

# 2018 BUSINESS PLANS

United Laguna Woods Mutual  
Third Laguna Hills Mutual  
Golden Rain Foundation & Trust



Laguna Woods Village®



**Laguna Woods Village**  
**2018 BUSINESS PLANS**  
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**Laguna Woods Village**  
**2018 BUSINESS PLANS**  
Introduction

The documents contained herein comprise the 2018 Business Plans for United Laguna Woods Mutual (United) and Third Laguna Hills Mutual (Third), each of which has its own operating budget and reserves. Each owner in the Community also has an individual membership in the Golden Rain Foundation (GRF), which is responsible for the community-wide facilities and has its own operating budget and reserves. The GRF assessment is charged to each of the Mutuals based on the number of dwelling units in each.

While the various reports presented may be complex, the colored portions of each corporation's Business Plan make cross-referencing easier. The color scheme used is:

<b>Purple</b>	<b>Mutual Operating</b> —the operating expenses and revenue for which a housing Mutual is responsible either directly (i.e. utilities, property taxes, general maintenance, etc.) or those that are accumulated community-wide and then allocated to each of the housing Mutuals as appropriate for services provided (i.e. landscape, maintenance, financial services, etc.) This section also includes property tax fees in United and surcharges in Third.
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<b>Green</b>	<b>Fund Contributions</b> —contributions to restricted funds used for replacements, preventive maintenance, and contingency expenditures related to the properties for which the Mutuals are responsible. Also includes surcharges in Third.
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<b>Blue</b>	<b>GRF Operating</b> —the operating expenses and revenue for which the Golden Rain Foundation is directly responsible, such as security, transportation, cable television, clubhouses, golf courses, and so forth.  <b>GRF Reserve Contributions</b> —contributions to restricted funds used for replacements and contingency expenditures related to the properties owned by the Golden Rain Foundation & Trust.
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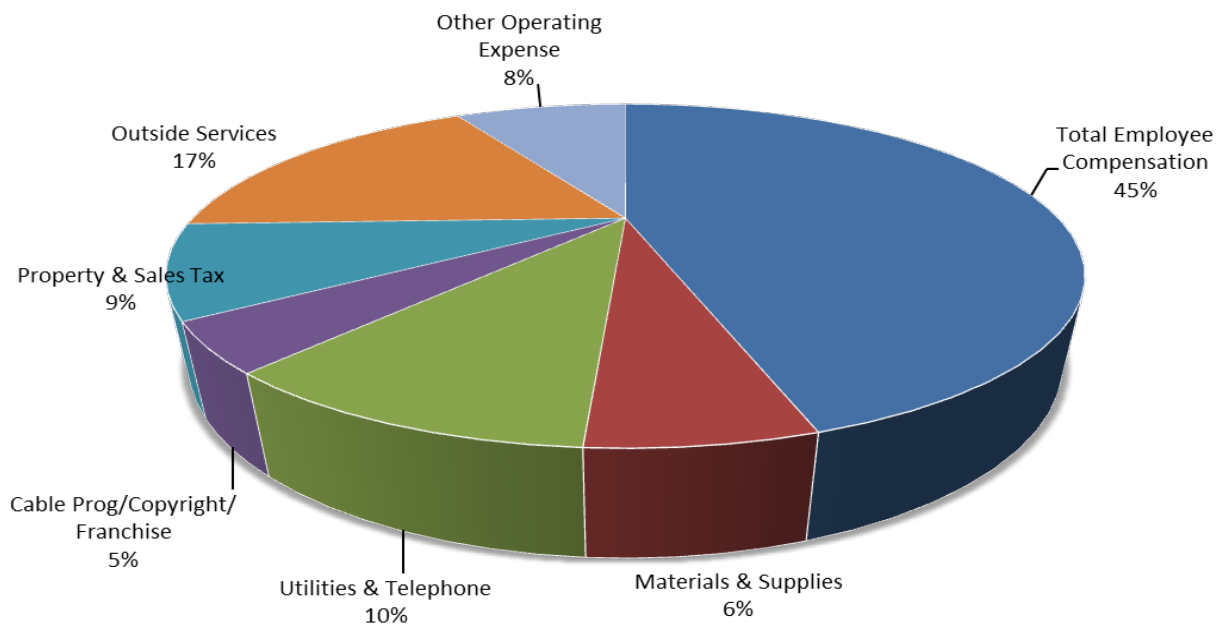
The structure of the Departments allows for efficient management and operations of the Community. The back section of this book, including the department tabs, provides total cost summaries for each of these operating departments. The resulting allocations of these expenses are represented on each corporation's Business Plan in various categories.

- Office of the CEO
- Department of Resident Services
- Department of General Services
- Department of Landscape Services
- Department of Broadband Services
- Department of Information Services
- Department of Financial Services
- Department of Security Services
- Department of Recreation Services
- Department of Human Resource Services
- Department of Maintenance & Construction

**Laguna Woods Village  
2018 BUSINESS PLANS**  
Summary of Total Assessments

<b>TOTAL ASSESSMENTS</b>	<i>Total</i>	<i>United</i>	<i>Third</i>	<i>Fifty</i>
<b>Operating</b>	<b>\$44,903,742</b>	<b>\$26,440,557</b>	<b>\$18,463,185</b>	<b>-</b>
<b>Fund Contributions</b>	<b>24,924,437</b>	<b>11,912,532</b>	<b>13,011,905</b>	<b>-</b>
<b>Subtotal of Mutual Plans</b>	<b>\$69,828,179</b>	<b>\$38,353,089</b>	<b>\$31,475,090</b>	<b>-</b>
<b>GRF Operating</b>	<b>\$27,290,432</b>	<b>\$13,548,791</b>	<b>\$13,075,237</b>	<b>\$666,404</b>
<b>GRF Reserve Contributions</b>	<b>3,056,640</b>	<b>1,517,520</b>	<b>1,464,480</b>	<b>74,640</b>
<b>Subtotal of GRF Plan</b>	<b>\$30,347,072</b>	<b>\$15,066,311</b>	<b>\$14,539,717</b>	<b>\$741,044</b>
<b>TOTAL</b>	<b>\$100,175,251</b>	<b>\$53,419,400</b>	<b>\$46,014,807</b>	<b>\$741,044</b>

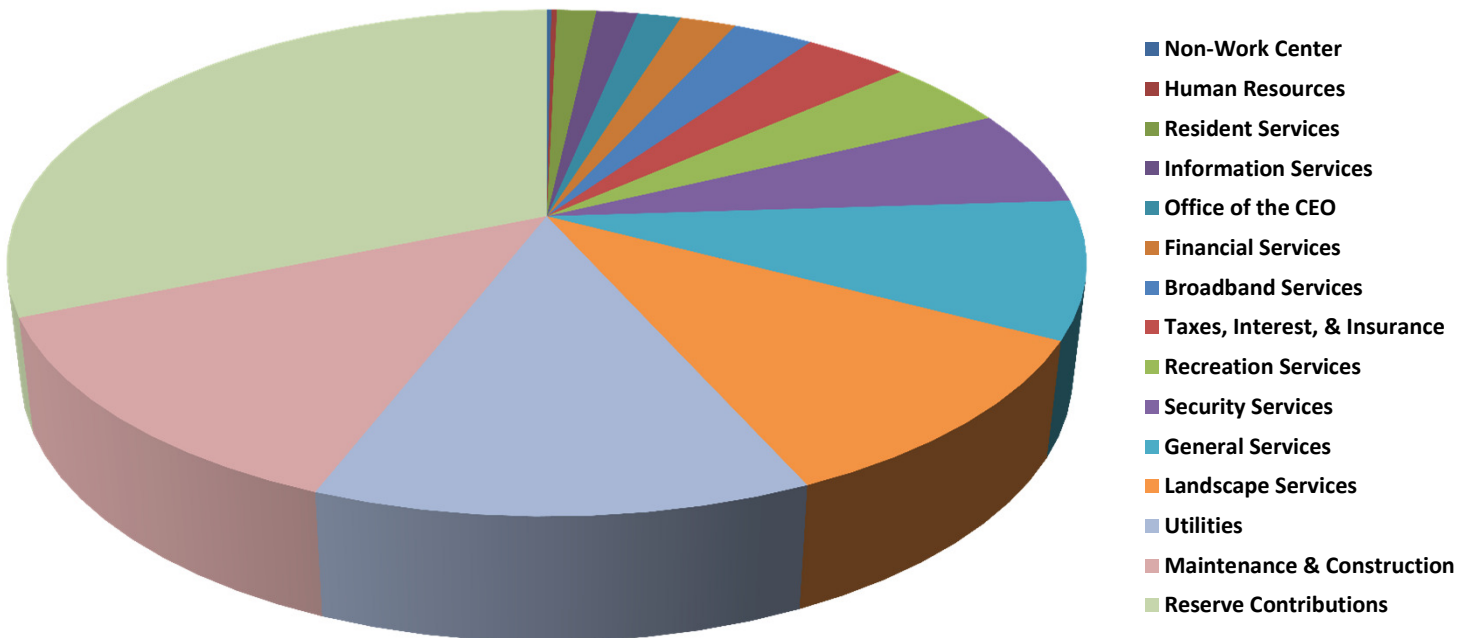
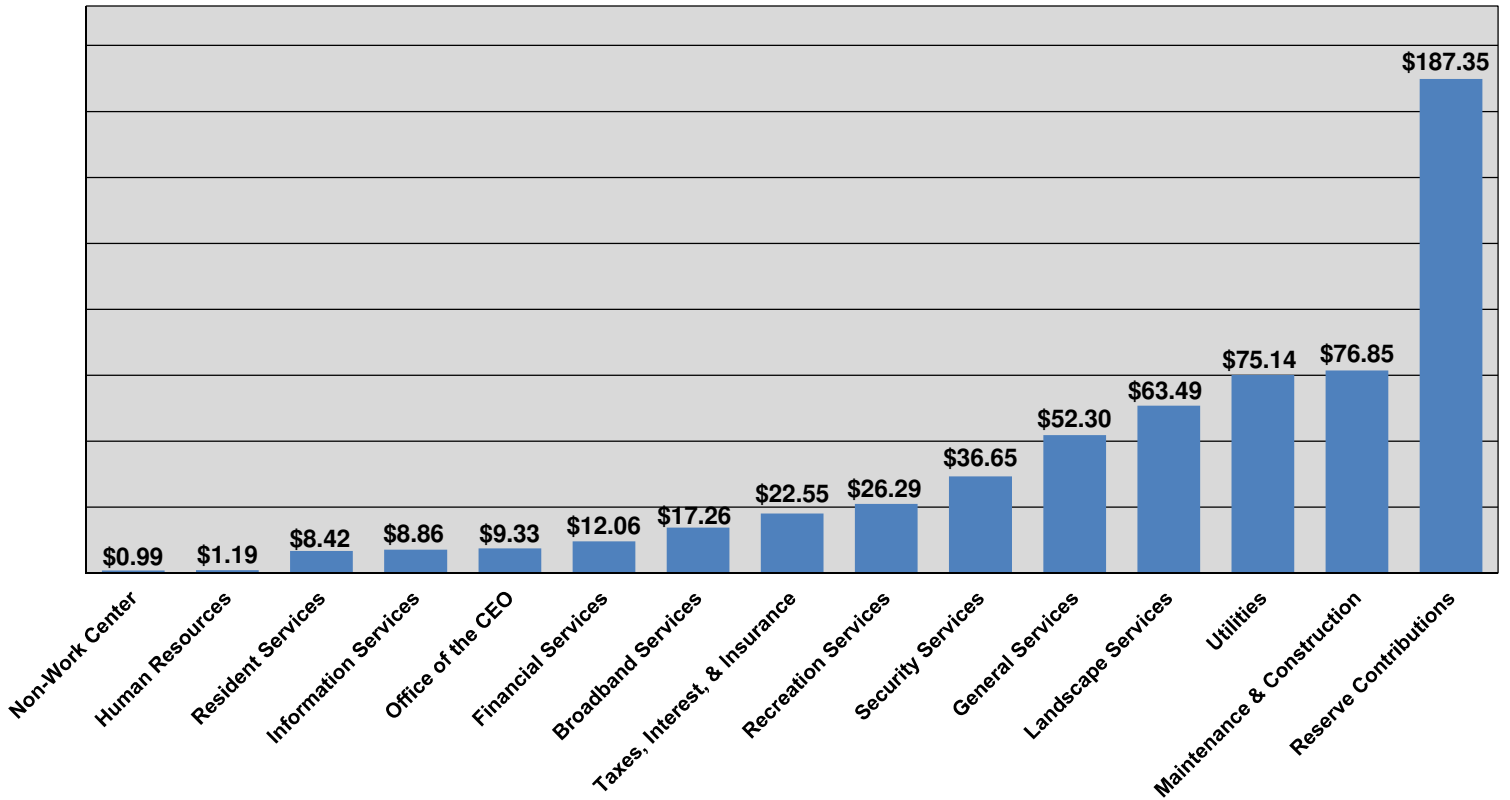
**2018 Expense Budget**



# Laguna Woods Village 2018 BUSINESS PLANS

## Basic Assessment by Category

Average Basic Assessment is \$599 per month







# 2018 BUSINESS PLAN

United Laguna Woods Mutual

Adopted September 12, 2017

## BOARD OF DIRECTORS

JUANITA SKILLMAN, President  
JANEY DORRELL, 1<sup>st</sup> Vice President  
DON TIBBETS, 2<sup>nd</sup> Vice President  
MAGGIE BLACKWELL, Secretary  
PAT ENGLISH, Treasurer  
JACK BASSLER  
MAXINE MCINTOSH  
PARKASH "CASH" ACHREKAR  
STEVE LEONARD  
GARY MORRISON  
ANDRE TORNG

Prepared By:  
VILLAGE MANAGEMENT SERVICES, Inc.

BRAD HUDSON, CEO  
BETTY PARKER, Financial Services Director





# UNITED LAGUNA WOODS MUTUAL

## 2018 BUSINESS PLAN SUMMARY

DESCRIPTION	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 PLAN	2018 PLAN	Per Manor Per Month		Increase/ (Decrease)
						2017 ASSESSMENT	2018	
REVENUES:								
Non-assessment Revenues:								
Merchandise Sales	\$13,300	\$14,995	\$22,660	\$15,000	\$30,000	\$0.20	\$0.40	(\$0.20)
Fees and Charges to Residents	719,302	605,691	544,319	708,024	685,583	9.33	9.04	0.29
Laundry	141,937	143,918	136,742	146,000	240,000	1.92	3.16	(1.24)
Miscellaneous	339,831	400,788	397,953	461,008	626,663	6.08	8.26	(2.18)
Total Revenue	\$1,214,370	\$1,165,392	\$1,101,674	\$1,330,032	\$1,582,246	\$17.53	\$20.86	(\$3.33)
EXPENSES:								
Employee Compensation	\$8,731,879	\$8,887,659	\$6,155,670	\$6,328,965	\$6,899,019	\$83.40	\$90.92	\$7.52
Expenses Related to Compensation	3,674,742	3,878,280	2,349,009	2,594,054	2,827,583	34.19	37.27	3.08
Material and Supplies	1,318,387	1,361,551	959,608	1,076,468	875,549	14.19	11.54	(2.65)
Electricity	386,765	394,632	317,548	185,320	185,320	2.44	2.44	0.00
Sewer	1,483,954	1,567,365	1,754,382	1,771,800	1,735,200	23.35	22.87	(0.48)
Water	1,772,454	1,721,458	1,567,174	1,892,480	1,780,740	24.94	23.47	(1.47)
Trash	315,818	318,479	356,693	335,417	390,673	4.42	5.15	0.73
Legal Fees	274,717	255,208	255,120	200,000	200,000	2.64	2.64	0.00
Professional Fees	59,026	40,218	113,206	128,970	147,214	1.70	1.94	0.24
Management Fee	150,993	152,523	0	0	0	0.00	0.00	0.00
Equipment Rental	13,592	20,839	11,975	9,202	13,843	0.12	0.18	0.06
Outside Services	81,140	62,170	660,350	1,009,216	1,028,143	13.30	13.55	0.25
Repairs and Maintenance	31,389	18,198	49,795	33,830	37,107	0.45	0.49	0.04
Other Operating	134,596	140,695	126,612	113,652	133,930	1.50	1.77	0.27
(Gain)/Loss on Sale	(5,278)	(10,414)	(1,463)	(7,500)	(7,500)	(0.10)	(0.10)	0.00
Property and Sales Tax*	7,567,063	8,668,168	9,411,343	9,366,767	9,571,492	***	***	***
Property Insurance*	642,952	692,045	654,843	757,573	675,410	***	***	***
Insurance	444,388	472,567	477,379	507,097	491,230	6.68	6.47	(0.21)
Net Allocations to Mutuals	978,889	1,135,170	806,145	862,286	1,037,850	11.36	13.68	2.32
Uncollectible Accounts	530	3,360	4,499	0	0	0.00	0.00	0.00
Total Expenses	\$28,057,996	\$29,780,172	\$26,029,888	\$27,165,596	\$28,022,803	\$224.58	\$234.28	\$9.70
(Surplus)/Deficit Recovery	0	0	0	(37,400)	0	(0.49)	0.00	0.49
Total Operating	\$26,843,626	\$28,614,780	\$24,928,214	\$25,798,164	\$26,440,557	\$206.56	\$213.42	\$6.86
RESERVE CONTRIBUTIONS:								
Reserve Fund	5,916,585	6,449,460	10,471,647	10,850,268	10,850,268	138.00	143.00	5.00
Contingency Fund	654,211	531,132	1,442,403	1,441,644	1,062,264	19.00	14.00	(5.00)
Total Reserve Contributions	\$6,570,796	\$6,980,592	\$11,914,050	\$12,291,912	\$11,912,532	\$157.00	\$157.00	\$0.00
TOTAL MUTUAL	\$33,414,422	\$35,595,372	\$36,842,263	\$37,710,696	\$38,353,089	\$363.56	\$370.42	\$6.86
GOLDEN RAIN FOUNDATION								
GRF OPERATING	14,483,318	13,889,905	13,149,988	12,870,405	13,548,791	169.61	178.57	8.96
GRF RESERVE CONTRIBUTIONS	2,503,908	2,503,908	1,593,396	1,821,024	1,517,520	24.00	20.00	(4.00)
Total GRF	\$16,987,226	\$16,393,813	\$14,743,384	\$14,691,429	\$15,066,311	\$193.61	\$198.57	\$4.96
TOTAL BASIC ASSESSMENTS	\$50,401,648	\$51,989,185	\$51,585,647	\$52,402,125	\$53,419,400	\$557.17	\$568.99	\$11.82

\* The asterisks indicate an assessment that varies per manor.

**UNITED LAGUNA WOODS MUTUAL  
2018 BUSINESS PLAN RESOLUTION**

**RESOLUTION 01-17-106**

**RESOLVED**, September 12, 2017, that the Business Plan of this Corporation for the year 2018 is hereby adopted and approved; and

**RESOLVED FURTHER**, that pursuant to said Business Plan, the Board of Directors of this Corporation hereby estimates that the net sum of \$38,353,089 is required by the Corporation to meet the United Laguna Woods Mutual operating expenses and reserve contributions for the year 2018. In addition, the sum of \$15,066,311 is required by the Corporation to meet the Golden Rain Foundation and the Golden Rain Foundation Trust operating expenses and reserve contributions for the year 2018. Therefore, a total of \$53,419,400 is required to be collected from and paid by the members of the Corporation as monthly assessments; and

**RESOLVED FURTHER**, that the Board of Directors of this Corporation hereby approves expenditures from reserves in the sum of \$13,139,421, of which \$11,956,542 is planned from the Reserve Fund and \$1,182,879 from the Contingency Fund; and

**RESOLVED FURTHER**, that all sums paid into the Reserve Fund shall be used for capital expenditures only and shall be credited on the books of account of the Corporation to Paid-In Surplus as a capital contribution; and

**RESOLVED FURTHER**, that the Board of Directors of this Corporation hereby determines and establishes monthly assessments of the Corporation as shown on each member's breakdown of monthly assessments for the year 2018 and as filed in the records of the Corporation, said assessments to be due and payable by the members of this Corporation on the first day of each month for the year 2018; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

**UNITED LAGUNA WOODS MUTUAL  
2018 RESERVE FUND RESOLUTION**

**RESOLUTION 01-17-107**

**WHEREAS**, Civil Code § 5570 requires specific reserve funding disclosure statements for common interest developments; and

**WHEREAS**, planned assessment or other contributions to reserves must be projected to ensure balances will be sufficient at the end of each year to meet the Corporation's obligations for repair and/or replacement of major components during the next 30 years;

**NOW THEREFORE BE IT RESOLVED**, September 12, 2017, that the Board has developed and hereby adopts the Reserve 30-Year Funding Plan (attached) with the objective of maintaining reserve fund balances at or above a threshold of \$10,400,000, while meeting its obligations to repair and/or replace major components; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

**UNITED LAGUNA WOODS MUTUAL**  
**2018 BUSINESS PLAN**  
**Maintenance Expenditures by Program**

DESCRIPTION	2014	2015	2016	2017	2018	INCREASE/(DECREASE)	
	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET	\$	%
<b>OPERATING FUND</b>							
1 PLUMBING SERVICE	\$1,119,924	\$1,097,100	\$1,203,640	\$1,241,972	\$1,189,331	(\$52,641)	(4%)
2 ELECTRICAL SERVICE	302,324	298,347	296,655	337,547	413,657	76,110	23%
3 CARPENTRY SERVICE	478,721	469,903	465,818	430,644	362,992	(67,652)	(16%)
4 CONCRETE REPAIR/REPLACEMENT	379,718	295,733	248,400	350,630	342,175	(8,455)	(2%)
5 INTERIOR PREVENTIVE MAINTENANCE	166,582	206,819	311,148	289,796	299,773	9,977	3%
6 BUILDING REHAB/DRY ROT	16,961	68,256	68,641	266,075	296,403	30,328	11%
7 APPLIANCE REPAIRS	260,789	287,394	344,118	318,294	263,430	(54,864)	(17%)
8 JANITORIAL SERVICE	174,583	196,235	202,548	228,851	247,185	18,334	8%
9 PEST CONTROL FOR TERMITES	196,640	70,528	48,228	226,413	230,370	3,957	2%
10 BALCONY/BREEZEWAY RESURFACING	219,574	72,579	177,630	189,981	190,391	410	0%
11 GUTTER CLEANING	148,160	176,159	170,982	145,514	171,235	25,721	18%
12 ROOF REPAIR	104,167	144,255	107,714	196,168	152,376	(43,792)	(22%)
13 COUNTERTOP/FLOOR/TILE REPAIRS	121,812	128,771	120,576	138,282	138,493	211	0%
14 PAINT-TOUCHUP	173,943	165,441	148,975	128,873	129,970	1,097	1%
15 WELDING	97,170	112,544	92,419	112,463	84,743	(27,720)	(25%)
16 PAVING MAINTENANCE & REPAIRS	80,572	68,297	47,417	87,228	84,247	(2,981)	(3%)
17 MISCELLANEOUS REPAIRS BY OUTSIDE SERVICES	39,271	23,883	71,660	30,822	70,212	39,390	128%
18 ENERGY PROGRAM	0	0	0	97,401	55,000	(42,401)	(44%)
19 TRAFFIC CONTROL	17,219	8,431	8,891	15,817	15,214	(603)	(4%)
20 FIRE PROTECTION	11,202	8,787	7,364	10,733	9,479	(1,254)	(12%)
21 PAINT PROGRAM	1,878,676	2,094,490	(277)	0	0	0	0%
22 REPAIRS PRIOR-TO-PAINT	511,886	724,747	(285)	0	0	0	0%
<b>TOTAL MAINTENANCE</b>	<b>\$6,499,894</b>	<b>\$6,718,699</b>	<b>\$4,142,263</b>	<b>\$4,843,504</b>	<b>\$4,746,675</b>	<b>(\$96,829)</b>	<b>(2%)</b>

Lines 21 and 22 were moved into reserves in 2016.

**UNITED LAGUNA WOODS MUTUAL  
2018 BUSINESS PLAN  
Landscape Expenditures by Program**

DESCRIPTION	2014 ACTUALS	2015 ACTUALS	2016 ACTUALS	2017 BUDGET	2018 BUDGET	Increase/(Decrease) \$ %	
OPERATING FUND							
LAWN MAINTENANCE	\$1,149,121	\$907,457	\$853,858	\$932,186	\$990,185	\$57,999	6%
SHRUB-BED MAINTENANCE	1,945,676	1,711,828	1,723,991	1,792,514	1,939,959	147,445	8%
SLOPE MAINTENANCE	264,098	239,275	120,101	127,304	104,618	(22,686)	(18%)
TREE MAINTENANCE	694,060	632,489	0	0	0	0	0%
RESIDENT CHARGEABLE SERVICES	0	0	0	0	0	0	0%
PEST CONTROL	76,750	68,063	100,889	107,423	130,836	23,413	22%
CARPORT CLEANING	12,801	8,919	0	0	0	0	0%
MISCELLANEOUS TASKS	146,579	109,674	128,457	93,183	98,941	5,758	6%
SUPPORT	179,745	335,794	281,940	342,552	375,414	32,862	10%
TOTAL OPERATING FUND	\$4,468,831	\$4,013,499	\$3,209,237	\$3,395,162	\$3,639,953	\$244,791	7%
RESERVE FUND							
LANDSCAPE RENOVATION	\$0	\$200,936	\$248,032	\$250,000	\$250,000	\$0	0%
TREE MAINTENANCE	0	0	880,681	165,839	500,408	334,569	202%
TOTAL RESERVE FUND	\$0	\$200,936	\$1,128,713	\$415,839	\$750,408	\$334,569	80%

Tree Maintenance was moved from operating to reserves in 2016.

## **UNITED LAGUNA WOODS MUTUAL 2018 RESERVES PLAN**

The following pages comprise the Reserves Plan for United Laguna Woods Mutual (Mutual). Reserves provide the funding necessary to maintain, repair, replace or restore major components of the association. A reserve study is the plan by which the Mutual anticipates these costs and prepares for inevitable future expenses. Ideally, all such expenditures will be covered by those funds set aside each year in segregated accounts as reserves (or funds).

### **RESERVE FUND**

This fund was established at the original construction of the Mutuals. The purpose of the Replacement Fund is to provide for replacements of structural elements and mechanical equipment within the Mutual including, but not limited to, replacement of designated appliances, roofs, paving, laundry equipment, walls, vertical lifts, and windows.

