44	12,100	9,607.44
594.12	650	55.88	OFFICE EQUIPMENT LEASE	594.12	650	55.88	8,080	7,485.88
989.54	3,765	2,775.46	RECREATION EVENTS	989.54	3,765	2,775.46	49,186	48,196.46
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,284.31	1,300	15.69	TELEPHONE EXPENSE	1,284.31	1,300	15.69	15,600	14,315.69
3,391.15	3,600	208.85	POSTAGE	3,391.15	3,600	208.85	28,366	24,974.85
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	20	20.00	240	240.00
5,091.00	5,430	339.00	WEBPAGE	5,091.00	5,430	339.00	11,700	6,609.00
967.50	0	(967.50)	HOSTING SERVICE	967.50	0	(967.50)	0	(967.50)
539.55	800	260.45	MILEAGE REIMBURSEMENT	539.55	800	260.45	9,600	9,060.45
60,477.36	66,883	6,405.64	TOTAL ADMIN & GENERAL	60,477.36	66,883	6,405.64	711,838	651,360.64
			CONTRACT SERVICES					
0.00	2,000	2,000.00	CLEANING/JANITORIAL	0.00	2,000	2,000.00	24,000	24,000.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	5,639.25	9,660	4,020.75	115,920	110,280.75
0.00	0	0.00	ADDITIONAL LANDSCAPE	0.00	0	0.00	10,400	10,400.00
0.00	400	400.00	PEST CONTROL	0.00	400	400.00	1,600	1,600.00
2,400.00	4,050	1,650.00	POOL SERVICE	2,400.00	4,050	1,650.00	48,600	46,200.00
0.00	0	0.00	POOL MONITOR	0.00	0	0.00	154,815	154,815.00
25.00	60	35.00	SECURITY/ALARM SYSTEMS	25.00	60	35.00	720	695.00
0.00	0	0.00	PATROL SERVICE	0.00	0	0.00	28,380	28,380.00
0.00	330	330.00	RESERVE STUDY	0.00	330	330.00	3,960	3,960.00
8,064.25	16,500	8,435.75	TOTAL CONTRACT SERVICES	8,064.25	16,500	8,435.75	388,395	380,330.75
			REPAIRS & MAINTENANCE					
11,065.51	14,496	3,430.49	MAINTENANCE STAFF	11,065.51	14,496	3,430.49	164,494	153,428.49
0.00	0	0.00	REC-FURNITURE	0.00	0	0.00	1,600	1,600.00
346.78	1,000	653.22	GENERAL MAINTENANCE SERVICES	346.78	1,000	653.22	12,000	11,653.22
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	0.00	500	500.00	6,000	6,000.00
225.44	140	(85.44)	VEHICLE FUEL & MAINT	225.44	140	(85.44)	1,680	1,454.56
0.00	0	0.00	POOL REPAIRS	0.00	0	0.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	50	50.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	15	15.00	180	180.00
11,637.73	16,201	4,563.27	TOTAL REPAIRS & MAINT	11,637.73	16,201	4,563.27	192,054	180,416.27
			PARTS & SUPPLIES					
95.66	40	(55.66)	A/C & HEAT SUPPLIES	95.66	40	(55.66)	480	384.34
177.85	200	22.15	CARPENTRY SUPPLIES	177.85	200	22.15	2,400	2,222.15
0.00	325	325.00	CLEANING SUPPLIES	0.00	325	325.00	3,900	3,900.00
84.45	200	115.55	ELECTRICAL / LIGHTING	84.45	200	115.55	2,400	2,315.55

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0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	0.00	200	200.00	12,950	12,950.00
8.92	85	76.08	TOOLS & EQUIPMENT	8.92	85	76.08	1,020	1,011.08
0.00	1,470	1,470.00	POOL CHEMICALS	0.00	1,470	1,470.00	17,640	17,640.00
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	25	25.00	300	300.00
<u>366.88</u>	<u>2,545</u>	<u>2,178.12</u>	TOTAL PARTS & SUPPLIES	<u>366.88</u>	<u>2,545</u>	<u>2,178.12</u>	<u>41,290</u>	<u>40,923.12</u>
			UTILITIES					
3,736.88	4,931	1,194.12	ELECTRICITY-COMMON AREA	3,736.88	4,931	1,194.12	60,610	56,873.12
273.87	1,525	1,251.13	WATER/SEWER	273.87	1,525	1,251.13	19,265	18,991.13
<u>4,010.75</u>	<u>6,456</u>	<u>2,445.25</u>	TOTAL UTILITIES	<u>4,010.75</u>	<u>6,456</u>	<u>2,445.25</u>	<u>79,875</u>	<u>75,864.25</u>
			INSURANCE					
465.58	575	109.42	DIRECTORS & OFFICERS INSURANCE	465.58	575	109.42	6,900	6,434.42
713.83	940	226.17	FIRE & EXTENDED COVERAGE INSURANCE	713.83	940	226.17	11,280	10,566.17
452.42	590	137.58	EXCESS LIABILITY INSURANCE	452.42	590	137.58	7,080	6,627.58
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	29.17	42	12.83	504	474.83
<u>1,661.00</u>	<u>2,147</u>	<u>486.00</u>	TOTAL INSURANCE	<u>1,661.00</u>	<u>2,147</u>	<u>486.00</u>	<u>25,764</u>	<u>24,103.00</u>
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	0.00	650	650.00	7,800	7,800.00
<u>0.00</u>	<u>650</u>	<u>650.00</u>	TOTAL OTHER EXPENSES	<u>0.00</u>	<u>650</u>	<u>650.00</u>	<u>7,800</u>	<u>7,800.00</u>
<u>86,217.97</u>	<u>111,382</u>	<u>25,164.03</u>	TOTAL OPERATING EXPENSES	<u>86,217.97</u>	<u>111,382</u>	<u>25,164.03</u>	<u>1,447,016</u>	<u>1,360,798.03</u>
<u>9,872.78</u>	<u>3,225</u>	<u>6,647.78</u>	MASTER OPERATING INCOME	<u>9,872.78</u>	<u>3,225</u>	<u>6,647.78</u>	<u>5</u>	<u>9,867.78</u>

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			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>9,872.78</u>	<u>3,225</u>	<u>6,647.78</u>	NET INCOME/(LOSS) AFTER DEPR	<u>9,872.78</u>	<u>3,225</u>	<u>6,647.78</u>	<u>5</u>	<u>9,867.78</u>

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	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	447,391.48	303,187.51	144,203.97
OPERATING SURPLUS CD	51,238.20	51,132.18	106.02
OPERATING SURPLUS CD	249,112.03	248,721.23	390.80
OPERATING SURPLUS CD	51,165.79	51,086.18	79.61
OPERATING SURPLUS CD	51,211.18	51,131.50	79.68
BANK OF AMERICA	18,042.33	17,987.06	55.27
PETTY CASH CHECKING	1,918.01	1,344.69	573.32
TOTAL CASH	870,079.02	724,590.35	145,488.67
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	463,246.01	246,185.82	217,060.19
ACCOUNTS RECEIVABLE - OTHER	186.05	186.05	0.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,435.93)	(169,435.93)	0.00
TOTAL ACCOUNTS RECEIVABLE	293,996.13	76,935.94	217,060.19
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	175.05	1,836.05	(1,661.00)
PREPAID EXPENSE	3,828.77	4,504.55	(675.78)
TOTAL OTHER ASSETS	4,003.82	6,340.60	(2,336.78)
TOTAL ASSETS	1,168,078.94	807,866.86	360,212.08

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	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	18,002.20	19,585.12	(1,582.92)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	505,125.00	0.00	505,125.00
ACCOUNTS PAYABLE	700.09	1,342.80	(642.71)
PREPAID ASSESSMENTS	61,177.13	247,148.80	(185,971.67)
LENDER SETUP FEE	375.00	375.00	0.00
ACCOUNTS PAYABLE - DUE TO RESERVES	150.00	0.00	150.00
TOTAL CURRENT LIABILITIES	585,879.22	268,801.52	317,077.70
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	200.00	0.00	200.00
TOTAL OTHER LIABILITIES	200.00	0.00	200.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	52,807.16	9,872.78	42,934.38
TOTAL EQUITY	581,999.72	539,065.34	42,934.38
TOTAL LIABILITIES & EQUITY	1,168,078.94	807,866.86	360,212.08

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89,062.50	90,150	(1,087.50)	ASSOCIATION DUES	164,785.00	179,513	(14,728.00)	1,124,328	(959,543.00)
16,204.50	9,713	6,491.50	BUILDER ASSESSMENT	30,496.17	18,338	12,158.17	123,265	(92,768.83)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(3,000.00)	(3,000)	0.00	(18,000)	15,000.00
1,800.00	3,800	(2,000.00)	WORKING CAPITAL CONTRIBUTION	5,200.00	7,600	(2,400.00)	45,600	(40,400.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	(3,017.00)	(5,834)	2,817.00	(35,004)	31,987.00
3,369.13	3,800	(430.87)	LEGAL FEE INCOME	7,917.83	7,600	317.83	45,600	(37,682.17)
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	0.00	600	(600.00)	3,600	(3,600.00)
1,530.00	1,500	30.00	OWNER/BUILDER FINES	1,160.00	3,000	(1,840.00)	18,000	(16,840.00)
787.52	700	87.52	LATE CHARGES	27.52	1,400	(1,372.48)	8,400	(8,372.48)
656.11	0	656.11	INTEREST INCOME - OPERATING	1,284.07	0	1,284.07	0	1,284.07
0.00	100	(100.00)	NEWSLETTER INCOME	250.00	200	50.00	1,200	(950.00)
3,670.00	4,000	(330.00)	COLLECTION FEE INCOME	6,774.00	8,000	(1,226.00)	48,000	(41,226.00)
(400.00)	1,500	(1,900.00)	RENTAL INCOME	(650.00)	3,000	(3,650.00)	18,000	(18,650.00)
3,000.00	250	2,750.00	SPONSORSHIPS	3,000.00	500	2,500.00	3,000	0.00
0.30	60	(59.70)	MISCELLANEOUS INCOME	32.35	120	(87.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	9,472	(9,472.00)	56,832	(56,832.00)
54.97	40	14.97	ADMINISTRATIVE FEES	65.84	80	(14.16)	480	(414.16)
0.00	250	(250.00)	RECREATION EVENTS INCOME	0.00	500	(500.00)	3,000	(3,000.00)
118,235.03	116,482	1,753.03	TOTAL REVENUE	214,325.78	231,089	(16,763.22)	1,447,021	(1,232,695.22)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
29,556.52	29,395	(161.52)	MGMT/ADMIN STAFF	62,528.97	63,199	670.03	383,603	321,074.03
0.00	0	0.00	UNIFORMS	466.11	700	233.89	2,300	1,833.89
0.00	400	400.00	ADVERTISING & PROMOTION	0.00	800	800.00	5,125	5,125.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	530	530.00	3,180	3,180.00
0.00	0	0.00	DUES & SUBSCRIPTIONS	0.00	0	0.00	670	670.00
845.50	700	(145.50)	LEGAL FEES	845.50	1,400	554.50	8,400	7,554.50
3,690.00	4,000	(310.00)	COLLECTIONS	8,320.00	8,000	(320.00)	48,000	39,680.00
6,675.99	3,800	(2,875.99)	LEGAL-COLLECTION EXPENSE	8,011.27	7,600	(411.27)	45,600	37,588.73
269.78	265	(4.78)	LICENSES & PERMITS	679.56	530	(149.56)	3,180	2,500.44
5,316.00	4,834	(482.00)	MANAGEMENT FEES	10,574.00	9,618	(956.00)	60,708	50,134.00
0.00	100	100.00	MEETING EXPENSE	56.01	200	143.99	1,200	1,143.99
680.51	700	19.49	OFFICE SUPPLIES	3,173.07	3,200	26.93	12,100	8,926.93
650.00	650	0.00	OFFICE EQUIPMENT LEASE	1,244.12	1,300	55.88	8,080	6,835.88
1,347.47	1,965	617.53	RECREATION EVENTS	2,337.01	5,730	3,392.99	49,186	46,848.99
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
862.37	1,300	437.63	TELEPHONE EXPENSE	2,146.68	2,600	453.32	15,600	13,453.32
1,080.14	1,500	419.86	POSTAGE	4,471.29	5,100	628.71	28,366	23,894.71
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	40	40.00	240	240.00
231.00	570	339.00	WEBPAGE	5,322.00	6,000	678.00	11,700	6,378.00
295.00	0	(295.00)	HOSTING SERVICE	1,262.50	0	(1,262.50)	0	(1,262.50)
489.54	800	310.46	MILEAGE REIMBURSEMENT	1,029.09	1,600	570.91	9,600	8,570.91
51,989.82	51,264	(725.82)	TOTAL ADMIN & GENERAL	112,467.18	118,147	5,679.82	711,838	599,370.82
			CONTRACT SERVICES					
0.00	2,000	2,000.00	CLEANING/JANITORIAL	0.00	4,000	4,000.00	24,000	24,000.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	11,278.50	19,320	8,041.50	115,920	104,641.50
0.00	1,200	1,200.00	ADDITIONAL LANDSCAPE	0.00	1,200	1,200.00	10,400	10,400.00
0.00	0	0.00	PEST CONTROL	0.00	400	400.00	1,600	1,600.00
2,400.00	4,050	1,650.00	POOL SERVICE	4,800.00	8,100	3,300.00	48,600	43,800.00
0.00	0	0.00	POOL MONITOR	0.00	0	0.00	154,815	154,815.00
25.00	60	35.00	SECURITY/ALARM SYSTEMS	50.00	120	70.00	720	670.00
0.00	0	0.00	PATROL SERVICE	0.00	0	0.00	28,380	28,380.00
0.00	330	330.00	RESERVE STUDY	0.00	660	660.00	3,960	3,960.00
8,064.25	17,300	9,235.75	TOTAL CONTRACT SERVICES	16,128.50	33,800	17,671.50	388,395	372,266.50
			REPAIRS & MAINTENANCE					
5,906.83	12,605	6,698.17	MAINTENANCE STAFF	16,972.34	27,101	10,128.66	164,494	147,521.66
0.00	0	0.00	REC-FURNITURE	0.00	0	0.00	1,600	1,600.00
532.00	1,000	468.00	GENERAL MAINTENANCE SERVICES	878.78	2,000	1,121.22	12,000	11,121.22
1,529.68	500	(1,029.68)	IRRIGATION SYSTEM REPAIRS	1,529.68	1,000	(529.68)	6,000	4,470.32
83.94	140	56.06	VEHICLE FUEL & MAINT	309.38	280	(29.38)	1,680	1,370.62
0.00	500	500.00	POOL REPAIRS	0.00	500	500.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	100	100.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	30	30.00	180	180.00
8,052.45	14,810	6,757.55	TOTAL REPAIRS & MAINT	19,690.18	31,011	11,320.82	192,054	172,363.82
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	95.66	80	(15.66)	480	384.34
0.00	200	200.00	CARPENTRY SUPPLIES	177.85	400	222.15	2,400	2,222.15
254.70	325	70.30	CLEANING SUPPLIES	254.70	650	395.30	3,900	3,645.30
0.00	200	200.00	ELECTRICAL / LIGHTING	84.45	400	315.55	2,400	2,315.55

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
02/28/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	0.00	400	400.00	12,950	12,950.00
69.99	85	15.01	TOOLS & EQUIPMENT	78.91	170	91.09	1,020	941.09
0.00	1,470	1,470.00	POOL CHEMICALS	0.00	2,940	2,940.00	17,640	17,640.00
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	50	50.00	300	300.00
<u>324.69</u>	<u>2,545</u>	<u>2,220.31</u>	TOTAL PARTS & SUPPLIES	<u>691.57</u>	<u>5,090</u>	<u>4,398.43</u>	<u>41,290</u>	<u>40,598.43</u>
			UTILITIES					
2,700.89	4,376	1,675.11	ELECTRICITY-COMMON AREA	6,437.77	9,307	2,869.23	60,610	54,172.23
585.41	1,525	939.59	WATER/SEWER	859.28	3,050	2,190.72	19,265	18,405.72
<u>3,286.30</u>	<u>5,901</u>	<u>2,614.70</u>	TOTAL UTILITIES	<u>7,297.05</u>	<u>12,357</u>	<u>5,059.95</u>	<u>79,875</u>	<u>72,577.95</u>
			INSURANCE					
465.58	575	109.42	DIRECTORS & OFFICERS INSURANCE	931.16	1,150	218.84	6,900	5,968.84
713.83	940	226.17	FIRE & EXTENDED COVERAGE INSURANCE	1,427.66	1,880	452.34	11,280	9,852.34
452.42	590	137.58	EXCESS LIABILITY INSURANCE	904.84	1,180	275.16	7,080	6,175.16
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	58.34	84	25.66	504	445.66
<u>1,661.00</u>	<u>2,147</u>	<u>486.00</u>	TOTAL INSURANCE	<u>3,322.00</u>	<u>4,294</u>	<u>972.00</u>	<u>25,764</u>	<u>22,442.00</u>
			OTHER EXPENSES					
1,922.14	650	(1,272.14)	ENHANCEMENTS	1,922.14	1,300	(622.14)	7,800	5,877.86
<u>1,922.14</u>	<u>650</u>	<u>(1,272.14)</u>	TOTAL OTHER EXPENSES	<u>1,922.14</u>	<u>1,300</u>	<u>(622.14)</u>	<u>7,800</u>	<u>5,877.86</u>
<u>75,300.65</u>	<u>94,617</u>	<u>19,316.35</u>	TOTAL OPERATING EXPENSES	<u>161,518.62</u>	<u>205,999</u>	<u>44,480.38</u>	<u>1,447,016</u>	<u>1,285,497.38</u>
<u>42,934.38</u>	<u>21,865</u>	<u>21,069.38</u>	MASTER OPERATING INCOME	<u>52,807.16</u>	<u>25,090</u>	<u>27,717.16</u>	<u>5</u>	<u>52,802.16</u>

698 HEARTLAND COMMUNITY ASSOCIATION
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02/28/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>42,934.38</u>	<u>21,865</u>	<u>21,069.38</u>	NET INCOME/(LOSS) AFTER DEPR	<u>52,807.16</u>	<u>25,090</u>	<u>27,717.16</u>	<u>5</u>	<u>52,802.16</u>