The Reserves Component Schedule identifies total estimated replacement costs of just over \$306 million. Using estimates of useful lives and remaining life expectancies, a calculation similar to straight-line depreciation over the life of each asset determined that the Reserves would require a balance of just over \$102 million as of December 31, 2018 to be fully funded. Projected reserve balances are estimated to be just over \$15.5 million, or 15 percent funded.

To adequately plan for future expenditures, the Mutual has adopted via resolution a 30-Year Funding Plan that projects contributions and disbursements to the replacement fund over the next thirty years, without falling below a desired minimum balance, currently set at \$10.4 million.

The Reserve Fund receives monies through assessments and through interest earned on invested fund balances. In 2018, the basic monthly assessment for the Reserve Fund, is set at \$143 per manor per month.

### **CONTINGENCY FUND**

This fund was established in the 2009 Business Plan as a consolidation of two other funds, the General Operating Fund and Unappropriated Expenditures Fund. The Contingency Fund is used for the repair or replacement of mutual assets damaged by uninsured or unexpected disasters in addition to providing for unanticipated significant expenditures not otherwise identified in the business plan. This fund may also be used for write-offs of uncollectible accounts according to original definition of the General Operating Fund. This fund is not required by Civil Code and is not included in the reserve plan calculations.



**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Projected Fund Balances**

<i>Fund</i>	<i>Year</i>	<i>Beginning Balance</i>	<i>Interest</i>	<i>Contributions</i>	<i>Assessment PMPM</i>	<i>Planned Expenditures</i>	<i>ENDING BALANCE</i>
<b>RESERVE FUND</b>	2017	\$ 17,400,662	\$ 235,423	\$ 10,470,888	\$ 138.00	\$ (11,640,398)	\$ 16,466,575
	<b>2018</b>	<b>\$ 16,466,575</b>	<b>\$ 222,788</b>	<b>\$ 10,850,268</b>	<b>\$ 143.00</b>	<b>\$ (11,956,542)</b>	<b>\$ 15,583,089</b>
	2019	\$ 15,583,089	\$ 268,207	\$ 10,622,640	\$ 140.00	\$ (11,136,583)	\$ 15,337,353
	2020	\$ 15,337,353	\$ 271,829	\$ 10,774,392	\$ 142.00	\$ (10,382,922)	\$ 16,000,652
	2021	\$ 16,000,652	\$ 282,294	\$ 10,926,144	\$ 144.00	\$ (10,665,322)	\$ 16,543,768
	2022	\$ 16,543,768	\$ 289,234	\$ 11,077,896	\$ 146.00	\$ (11,110,150)	\$ 16,800,747
<b>CONTINGENCY FUND</b>	2017	\$ 3,047,433	\$ 46,161	\$ 2,453,303	\$ 19.00	\$ (1,953,686)	\$ 3,593,211
	<b>2018</b>	<b>\$ 3,593,211</b>	<b>\$ 49,461</b>	<b>\$ 1,062,264</b>	<b>\$ 14.00</b>	<b>\$ (1,182,879)</b>	<b>\$ 3,522,057</b>
	2019	\$ 3,522,057	\$ 63,641	\$ 1,441,644	\$ 19.00	\$ (1,212,500)	\$ 3,814,842
	2020	\$ 3,814,842	\$ 68,500	\$ 1,441,644	\$ 19.00	\$ (1,242,800)	\$ 4,082,186
	2021	\$ 4,082,186	\$ 72,906	\$ 1,441,644	\$ 19.00	\$ (1,273,900)	\$ 4,322,836
	2022	\$ 4,322,836	\$ 76,839	\$ 1,441,644	\$ 19.00	\$ (1,305,700)	\$ 4,535,619
<b>TOTAL</b>	2017	\$ 20,448,095	\$ 281,584	\$ 12,924,191	\$ 157.00	\$ (13,594,084)	\$ 20,059,786
	<b>2018</b>	<b>\$ 20,059,786</b>	<b>\$ 272,249</b>	<b>\$ 11,912,532</b>	<b>\$ 157.00</b>	<b>\$ (13,139,421)</b>	<b>\$ 19,105,146</b>
	2019	\$ 19,105,146	\$ 331,848	\$ 12,064,284	\$ 159.00	\$ (12,349,083)	\$ 19,152,195
	2020	\$ 19,152,195	\$ 340,329	\$ 12,216,036	\$ 161.00	\$ (11,625,722)	\$ 20,082,838
	2021	\$ 20,082,838	\$ 355,200	\$ 12,367,788	\$ 163.00	\$ (11,939,222)	\$ 20,866,604
	2022	\$ 20,866,604	\$ 366,073	\$ 12,519,540	\$ 165.00	\$ (12,415,850)	\$ 21,336,366

**UNITED LAGUNA WOODS MUTUAL  
2018 RESERVES PLAN  
Reserve Expenditures by Program**

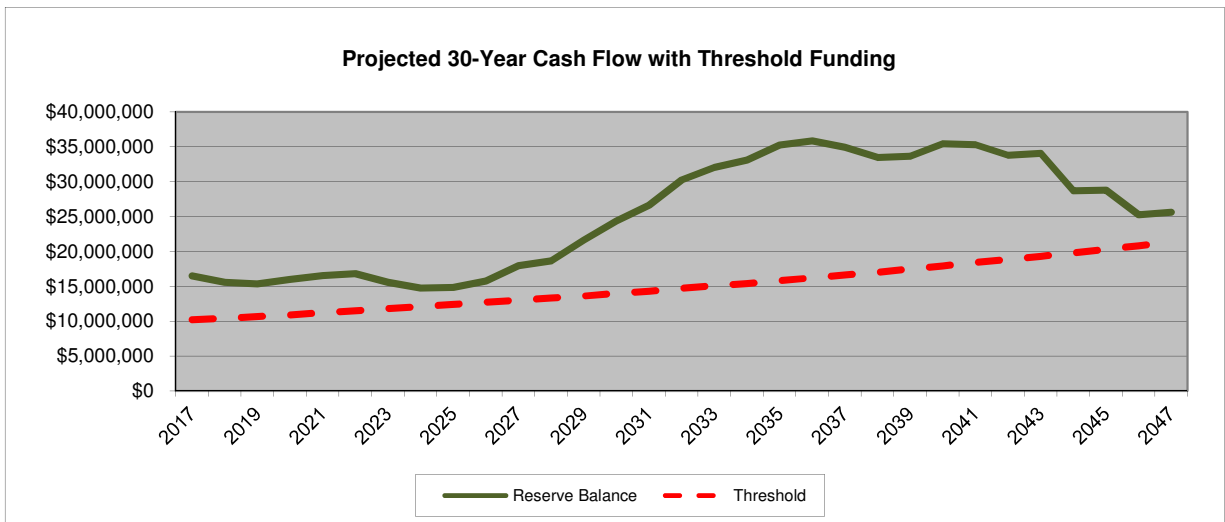
DESCRIPTION	2014	2015	2016	2017	2018	INCREASE/(DECREASE)	
	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET	\$	%
<b>RESERVE FUND</b>							
1 BUILDING STRUCTURES	\$825,769	\$891,391	\$417,044	\$828,443	\$837,306	\$8,863	1%
2 ELECTRICAL SYSTEMS	344,426	58,732	215,209	376,146	376,146	0	0%
3 EXTERIOR WALKWAY LIGHTING	19,901	181,071	13,708	40,648	48,408	7,760	19%
4 FOUNDATIONS	43,678	0	0	75,000	75,000	0	0%
5 GUTTER REPLACEMENT	25,307	26,064	43,889	28,746	37,538	8,792	31%
6 LANDSCAPE RENOVATION	0	200,936	248,032	250,000	250,000	0	0%
7 PAINT - EXTERIOR	0	0	1,973,387	2,091,988	2,242,937	150,949	7%
8 PRIOR TO PAINT	0	0	995,384	834,856	982,766	147,910	18%
9 PAVING	212,880	176,107	118,142	166,633	226,001	59,368	36%
10 ROOFS	1,847,065	1,306,392	944,670	1,039,610	1,180,000	140,390	14%
11 TREE MAINTENANCE	0	0	880,681	165,839	500,408	334,569	202%
12 WALL REPLACEMENT	10,975	8,000	1,925	66,353	162,608	96,255	145%
13 WASTE LINE REMEDIATION	447,764	616,297	872,545	1,500,000	1,500,000	0	0%
14 WATER LINE - COPPER PIPE REMEDIATION	0	0	0	250,000	250,000	0	0%
15 WINDOW/SLIDING SCREEN DOOR	24,094	27,019	34,058	24,012	30,185	6,173	26%
OTHER SUPPL. APPROPRIATIONS	0	8,878	526	0	0	0	0%
<b>APPLIANCE AND FIXTURES:</b>							
16 COOKTOPS	77,900	67,459	65,659	78,541	50,881	(27,660)	(35%)
17 DISHWASHERS	109,335	127,456	76,586	162,125	71,801	(90,324)	(56%)
18 FIXTURES - BASINS/FAUCETS/SINKS/TOILETS	242,155	582,088	526,855	811,856	516,602	(295,254)	(36%)
19 GARBAGE DISPOSALS	71,407	81,385	92,755	82,019	81,434	(585)	(1%)
20 HOODS	30,413	28,093	36,976	32,886	31,366	(1,520)	(5%)
21 KITCHEN/BATH COUNTERS, FLOORS, MISC.	1,139,380	942,421	986,927	1,107,781	825,950	(281,831)	(25%)
22 OVENS	135,561	109,647	95,420	156,093	69,982	(86,111)	(55%)
23 RANGES	49,712	42,525	36,936	48,333	26,245	(22,088)	(46%)
24 REFRIGERATORS	249,010	243,851	198,378	65,787	154,735	88,948	135%
25 WATER HEATERS & PERMITS	571,384	530,627	79,769	1,239,757	1,368,580	128,823	10%
26 DRYERS	28,628	21,399	21,982	34,503	19,376	(15,127)	(44%)
27 WASHING MACHINES	85,990	71,673	55,944	82,443	40,287	(42,156)	(51%)
RESALE INSPECTION REPLACEMENTS	(16,807)	(14,338)	(4,012)	0	0	0	0%
TOTAL APPLIANCE AND FIXTURES	\$2,774,067	\$2,834,286	\$2,270,174	\$3,902,124	\$3,257,238	(\$644,886)	(17%)
<b>TOTAL RESERVE FUND</b>	<b>\$6,575,926</b>	<b>\$6,335,173</b>	<b>\$9,029,374</b>	<b>\$11,640,398</b>	<b>\$11,956,542</b>	<b>\$316,144</b>	<b>3%</b>

Lines 7, 8 and 11 were moved from operating into reserves in 2016.

**United Laguna Woods Mutual  
2018 RESERVES PLAN  
Reserve 30-Year Funding Plan**

**Threshold (Min Balance):      \$ 10,400,000**  
**Indexed for projected inflation**

Year	Assessment		Interest Earnings	Other Additions	Planned Expenditures	Reserve Balance
	Per Manor Per Month	Total Contribution				
2017	\$ 138.00	\$ 10,470,888	\$ 235,423		\$ 11,640,398	\$ 16,466,575
2018	\$ 143.00	\$ 10,850,268	\$ 222,788		\$ 11,956,542	\$ 15,583,089
2019	\$ 140.00	\$ 10,622,640	\$ 268,207		\$ 11,136,583	\$ 15,337,353
2020	\$ 142.00	\$ 10,774,392	\$ 271,829		\$ 10,382,922	\$ 16,000,652
2021	\$ 144.00	\$ 10,926,144	\$ 282,294		\$ 10,665,322	\$ 16,543,768
2022	\$ 146.00	\$ 11,077,896	\$ 289,234		\$ 11,110,150	\$ 16,800,747
2023	\$ 148.00	\$ 11,229,648	\$ 280,672		\$ 12,754,323	\$ 15,556,744
2024	\$ 150.00	\$ 11,381,400	\$ 262,657		\$ 12,476,894	\$ 14,723,908
2025	\$ 152.00	\$ 11,533,152	\$ 256,555		\$ 11,660,451	\$ 14,853,164
2026	\$ 154.00	\$ 11,684,904	\$ 265,525		\$ 11,045,469	\$ 15,758,124
2027	\$ 156.00	\$ 11,836,656	\$ 292,385		\$ 9,937,427	\$ 17,949,737
2028	\$ 158.00	\$ 11,988,408	\$ 317,545		\$ 11,597,060	\$ 18,658,631
2029	\$ 160.00	\$ 12,140,160	\$ 349,508		\$ 9,513,607	\$ 21,634,692
2030	\$ 162.00	\$ 12,291,912	\$ 398,594		\$ 10,007,720	\$ 24,317,478
2031	\$ 164.00	\$ 12,443,664	\$ 441,977		\$ 10,566,912	\$ 26,636,207
2032	\$ 168.00	\$ 12,747,168	\$ 493,316		\$ 9,640,590	\$ 30,236,101
2033	\$ 172.00	\$ 13,050,672	\$ 540,276		\$ 11,777,089	\$ 32,049,961
2034	\$ 176.00	\$ 13,354,176	\$ 564,831		\$ 12,901,995	\$ 33,066,973
2035	\$ 180.00	\$ 13,657,680	\$ 592,572		\$ 12,069,163	\$ 35,248,062
2036	\$ 184.00	\$ 13,961,184	\$ 616,647		\$ 13,983,405	\$ 35,842,487
2037	\$ 188.00	\$ 14,264,688	\$ 613,944		\$ 15,784,651	\$ 34,936,468
2038	\$ 192.00	\$ 14,568,192	\$ 593,346		\$ 16,630,104	\$ 33,467,902
2039	\$ 196.00	\$ 14,871,696	\$ 581,920		\$ 15,302,394	\$ 33,619,125
2040	\$ 200.00	\$ 15,175,200	\$ 598,892		\$ 13,968,649	\$ 35,424,568
2041	\$ 204.00	\$ 15,478,704	\$ 613,357		\$ 16,229,938	\$ 35,286,691
2042	\$ 208.00	\$ 15,782,208	\$ 598,950		\$ 17,904,185	\$ 33,763,664
2043	\$ 212.00	\$ 16,085,712	\$ 588,152		\$ 16,395,692	\$ 34,041,836
2044	\$ 216.00	\$ 16,389,216	\$ 544,183		\$ 22,280,526	\$ 28,694,709
2045	\$ 220.00	\$ 16,692,720	\$ 498,498		\$ 17,110,903	\$ 28,775,024
2046	\$ 224.00	\$ 16,996,224	\$ 468,661		\$ 20,984,979	\$ 25,254,929
2047	\$ 228.00	\$ 17,299,728	\$ 441,069		\$ 17,401,745	\$ 25,593,981



**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Planned Expenditures from Reserve Fund**

<i>Program</i>	<i>Buildings/Infrastructure</i>							<i>Electrical</i>	
	<i>Building Structures</i>	<i>Carport Renovation</i>	<i>Foundations</i>	<i>Gutters</i>	<i>Sliding Screen Doors</i>	<i>Vertical Lifts</i>	<i>Windows</i>	<i>Electrical Alternate Heat Source</i>	<i>Solar Replacements</i>
Life in Years	40	35	60	As Needed	30	20		30	15-20
Quantity	Various	5,432	1,124		6,323	27	Ongoing -	6,323-11,942	8
Unit of Measure	Components	Stalls	Buildings		ea	ea	Based on	ea	Panels
Unit Cost	Per Study	\$260	\$6,500		\$342	45,000	Repl. Policy	\$356 - \$1,326	\$287,500
Total Cost	\$38,160,000	\$1,412,300	\$7,306,000		\$2,162,466	1,215,000		\$12,635,650	\$2,300,000
			3%			67%			5.0%
2018	\$837,306	\$0	\$75,000	\$37,538	\$23,543	\$0	\$6,642	\$4,896	\$0
2019	\$453,378	\$0	\$76,875	\$29,465	\$18,229	\$30,904	\$6,385	\$5,172	\$117,875
2020	\$464,712	\$0	\$78,797	\$30,201	\$18,684	\$0	\$6,544	\$5,301	\$120,822
2021	\$476,330	\$0	\$236,033	\$30,956	\$19,151	\$0	\$6,708	\$5,434	\$123,842
2022	\$488,239	\$0	\$82,786	\$31,730	\$19,630	\$332,800	\$6,876	\$5,570	\$126,938
2023	\$582,257	\$0	\$84,856	\$32,523	\$20,121	\$68,224	\$7,048	\$5,709	\$130,112
2024	\$860,684	\$0	\$86,977	\$33,337	\$20,624	\$34,965	\$7,224	\$5,852	\$133,365
2025	\$882,201	\$0	\$89,151	\$34,170	\$21,140	\$35,839	\$7,404	\$5,998	\$136,699
2026	\$538,924	\$0	\$267,050	\$35,024	\$21,668	\$146,939	\$7,589	\$6,148	\$140,116
2027	\$552,397	\$0	\$93,665	\$35,900	\$22,210	\$0	\$7,779	\$6,302	\$143,619
2028	\$566,207	\$0	\$96,006	\$36,797	\$22,765	\$115,784	\$7,974	\$6,459	\$147,210
2029	\$580,362	\$0	\$98,406	\$37,717	\$23,334	\$39,559	\$8,173	\$6,621	\$150,890
2030	\$594,871	\$0	\$100,867	\$38,660	\$23,918	\$40,548	\$8,377	\$6,786	\$154,662
2031	\$609,743	\$0	\$302,142	\$39,627	\$24,515	\$0	\$8,587	\$6,956	\$158,529
2032	\$727,159	\$142,541	\$105,973	\$40,617	\$25,128	\$0	\$8,801	\$7,130	\$162,492
2033	\$1,074,876	\$199,952	\$108,622	\$41,633	\$25,757	\$0	\$9,021	\$7,308	\$166,554
2034	\$1,101,748	\$195,302	\$111,338	\$42,674	\$26,400	\$89,516	\$9,247	\$7,491	\$0
2035	\$673,042	\$232,625	\$114,121	\$43,740	\$27,060	\$0	\$9,478	\$7,678	\$0
2036	\$689,868	\$252,634	\$341,846	\$44,834	\$27,737	\$0	\$9,715	\$7,870	\$0
2037	\$707,115	\$221,957	\$119,899	\$45,955	\$28,430	\$0	\$9,958	\$8,067	\$0
2038	\$724,793	\$258,180	\$122,896	\$47,104	\$29,141	\$49,404	\$10,207	\$8,268	\$0
2039	\$742,913	\$272,495	\$125,969	\$48,281	\$29,870	\$50,639	\$10,462	\$8,475	\$0
2040	\$761,485	\$177,253	\$129,118	\$49,488	\$30,616	\$0	\$10,724	\$8,687	\$0
2041	\$908,122	\$94,971	\$386,767	\$50,725	\$31,382	\$0	\$10,992	\$8,904	\$0
2042	\$1,342,373	\$201,745	\$135,654	\$51,994	\$32,166	\$545,331	\$11,267	\$9,127	\$0
2043	\$1,375,932	\$0	\$139,046	\$53,293	\$32,971	\$111,793	\$11,548	\$9,355	\$0
2044	\$840,537	\$0	\$142,522	\$54,626	\$33,795	\$57,294	\$11,837	\$9,589	\$0
2045	\$861,551	\$0	\$146,085	\$55,991	\$34,640	\$58,726	\$12,133	\$9,829	\$0
2046	\$883,090	\$0	\$437,592	\$57,391	\$35,506	\$240,777	\$12,436	\$10,074	\$0
2047	\$905,167	\$0	\$153,481	\$58,826	\$36,393	0	\$12,747	\$10,326	\$0
<b>TOTAL</b>	<b>\$22,807,383</b>	<b>\$2,249,655</b>	<b>\$4,589,540</b>	<b>\$1,270,820</b>	<b>\$786,525</b>	<b>\$2,049,042</b>	<b>\$273,883</b>	<b>\$221,383</b>	<b>\$2,113,726</b>

**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Planned Expenditures from Reserve Fund**

<i>Program</i>	<i>Electrical</i>		<i>Landscape</i>		<i>Laundry Components</i>				
	<i>Electrical Panel Maintenance (New)</i>	<i>Exterior Walkway Lighting</i>	<i>Landscape Renovation</i>	<i>Tree Maintenance</i>	<i>Laundry Countertops</i>	<i>Laundry Dryers</i>	<i>Laundry Sinks</i>	<i>Laundry Washers</i>	<i>Laundry Water Heaters</i>
Life in Years	50	45	Per Board	34 Month Cycle	20	10	25	15	12
Quantity	2,750	89		26,265	175	526	175	700	172
Unit of Measure	Manors	CDS		Hours	3 ea	ea.	ea	ea.	ea.
Unit Cost	\$1,350	\$4,000		\$63	\$933	\$658	\$422	\$1,646	\$692
Total Cost	\$3,712,500	\$356,000			\$163,275	\$346,108	\$73,850	\$1,152,200	\$119,024
	10%								
2018	\$371,250	\$48,408	\$250,000	\$500,408	\$8,805	\$19,376	\$0	\$40,287	\$0
2019	\$380,531	\$10,250	\$256,250	\$723,310	\$60,248	\$35,476	\$0	\$78,734	\$10,167
2020	\$390,045	\$10,506	\$262,656	\$796,085	\$28,427	\$36,363	\$0	\$80,702	\$10,421
2021	\$399,796	\$10,769	\$269,223	\$903,430	\$20,095	\$37,272	\$0	\$82,720	\$10,681
2022	\$409,791	\$11,038	\$275,953	\$910,618	\$0	\$38,204	\$0	\$84,788	\$10,948
2023	\$420,035	\$11,314	\$282,852	\$597,207	\$0	\$39,159	\$21,008	\$86,907	\$11,222
2024	\$430,536	\$11,597	\$289,923	\$834,805	\$0	\$40,138	\$30,832	\$89,080	\$11,503
2025	\$441,300	\$11,887	\$297,171	\$1,094,995	\$0	\$41,141	\$34,111	\$91,307	\$11,790
2026	\$452,332	\$12,184	\$304,601	\$471,689	\$0	\$42,170	\$0	\$93,590	\$12,085
2027	\$0	\$12,489	\$312,216	\$1,014,412	\$0	\$43,224	\$0	\$95,929	\$12,387
2028	\$0	\$12,801	\$320,021	\$1,203,079	\$0	\$44,305	\$0	\$98,328	\$12,697
2029	\$0	\$13,121	\$328,022	\$513,387	\$0	\$45,412	\$0	\$100,786	\$13,014
2030	\$0	\$13,449	\$336,222	\$1,049,526	\$0	\$46,548	\$0	\$103,305	\$13,340
2031	\$0	\$13,785	\$344,628	\$1,249,905	\$0	\$47,711	\$0	\$105,888	\$13,673
2032	\$0	\$14,130	\$353,243	\$679,755	\$0	\$48,904	\$0	\$108,535	\$14,015
2033	\$0	\$14,483	\$362,075	\$1,122,974	\$0	\$50,127	\$0	\$111,249	\$14,365
2034	\$0	\$14,845	\$371,126	\$1,205,994	\$0	\$51,380	\$0	\$114,030	\$14,724
2035	\$0	\$15,216	\$380,405	\$961,492	\$0	\$52,664	\$0	\$116,881	\$15,092
2036	\$0	\$15,597	\$389,915	\$1,238,350	\$0	\$53,981	\$0	\$119,803	\$15,470
2037	\$0	\$15,987	\$399,663	\$1,054,370	\$93,967	\$55,331	\$0	\$122,798	\$15,856
2038	\$0	\$16,386	\$409,654	\$1,148,793	\$96,316	\$56,714	\$0	\$125,868	\$16,253
2039	\$0	\$16,796	\$419,895	\$1,407,584	\$45,444	\$58,132	\$0	\$129,014	\$16,659
2040	\$0	\$17,216	\$430,393	\$877,151	\$32,125	\$59,585	\$0	\$132,240	\$17,076
2041	\$0	\$17,646	\$441,153	\$1,270,255	\$0	\$61,075	\$0	\$135,546	\$17,503
2042	\$0	\$18,087	\$452,181	\$1,666,854	\$0	\$62,601	\$0	\$138,934	\$17,940
2043	\$0	\$18,539	\$463,486	\$707,905	\$0	\$64,166	\$0	\$142,408	\$18,389
2044	\$0	\$19,003	\$475,073	\$1,558,169	\$0	\$65,771	\$0	\$145,968	\$18,848
2045	\$0	\$19,478	\$486,950	\$1,830,628	\$0	\$67,415	\$0	\$149,617	\$19,320
2046	\$0	\$19,965	\$499,124	\$785,396	\$0	\$69,100	\$0	\$153,357	\$19,803
2047	\$0	\$20,464	\$511,602	\$1,624,822	\$0	\$70,828	\$0	\$157,191	\$20,298
<b>TOTAL</b>	<b>\$3,695,615</b>	<b>\$477,435</b>	<b>\$10,975,676</b>	<b>\$31,003,349</b>	<b>\$385,428</b>	<b>\$1,504,272</b>	<b>\$85,950</b>	<b>\$3,335,787</b>	<b>\$425,538</b>

**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Planned Expenditures from Reserve Fund**

<i>Program</i>	<i>Manor Components</i>									
	<i>Manor Cooktops</i>	<i>Manor Dishwashers</i>	<i>Manor Fixtures Basins</i>	<i>Manor Fixtures Faucets</i>	<i>Manor Fixtures Sinks</i>	<i>Manor Fixtures Toilets</i>	<i>Manor Garbage Disposals</i>	<i>Manor Hoods</i>	<i>Manor K/B Countertops</i>	<i>Manor K/B Floors</i>
Life in Years	20	12	30	30	30	30	12	20	25	25
Quantity	5,691	3,060	11,570	17,893	6,323	10,706	6,323	2,300	17,893	16,765
Unit of Measure	ea	ea	ea	ea	ea	ea	ea	ea	ea	ea
Unit Cost	\$506	\$643	\$257	\$186	\$508	\$222	\$219	\$316	\$914	\$535
Total Cost	\$2,879,650	\$1,967,580	\$2,973,490	\$3,328,100	\$3,212,080	\$2,381,340	\$1,384,740	\$726,800	\$16,353,562	\$8,974,658
	70%		50%	75%	75%	25%	75%	75%	70%	70%
2018	\$50,881	\$71,801	\$22,597	\$76,393	\$55,655	\$361,957	\$81,434	\$31,366	\$445,135	\$95,241
2019	\$103,307	\$168,064	\$50,797	\$173,626	\$82,310	\$412,941	\$88,710	\$27,936	\$469,347	\$257,573
2020	\$105,890	\$172,266	\$52,067	\$87,415	\$84,367	\$20,849	\$90,927	\$28,635	\$481,081	\$264,012
2021	\$108,537	\$176,572	\$53,369	\$89,600	\$86,477	\$21,370	\$93,201	\$29,351	\$493,108	\$270,612
2022	\$111,251	\$180,987	\$54,703	\$91,840	\$88,638	\$21,905	\$95,531	\$30,084	\$505,436	\$277,378
2023	\$114,032	\$185,511	\$56,071	\$94,136	\$90,854	\$22,452	\$97,919	\$30,837	\$518,072	\$284,312
2024	\$116,883	\$190,149	\$57,472	\$96,489	\$93,126	\$23,013	\$100,367	\$31,607	\$531,023	\$291,420
2025	\$119,805	\$194,903	\$58,909	\$98,902	\$95,454	\$23,589	\$102,876	\$32,398	\$544,299	\$298,705
2026	\$122,800	\$199,775	\$60,382	\$101,374	\$97,840	\$24,179	\$105,448	\$33,208	\$557,906	\$306,173
2027	\$125,870	\$204,770	\$61,891	\$103,908	\$100,286	\$24,783	\$108,084	\$34,038	\$571,854	\$313,827
2028	\$129,017	\$209,889	\$63,439	\$106,506	\$102,793	\$25,403	\$110,786	\$34,889	\$586,150	\$321,673
2029	\$132,242	\$215,136	\$65,025	\$109,169	\$105,363	\$26,038	\$113,556	\$35,761	\$600,804	\$329,715
2030	\$135,548	\$220,515	\$66,650	\$111,898	\$107,997	\$26,689	\$116,395	\$36,655	\$615,824	\$337,958
2031	\$138,937	\$226,028	\$68,316	\$114,695	\$110,697	\$27,356	\$119,305	\$37,571	\$631,220	\$346,407
2032	\$142,410	\$231,678	\$70,024	\$117,563	\$113,465	\$28,040	\$122,287	\$38,511	\$647,000	\$355,067
2033	\$145,971	\$237,470	\$71,775	\$120,502	\$116,301	\$28,741	\$125,345	\$39,473	\$663,175	\$363,943
2034	\$149,620	\$243,407	\$73,569	\$123,515	\$119,209	\$29,459	\$128,478	\$40,460	\$679,755	\$373,042
2035	\$153,360	\$249,492	\$75,409	\$126,602	\$122,189	\$30,196	\$131,690	\$41,472	\$696,749	\$382,368
2036	\$157,194	\$255,729	\$77,294	\$129,767	\$125,244	\$30,951	\$134,982	\$42,508	\$714,167	\$391,927
2037	\$161,124	\$262,123	\$79,226	\$133,012	\$128,375	\$31,724	\$138,357	\$43,571	\$732,021	\$401,725
2038	\$165,152	\$268,676	\$81,207	\$136,337	\$131,584	\$32,517	\$141,816	\$44,660	\$750,322	\$411,769
2039	\$169,281	\$275,393	\$83,237	\$139,745	\$134,874	\$33,330	\$145,361	\$45,777	\$769,080	\$422,063
2040	\$173,513	\$282,277	\$85,318	\$143,239	\$138,246	\$34,164	\$148,995	\$46,921	\$788,307	\$432,614
2041	\$177,851	\$289,334	\$87,451	\$146,820	\$141,702	\$35,018	\$152,720	\$48,094	\$808,015	\$443,430
2042	\$182,297	\$296,568	\$89,637	\$150,490	\$145,244	\$35,893	\$156,538	\$49,297	\$828,215	\$454,516
2043	\$186,855	\$303,982	\$91,878	\$154,253	\$148,876	\$36,791	\$160,452	\$50,529	\$848,921	\$465,878
2044	\$191,526	\$311,581	\$94,175	\$158,109	\$152,597	\$37,710	\$164,463	\$51,792	\$870,144	\$477,525
2045	\$196,314	\$319,371	\$96,529	\$162,062	\$156,412	\$38,653	\$168,574	\$53,087	\$891,897	\$489,463
2046	\$201,222	\$327,355	\$98,943	\$166,113	\$160,323	\$39,619	\$172,789	\$54,414	\$914,195	\$501,700
2047	\$206,253	\$335,539	\$101,416	\$170,266	\$164,331	\$40,610	\$177,109	\$55,775	\$937,049	\$514,243
<b>TOTAL</b>	<b>\$4,374,942</b>	<b>\$7,106,343</b>	<b>\$2,148,776</b>	<b>\$3,734,347</b>	<b>\$3,500,832</b>	<b>\$1,605,939</b>	<b>\$3,794,494</b>	<b>\$1,200,679</b>	<b>\$20,090,271</b>	<b>\$10,876,279</b>

**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Planned Expenditures from Reserve Fund**

Program	Manor Components							Paint		Paving
	Manor K/B Mirrors	Manor K/B Shower/Tub Enclosures	Manor K/B Tile Replacements	Manor Ovens	Manor Ranges	Manor Refrigerators	Manor Water Heaters	Exterior Paint	Prior to Paint	Paving
Life in Years	30	25	40	20	20	20	10	8	8	20
Quantity	11,570	7,904	6,323	5,691	632	6,323	6,323	15,741,601	15,741,601	2,524,469
Unit of Measure	ea	ea	Manor	ea	ea	ea	ea	Sq ft	Sq ft	square feet
Unit Cost	\$214	\$773	\$1,426	\$629	\$711	\$812	Varies	Varies	Varies	Varies
Total Cost	\$2,475,980	\$6,109,790	\$9,017,388	\$3,579,640	\$449,350	\$5,134,280	\$4,533,270	\$13,782,882	\$4,712,888	\$7,165,247
	25%	75%	40%							
2018	\$18,841	\$123,727	\$134,201	\$69,982	\$26,245	\$154,735	\$1,368,580	\$2,242,937	\$982,766	\$226,001
2019	\$21,149	\$187,876	\$124,251	\$183,456	\$23,029	\$64,971	\$197,120	\$1,649,471	\$559,903	\$557,059
2020	\$21,678	\$192,573	\$127,357	\$188,043	\$23,605	\$66,595	\$123,801	\$1,899,333	\$653,119	\$572,247
2021	\$22,220	\$197,387	\$130,541	\$192,744	\$24,195	\$68,260	\$146,638	\$2,017,114	\$693,492	\$260,547
2022	\$22,775	\$202,322	\$133,805	\$197,563	\$24,800	\$69,966	\$277,650	\$1,933,445	\$664,962	\$613,451
2023	\$23,345	\$207,380	\$137,150	\$202,502	\$25,420	\$71,716	\$623,812	\$1,656,818	\$570,433	\$1,314,567
2024	\$23,928	\$212,565	\$140,579	\$207,564	\$26,056	\$73,508	\$737,997	\$1,684,001	\$579,824	\$1,428,540
2025	\$24,526	\$217,879	\$144,093	\$212,753	\$26,707	\$75,346	\$1,049,302	\$2,266,263	\$779,081	\$643,963
2026	\$25,140	\$223,326	\$147,696	\$218,072	\$27,375	\$77,230	\$1,049,302	\$2,272,966	\$781,471	\$621,996
2027	\$25,768	\$228,909	\$151,388	\$223,524	\$28,059	\$79,161	\$640,785	\$1,982,410	\$682,187	\$407,399
2028	\$26,412	\$234,632	\$155,173	\$229,112	\$28,760	\$81,140	\$578,410	\$2,314,152	\$795,762	\$1,233,964
2029	\$27,073	\$240,497	\$159,052	\$234,840	\$29,479	\$83,168	\$122,430	\$2,457,658	\$844,953	\$61,618
2030	\$27,749	\$246,510	\$163,028	\$240,711	\$30,216	\$85,247	\$78,696	\$2,355,715	\$810,191	\$61,748
2031	\$28,443	\$252,672	\$167,104	\$246,729	\$30,972	\$87,378	\$92,318	\$2,018,672	\$695,017	\$571,131
2032	\$29,154	\$258,989	\$171,282	\$252,897	\$31,746	\$89,563	\$170,465	\$2,051,792	\$706,459	\$64,445
2033	\$29,883	\$265,464	\$175,564	\$259,219	\$32,540	\$91,802	\$376,947	\$2,761,222	\$949,234	\$66,460
2034	\$30,630	\$272,101	\$179,953	\$265,700	\$33,353	\$94,097	\$445,057	\$2,769,388	\$952,146	\$66,305
2035	\$31,396	\$278,903	\$184,452	\$272,342	\$34,187	\$96,449	\$630,747	\$2,415,374	\$831,179	\$71,458
2036	\$32,181	\$285,876	\$189,063	\$279,151	\$35,042	\$98,861	\$630,747	\$2,819,570	\$969,558	\$473,118
2037	\$32,985	\$293,023	\$193,789	\$286,130	\$35,918	\$101,332	\$640,785	\$2,994,417	\$1,029,493	\$1,540,643
2038	\$33,810	\$300,348	\$198,634	\$293,283	\$36,816	\$103,866	\$578,410	\$2,870,209	\$987,139	\$1,633,689
2039	\$34,655	\$307,857	\$203,600	\$300,615	\$37,736	\$106,462	\$122,430	\$2,459,556	\$846,811	\$1,188,687
2040	\$35,521	\$315,553	\$208,690	\$308,130	\$38,680	\$109,124	\$78,696	\$2,499,909	\$860,752	\$936,067
2041	\$36,410	\$323,442	\$213,907	\$315,833	\$39,647	\$111,852	\$92,318	\$3,364,280	\$1,156,549	\$428,830
2042	\$37,320	\$331,528	\$219,255	\$323,729	\$40,638	\$114,648	\$170,465	\$3,374,231	\$1,160,098	\$1,007,469
2043	\$38,253	\$339,816	\$224,736	\$331,823	\$41,654	\$117,514	\$376,947	\$2,942,898	\$1,012,711	\$2,149,338
2044	\$39,209	\$348,312	\$230,355	\$340,118	\$42,695	\$120,452	\$445,057	\$3,435,372	\$1,181,313	\$2,340,252
2045	\$40,189	\$357,020	\$236,114	\$348,621	\$43,762	\$123,463	\$630,747	\$3,648,407	\$1,254,337	\$1,058,091
2046	\$41,194	\$365,945	\$242,016	\$357,337	\$44,856	\$126,550	\$630,747	\$3,497,071	\$1,202,733	\$1,017,327
2047	\$42,224	\$375,094	\$248,067	\$366,270	\$45,978	\$129,714	\$640,785	\$2,996,730	\$1,031,757	\$669,767
<b>TOTAL</b>	<b>\$904,060</b>	<b>\$7,987,525</b>	<b>\$5,334,893</b>	<b>\$7,748,791</b>	<b>\$990,165</b>	<b>\$2,874,171</b>	<b>\$13,748,193</b>	<b>\$75,651,380</b>	<b>\$26,225,426</b>	<b>\$23,286,180</b>



**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Planned Expenditures from Reserve Fund**

	<i>Plumbing</i>		<i>Roofs</i>			<i>Walls</i>			<b>TOTAL RESERVES FUND</b>
<i>Program</i>	<i>Waste Lines</i>	<i>Water Lines - Copper</i>	<i>Built-Up</i>	<i>Comp Shingle</i>	<i>Tile</i>	<i>Common Area Block</i>	<i>Common Area Segment</i>	<i>Perimeter</i>	
Life in Years	70	70	25	40	40	20	20	60	
Quantity	6,323	6,323	2,689,089	3,476,194	767,104	8,677	13,688	28,264	
Unit of Measure	Manors	Manors	sf	sf	sf	Linear Feet	Linear Feet	Linear Feet	
Unit Cost	\$8,000	\$6,000	\$6.56	\$3.52	\$4.74	\$150	\$50	\$200-290	
Total Cost	\$50,584,000	\$37,938,000	\$17,640,400	\$12,236,200	\$3,636,100	\$1,301,550	\$684,400	\$6,210,540	
	50%	25%				1%	1%	1%	
2018	\$1,500,000	\$250,000	\$1,180,000	\$0	\$0	\$13,108	\$6,892	\$142,608	\$11,956,542
2019	\$1,537,500	\$258,300	\$1,452,061	\$0	\$0	\$13,341	\$7,015	\$172,221	\$11,136,583
2020	\$1,575,938	\$264,758	\$748,709	\$0	\$0	\$13,674	\$7,190	\$176,527	\$10,382,922
2021	\$1,615,336	\$271,376	\$768,508	\$0	\$0	\$14,016	\$7,370	\$180,940	\$10,665,322
2022	\$1,655,719	\$278,161	\$526,928	\$0	\$0	\$14,367	\$7,554	\$193,022	\$11,110,150
2023	\$1,697,112	\$285,115	\$1,476,562	\$355,073	\$0	\$14,726	\$7,743	\$190,100	\$12,754,323
2024	\$869,770	\$292,243	\$1,529,445	\$0	\$0	\$15,094	\$7,937	\$194,852	\$12,476,894
2025	\$891,514	\$299,549	\$0	\$0	\$0	\$15,471	\$8,135	\$199,724	\$11,660,451
2026	\$913,802	\$307,038	\$0	\$0	\$0	\$15,858	\$8,339	\$194,665	\$11,045,469
2027	\$936,647	\$314,713	\$0	\$0	\$0	\$16,255	\$8,547	\$209,835	\$9,937,427
2028	\$960,063	\$322,581	\$0	\$0	\$0	\$16,661	\$8,761	\$230,499	\$11,597,060
2029	\$984,065	\$330,646	\$0	\$0	\$0	\$17,077	\$8,980	\$220,458	\$9,513,607
2030	\$1,008,667	\$338,912	\$0	\$0	\$0	\$17,504	\$9,204	\$226,413	\$10,007,720
2031	\$1,033,883	\$347,385	\$0	\$0	\$0	\$17,942	\$9,435	\$221,610	\$10,566,912
2032	\$1,059,730	\$356,069	\$0	\$0	\$0	\$18,391	\$9,670	\$65,468	\$9,640,590
2033	\$1,086,224	\$364,971	\$0	\$0	\$0	\$18,850	\$9,912	\$67,104	\$11,777,089
2034	\$742,253	\$374,095	\$1,262,324	\$0	\$0	\$19,322	\$10,160	\$68,782	\$12,901,995
2035	\$760,809	\$383,448	\$1,318,677	\$0	\$0	\$19,805	\$10,414	\$70,501	\$12,069,163
2036	\$779,829	\$393,034	\$1,626,755	\$0	\$0	\$20,300	\$10,674	\$72,264	\$13,983,405
2037	\$799,325	\$402,860	\$2,317,523	\$0	\$0	\$20,807	\$10,941	\$74,071	\$15,784,651
2038	\$819,308	\$412,931	\$2,969,178	\$0	\$0	\$21,327	\$11,215	\$75,922	\$16,630,104
2039	\$839,791	\$423,255	\$2,718,993	\$0	\$0	\$21,861	\$11,495	\$77,820	\$15,302,394
2040	\$860,786	\$433,836	\$2,162,199	\$0	\$0	\$22,407	\$11,782	\$79,766	\$13,968,649
2041	\$882,305	\$444,682	\$1,550,018	\$1,387,584	\$0	\$22,967	\$12,077	\$81,760	\$16,229,938
2042	\$904,363	\$455,799	\$1,311,062	\$1,258,904	\$0	\$23,541	\$12,379	\$83,804	\$17,904,185
2043	\$926,972	\$467,194	\$846,029	\$859,844	\$0	\$24,130	\$12,688	\$85,899	\$16,395,692
2044	\$950,146	\$478,874	\$4,040,530	\$1,681,121	\$538,281	\$24,733	\$13,006	\$88,047	\$22,280,526
2045	\$0	\$490,846	\$1,453,283	\$972,367	\$0	\$25,352	\$13,331	\$90,248	\$17,110,903
2046	\$0	\$503,117	\$1,424,771	\$4,411,749	\$1,127,127	\$25,985	\$13,664	\$92,504	\$20,984,979
2047	\$0	\$515,695	\$976,896	\$2,268,042	\$674,537	\$26,635	\$14,006	\$94,817	\$17,401,745
<b>TOTAL</b>	<b>\$28,591,859</b>	<b>\$11,061,481</b>	<b>\$33,660,451</b>	<b>\$13,194,684</b>	<b>\$2,339,945</b>	<b>\$571,508</b>	<b>\$300,518</b>	<b>\$4,022,252</b>	<b>\$405,177,390</b>



**UNITED LAGUNA WOODS MUTUAL**  
**2018 RESERVES PLAN**  
**Reserve Component Schedule**

<i>Reserve Component</i>	<i>Quantity</i>	<i>Unit</i>	<i>Unit Cost</i>	<i>Estimated Life</i>	<i>Average Remaining Life</i>	<i>TOTAL COST</i>	<i>FULLY FUNDED BALANCE</i>
<b>Reserve Fund</b>							
<b>BUILDINGS/INFRASTRUCTURE</b>						<b>\$ 50,255,766</b>	<b>\$ 13,224,856</b>
Building Structures	1,200	BLDG	\$ 11,240	40	15	\$ 13,488,000	\$ 3,993,912
Building Structures Maint Ops	1,200	BLDG	\$ 10,000	40	14	\$ 12,000,000	\$ 2,464,560
Building Structures Carpentry	1,200	BLDG	\$ 10,000	40	14	\$ 12,000,000	\$ 2,422,746
Building Structures Smoke Alarm Installation	19,200	EA	\$ 35	10	7	\$ 672,000	\$ 178,847
Carport Renovation	5,432	STALLS	\$ 260	35	19	\$ 1,412,300	\$ 655,779
Foundations	1,124	BLDG	\$ 6,500	60	15	\$ 7,306,000	\$ 2,347,851
Sliding Screen Doors	6,323	EA	\$ 342	30	14	\$ 2,162,466	\$ 281,411
Vertical Lifts	27	EA	\$ 45,000	20	6	\$ 1,215,000	\$ 879,750
<b>ELECTRICAL</b>						<b>\$ 19,332,946</b>	<b>\$ 3,389,475</b>
Electrical Alternate Heat Source - Heat Pumps	6,323	EA	\$ 1,326	30	15	\$ 8,384,298	\$ 60,129
Electrical Alternate Heat Source - Wall Heaters	11,942	EA	\$ 356	30	14	\$ 4,251,352	\$ 17,934
Solar Panel Replacement	8	Panels	\$ 287,500	20	19	\$ 2,300,000	\$ 115,000
Electrical Panel Maintenance	6,323	MNR	\$ 52	10	7	\$ 328,796	\$ 98,639
Exterior Walkway Lighting	89	CDS	\$ 4,000	45	42	\$ 356,000	\$ 23,823
Pushmatic Panel Replacement	2,750	MNR	\$ 1,350	50	4	\$ 3,712,500	\$ 3,073,950
<b>LAUNDRY ROOMS</b>						<b>\$ 1,854,457</b>	<b>\$ 1,123,840</b>
Countertops	175	3 EA	\$ 933	20	0	\$ 163,275	\$ 160,056
Dryers	526	EA	\$ 658	10	4	\$ 346,108	\$ 217,139
Sinks	175	EA	\$ 422	25	5	\$ 73,850	\$ 58,675
Washers	700	EA	\$ 1,646	15	7	\$ 1,152,200	\$ 625,332
Water Heaters - Laundry	172	EA	\$ 692	12	6	\$ 119,024	\$ 62,638
<b>MANOR COMPONENTS</b>						<b>\$ 66,436,307</b>	<b>\$ 36,252,307</b>
Manor Cooktops	5,691	EA	\$ 506	20	7	\$ 2,015,750	\$ 945,664
Manor Dishwashers	3,060	EA	\$ 643	12	5	\$ 1,967,580	\$ 1,177,548
Manor Fixtures - Basins	11,570	EA	\$ 257	30	7	\$ 1,486,745	\$ 811,787
Manor Fixtures - Faucets	17,893	EA	\$ 186	30	11	\$ 2,496,070	\$ 1,234,684
Manor Fixtures - Sinks	6,323	EA	\$ 508	30	9	\$ 2,409,060	\$ 1,462,895
Manor Fixtures - Toilets	10,706	EA	\$ 222	30	8	\$ 2,381,340	\$ 1,727,664
Manor Garbage Disposals	6,323	EA	\$ 219	12	4	\$ 1,038,550	\$ 528,449
Manor Hoods	2,300	EA	\$ 316	20	6	\$ 545,100	\$ 343,808
Manor Kitchen/Bath - Countertops	17,893	EA	\$ 914	25	7	\$ 11,447,493	\$ 6,585,424
Manor Kitchen/Bath - Floors	16,765	EA	\$ 535	25	4	\$ 6,282,261	\$ 5,001,644
Manor Kitchen/Bath - Mirrors	11,570	EA	\$ 214	30	15	\$ 2,475,980	\$ 319,814
Manor Kitchen/Bath - Shower/Tub Enclosures	7,904	EA	\$ 773	25	8	\$ 6,109,790	\$ 4,195,071
Manor Kitchen/Bath - Tile Replacements	6,323	MNR	\$ 1,426	40	14	\$ 9,017,388	\$ 2,331,325
Manor Ovens	5,691	EA	\$ 629	20	8	\$ 3,579,640	\$ 2,217,196
Manor Ranges	632	EA	\$ 711	20	16	\$ 449,350	\$ 84,220
Manor Refrigerators	6,323	EA	\$ 812	20	9	\$ 5,134,280	\$ 2,798,275
Manor Water Heaters	6,323	EA	\$ 1,202	10	4	\$ 7,599,930	\$ 4,486,839
<b>PAINT - EXTERIOR</b>						<b>\$ 13,782,882</b>	<b>\$ 7,842,786</b>
Full Cycle Painting	15,741,601	SF	\$ 0.840	8	3	\$ 13,222,945	\$ 7,531,086
Deck Topcoat Paint Follow-Up	15,741,601	SF	\$ 0.026	8	3	\$ 409,282	\$ 233,105
Lexan Signs	15,741,601	SF	\$ 0.002	8	3	\$ 36,206	\$ 20,622
Lead Testing & Abatement	15,741,601	SF	\$ 0.012	8	1	\$ 114,450	\$ 57,973
<b>PAINT - PRIOR TO PAINT</b>						<b>\$ 4,675,255</b>	<b>\$ 2,659,933</b>
Full Cycle Dry Rot Repairs	15,741,601	SF	\$ 0.270	8	3	\$ 4,250,232	\$ 2,420,708
Full Cycle Decking Repairs	15,741,601	SF	\$ 0.020	8	3	\$ 314,832	\$ 178,718
Full Cycle Balcony Dry Rot Repairs	15,741,601	SF	\$ 0.007	8	4	\$ 110,191	\$ 60,507

**UNITED LAGUNA WOODS MUTUAL  
2018 RESERVES PLAN  
Reserve Component Schedule**

<i>Reserve Component</i>	<i>Quantity</i>	<i>Unit</i>	<i>Unit Cost</i>	<i>Estimated Life</i>	<i>Average Remaining Life</i>	<i>TOTAL COST</i>	<i>FULLY FUNDED BALANCE</i>
<b>PAVING</b>						<b>\$ 16,581,547</b>	<b>\$ 7,494,868</b>
Cul-de-sacs	2,524,469	SF	\$ 2.73	20	6	\$ 6,891,800	\$ 4,913,316
Parkway Concrete Replacement	2,524,469	SF	\$ 3.73	30	14	\$ 9,416,300	\$ 2,470,000
Seal Coat	2,547,959	SF	\$ 0.11	6	3	\$ 273,447	\$ 111,552
<b>PLUMBING</b>						<b>\$ 88,522,000</b>	<b>\$ 15,259,862</b>
Waste Lines	6,323	MNR	\$ 8,000	70	10	\$ 50,584,000	\$ 11,504,000
Water Lines Copper	6,323	MNR	\$ 6,000	70	15	\$ 37,938,000	\$ 3,755,862
<b>TREE MAINTENANCE</b>						<b>\$ 1,641,563</b>	<b>\$ 1,116,016</b>
Tree Maintenance	26,265	HRS	\$ 63	3	1	\$ 1,641,563	\$ 1,116,016
<b>ROOFS</b>						<b>\$ 33,512,700</b>	<b>\$ 12,007,499</b>
Built-up	2,689,089	SF	\$ 6.56	25	13	\$ 17,640,400	\$ 8,382,302
Composition Shingle	3,476,194	SF	\$ 3.52	40	26	\$ 12,236,200	\$ 2,500,712
Tile	767,104	SF	\$ 4.74	40	23	\$ 3,636,100	\$ 1,124,485
<b>WALLS</b>						<b>\$ 9,903,415</b>	<b>\$ 1,734,659</b>
Common Area Block	8,677	LF	\$ 150	20	9	\$ 1,301,550	\$ 130,206
Common Area Segment	13,688	LF	\$ 50	20	10	\$ 684,400	\$ 68,492
Perimeter Walls	48,954	LF	\$ 83	60	6	\$ 7,917,465	\$ 1,535,961
<b>GRAND TOTAL</b>						<b>\$ 306,498,838</b>	<b>\$ 102,106,101</b>

**Projected Reserve Balance: \$ 15,583,089**  
**Percent Funded: 15%**

# 2018 BUSINESS PLAN

Third Laguna Hills Mutual

Adopted September 19, 2017

## BOARD OF DIRECTORS

ROSEMARIE DI LORENZO DICKINS, President  
JAMES TUNG, 1<sup>st</sup> Vice President  
BILL WALSH, 2<sup>nd</sup> Vice President  
BURT BAUM, Secretary  
STEVE PARSONS, Treasurer  
BUNNY CARPENTER  
JOHN FRANKEL  
ANNETTE SABOL SOULE  
JULES ZALON  
BERT MOLDOW  
SUSAN CAINE

Prepared By:  
VILLAGE MANAGEMENTSERVICES, Inc.