8360 E VIA DE VENTURA
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	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	303,841.30	447,391.48	(143,550.18)
OPERATING SURPLUS CD	51,348.23	51,238.20	110.03
OPERATING SURPLUS CD	249,465.56	249,112.03	353.53
OPERATING SURPLUS CD	51,248.38	51,165.79	82.59
OPERATING SURPLUS CD	51,293.85	51,211.18	82.67
OPERATING MMKT	200,184.93	0.00	200,184.93
BANK OF AMERICA	18,064.33	18,042.33	22.00
PETTY CASH CHECKING	6,588.65	1,918.01	4,670.64
TOTAL CASH	932,035.23	870,079.02	61,956.21
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	348,042.99	463,246.01	(115,203.02)
ACCOUNTS RECEIVABLE - OTHER	(4,472.46)	186.05	(4,658.51)
ACCOUNTS RECEIVABLE - DUE FRM RESERVES	300.00	0.00	300.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,430.96)	(169,435.93)	4.97
TOTAL ACCOUNTS RECEIVABLE	174,439.57	293,996.13	(119,556.56)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	12,424.63	175.05	12,249.58
PREPAID EXPENSE	4,738.93	3,828.77	910.16
TOTAL OTHER ASSETS	17,163.56	4,003.82	13,159.74
TOTAL ASSETS	1,123,638.33	1,168,078.94	(44,440.61)

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	3,223.43	18,002.20	(14,778.77)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	409,950.00	505,125.00	(95,175.00)
ACCOUNTS PAYABLE	23,757.34	700.09	23,057.25
PREPAID ASSESSMENTS	62,886.73	61,177.13	1,709.60
LENDER SETUP FEE	375.00	375.00	0.00
ACCOUNTS PAYABLE - DUE TO RESERVES	0.00	150.00	(150.00)
TOTAL CURRENT LIABILITIES	500,542.30	585,879.22	(85,336.92)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	0.00	200.00	(200.00)
TOTAL OTHER LIABILITIES	0.00	200.00	(200.00)
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	93,903.47	52,807.16	41,096.31
TOTAL EQUITY	623,096.03	581,999.72	41,096.31
TOTAL LIABILITIES & EQUITY	1,123,638.33	1,168,078.94	(44,440.61)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
03/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
89,062.50	90,938	(1,875.50)	ASSOCIATION DUES	253,847.50	270,451	(16,603.50)	1,124,328	(870,480.50)
13,307.50	8,925	4,382.50	BUILDER ASSESSMENT	43,803.67	27,263	16,540.67	123,265	(79,461.33)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(4,500.00)	(4,500)	0.00	(18,000)	13,500.00
3,300.00	3,800	(500.00)	WORKING CAPITAL CONTRIBUTION	8,500.00	11,400	(2,900.00)	45,600	(37,100.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	(3,017.00)	(8,751)	5,734.00	(35,004)	31,987.00
3,663.10	3,800	(136.90)	LEGAL FEE INCOME	11,580.93	11,400	180.93	45,600	(34,019.07)
125.00	0	125.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
125.00	300	(175.00)	PERMIT FEE - ARCHITECTURAL CHANGES	125.00	900	(775.00)	3,600	(3,475.00)
380.00	1,500	(1,120.00)	OWNER/BUILDER FINES	1,540.00	4,500	(2,960.00)	18,000	(16,460.00)
3,400.00	700	2,700.00	LATE CHARGES	3,427.52	2,100	1,327.52	8,400	(4,972.48)
813.75	0	813.75	INTEREST INCOME - OPERATING	2,097.82	0	2,097.82	0	2,097.82
0.00	100	(100.00)	NEWSLETTER INCOME	250.00	300	(50.00)	1,200	(950.00)
15,391.43	4,000	11,391.43	COLLECTION FEE INCOME	22,165.43	12,000	10,165.43	48,000	(25,834.57)
0.00	1,500	(1,500.00)	RENTAL INCOME	(650.00)	4,500	(5,150.00)	18,000	(18,650.00)
500.00	250	250.00	SPONSORSHIPS	3,500.00	750	2,750.00	3,000	500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	32.35	180	(147.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	14,208	(14,208.00)	56,832	(56,832.00)
22.00	40	(18.00)	ADMINISTRATIVE FEES	87.84	120	(32.16)	480	(392.16)
274.00	250	24.00	RECREATION EVENTS INCOME	274.00	750	(476.00)	3,000	(2,726.00)
128,864.28	116,482	12,382.28	TOTAL REVENUE	343,190.06	347,571	(4,380.94)	1,447,021	(1,103,830.94)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
28,231.57	30,865	2,633.43	MGMT/ADMIN STAFF	90,760.54	94,064	3,303.46	383,603	292,842.46
0.00	0	0.00	UNIFORMS	466.11	700	233.89	2,300	1,833.89
0.00	400	400.00	ADVERTISING & PROMOTION	0.00	1,200	1,200.00	5,125	5,125.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	795	795.00	3,180	3,180.00
0.00	70	70.00	DUES & SUBSCRIPTIONS	0.00	70	70.00	670	670.00
6.80	700	693.20	LEGAL FEES	852.30	2,100	1,247.70	8,400	7,547.70
16,835.00	4,000	(12,835.00)	COLLECTIONS	25,155.00	12,000	(13,155.00)	48,000	22,845.00
3,620.99	3,800	179.01	LEGAL-COLLECTION EXPENSE	11,632.26	11,400	(232.26)	45,600	33,967.74
346.70	265	(81.70)	LICENSES & PERMITS	1,026.26	795	(231.26)	3,180	2,153.74
5,388.00	4,884	(504.00)	MANAGEMENT FEES	15,962.00	14,502	(1,460.00)	60,708	44,746.00
0.00	100	100.00	MEETING EXPENSE	56.01	300	243.99	1,200	1,143.99
374.79	700	325.21	OFFICE SUPPLIES	3,547.86	3,900	352.14	12,100	8,552.14
594.12	650	55.88	OFFICE EQUIPMENT LEASE	1,838.24	1,950	111.76	8,080	6,241.76
1,756.33	1,050	(706.33)	RECREATION EVENTS	4,093.34	6,780	2,686.66	49,186	45,092.66
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,157.36	1,300	142.64	TELEPHONE EXPENSE	3,304.04	3,900	595.96	15,600	12,295.96
1,392.89	1,500	107.11	POSTAGE	5,864.18	6,600	735.82	28,366	22,501.82
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	60	60.00	240	240.00
231.00	570	339.00	WEBPAGE	5,553.00	6,570	1,017.00	11,700	6,147.00
295.00	0	(295.00)	HOSTING SERVICE	1,557.50	0	(1,557.50)	0	(1,557.50)
548.84	800	251.16	MILEAGE REIMBURSEMENT	1,577.93	2,400	822.07	9,600	8,022.07
60,779.39	51,939	(8,840.39)	TOTAL ADMIN & GENERAL	173,246.57	170,086	(3,160.57)	711,838	538,591.43
			CONTRACT SERVICES					
0.00	2,000	2,000.00	CLEANING/JANITORIAL	0.00	6,000	6,000.00	24,000	24,000.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	16,917.75	28,980	12,062.25	115,920	99,002.25
0.00	1,200	1,200.00	ADDITIONAL LANDSCAPE	0.00	2,400	2,400.00	10,400	10,400.00
0.00	0	0.00	PEST CONTROL	0.00	400	400.00	1,600	1,600.00
2,400.00	4,050	1,650.00	POOL SERVICE	7,200.00	12,150	4,950.00	48,600	41,400.00
0.00	0	0.00	POOL MONITOR	0.00	0	0.00	154,815	154,815.00
25.00	60	35.00	SECURITY/ALARM SYSTEMS	75.00	180	105.00	720	645.00
0.00	0	0.00	PATROL SERVICE	0.00	0	0.00	28,380	28,380.00
0.00	330	330.00	RESERVE STUDY	0.00	990	990.00	3,960	3,960.00
8,064.25	17,300	9,235.75	TOTAL CONTRACT SERVICES	24,192.75	51,100	26,907.25	388,395	364,202.25
			REPAIRS & MAINTENANCE					
9,504.34	13,235	3,730.66	MAINTENANCE STAFF	26,476.68	40,336	13,859.32	164,494	138,017.32
0.00	0	0.00	REC-FURNITURE	0.00	0	0.00	1,600	1,600.00
175.00	1,000	825.00	GENERAL MAINTENANCE SERVICES	1,053.78	3,000	1,946.22	12,000	10,946.22
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	1,529.68	1,500	(29.68)	6,000	4,470.32
96.88	140	43.12	VEHICLE FUEL & MAINT	406.26	420	13.74	1,680	1,273.74
0.00	500	500.00	POOL REPAIRS	0.00	1,000	1,000.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	150	150.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	45	45.00	180	180.00
9,776.22	15,440	5,663.78	TOTAL REPAIRS & MAINT	29,466.40	46,451	16,984.60	192,054	162,587.60
			PARTS & SUPPLIES					
72.11	40	(32.11)	A/C & HEAT SUPPLIES	167.77	120	(47.77)	480	312.23
11.39	200	188.61	CARPENTRY SUPPLIES	189.24	600	410.76	2,400	2,210.76
0.00	325	325.00	CLEANING SUPPLIES	254.70	975	720.30	3,900	3,645.30

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27.04	200	172.96	ELECTRICAL / LIGHTING	111.49	600	488.51	2,400	2,288.51
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
796.21	1,200	403.79	POOL SUPPLIES	796.21	1,600	803.79	12,950	12,153.79
0.00	85	85.00	TOOLS & EQUIPMENT	78.91	255	176.09	1,020	941.09
0.00	1,470	1,470.00	POOL CHEMICALS	0.00	4,410	4,410.00	17,640	17,640.00
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	75	75.00	300	300.00
<u>906.75</u>	<u>3,545</u>	<u>2,638.25</u>	TOTAL PARTS & SUPPLIES	<u>1,598.32</u>	<u>8,635</u>	<u>7,036.68</u>	<u>41,290</u>	<u>39,691.68</u>
			UTILITIES					
5,254.76	4,359	(895.76)	ELECTRICITY-COMMON AREA	11,692.53	13,666	1,973.47	60,610	48,917.47
110.67	0	(110.67)	GAS AMENITY CENTER	110.67	0	(110.67)	0	(110.67)
730.51	1,525	794.49	WATER/SEWER	1,589.79	4,575	2,985.21	19,265	17,675.21
<u>6,095.94</u>	<u>5,884</u>	<u>(211.94)</u>	TOTAL UTILITIES	<u>13,392.99</u>	<u>18,241</u>	<u>4,848.01</u>	<u>79,875</u>	<u>66,482.01</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	1,606.66	1,725	118.34	6,900	5,293.34
0.00	940	940.00	FIRE & EXTENDED COVERAGE INSURANCE	1,427.66	2,820	1,392.34	11,280	9,852.34
440.75	590	149.25	EXCESS LIABILITY INSURANCE	1,345.59	1,770	424.41	7,080	5,734.41
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	87.51	126	38.49	504	416.49
<u>1,145.42</u>	<u>2,147</u>	<u>1,001.58</u>	TOTAL INSURANCE	<u>4,467.42</u>	<u>6,441</u>	<u>1,973.58</u>	<u>25,764</u>	<u>21,296.58</u>
			OTHER EXPENSES					
1,000.00	650	(350.00)	ENHANCEMENTS	2,922.14	1,950	(972.14)	7,800	4,877.86
<u>1,000.00</u>	<u>650</u>	<u>(350.00)</u>	TOTAL OTHER EXPENSES	<u>2,922.14</u>	<u>1,950</u>	<u>(972.14)</u>	<u>7,800</u>	<u>4,877.86</u>
<u>87,767.97</u>	<u>96,905</u>	<u>9,137.03</u>	TOTAL OPERATING EXPENSES	<u>249,286.59</u>	<u>302,904</u>	<u>53,617.41</u>	<u>1,447,016</u>	<u>1,197,729.41</u>
<u>41,096.31</u>	<u>19,577</u>	<u>21,519.31</u>	MASTER OPERATING INCOME	<u>93,903.47</u>	<u>44,667</u>	<u>49,236.47</u>	<u>5</u>	<u>93,898.47</u>

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
03/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>41,096.31</u>	<u>19,577</u>	<u>21,519.31</u>	NET INCOME/(LOSS) AFTER DEPR	<u>93,903.47</u>	<u>44,667</u>	<u>49,236.47</u>	<u>5</u>	<u>93,898.47</u>

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	195,065.49	303,841.30	(108,775.81)
OPERATING SURPLUS CD	51,469.91	51,348.23	121.68
OPERATING SURPLUS CD	249,857.53	249,465.56	391.97
OPERATING SURPLUS CD	51,342.71	51,248.38	94.33
OPERATING SURPLUS CD	51,385.21	51,293.85	91.36
OPERATING MMKT	200,579.82	200,184.93	394.89
BANK OF AMERICA	18,064.33	18,064.33	0.00
PETTY CASH CHECKING	4,694.56	6,588.65	(1,894.09)
TOTAL CASH	822,459.56	932,035.23	(109,575.67)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	308,343.46	348,042.99	(39,699.53)
ACCOUNTS RECEIVABLE - OTHER	(4,446.46)	(4,472.46)	26.00
ACCOUNTS RECEIVABLE - DUE FRM RESERVES	300.00	300.00	0.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,430.96)	(169,430.96)	0.00
TOTAL ACCOUNTS RECEIVABLE	134,766.04	174,439.57	(39,673.53)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	83,460.94	12,424.63	71,036.31
PREPAID EXPENSE	3,678.68	4,738.93	(1,060.25)
TOTAL OTHER ASSETS	87,139.62	17,163.56	69,976.06
TOTAL ASSETS	1,044,365.19	1,123,638.33	(79,273.14)

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
04/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	13,816.42	3,223.43	10,592.99
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	310,309.54	409,950.00	(99,640.46)
ACCOUNTS PAYABLE	5,939.44	23,757.34	(17,817.90)
PREPAID ASSESSMENTS	68,475.17	62,886.73	5,588.44
LENDER SETUP FEE	250.00	375.00	(125.00)
ACCOUNTS PAYABLE - DUE TO RESERVES	300.00	0.00	300.00
TOTAL CURRENT LIABILITIES	399,440.37	500,542.30	(101,101.93)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	400.00	0.00	400.00
TOTAL OTHER LIABILITIES	400.00	0.00	400.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	115,332.26	93,903.47	21,428.79
TOTAL EQUITY	644,524.82	623,096.03	21,428.79
TOTAL LIABILITIES & EQUITY	1,044,365.19	1,123,638.33	(79,273.14)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
04/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
89,062.50	91,725	(2,662.50)	ASSOCIATION DUES	342,910.00	362,176	(19,266.00)	1,124,328	(781,418.00)
14,311.96	8,138	6,173.96	BUILDER ASSESSMENT	58,115.63	35,401	22,714.63	123,265	(65,149.37)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(6,000.00)	(6,000)	0.00	(18,000)	12,000.00
2,500.00	3,800	(1,300.00)	WORKING CAPITAL CONTRIBUTION	11,000.00	15,200	(4,200.00)	45,600	(34,600.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	(3,017.00)	(11,668)	8,651.00	(35,004)	31,987.00
4,573.39	3,800	773.39	LEGAL FEE INCOME	16,154.32	15,200	954.32	45,600	(29,445.68)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	125.00	1,200	(1,075.00)	3,600	(3,475.00)
600.00	1,500	(900.00)	OWNER/BUILDER FINES	2,140.00	6,000	(3,860.00)	18,000	(15,860.00)
1,471.43	700	771.43	LATE CHARGES	4,898.95	2,800	2,098.95	8,400	(3,501.05)
1,094.23	0	1,094.23	INTEREST INCOME - OPERATING	3,192.05	0	3,192.05	0	3,192.05
0.00	100	(100.00)	NEWSLETTER INCOME	250.00	400	(150.00)	1,200	(950.00)
9,265.00	4,000	5,265.00	COLLECTION FEE INCOME	31,430.43	16,000	15,430.43	48,000	(16,569.57)
500.00	1,500	(1,000.00)	RENTAL INCOME	(150.00)	6,000	(6,150.00)	18,000	(18,150.00)
0.00	250	(250.00)	SPONSORSHIPS	3,500.00	1,000	2,500.00	3,000	500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	32.35	240	(207.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	18,944	(18,944.00)	56,832	(56,832.00)
26.00	40	(14.00)	ADMINISTRATIVE FEES	113.84	160	(46.16)	480	(366.16)
(25.00)	250	(275.00)	RECREATION EVENTS INCOME	249.00	1,000	(751.00)	3,000	(2,751.00)
121,879.51	116,482	5,397.51	TOTAL REVENUE	465,089.57	464,053	1,016.57	1,447,021	(981,951.43)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
31,707.53	32,334	626.47	MGMT/ADMIN STAFF	122,468.07	126,398	3,929.93	383,603	261,134.93
0.00	0	0.00	UNIFORMS	466.11	700	233.89	2,300	1,833.89
174.00	950	776.00	ADVERTISING & PROMOTION	174.00	2,150	1,976.00	5,125	4,951.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	1,060	1,060.00	3,180	3,180.00
0.00	65	65.00	DUES & SUBSCRIPTIONS	0.00	135	135.00	670	670.00
359.70	700	340.30	LEGAL FEES	1,212.00	2,800	1,588.00	8,400	7,188.00
9,985.00	4,000	(5,985.00)	COLLECTIONS	35,140.00	16,000	(19,140.00)	48,000	12,860.00
4,286.72	3,800	(486.72)	LEGAL-COLLECTION EXPENSE	15,918.98	15,200	(718.98)	45,600	29,681.02
369.78	265	(104.78)	LICENSES & PERMITS	1,396.04	1,060	(336.04)	3,180	1,783.96
5,466.00	4,934	(532.00)	MANAGEMENT FEES	21,428.00	19,436	(1,992.00)	60,708	39,280.00
50.44	100	49.56	MEETING EXPENSE	106.45	400	293.55	1,200	1,093.55
223.03	700	476.97	OFFICE SUPPLIES	3,770.89	4,600	829.11	12,100	8,329.11
594.12	650	55.88	OFFICE EQUIPMENT LEASE	2,432.36	2,600	167.64	8,080	5,647.64
4,109.51	8,065	3,955.49	RECREATION EVENTS	8,202.85	14,845	6,642.15	49,186	40,983.15
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,170.19	1,300	129.81	TELEPHONE EXPENSE	4,474.23	5,200	725.77	15,600	11,125.77
1,664.01	2,200	535.99	POSTAGE	7,528.19	8,800	1,271.81	28,366	20,837.81
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	80	80.00	240	240.00
142.42	570	427.58	WEBPAGE	5,695.42	7,140	1,444.58	11,700	6,004.58
295.00	0	(295.00)	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
492.92	800	307.08	MILEAGE REIMBURSEMENT	2,070.85	3,200	1,129.15	9,600	7,529.15
61,090.37	61,718	627.63	TOTAL ADMIN & GENERAL	234,336.94	231,804	(2,532.94)	711,838	477,501.06
			CONTRACT SERVICES					
0.00	2,000	2,000.00	CLEANING/JANITORIAL	0.00	8,000	8,000.00	24,000	24,000.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	22,557.00	38,640	16,083.00	115,920	93,363.00
0.00	2,000	2,000.00	ADDITIONAL LANDSCAPE	0.00	4,400	4,400.00	10,400	10,400.00
0.00	400	400.00	PEST CONTROL	0.00	800	800.00	1,600	1,600.00
2,400.00	4,050	1,650.00	POOL SERVICE	9,600.00	16,200	6,600.00	48,600	39,000.00
0.00	0	0.00	POOL MONITOR	0.00	0	0.00	154,815	154,815.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	195.00	240	45.00	720	525.00
0.00	0	0.00	PATROL SERVICE	0.00	0	0.00	28,380	28,380.00
0.00	330	330.00	RESERVE STUDY	0.00	1,320	1,320.00	3,960	3,960.00
8,159.25	18,500	10,340.75	TOTAL CONTRACT SERVICES	32,352.00	69,600	37,248.00	388,395	356,043.00
			REPAIRS & MAINTENANCE					
11,807.28	13,865	2,057.72	MAINTENANCE STAFF	38,283.96	54,201	15,917.04	164,494	126,210.04
0.00	1,600	1,600.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
1,470.98	1,000	(470.98)	GENERAL MAINTENANCE SERVICES	2,524.76	4,000	1,475.24	12,000	9,475.24
642.81	500	(142.81)	IRRIGATION SYSTEM REPAIRS	2,172.49	2,000	(172.49)	6,000	3,827.51
82.86	140	57.14	VEHICLE FUEL & MAINT	489.12	560	70.88	1,680	1,190.88
0.00	500	500.00	POOL REPAIRS	0.00	1,500	1,500.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	200	200.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	60	60.00	180	180.00
14,003.93	17,670	3,666.07	TOTAL REPAIRS & MAINT	43,470.33	64,121	20,650.67	192,054	148,583.67
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	167.77	160	(7.77)	480	312.23
75.31	200	124.69	CARPENTRY SUPPLIES	264.55	800	535.45	2,400	2,135.45
312.61	325	12.39	CLEANING SUPPLIES	567.31	1,300	732.69	3,900	3,332.69

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
04/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
0.00	200	200.00	ELECTRICAL / LIGHTING	111.49	800	688.51	2,400	2,288.51
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
0.00	8,000	8,000.00	POOL SUPPLIES	796.21	9,600	8,803.79	12,950	12,153.79
13.56	85	71.44	TOOLS & EQUIPMENT	92.47	340	247.53	1,020	927.53
0.00	1,470	1,470.00	POOL CHEMICALS	0.00	5,880	5,880.00	17,640	17,640.00
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	100	100.00	300	300.00
<u>401.48</u>	<u>10,345</u>	<u>9,943.52</u>	TOTAL PARTS & SUPPLIES	<u>1,999.80</u>	<u>18,980</u>	<u>16,980.20</u>	<u>41,290</u>	<u>39,290.20</u>
			UTILITIES					
5,232.66	5,471	238.34	ELECTRICITY-COMMON AREA	16,925.19	19,137	2,211.81	60,610	43,684.81
25.01	0	(25.01)	GAS AMENITY CENTER	135.68	0	(135.68)	0	(135.68)
<u>3,830.62</u>	<u>1,725</u>	<u>(2,105.62)</u>	WATER/SEWER	<u>5,420.41</u>	<u>6,300</u>	<u>879.59</u>	<u>19,265</u>	<u>13,844.59</u>
<u>9,088.29</u>	<u>7,196</u>	<u>(1,892.29)</u>	TOTAL UTILITIES	<u>22,481.28</u>	<u>25,437</u>	<u>2,955.72</u>	<u>79,875</u>	<u>57,393.72</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	2,282.16	2,300	17.84	6,900	4,617.84
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	7,989.64	3,760	(4,229.64)	11,280	3,290.36
440.75	590	149.25	EXCESS LIABILITY INSURANCE	1,786.34	2,360	573.66	7,080	5,293.66
<u>29.17</u>	<u>42</u>	<u>12.83</u>	WORKERS COMPENSATION INSURANCE	<u>116.68</u>	<u>168</u>	<u>51.32</u>	<u>504</u>	<u>387.32</u>
<u>7,707.40</u>	<u>2,147</u>	<u>(5,560.40)</u>	TOTAL INSURANCE	<u>12,174.82</u>	<u>8,588</u>	<u>(3,586.82)</u>	<u>25,764</u>	<u>13,589.18</u>
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	2,922.14	2,600	(322.14)	7,800	4,877.86
0.00	650	650.00	TOTAL OTHER EXPENSES	2,922.14	2,600	(322.14)	7,800	4,877.86
<u>100,450.72</u>	<u>118,226</u>	<u>17,775.28</u>	TOTAL OPERATING EXPENSES	<u>349,737.31</u>	<u>421,130</u>	<u>71,392.69</u>	<u>1,447,016</u>	<u>1,097,278.69</u>
<u>21,428.79</u>	<u>(1,744)</u>	<u>23,172.79</u>	MASTER OPERATING INCOME	<u>115,332.26</u>	<u>42,923</u>	<u>72,409.26</u>	<u>5</u>	<u>115,327.26</u>

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
04/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>21,428.79</u>	<u>(1,744)</u>	<u>23,172.79</u>	NET INCOME/(LOSS) AFTER DEPR	<u>115,332.26</u>	<u>42,923</u>	<u>72,409.26</u>	<u>5</u>	<u>115,327.26</u>

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	173,318.79	195,065.49	(21,746.70)
OPERATING SURPLUS CD	51,588.07	51,469.91	118.16
OPERATING SURPLUS CD	248,237.45	249,857.53	(1,620.08)
OPERATING SURPLUS CD	51,454.89	51,342.71	112.18
OPERATING SURPLUS CD	51,459.57	51,385.21	74.36
OPERATING MMKT	200,963.12	200,579.82	383.30
BANK OF AMERICA	18,099.83	18,064.33	35.50
PETTY CASH CHECKING	3,058.73	4,694.56	(1,635.83)
TOTAL CASH	798,180.45	822,459.56	(24,279.11)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	273,443.19	308,343.46	(34,900.27)
ACCOUNTS RECEIVABLE - OTHER	(4,443.44)	(4,446.46)	3.02
ACCOUNTS RECEIVABLE - DUE FRM RESERVES	0.00	300.00	(300.00)
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,430.96)	(169,430.96)	0.00
TOTAL ACCOUNTS RECEIVABLE	99,568.79	134,766.04	(35,197.25)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	75,753.54	83,460.94	(7,707.40)
PREPAID EXPENSE	5,583.07	3,678.68	1,904.39
DEPOSIT IN TRANSIT - REFUNDABLE DEPOSITS	(700.00)	0.00	(700.00)
TOTAL OTHER ASSETS	80,636.61	87,139.62	(6,503.01)
TOTAL ASSETS	978,385.82	1,044,365.19	(65,979.37)

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	11,554.66	13,816.42	(2,261.76)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	208,234.54	310,309.54	(102,075.00)
ACCOUNTS PAYABLE	1,409.94	5,939.44	(4,529.50)
PREPAID ASSESSMENTS	76,769.88	68,475.17	8,294.71
LENDER SETUP FEE	250.00	250.00	0.00
ACCOUNTS PAYABLE - DUE TO RESERVES	0.00	300.00	(300.00)
TOTAL CURRENT LIABILITIES	298,568.82	399,440.37	(100,871.55)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	1,600.00	400.00	1,200.00
TOTAL OTHER LIABILITIES	1,600.00	400.00	1,200.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	149,024.44	115,332.26	33,692.18
TOTAL EQUITY	678,217.00	644,524.82	33,692.18
TOTAL LIABILITIES & EQUITY	978,385.82	1,044,365.19	(65,979.37)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
05/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
89,082.50	92,513	(3,430.50)	ASSOCIATION DUES	431,992.50	454,689	(22,696.50)	1,124,328	(692,335.50)
15,080.86	9,450	5,630.86	BUILDER ASSESSMENT	73,196.49	44,851	28,345.49	123,285	(50,068.51)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(7,500.00)	(7,500)	0.00	(18,000)	10,500.00
3,300.00	3,800	(500.00)	WORKING CAPITAL CONTRIBUTION	14,300.00	19,000	(4,700.00)	45,600	(31,300.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	(3,017.00)	(14,585)	11,568.00	(35,004)	31,987.00
675.71	3,800	(3,124.29)	LEGAL FEE INCOME	16,830.03	19,000	(2,169.97)	45,600	(28,769.97)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
775.00	300	475.00	PERMIT FEE - ARCHITECTURAL CHANGES	900.00	1,500	(600.00)	3,600	(2,700.00)
(511.96)	1,500	(2,011.96)	OWNER/BUILDER FINES	1,628.04	7,500	(5,871.96)	18,000	(16,371.96)
(1,845.00)	700	(2,545.00)	LATE CHARGES	3,053.95	3,500	(446.05)	8,400	(5,346.05)
1,067.92	0	1,067.92	INTEREST INCOME - OPERATING	4,259.97	0	4,259.97	0	4,259.97
50.00	100	(50.00)	NEWSLETTER INCOME	300.00	500	(200.00)	1,200	(900.00)
5,939.25	4,000	1,939.25	COLLECTION FEE INCOME	37,369.68	20,000	17,369.68	48,000	(10,630.32)
1,800.00	1,500	300.00	RENTAL INCOME	1,650.00	7,500	(5,850.00)	18,000	(16,350.00)
0.00	250	(250.00)	SPONSORSHIPS	3,500.00	1,250	2,250.00	3,000	500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	32.35	300	(267.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	23,680	(23,680.00)	56,832	(56,832.00)
35.50	40	(4.50)	ADMINISTRATIVE FEES	149.34	200	(50.66)	480	(330.66)
0.00	250	(250.00)	RECREATION EVENTS INCOME	249.00	1,250	(1,001.00)	3,000	(2,751.00)
<u>113,949.78</u>	<u>118,582</u>	<u>(4,632.22)</u>	TOTAL REVENUE	<u>579,019.35</u>	<u>582,635</u>	<u>(3,615.65)</u>	<u>1,447,021</u>	<u>(868,001.65)</u>
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
22,307.30	33,804	11,496.70	MGMT/ADMIN STAFF	144,775.37	160,202	15,426.63	383,603	238,827.63
0.00	700	700.00	UNIFORMS	466.11	1,400	933.89	2,300	1,833.89
0.00	727	727.00	ADVERTISING & PROMOTION	174.00	2,877	2,703.00	5,125	4,951.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	1,325	1,325.00	3,180	3,180.00
0.00	0	0.00	DUES & SUBSCRIPTIONS	0.00	135	135.00	670	670.00
0.00	700	700.00	LEGAL FEES	1,212.00	3,500	2,288.00	8,400	7,188.00
7,220.00	4,000	(3,220.00)	COLLECTIONS	42,360.00	20,000	(22,360.00)	48,000	5,640.00
2,665.78	3,800	1,134.22	LEGAL-COLLECTION EXPENSE	18,584.76	19,000	415.24	45,600	27,015.24
269.78	265	(4.78)	LICENSES & PERMITS	1,665.82	1,325	(340.82)	3,180	1,514.18
5,512.00	4,984	(528.00)	MANAGEMENT FEES	26,940.00	24,420	(2,520.00)	60,708	33,768.00
0.00	100	100.00	MEETING EXPENSE	106.45	500	393.55	1,200	1,093.55
165.69	700	534.31	OFFICE SUPPLIES	3,936.58	5,300	1,363.42	12,100	8,163.42
650.00	650	0.00	OFFICE EQUIPMENT LEASE	3,082.36	3,250	167.64	8,080	4,997.64
5,676.11	5,765	88.89	RECREATION EVENTS	13,878.96	20,610	6,731.04	49,186	35,307.04
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,149.43	1,300	150.57	TELEPHONE EXPENSE	5,623.66	6,500	876.34	15,600	9,976.34
1,919.86	2,800	880.14	POSTAGE	9,448.05	11,600	2,151.95	28,366	18,917.95
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	100	100.00	240	240.00
(527.70)	570	1,097.70	WEBPAGE	5,167.72	7,710	2,542.28	11,700	6,532.28
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
521.70	800	278.30	MILEAGE REIMBURSEMENT	2,592.55	4,000	1,407.45	9,600	7,007.45
<u>47,529.95</u>	<u>61,950</u>	<u>14,420.05</u>	TOTAL ADMIN & GENERAL	<u>281,866.89</u>	<u>293,754</u>	<u>11,887.11</u>	<u>711,838</u>	<u>429,971.11</u>
			CONTRACT SERVICES					
0.00	2,000	2,000.00	CLEANING/JANITORIAL	0.00	10,000	10,000.00	24,000	24,000.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	28,196.25	48,300	20,103.75	115,920	87,723.75
0.00	2,000	2,000.00	ADDITIONAL LANDSCAPE	0.00	6,400	6,400.00	10,400	10,400.00
0.00	0	0.00	PEST CONTROL	0.00	800	800.00	1,600	1,600.00
2,400.00	4,050	1,650.00	POOL SERVICE	12,000.00	20,250	8,250.00	48,600	36,600.00
0.00	30,963	30,963.00	POOL MONITOR	0.00	30,963	30,963.00	154,815	154,815.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	315.00	300	(15.00)	720	405.00
0.00	5,676	5,676.00	PATROL SERVICE	0.00	5,676	5,676.00	28,380	28,380.00
0.00	330	330.00	RESERVE STUDY	0.00	1,650	1,650.00	3,960	3,960.00
<u>8,159.25</u>	<u>54,739</u>	<u>46,579.75</u>	TOTAL CONTRACT SERVICES	<u>40,511.25</u>	<u>124,339</u>	<u>83,827.75</u>	<u>388,395</u>	<u>347,883.75</u>
			REPAIRS & MAINTENANCE					
7,426.15	14,496	7,069.85	MAINTENANCE STAFF	45,710.11	68,697	22,986.89	164,494	118,783.89
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
0.00	1,000	1,000.00	GENERAL MAINTENANCE SERVICES	2,524.76	5,000	2,475.24	12,000	9,475.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	2,172.49	2,500	327.51	6,000	3,827.51
96.39	140	43.61	VEHICLE FUEL & MAINT	585.51	700	114.49	1,680	1,094.49
0.00	500	500.00	POOL REPAIRS	0.00	2,000	2,000.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	250	250.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	75	75.00	180	180.00
<u>7,522.54</u>	<u>16,701</u>	<u>9,178.46</u>	TOTAL REPAIRS & MAINT	<u>50,992.87</u>	<u>80,822</u>	<u>29,829.13</u>	<u>192,054</u>	<u>141,061.13</u>
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	167.77	200	32.23	480	312.23
0.00	200	200.00	CARPENTRY SUPPLIES	264.55	1,000	735.45	2,400	2,135.45
479.48	325	(154.48)	CLEANING SUPPLIES	1,046.79	1,625	578.21	3,900	2,853.21

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
05/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
187.29	200	12.71	ELECTRICAL / LIGHTING	298.78	1,000	701.22	2,400	2,101.22
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
373.66	450	76.34	POOL SUPPLIES	1,169.87	10,050	8,880.13	12,950	11,780.13
0.00	85	85.00	TOOLS & EQUIPMENT	92.47	425	332.53	1,020	927.53
325.98	1,470	1,144.02	POOL CHEMICALS	325.98	7,350	7,024.02	17,640	17,314.02
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	125	125.00	300	300.00
<u>1,366.41</u>	<u>2,795</u>	<u>1,428.59</u>	TOTAL PARTS & SUPPLIES	<u>3,366.21</u>	<u>21,775</u>	<u>18,408.79</u>	<u>41,290</u>	<u>37,923.79</u>
			UTILITIES					
4,213.24	5,558	1,344.76	ELECTRICITY-COMMON AREA	21,138.43	24,695	3,556.57	60,610	39,471.57
20.95	0	(20.95)	GAS AMENITY CENTER	156.63	0	(156.63)	0	(156.63)
<u>3,137.10</u>	<u>1,840</u>	<u>(1,297.10)</u>	WATER/SEWER	<u>8,557.51</u>	<u>8,140</u>	<u>(417.51)</u>	<u>19,265</u>	<u>10,707.49</u>
<u>7,371.29</u>	<u>7,398</u>	<u>26.71</u>	TOTAL UTILITIES	<u>29,852.57</u>	<u>32,835</u>	<u>2,982.43</u>	<u>79,875</u>	<u>50,022.43</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	2,957.66	2,875	(82.66)	6,900	3,942.34
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	14,551.62	4,700	(9,851.62)	11,280	(3,271.62)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	2,227.09	2,950	722.91	7,080	4,852.91
<u>29.17</u>	<u>42</u>	<u>12.83</u>	WORKERS COMPENSATION INSURANCE	<u>145.85</u>	<u>210</u>	<u>64.15</u>	<u>504</u>	<u>358.15</u>
<u>7,707.40</u>	<u>2,147</u>	<u>(5,560.40)</u>	TOTAL INSURANCE	<u>19,882.22</u>	<u>10,735</u>	<u>(9,147.22)</u>	<u>25,764</u>	<u>5,881.78</u>
			OTHER EXPENSES					
600.76	650	49.24	ENHANCEMENTS	3,522.90	3,250	(272.90)	7,800	4,277.10
600.76	650	49.24	TOTAL OTHER EXPENSES	3,522.90	3,250	(272.90)	7,800	4,277.10
<u>80,257.60</u>	<u>146,380</u>	<u>66,122.40</u>	TOTAL OPERATING EXPENSES	<u>429,994.91</u>	<u>567,510</u>	<u>137,515.09</u>	<u>1,447,016</u>	<u>1,017,021.09</u>
<u>33,692.18</u>	<u>(27,798)</u>	<u>61,490.18</u>	MASTER OPERATING INCOME	<u>149,024.44</u>	<u>15,125</u>	<u>133,899.44</u>	<u>5</u>	<u>149,019.44</u>