BRAD HUDSON, CEO  
BETTY PARKER, Financial Services Director





# THIRD LAGUNA HILLS MUTUAL 2018 BUSINESS PLAN

DESCRIPTION	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 PLAN	2018 PLAN	Per Manor Per Month		Increase/ (Decrease)
						2017 ASSESSMENT	2018	
REVENUES:								
Non-assessment Revenues:								
Fees and Charges to Residents	\$527,418	\$501,914	\$375,549	\$524,406	\$563,238	\$7.16	\$7.69	(\$0.53)
Miscellaneous	698,800	663,769	426,317	477,879	581,301	6.53	7.94	(1.41)
Total Revenues	\$1,226,218	\$1,165,683	\$801,866	\$1,002,285	\$1,144,539	\$13.69	\$15.63	\$1.94
EXPENSES:								
Employee Compensation	\$8,527,964	\$8,323,161	\$6,509,988	\$6,365,373	\$6,510,804	\$86.93	\$88.92	\$1.99
Expenses Related to Compensation	3,709,418	3,721,558	2,606,548	2,749,042	2,822,616	37.54	38.55	1.01
Material and Supplies	1,047,629	1,259,373	709,061	766,942	741,380	10.47	10.12	(0.35)
Electricity	485,681	478,787	421,327	357,695	246,561	4.88	3.37	(1.51)
Sewer	1,453,222	1,522,237	1,588,795	1,663,800	1,677,000	22.72	22.90	0.18
Water	2,630,174	2,335,660	2,575,110	2,532,300	2,532,507	34.58	34.59	0.01
Trash	513,470	488,455	454,293	450,033	529,881	6.15	7.24	1.09
Legal Fees	296,818	114,242	109,975	150,000	290,000	2.05	3.96	1.91
Professional Fees	122,117	93,175	126,157	140,247	156,914	1.92	2.14	0.22
Management Fee	147,912	147,192	0	0	0	0.00	0.00	0.00
Equipment Rental	11,865	17,504	17,229	8,953	14,388	0.12	0.20	0.08
Outside Services	1,461,117	1,142,703	1,487,505	1,404,478	1,396,431	19.18	19.07	(0.11)
Repairs and Maintenance	7,721	70,622	16,969	4,032	6,537	0.06	0.09	0.03
Other Operating Expense	132,742	131,704	274,059	114,607	134,080	1.57	1.83	0.26
Insurance	368,956	456,355	437,532	470,844	458,551	6.43	6.26	(0.17)
Property Insurance	602,842	681,034	665,445	767,345	857,745	10.48	11.71	1.23
Uncollectible Accounts	229,565	141,735	90,013	148,600	100,000	2.03	1.37	(0.66)
Allocated Expenses	1,096,543	1,153,924	852,374	866,561	1,132,329	11.83	15.46	3.63
Total Expenses	\$22,845,756	\$22,279,422	\$18,942,380	\$18,960,851	\$19,607,724	\$258.94	\$267.78	\$8.84
RESERVE CONTRIBUTIONS:								
Replacement Fund	\$4,133,574	\$5,125,680	\$9,885,240	\$9,885,240	\$9,885,240	\$135.00	\$135.00	\$0.00
Elevator Replacement Fund	322,685	292,896	366,120	366,120	366,120	5.00	5.00	0.00
Disaster Fund	1,757,376	2,050,272	2,196,720	2,196,720	2,028,305	30.00	27.70	(2.30)
Unappropriated Exp. Fund	219,672	439,344	439,344	805,464	732,240	11.00	10.00	(1.00)
Total Reserve Contributions	\$6,433,307	\$7,908,192	\$12,887,424	\$13,253,544	\$13,011,905	\$181.00	\$177.70	(\$3.30)
TOTAL MUTUAL	\$28,052,845	\$29,021,931	\$31,027,938	\$31,212,111	\$31,475,090	\$426.25	\$429.85	\$3.60
GOLDEN RAIN FOUNDATION								
GRF OPERATING	\$13,977,100	\$13,404,429	\$12,690,372	\$12,420,562	\$13,075,237	\$169.61	\$ 178.57	\$8.96
GRF RESERVE CONTRIBUTIONS	2,416,392	2,416,392	1,537,704	1,757,376	1,464,480	24.00	20.00	(\$4.00)
TOTAL GRF	\$16,393,492	\$15,820,821	\$14,228,076	\$14,177,938	\$14,539,717	\$193.61	\$198.57	\$4.96
TOTAL BASIC ASSESSMENTS	\$44,446,337	\$44,842,752	\$45,256,014	\$45,390,049	\$46,014,807	\$619.86	\$628.42	\$8.56
SURCHARGES (unique to units with common laundry facilities, elevators, and/or Garden Villa Rec Rooms)								
Laundry Revenue	(\$113,555)	(\$108,614)	(\$101,554)	(\$108,000)	(\$108,000)	(\$2.61)	(2.61)	\$0.00
Laundry Operating	251,727	269,621	280,874	235,228	194,927	5.68	4.70	(0.97)
Elevator Operating	282,191	301,843	346,146	324,365	329,190	14.64	14.86	0.22
Laundry Replacement Fund	186,560	124,344	124,344	82,896	82,896	2.00	2.00	0.00
Garden Villa Rec Room Fund	59,615	74,520	74,520	59,616	59,616	4.00	4.00	0.00
	\$666,538	\$661,714	\$724,330	\$594,105	\$558,629			
TOTAL BUSINESS PLAN	\$45,112,875	\$45,504,466	\$45,980,344	\$45,984,154	\$46,573,436			

**THIRD LAGUNA HILLS MUTUAL  
2018 BUSINESS PLAN  
MONTHLY ASSESSMENTS BY MANOR TYPE**

MANOR TYPE	2017	2018	Increase/ (Decrease)
<b>SINGLE FAMILY DETACHED HOMES</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
<b>TOTAL ASSESSMENT</b>	<b>\$619.86</b>	<b>\$628.42</b>	<b>\$8.56</b>
<b>CONVENTIONAL MANORS</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
<b>TOTAL ASSESSMENT</b>	<b>\$619.86</b>	<b>\$628.42</b>	<b>\$8.56</b>
<b>CONVENTIONAL W/COMMON LAUNDRIES</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
SURCHARGES:			
Laundry Operating Expenses (Net of Income)	3.07	2.09	(\$0.98)
Laundry Replacement Fund	2.00	2.00	\$0.00
<b>TOTAL SURCHARGES</b>	<b>5.07</b>	<b>4.09</b>	<b>(\$0.98)</b>
<b>TOTAL ASSESSMENT</b>	<b>\$624.93</b>	<b>\$632.51</b>	<b>\$7.58</b>
<b>8 UNIT BUILDINGS (2294, 2295)</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
SURCHARGES:			
Laundry Operating Expenses (Net of Income)	3.07	2.09	(\$0.98)
Laundry Replacement Fund	2.00	2.00	\$0.00
Elevator Operating	14.64	14.86	\$0.22
<b>TOTAL SURCHARGES</b>	<b>19.71</b>	<b>18.95</b>	<b>(\$0.76)</b>
<b>TOTAL ASSESSMENT</b>	<b>\$639.57</b>	<b>\$647.37</b>	<b>\$7.80</b>
<b>21 UNIT BUILDINGS</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
SURCHARGES:			
Laundry Operating Expenses (Net of Income)	3.07	2.09	(\$0.98)
Laundry Replacement Fund	2.00	2.00	\$0.00
Elevator Operating	14.64	14.86	\$0.22
<b>TOTAL SURCHARGES</b>	<b>19.71</b>	<b>18.95</b>	<b>(\$0.76)</b>
<b>TOTAL ASSESSMENT</b>	<b>\$639.57</b>	<b>\$647.37</b>	<b>\$7.80</b>
<b>22 UNIT BUILDINGS</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
SURCHARGES:			
Laundry Operating Expenses (Net of Income)	3.07	2.09	(\$0.98)
Laundry Replacement Fund	2.00	2.00	\$0.00
Elevator Operating	14.64	14.86	\$0.22
Garden Villa Rec Room Fund	4.00	4.00	\$0.00
<b>TOTAL SURCHARGES</b>	<b>23.71</b>	<b>22.95</b>	<b>(\$0.76)</b>
<b>TOTAL ASSESSMENT</b>	<b>\$643.57</b>	<b>\$651.37</b>	<b>\$7.80</b>
<b>24 UNIT BUILDINGS</b>			
BASIC ASSESSMENT	\$619.86	\$628.42	\$8.56
SURCHARGES:			
Laundry Operating Expenses (Net of Income)	3.07	2.09	(\$0.98)
Laundry Replacement Fund	2.00	2.00	\$0.00
Elevator Operating	14.64	14.86	\$0.22
Garden Villa Rec Room Fund	4.00	4.00	\$0.00
<b>TOTAL SURCHARGES</b>	<b>23.71</b>	<b>22.95</b>	<b>(\$0.76)</b>
<b>TOTAL ASSESSMENT</b>	<b>\$643.57</b>	<b>\$651.37</b>	<b>\$7.80</b>

## **THIRD LAGUNA HILLS MUTUAL 2018 BUSINESS PLAN RESOLUTION**

### **RESOLUTION 03-17-103**

**RESOLVED**, September 19, 2017, that the Business Plan of this Corporation for the year 2018 is hereby adopted and approved; and

**RESOLVED FURTHER**, that pursuant to said business plan, the Board of Directors of this Corporation hereby estimates that the net sum of \$32,033,719 is required by the Corporation to meet the Third Laguna Hills Mutual operating expenses and reserve contributions for the year 2018. In addition, the sum of \$14,539,717 is required by the Corporation to meet the Golden Rain Foundation and the Golden Rain Foundation Trust operating expenses and reserve contributions for the year 2018. Therefore, a total of \$46,573,436 is required to be collected from and paid by members of the Corporation as monthly assessments; and

**RESOLVED FURTHER**, that the Board of Directors of this Corporation hereby approves expenditures from reserves in the sum of \$13,161,207 of which \$10,955,137 is planned from the Replacement Fund, \$330,189 from the Elevator Replacement Fund, \$59,402 from the Laundry Replacement Fund, \$1,747,340 from the Disaster Fund, and \$69,139 from the Garden Villa Recreation Room Fund; and

**RESOLVED FURTHER**, that all sums paid into the Replacement Reserves shall be used for capital expenditures only and shall be credited on the books of account of the Corporation to Paid-In Surplus as a capital contribution; and

**RESOLVED FURTHER**, that the Board of Directors of this Corporation hereby determines and establishes monthly assessments of the Corporation as shown on each member's breakdown of monthly assessments for the year 2018 and as filed in the records of the Corporation, said assessments to be due and payable by the members of this Corporation on the first day of each month for the year 2018; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

## **THIRD LAGUNA HILLS MUTUAL 2018 RESERVE FUNDING PLAN**

### **RESOLUTION 03-17-104**

**WHEREAS**, Civil Code § 5570 requires specific reserve funding disclosure statements for common interest developments;

**WHEREAS**, planned assessments or other contributions to replacement reserves must be projected to ensure balances will be sufficient at the end of each year to meet the Corporation's obligations for repair and/or replacement of major components during the next 30 years; and

**NOW THEREFORE BE IT RESOLVED**, September 19, 2017, that the Board has developed and hereby adopts the Replacement Reserves 30-Year Funding Plans (attached) with the objective of maintaining replacement reserve balances at or above established thresholds totaling \$8,050,000, while meeting its obligations to repair and/or replace major components; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.



**THIRD LAGUNA HILLS MUTUAL  
2018 BUSINESS PLAN  
Maintenance Expenditures by Program**

DESCRIPTION	2014 ACTUALS	2015 ACTUALS	2016 ACTUAL	2017 BUDGET	2018 BUDGET	Increase/(Decrease)	
						\$	%
<b>OPERATING FUND</b>							
JANITORIAL SERVICE	\$604,941	\$657,065	\$653,906	\$661,499	\$785,925	\$124,426	19%
PLUMBING SERVICE	534,921	540,721	676,691	548,982	562,159	13,177	2%
BALCONY/BREEZEWAY RESURFACING	318,936	575,227	373,619	273,728	411,008	137,280	50%
CARPENTRY SERVICE	349,847	359,579	418,726	383,536	370,816	(12,720)	(3%)
BUILDING REHAB/DRY ROT	153,638	114,569	116,009	459,647	320,666	(138,981)	(30%)
PEST CONTROL FOR TERMITES	291,438	212,391	240,244	300,696	298,968	(1,728)	(1%)
ROOF REPAIRS	396,813	338,275	245,943	351,200	290,000	(61,200)	(17%)
CONCRETE REPAIR/REPLACEMENT	247,072	256,288	272,459	287,353	277,636	(9,717)	(3%)
GUTTER CLEANING	125,396	128,022	206,502	141,287	166,799	25,512	18%
PAVING MAINTENANCE & REPAIRS	165,004	149,686	129,474	144,413	163,751	19,338	13%
ELECTRICAL SERVICE	99,069	106,550	122,876	118,856	142,279	23,423	20%
PAINT- TOUCHUP	130,605	103,060	128,039	168,589	118,034	(50,555)	(30%)
FIRE PROTECTION	133,385	75,051	68,194	97,238	100,820	3,582	4%
APPLIANCE REPAIRS	69,294	89,256	113,354	103,797	93,901	(9,896)	(10%)
WELDING	91,352	54,548	39,149	68,812	66,615	(2,197)	(3%)
MISCELLANEOUS REPAIRS BY OUTSIDE SERVICES	61,071	50,784	75,461	112,305	66,061	(46,244)	(41%)
SOLAR MAINTENANCE	0	0	0	0	40,000	40,000	100%
TRAFFIC CONTROL	17,810	17,830	14,495	21,574	29,721	8,147	38%
CURB CUTS	18,342	0	0	10,000	20,000	10,000	100%
STAIR TREAD REPLACEMENTS	13,912	266	2,144	17,248	8,431	(8,817)	(51%)
PAINT PROGRAM	1,587,385	1,553,188	4,005	0	0	0	0%
REPAIRS PRIOR-TO-PAINT	953,127	988,080	6,138	0	0	0	0%
GV MAILROOM RENOVATIONS	18,060	10,036	8,504	28,392	0	(28,392)	(100%)
<b>TOTAL MAINTENANCE</b>	<b>\$6,381,419</b>	<b>\$6,380,471</b>	<b>\$3,915,932</b>	<b>\$4,299,152</b>	<b>\$4,333,590</b>	<b>\$34,438</b>	<b>1%</b>

Lines 21 and 22 moved to the reserves in 2016.

Line 23 moved to reseves in 2018.

**THIRD LAGUNA HILLS MUTUAL  
2018 BUSINESS PLAN  
Landscape Expenditures by Program**

DESCRIPTION		2014 ACTUALS	2015 ACTUALS	2016 ACTUALS	2017 BUDGET	2018 BUDGET	Increase/(Decrease) \$ %	
OPERATING FUND								
1	LAWN MAINTENANCE	\$1,349,389	\$1,205,299	\$1,209,523	\$1,288,456	\$1,315,839	\$27,383	2%
2	SHRUB-BED MAINTENANCE	2,363,533	2,199,557	2,255,070	2,287,691	2,300,782	13,091	1%
3	SLOPE MAINTENANCE	318,868	314,442	327,497	332,474	335,045	2,571	1%
4	TREE MAINTENANCE	812,236	733,911	0	0	0	0	0%
5	RESIDENT CHARGEABLE SERVICES	0	0	0	0	0	0	0%
6	PEST CONTROL	90,798	74,089	130,250	135,947	155,466	19,519	14%
7	CARPORT CLEANING	15,311	12,856	0	0	0	0	0%
8	GARDEN VILLA MAINTENANCE	130,874	67,656	139,786	138,887	65,718	(73,169)	(53%)
9	MISCELLANEOUS TASKS	172,479	146,175	137,668	135,284	148,723	13,439	10%
10	SUPPORT	284,460	524,295	314,800	387,159	422,727	35,568	9%
TOTAL OPERATING FUND		\$5,537,948	\$5,278,280	\$4,514,594	\$4,705,898	\$4,744,300	\$38,402	1%
REPLACEMENT FUND								
11	LANDSCAPE MODERNIZATION	\$356,232	(\$3,164)	\$0	\$0	\$250,000	\$250,000	100%
12	TREE MAINTENANCE	0	0	88,966	1,101,747	826,476	(275,271)	(25%)
TOTAL REPLACEMENT FUND		\$356,232	(\$3,164)	\$88,966	\$1,101,747	\$1,076,476	(\$25,271)	(2%)

Tree Maintenance was moved from operating to reserves in 2016.

The following pages comprise the Reserves Plan for Third Laguna Hills Mutual (Mutual). Reserves provide the funding necessary to maintain, repair, replace or restore major components of the association. A reserve study is the plan by which the Mutual anticipates these costs and prepares for inevitable future expenses. Ideally, all such expenditures will be covered by those funds set aside each year in segregated accounts as reserves (or funds).

## **RESERVE FUNDS**

### **REPLACEMENT RESERVE FUND**

The Replacement Fund was established in the 2004 Business Plan for unreserved infrastructure items. Beginning with the 2005 Business Plan, the Roof Replacement, Asphalt Replacement, and Replacement Funds were consolidated into one fund. The purpose of this fund is to provide for replacements of structural elements and mechanical equipment within the Mutual including, but not limited to, building structures, plumbing, roofs, paving, and walls.

### **ELEVATOR REPLACEMENT RESERVE FUND**

This fund was established in the 1978 Business Plan and only manors located within buildings containing common elevators contributed to this fund. The Third Board adopted Resolution M3-97-10, which changed this from a surcharge to a shared cost for all members of the Mutual effective January 1, 1998. The purpose of this fund is to provide for the replacement of elevator components including, but not limited to, cab doors, buttons and refurbishment, controllers, hoistway doors, hydraulic cylinders, and pit water proofing.

### **LAUNDRY REPLACEMENT RESERVE FUND**

*Surcharge Fund: Only manors originally built with common area laundry facilities contribute to this fund.*

The Laundry Replacement Fund was one of the first funds established by the Mutual. Only manors originally built to be served by Mutual-owned laundry facilities contribute to this fund. The purpose of this fund is to provide for the replacement of equipment in common laundry facilities including, but not limited to, washers, dryers, water heaters and plumbing fixtures.

The Replacement Reserves Component Schedule identifies total estimated replacement costs of nearly \$354 million. Using estimates of useful lives and remaining life expectancies, a calculation similar to straight-line depreciation over the life of each asset was used to determine that the Replacement Reserves would require a balance over \$80 million as of December 31, 2018 to be fully funded. Projected reserve balances are estimated to be over \$14 million, or 18 percent funded.

To adequately plan for future expenditures, the Mutual has adopted via resolution 30-Year Funding Plans that project contributions and disbursements to replacement funds

over the next 30 years, without falling below a desired minimum balance, currently set at \$7.2 million.

The reserve receives monies through assessments and through interest earned on invested fund balances. In 2018, the basic monthly assessment for Mutual replacement reserves is set at \$135 per manor per month. Additionally, a surcharge of \$2 per manor per month exists for the Laundry Replacement Fund, and a surcharge of \$5 per manor per month exists for the Elevator Replacement Fund.

## **OTHER FUNDS**

### **DISASTER FUND**

This was one of the first funds established for the Mutual to reserve for contingencies and uninsured damages. The purpose of this fund is to provide for emergency expenditures or catastrophic damages not covered by insurance, including insurance policy deductible amounts. Also, possibly for write-offs of uncollectible accounts according to original definition of the General Operating Fund. In the 2009 Business Plan, this fund was renamed from the General Operating Fund to the Disaster Fund to better convey its purpose. This fund is not required by Civil Code and is therefore excluded from reserve plan calculations.

### **UNAPPROPRIATED EXPENDITURES FUND**

In 1977, Resolution No. 696 established the Supplemental Appropriations Fund. The fund name was changed to the Unappropriated Expenditures Fund in 1991. This contingency fund is used for significant expenditures not otherwise identified in the Business Plan. This fund is not required by Civil Code and is therefore excluded from reserve plan calculations.

### **GARDEN VILLA RECREATION ROOM FUND**

*Surcharge Fund: Only manors located within the 53 Garden Villa buildings contribute to this fund.*

The Replacement Reserve-Villa Furnishings Fund was established in 1975 for the replacement of furnishings in the Villa buildings. Several policy changes were made through the years regarding the fund name and usage. On September 19, 1995, the Board of Directors adopted Resolution M3-95-82 approving a fund name of Garden Villa Recreation Room Fund. The purpose of this fund is to provide for all expenditures in the recreation rooms of Garden Villa buildings (repairs, replacements and preventive maintenance), other than janitorial services. On June 16, 2009 the Board directed that water heater and heat pump components previously paid from this fund will be paid from the Replacement Fund. This fund is not required by Civil Code and is therefore excluded from reserve plan calculations.

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Projected Fund Balances**

<i>Fund</i>	<i>Year</i>	<i>Beginning Balance</i>	<i>Interest</i>	<i>Contributions</i>	<i>Assessment PMPM</i>	<i>Planned Expenditures</i>	<i>ENDING BALANCE</i>
<b>REPLACEMENT RESERVE FUND</b>	2017	\$ 11,672,860	\$ 170,725	\$ 9,885,240	\$ 135.00	\$ (8,841,720)	\$ 12,887,105
	<b>2018</b>	<b>\$ 12,887,105</b>	<b>\$ 172,930</b>	<b>\$ 9,885,240</b>	<b>\$ 135.00</b>	<b>\$ (10,955,137)</b>	<b>\$ 11,990,138</b>
	2019	\$ 11,990,138	\$ 204,364	\$ 9,519,120	\$ 130.00	\$ (10,143,481)	\$ 11,570,141
	2020	\$ 11,570,141	\$ 196,504	\$ 9,519,120	\$ 130.00	\$ (10,201,815)	\$ 11,083,950
	2021	\$ 11,083,950	\$ 198,340	\$ 9,519,120	\$ 130.00	\$ (9,019,597)	\$ 11,781,814
	2022	\$ 11,781,814	\$ 203,850	\$ 9,519,120	\$ 130.00	\$ (9,785,638)	\$ 11,719,146
<b>ELEVATOR REPLACEMENT RESERVE FUND</b>	2017	\$ 1,547,779	\$ 21,995	\$ 366,120	\$ 5.00	\$ (319,566)	\$ 1,616,328
	<b>2018</b>	<b>\$ 1,616,328</b>	<b>\$ 22,880</b>	<b>\$ 366,120</b>	<b>\$ 5.00</b>	<b>\$ (330,189)</b>	<b>\$ 1,675,139</b>
	2019	\$ 1,675,139	\$ 30,124	\$ 439,344	\$ 6.00	\$ (346,905)	\$ 1,797,702
	2020	\$ 1,797,702	\$ 32,193	\$ 439,344	\$ 6.00	\$ (355,577)	\$ 1,913,662
	2021	\$ 1,913,662	\$ 34,785	\$ 512,568	\$ 7.00	\$ (364,467)	\$ 2,096,548
	2022	\$ 2,096,548	\$ 35,974	\$ 585,792	\$ 8.00	\$ (667,531)	\$ 2,050,783
<b><u>SURCHARGE:</u></b>							
<b>LAUNDRY REPLACEMENT RESERVE FUND</b>	2017	\$ 771,071	\$ 10,770	\$ 82,896	\$ 2.00	\$ (86,491)	\$ 778,246
	<b>2018</b>	<b>\$ 778,246</b>	<b>\$ 11,060</b>	<b>\$ 82,896</b>	<b>\$ 2.00</b>	<b>\$ (59,402)</b>	<b>\$ 812,800</b>
	2019	\$ 812,800	\$ 14,184	\$ 124,344	\$ 3.00	\$ (128,893)	\$ 822,435
	2020	\$ 822,435	\$ 14,325	\$ 124,344	\$ 3.00	\$ (132,115)	\$ 828,988
	2021	\$ 828,988	\$ 14,544	\$ 124,344	\$ 3.00	\$ (120,103)	\$ 847,774
	2022	\$ 847,774	\$ 14,850	\$ 124,344	\$ 3.00	\$ (122,777)	\$ 864,190
<i>Note: Laundry Replacement Fund Surcharge applies only to manors originally built with common laundry facilities.</i>							
<b>DISASTER FUND</b>	2017	\$ 7,757,066	\$ 113,142	\$ 2,196,720	\$ 30.00	\$ (1,547,768)	\$ 8,519,160
	<b>2018</b>	<b>\$ 8,519,160</b>	<b>\$ 121,235</b>	<b>\$ 2,028,305</b>	<b>\$ 27.70</b>	<b>\$ (1,747,340)</b>	<b>\$ 8,921,360</b>
	2019	\$ 8,921,360	\$ 127,739	\$ 2,196,720	\$ 30.00	\$ (1,791,000)	\$ 9,454,819
	2020	\$ 9,454,819	\$ 134,893	\$ 2,196,720	\$ 30.00	\$ (1,836,000)	\$ 9,950,432
	2021	\$ 9,950,432	\$ 141,509	\$ 2,196,720	\$ 30.00	\$ (1,882,000)	\$ 10,406,661
	2022	\$ 10,406,661	\$ 147,567	\$ 2,196,720	\$ 30.00	\$ (1,929,000)	\$ 10,821,948
<b>UNAPPROPRIATED EXPENDITURES FUND</b>	2017	\$ 2,379,453	\$ 35,163	\$ 1,214,309	\$ 11.00	\$ (950,000)	\$ 2,678,925
	<b>2018</b>	<b>\$ 2,678,925</b>	<b>\$ 39,131</b>	<b>\$ 732,240</b>	<b>\$ 10.00</b>	<b>\$ (500,000)</b>	<b>\$ 2,950,296</b>
	2019	\$ 2,950,296	\$ 40,789	\$ 439,344	\$ 6.00	\$ (513,000)	\$ 2,917,429
	2020	\$ 2,917,429	\$ 40,237	\$ 439,344	\$ 6.00	\$ (526,000)	\$ 2,871,010
	2021	\$ 2,871,010	\$ 39,497	\$ 439,344	\$ 6.00	\$ (539,000)	\$ 2,810,851
	2022	\$ 2,810,851	\$ 38,563	\$ 439,344	\$ 6.00	\$ (552,000)	\$ 2,736,758
<i>2017 contribution includes a \$408,845 transfer from operating surplus, via resolution 03-17-69.</i>							
<b><u>SURCHARGE:</u></b>							
<b>GARDEN VILLA REC ROOM FUND</b>	2017	\$ 116,718	\$ 1,561	\$ 59,616	\$ 4.00	\$ (70,061)	\$ 107,834
	<b>2018</b>	<b>\$ 107,834</b>	<b>\$ 1,443</b>	<b>\$ 59,616</b>	<b>\$ 4.00</b>	<b>\$ (69,139)</b>	<b>\$ 99,754</b>
	2019	\$ 99,754	\$ 1,422	\$ 74,520	\$ 5.00	\$ (70,900)	\$ 104,796
	2020	\$ 104,796	\$ 1,480	\$ 74,520	\$ 5.00	\$ (72,700)	\$ 108,096
	2021	\$ 108,096	\$ 1,513	\$ 74,520	\$ 5.00	\$ (74,500)	\$ 109,629
	2022	\$ 109,629	\$ 1,522	\$ 74,520	\$ 5.00	\$ (76,400)	\$ 109,271
<i>Note: Garden Villa Rec Room Fund surcharge applies only to manors within Garden Villa buildings.</i>							

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Reserve Expenditures by Program**

DESCRIPTION	2014 ACTUALS	2015 ACTUALS	2016 ACTUAL	2017 BUDGET	2018 BUDGET	Increase/(Decrease)	
						\$	%
ALARM SYSTEMS	\$482,451	\$7,880	\$9,790	\$0	\$0	\$0	0%
BUILDING NUMBERS	0	0	2,391	100,000	33,970	(66,030)	(66%)
BUILDING STRUCTURES	1,523,329	1,057,800	1,448,293	2,339,673	3,152,327	812,654	35%
ELECTRICAL SYSTEMS	131,741	22,148	14,868	119,896	55,046	(64,850)	(54%)
ENERGY PROJECTS	0	0	40,000	50,000	50,000	0	0%
EXTERIOR LIGHTING	0	34,147	0	250,000	500,000	250,000	100%
FENCING	60,558	67,073	35,618	101,905	0	(101,905)	(100%)
GARDEN VILLA LOBBY	0	7,978	42,485	26,160	114,126	87,966	336%
GARDEN VILLA MAILROOM	0	0	0	0	23,649	23,649	100%
GARDEN VILLA RECESSED AREAS	34,980	0	0	60,660	195,000	134,340	221%
GARDEN VILLA REC ROOM HEAT PUMP/WATER HEATER	2,882	489	941	6,675	18,000	11,325	170%
GUTTERS	156,409	79,831	66,379	78,852	137,118	58,266	74%
LANDSCAPE MODERNIZATION	356,232	(3,164)	0	0	250,000	250,000	100%
MAILBOXES	31,346	11,104	2,454	11,590	19,389	7,799	67%
PAINT PROGRAM - EXTERIOR	0	0	1,347,231	1,502,944	1,602,744	99,800	7%
PRIOR TO PAINT	0	0	830,582	930,824	857,243	(73,581)	(8%)
PAVING/CONCRETE	193,826	68,128	273,304	296,694	597,000	300,306	101%
ROOFS	1,904,274	1,154,649	1,644,110	1,193,289	1,598,050	404,761	34%
TREE MAINTENANCE	0	0	88,966	1,101,747	826,476	(275,271)	(25%)
WALLS	33,532	4,863	0	50,000	75,000	25,000	50%
WASTE LINE REMEDIATION	363,702	507,671	292,004	750,000	750,000	0	0%
WATER LINES - COPPER PIPE REMEDIATION	826,954	59,764	119,843	200,000	100,000	(100,000)	(50%)
ELEVATORS	271,695	295,105	306,727	319,566	330,189	10,623	3%
LAUNDRY COUNTERTOP/FLOOR REPLACEMENT	21,126	12,675	16,619	29,972	34,688	4,716	16%
LAUNDRY APPLIANCES	26,780	41,461	32,890	56,519	24,714	(31,805)	(56%)
<b>TOTAL REPLACEMENT FUNDS</b>	<b>\$6,421,816</b>	<b>\$3,429,602</b>	<b>\$6,615,496</b>	<b>\$9,576,966</b>	<b>\$11,344,729</b>	<b>\$1,767,763</b>	<b>18%</b>

Line 7 was moved to operating in 2018 under Carpentry Services.