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
05/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>33,692.18</u>	<u>(27,798)</u>	<u>61,490.18</u>	NET INCOME/(LOSS) AFTER DEPR	<u>149,024.44</u>	<u>15,125</u>	<u>133,899.44</u>	<u>5</u>	<u>149,019.44</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
06/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	147,932.98	173,318.79	(25,385.81)
OPERATING SURPLUS CD	51,695.03	51,588.07	106.96
OPERATING SURPLUS CD	248,615.31	248,237.45	377.86
OPERATING SURPLUS CD	51,556.43	51,454.89	101.54
OPERATING SURPLUS CD	51,551.77	51,459.57	92.20
OPERATING MMKT	201,309.99	200,963.12	346.87
BANK OF AMERICA	18,099.83	18,099.83	0.00
PETTY CASH CHECKING	4,282.03	3,058.73	1,223.30
TOTAL CASH	775,043.37	798,180.45	(23,137.08)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	255,277.27	273,443.19	(18,165.92)
ACCOUNTS RECEIVABLE - OTHER	(4,443.44)	(4,443.44)	0.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(169,430.96)	(169,430.96)	0.00
TOTAL ACCOUNTS RECEIVABLE	81,402.87	99,568.79	(18,165.92)
FIXED ASSETS			
BUILDINGS	630.00	0.00	630.00
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	629.97	(0.03)	630.00
OTHER ASSETS			
PREPAID INSURANCE	68,046.64	75,753.54	(7,706.90)
PREPAID EXPENSE	5,447.48	5,583.07	(135.59)
DEPOSIT IN TRANSIT - REFUNDABLE DEPOSITS	(1,700.00)	(700.00)	(1,000.00)
TOTAL OTHER ASSETS	71,794.12	80,636.61	(8,842.49)
TOTAL ASSETS	928,870.33	978,385.82	(49,515.49)

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
06/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	44,210.59	11,554.66	32,655.93
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	105,747.04	208,234.54	(102,487.50)
ACCOUNTS PAYABLE	2,433.30	1,409.94	1,023.36
PREPAID ASSESSMENTS	102,052.38	76,769.88	25,282.50
LENDER SETUP FEE	250.00	250.00	0.00
TOTAL CURRENT LIABILITIES	255,043.11	298,568.82	(43,525.71)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	3,550.00	1,600.00	1,950.00
TOTAL OTHER LIABILITIES	3,550.00	1,600.00	1,950.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	141,084.66	149,024.44	(7,939.78)
TOTAL EQUITY	670,277.22	678,217.00	(7,939.78)
TOTAL LIABILITIES & EQUITY	928,870.33	978,385.82	(49,515.49)

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06/30/2019

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89,042.50	93,300	(4,257.50)	ASSOCIATION DUES	521,035.00	547,989	(26,954.00)	1,124,328	(603,293.00)
16,587.00	10,538	6,049.00	BUILDER ASSESSMENT	89,783.49	55,389	34,394.49	123,265	(33,481.51)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(9,000.00)	(9,000)	0.00	(18,000)	9,000.00
4,000.00	3,800	200.00	WORKING CAPITAL CONTRIBUTION	18,300.00	22,800	(4,500.00)	45,600	(27,300.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	(3,017.00)	(17,502)	14,485.00	(35,004)	31,987.00
8,207.50	3,800	4,407.50	LEGAL FEE INCOME	25,037.53	22,800	2,237.53	45,600	(20,562.47)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	900.00	1,800	(900.00)	3,600	(2,700.00)
275.00	1,500	(1,225.00)	OWNER/BUILDER FINES	1,903.04	9,000	(7,096.96)	18,000	(16,096.96)
(200.00)	700	(900.00)	LATE CHARGES	2,853.95	4,200	(1,346.05)	8,400	(5,546.05)
1,025.43	0	1,025.43	INTEREST INCOME - OPERATING	5,285.40	0	5,285.40	0	5,285.40
0.00	100	(100.00)	NEWSLETTER INCOME	300.00	600	(300.00)	1,200	(900.00)
4,126.00	4,000	126.00	COLLECTION FEE INCOME	41,495.68	24,000	17,495.68	48,000	(6,504.32)
4,950.00	1,500	3,450.00	RENTAL INCOME	6,600.00	9,000	(2,400.00)	18,000	(11,400.00)
500.00	250	250.00	SPONSORSHIPS	4,000.00	1,500	2,500.00	3,000	1,000.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	32.35	360	(327.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	28,416	(28,416.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	240	(90.66)	480	(330.66)
0.00	250	(250.00)	RECREATION EVENTS INCOME	249.00	1,500	(1,251.00)	3,000	(2,751.00)
127,013.43	120,457	6,556.43	TOTAL REVENUE	706,032.78	703,092	2,940.78	1,447,021	(740,988.22)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
27,940.29	29,395	1,454.71	MGMT/ADMIN STAFF	172,715.66	189,597	16,881.34	383,603	210,887.34
0.00	0	0.00	UNIFORMS	466.11	1,400	933.89	2,300	1,833.89
300.00	400	100.00	ADVERTISING & PROMOTION	474.00	3,277	2,803.00	5,125	4,651.00
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	0.00	1,590	1,590.00	3,180	3,180.00
0.00	150	150.00	DUES & SUBSCRIPTIONS	0.00	285	285.00	670	670.00
1,151.50	700	(451.50)	LEGAL FEES	2,363.50	4,200	1,836.50	8,400	6,036.50
4,380.00	4,000	(380.00)	COLLECTIONS	46,740.00	24,000	(22,740.00)	48,000	1,260.00
6,172.13	3,800	(2,372.13)	LEGAL-COLLECTION EXPENSE	24,756.89	22,800	(1,956.89)	45,600	20,843.11
823.91	265	(558.91)	LICENSES & PERMITS	2,489.73	1,590	(899.73)	3,180	690.27
5,546.00	5,034	(512.00)	MANAGEMENT FEES	32,486.00	29,454	(3,032.00)	60,708	28,222.00
56.60	100	43.40	MEETING EXPENSE	163.05	600	436.95	1,200	1,036.95
(79.24)	700	779.24	OFFICE SUPPLIES	3,857.34	6,000	2,142.66	12,100	8,242.66
897.01	930	32.99	OFFICE EQUIPMENT LEASE	3,979.37	4,180	200.63	8,080	4,100.63
2,366.79	3,615	1,248.21	RECREATION EVENTS	16,245.75	24,225	7,979.25	49,186	32,940.25
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,735.34	1,300	(435.34)	TELEPHONE EXPENSE	7,359.00	7,800	441.00	15,600	8,241.00
1,827.87	2,200	372.13	POSTAGE	11,275.92	13,800	2,524.08	28,366	17,090.08
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	120	120.00	240	240.00
659.63	570	(89.63)	WEBPAGE	5,827.35	8,280	2,452.65	11,700	5,872.65
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
825.07	800	(25.07)	MILEAGE REIMBURSEMENT	3,417.62	4,800	1,382.38	9,600	6,182.38
54,802.90	54,244	(558.90)	TOTAL ADMIN & GENERAL	336,469.79	347,998	11,528.21	711,838	375,368.21
			CONTRACT SERVICES					
600.00	2,000	1,400.00	CLEANING/JANITORIAL	600.00	12,000	11,400.00	24,000	23,400.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	33,835.50	57,960	24,124.50	115,920	82,084.50
0.00	0	0.00	ADDITIONAL LANDSCAPE	0.00	6,400	6,400.00	10,400	10,400.00
0.00	0	0.00	PEST CONTROL	0.00	800	800.00	1,600	1,600.00
3,792.86	4,050	257.14	POOL SERVICE	15,792.86	24,300	8,507.14	48,600	32,807.14
30,963.00	30,963	0.00	POOL MONITOR	30,963.00	61,926	30,963.00	154,815	123,852.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	435.00	360	(75.00)	720	285.00
5,760.00	5,676	(84.00)	PATROL SERVICE	5,760.00	11,352	5,592.00	28,380	22,620.00
0.00	330	330.00	RESERVE STUDY	0.00	1,980	1,980.00	3,960	3,960.00
46,875.11	52,739	5,863.89	TOTAL CONTRACT SERVICES	87,386.36	177,078	89,691.64	388,395	301,008.64
			REPAIRS & MAINTENANCE					
11,126.17	12,605	1,478.83	MAINTENANCE STAFF	56,836.28	81,302	24,465.72	164,494	107,657.72
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
729.00	1,000	271.00	GENERAL MAINTENANCE SERVICES	3,253.76	6,000	2,746.24	12,000	8,746.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	2,172.49	3,000	827.51	6,000	3,827.51
45.95	140	94.05	VEHICLE FUEL & MAINT	631.46	840	208.54	1,680	1,048.54
0.00	500	500.00	POOL REPAIRS	0.00	2,500	2,500.00	5,500	5,500.00
0.00	50	50.00	SITE SIGNAGE	0.00	300	300.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	90	90.00	180	180.00
11,901.12	14,810	2,908.88	TOTAL REPAIRS & MAINT	62,893.99	95,632	32,738.01	192,054	129,160.01
			PARTS & SUPPLIES					
75.94	40	(35.94)	A/C & HEAT SUPPLIES	243.71	240	(3.71)	480	236.29
375.73	200	(175.73)	CARPENTRY SUPPLIES	640.28	1,200	559.72	2,400	1,759.72
955.33	325	(630.33)	CLEANING SUPPLIES	2,002.12	1,950	(52.12)	3,900	1,897.88

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
06/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
72.58	200	127.42	ELECTRICAL / LIGHTING	371.36	1,200	828.64	2,400	2,028.64
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
267.93	450	182.07	POOL SUPPLIES	1,437.80	10,500	9,062.20	12,950	11,512.20
237.59	85	(152.59)	TOOLS & EQUIPMENT	330.06	510	179.94	1,020	689.94
1,675.88	1,470	(205.88)	POOL CHEMICALS	2,001.86	8,820	6,818.14	17,640	15,638.14
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	150	150.00	300	300.00
3,660.98	2,795	(865.98)	TOTAL PARTS & SUPPLIES	7,027.19	24,570	17,542.81	41,290	34,262.81
			UTILITIES					
6,071.57	6,012	(59.57)	ELECTRICITY-COMMON AREA	27,210.00	30,707	3,497.00	60,610	33,400.00
22.32	0	(22.32)	GAS AMENITY CENTER	178.95	0	(178.95)	0	(178.95)
2,736.31	1,675	(1,061.31)	WATER/SEWER	11,293.82	9,815	(1,478.82)	19,265	7,971.18
8,830.20	7,687	(1,143.20)	TOTAL UTILITIES	38,682.77	40,522	1,839.23	79,875	41,192.23
			INSURANCE					
675.00	575	(100.00)	DIRECTORS & OFFICERS INSURANCE	3,632.66	3,450	(182.66)	6,900	3,267.34
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	21,113.60	5,640	(15,473.60)	11,280	(9,833.60)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	2,667.84	3,540	872.16	7,080	4,412.16
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	175.02	252	76.98	504	328.98
7,706.90	2,147	(5,559.90)	TOTAL INSURANCE	27,589.12	12,882	(14,707.12)	25,764	(1,825.12)
			OTHER EXPENSES					
1,376.00	650	(726.00)	ENHANCEMENTS	4,898.90	3,900	(998.90)	7,800	2,901.10
1,376.00	650	(726.00)	TOTAL OTHER EXPENSES	4,898.90	3,900	(998.90)	7,800	2,901.10
134,953.21	135,072	118.79	TOTAL OPERATING EXPENSES	564,948.12	702,582	137,633.88	1,447,016	882,067.88
(7,939.78)	(14,615)	6,675.22	MASTER OPERATING INCOME	141,084.66	510	140,574.66	5	141,079.66

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>(7,939.78)</u>	<u>(14,615)</u>	<u>6,675.22</u>	NET INCOME/(LOSS) AFTER DEPR	<u>141,084.66</u>	<u>510</u>	<u>140,574.66</u>	<u>5</u>	<u>141,079.66</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
07/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	203,155.28	147,932.98	55,222.30
OPERATING SURPLUS CD	51,821.37	51,695.03	126.34
OPERATING SURPLUS CD	249,005.94	248,615.31	390.63
OPERATING SURPLUS CD	51,676.36	51,556.43	119.93
OPERATING SURPLUS CD	51,644.13	51,551.77	92.36
OPERATING MMKT	201,719.50	201,309.99	409.51
BANK OF AMERICA	18,146.83	18,099.83	47.00
PETTY CASH CHECKING	5,357.92	4,282.03	1,075.89
TOTAL CASH	832,527.33	775,043.37	57,483.96
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	250,752.75	255,277.27	(4,524.52)
ACCOUNTS RECEIVABLE - OTHER	(3,586.54)	(4,443.44)	856.90
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(170,769.96)	(169,430.96)	(1,339.00)
TOTAL ACCOUNTS RECEIVABLE	76,396.25	81,402.87	(5,006.62)
FIXED ASSETS			
BUILDINGS	0.00	630.00	(630.00)
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	629.97	(630.00)
OTHER ASSETS			
PREPAID INSURANCE	60,339.24	68,046.64	(7,707.40)
PREPAID EXPENSE	4,270.28	5,447.48	(1,177.20)
DEPOSIT IN TRANSIT - REFUNDABLE DEPOSITS	(2,200.00)	(1,700.00)	(500.00)
TOTAL OTHER ASSETS	62,409.52	71,794.12	(9,384.60)
TOTAL ASSETS	971,333.07	928,870.33	42,462.74

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
07/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	24,957.76	44,210.59	(19,252.83)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	0.00	105,747.04	(105,747.04)
ACCOUNTS PAYABLE	4,949.07	2,433.30	2,515.77
PREPAID ASSESSMENTS	283,011.90	102,052.38	180,959.52
LENDER SETUP FEE	<u>250.00</u>	<u>250.00</u>	<u>0.00</u>
TOTAL CURRENT LIABILITIES	313,518.53	255,043.11	58,475.42
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	<u>2,800.00</u>	<u>3,550.00</u>	<u>(750.00)</u>
TOTAL OTHER LIABILITIES	2,800.00	3,550.00	(750.00)
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	<u>125,821.98</u>	<u>141,084.66</u>	<u>(15,262.68)</u>
TOTAL EQUITY	655,014.54	670,277.22	(15,262.68)
TOTAL LIABILITIES & EQUITY	<u>971,333.07</u>	<u>928,870.33</u>	<u>42,462.74</u>

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
07/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
89,097.25	94,088	(4,990.75)	ASSOCIATION DUES	610,132.25	642,077	(31,944.75)	1,124,328	(514,195.75)
21,449.29	10,350	11,099.29	BUILDER ASSESSMENT	111,232.78	65,739	45,493.78	123,265	(12,032.22)
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(10,500.00)	(10,500)	0.00	(18,000)	7,500.00
3,900.00	3,800	100.00	WORKING CAPITAL CONTRIBUTION	22,200.00	26,600	(4,400.00)	45,600	(23,400.00)
(1,339.00)	(2,917)	1,578.00	LESS: BAD DEBT	(4,356.00)	(20,419)	16,063.00	(35,004)	30,648.00
1,640.02	3,800	(2,159.98)	LEGAL FEE INCOME	26,677.55	26,600	77.55	45,600	(18,922.45)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
250.00	300	(50.00)	PERMIT FEE - ARCHITECTURAL CHANGES	1,150.00	2,100	(950.00)	3,600	(2,450.00)
1,450.00	1,500	(50.00)	OWNER/BUILDER FINES	3,353.04	10,500	(7,146.96)	18,000	(14,646.96)
4,505.00	700	3,805.00	LATE CHARGES	7,358.95	4,900	2,458.95	8,400	(1,041.05)
1,185.77	0	1,185.77	INTEREST INCOME - OPERATING	6,471.17	0	6,471.17	0	6,471.17
50.00	100	(50.00)	NEWSLETTER INCOME	350.00	700	(350.00)	1,200	(850.00)
10,561.79	4,000	6,561.79	COLLECTION FEE INCOME	52,057.47	28,000	24,057.47	48,000	4,057.47
2,850.00	1,500	1,350.00	RENTAL INCOME	9,450.00	10,500	(1,050.00)	18,000	(8,550.00)
0.00	250	(250.00)	SPONSORSHIPS	4,000.00	1,750	2,250.00	3,000	1,000.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	32.35	420	(387.65)	720	(687.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	33,152	(33,152.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	280	(130.66)	480	(330.66)
110.00	250	(140.00)	RECREATION EVENTS INCOME	359.00	1,750	(1,391.00)	3,000	(2,641.00)
134,210.12	121,057	13,153.12	TOTAL REVENUE	840,242.90	824,149	16,093.90	1,447,021	(606,778.10)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
33,105.96	33,804	698.04	MGMT/ADMIN STAFF	205,821.62	223,401	17,579.38	383,603	177,781.38
0.00	0	0.00	UNIFORMS	466.11	1,400	933.89	2,300	1,833.89
30.97	400	369.03	ADVERTISING & PROMOTION	504.97	3,677	3,172.03	5,125	4,620.03
1,171.64	265	(906.64)	AUDIT/TAX PREP EXPENSE	1,171.64	1,855	683.36	3,180	2,008.36
0.00	0	0.00	DUES & SUBSCRIPTIONS	0.00	285	285.00	670	670.00
812.75	700	(112.75)	LEGAL FEES	3,176.25	4,900	1,723.75	8,400	5,223.75
10,860.00	4,000	(6,860.00)	COLLECTIONS	57,600.00	28,000	(29,600.00)	48,000	(9,600.00)
2,203.23	3,800	1,596.77	LEGAL-COLLECTION EXPENSE	26,960.12	26,600	(360.12)	45,600	18,639.88
320.90	265	(55.90)	LICENSES & PERMITS	2,810.63	1,855	(955.63)	3,180	369.37
5,626.00	5,084	(542.00)	MANAGEMENT FEES	38,112.00	34,538	(3,574.00)	60,708	22,596.00
0.00	100	100.00	MEETING EXPENSE	163.05	700	536.95	1,200	1,036.95
1,218.18	1,600	381.82	OFFICE SUPPLIES	5,075.52	7,600	2,524.48	12,100	7,024.48
594.12	650	55.88	OFFICE EQUIPMENT LEASE	4,573.49	4,830	256.51	8,080	3,506.51
2,771.07	1,465	(1,306.07)	RECREATION EVENTS	19,016.82	25,690	6,673.18	49,186	30,169.18
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,538.79	1,300	(238.79)	TELEPHONE EXPENSE	8,897.79	9,100	202.21	15,600	6,702.21
2,705.74	3,600	894.26	POSTAGE	13,981.66	17,400	3,418.34	28,366	14,384.34
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	140	140.00	240	240.00
698.93	570	(128.93)	WEBPAGE	6,526.28	8,850	2,323.72	11,700	5,173.72
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
846.70	800	(46.70)	MILEAGE REIMBURSEMENT	4,264.32	5,600	1,335.68	9,600	5,335.68
64,504.98	58,423	(6,081.98)	TOTAL ADMIN & GENERAL	400,974.77	406,421	5,446.23	711,838	310,863.23
			CONTRACT SERVICES					
720.00	2,000	1,280.00	CLEANING/JANITORIAL	1,320.00	14,000	12,680.00	24,000	22,680.00
5,639.25	9,660	4,020.75	LANDSCAPE MAINTENANCE	39,474.75	67,620	28,145.25	115,920	76,445.25
0.00	0	0.00	ADDITIONAL LANDSCAPE	0.00	6,400	6,400.00	10,400	10,400.00
0.00	0	0.00	PEST CONTROL	0.00	800	800.00	1,600	1,600.00
6,908.13	4,050	(2,858.13)	POOL SERVICE	22,700.99	28,350	5,649.01	48,600	25,899.01
18,217.00	30,963	12,746.00	POOL MONITOR	49,180.00	92,889	43,709.00	154,815	105,635.00
205.00	60	(145.00)	SECURITY/ALARM SYSTEMS	640.00	420	(220.00)	720	80.00
14,740.00	5,676	(9,064.00)	PATROL SERVICE	20,500.00	17,028	(3,472.00)	28,380	7,880.00
0.00	330	330.00	RESERVE STUDY	0.00	2,310	2,310.00	3,960	3,960.00
46,429.38	52,739	6,309.62	TOTAL CONTRACT SERVICES	133,815.74	229,817	96,001.26	388,395	254,579.26
			REPAIRS & MAINTENANCE					
10,719.06	14,496	3,776.94	MAINTENANCE STAFF	67,555.34	95,798	28,242.66	164,494	96,938.66
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
0.00	1,000	1,000.00	GENERAL MAINTENANCE SERVICES	3,253.76	7,000	3,746.24	12,000	8,746.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	2,172.49	3,500	1,327.51	6,000	3,827.51
90.55	140	49.45	VEHICLE FUEL & MAINT	722.01	980	257.99	1,680	957.99
75.00	500	425.00	POOL REPAIRS	75.00	3,000	2,925.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	350	350.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	105	105.00	180	180.00
10,884.61	16,701	5,816.39	TOTAL REPAIRS & MAINT	73,778.60	112,333	38,554.40	192,054	118,275.40
			PARTS & SUPPLIES					
47.43	40	(7.43)	A/C & HEAT SUPPLIES	291.14	280	(11.14)	480	188.86
38.86	200	161.14	CARPENTRY SUPPLIES	679.14	1,400	720.86	2,400	1,720.86
1,886.79	325	(1,561.79)	CLEANING SUPPLIES	3,888.91	2,275	(1,613.91)	3,900	11.09

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
07/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
0.00	200	200.00	ELECTRICAL / LIGHTING	371.36	1,400	1,028.64	2,400	2,028.64
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
2,166.40	1,200	(966.40)	POOL SUPPLIES	3,604.20	11,700	8,095.80	12,950	9,345.80
207.16	85	(122.16)	TOOLS & EQUIPMENT	537.22	595	57.78	1,020	482.78
2,836.16	1,470	(1,366.16)	POOL CHEMICALS	4,838.02	10,290	5,451.98	17,640	12,801.98
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	175	175.00	300	300.00
<u>7,182.80</u>	<u>3,545</u>	<u>(3,637.80)</u>	TOTAL PARTS & SUPPLIES	<u>14,209.99</u>	<u>28,115</u>	<u>13,905.01</u>	<u>41,290</u>	<u>27,080.01</u>
			UTILITIES					
7,309.74	5,224	(2,085.74)	ELECTRICITY-COMMON AREA	34,519.74	35,931	1,411.26	60,610	26,090.26
0.00	0	0.00	GAS AMENITY CENTER	178.95	0	(178.95)	0	(178.95)
5,206.84	1,675	(3,531.84)	WATER/SEWER	16,500.66	11,490	(5,010.66)	19,265	2,764.34
<u>12,516.58</u>	<u>6,899</u>	<u>(5,617.58)</u>	TOTAL UTILITIES	<u>51,199.35</u>	<u>47,421</u>	<u>(3,778.35)</u>	<u>79,875</u>	<u>28,675.65</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	4,308.16	4,025	(283.16)	6,900	2,591.84
6,403.95	940	(5,463.95)	FIRE & EXTENDED COVERAGE INSURANCE	27,517.55	6,580	(20,937.55)	11,280	(16,237.55)
440.75	590	(149.25)	EXCESS LIABILITY INSURANCE	3,108.59	4,130	1,021.41	7,080	3,971.41
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	204.19	294	89.81	504	299.81
<u>7,549.37</u>	<u>2,147</u>	<u>(5,402.37)</u>	TOTAL INSURANCE	<u>35,138.49</u>	<u>15,029</u>	<u>(20,109.49)</u>	<u>25,764</u>	<u>(9,374.49)</u>
			OTHER EXPENSES					
405.08	650	244.92	ENHANCEMENTS	5,303.98	4,550	(753.98)	7,800	2,496.02
<u>405.08</u>	<u>650</u>	<u>244.92</u>	TOTAL OTHER EXPENSES	<u>5,303.98</u>	<u>4,550</u>	<u>(753.98)</u>	<u>7,800</u>	<u>2,496.02</u>
<u>149,472.80</u>	<u>141,104</u>	<u>(8,368.80)</u>	TOTAL OPERATING EXPENSES	<u>714,420.92</u>	<u>843,686</u>	<u>129,265.08</u>	<u>1,447,016</u>	<u>732,595.08</u>
<u>(15,262.68)</u>	<u>(20,047)</u>	<u>4,784.32</u>	MASTER OPERATING INCOME	<u>125,821.98</u>	<u>(19,537)</u>	<u>145,358.98</u>	<u>5</u>	<u>125,816.98</u>

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
07/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>(15,262.66)</u>	<u>(20,047)</u>	<u>4,784.32</u>	NET INCOME/(LOSS) AFTER DEPR	<u>125,821.98</u>	<u>(19,537)</u>	<u>145,358.98</u>	<u>5</u>	<u>125,816.98</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
08/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	260,148.98	203,155.28	56,993.70
OPERATING SURPLUS CD	51,936.50	51,821.37	115.13
OPERATING SURPLUS CD	249,397.19	249,005.94	391.25
OPERATING SURPLUS CD	51,785.63	51,676.36	109.27
OPERATING SURPLUS CD	51,728.25	51,644.13	84.12
OPERATING MMKT	202,070.48	201,719.50	350.98
BANK OF AMERICA	18,146.83	18,146.83	0.00
PETTY CASH CHECKING	2,519.75	5,357.92	(2,838.17)
TOTAL CASH	887,733.61	832,527.33	55,206.28
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	429,624.50	250,752.75	178,871.75
ACCOUNTS RECEIVABLE - OTHER	(4,443.44)	(3,586.54)	(856.90)
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(165,897.52)	(170,769.96)	4,872.44
TOTAL ACCOUNTS RECEIVABLE	259,283.54	76,396.25	182,887.29
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	52,661.01	60,339.24	(7,678.23)
PREPAID EXPENSE	3,135.81	4,270.28	(1,134.47)
DEPOSIT IN TRANSIT - REFUNDABLE DEPOSITS	0.00	(2,200.00)	2,200.00
TOTAL OTHER ASSETS	55,796.82	62,409.52	(6,612.70)
TOTAL ASSETS	1,202,813.94	971,333.07	231,480.87

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	6,083.00	24,957.76	(18,874.76)
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	533,812.50	0.00	533,812.50
ACCOUNTS PAYABLE	32,968.41	4,949.07	28,019.34
PREPAID ASSESSMENTS	38,734.38	283,011.90	(244,277.52)
LENDER SETUP FEE	250.00	250.00	0.00
TOTAL CURRENT LIABILITIES	612,198.09	313,518.53	298,679.56
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	3,200.00	2,800.00	400.00
TOTAL OTHER LIABILITIES	3,200.00	2,800.00	400.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	58,223.29	125,821.98	(67,598.69)
TOTAL EQUITY	587,415.85	655,014.54	(67,598.69)
TOTAL LIABILITIES & EQUITY	1,202,813.94	971,333.07	231,480.87

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
08/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
92,203.71	94,875	(2,671.29)	ASSOCIATION DUES	702,335.96	736,952	(34,616.04)	1,124,328	(421,992.04)
13,507.95	10,575	2,932.95	BUILDER ASSESSMENT	124,740.73	76,314	48,426.73	123,265	1,475.73
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(12,000.00)	(12,000)	0.00	(18,000)	6,000.00
4,000.00	3,800	200.00	WORKING CAPITAL CONTRIBUTION	26,200.00	30,400	(4,200.00)	45,600	(19,400.00)
4,872.44	(2,917)	7,789.44	LESS: BAD DEBT	516.44	(23,336)	(23,852.44)	(35,004)	35,520.44
282.60	3,800	(3,517.40)	LEGAL FEE INCOME	26,960.15	30,400	(3,439.85)	45,600	(18,639.85)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
125.00	300	(175.00)	PERMIT FEE - ARCHITECTURAL CHANGES	1,275.00	2,400	(1,125.00)	3,600	(2,325.00)
2,360.00	1,500	860.00	OWNER/BUILDER FINES	5,713.04	12,000	(6,286.96)	18,000	(12,286.96)
(4,355.00)	700	(5,055.00)	LATE CHARGES	3,003.95	5,600	(2,596.05)	8,400	(5,396.05)
1,050.75	0	1,050.75	INTEREST INCOME - OPERATING	7,521.92	0	7,521.92	0	7,521.92
0.00	100	(100.00)	NEWSLETTER INCOME	350.00	800	(450.00)	1,200	(850.00)
(6,310.00)	4,000	(10,310.00)	COLLECTION FEE INCOME	45,747.47	32,000	13,747.47	48,000	(2,252.53)
3,175.00	1,500	1,675.00	RENTAL INCOME	12,625.00	12,000	625.00	18,000	(5,375.00)
0.00	250	(250.00)	SPONSORSHIPS	4,000.00	2,000	2,000.00	3,000	1,000.00
25.00	60	(35.00)	MISCELLANEOUS INCOME	57.35	480	(422.65)	720	(662.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	37,888	(37,888.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	320	(170.66)	480	(330.66)
180.00	250	(70.00)	RECREATION EVENTS INCOME	539.00	2,000	(1,461.00)	3,000	(2,461.00)
109,617.45	122,069	(12,451.55)	TOTAL REVENUE	949,860.35	946,218	3,642.35	1,447,021	(497,160.65)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
31,465.21	32,334	868.79	MGMT/ADMIN STAFF	237,286.83	255,735	18,448.17	383,603	146,316.17
658.22	0	(658.22)	UNIFORMS	1,124.33	1,400	275.67	2,300	1,175.67
0.00	900	900.00	ADVERTISING & PROMOTION	504.97	4,577	4,072.03	5,125	4,620.03
1,250.00	265	(985.00)	AUDIT/TAX PREP EXPENSE	2,421.64	2,120	(301.64)	3,180	758.36
122.68	0	(122.68)	DUES & SUBSCRIPTIONS	122.68	285	162.32	670	547.32
258.60	700	441.40	LEGAL FEES	3,434.85	5,600	2,165.15	8,400	4,965.15
(5,590.00)	4,000	9,590.00	COLLECTIONS	52,010.00	32,000	(20,010.00)	48,000	(4,010.00)
458.60	3,800	3,341.40	LEGAL-COLLECTION EXPENSE	27,418.72	30,400	2,981.28	45,600	18,181.28
346.99	265	(81.99)	LICENSES & PERMITS	3,157.62	2,120	(1,037.62)	3,180	22.38
5,686.00	5,134	(552.00)	MANAGEMENT FEES	43,798.00	39,672	(4,126.00)	60,708	16,910.00
138.13	100	(38.13)	MEETING EXPENSE	301.18	800	498.82	1,200	898.82
540.48	700	159.52	OFFICE SUPPLIES	5,616.00	8,300	2,684.00	12,100	6,484.00
650.00	650	0.00	OFFICE EQUIPMENT LEASE	5,223.49	5,480	256.51	8,080	2,856.51
3,619.41	3,115	(504.41)	RECREATION EVENTS	22,636.23	28,805	6,168.77	49,186	26,549.77
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,452.33	1,300	(152.33)	TELEPHONE EXPENSE	10,350.12	10,400	49.88	15,600	5,249.88
2,727.89	1,600	(1,127.89)	POSTAGE	16,709.55	19,000	2,290.45	28,366	11,656.45
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	160	160.00	240	240.00
698.93	570	(128.93)	WEBPAGE	7,225.21	9,420	2,194.79	11,700	4,474.79
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
764.31	800	35.69	MILEAGE REIMBURSEMENT	5,028.63	6,400	1,371.37	9,600	4,571.37
45,247.78	56,253	11,005.22	TOTAL ADMIN & GENERAL	446,222.55	462,674	16,451.45	711,838	265,615.45
			CONTRACT SERVICES					
4,860.00	2,000	(2,860.00)	CLEANING/JANITORIAL	6,180.00	16,000	9,820.00	24,000	17,820.00
8,639.25	9,660	1,020.75	LANDSCAPE MAINTENANCE	48,114.00	77,280	29,166.00	115,920	67,806.00
0.00	0	0.00	ADDITIONAL LANDSCAPE	0.00	6,400	6,400.00	10,400	10,400.00
0.00	400	400.00	PEST CONTROL	0.00	1,200	1,200.00	1,600	1,600.00
3,408.38	4,050	641.62	POOL SERVICE	26,109.37	32,400	6,290.63	48,600	22,490.63
74,051.00	30,963	(43,088.00)	POOL MONITOR	123,231.00	123,852	621.00	154,815	31,584.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	760.00	480	(280.00)	720	(400.00)
7,480.00	5,676	(1,804.00)	PATROL SERVICE	27,980.00	22,704	(5,276.00)	28,380	400.00
0.00	330	330.00	RESERVE STUDY	0.00	2,640	2,640.00	3,960	3,960.00
98,558.63	53,139	(45,419.63)	TOTAL CONTRACT SERVICES	232,374.37	282,956	50,581.63	388,395	156,020.63
			REPAIRS & MAINTENANCE					
8,650.67	13,865	5,214.33	MAINTENANCE STAFF	76,206.01	109,663	33,456.99	164,494	88,287.99
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
4,928.00	1,000	(3,928.00)	GENERAL MAINTENANCE SERVICES	8,181.76	8,000	(181.76)	12,000	3,818.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	2,172.49	4,000	1,827.51	6,000	3,827.51
159.99	140	(19.99)	VEHICLE FUEL & MAINT	882.00	1,120	238.00	1,680	798.00
0.00	500	500.00	POOL REPAIRS	75.00	3,500	3,425.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	400	400.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	120	120.00	180	180.00
13,738.66	16,070	2,331.34	TOTAL REPAIRS & MAINT	87,517.26	128,403	40,885.74	192,054	104,536.74
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	291.14	320	28.86	480	188.86
169.10	200	30.90	CARPENTRY SUPPLIES	848.24	1,600	751.76	2,400	1,551.76
1,039.74	325	(714.74)	CLEANING SUPPLIES	4,928.65	2,600	(2,328.65)	3,900	(1,028.65)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
08/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
0.00	200	200.00	ELECTRICAL / LIGHTING	371.36	1,600	1,228.64	2,400	2,028.64
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
0.00	450	450.00	POOL SUPPLIES	3,604.20	12,150	8,545.80	12,950	9,345.80
0.00	85	85.00	TOOLS & EQUIPMENT	537.22	680	142.78	1,020	482.76
3,181.46	1,470	(1,711.46)	POOL CHEMICALS	8,019.48	11,760	3,740.52	17,640	9,620.52
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	200	200.00	300	300.00
<u>4,390.30</u>	<u>2,795</u>	<u>(1,595.30)</u>	TOTAL PARTS & SUPPLIES	<u>18,600.29</u>	<u>30,910</u>	<u>12,309.71</u>	<u>41,290</u>	<u>22,689.71</u>
			UTILITIES					
155.28	4,499	4,343.72	ELECTRICITY-COMMON AREA	34,675.02	40,430	5,754.98	60,610	25,934.98
899.63	0	(899.63)	GAS AMENITY CENTER	1,078.58	0	(1,078.58)	0	(1,078.58)
<u>5,634.25</u>	<u>1,675</u>	<u>(3,959.25)</u>	WATER/SEWER	<u>22,134.91</u>	<u>13,165</u>	<u>(8,969.91)</u>	<u>19,265</u>	<u>(2,869.91)</u>
6,689.16	6,174	(515.16)	TOTAL UTILITIES	57,888.51	53,595	(4,293.51)	79,875	21,986.49
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	4,983.66	4,600	(383.66)	6,900	1,916.34
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	34,079.53	7,520	(26,559.53)	11,280	(22,799.53)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	3,549.34	4,720	1,170.66	7,080	3,530.66
0.00	42	42.00	WORKERS COMPENSATION INSURANCE	204.19	336	131.81	504	299.81
<u>7,678.23</u>	<u>2,147</u>	<u>(5,531.23)</u>	TOTAL INSURANCE	<u>42,816.72</u>	<u>17,176</u>	<u>(25,640.72)</u>	<u>25,764</u>	<u>(17,052.72)</u>
			OTHER EXPENSES					
913.38	650	(263.38)	ENHANCEMENTS	6,217.36	5,200	(1,017.36)	7,800	1,582.64
913.38	650	(263.38)	TOTAL OTHER EXPENSES	6,217.36	5,200	(1,017.36)	7,800	1,582.64
177,216.14	137,228	(39,988.14)	TOTAL OPERATING EXPENSES	891,637.06	980,914	89,276.94	1,447,016	555,378.94
(67,598.69)	(15,159)	(52,439.69)	MASTER OPERATING INCOME	58,223.29	(34,696)	92,919.29	5	58,218.29