Line 9 was moved from operations to reserves in 2018.

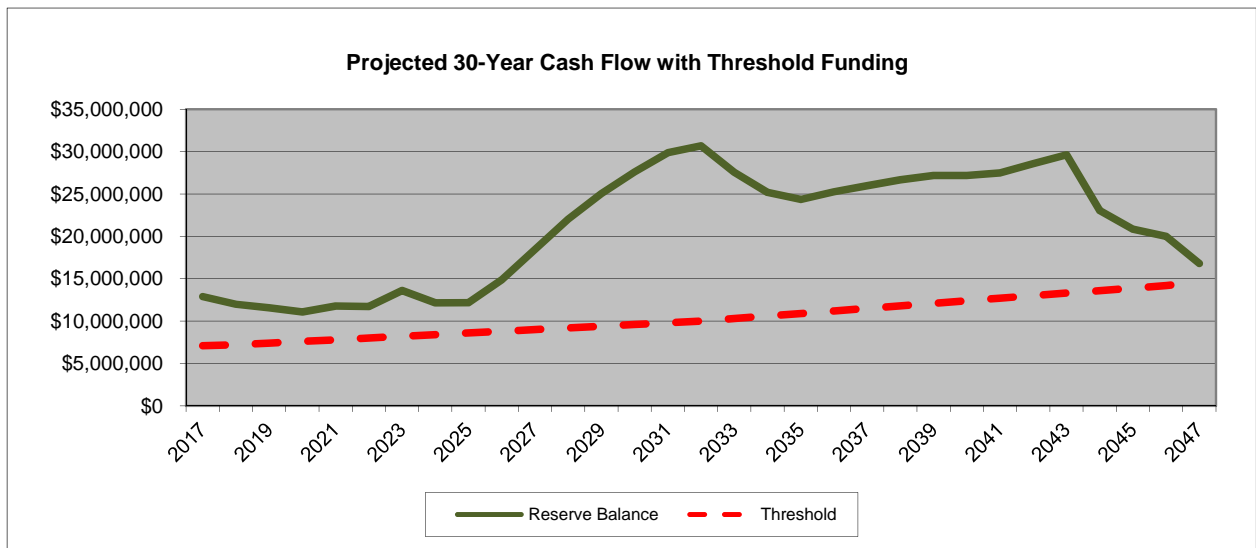
Lines 15, 16 and 19 were moved from operations to reserves in 2016.

GARDEN VILLA RECREATION ROOMS	\$53,743	\$46,517	\$65,036	\$70,061	\$69,139	(\$922)	(1%)
<b>TOTAL GARDEN VILLA RECREATION ROOM FUND</b>	<b>\$53,743</b>	<b>\$46,517</b>	<b>\$65,036</b>	<b>\$70,061</b>	<b>\$69,139</b>	<b>(\$922)</b>	<b>(1%)</b>

# THIRD LAGUNA HILLS MUTUAL 2018 RESERVES PLAN Replacement Reserve 30-Year Funding Plan

**Threshold (Min Balance):**      \$    7,200,000  
Indexed for projected inflation

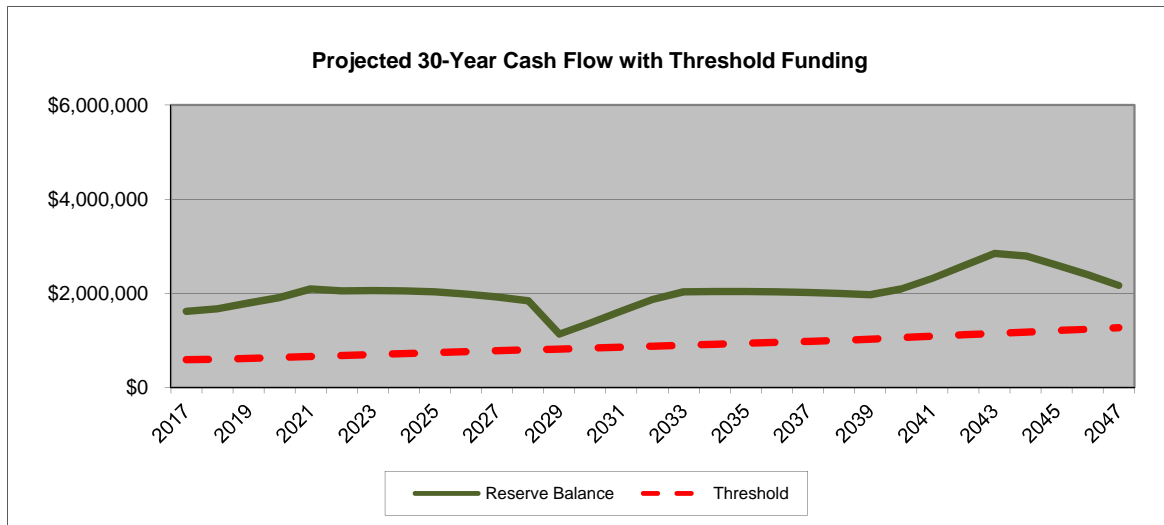
Year	Assessment		Interest Earnings	Other Additions	Planned Expenditures	Reserve Balance
	Per Manor Per Month	Total Contribution				
2017	\$ 135.00	\$ 9,885,240	\$ 170,725		\$ 8,841,720	\$ 12,887,105
2018	\$ 135.00	\$ 9,885,240	\$ 172,930		\$ 10,955,137	\$ 11,990,138
2019	\$ 130.00	\$ 9,519,120	\$ 204,364		\$ 10,143,481	\$ 11,570,141
2020	\$ 130.00	\$ 9,519,120	\$ 196,504		\$ 10,201,815	\$ 11,083,950
2021	\$ 130.00	\$ 9,519,120	\$ 198,340		\$ 9,019,597	\$ 11,781,814
2022	\$ 130.00	\$ 9,519,120	\$ 203,850		\$ 9,785,638	\$ 11,719,146
2023	\$ 130.00	\$ 9,519,120	\$ 219,641		\$ 7,855,598	\$ 13,602,309
2024	\$ 130.00	\$ 9,519,120	\$ 223,410		\$ 11,191,138	\$ 12,153,701
2025	\$ 130.00	\$ 9,519,120	\$ 210,989		\$ 9,713,457	\$ 12,170,354
2026	\$ 130.00	\$ 9,519,120	\$ 234,539		\$ 7,055,326	\$ 14,868,687
2027	\$ 130.00	\$ 9,519,120	\$ 289,130		\$ 6,213,097	\$ 18,463,840
2028	\$ 130.00	\$ 9,519,120	\$ 351,248		\$ 6,304,179	\$ 22,030,029
2029	\$ 130.00	\$ 9,519,120	\$ 408,401		\$ 6,904,825	\$ 25,052,724
2030	\$ 130.00	\$ 9,519,120	\$ 456,690		\$ 7,431,405	\$ 27,597,130
2031	\$ 130.00	\$ 9,519,120	\$ 498,420		\$ 7,751,119	\$ 29,863,550
2032	\$ 130.00	\$ 9,519,120	\$ 525,277		\$ 9,214,611	\$ 30,693,337
2033	\$ 130.00	\$ 9,519,120	\$ 505,400		\$ 13,145,758	\$ 27,572,099
2034	\$ 130.00	\$ 9,519,120	\$ 457,690		\$ 12,355,880	\$ 25,193,028
2035	\$ 130.00	\$ 9,519,120	\$ 429,841		\$ 10,780,531	\$ 24,361,458
2036	\$ 130.00	\$ 9,519,120	\$ 430,525		\$ 9,039,214	\$ 25,271,889
2037	\$ 130.00	\$ 9,519,120	\$ 444,634		\$ 9,247,547	\$ 25,988,096
2038	\$ 130.00	\$ 9,519,120	\$ 456,797		\$ 9,289,936	\$ 26,674,077
2039	\$ 130.00	\$ 9,519,120	\$ 467,158		\$ 9,477,806	\$ 27,182,549
2040	\$ 130.00	\$ 9,519,120	\$ 471,554		\$ 9,992,312	\$ 27,180,911
2041	\$ 135.00	\$ 9,885,240	\$ 474,188		\$ 10,054,172	\$ 27,486,167
2042	\$ 140.00	\$ 10,251,360	\$ 486,421		\$ 9,632,742	\$ 28,591,207
2043	\$ 145.00	\$ 10,617,480	\$ 505,033		\$ 10,081,887	\$ 29,631,833
2044	\$ 150.00	\$ 10,983,600	\$ 456,985		\$ 18,020,448	\$ 23,051,970
2045	\$ 155.00	\$ 11,349,720	\$ 380,745		\$ 13,939,925	\$ 20,842,510
2046	\$ 160.00	\$ 11,715,840	\$ 354,170		\$ 12,924,264	\$ 19,988,256
2047	\$ 165.00	\$ 12,081,960	\$ 319,079		\$ 15,592,245	\$ 16,797,050



**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Elevator Reserve 30-Year Funding Plan**

**Threshold (Min Balance):                 \$         600,000**  
Indexed for projected inflation

<u>Year</u>	<b>Assessment</b>		<i>Interest Earnings</i>	<i>Planned Expenditures</i>	<i>Reserve Balance</i>
	<i>Per Manor Per Month</i>	<i>Total Contribution</i>			
2017	\$ 5.00	\$ 366,120	\$ 21,995	\$ 319,566	\$ 1,616,328
<b>2018</b>	<b>\$ 5.00</b>	<b>\$ 366,120</b>	<b>\$ 22,880</b>	<b>\$ 330,189</b>	<b>\$ 1,675,139</b>
2019	\$ 6.00	\$ 439,344	\$ 30,124	\$ 346,905	\$ 1,797,702
2020	\$ 6.00	\$ 439,344	\$ 32,193	\$ 355,577	\$ 1,913,662
2021	\$ 7.00	\$ 512,568	\$ 34,785	\$ 364,467	\$ 2,096,548
2022	\$ 8.00	\$ 585,792	\$ 35,974	\$ 667,531	\$ 2,050,783
2023	\$ 9.00	\$ 659,016	\$ 35,668	\$ 684,219	\$ 2,061,248
2024	\$ 9.00	\$ 659,016	\$ 35,702	\$ 701,325	\$ 2,054,641
2025	\$ 9.00	\$ 659,016	\$ 35,433	\$ 718,858	\$ 2,030,233
2026	\$ 9.00	\$ 659,016	\$ 34,848	\$ 736,829	\$ 1,987,267
2027	\$ 9.00	\$ 659,016	\$ 33,935	\$ 755,250	\$ 1,924,969
2028	\$ 9.00	\$ 659,016	\$ 32,680	\$ 774,131	\$ 1,842,533
2029	\$ 3.00	\$ 219,672	\$ 25,835	\$ 952,181	\$ 1,135,859
2030	\$ 3.00	\$ 219,672	\$ 21,800	\$ -	\$ 1,377,331
2031	\$ 3.00	\$ 219,672	\$ 26,025	\$ -	\$ 1,623,028
2032	\$ 3.00	\$ 219,672	\$ 30,325	\$ -	\$ 1,873,025
2033	\$ 3.00	\$ 219,672	\$ 33,906	\$ 90,807	\$ 2,035,796
2034	\$ 3.00	\$ 219,672	\$ 35,335	\$ 252,999	\$ 2,037,804
2035	\$ 3.00	\$ 219,672	\$ 35,359	\$ 254,265	\$ 2,038,570
2036	\$ 3.00	\$ 219,672	\$ 35,317	\$ 260,622	\$ 2,032,938
2037	\$ 3.00	\$ 219,672	\$ 35,161	\$ 267,137	\$ 2,020,634
2038	\$ 3.00	\$ 219,672	\$ 34,887	\$ 273,816	\$ 2,001,377
2039	\$ 3.00	\$ 219,672	\$ 34,490	\$ 280,661	\$ 1,974,878
2040	\$ 3.00	\$ 219,672	\$ 35,288	\$ 136,560	\$ 2,093,278
2041	\$ 3.00	\$ 219,672	\$ 38,298	\$ 29,334	\$ 2,321,915
2042	\$ 3.00	\$ 219,672	\$ 42,556	\$ -	\$ 2,584,143
2043	\$ 3.00	\$ 219,672	\$ 47,145	\$ -	\$ 2,850,960
2044	\$ 3.00	\$ 219,672	\$ 48,960	\$ 326,126	\$ 2,793,466
2045	\$ 3.00	\$ 219,672	\$ 46,784	\$ 459,906	\$ 2,600,015
2046	\$ 3.00	\$ 219,672	\$ 43,298	\$ 471,404	\$ 2,391,581
2047	\$ 3.00	\$ 219,672	\$ 39,547	\$ 483,189	\$ 2,167,611

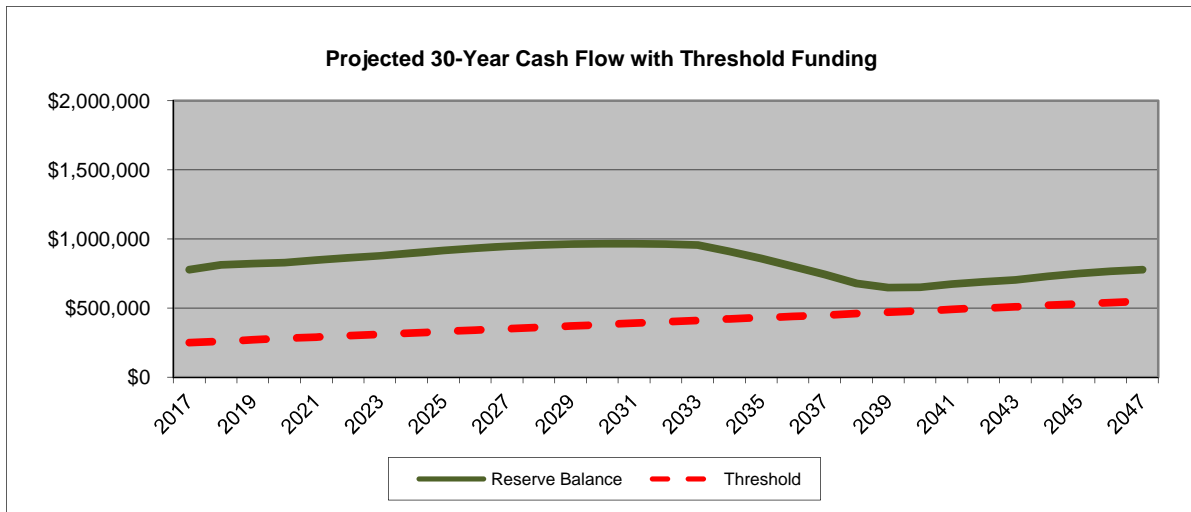




**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Laundry Reserve 30-Year Funding Plan**

**Threshold (Min Balance):                 \$         250,000**  
**Indexed for projected inflation**

<b>Year</b>	<b>Assessment</b>		<b>Interest Earnings</b>	<b>Planned Expenditures</b>	<b>Reserve Balance</b>
	<b>Per Manor Per Month</b>	<b>Total Contribution</b>			
2017	\$ 2.00	\$ 82,896	\$ 10,770	\$ 86,491	\$ 778,246
2018	\$ 2.00	\$ 82,896	\$ 11,060	\$ 59,402	\$ 812,800
2019	\$ 3.00	\$ 124,344	\$ 14,184	\$ 128,893	\$ 822,435
2020	\$ 3.00	\$ 124,344	\$ 14,325	\$ 132,115	\$ 828,988
2021	\$ 3.00	\$ 124,344	\$ 14,544	\$ 120,103	\$ 847,774
2022	\$ 3.00	\$ 124,344	\$ 14,850	\$ 122,777	\$ 864,190
2023	\$ 3.00	\$ 124,344	\$ 15,110	\$ 125,847	\$ 877,798
2024	\$ 3.00	\$ 124,344	\$ 15,411	\$ 118,648	\$ 898,905
2025	\$ 3.00	\$ 124,344	\$ 15,755	\$ 121,614	\$ 917,389
2026	\$ 3.00	\$ 124,344	\$ 16,052	\$ 124,655	\$ 933,130
2027	\$ 3.00	\$ 124,344	\$ 16,300	\$ 127,771	\$ 946,003
2028	\$ 3.00	\$ 124,344	\$ 16,497	\$ 130,966	\$ 955,878
2029	\$ 3.00	\$ 124,344	\$ 16,641	\$ 134,240	\$ 962,624
2030	\$ 3.00	\$ 124,344	\$ 16,730	\$ 137,596	\$ 966,102
2031	\$ 3.00	\$ 124,344	\$ 16,761	\$ 141,036	\$ 966,172
2032	\$ 3.00	\$ 124,344	\$ 16,731	\$ 144,561	\$ 962,685
2033	\$ 3.00	\$ 124,344	\$ 16,638	\$ 148,175	\$ 955,492
2034	\$ 3.00	\$ 124,344	\$ 16,176	\$ 186,676	\$ 909,336
2035	\$ 3.00	\$ 124,344	\$ 15,327	\$ 191,342	\$ 857,665
2036	\$ 3.00	\$ 124,344	\$ 14,381	\$ 196,126	\$ 800,264
2037	\$ 3.00	\$ 124,344	\$ 13,379	\$ 195,801	\$ 742,186
2038	\$ 3.00	\$ 124,344	\$ 12,316	\$ 201,183	\$ 677,663
2039	\$ 4.00	\$ 165,792	\$ 11,505	\$ 206,212	\$ 648,748
2040	\$ 5.00	\$ 207,240	\$ 11,272	\$ 216,486	\$ 650,774
2041	\$ 5.00	\$ 207,240	\$ 11,480	\$ 196,802	\$ 672,691
2042	\$ 5.00	\$ 207,240	\$ 11,825	\$ 201,185	\$ 690,572
2043	\$ 5.00	\$ 207,240	\$ 12,094	\$ 206,214	\$ 703,691
2044	\$ 5.00	\$ 207,240	\$ 12,427	\$ 194,419	\$ 728,939
2045	\$ 5.00	\$ 207,240	\$ 12,826	\$ 199,280	\$ 749,726
2046	\$ 5.00	\$ 207,240	\$ 13,146	\$ 204,261	\$ 765,850
2047	\$ 5.00	\$ 207,240	\$ 13,384	\$ 209,368	\$ 777,106



**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Replacement Reserves Planned Expenditures**

<i>Program</i>	<i>Alarm Systems</i>	<i>Building Numbers</i>	<i>Building Structures</i>	<i>Electrical Alternate Heat Source</i>	<i>Electrical Systems</i>	<i>Energy Projects</i>	<i>Exterior Lighting</i>	<i>Fencing Split Rail</i>	<i>Garden Villa Lobby</i>	<i>Garden Villa Mailrooms</i>	<i>Garden Villa Recessed Area</i>
Life in Years	40	40	Various	30	50	15-20	30	20	20	20	5
Quantity	81	3,397	Various	6,102	6,102	Various	753	70,000	53	53	53
Unit	ea	ea	Various	ea	Manors	Components	Street Lights	Linear Feet	Building	Building	Building
Unit Cost	\$35,000	\$100	Various	\$306 - \$1,326	Various	Per Study	Various	\$15	\$11,413	\$11,400	\$19,500
Total Cost	\$2,835,000	\$339,700		\$9,223,052	Various	\$2,750,000	\$790,000	\$1,019,050	\$1,797,506	\$50,000	\$1,033,500
								10%			
2018	\$0	\$33,970	\$3,152,327	\$5,046	\$50,000	\$50,000	\$500,000	\$0	\$114,126	\$23,649	\$195,000
2019	\$51,250	\$34,819	\$2,650,627	\$5,172	\$51,250	\$230,625	\$10,250	\$104,453	\$11,698	\$4,848	\$199,875
2020	\$52,531	\$35,690	\$2,724,248	\$5,301	\$52,531	\$236,391	\$10,506	\$107,064	\$11,991	\$4,969	\$204,872
2021	\$452,294	\$36,582	\$2,800,161	\$5,434	\$53,845	\$242,300	\$10,769	\$109,741	\$12,291	\$5,093	\$104,997
2022	\$463,601	\$37,497	\$1,717,245	\$5,570	\$55,191	\$248,358	\$11,038	\$112,484	\$12,598	\$5,221	\$322,865
2023	\$475,191	\$38,434	\$1,871,741	\$5,709	\$56,570	\$254,567	\$11,314	\$115,296	\$12,913	\$5,351	\$220,625
2024	\$0	\$39,395	\$1,927,812	\$5,852	\$57,985	\$260,931	\$11,597	\$118,179	\$13,236	\$5,485	\$226,140
2025	\$0	\$40,380	\$1,985,517	\$5,998	\$59,434	\$267,454	\$11,887	\$121,133	\$13,566	\$5,622	\$185,435
2026	\$0	\$0	\$1,690,956	\$6,148	\$60,920	\$274,141	\$12,184	\$124,161	\$83,434	\$34,577	\$25,075
2027	\$0	\$0	\$1,194,658	\$6,302	\$62,443	\$280,994	\$12,489	\$0	\$114,026	\$47,255	\$51,403
2028	\$0	\$0	\$1,224,524	\$6,459	\$64,004	\$288,019	\$12,801	\$0	\$87,658	\$36,327	\$52,688
2029	\$0	\$0	\$1,255,137	\$6,621	\$65,604	\$295,219	\$13,121	\$0	\$44,925	\$18,618	\$54,005
2030	\$0	\$0	\$1,164,323	\$6,786	\$67,244	\$302,600	\$13,449	\$0	\$107,445	\$44,527	\$44,284
2031	\$0	\$0	\$1,193,431	\$6,956	\$68,926	\$310,165	\$13,785	\$0	\$110,131	\$45,641	\$28,370
2032	\$0	\$0	\$1,223,267	\$7,130	\$70,649	\$317,919	\$14,130	\$0	\$80,631	\$33,415	\$58,158
2033	\$0	\$0	\$1,253,848	\$7,308	\$72,415	\$325,867	\$14,483	\$0	\$115,706	\$47,951	\$59,612
2034	\$0	\$0	\$1,285,194	\$7,491	\$74,225	\$334,014	\$14,845	\$0	\$33,885	\$14,043	\$61,102
2035	\$0	\$0	\$1,317,324	\$7,678	\$76,081	\$152,162	\$15,216	\$0	\$17,366	\$7,197	\$50,104
2036	\$0	\$0	\$1,350,257	\$7,870	\$77,983	\$155,966	\$15,597	\$0	\$53,401	\$22,131	\$32,098
2037	\$0	\$0	\$872,059	\$8,067	\$79,933	\$159,865	\$15,987	\$0	\$91,227	\$37,806	\$65,800
2038	\$0	\$0	\$893,860	\$8,268	\$81,931	\$163,862	\$16,386	\$0	\$187,015	\$31,001	\$67,445
2039	\$0	\$0	\$916,207	\$8,475	\$83,979	\$83,979	\$16,796	\$0	\$19,169	\$7,944	\$69,132
2040	\$0	\$0	\$939,112	\$8,687	\$86,079	\$86,079	\$17,216	\$0	\$19,648	\$8,143	\$56,688
2041	\$0	\$0	\$962,590	\$8,904	\$88,231	\$88,231	\$17,646	\$0	\$20,140	\$8,346	\$36,316
2042	\$0	\$0	\$986,655	\$9,127	\$90,436	\$90,436	\$18,087	\$0	\$20,643	\$8,555	\$74,447
2043	\$0	\$0	\$1,011,321	\$9,355	\$92,697	\$92,697	\$18,539	\$0	\$21,159	\$8,769	\$76,308
2044	\$0	\$0	\$1,036,604	\$9,589	\$95,015	\$95,015	\$19,003	\$0	\$21,688	\$8,988	\$78,216
2045	\$0	\$0	\$1,062,519	\$9,829	\$97,390	\$97,390	\$19,478	\$0	\$22,230	\$9,213	\$64,137
2046	\$0	\$0	\$1,089,082	\$10,074	\$99,825	\$99,825	\$19,965	\$0	\$136,716	\$56,658	\$41,088
2047	\$0	\$0	\$1,116,309	\$10,326	\$102,320	\$102,320	\$20,464	\$0	\$186,845	\$77,433	\$84,230
<b>TOTAL</b>	<b>\$1,494,868</b>	<b>\$296,766</b>	<b>\$43,868,913</b>	<b>\$221,533</b>	<b>\$2,195,135</b>	<b>\$5,987,390</b>	<b>\$929,027</b>	<b>\$912,510</b>	<b>\$1,797,506</b>	<b>\$674,777</b>	<b>\$2,890,516</b>