698 HEARTLAND COMMUNITY ASSOCIATION
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08/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
			TOWNHOMES					
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>(67,598.69)</u>	<u>(15,159)</u>	<u>(52,439.69)</u>	NET INCOME/(LOSS) AFTER DEPR	<u>58,223.29</u>	<u>(34,696)</u>	<u>92,919.29</u>	<u>5</u>	<u>58,218.29</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
09/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	180,157.14	260,148.98	(79,991.84)
OPERATING SURPLUS CD	52,055.73	51,936.50	119.23
OPERATING SURPLUS CD	249,763.77	249,397.19	366.58
OPERATING SURPLUS CD	51,898.79	51,785.63	113.16
OPERATING SURPLUS CD	51,815.31	51,728.25	87.06
OPERATING MMKT	202,402.65	202,070.48	332.17
BANK OF AMERICA	18,146.83	18,146.83	0.00
PETTY CASH CHECKING	3,911.73	2,519.75	1,391.98
TOTAL CASH	810,151.95	887,733.61	(77,581.66)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	373,239.88	429,624.50	(56,384.62)
ACCOUNTS RECEIVABLE - OTHER	166.23	(4,443.44)	4,609.67
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(161,005.83)	(165,897.52)	4,891.69
TOTAL ACCOUNTS RECEIVABLE	212,400.28	259,283.54	(46,883.26)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	44,953.61	52,661.01	(7,707.40)
PREPAID EXPENSE	3,807.71	3,135.81	671.90
TOTAL OTHER ASSETS	48,761.32	55,796.82	(7,035.50)
TOTAL ASSETS	1,071,313.52	1,202,813.94	(131,500.42)

8360 E VIA DE VENTURA
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	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	7,819.51	6,083.00	1,736.51
ACCOUNTS PAYABLE - OTHER	1,565.00	0.00	1,565.00
DUE TO DEVELOPER	50.00	0.00	50.00
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	427,500.00	533,812.50	(106,312.50)
ACCOUNTS PAYABLE	4,931.47	32,968.41	(28,036.94)
PREPAID ASSESSMENTS	33,816.63	38,734.38	(4,917.75)
LENDER SETUP FEE	0.00	250.00	(250.00)
TOTAL CURRENT LIABILITIES	476,032.41	612,198.09	(136,165.68)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	3,200.00	3,200.00	0.00
TOTAL OTHER LIABILITIES	3,200.00	3,200.00	0.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	62,888.55	58,223.29	4,665.26
TOTAL EQUITY	592,081.11	587,415.85	4,665.26
TOTAL LIABILITIES & EQUITY	1,071,313.52	1,202,813.94	(131,500.42)

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SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
93,920.14	95,663	(1,742.86)	ASSOCIATION DUES	796,256.10	832,615	(36,358.90)	1,124,328	(328,071.90)
12,970.37	11,363	1,607.37	BUILDER ASSESSMENT	137,711.10	87,677	50,034.10	123,265	14,446.10
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(13,500.00)	(13,500)	0.00	(18,000)	4,500.00
4,900.00	3,800	1,100.00	WORKING CAPITAL CONTRIBUTION	31,100.00	34,200	(3,100.00)	45,600	(14,500.00)
4,891.69	(2,917)	7,808.69	LESS: BAD DEBT	5,408.13	(26,253)	31,661.13	(35,004)	40,412.13
468.11	3,800	(3,331.89)	LEGAL FEE INCOME	27,428.26	34,200	(6,771.74)	45,600	(18,171.74)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	1,275.00	2,700	(1,425.00)	3,600	(2,325.00)
2,550.00	1,500	1,050.00	OWNER/BUILDER FINES	8,263.04	13,500	(5,236.96)	18,000	(9,736.96)
6,235.00	700	5,535.00	LATE CHARGES	9,238.95	6,300	2,938.95	8,400	838.95
1,018.20	0	1,018.20	INTEREST INCOME - OPERATING	8,540.12	0	8,540.12	0	8,540.12
50.00	100	(50.00)	NEWSLETTER INCOME	400.00	900	(500.00)	1,200	(800.00)
17,729.00	4,000	13,729.00	COLLECTION FEE INCOME	63,476.47	36,000	27,476.47	48,000	15,476.47
3,700.00	1,500	2,200.00	RENTAL INCOME	16,325.00	13,500	2,825.00	18,000	(1,675.00)
500.00	250	250.00	SPONSORSHIPS	4,500.00	2,250	2,250.00	3,000	1,500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	57.35	540	(482.65)	720	(662.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	42,624	(42,624.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	360	(210.66)	480	(330.66)
0.00	250	(250.00)	RECREATION EVENTS INCOME	539.00	2,250	(1,711.00)	3,000	(2,461.00)
147,432.51	123,645	23,787.51	TOTAL REVENUE	1,097,292.86	1,069,863	27,429.86	1,447,021	(349,728.14)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
29,589.78	30,865	1,275.22	MGMT/ADMIN STAFF	266,876.61	286,600	19,723.39	383,603	116,726.39
0.00	900	900.00	UNIFORMS	1,124.33	2,300	1,175.67	2,300	1,175.67
50.00	150	100.00	ADVERTISING & PROMOTION	554.97	4,727	4,172.03	5,125	4,570.03
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	2,421.64	2,385	(36.64)	3,180	758.36
165.00	385	220.00	DUES & SUBSCRIPTIONS	287.68	670	382.32	670	382.32
0.00	700	700.00	LEGAL FEES	3,434.85	6,300	2,865.15	8,400	4,965.15
18,635.00	4,000	(14,635.00)	COLLECTIONS	70,645.00	36,000	(34,645.00)	48,000	(22,645.00)
679.51	3,800	3,120.49	LEGAL-COLLECTION EXPENSE	28,098.23	34,200	6,101.77	45,600	17,501.77
843.90	265	(578.90)	LICENSES & PERMITS	4,001.52	2,385	(1,616.52)	3,180	(821.52)
5,694.00	5,184	(510.00)	MANAGEMENT FEES	49,492.00	44,856	(4,636.00)	60,708	11,216.00
87.53	100	12.47	MEETING EXPENSE	388.71	900	511.29	1,200	811.29
287.34	1,600	1,312.66	OFFICE SUPPLIES	5,903.34	9,900	3,996.66	12,100	6,196.66
594.12	650	55.88	OFFICE EQUIPMENT LEASE	5,817.61	6,130	312.39	8,080	2,262.39
2,322.21	4,215	1,892.79	RECREATION EVENTS	24,958.44	33,020	8,061.56	49,186	24,227.56
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
1,596.84	1,300	(296.84)	TELEPHONE EXPENSE	11,946.96	11,700	(246.96)	15,600	3,653.04
4,449.73	2,600	(1,849.73)	POSTAGE	21,159.28	21,600	440.72	28,366	7,206.72
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	180	180.00	240	240.00
739.27	570	(169.27)	WEBPAGE	7,964.48	9,990	2,025.52	11,700	3,735.52
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
741.93	800	58.07	MILEAGE REIMBURSEMENT	5,770.56	7,200	1,429.44	9,600	3,829.44
66,476.16	58,369	(8,107.16)	TOTAL ADMIN & GENERAL	512,698.71	521,043	8,344.29	711,838	199,139.29
			CONTRACT SERVICES					
2,730.00	2,000	(730.00)	CLEANING/JANITORIAL	8,910.00	18,000	9,090.00	24,000	15,090.00
625.00	0	(625.00)	GARBAGE REMOVAL	625.00	0	(625.00)	0	(625.00)
5,098.50	9,660	4,561.50	LANDSCAPE MAINTENANCE	53,212.50	86,940	33,727.50	115,920	62,707.50
7,053.08	2,000	(5,053.08)	ADDITIONAL LANDSCAPE	7,053.08	8,400	1,346.92	10,400	3,346.92
0.00	0	0.00	PEST CONTROL	0.00	1,200	1,200.00	1,600	1,600.00
5,733.38	4,050	(1,683.38)	POOL SERVICE	31,842.75	36,450	4,607.25	48,600	16,757.25
0.00	30,963	30,963.00	POOL MONITOR	123,231.00	154,815	31,584.00	154,815	31,584.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	880.00	540	(340.00)	720	(160.00)
1,800.00	5,676	3,876.00	PATROL SERVICE	29,780.00	28,380	(1,400.00)	28,380	(1,400.00)
0.00	330	330.00	RESERVE STUDY	0.00	2,970	2,970.00	3,960	3,960.00
23,159.96	54,739	31,579.04	TOTAL CONTRACT SERVICES	255,534.33	337,695	82,160.67	388,395	132,860.67
			REPAIRS & MAINTENANCE					
8,307.52	13,235	4,927.48	MAINTENANCE STAFF	84,513.53	122,898	38,384.47	164,494	79,980.47
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
0.00	1,000	1,000.00	GENERAL MAINTENANCE SERVICES	8,181.76	9,000	818.24	12,000	3,818.24
4,125.51	500	(3,625.51)	IRRIGATION SYSTEM REPAIRS	6,298.00	4,500	(1,798.00)	6,000	(298.00)
157.15	140	(17.15)	VEHICLE FUEL & MAINT	1,039.15	1,260	220.85	1,680	640.85
0.00	500	500.00	POOL REPAIRS	75.00	4,000	3,925.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	450	450.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	135	135.00	180	180.00
12,590.18	15,440	2,849.82	TOTAL REPAIRS & MAINT	100,107.44	143,843	43,735.56	192,054	91,946.56
			PARTS & SUPPLIES					
155.85	40	(115.85)	A/C & HEAT SUPPLIES	446.99	360	(86.99)	480	33.01
60.04	200	139.96	CARPENTRY SUPPLIES	908.28	1,800	891.72	2,400	1,491.72

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
09/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
731.54	325	(406.54)	CLEANING SUPPLIES	5,660.19	2,925	(2,735.19)	3,900	(1,760.19)
0.00	200	200.00	ELECTRICAL / LIGHTING	371.36	1,800	1,428.64	2,400	2,028.64
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	0	0.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	3,604.20	12,350	8,745.80	12,950	9,345.80
0.00	85	85.00	TOOLS & EQUIPMENT	537.22	765	227.78	1,020	482.78
5,112.55	1,470	(3,642.55)	POOL CHEMICALS	13,132.03	13,230	97.97	17,640	4,507.97
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	225	225.00	300	300.00
6,059.98	2,545	(3,514.98)	TOTAL PARTS & SUPPLIES	24,660.27	33,455	8,794.73	41,290	16,629.73
			UTILITIES					
14,461.90	5,007	(9,454.90)	ELECTRICITY-COMMON AREA	49,136.92	45,437	(3,699.92)	60,610	11,473.08
69.31	0	(69.31)	GAS AMENITY CENTER	1,147.89	0	(1,147.89)	0	(1,147.89)
12,242.36	1,525	(10,717.36)	WATER/SEWER	34,377.27	14,690	(19,687.27)	19,265	(15,112.27)
26,773.57	6,532	(20,241.57)	TOTAL UTILITIES	84,662.08	60,127	(24,535.08)	79,875	(4,787.08)
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	5,659.16	5,175	(484.16)	6,900	1,240.84
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	40,641.51	8,460	(32,181.51)	11,280	(29,361.51)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	3,990.09	5,310	1,319.91	7,080	3,089.91
29.17	42	12.83	WORKERS COMPENSATION INSURANCE	233.36	378	144.64	504	270.64
7,707.40	2,147	(5,560.40)	TOTAL INSURANCE	50,524.12	19,323	(31,201.12)	25,764	(24,760.12)
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	6,217.36	5,850	(367.36)	7,800	1,582.64
0.00	650	650.00	TOTAL OTHER EXPENSES	6,217.36	5,850	(367.36)	7,800	1,582.64
142,767.25	140,422	(2,345.25)	TOTAL OPERATING EXPENSES	1,034,404.31	1,121,336	86,931.69	1,447,016	412,611.69
4,665.26	(16,777)	21,442.26	MASTER OPERATING INCOME	62,888.55	(51,473)	114,361.55	5	62,883.55

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
09/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
TOWNHOMES								
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>4,665.26</u>	<u>(16,777)</u>	<u>21,442.26</u>	NET INCOME/(LOSS) AFTER DEPR	<u>62,888.55</u>	<u>(51,473)</u>	<u>114,361.55</u>	<u>5</u>	<u>62,883.55</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
10/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	143,026.71	180,157.14	(37,130.43)
OPERATING SURPLUS CD	52,175.23	52,055.73	119.50
OPERATING SURPLUS CD	247,668.87	249,763.77	(2,094.90)
OPERATING SURPLUS CD	52,012.19	51,898.79	113.40
OPERATING SURPLUS CD	51,902.51	51,815.31	87.20
OPERATING MMKT	205,203.48	202,402.65	2,800.83
BANK OF AMERICA	18,146.83	18,146.83	0.00
PETTY CASH CHECKING	833.96	3,911.73	(3,077.77)
TOTAL CASH	770,969.78	810,151.95	(39,182.17)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	347,545.65	373,239.88	(25,694.23)
ACCOUNTS RECEIVABLE - OTHER	166.23	166.23	0.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(161,005.83)	(161,005.83)	0.00
TOTAL ACCOUNTS RECEIVABLE	186,706.05	212,400.28	(25,694.23)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.94)	(14,886.94)	0.00
TOTAL FIXED ASSETS	(0.03)	(0.03)	0.00
OTHER ASSETS			
PREPAID INSURANCE	37,275.38	44,953.61	(7,678.23)
PREPAID EXPENSE	3,048.76	3,807.71	(758.95)
TOTAL OTHER ASSETS	40,324.14	48,761.32	(8,437.18)
TOTAL ASSETS	997,999.94	1,071,313.52	(73,313.58)

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
10/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	25,629.02	7,819.51	17,809.51
ACCOUNTS PAYABLE - OTHER	212.00	1,565.00	(1,353.00)
DUE TO DEVELOPER	50.00	50.00	0.00
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	330,525.00	427,500.00	(96,975.00)
ACCOUNTS PAYABLE	1,182.90	4,931.47	(3,748.57)
PREPAID ASSESSMENTS	36,094.28	33,816.63	2,277.65
ACCOUNTS PAYABLE - DUE TO RESERVES	375.00	0.00	375.00
TOTAL CURRENT LIABILITIES	394,418.00	476,032.41	(81,614.41)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	2,300.00	3,200.00	(900.00)
TOTAL OTHER LIABILITIES	2,300.00	3,200.00	(900.00)
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	72,089.38	62,888.55	9,200.83
TOTAL EQUITY	601,281.94	592,081.11	9,200.83
TOTAL LIABILITIES & EQUITY	997,999.94	1,071,313.52	(73,313.58)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
10/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
93,637.50	96,450	(2,812.50)	ASSOCIATION DUES	889,893.60	929,065	(39,171.40)	1,124,328	(234,434.40)
17,311.36	12,450	4,861.36	BUILDER ASSESSMENT	155,022.46	100,127	54,895.46	123,265	31,757.46
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(15,000.00)	(15,000)	0.00	(18,000)	3,000.00
4,300.00	3,800	500.00	WORKING CAPITAL CONTRIBUTION	35,400.00	38,000	(2,600.00)	45,600	(10,200.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	5,408.13	(29,170)	34,578.13	(35,004)	40,412.13
1,156.38	3,800	(2,643.62)	LEGAL FEE INCOME	28,584.64	38,000	(9,415.36)	45,600	(17,015.36)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
133.95	300	(166.05)	PERMIT FEE - ARCHITECTURAL CHANGES	1,408.95	3,000	(1,591.05)	3,600	(2,191.05)
3,835.00	1,500	2,335.00	OWNER/BUILDER FINES	12,098.04	15,000	(2,901.96)	18,000	(5,901.96)
3,075.00	700	2,375.00	LATE CHARGES	12,313.95	7,000	5,313.95	8,400	3,913.95
1,026.03	0	1,026.03	INTEREST INCOME - OPERATING	9,566.15	0	9,566.15	0	9,566.15
25.00	100	(75.00)	NEWSLETTER INCOME	425.00	1,000	(575.00)	1,200	(775.00)
10,306.65	4,000	6,306.65	COLLECTION FEE INCOME	73,783.12	40,000	33,783.12	48,000	25,783.12
0.00	1,500	(1,500.00)	RENTAL INCOME	16,325.00	15,000	1,325.00	18,000	(1,675.00)
0.00	250	(250.00)	SPONSORSHIPS	4,500.00	2,500	2,000.00	3,000	1,500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	57.35	600	(542.65)	720	(682.65)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	47,360	(47,360.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	400	(250.66)	480	(330.66)
115.00	250	(135.00)	RECREATION EVENTS INCOME	654.00	2,500	(1,846.00)	3,000	(2,346.00)
133,421.87	125,519	7,902.87	TOTAL REVENUE	1,230,714.73	1,195,382	35,332.73	1,447,021	(216,306.27)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
33,102.99	33,804	701.01	MGMT/ADMIN STAFF	299,979.60	320,404	20,424.40	383,603	83,623.40
0.00	0	0.00	UNIFORMS	1,124.33	2,300	1,175.67	2,300	1,175.67
0.00	128	128.00	ADVERTISING & PROMOTION	554.97	4,855	4,300.03	5,125	4,570.03
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	2,421.64	2,650	228.36	3,180	758.36
37.74	0	(37.74)	DUES & SUBSCRIPTIONS	325.42	670	344.58	670	344.58
80.30	700	619.70	LEGAL FEES	3,515.15	7,000	3,484.85	8,400	4,884.85
12,750.00	4,000	(8,750.00)	COLLECTIONS	83,395.00	40,000	(43,395.00)	48,000	(35,395.00)
1,010.98	3,800	2,789.02	LEGAL-COLLECTION EXPENSE	29,109.21	38,000	8,890.79	45,600	16,490.79
270.07	265	(5.07)	LICENSES & PERMITS	4,271.59	2,650	(1,621.59)	3,180	(1,091.59)
5,700.00	5,234	(466.00)	MANAGEMENT FEES	55,192.00	50,090	(5,102.00)	60,708	5,516.00
92.75	100	7.25	MEETING EXPENSE	481.46	1,000	518.54	1,200	718.54
1,366.99	800	(566.99)	OFFICE SUPPLIES	7,270.33	10,700	3,429.67	12,100	4,829.67
594.12	650	55.88	OFFICE EQUIPMENT LEASE	6,411.73	6,780	368.27	8,080	1,668.27
5,450.37	4,215	(1,235.37)	RECREATION EVENTS	30,408.81	37,235	6,826.19	49,186	18,777.19
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
2,250.14	1,300	(950.14)	TELEPHONE EXPENSE	14,197.10	13,000	(1,197.10)	15,600	1,402.90
5,311.61	3,600	(1,711.61)	POSTAGE	26,470.89	25,200	(1,270.89)	28,366	1,895.11
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	200	200.00	240	240.00
698.93	570	(128.93)	WEBPAGE	8,663.41	10,560	1,896.59	11,700	3,036.59
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
1,154.36	800	(354.36)	MILEAGE REIMBURSEMENT	6,924.92	8,000	1,075.08	9,600	2,675.08
69,871.35	60,251	(9,620.35)	TOTAL ADMIN & GENERAL	582,570.06	581,294	(1,276.06)	711,838	129,267.94
			CONTRACT SERVICES					
2,080.00	2,000	(80.00)	CLEANING/JANITORIAL	10,990.00	20,000	9,010.00	24,000	13,010.00
100.00	0	(100.00)	GARBAGE REMOVAL	725.00	0	(725.00)	0	(725.00)
9,000.00	9,660	660.00	LANDSCAPE MAINTENANCE	62,212.50	96,600	34,387.50	115,920	53,707.50
0.00	2,000	2,000.00	ADDITIONAL LANDSCAPE	7,053.08	10,400	3,346.92	10,400	3,346.92
0.00	0	0.00	PEST CONTROL	0.00	1,200	1,200.00	1,600	1,600.00
8,208.38	4,050	(4,158.38)	POOL SERVICE	40,051.13	40,500	448.87	48,600	8,548.87
0.00	0	0.00	POOL MONITOR	123,231.00	154,815	31,584.00	154,815	31,584.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	2,000.00	600	(400.00)	720	(200.00)
0.00	0	0.00	PATROL SERVICE	29,780.00	28,380	(1,400.00)	28,380	(1,400.00)
0.00	330	330.00	RESERVE STUDY	0.00	3,300	3,300.00	3,960	3,960.00
19,508.38	18,100	(1,408.38)	TOTAL CONTRACT SERVICES	275,042.71	355,795	80,752.29	388,395	113,352.29
			REPAIRS & MAINTENANCE					
9,748.14	14,496	4,747.86	MAINTENANCE STAFF	94,261.67	137,394	43,132.33	164,494	70,232.33
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
0.00	1,000	1,000.00	GENERAL MAINTENANCE SERVICES	8,181.76	10,000	1,818.24	12,000	3,818.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	6,298.00	5,000	(1,298.00)	6,000	(298.00)
121.78	140	18.22	VEHICLE FUEL & MAINT	1,160.93	1,400	239.07	1,680	519.07
0.00	500	500.00	POOL REPAIRS	75.00	4,500	4,425.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	500	500.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	150	150.00	180	180.00
9,869.92	16,701	6,831.08	TOTAL REPAIRS & MAINT	109,977.36	160,544	50,566.64	192,054	82,076.64
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	446.99	400	(46.99)	480	33.01
96.42	200	103.58	CARPENTRY SUPPLIES	1,004.70	2,000	995.30	2,400	1,395.30

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
10/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
228.53	325	96.47	CLEANING SUPPLIES	5,888.72	3,250	(2,638.72)	3,900	(1,988.72)
0.00	200	200.00	ELECTRICAL / LIGHTING	371.36	2,000	1,628.64	2,400	2,028.64
0.00	200	200.00	FIRE EXTINGUISHERS	0.00	200	200.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	3,604.20	12,550	8,945.80	12,950	9,345.80
0.00	85	85.00	TOOLS & EQUIPMENT	537.22	850	312.78	1,020	482.78
2,222.50	1,470	(752.50)	POOL CHEMICALS	15,354.53	14,700	(654.53)	17,640	2,285.47
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	0.00	250	250.00	300	300.00
<u>2,547.45</u>	<u>2,745</u>	<u>197.55</u>	TOTAL PARTS & SUPPLIES	<u>27,207.72</u>	<u>36,200</u>	<u>8,992.28</u>	<u>41,290</u>	<u>14,082.28</u>
			UTILITIES					
7,185.41	4,820	(2,365.41)	ELECTRICITY-COMMON AREA	56,322.33	50,257	(6,065.33)	60,610	4,287.67
6.08	0	(6.08)	GAS AMENITY CENTER	1,153.97	0	(1,153.97)	0	(1,153.97)
<u>7,554.22</u>	<u>1,525</u>	<u>(6,029.22)</u>	WATER/SEWER	<u>41,931.49</u>	<u>16,215</u>	<u>(25,716.49)</u>	<u>19,265</u>	<u>(22,666.49)</u>
14,745.71	6,345	(8,400.71)	TOTAL UTILITIES	99,407.79	66,472	(32,935.79)	79,875	(19,532.79)
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	6,334.66	5,750	(584.66)	6,900	565.34
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	47,203.49	9,400	(37,803.49)	11,280	(35,923.49)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	4,430.84	5,900	1,469.16	7,080	2,649.16
0.00	42	42.00	WORKERS COMPENSATION INSURANCE	233.36	420	186.64	504	270.64
<u>7,678.23</u>	<u>2,147</u>	<u>(5,531.23)</u>	TOTAL INSURANCE	<u>58,202.35</u>	<u>21,470</u>	<u>(36,732.35)</u>	<u>25,764</u>	<u>(32,438.35)</u>
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	6,217.36	6,500	282.64	7,800	1,582.64
0.00	650	650.00	TOTAL OTHER EXPENSES	6,217.36	6,500	282.64	7,800	1,582.64
124,221.04	106,939	(17,282.04)	TOTAL OPERATING EXPENSES	1,158,625.35	1,228,275	69,649.65	1,447,016	288,390.65
9,200.83	18,580	(9,379.17)	MASTER OPERATING INCOME	72,089.38	(32,893)	104,982.38	5	72,084.38

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
10/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
TOWNHOMES								
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
<u>9,200.83</u>	<u>18,580</u>	<u>(9,379.17)</u>	NET INCOME/(LOSS) AFTER DEPR	<u>72,089.38</u>	<u>(32,893)</u>	<u>104,982.38</u>	<u>5</u>	<u>72,084.38</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
11/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	88,190.73	143,026.71	(54,835.98)
OPERATING SURPLUS CD	52,287.28	52,175.23	112.05
OPERATING SURPLUS CD	248,061.44	247,668.87	392.57
OPERATING SURPLUS CD	52,118.50	52,012.19	106.31
OPERATING SURPLUS CD	51,983.16	51,902.51	80.65
OPERATING MMKT	205,447.73	205,203.48	244.25
BANK OF AMERICA	18,287.41	18,146.83	140.58
PETTY CASH CHECKING	3,795.26	833.96	2,961.30
TOTAL CASH	720,171.51	770,969.78	(50,798.27)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	323,507.42	347,545.65	(24,038.23)
ACCOUNTS RECEIVABLE - OTHER	301.23	166.23	135.00
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(161,005.83)	(161,005.83)	0.00
TOTAL ACCOUNTS RECEIVABLE	162,802.82	186,706.05	(23,903.23)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.91)	(14,886.94)	0.03
TOTAL FIXED ASSETS	0.00	(0.03)	0.03
OTHER ASSETS			
PREPAID INSURANCE	29,888.81	37,275.38	(7,386.57)
PREPAID EXPENSE	10,905.81	3,048.76	7,857.05
TOTAL OTHER ASSETS	40,794.62	40,324.14	470.48
TOTAL ASSETS	923,768.95	997,999.94	(74,230.99)

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
11/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	28,212.36	25,629.02	2,583.34
ACCOUNTS PAYABLE - OTHER	0.00	212.00	(212.00)
DUE TO DEVELOPER	50.00	50.00	0.00
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	221,325.00	330,525.00	(109,200.00)
ACCOUNTS PAYABLE	18,124.99	1,182.90	16,942.09
PREPAID ASSESSMENTS	34,260.09	36,094.28	(1,834.19)
ACCOUNTS PAYABLE - DUE TO RESERVES	0.00	375.00	(375.00)
TOTAL CURRENT LIABILITIES	302,322.24	394,418.00	(92,095.76)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	1,700.00	2,300.00	(600.00)
TOTAL OTHER LIABILITIES	1,700.00	2,300.00	(600.00)
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	90,554.15	72,089.38	18,464.77
TOTAL EQUITY	619,746.71	601,281.94	18,464.77
TOTAL LIABILITIES & EQUITY	923,768.95	997,999.94	(74,230.99)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
11/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
92,862.50	97,238	(4,375.50)	ASSOCIATION DUES	982,756.10	1,026,303	(43,546.90)	1,124,328	(141,571.90)
17,313.54	11,663	5,650.54	BUILDER ASSESSMENT	172,336.00	111,790	60,546.00	123,265	49,071.00
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(16,500.00)	(16,500)	0.00	(18,000)	1,500.00
3,200.00	3,800	(600.00)	WORKING CAPITAL CONTRIBUTION	38,600.00	41,800	(3,200.00)	45,600	(7,000.00)
0.00	(2,917)	2,917.00	LESS: BAD DEBT	5,408.13	(32,087)	37,495.13	(35,004)	40,412.13
1,463.35	3,800	(2,336.65)	LEGAL FEE INCOME	30,047.99	41,800	(11,752.01)	45,600	(15,552.01)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
0.00	300	(300.00)	PERMIT FEE - ARCHITECTURAL CHANGES	1,408.95	3,300	(1,891.05)	3,600	(2,191.05)
2,351.00	1,500	851.00	OWNER/BUILDER FINES	14,449.04	16,500	(2,050.96)	18,000	(3,550.96)
2,275.00	700	1,575.00	LATE CHARGES	14,588.95	7,700	6,888.95	8,400	6,188.95
1,076.41	0	1,076.41	INTEREST INCOME - OPERATING	10,642.56	0	10,642.56	0	10,642.56
25.00	100	(75.00)	NEWSLETTER INCOME	450.00	1,100	(650.00)	1,200	(750.00)
8,893.55	4,000	4,893.55	COLLECTION FEE INCOME	82,676.67	44,000	38,676.67	48,000	34,676.67
1,235.00	1,500	(265.00)	RENTAL INCOME	17,560.00	16,500	1,060.00	18,000	(440.00)
0.00	250	(250.00)	SPONSORSHIPS	4,500.00	2,750	1,750.00	3,000	1,500.00
71.20	60	11.20	MISCELLANEOUS INCOME	128.55	660	(531.45)	720	(591.45)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	52,096	(52,096.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	440	(290.66)	480	(330.66)
175.00	250	(75.00)	RECREATION EVENTS INCOME	829.00	2,750	(1,921.00)	3,000	(2,171.00)
129,441.55	125,520	3,921.55	TOTAL REVENUE	1,360,156.28	1,320,902	39,254.28	1,447,021	(86,864.72)
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
30,656.25	30,865	208.75	MGMT/ADMIN STAFF	330,635.85	351,269	20,633.15	383,603	52,967.15
0.00	0	0.00	UNIFORMS	1,124.33	2,300	1,175.67	2,300	1,175.67
1,025.95	135	(890.95)	ADVERTISING & PROMOTION	1,580.92	4,990	3,409.08	5,125	3,544.08
500.00	265	(235.00)	AUDIT/TAX PREP EXPENSE	2,921.64	2,915	(6.64)	3,180	258.36
65.00	0	(65.00)	DUES & SUBSCRIPTIONS	390.42	670	279.58	670	279.58
269.50	700	(430.50)	LEGAL FEES	3,784.65	7,700	3,915.35	8,400	4,615.35
9,755.00	4,000	(5,755.00)	COLLECTIONS	93,150.00	44,000	(49,150.00)	48,000	(45,150.00)
1,332.44	3,800	2,467.56	LEGAL-COLLECTION EXPENSE	30,441.65	41,800	11,358.35	45,600	15,158.35
370.07	265	(105.07)	LICENSES & PERMITS	4,641.66	2,915	(1,726.66)	3,180	(1,461.66)
5,878.00	5,284	(594.00)	MANAGEMENT FEES	61,070.00	55,374	(5,696.00)	60,708	(362.00)
0.00	100	100.00	MEETING EXPENSE	481.46	1,100	618.54	1,200	718.54
522.24	700	177.76	OFFICE SUPPLIES	7,792.57	11,400	3,607.43	12,100	4,307.43
620.65	650	29.35	OFFICE EQUIPMENT LEASE	7,032.38	7,430	397.62	8,080	1,047.62
2,806.68	616	(2,190.68)	RECREATION EVENTS	33,215.49	37,851	4,635.51	49,186	15,970.51
0.00	0	0.00	HOLIDAY LIGHTING/DECOR	0.00	0	0.00	15,000	15,000.00
924.77	1,300	375.23	TELEPHONE EXPENSE	15,121.87	14,300	(821.87)	15,600	478.13
2,586.14	1,615	(971.14)	POSTAGE	29,057.03	26,815	(2,242.03)	28,366	(691.03)
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	220	220.00	240	240.00
698.93	570	(128.93)	WEBPAGE	9,362.34	11,130	1,767.66	11,700	2,337.66
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
636.41	800	163.59	MILEAGE REIMBURSEMENT	7,561.33	8,800	1,238.67	9,600	2,038.67
58,648.03	51,685	(6,963.03)	TOTAL ADMIN & GENERAL	641,218.09	632,979	(8,239.09)	711,838	70,619.91
			CONTRACT SERVICES					
3,345.00	2,000	(1,345.00)	CLEANING/JANITORIAL	14,335.00	22,000	7,665.00	24,000	9,665.00
0.00	0	0.00	GARBAGE REMOVAL	725.00	0	(725.00)	0	(725.00)
16,016.25	9,660	(6,356.25)	LANDSCAPE MAINTENANCE	78,228.75	106,260	28,031.25	115,920	37,691.25
0.00	0	0.00	ADDITIONAL LANDSCAPE	7,053.08	10,400	3,346.92	10,400	3,346.92
0.00	0	0.00	PEST CONTROL	0.00	1,200	1,200.00	1,600	1,600.00
7,608.39	4,050	(3,558.39)	POOL SERVICE	47,659.52	44,550	(3,109.52)	48,600	940.48
0.00	0	0.00	POOL MONITOR	123,231.00	154,815	31,584.00	154,815	31,584.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	1,120.00	660	(460.00)	720	(400.00)
0.00	0	0.00	PATROL SERVICE	29,780.00	28,380	(1,400.00)	28,380	(1,400.00)
0.00	330	330.00	RESERVE STUDY	0.00	3,630	3,630.00	3,960	3,960.00
27,089.64	16,100	(10,989.64)	TOTAL CONTRACT SERVICES	302,132.35	371,895	69,762.65	388,395	86,262.65
			REPAIRS & MAINTENANCE					
10,315.08	13,235	2,919.92	MAINTENANCE STAFF	104,576.75	150,629	46,052.25	164,494	59,917.25
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
407.00	1,000	593.00	GENERAL MAINTENANCE SERVICES	8,588.76	11,000	2,411.24	12,000	3,411.24
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	6,298.00	5,500	(798.00)	6,000	(298.00)
91.77	140	48.23	VEHICLE FUEL & MAINT	1,252.70	1,540	287.30	1,680	427.30
0.00	500	500.00	POOL REPAIRS	75.00	5,000	4,925.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	550	550.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	165	165.00	180	180.00
10,813.85	15,440	4,626.15	TOTAL REPAIRS & MAINT	120,791.21	175,984	55,192.79	192,054	71,262.79
			PARTS & SUPPLIES					
51.15	40	(11.15)	A/C & HEAT SUPPLIES	498.14	440	(58.14)	480	(18.14)
0.00	200	200.00	CARPENTRY SUPPLIES	1,004.70	2,200	1,195.30	2,400	1,395.30