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Replacement Reserves Planned Expenditures**

<i>Program</i>	<i>Gutter Replacement</i>	<i>GV Rec Room Heat Pumps</i>	<i>GV Rec Room Water Heaters</i>	<i>Mailboxes</i>	<i>Landscape Modernizaiton</i>	<i>Paint Exterior</i>	<i>Prior to Paint</i>	<i>Paving: Asphalt</i>	<i>Paving: Parkway Concrete</i>	<i>Paving: Seal Coat</i>
Life in Years	30	15	10	40	As Needed	10	10	30	30	4
Quantity	81	53	53	4,271		16,495,223	16,495,223	2,806,052		3,006,420
Unit	Buildings	ea	ea	Manor		sf	sf	sf	CDS	sf
Unit Cost	\$10,000	\$932	\$647	\$233			Various	\$3.48	Various	\$0.11
Total Cost	\$810,000	\$49,396	\$34,291	\$995,236		\$17,130,443	\$6,377,554	\$9,765,100	\$9,765,100	\$322,649
				2%				50%		
2018	\$137,118	\$9,000	\$9,000	\$19,389	\$250,000	\$1,602,744	\$857,243	\$375,000	\$150,000	\$72,000
2019	\$89,568	\$3,375	\$3,979	\$20,402	\$25,625	\$1,761,982	\$878,674	\$119,842	\$153,750	\$86,154
2020	\$81,301	\$3,460	\$4,079	\$20,912	\$26,266	\$1,841,362	\$681,627	\$122,838	\$157,594	\$88,606
2021	\$51,026	\$3,546	\$4,180	\$21,435	\$26,922	\$1,851,058	\$684,517	\$125,909	\$161,534	\$68,777
2022	\$107,493	\$3,635	\$4,285	\$21,971	\$27,595	\$1,909,711	\$706,545	\$129,057	\$165,572	\$78,204
2023	\$53,610	\$3,726	\$4,392	\$22,520	\$28,285	\$1,954,608	\$722,868	\$132,283	\$169,711	\$87,723
2024	\$54,950	\$3,819	\$4,502	\$23,083	\$28,992	\$1,996,002	\$738,225	\$135,590	\$173,954	\$118,387
2025	\$56,323	\$3,914	\$3,845	\$23,660	\$29,717	\$2,081,794	\$770,718	\$138,980	\$178,303	\$83,097
2026	\$57,732	\$4,012	\$2,365	\$24,252	\$30,460	\$2,081,608	\$769,125	\$142,454	\$182,760	\$87,727
2027	\$59,175	\$4,113	\$2,424	\$24,858	\$31,222	\$2,152,655	\$796,343	\$146,016	\$187,329	\$98,231
2028	\$60,654	\$4,215	\$4,969	\$25,480	\$32,002	\$2,203,197	\$814,727	\$149,666	\$192,013	\$130,677
2029	\$62,171	\$4,321	\$5,094	\$26,117	\$32,802	\$2,253,958	\$833,565	\$153,408	\$196,813	\$91,723
2030	\$63,725	\$4,429	\$5,221	\$26,770	\$33,622	\$2,358,572	\$872,540	\$157,243	\$201,733	\$96,834
2031	\$65,318	\$4,540	\$5,351	\$27,439	\$34,463	\$2,370,872	\$876,239	\$161,174	\$206,777	\$117,956
2032	\$66,951	\$4,653	\$5,485	\$28,125	\$35,324	\$2,444,657	\$904,438	\$165,203	\$211,946	\$120,887
2033	\$68,625	\$4,769	\$5,622	\$28,828	\$36,207	\$2,500,958	\$925,332	\$169,333	\$217,245	\$112,380
2034	\$70,340	\$4,889	\$5,763	\$29,549	\$37,113	\$2,556,739	\$944,990	\$173,567	\$222,676	\$120,406
2035	\$72,099	\$5,011	\$4,922	\$30,287	\$38,040	\$2,665,260	\$986,584	\$177,906	\$228,243	\$130,201
2036	\$73,901	\$5,136	\$3,027	\$31,045	\$38,991	\$2,663,266	\$984,545	\$182,353	\$233,949	\$122,244
2037	\$75,749	\$5,264	\$3,103	\$31,821	\$39,966	\$2,755,781	\$1,019,387	\$186,912	\$239,798	\$124,046
2038	\$77,643	\$5,396	\$6,361	\$32,616	\$40,965	\$2,820,530	\$1,042,920	\$191,585	\$245,792	\$132,779
2039	\$79,584	\$5,531	\$6,520	\$33,432	\$41,990	\$2,885,304	\$1,067,034	\$196,375	\$251,937	\$143,717
2040	\$81,573	\$5,669	\$6,683	\$34,267	\$43,039	\$3,016,848	\$1,116,924	\$201,284	\$258,236	\$134,935
2041	\$101,259	\$5,811	\$6,850	\$35,124	\$44,115	\$3,034,722	\$1,121,660	\$206,316	\$264,692	\$136,924
2042	\$447,448	\$5,956	\$7,021	\$36,002	\$45,218	\$3,129,057	\$1,157,757	\$211,474	\$271,309	\$146,703
2043	\$403,016	\$6,105	\$7,197	\$36,902	\$46,349	\$3,202,569	\$1,184,503	\$216,761	\$278,092	\$158,637
2044	\$90,042	\$6,258	\$7,377	\$37,825	\$47,507	\$3,270,629	\$1,209,667	\$222,180	\$285,044	\$148,943
2045	\$384,463	\$6,414	\$6,301	\$38,770	\$48,695	\$3,413,891	\$1,262,912	\$227,735	\$292,170	\$151,138
2046	\$394,074	\$6,575	\$3,875	\$39,740	\$49,912	\$3,411,178	\$1,260,301	\$233,428	\$299,474	\$161,932
2047	\$403,926	\$6,739	\$3,972	\$40,733	\$51,160	\$3,530,185	\$1,304,901	\$239,264	\$306,961	\$175,106
<b>TOTAL</b>	<b>\$3,890,854</b>	<b>\$150,281</b>	<b>\$153,768</b>	<b>\$873,355</b>	<b>\$1,322,568</b>	<b>\$75,721,699</b>	<b>\$28,496,812</b>	<b>\$5,391,134</b>	<b>\$6,585,405</b>	<b>\$3,527,074</b>

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Replacement Reserves Planned Expenditures**

<i>Program</i>	<i>Roofs Built-Up PVC Cool Roof</i>	<i>Roofs Metal</i>	<i>Roofs Tile</i>	<i>Roofs Preventive Maint.</i>	<i>Tree Maintenance</i>	<i>Common Walls</i>	<i>Perimeter Walls</i>	<i>Waste Lines</i>	<i>Waste Lines GV Garage</i>	<i>Water Lines Copper</i>	<i>Total Replacement Fund</i>
Life in Years	16	40	40	20	As Needed	As Needed	70	70	35	70	
Quantity	4,026,042	502,525	3,760,897	4,023,624			30,184	6,102	53	6,102	
Unit	sf	sf	sf	sf			lf	Manors	Building	Manors	
Unit Cost	\$6.56	\$4.69	\$4.43	\$0.35			\$200	\$8,000	\$19,900	\$5,125	
Total Cost	\$26,410,800	\$2,356,800	\$16,660,800	\$1,408,268		\$25,000/yr	\$6,036,840	\$48,816,000	\$1,054,700	\$31,272,750	
										25%	
2018	\$1,392,954	\$0	\$0	\$205,096	\$826,476	\$25,000	\$50,000	\$750,000	\$0	\$100,000	\$10,955,137
2019	\$1,988,663	\$0	\$0	\$103,335	\$605,045	\$25,625	\$25,625	\$768,750	\$0	\$128,218	\$10,143,481
2020	\$2,069,505	\$0	\$0	\$125,702	\$560,548	\$26,266	\$26,266	\$787,969	\$0	\$131,424	\$10,201,815
2021	\$690,503	\$0	\$0	\$63,351	\$437,110	\$26,922	\$26,922	\$807,668	\$0	\$134,709	\$9,019,597
2022	\$2,784,394	\$0	\$0	\$71,784	\$535,266	\$27,595	\$27,595	\$55,191	\$0	\$138,077	\$9,785,638
2023	\$468,642	\$0	\$0	\$69,964	\$814,883	\$28,285	\$28,285	\$56,570	\$0	\$141,529	\$7,855,598
2024	\$4,325,530	\$0	\$0	\$47,928	\$612,528	\$28,992	\$28,992	\$57,985	\$0	\$145,067	\$11,191,138
2025	\$2,893,935	\$0	\$0	\$31,874	\$453,305	\$29,717	\$29,717	\$59,434	\$0	\$148,694	\$9,713,457
2026	\$0	\$0	\$0	\$86,392	\$1,000,591	\$30,460	\$30,460	\$60,920	\$0	\$152,411	\$7,055,326
2027	\$0	\$0	\$0	\$57,681	\$602,373	\$31,222	\$31,222	\$62,443	\$0	\$156,222	\$6,213,097
2028	\$0	\$0	\$0	\$159,956	\$466,007	\$32,002	\$32,002	\$64,004	\$0	\$160,127	\$6,304,179
2029	\$0	\$0	\$0	\$135,820	\$1,060,445	\$32,802	\$32,802	\$65,604	\$0	\$164,130	\$6,904,825
2030	\$0	\$719,443	\$16,802	\$141,341	\$679,749	\$33,622	\$33,622	\$67,244	\$0	\$168,233	\$7,431,405
2031	\$0	\$1,205,530	\$0	\$47,159	\$540,608	\$34,463	\$34,463	\$68,926	\$0	\$172,439	\$7,751,119
2032	\$0	\$1,338,623	\$521,301	\$190,166	\$1,053,504	\$35,324	\$35,324	\$70,649	\$0	\$176,750	\$9,214,611
2033	\$0	\$0	\$5,951,015	\$184,078	\$718,175	\$36,207	\$36,207	\$72,415	\$0	\$181,169	\$13,145,758
2034	\$2,112,435	\$0	\$2,791,118	\$295,422	\$713,760	\$37,113	\$37,113	\$74,225	\$118,167	\$185,698	\$12,355,880
2035	\$3,412,204	\$0	\$0	\$37,878	\$885,144	\$38,040	\$38,040	\$76,081	\$121,121	\$190,341	\$10,780,531
2036	\$1,719,687	\$0	\$0	\$0	\$790,552	\$38,991	\$38,991	\$77,983	\$124,149	\$195,099	\$9,039,214
2037	\$1,948,606	\$0	\$0	\$0	\$999,276	\$39,966	\$39,966	\$79,933	\$127,253	\$199,977	\$9,247,547
2038	\$1,899,201	\$0	\$0	\$0	\$845,106	\$40,965	\$40,965	\$81,931	\$130,434	\$204,976	\$9,289,936
2039	\$1,301,012	\$0	\$954,607	\$0	\$793,329	\$41,990	\$41,990	\$83,979	\$133,695	\$210,101	\$9,477,806
2040	\$604,621	\$0	\$1,463,477	\$0	\$1,278,557	\$43,039	\$43,039	\$86,079	\$137,037	\$215,353	\$9,992,312
2041	\$1,748,983	\$0	\$647,617	\$0	\$932,034	\$44,115	\$44,115	\$88,231	\$140,463	\$220,737	\$10,054,172
2042	\$1,224,053	\$0	\$421,545	\$0	\$679,708	\$45,218	\$45,218	\$90,436	\$143,975	\$226,255	\$9,632,742
2043	\$539,197	\$0	\$647,461	\$0	\$1,517,349	\$46,349	\$46,349	\$92,697	\$147,574	\$173,933	\$10,081,887
2044	\$7,987,251	\$0	\$1,763,179	\$144,273	\$916,582	\$47,507	\$47,507	\$95,015	\$151,263	\$178,282	\$18,020,448
2045	\$3,836,745	\$0	\$1,413,813	\$233,044	\$709,084	\$48,695	\$48,695	\$97,390	\$155,045	\$182,739	\$13,939,925
2046	\$1,280,155	\$0	\$1,944,395	\$117,450	\$1,622,664	\$49,912	\$49,912	\$99,825	\$158,921	\$187,307	\$12,924,264
2047	\$5,383,197	\$0	\$852,491	\$133,084	\$1,022,922	\$51,160	\$51,160	\$102,320	\$40,724	\$191,990	\$15,592,245
<b>TOTAL</b>	<b>\$51,611,475</b>	<b>\$3,263,596</b>	<b>\$19,388,823</b>	<b>\$2,682,781</b>	<b>\$24,672,682</b>	<b>\$1,097,568</b>	<b>\$1,122,568</b>	<b>\$5,101,896</b>	<b>\$1,829,819</b>	<b>\$5,161,989</b>	<b>\$303,315,088</b>

**THIRD LAGUNA HILLS MUTUAL**  
**2018 RESERVES PLAN**  
**Replacement Reserves Planned Expenditures**

<i>Program</i>	<i>Elevator Cab Door</i>	<i>Elevator Cab Door Operators</i>	<i>Elevator Cab Refurbish</i>	<i>Elevator Flooring</i>	<i>Elevator Call Buttons</i>	<i>Elevator Controllers</i>	<i>Elevator Hoistway Doors (3 stop)</i>	<i>Elevator Hoistway Doors (4 stop)</i>	<i>Elevator Machine Room Power Units</i>
Life in Years	30	30	40	40	30	30	30	30	30
Quantity	82	82	82	82	82	82	29	53	82
Unit	ea	ea	ea	ea	ea	ea	ea	ea	ea
Unit Cost	\$12,234	\$4,733	\$8,160	\$2,040	\$8,400	\$50,600	\$4,906	\$4,906	\$9,557
Total Cost	\$1,003,188	\$388,106	\$669,120	\$167,280	\$688,800	\$4,149,200	\$142,280	\$260,029	\$783,707
2018	\$0	\$47,739	\$81,600	\$17,083	\$0	\$0	\$0	\$49,544	\$96,700
2019	\$0	\$50,156	\$85,731	\$17,948	\$0	\$0	\$0	\$52,052	\$101,595
2020	\$0	\$51,410	\$87,874	\$18,397	\$0	\$0	\$0	\$53,353	\$104,135
2021	\$0	\$52,695	\$90,071	\$18,856	\$0	\$0	\$0	\$54,687	\$106,739
2022	\$0	\$0	\$0	\$0	\$95,038	\$572,493	\$0	\$0	\$0
2023	\$0	\$0	\$0	\$0	\$97,414	\$586,805	\$0	\$0	\$0
2024	\$0	\$0	\$0	\$0	\$99,850	\$601,475	\$0	\$0	\$0
2025	\$0	\$0	\$0	\$0	\$102,346	\$616,512	\$0	\$0	\$0
2026	\$0	\$0	\$0	\$0	\$104,904	\$631,925	\$0	\$0	\$0
2027	\$0	\$0	\$0	\$0	\$107,527	\$647,723	\$0	\$0	\$0
2028	\$0	\$0	\$0	\$0	\$110,215	\$663,916	\$0	\$0	\$0
2029	\$0	\$0	\$0	\$0	\$135,565	\$816,616	\$0	\$0	\$0
2030	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2031	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2032	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2033	\$90,807	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2034	\$223,386	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2035	\$228,970	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2036	\$234,695	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2037	\$240,562	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2038	\$246,576	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2039	\$252,740	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2040	\$107,941	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2041	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2042	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2043	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2044	\$0	\$92,185	\$0	\$0	\$0	\$0	\$0	\$47,781	\$186,159
2045	\$0	\$113,388	\$0	\$0	\$0	\$0	\$117,542	\$0	\$228,976
2046	\$0	\$116,223	\$0	\$0	\$0	\$0	\$120,481	\$0	\$234,700
2047	\$0	\$119,128	\$0	\$0	\$0	\$0	\$123,493	\$0	\$240,568
<b>TOTAL</b>	<b>\$1,625,678</b>	<b>\$642,924</b>	<b>\$345,276</b>	<b>\$72,284</b>	<b>\$852,860</b>	<b>\$5,137,464</b>	<b>\$361,516</b>	<b>\$257,418</b>	<b>\$1,299,572</b>

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Replacement Reserves Planned Expenditures**

<i>Program</i>	<i>Elevator Door Protective Devices</i>	<i>Elevator Fuse</i>	<i>Elevator Solid State Soft Starters</i>	<i>TOTAL ELEVATOR FUND</i>	<i>Laundry Floors</i>	<i>Laundry Counters</i>	<i>Laundry Water Heaters</i>	<i>Laundry Dryers</i>	<i>Laundry Washers</i>	<i>TOTAL LAUNDRY FUND</i>
Life in Years	40	30	20		20	20	10	10	15	
Quantity	82	82	82		243	287	159	456	489	
Unit	ea	ea	ea		ea	ea	ea	ea	ea	
Unit Cost	\$1,836	\$224	\$1,622		\$1,580	\$297	\$337	\$524	\$1,804	
Total Cost	\$150,552	\$18,401	\$132,988		\$383,993	\$85,335	\$53,509	\$238,931	\$882,156	
2018	\$18,475	\$2,244	\$16,804	\$330,189	\$28,444	\$6,244	\$5,385	\$13,099	\$6,230	\$59,402
2019	\$19,410	\$2,358	\$17,655	\$346,905	\$29,155	\$9,448	\$5,519	\$24,490	\$60,281	\$128,893
2020	\$19,896	\$2,417	\$18,096	\$355,577	\$29,884	\$9,684	\$5,657	\$25,103	\$61,788	\$132,115
2021	\$20,393	\$2,477	\$18,548	\$364,467	\$15,316	\$9,926	\$5,799	\$25,730	\$63,332	\$120,103
2022	\$0	\$0	\$0	\$667,531	\$15,698	\$9,846	\$5,944	\$26,373	\$64,916	\$122,777
2023	\$0	\$0	\$0	\$684,219	\$16,091	\$10,092	\$6,092	\$27,033	\$66,539	\$125,847
2024	\$0	\$0	\$0	\$701,325	\$16,493	\$0	\$6,244	\$27,709	\$68,202	\$118,648
2025	\$0	\$0	\$0	\$718,858	\$16,905	\$0	\$6,401	\$28,401	\$69,907	\$121,614
2026	\$0	\$0	\$0	\$736,829	\$17,328	\$0	\$6,561	\$29,111	\$71,655	\$124,655
2027	\$0	\$0	\$0	\$755,250	\$17,761	\$0	\$6,725	\$29,839	\$73,446	\$127,771
2028	\$0	\$0	\$0	\$774,131	\$18,205	\$0	\$6,893	\$30,585	\$75,282	\$130,966
2029	\$0	\$0	\$0	\$952,181	\$18,660	\$0	\$7,065	\$31,350	\$77,164	\$134,240
2030	\$0	\$0	\$0	\$0	\$19,127	\$0	\$7,242	\$32,134	\$79,093	\$137,596
2031	\$0	\$0	\$0	\$0	\$19,605	\$0	\$7,423	\$32,937	\$81,071	\$141,036
2032	\$0	\$0	\$0	\$0	\$20,095	\$0	\$7,608	\$33,760	\$83,098	\$144,561
2033	\$0	\$0	\$0	\$90,807	\$20,598	\$0	\$7,799	\$34,604	\$85,175	\$148,175
2034	\$0	\$0	\$29,613	\$252,999	\$42,225	\$13,683	\$7,993	\$35,469	\$87,304	\$186,676
2035	\$0	\$0	\$25,295	\$254,265	\$43,281	\$14,025	\$8,193	\$36,356	\$89,487	\$191,342
2036	\$0	\$0	\$25,927	\$260,622	\$44,363	\$14,376	\$8,398	\$37,265	\$91,724	\$196,126
2037	\$0	\$0	\$26,575	\$267,137	\$45,472	\$9,507	\$8,608	\$38,197	\$94,017	\$195,801
2038	\$0	\$0	\$27,239	\$273,816	\$46,609	\$10,232	\$8,823	\$39,152	\$96,368	\$201,183
2039	\$0	\$0	\$27,920	\$280,661	\$47,774	\$10,487	\$9,044	\$40,130	\$98,777	\$206,212
2040	\$0	\$0	\$28,618	\$136,560	\$48,968	\$15,868	\$9,270	\$41,134	\$101,246	\$216,486
2041	\$0	\$0	\$29,334	\$29,334	\$25,096	\$16,265	\$9,502	\$42,162	\$103,777	\$196,802
2042	\$0	\$0	\$0	\$0	\$25,724	\$16,134	\$9,739	\$43,216	\$106,372	\$201,185
2043	\$0	\$0	\$0	\$0	\$26,367	\$16,537	\$9,983	\$44,296	\$109,031	\$206,214
2044	\$0	\$0	\$0	\$326,126	\$27,026	\$0	\$10,232	\$45,404	\$111,757	\$194,419
2045	\$0	\$0	\$0	\$459,906	\$27,702	\$0	\$10,488	\$46,539	\$114,551	\$199,280
2046	\$0	\$0	\$0	\$471,404	\$28,394	\$0	\$10,750	\$47,702	\$117,415	\$204,261
2047	\$0	\$0	\$0	\$483,189	\$29,104	\$0	\$11,019	\$48,895	\$120,350	\$209,368
<b>TOTAL</b>	<b>\$78,174</b>	<b>\$9,495</b>	<b>\$291,625</b>	<b>\$10,974,287</b>	<b>\$827,470</b>	<b>\$192,354</b>	<b>\$236,398</b>	<b>\$1,038,176</b>	<b>\$2,529,356</b>	<b>\$4,823,755</b>



**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Reserves Component Schedule**

<i>Reserve Component</i>	<i>Quantity</i>	<i>Unit</i>	<i>Unit Cost</i>	<i>Estimated Life</i>	<i>Average Remaining Life</i>	<i>TOTAL COST</i>	<i>FULLY FUNDED BALANCE</i>
<b>Replacement Fund</b>							
<b>ALARM SYSTEMS</b>						<b>\$ 2,835,000</b>	<b>\$ 1,417,500</b>
Alarm Systems	81	EA	\$ 35,000	40	21	\$ 2,835,000	\$ 1,417,500
<b>BUILDING NUMBERS</b>						<b>\$ 339,700</b>	<b>\$ 169,850</b>
Lighted Building Numbers	3,397	EA	\$ 100	40	11	\$ 339,700	\$ 169,850
<b>FOUNDATIONS/STRUCTURES</b>						<b>\$ 141,742,450</b>	<b>\$ 14,514,584</b>
Building Structures	1,405	BLDG	\$ 25,000	60	8	\$ 35,125,000	\$ 3,731,250
Building Structures Maint Ops	1,405	BLDG	\$ 5,000	60	9	\$ 7,025,000	\$ 1,795,920
Building Structures Carpentry	1,405	BLDG	\$ 10,000	60	9	\$ 14,050,000	\$ 1,795,920
Building Structures Carport Panels	1,866	STALL	\$ 325	40	15	\$ 606,450	\$ 365,308
Storage Cabinet GV	1,272	STALL	\$ 500	30	8	\$ 636,000	\$ 318,000
Foundations	1,405	BLDG	\$ 10,000	40	14	\$ 14,050,000	\$ 1,191,000
Building Structures Dry Rot Replacements	1,405	BLDG	\$ 50,000	60	8	\$ 70,250,000	\$ 5,317,188
<b>ELECTRICAL SYSTEMS</b>						<b>\$ 14,263,052</b>	<b>\$ 2,688,213</b>
Electrical Alternate Heat Source - Heat Pumps	4,274	EA	\$ 1,326	30	15	\$ 5,667,324	\$ 61,659
Electrical Alternate Heat Source - Wall Heater	9,988	EA	\$ 356	30	15	\$ 3,555,728	\$ 16,554
Electrical Systems		Various		Various		\$ 1,500,000	\$ 1,065,000
Exterior Lighting		Various		Various		\$ 790,000	\$ 645,000
Energy Projects	12	Panels	\$ 225,000	20	13	\$ 2,750,000	\$ 900,000
<b>FENCING</b>						<b>\$ 1,019,050</b>	<b>\$ 407,620</b>
Fencing - Split Rail	70,000	LF	\$ 15	20	4	\$ 1,019,050	\$ 407,620
<b>GUTTERS</b>						<b>\$ 810,000</b>	<b>\$ 151,868</b>
Gutters	81	BLDG	\$ 10,000	30	17	\$ 810,000	\$ 151,868
<b>MAILBOXES</b>						<b>\$ 995,236</b>	<b>\$ 298,618</b>
Mailboxes	4,271	MNR	\$ 233	40	15	\$ 995,236	\$ 298,618
<b>PAINT - EXTERIOR</b>						<b>\$ 17,130,443</b>	<b>\$ 9,412,115</b>
Full Cycle Exterior Paint	16,495,223	SF	\$ 0.99	10	4	\$ 16,330,271	\$ 8,983,965
Deck Topcoat Paint Follow-Up	16,495,223	SF	\$ 0.03	10	4	\$ 544,342	\$ 302,956
Lexan Signs	16,495,223	SF	\$ 0.01	10	5	\$ 125,364	\$ 67,078
Lead Abatement and Testing	16,495,223	SF	\$ 0.01	10	3	\$ 130,467	\$ 58,116
<b>PAINT - PRIOR TO PAINT DRY ROT</b>						<b>\$ 6,377,554</b>	<b>\$ 3,512,693</b>
Dry Rot Repairs	16,495,223	SF	\$ 0.32	10	4	\$ 5,244,450	\$ 2,887,211
Decking Repairs	16,495,223	SF	\$ 0.06	10	4	\$ 979,132	\$ 539,039
Balcony Dry Rot Repairs	16,495,223	SF	\$ 0.01	10	4	\$ 115,467	\$ 63,568
Lead Abatement and Testing	16,495,223	SF	\$ 0.01	10	0	\$ 38,505	\$ 22,875
<b>PAVING</b>						<b>\$ 19,852,800</b>	<b>\$ 9,873,851</b>
Paving	2,806,052	SF	\$ 3.48	30	7	\$ 9,765,100	\$ 2,072,183
Seal Coat	3,006,420	SF	\$ 0.11	4	1	\$ 322,600	\$ 211,568
Parkway Concrete Replacement	1,027,905	SF	\$ 9.50	30	13	\$ 9,765,100	\$ 7,590,100
<b>PLUMBING</b>						<b>\$ 81,143,450</b>	<b>\$ 4,821,170</b>
Water Lines - Copper	6,102	MNR	\$ 5,125	70	14	\$ 31,272,750	\$ 1,813,820
Waste Lines	6,102	MNR	\$ 8,000	70	6	\$ 48,816,000	\$ 2,480,000
Waste Lines - GV Garage	53	BLDG	\$ 19,900	35	22	\$ 1,054,700	\$ 527,350
<b>REC ROOMS, GARDEN VILLA</b>						<b>\$ 1,972,755</b>	<b>\$ 1,288,752</b>
GV Lobby	53	BLG	\$ 11,413	20	8	\$ 604,889	\$ 367,498
GV Mailrooms	53	BLG	\$ 4,730	10	3	\$ 250,679	\$ 165,070
GV Recessed Areas	53	BLG	\$ 19,500	5	2	\$ 1,033,500	\$ 705,900
GV Rec Room Heat Pumps	53	BLG	\$ 932	15	6	\$ 49,396	\$ 26,345
GV Rec Room Water Heaters	53	BLG	\$ 647	10	3	\$ 34,291	\$ 23,939

**THIRD LAGUNA HILLS MUTUAL  
2018 RESERVES PLAN  
Reserves Component Schedule**

<i>Reserve Component</i>	<i>Quantity</i>	<i>Unit</i>	<i>Unit Cost</i>	<i>Estimated Life</i>	<i>Average Remaining Life</i>	<i>TOTAL COST</i>	<i>FULLY FUNDED BALANCE</i>
<b>ROOFS</b>						<b>\$ 46,836,704</b>	<b>\$ 24,432,093</b>
Built Up (Flat Rock/Cool Roof)	4,026,042	SF	\$ 6.56	16	7	\$ 26,410,836	\$ 14,693,074
Metal	502,525	SF	\$ 4.69	40	13	\$ 2,356,800	\$ 1,580,557
Preventive Maintenance	4,023,624	SF	\$ 0.35	20	10	\$ 1,408,268	\$ 704,767
Tile	3,760,897	SF	\$ 4.43	40	22	\$ 16,660,800	\$ 7,453,695
<b>TREE MAINTENANCE</b>						<b>\$ 1,641,563</b>	<b>\$ 1,185,034</b>
Tree Maintenance	26,265	HRS	\$ 63	3	1	\$ 1,641,563	\$ 1,185,034
<b>WALLS</b>						<b>\$ 6,786,840</b>	<b>\$ 762,500</b>
Perimeter Walls	30,184	LF	\$ 200	70	14	\$ 6,036,840	\$ 387,500
Common Walls	Various	LF	Various	Various	Various	\$ 750,000	\$ 375,000
<b>Elevator Replacement Fund</b>							
<b>ELEVATOR</b>						<b>\$ 8,553,650</b>	<b>\$ 4,430,033</b>
Cab Doors	82	EA	\$ 12,234	30	19	\$ 1,003,188	\$ 384,555
Cab Door Operators	82	EA	\$ 4,733	30	16	\$ 388,106	\$ 283,556
Cab Refurbish	82	EA	\$ 8,160	40	1	\$ 669,120	\$ 442,800
Cab Flooring	82	EA	\$ 2,040	40	1	\$ 167,280	\$ 83,640
Call Buttons	82	EA	\$ 8,400	30	6	\$ 688,800	\$ 344,400
Controllers	82	EA	\$ 50,600	30	8	\$ 4,149,200	\$ 2,074,600
Hoistway Doors (3 stop)	29	EA	\$ 4,906	30	28	\$ 142,280	\$ 71,140
Hoistway Doors (4 stop)	53	EA	\$ 4,906	30	4	\$ 260,029	\$ 130,014
Machine Room Power Units	82	EA	\$ 9,557	30	16	\$ 783,707	\$ 391,853
Protective Doors	82	EA	\$ 1,836	40	1	\$ 150,552	\$ 147,780
Elevator Fuses	82	EA	\$ 224	30	1	\$ 18,401	\$ 9,200
Solid State Soft Starters	82	EA	\$ 1,622	20	10	\$ 132,988	\$ 66,494
<b>Laundry Replacement Fund</b>							
<b>LAUNDRY</b>						<b>\$ 1,643,924</b>	<b>\$ 942,972</b>
Countertops	287	EA	\$ 297	20	8	\$ 85,335	\$ 49,402
Dryers	456	EA	\$ 524	10	3	\$ 238,931	\$ 163,951
Floors	243	EA	\$ 1,580	20	10	\$ 383,993	\$ 196,975
Washers	489	EA	\$ 1,804	15	6	\$ 882,156	\$ 507,405
Water Heaters	159	EA	\$ 337	10	5	\$ 53,509	\$ 25,239
<b>GRAND TOTAL</b>						<b>\$ 353,944,172</b>	<b>\$ 80,309,466</b>

**Projected Reserves Balance: \$ 14,478,077**  
**Percent Funded: 18%**



# 2018 BUSINESS PLAN

Golden Rain Foundation & Trust

Adopted September 5, 2017

## BOARD OF DIRECTORS

JOHN PARKER, President  
BETH PERAK, 1<sup>st</sup> Vice President  
JUDITH TROUTMAN, 2<sup>nd</sup> Vice President  
JOANN DI LORENZO, Secretary  
DIANE PHELPS, Treasurer  
JOHN BECKETT  
KATHRYN FRESHLEY  
THOMAS SIRKEL  
RAY GROS  
JOAN MILLIMAN  
RICHARD PALMER

Prepared By:  
VILLAGE MANAGEMENTSERVICES, Inc.

BRAD HUDSON, CEO  
BETTY PARKER, Financial Services Director





# GOLDEN RAIN FOUNDATION & TRUST

## 2018 BUSINESS PLAN

DESCRIPTION	2014 ACTUALS	2015 ACTUALS	2016 ACTUALS	2017 PLAN	2018 PLAN	Per Manor Per Month		Assessment Increase/ (Decrease)
						2017 ASSESSMENT	2018	
<b>Revenues:</b>								
Non Assessment Revenue	\$7,257,873	\$7,787,231	\$7,509,748	\$7,661,694	\$8,752,078	\$50.13	\$57.27	(\$7.14)
<b>Total Revenue</b>	<b>\$7,257,873</b>	<b>\$7,787,231</b>	<b>\$7,509,748</b>	<b>\$7,661,694</b>	<b>\$8,752,078</b>	<b>\$50.13</b>	<b>\$57.27</b>	<b>(\$7.14)</b>
<b>Expenses:</b>								
Employee Compensation	\$16,775,972	\$17,100,826	\$17,014,180	\$16,727,055	\$17,432,001	\$109.45	\$114.06	\$4.61
Exp. Related to Compensation	5,389,536	5,035,650	4,866,803	5,421,837	5,852,290	35.48	38.29	2.81
Materials and Supplies	1,674,486	1,803,159	1,717,137	1,776,606	1,767,551	11.62	11.57	(0.05)
Cost of Merchandise Sold	167,918	140,158	190,805	175,722	168,011	1.15	1.10	(0.05)
Community Events	343,848	275,533	336,348	455,468	385,442	2.98	2.52	(0.46)
Electricity	1,070,746	1,039,389	937,395	1,039,420	874,768	6.80	5.72	(1.08)
Sewer	79,816	73,563	85,212	80,868	84,487	0.53	0.55	0.02
Water	520,048	612,516	654,765	647,995	654,714	4.24	4.28	0.04
Trash	135,403	180,257	174,117	239,109	196,208	1.56	1.28	(0.28)
Natural Gas	181,543	160,239	179,211	168,690	168,683	1.10	1.10	0.00
Telephone	127,827	153,741	217,701	136,600	179,999	0.89	1.18	0.29
Fuel & Oil for Vehicles	692,534	516,987	443,229	530,844	425,000	3.47	2.78	(0.69)
Legal Fees	441,422	384,948	769,563	299,500	250,000	1.96	1.64	(0.32)
Management Fee	308,721	307,217	3,000	0	0	0.00	0.00	0.00
Professional Fees	553,043	1,384,821	121,476	563,056	801,637	3.68	5.25	1.57
Rentals	175,417	202,902	186,739	232,590	244,168	1.52	1.60	0.08
Outside Services	641,336	780,095	858,331	838,030	1,269,448	5.49	8.31	2.82
Repairs and Maintenance	746,308	849,195	695,915	785,208	798,998	5.14	5.23	0.09
Other Operating Expense	452,500	488,838	328,603	517,799	589,507	3.39	3.86	0.47
(Gain)/Loss on Sale Warehouse	(47,501)	(93,725)	(17,679)	(67,500)	(67,500)	(0.44)	(0.44)	0.00
Interest	563,992	81,298	47,229	24,512	0	0.16	0.00	(0.16)
Income Taxes	686,447	486,991	34,218	690,000	150,000	4.51	0.98	(3.53)
Property and Sales Tax	131,650	116,361	94,649	135,448	95,607	0.89	0.63	(0.26)
Insurance	1,055,339	1,195,800	1,193,427	1,343,673	1,331,694	8.79	8.71	(0.08)
Cable TV Programming	4,413,897	4,243,731	4,457,588	4,851,775	4,850,300	31.75	31.74	(0.01)
Uncollectible Accounts	29,383	14,391	16,397	14,500	33,500	0.09	0.22	0.13
Cost Allocation to Mutuals	(2,337,881)	(2,306,771)	(3,878,605)	(2,243,104)	(2,494,003)	(14.68)	(16.32)	(1.64)
<b>Total Expenses</b>	<b>\$34,973,751</b>	<b>\$35,228,111</b>	<b>\$31,727,753</b>	<b>\$35,385,701</b>	<b>\$36,042,510</b>	<b>\$231.52</b>	<b>\$235.84</b>	<b>\$4.32</b>
<b>(Surplus)/Deficit Recovery</b>				(1,800,000)	0.00	(11.78)	0.00	11.78
<b>Net Operating</b>	<b>\$27,715,877</b>	<b>\$27,440,880</b>	<b>\$24,218,005</b>	<b>\$25,924,005</b>	<b>\$27,290,432</b>	<b>\$169.61</b>	<b>\$178.57</b>	<b>\$8.96</b>
<b>Fund Contributions:</b>								
Reserve Funds	\$4,890,624	\$4,890,624	\$3,056,640	\$3,515,136	\$2,903,808	\$23.00	\$19.00	(\$4.00)
Contingency Fund	152,832	152,832	152,832	152,832	152,832	1.00	1.00	0.00
<b>Total Fund Contributions</b>	<b>\$5,043,456</b>	<b>\$5,043,456</b>	<b>\$3,209,472</b>	<b>\$3,667,968</b>	<b>\$3,056,640</b>	<b>\$24.00</b>	<b>\$20.00</b>	<b>(\$4.00)</b>
<b>TOTAL BASIC ASSESSMENTS</b>	<b>\$32,759,333</b>	<b>\$32,484,336</b>	<b>\$27,427,477</b>	<b>\$29,591,973</b>	<b>\$30,347,072</b>	<b>\$193.61</b>	<b>\$198.57</b>	<b>\$4.96</b>

**GOLDEN RAIN FOUNDATION OF LAGUNA WOODS  
2018 BUSINESS PLAN RESOLUTION**

**RESOLUTION 90-17-29**

**RESOLVED**, September 5, 2017, that the Business Plan of this Corporation for the year 2018 is hereby adopted and approved; and

**RESOLVED FURTHER**, that pursuant to said Business Plan, the Board of Directors of this Corporation hereby estimates that the sum of \$36,042,510 will be required by the Corporation to meet its annual expenses of operation, from which will be deducted \$8,752,078 in various sources of non-assessment revenue. Additionally, \$3,056,640 is planned for reserve contributions. The Board of Directors hereby estimates that the net sum of \$30,347,072 will be required to be paid by the Corporation members in accordance with the terms of that certain Trust Agreement dated March 2, 1964, as amended, and the bylaws of the Corporation; and

**RESOLVED FURTHER**, that this Corporation shall charge each member the sum of \$198.57 per month per membership of said Corporation, for its share of the aforesaid net expenses and reserve contributions for the year 2018; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

**GOLDEN RAIN FOUNDATION OF LAGUNA WOODS  
2018 RESERVES FUNDING PLAN RESOLUTION**

**RESOLUTION 90-17-31**

**WHEREAS**, Civil Code § 5570 requires specific reserve funding disclosure statements for associations; and

**WHEREAS**, planned assessments or other contributions to replacement reserves must be projected to ensure balances will be sufficient at the end of each year to meet the association's obligations for repair and/or replacement of major components during the next 30 years;

**NOW THEREFORE BE IT RESOLVED**, September 5, 2017, that the Board has developed and hereby adopts the Replacement Reserves 30-Year Funding Plan (attached) with the objective of maintaining replacement reserve balances at or above a threshold of \$6,800,000 while meeting its obligations to repair and/or replace major components; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

**2018 BUSINESS PLAN**  
**GRF FACILITY/SERVICE COST REPORT**  
**In Order of Net Cost**

This report is a compilation of frequently requested cost information for certain GRF facilities and services. Shown are the planned operating expenses (net of user fee revenue), the monthly assessment, and what percentage of the net facility cost is shared equally in the assessment.

	2018 PLAN	PER MANOR PER MONTH	PERCENTAGE SHARED	PERCENTAGE FEES
<b>Facility/Service</b> <i>(Note)</i>				
Broadband Services	\$ 2,769,761	\$ 18.12	39%	61%
Bus Service	\$ 2,457,217	\$ 16.08	100%	0%
Golf Courses	\$ 1,495,343	\$ 9.78	42%	58%
Aquatics	\$ 633,628	\$ 4.15	98%	2%
Fitness Centers	\$ 496,853	\$ 3.25	81%	19%
Clubhouse 1	\$ 462,157	\$ 3.02	81%	19%
Clubhouse 2	\$ 415,514	\$ 2.72	82%	18%
Clubhouse 4	\$ 354,335	\$ 2.32	89%	11%
Clubhouse 3	\$ 337,607	\$ 2.21	40%	60%
Clubhouse 5	\$ 303,489	\$ 1.99	55%	45%
Recreation Administration	\$ 256,938	\$ 1.68	38%	62%
Equestrian	\$ 259,560	\$ 1.70	62%	38%
Clubhouse 6	\$ 148,116	\$ 0.97	86%	14%
Garden Centers	\$ 117,860	\$ 0.77	71%	29%
Clubhouse 7	\$ 108,082	\$ 0.71	45%	55%
CC Rec Rooms	\$ 51,066	\$ 0.33	80%	20%
Library	\$ 27,108	\$ 0.18	100%	0%
Lawn Bowling	\$ 26,393	\$ 0.17	100%	0%
Village Greens	\$ 25,846	\$ 0.17	36%	64%
Tennis	\$ 4,828	\$ 0.03	100%	0%
Bar Services	\$ (15,390)	\$ (0.10)	0%	100%

*Note: The facility costs detailed above include operating costs from Recreation, Landscape, Maintenance, and allocated support costs (i.e. Payroll, Vehicle Maintenance). These figures do not include planned capital expenditures or depreciation, with the exception of Bus Service, which includes depreciation.*

The following schedules comprise the Reserves Plan for the Golden Rain Foundation & Trust (GRF). Reserves provide the funding necessary to maintain, repair, replace or restore major common-area components. A reserve study is the plan by which GRF anticipates these costs and prepares for inevitable future expenses. Ideally, all such expenditures will be covered by those funds set aside each year in segregated accounts as reserves (or funds). The Reserves Plan includes:

*Definition of Funds Resolution*

*Projected Fund Balances*

*Reserves 30-Year Funding Plan*

*Equipment and Facilities Planned Expenditures*

*Reserves Component Schedule*

*2018 Capital Reserves Expenditures Plan (follows, under separate tab)*

The Replacement Reserves Component Schedule identifies total replacement costs of about \$139 million. Using estimates of useful lives and remaining life expectancies, a calculation similar to straight-line depreciation over the life of each asset determined that the Replacement Reserves would require a balance of just over \$74 million as of December 31, 2018 to be fully funded. Projected replacement reserve balances are estimated to be just over \$14 million, or 19 percent funded.

To adequately plan for future expenditures, GRF has adopted, via resolution, a 30-Year Funding Plan that projects contributions and disbursements to replacement funds over the next thirty years, without falling below a desired minimum balance, currently set at \$6.8 million.

Each of the replacement reserves receives monies through assessments and through interest earned on invested fund balances. Additionally, the Trust Facilities Fee Fund receives monies through a fee charged at the close of each escrow, where applicable. Per resolution 90-17-35, the Trust Facilities Fee shall be \$5,000 for units with a sales price of \$75,000 or higher and \$2,500 for units that sell below \$75,000. In 2018, the basic monthly assessment for GRF reserves is set at \$19 per manor per month.

## Definition of Funds Resolution

### RESOLUTION 90-16-52

**WHEREAS**, the Board determines assessments in an amount meeting operational and reserve expenditures; and

**WHEREAS**, expenditures from the funds are authorized by the Board through the annual business plan or supplemental appropriations;

**NOW THEREFORE BE IT RESOLVED**, the Board hereby adopts the following definitions to define the purpose and use of each of the restricted funds:

**Operating Fund** – The Operating Fund accounts for all revenues and expenditures related to the services and operations of the Golden Rain Foundation, including but not limited to security, transportation, broadband services, recreation services, administration, insurance and taxes, utilities, and professional services.

**Equipment Reserve Fund** – The Equipment Reserve Fund is used for the purchase of new and replacement equipment, including but not limited to vehicles, machinery, office equipment, and furniture. This fund receives monies through assessments, interest earnings, and a transfer of operating surplus if directed by the Board. Balances are used to fund the 30-year reserves plan.

**Facilities Reserve Fund** – The Facilities Reserve Fund is used for the acquisition, addition, replacement or improvement of Foundation and Trust facilities and their components. This fund receives monies through assessments, interest earnings, and a transfer of operating surplus if directed by the Board. Balances are used to fund the 30-year reserves plan.

**Trust Facilities Fee Fund** – The Trust Facilities Fee Fund was established in 2012 to maintain and improve the recreational and other amenities available to all residents of Laguna Woods Village. A fee, allowed under Civil Code §4580, is imposed on all transactions involving the purchase of a separate interest in any of the Community's common interest developments (United Mutual, Third Mutual, and Mutual Fifty). The Trust Facilities Fee is a fixed amount, as determined from time to time by the Trustee of the Golden Rain Foundation Trust. This fund receives monies through the aforementioned fee and interest earnings. Although this is not a required fund, the Board shall determine the appropriate allocation to meet reserve expenditures.

**Contingency Fund** – The Contingency Fund provides for unanticipated expenditures not otherwise identified in the operating budget or reserves plan and provides funding for uninsured damages to property. This fund receives monies through assessments, interest earnings, and a transfer of operating surplus if directed by the Board.

**Trust Improvement Fund** – Established in 1974, this fund was established in the Trust to provide funding for improvement to certain existing community facilities. Contributions to this fund were discontinued in 1985 and improvements to GRF and Trust assets are funded through the funds mentioned above.



**GOLDEN RAIN FOUNDATION & TRUST**  
**2018 RESERVES PLAN**  
**Fund Balances**

<i>Fund</i>	<i>Year</i>	<i>Beginning Balance</i>	<i>Interest</i>	<i>Contributions</i>	<i>Assessment PMPM</i>	<i>Expenditures*</i>	<i>ENDING BALANCE</i>
<b>EQUIPMENT FUND</b>	2017	\$ 5,836,497	\$ 61,640	\$ 1,833,984	\$ 12.00	\$ (4,701,265)	\$ 3,030,856
	<b>2018</b>	<b>\$ 3,030,856</b>	<b>\$ 30,861</b>	<b>\$ 1,833,984</b>	<b>\$ 12.00</b>	<b>\$ (3,487,000)</b>	<b>\$ 1,408,701</b>
	2019	\$ 1,408,701	\$ 26,563	\$ 1,833,984	\$ 12.00	\$ (1,615,621)	\$ 1,653,627
	2020	\$ 1,653,627	\$ 33,654	\$ 1,833,984	\$ 12.00	\$ (1,295,089)	\$ 2,226,176
	2021	\$ 2,226,176	\$ 35,722	\$ 1,833,984	\$ 12.00	\$ (2,203,878)	\$ 1,892,004
<b>FACILITIES &amp; TRUST FUNDS</b>	2017	\$ 7,759,609	\$ 67,717	\$ 1,681,152	\$ 11.00	\$ (7,526,529)	\$ 1,981,949
	<b>2018</b>	<b>\$ 1,981,949</b>	<b>\$ 35,236</b>	<b>\$ 5,919,824</b>	<b>\$ 7.00</b>	<b>\$ (4,850,000)</b>	<b>\$ 3,087,009</b>
	2019	\$ 3,087,009	\$ 36,198	\$ 1,069,824	\$ 7.00	\$ (3,106,980)	\$ 1,086,051
	2020	\$ 1,086,051	\$ 12,975	\$ 1,069,824	\$ 7.00	\$ (1,759,063)	\$ 409,787
	2021	\$ 409,787	\$ 5,830	\$ 1,069,824	\$ 7.00	\$ (1,223,132)	\$ 262,309
	<i>Assumes a \$4,850,000 transfer from the Trust Facilities Fee Fund to the Facilities Fund.</i>						
<b>TRUST FACILITIES FEE FUND</b>	2017	\$ 7,778,895	\$ 124,681	\$ 2,253,750	\$ 0.00	\$ 0	\$ 10,157,326
	<b>2018</b>	<b>\$ 10,157,326</b>	<b>\$ 137,242</b>	<b>\$ (708,650)</b>	<b>\$ 0.00</b>	<b>\$ 0</b>	<b>\$ 9,585,918</b>
	2019	\$ 9,585,918	\$ 140,556	\$ 4,141,350	\$ 0.00	\$ (7,249,620)	\$ 6,618,204
	2020	\$ 6,618,204	\$ 116,141	\$ 4,141,350	\$ 0.00	\$ (4,104,480)	\$ 6,771,215
	2021	\$ 6,771,215	\$ 129,761	\$ 4,141,350	\$ 0.00	\$ (2,853,976)	\$ 8,188,350
	<i>Assumes a \$4,850,000 transfer from the Trust Facilities Fee Fund to the Facilities Fund.</i>						
<b>RESERVE FUNDS</b>	2017	\$ 21,375,001	\$ 254,038	\$ 5,768,886	\$ 23.00	\$ (12,227,794)	\$ 15,170,131
	<b>2018</b>	<b>\$ 15,170,131</b>	<b>\$ 203,339</b>	<b>\$ 7,045,158</b>	<b>\$ 19.00</b>	<b>\$ (8,337,000)</b>	<b>\$ 14,081,628</b>
	2019	\$ 14,081,628	\$ 203,317	\$ 7,045,158	\$ 19.00	\$ (11,972,221)	\$ 9,357,882
	2020	\$ 9,357,882	\$ 162,770	\$ 7,045,158	\$ 19.00	\$ (7,158,632)	\$ 9,407,178
	2021	\$ 9,407,178	\$ 171,313	\$ 7,045,158	\$ 19.00	\$ (6,280,986)	\$ 10,342,662
	<i>The 2018 Contributions assume a transfer fee increase from \$2,500 to \$5,000 per Resolution 90-17-35.</i>						
<b>CONTINGENCY FUND</b>	2017	\$ 714,784	\$ 9,850	\$ 152,832	\$ 1.00	\$ (175,278)	\$ 702,188
	<b>2018</b>	<b>\$ 702,188</b>	<b>\$ 7,400</b>	<b>\$ 152,832</b>	<b>\$ 1.00</b>	<b>\$ (500,000)</b>	<b>\$ 362,420</b>
	2019	\$ 362,420	\$ 4,528	\$ 305,664	\$ 2.00	\$ (513,000)	\$ 159,612
	2020	\$ 159,612	\$ 2,203	\$ 458,496	\$ 3.00	\$ (526,000)	\$ 94,311
	2021	\$ 94,311	\$ 2,283	\$ 611,328	\$ 4.00	\$ (539,000)	\$ 168,922
<b>TOTAL</b>	2017	\$ 22,089,785	\$ 263,888	\$ 5,921,718	\$ 24.00	\$ (12,403,072)	\$ 15,872,319
	<b>2018</b>	<b>\$ 15,872,319</b>	<b>\$ 210,739</b>	<b>\$ 7,197,990</b>	<b>\$ 20.00</b>	<b>\$ (8,837,000)</b>	<b>\$ 14,444,048</b>
	2019	\$ 14,444,048	\$ 207,845	\$ 7,350,822	\$ 21.00	\$ (12,485,221)	\$ 9,517,494
	2020	\$ 9,517,494	\$ 164,973	\$ 7,503,654	\$ 22.00	\$ (7,684,632)	\$ 9,501,489
	2021	\$ 9,501,489	\$ 173,596	\$ 7,656,486	\$ 23.00	\$ (6,819,986)	\$ 10,511,585

\* Planned Expenditures include Capital Plan items, supplemental appropriations, and carryover items from prior years.