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11/30/2019

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BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
552.90	325	(227.90)	CLEANING SUPPLIES	6,441.62	3,575	(2,866.62)	3,900	(2,541.62)
0.00	200	200.00	ELECTRICAL / LIGHTING	371.36	2,200	1,828.64	2,400	2,028.64
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	200	200.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	3,604.20	12,750	9,145.80	12,950	9,345.80
0.00	85	85.00	TOOLS & EQUIPMENT	537.22	935	397.78	1,020	482.78
1,241.49	1,470	228.51	POOL CHEMICALS	16,596.02	16,170	(426.02)	17,640	1,043.98
13.83	25	11.17	MISCELLANEOUS PARTS & SUPPLIES	13.83	275	261.17	300	286.17
<u>1,859.37</u>	<u>2,545</u>	<u>685.63</u>	TOTAL PARTS & SUPPLIES	<u>29,067.09</u>	<u>38,745</u>	<u>9,677.91</u>	<u>41,290</u>	<u>12,222.91</u>
			UTILITIES					
2,069.00	5,175	3,106.00	ELECTRICITY-COMMON AREA	58,391.33	55,432	(2,959.33)	60,610	2,218.67
181.86	0	(181.86)	GAS AMENITY CENTER	1,335.83	0	(1,335.83)	0	(1,335.83)
<u>2,578.49</u>	<u>1,525</u>	<u>(1,053.49)</u>	WATER/SEWER	<u>44,509.98</u>	<u>17,740</u>	<u>(26,769.98)</u>	<u>19,265</u>	<u>(25,244.98)</u>
<u>4,829.35</u>	<u>6,700</u>	<u>1,870.65</u>	TOTAL UTILITIES	<u>104,237.14</u>	<u>73,172</u>	<u>(31,065.14)</u>	<u>79,875</u>	<u>(24,362.14)</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	7,010.16	6,325	(685.16)	6,900	(110.16)
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	53,765.47	10,340	(43,425.47)	11,280	(42,485.47)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	4,871.59	6,490	1,618.41	7,080	2,208.41
<u>58.34</u>	<u>42</u>	<u>(16.34)</u>	WORKERS COMPENSATION INSURANCE	<u>291.70</u>	<u>462</u>	<u>170.30</u>	<u>504</u>	<u>212.30</u>
<u>7,736.57</u>	<u>2,147</u>	<u>(5,589.57)</u>	TOTAL INSURANCE	<u>65,938.92</u>	<u>23,617</u>	<u>(42,321.92)</u>	<u>25,764</u>	<u>(40,174.92)</u>
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	6,217.36	7,150	932.64	7,800	1,582.64
0.00	650	650.00	TOTAL OTHER EXPENSES	6,217.36	7,150	932.64	7,800	1,582.64
110,976.81	95,267	(15,709.81)	TOTAL OPERATING EXPENSES	1,269,602.16	1,323,542	53,939.84	1,447,016	177,413.84
18,464.74	30,253	(11,788.26)	MASTER OPERATING INCOME	90,554.12	(2,640)	93,194.12	5	90,549.12

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
11/30/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
TOWNHOMES								
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
(0.03)	0	0.03	DEPRECIATION	(0.03)	0	0.03	0	0.03
<u>18,464.77</u>	<u>30,253</u>	<u>(11,788.23)</u>	NET INCOME/(LOSS) AFTER DEPR	<u>90,554.15</u>	<u>(2,640)</u>	<u>93,194.15</u>	<u>5</u>	<u>90,549.15</u>

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
12/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
CASH - OPERATING	6,992.17	88,190.73	(81,198.56)
OPERATING SURPLUS CD	52,411.19	52,287.28	123.91
OPERATING SURPLUS CD	248,413.48	248,061.44	352.04
OPERATING SURPLUS CD	52,236.06	52,118.50	117.56
OPERATING SURPLUS CD	52,062.06	51,983.16	78.90
OPERATING MMKT	205,717.91	205,447.73	270.18
BANK OF AMERICA	18,287.41	18,287.41	0.00
PETTY CASH CHECKING	4,279.81	3,795.26	484.55
TOTAL CASH	640,400.09	720,171.51	(79,771.42)
ACCOUNTS RECEIVABLE			
ACCOUNTS RECEIVABLE	324,969.79	323,507.42	1,462.37
ACCOUNTS RECEIVABLE - OTHER	760.32	301.23	459.09
ALLOWANCE FOR DOUBTFUL ACCOUNTS	(199,571.28)	(161,005.83)	(38,565.45)
TOTAL ACCOUNTS RECEIVABLE	126,158.83	162,802.82	(36,643.99)
FIXED ASSETS			
PERSONAL PROPERTY	6,524.92	6,524.92	0.00
EQUIPMENT	8,361.99	8,361.99	0.00
ACCUMULATED DEPRECIATION-FURN & EQUIPMT	(14,886.91)	(14,886.91)	0.00
TOTAL FIXED ASSETS	0.00	0.00	0.00
OTHER ASSETS			
PREPAID INSURANCE	22,181.41	29,888.81	(7,707.40)
PREPAID EXPENSE	1,914.39	10,905.81	(8,991.42)
TOTAL OTHER ASSETS	24,095.80	40,794.62	(16,698.82)
TOTAL ASSETS	790,654.72	923,768.95	(133,114.23)

698 HEARTLAND COMMUNITY ASSOCIATION
BALANCE SHEET - OPERATING (UNAUDITED)
12/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

	CURRENT MONTH BALANCE	PREVIOUS MONTH BALANCE	NET CHANGE
LIABILITIES & EQUITY			
CURRENT LIABILITIES			
ACCRUED EXPENSES	17,821.70	28,212.36	(10,390.66)
DUE TO DEVELOPER	50.00	50.00	0.00
UNCLAIMED FUNDS	349.80	349.80	0.00
UNEARNED ASSESSMENTS	110,662.50	221,325.00	(110,662.50)
ACCOUNTS PAYABLE	16,614.19	18,124.99	(1,510.80)
PREPAID ASSESSMENTS	47,279.95	34,260.09	13,019.86
LENDER SETUP FEE	250.00	0.00	250.00
TOTAL CURRENT LIABILITIES	193,028.14	302,322.24	(109,294.10)
OTHER LIABILITIES			
CLUBHOUSE DEPOSITS	2,300.00	1,700.00	600.00
TOTAL OTHER LIABILITIES	2,300.00	1,700.00	600.00
EQUITY			
OWNERS' EQUITY	529,192.56	529,192.56	0.00
CURRENT YEAR INCOME (LOSS)	66,134.02	90,554.15	(24,420.13)
TOTAL EQUITY	595,326.58	619,746.71	(24,420.13)
TOTAL LIABILITIES & EQUITY	790,654.72	923,768.95	(133,114.23)

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
12/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
93,842.50	98,025	(4,182.50)	ASSOCIATION DUES	1,076,598.60	1,124,328	(47,729.40)	1,124,328	(47,729.40)
19,362.54	11,475	7,887.54	BUILDER ASSESSMENT	191,698.54	123,265	68,433.54	123,265	68,433.54
(1,500.00)	(1,500)	0.00	RESERVE FUND CONTRIBUTION	(18,000.00)	(18,000)	0.00	(18,000)	0.00
4,600.00	3,800	800.00	WORKING CAPITAL CONTRIBUTION	43,200.00	45,600	(2,400.00)	45,600	(2,400.00)
(38,565.45)	(2,917)	(35,648.45)	LESS: BAD DEBT	(33,157.32)	(35,004)	1,846.68	(35,004)	1,846.68
687.28	3,800	(3,112.72)	LEGAL FEE INCOME	30,735.27	45,600	(14,864.73)	45,600	(14,864.73)
0.00	0	0.00	LICENSE FEE INCOME	125.00	0	125.00	0	125.00
170.00	300	(130.00)	PERMIT FEE - ARCHITECTURAL CHANGES	1,578.95	3,600	(2,021.05)	3,600	(2,021.05)
1,725.00	1,500	225.00	OWNER/BUILDER FINES	16,174.04	18,000	(1,825.96)	18,000	(1,825.96)
2,695.00	700	1,995.00	LATE CHARGES	17,283.95	8,400	8,883.95	8,400	8,883.95
942.59	0	942.59	INTEREST INCOME - OPERATING	11,585.15	0	11,585.15	0	11,585.15
25.00	100	(75.00)	NEWSLETTER INCOME	475.00	1,200	(725.00)	1,200	(725.00)
7,660.00	4,000	3,660.00	COLLECTION FEE INCOME	90,336.67	48,000	42,336.67	48,000	42,336.67
2,275.00	1,500	775.00	RENTAL INCOME	19,835.00	18,000	1,835.00	18,000	1,835.00
0.00	250	(250.00)	SPONSORSHIPS	4,500.00	3,000	1,500.00	3,000	1,500.00
0.00	60	(60.00)	MISCELLANEOUS INCOME	128.55	720	(591.45)	720	(591.45)
0.00	4,736	(4,736.00)	DEVELOPER CONTRIBUTIONS	0.00	56,832	(56,832.00)	56,832	(56,832.00)
0.00	40	(40.00)	ADMINISTRATIVE FEES	149.34	480	(330.66)	480	(330.66)
14.00	250	(236.00)	RECREATION EVENTS INCOME	843.00	3,000	(2,157.00)	3,000	(2,157.00)
93,933.46	126,119	(32,185.54)	TOTAL REVENUE	1,454,089.74	1,447,021	7,068.74	1,447,021	7,068.74
			EXPENSES					
			ADMINISTRATIVE & GENERAL					
31,358.86	32,334	975.14	MGMT/ADMIN STAFF	361,994.71	383,603	21,608.29	383,603	21,608.29
0.00	0	0.00	UNIFORMS	1,124.33	2,300	1,175.67	2,300	1,175.67
0.00	135	135.00	ADVERTISING & PROMOTION	1,580.92	5,125	3,544.08	5,125	3,544.08
0.00	265	265.00	AUDIT/TAX PREP EXPENSE	2,921.64	3,180	258.36	3,180	258.36
85.00	0	(85.00)	DUES & SUBSCRIPTIONS	455.42	670	214.58	670	214.58
98.00	700	602.00	LEGAL FEES	3,882.65	8,400	4,517.35	8,400	4,517.35
8,240.00	4,000	(4,240.00)	COLLECTIONS	101,390.00	48,000	(53,390.00)	48,000	(53,390.00)
543.19	3,800	3,256.81	LEGAL-COLLECTION EXPENSE	30,984.84	45,600	14,615.16	45,600	14,615.16
270.07	265	(5.07)	LICENSES & PERMITS	4,911.73	3,180	(1,731.73)	3,180	(1,731.73)
5,906.00	5,334	(572.00)	MANAGEMENT FEES	66,976.00	60,708	(6,268.00)	60,708	(6,268.00)
154.35	100	(54.35)	MEETING EXPENSE	635.81	1,200	564.19	1,200	564.19
284.95	700	415.05	OFFICE SUPPLIES	8,077.52	12,100	4,022.48	12,100	4,022.48
0.00	650	650.00	OFFICE EQUIPMENT LEASE	7,032.38	8,080	1,047.62	8,080	1,047.62
3,011.56	11,335	8,323.44	RECREATION EVENTS	36,227.05	49,186	12,958.95	49,186	12,958.95
8,976.00	15,000	6,024.00	HOLIDAY LIGHTING/DECOR	8,976.00	15,000	6,024.00	15,000	6,024.00
1,644.06	1,300	(344.06)	TELEPHONE EXPENSE	16,785.93	15,600	(1,165.93)	15,600	(1,165.93)
1,111.51	1,551	439.49	POSTAGE	30,168.54	28,366	(1,802.54)	28,366	(1,802.54)
0.00	20	20.00	MISCELLANEOUS EXPENSE	0.00	240	240.00	240	240.00
698.93	570	(128.93)	WEBPAGE	10,061.27	11,700	1,638.73	11,700	1,638.73
0.00	0	0.00	HOSTING SERVICE	1,852.50	0	(1,852.50)	0	(1,852.50)
1,032.84	800	(232.84)	MILEAGE REIMBURSEMENT	8,594.17	9,600	1,005.83	9,600	1,005.83
63,395.32	78,859	15,463.68	TOTAL ADMIN & GENERAL	704,613.41	711,838	7,224.59	711,838	7,224.59
			CONTRACT SERVICES					
3,345.00	2,000	(1,345.00)	CLEANING/JANITORIAL	17,680.00	24,000	6,320.00	24,000	6,320.00
100.00	0	(100.00)	GARBAGE REMOVAL	825.00	0	(825.00)	0	(825.00)
8,338.75	9,660	1,321.25	LANDSCAPE MAINTENANCE	86,567.50	115,920	29,352.50	115,920	29,352.50
0.00	0	0.00	ADDITIONAL LANDSCAPE	7,053.08	10,400	3,346.92	10,400	3,346.92
0.00	400	400.00	PEST CONTROL	0.00	1,600	1,600.00	1,600	1,600.00
3,408.38	4,050	641.62	POOL SERVICE	51,067.90	48,600	(2,467.90)	48,600	(2,467.90)
6,482.00	0	(6,482.00)	POOL MONITOR	129,713.00	154,815	25,102.00	154,815	25,102.00
120.00	60	(60.00)	SECURITY/ALARM SYSTEMS	1,240.00	720	(520.00)	720	(520.00)
0.00	0	0.00	PATROL SERVICE	29,780.00	28,380	(1,400.00)	28,380	(1,400.00)
0.00	330	330.00	RESERVE STUDY	0.00	3,960	3,960.00	3,960	3,960.00
21,794.13	16,500	(5,294.13)	TOTAL CONTRACT SERVICES	323,926.48	388,395	64,468.52	388,395	64,468.52
			REPAIRS & MAINTENANCE					
9,931.93	13,865	3,933.07	MAINTENANCE STAFF	114,508.68	164,494	49,985.32	164,494	49,985.32
0.00	0	0.00	REC-FURNITURE	0.00	1,600	1,600.00	1,600	1,600.00
1,604.44	1,000	(604.44)	GENERAL MAINTENANCE SERVICES	10,193.20	12,000	1,806.80	12,000	1,806.80
0.00	500	500.00	IRRIGATION SYSTEM REPAIRS	6,298.00	6,000	(298.00)	6,000	(298.00)
139.48	140	0.52	VEHICLE FUEL & MAINT	1,392.18	1,680	287.82	1,680	287.82
0.00	500	500.00	POOL REPAIRS	75.00	5,500	5,425.00	5,500	5,425.00
0.00	50	50.00	SITE SIGNAGE	0.00	600	600.00	600	600.00
0.00	15	15.00	MISCELLANEOUS REPAIRS & MAINTENANCE	0.00	180	180.00	180	180.00
11,675.85	16,070	4,394.15	TOTAL REPAIRS & MAINT	132,467.06	192,054	59,586.94	192,054	59,586.94
			PARTS & SUPPLIES					
0.00	40	40.00	A/C & HEAT SUPPLIES	498.14	480	(18.14)	480	(18.14)
38.90	200	161.10	CARPENTRY SUPPLIES	1,043.60	2,400	1,356.40	2,400	1,356.40

698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
12/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
151.97	325	173.03	CLEANING SUPPLIES	6,593.59	3,900	(2,693.59)	3,900	(2,693.59)
64.34	200	135.66	ELECTRICAL / LIGHTING	435.70	2,400	1,964.30	2,400	1,964.30
0.00	0	0.00	FIRE EXTINGUISHERS	0.00	200	200.00	200	200.00
0.00	200	200.00	POOL SUPPLIES	3,604.20	12,950	9,345.80	12,950	9,345.80
0.00	85	85.00	TOOLS & EQUIPMENT	537.22	1,020	482.78	1,020	482.78
1,356.50	1,470	113.50	POOL CHEMICALS	17,952.52	17,640	(312.52)	17,640	(312.52)
0.00	25	25.00	MISCELLANEOUS PARTS & SUPPLIES	13.83	300	286.17	300	286.17
<u>1,611.71</u>	<u>2,545</u>	<u>933.29</u>	TOTAL PARTS & SUPPLIES	<u>30,678.80</u>	<u>41,290</u>	<u>10,611.20</u>	<u>41,290</u>	<u>10,611.20</u>
			UTILITIES					
9,584.75	5,178	(4,406.75)	ELECTRICITY-COMMON AREA	67,976.08	60,610	(7,366.08)	60,610	(7,366.08)
301.78	0	(301.78)	GAS AMENITY CENTER	1,637.61	0	(1,637.61)	0	(1,637.61)
<u>2,262.65</u>	<u>1,525</u>	<u>(757.65)</u>	WATER/SEWER	<u>46,792.63</u>	<u>19,265</u>	<u>(27,527.63)</u>	<u>19,265</u>	<u>(27,527.63)</u>
<u>12,169.18</u>	<u>6,703</u>	<u>(5,466.18)</u>	TOTAL UTILITIES	<u>116,406.32</u>	<u>79,875</u>	<u>(36,531.32)</u>	<u>79,875</u>	<u>(36,531.32)</u>
			INSURANCE					
675.50	575	(100.50)	DIRECTORS & OFFICERS INSURANCE	7,685.66	6,900	(785.66)	6,900	(785.66)
6,561.98	940	(5,621.98)	FIRE & EXTENDED COVERAGE INSURANCE	60,327.45	11,280	(49,047.45)	11,280	(49,047.45)
440.75	590	149.25	EXCESS LIABILITY INSURANCE	5,312.34	7,080	1,767.66	7,080	1,767.66
<u>29.17</u>	<u>42</u>	<u>12.83</u>	WORKERS COMPENSATION INSURANCE	<u>320.87</u>	<u>504</u>	<u>183.13</u>	<u>504</u>	<u>183.13</u>
<u>7,707.40</u>	<u>2,147</u>	<u>(5,560.40)</u>	TOTAL INSURANCE	<u>73,646.32</u>	<u>25,764</u>	<u>(47,882.32)</u>	<u>25,764</u>	<u>(47,882.32)</u>
			OTHER EXPENSES					
0.00	650	650.00	ENHANCEMENTS	6,217.36	7,800	1,582.64	7,800	1,582.64
0.00	650	650.00	TOTAL OTHER EXPENSES	6,217.36	7,800	1,582.64	7,800	1,582.64
118,353.59	123,474	5,120.41	TOTAL OPERATING EXPENSES	1,387,955.75	1,447,016	59,060.25	1,447,016	59,060.25
(24,420.13)	2,645	(27,065.13)	MASTER OPERATING INCOME	66,133.99	5	66,128.99	5	66,128.99

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698 HEARTLAND COMMUNITY ASSOCIATION
OPERATING STATEMENT - DETAIL (UNAUDITED)
12/31/2019

8360 E VIA DE VENTURA
BLDG L STE 100
SCOTTSDALE AZ 85258

MONTHLY ACTUAL	MONTHLY BUDGET	MONTHLY VARIANCE		YEAR TO DATE ACTUAL	YEAR TO DATE BUDGET	YEAR TO DATE VARIANCE	ANNUAL BUDGET	BUDGET REMAINING
TOWNHOMES								
0.00	0	0.00	TOWNHOMES NET INC/(LOSS)	0.00	0	0.00	0	0.00
0.00	0	0.00	DEPRECIATION	(0.03)	0	0.03	0	0.03
<u>(24,420.13)</u>	<u>2,645</u>	<u>(27,065.13)</u>	NET INCOME/(LOSS) AFTER DEPR	<u>66,134.02</u>	<u>5</u>	<u>66,129.02</u>	<u>5</u>	<u>66,129.02</u>