**GOLDEN RAIN FOUNDATION & TRUST**  
**2018 RESERVES PLAN**  
**Reserves 30-Year Funding Plan**

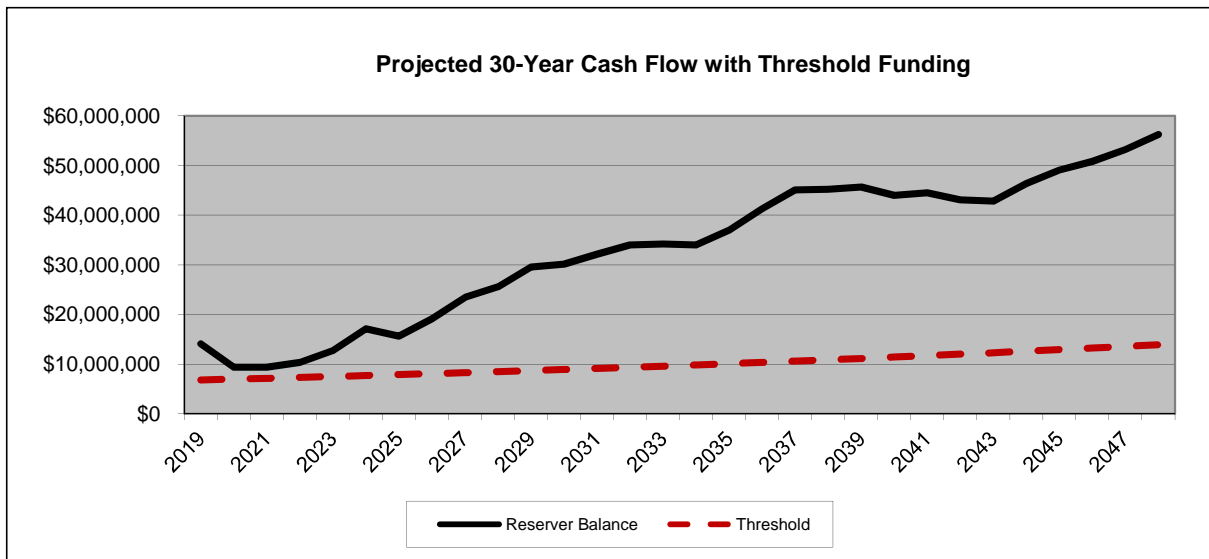
**Threshold (Min Balance): \$6,800,000**

Indexed for inflation

Year	Assessment		Interest Earnings	Facilities Fee <sup>1</sup>	Planned Expenditures <sup>2</sup>	Reserve Balance
	Per Manor Per Month	Total Contributions				
2017	\$ 23.00	\$ 3,515,136	\$ 254,038	\$ 2,253,750	\$ (12,227,794)	\$ 15,170,131
2018	\$ 19.00	\$ 2,903,808	\$ 203,339	\$ 4,141,350	\$ (8,337,000)	\$ 14,081,628
2019	\$ 19.00	\$ 2,903,808	\$ 203,317	\$ 4,141,350	\$ (11,972,221)	\$ 9,357,882
2020	\$ 19.00	\$ 2,903,808	\$ 162,770	\$ 4,141,350	\$ (7,158,632)	\$ 9,407,178
2021	\$ 19.00	\$ 2,903,808	\$ 171,312	\$ 4,141,350	\$ (6,280,986)	\$ 10,342,662
2022	\$ 19.00	\$ 2,903,808	\$ 200,202	\$ 4,141,350	\$ (4,850,249)	\$ 12,737,773
2023	\$ 19.00	\$ 2,903,808	\$ 258,997	\$ 4,141,350	\$ (2,921,005)	\$ 17,120,923
2024	\$ 19.00	\$ 2,903,808	\$ 284,266	\$ 4,141,350	\$ (8,799,452)	\$ 15,650,895
2025	\$ 19.00	\$ 2,903,808	\$ 301,810	\$ 4,141,350	\$ (3,854,353)	\$ 19,143,510
2026	\$ 19.00	\$ 2,903,808	\$ 369,242	\$ 4,141,350	\$ (3,133,082)	\$ 23,424,828
2027	\$ 19.00	\$ 2,903,808	\$ 424,767	\$ 4,141,350	\$ (5,350,067)	\$ 25,544,686
2028	\$ 19.00	\$ 2,903,808	\$ 477,873	\$ 4,141,350	\$ (3,520,529)	\$ 29,547,188
2029	\$ 19.00	\$ 2,903,808	\$ 517,726	\$ 4,141,350	\$ (6,970,854)	\$ 30,139,218
2030	\$ 19.00	\$ 2,903,808	\$ 540,044	\$ 4,141,350	\$ (5,604,301)	\$ 32,120,119
2031	\$ 19.00	\$ 2,903,808	\$ 573,766	\$ 4,141,350	\$ (5,712,193)	\$ 34,026,850
2032	\$ 19.00	\$ 2,903,808	\$ 591,600	\$ 4,141,350	\$ (7,487,379)	\$ 34,176,229
2033	\$ 19.00	\$ 2,903,808	\$ 591,123	\$ 4,141,350	\$ (7,840,714)	\$ 33,971,796
2034	\$ 19.00	\$ 2,903,808	\$ 615,208	\$ 4,141,350	\$ (4,679,215)	\$ 36,952,947
2035	\$ 19.00	\$ 2,903,808	\$ 678,901	\$ 4,141,350	\$ (3,362,346)	\$ 41,314,660
2036	\$ 19.00	\$ 2,903,808	\$ 749,352	\$ 4,141,350	\$ (4,034,291)	\$ 45,074,879
2037	\$ 19.00	\$ 2,903,808	\$ 783,368	\$ 4,141,350	\$ (7,667,179)	\$ 45,236,226
2038	\$ 19.00	\$ 2,903,808	\$ 788,237	\$ 4,141,350	\$ (7,433,336)	\$ 45,636,285
2039	\$ 19.00	\$ 2,903,808	\$ 777,702	\$ 4,141,350	\$ (9,437,470)	\$ 44,021,675
2040	\$ 19.00	\$ 2,903,808	\$ 768,069	\$ 4,141,350	\$ (7,309,214)	\$ 44,525,688
2041	\$ 19.00	\$ 2,903,808	\$ 760,009	\$ 4,141,350	\$ (9,238,402)	\$ 43,092,453
2042	\$ 19.00	\$ 2,903,808	\$ 745,198	\$ 4,141,350	\$ (8,064,603)	\$ 42,818,206
2043	\$ 19.00	\$ 2,903,808	\$ 773,472	\$ 4,141,350	\$ (4,284,730)	\$ 46,352,106
2044	\$ 19.00	\$ 2,903,808	\$ 827,676	\$ 4,141,350	\$ (5,157,788)	\$ 49,067,152
2045	\$ 19.00	\$ 2,903,808	\$ 866,578	\$ 4,141,350	\$ (6,141,998)	\$ 50,836,890
2046	\$ 19.00	\$ 2,903,808	\$ 902,371	\$ 4,141,350	\$ (5,590,805)	\$ 53,193,614
2047	\$ 19.00	\$ 2,903,808	\$ 949,245	\$ 4,141,350	\$ (4,947,190)	\$ 56,240,827

<sup>1</sup> Facilities Fee assumes a transfer fee increase from \$2,500 to \$5,000 effective January 1, 2018

<sup>2</sup> Planned Expenditures include Capital Plan, supplemental appropriations, and carryover items from prior years.



**GOLDEN RAIN FOUNDATION & TRUST**  
**2018 RESERVES PLAN**  
**Equipment Planned Expenditures**

	Aquatics	Broadband Services	Clubhouses	Fitness	Golf Facilities	Computers	Landscape	Other Equipment	Vehicles	Total
2018	\$ 50,000	\$ 400,000	\$ 467,000	\$ 185,000	\$ 195,000	\$ 949,000	\$ 95,000	\$ 175,000	\$ 971,000	\$ 3,487,000
2019	\$ 73,500	\$ 50,000	\$ 225,000	\$ 27,000	\$ 240,000	\$ 73,000	\$ 52,000	\$ 320,000	\$ 515,716	\$ 1,576,216
2020	\$ 6,200	\$ 60,000	\$ 162,437	\$ 27,000	\$ 80,500	\$ 0	\$ 378,200	\$ 125,000	\$ 393,347	\$ 1,232,684
2021	\$ 6,500	\$ 22,000	\$ 78,000	\$ 27,000	\$ 80,000	\$ 840,000	\$ 258,200	\$ 110,000	\$ 624,820	\$ 2,046,520
2022	\$ 12,000	\$ 0	\$ 0	\$ 27,000	\$ 160,000	\$ 500,000	\$ 200,000	\$ 240,000	\$ 384,286	\$ 1,523,286
2023	\$ 0	\$ 100,000	\$ 50,000	\$ 44,000	\$ 40,000	\$ 80,000	\$ 260,000	\$ 100,000	\$ 253,443	\$ 927,443
2024	\$ 18,000	\$ 35,000	\$ 0	\$ 27,000	\$ 82,000	\$ 1,023,000	\$ 200,000	\$ 105,000	\$ 477,740	\$ 1,967,740
2025	\$ 0	\$ 317,000	\$ 15,000	\$ 34,300	\$ 45,000	\$ 150,000	\$ 129,200	\$ 125,000	\$ 348,033	\$ 1,163,533
2026	\$ 7,500	\$ 37,000	\$ 76,000	\$ 112,000	\$ 130,500	\$ 559,000	\$ 0	\$ 100,000	\$ 474,466	\$ 1,496,466
2027	\$ 6,200	\$ 200,000	\$ 94,000	\$ 77,000	\$ 5,000	\$ 500,000	\$ 28,000	\$ 125,000	\$ 284,750	\$ 1,319,950
2028	\$ 6,500	\$ 0	\$ 180,000	\$ 27,000	\$ 167,000	\$ 20,000	\$ 121,000	\$ 193,556	\$ 508,876	\$ 1,223,932
2029	\$ 11,000	\$ 35,000	\$ 16,000	\$ 27,000	\$ 330,000	\$ 393,000	\$ 26,000	\$ 105,000	\$ 1,072,800	\$ 2,015,800
2030	\$ 0	\$ 60,000	\$ 385,000	\$ 44,000	\$ 163,500	\$ 0	\$ 229,400	\$ 125,000	\$ 546,411	\$ 1,553,311
2031	\$ 36,000	\$ 22,000	\$ 64,000	\$ 27,000	\$ 40,000	\$ 580,000	\$ 0	\$ 100,000	\$ 476,541	\$ 1,345,541
2032	\$ 12,000	\$ 214,000	\$ 61,000	\$ 34,300	\$ 55,000	\$ 1,500,000	\$ 0	\$ 120,000	\$ 564,722	\$ 2,561,022
2033	\$ 37,500	\$ 515,000	\$ 129,000	\$ 27,000	\$ 154,000	\$ 950,000	\$ 60,000	\$ 211,100	\$ 1,009,143	\$ 3,092,743
2034	\$ 36,200	\$ 35,000	\$ 45,000	\$ 27,000	\$ 63,000	\$ 112,000	\$ 28,000	\$ 115,000	\$ 689,436	\$ 1,150,636
2035	\$ 6,500	\$ 55,000	\$ 176,000	\$ 27,000	\$ 13,000	\$ 0	\$ 129,200	\$ 125,000	\$ 110,217	\$ 641,917
2036	\$ 18,000	\$ 22,000	\$ 113,000	\$ 112,000	\$ 32,000	\$ 470,000	\$ 0	\$ 100,000	\$ 258,650	\$ 1,125,650
2037	\$ 0	\$ 200,000	\$ 65,000	\$ 94,000	\$ 195,000	\$ 920,000	\$ 0	\$ 110,000	\$ 398,033	\$ 1,982,033
2038	\$ 0	\$ 0	\$ 370,000	\$ 177,000	\$ 102,500	\$ 20,000	\$ 121,000	\$ 205,556	\$ 459,193	\$ 1,455,249
2039	\$ 0	\$ 47,000	\$ 56,000	\$ 34,300	\$ 395,000	\$ 83,000	\$ 263,200	\$ 215,000	\$ 1,011,440	\$ 2,104,940
2040	\$ 7,500	\$ 75,000	\$ 380,000	\$ 27,000	\$ 98,500	\$ 1,000,000	\$ 392,200	\$ 125,000	\$ 141,464	\$ 2,246,664
2041	\$ 17,200	\$ 22,000	\$ 6,000	\$ 27,000	\$ 150,000	\$ 570,000	\$ 228,000	\$ 100,000	\$ 585,177	\$ 1,705,377
2042	\$ 18,500	\$ 0	\$ 45,000	\$ 27,000	\$ 59,000	\$ 589,000	\$ 200,000	\$ 135,000	\$ 470,720	\$ 1,544,220
2043	\$ 36,000	\$ 100,000	\$ 50,000	\$ 27,000	\$ 45,000	\$ 70,000	\$ 260,000	\$ 100,000	\$ 190,843	\$ 878,843
2044	\$ 0	\$ 35,000	\$ 25,000	\$ 44,000	\$ 78,000	\$ 23,000	\$ 0	\$ 105,000	\$ 940,407	\$ 1,250,407
2045	\$ 0	\$ 55,000	\$ 112,000	\$ 27,000	\$ 35,000	\$ 370,000	\$ 129,200	\$ 125,000	\$ 187,300	\$ 1,040,500
2046	\$ 0	\$ 34,000	\$ 61,000	\$ 119,300	\$ 40,000	\$ 470,000	\$ 0	\$ 100,000	\$ 700,010	\$ 1,524,310
2047	\$ 7,500	\$ 417,000	\$ 81,000	\$ 77,000	\$ 5,000	\$ 560,000	\$ 0	\$ 100,000	\$ 0	\$ 1,247,500
<b>Total</b>	\$ 422,800	\$ 2,747,000	\$ 3,506,437	\$ 1,543,200	\$ 3,273,500	\$ 12,814,000	\$ 3,787,800	\$ 4,040,212	\$ 15,048,984	\$ 48,431,433

*Figures represent 2018 dollars and do not include inflation or carryover items, which are considered on the 30-year Funding Plan.*

**GOLDEN RAIN FOUNDATION & TRUST**  
**2018 RESERVES PLAN**  
**Facilities Planned Expenditures**

	<b>Aquatics</b>	<b>Clubhouses</b>	<b>Fitness</b>	<b>Golf Facilities</b>	<b>Other GRF Facilities</b>	<b>Paving</b>	<b>Perimeter Walls</b>	<b>Principal - CC Loan</b>	<b>Security</b>	<b>Total</b>
<b>2018</b>	\$ 0	\$ 1,145,000	\$ 5,000	\$ 138,000	\$ 1,667,000	\$ 955,000	\$ 0	\$ 0	\$ 940,000	\$ 4,850,000
<b>2019</b>	\$ 80,000	\$ 6,811,000	\$ 0	\$ 0	\$ 1,923,000	\$ 650,000	\$ 0	\$ 0	\$ 640,000	\$ 10,104,000
<b>2020</b>	\$ 0	\$ 3,884,000	\$ 45,000	\$ 0	\$ 962,005	\$ 650,000	\$ 0	\$ 0	\$ 40,000	\$ 5,581,005
<b>2021</b>	\$ 305,000	\$ 1,905,000	\$ 0	\$ 0	\$ 626,000	\$ 650,000	\$ 0	\$ 0	\$ 300,000	\$ 3,786,000
<b>2022</b>	\$ 0	\$ 67,800	\$ 0	\$ 0	\$ 2,153,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,870,800
<b>2023</b>	\$ 55,000	\$ 225,000	\$ 0	\$ 0	\$ 724,300	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,654,300
<b>2024</b>	\$ 20,000	\$ 0	\$ 0	\$ 600,000	\$ 4,350,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 5,620,000
<b>2025</b>	\$ 55,000	\$ 641,200	\$ 0	\$ 20,000	\$ 387,800	\$ 650,000	\$ 0	\$ 0	\$ 325,000	\$ 2,079,000
<b>2026</b>	\$ 0	\$ 10,000	\$ 0	\$ 115,000	\$ 300,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,075,000
<b>2027</b>	\$ 0	\$ 1,576,000	\$ 0	\$ 0	\$ 738,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,964,000
<b>2028</b>	\$ 80,000	\$ 28,300	\$ 380,000	\$ 138,000	\$ 250,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,526,300
<b>2029</b>	\$ 25,000	\$ 1,316,000	\$ 0	\$ 0	\$ 1,306,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 3,297,000
<b>2030</b>	\$ 55,000	\$ 1,356,800	\$ 0	\$ 52,000	\$ 500,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,613,800
<b>2031</b>	\$ 0	\$ 1,873,200	\$ 0	\$ 0	\$ 275,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,798,200
<b>2032</b>	\$ 55,000	\$ 20,000	\$ 25,000	\$ 50,000	\$ 1,938,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,738,000
<b>2033</b>	\$ 0	\$ 597,000	\$ 0	\$ 0	\$ 749,000	\$ 650,000	\$ 0	\$ 0	\$ 325,000	\$ 2,321,000
<b>2034</b>	\$ 75,000	\$ 335,000	\$ 6,400	\$ 0	\$ 935,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,001,400
<b>2035</b>	\$ 0	\$ 515,000	\$ 45,000	\$ 0	\$ 357,800	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,567,800
<b>2036</b>	\$ 0	\$ 491,000	\$ 0	\$ 20,000	\$ 300,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,461,000
<b>2037</b>	\$ 80,000	\$ 1,456,000	\$ 0	\$ 0	\$ 628,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,814,000
<b>2038</b>	\$ 0	\$ 1,036,800	\$ 755,000	\$ 138,000	\$ 501,300	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 3,081,100
<b>2039</b>	\$ 80,000	\$ 1,336,000	\$ 0	\$ 600,000	\$ 848,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 3,514,000
<b>2040</b>	\$ 0	\$ 1,049,000	\$ 0	\$ 0	\$ 300,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,999,000
<b>2041</b>	\$ 55,000	\$ 1,785,000	\$ 0	\$ 115,000	\$ 600,000	\$ 650,000	\$ 0	\$ 0	\$ 325,000	\$ 3,530,000
<b>2042</b>	\$ 0	\$ 120,000	\$ 0	\$ 0	\$ 2,144,500	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 2,914,500
<b>2043</b>	\$ 55,000	\$ 209,300	\$ 0	\$ 0	\$ 455,000	\$ 650,000	\$ 0	\$ 0	\$ 63,000	\$ 1,432,300
<b>2044</b>	\$ 20,000	\$ 20,000	\$ 0	\$ 0	\$ 773,800	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,463,800
<b>2045</b>	\$ 0	\$ 915,000	\$ 0	\$ 0	\$ 507,800	\$ 650,000	\$ 0	\$ 0	\$ 40,000	\$ 2,112,800
<b>2046</b>	\$ 80,000	\$ 196,000	\$ 0	\$ 0	\$ 350,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,276,000
<b>2047</b>	\$ 0	\$ 31,000	\$ 25,000	\$ 20,000	\$ 444,000	\$ 650,000	\$ 0	\$ 0	\$ 0	\$ 1,170,000
<b>Total</b>	\$ 1,175,000	\$ 30,920,400	\$ 1,261,400	\$ 1,986,000	\$ 27,550,305	\$ 19,155,000	\$ -	\$ -	\$ 2,998,000	\$ 86,216,105

*Figures represent 2018 dollars and do not include inflation or carryover items, which are considered on the 30-year Funding Plan.*

**GOLDEN RAIN FOUNDATION & TRUST**  
**2018 RESERVES PLAN**  
**Reserves Component Schedule**

<i>Reserve Component</i>	<i>Quantity</i>	<i>Unit</i>	<i>Unit Cost</i>	<i>Estimated Life</i>	<i>Average Remaining Life</i>	<i>TOTAL COST</i>	<i>FULLY FUNDED BALANCE</i>
<b>Equipment</b>							
<b>Equipment</b>						<b>\$ 30,465,835</b>	<b>\$ 23,901,780</b>
Furniture & Equipment	3,250	EA	\$1 to \$614K	5 to 20	0 to 11	\$ 13,947,828	\$ 12,077,588
Computer Hardware	1,012	EA	\$20 to \$428K	3 to 5	0 to 3	\$ 3,778,707	\$ 2,952,018
Computer Software	150	EA	\$95 to \$272K	1 to 10	0 to 8	\$ 1,234,718	\$ 1,225,302
Vehicles	417	EA	\$246 to \$240K	1 to 15	0 to 15	\$ 11,504,581	\$ 7,646,871
<b>Facilities</b>							
<b>Broadband Services</b>						<b>\$ 18,925,000</b>	<b>\$ 9,512,617</b>
Head-End Facility	1	EA	\$ 1,125,000	30	15	\$ 1,125,000	\$ 600,750
Cable TV System	1	EA	\$ 17,800,000	30	16	\$ 17,800,000	\$ 8,911,867
<b>Clubhouses</b>						<b>\$ 53,320,000</b>	<b>\$ 19,016,660</b>
Clubhouse 1 Facility	1	EA	\$ 12,430,000	40	27	\$ 12,430,000	\$ 4,356,715
Clubhouse 2 Facility	1	EA	\$ 4,590,000	40	39	\$ 4,590,000	\$ 231,795
Village Greens Building	1	EA	\$ 5,400,000	40	33	\$ 5,400,000	\$ 1,082,700
Clubhouse 3 Facility	1	EA	\$ 8,700,000	40	23	\$ 8,700,000	\$ 3,919,350
Clubhouse 4 Facility	1	EA	\$ 9,700,000	40	23	\$ 9,700,000	\$ 4,369,850
Clubhouse 5 Facility	1	EA	\$ 6,500,000	40	24	\$ 6,500,000	\$ 2,765,750
Clubhouse 6 Facility	1	EA	\$ 1,500,000	40	22	\$ 1,500,000	\$ 713,250
Clubhouse 7 Facility	1	EA	\$ 4,500,000	40	27	\$ 4,500,000	\$ 1,577,250
<b>Equestrian</b>						<b>\$ 1,800,000</b>	<b>\$ 1,500,600</b>
Equestrian Facility	1	EA	\$ 1,800,000	60	11	\$ 1,800,000	\$ 1,500,600
<b>Aquatics</b>						<b>\$ 2,350,000</b>	<b>\$ 1,349,556</b>
Refurbish Pools	5	EA	\$ 400,000	40	16	\$ 2,000,000	\$ 1,271,000
Replaster Pools	5	EA	\$ 70,000	9	8	\$ 350,000	\$ 78,556
<b>Other</b>						<b>\$ 32,148,000</b>	<b>\$ 18,986,637</b>
Community Center Facility	1	EA	\$ 19,400,000	40	24	\$ 19,400,000	\$ 8,254,700
Historical Society Facility	1	EA	\$ 730,000	40	17	\$ 730,000	\$ 438,365
Library Facility	1	EA	\$ 1,420,000	40	6	\$ 1,420,000	\$ 1,243,210
Perimeter Walls	7,000	LF	\$ 160	70	16	\$ 1,120,000	\$ 880,320
Security/Landscape Facility	1	EA	\$ 1,710,000	40	3	\$ 1,710,000	\$ 1,625,355
Tennis Facility	1	EA	\$ 478,000	25	8	\$ 478,000	\$ 344,542
Vehicle Maintenance Facility	1	EA	\$ 2,130,000	40	7	\$ 2,130,000	\$ 1,811,565
Warehouse Facility	1	EA	\$ 5,160,000	40	7	\$ 5,160,000	\$ 4,388,580
<b>GRAND TOTAL</b>						<b>\$ 139,008,835</b>	<b>\$ 74,267,849</b>

**Projected Reserves Balance: \$ 14,081,628**  
**Percent Funded: 19%**



# 2018 BUSINESS PLAN

## Golden Rain Foundation & Trust Capital Reserves Expenditures Plan

Adopted September 5, 2017

Prepared By:  
VILLAGE MANAGEMENTSERVICES, Inc.

BRAD HUDSON, CEO  
BETTY PARKER, Financial Services Director







**GOLDEN RAIN FOUNDATION OF LAGUNA WOODS  
2018 CAPITAL PLAN RESOLUTION**

**RESOLUTION 90-17-30**

**RESOLVED**, September 5, 2017, that the Capital Reserve Expenditures Plan of this Corporation for the year 2018 is hereby adopted and approved; and

**RESOLVED FURTHER**, that pursuant to said Plan, the sum of \$8,337,000 is hereby authorized to be expended in 2018 for the purposes provided therein, of which \$3,487,000 is designated from the Equipment Fund and \$4,850,000 from the Facilities Fund; and

**RESOLVED FURTHER**, that the Board of Directors of this Corporation hereby authorizes the transfer of \$4,850,000 from monies set aside in the Trust Facilities Fee Fund to offset planned expenditures from reserves, as projected in the 30-year funding plan; and

**RESOLVED FURTHER**, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.

## 2018 CAPITAL PLAN

### Golden Rain Foundation

Job Number	Description	EQUIPMENT	FACILITIES	TOTAL
<b>Broadband Services</b>				<b>\$ 400,000</b>
JP180100000	Cable Inspection/Repair	100,000		100,000
JP180200000	Set Top Boxes	300,000		300,000
<b>Clubhouse 1</b>				<b>787,000</b>
JP180300000	CH 1 Chairs	40,000		40,000
JP180400000	CH 1 Fitness	185,000		185,000
JP180500000	CH 1 HVAC		350,000	350,000
JP180600000	CH 1 Maintenance		50,000	50,000
JP180700000	CH 1 Mini-gym Ducting and Equipment		15,000	15,000
JP180800000	CH 1 Pool Furniture	50,000		50,000
JP180900000	CH 1 Renovation Assessment		80,000	80,000
JP181000000	CH 1 Shade Canopies: Bocce Court Shade Canopies		5,000	5,000
JP181100000	CH 1 Shower Boiler	12,000		12,000
<b>Clubhouse 4</b>				<b>376,000</b>
JP181200000	CH 4 Gas Kilns	100,000		100,000
JP181300000	CH 4 Equipment	23,000		23,000
JP181400000	CH 4 Maintenance		91,000	91,000
JP181500000	CH 4 Pool Deck Rebuild		62,000	62,000
JP181600000	CH 4 Roof Replacement		100,000	100,000
<b>Clubhouse 5</b>				<b>182,000</b>
JP181700000	CH 5 Chairs	75,000		75,000
JP181800000	CH 5 Maintenance		32,000	32,000
JP181900000	CH 5 Multipurpose Room		75,000	75,000
<b>Clubhouse 6</b>				<b>50,000</b>
JP182000000	CH 6 Furnishings	50,000		50,000
<b>Clubhouse 7</b>				<b>167,000</b>
JP182100000	CH 7 Boiler		10,000	10,000
JP182200000	CH 7 Chairs	20,000		20,000
JP182300000	CH 7 Kitchen Modifications		130,000	130,000
JP182400000	CH 7 Water Heater	7,000		7,000
<b>Community Center</b>				<b>1,355,000</b>
JP182500000	Community Center HVAC		450,000	450,000
JP182600000	Community Center Remodel		750,000	750,000
JP182700000	Community Center Roof		155,000	155,000
<b>Computers</b>				<b>249,000</b>
JP182800000	ID Card System	89,000		89,000
JP182900000	Microsoft AX 2012 License	130,000		130,000
JP183000000	Security Vehicle Computers	30,000		30,000
<b>Energy Management System</b>				<b>150,000</b>
JP183100000	Energy Management System		150,000	150,000

## 2018 CAPITAL PLAN Golden Rain Foundation

Job Number	Description	EQUIPMENT	FACILITIES	TOTAL
<b>Gate Renovations</b>				<b>\$1,640,000</b>
JP183200000	Gates 1, 2, 3, and 4 - United Renovation		440,000	440,000
JP183300000	Gates 1, 2, 3, and 4 - United Technology	333,000		333,000
JP183400000	Gates 7, 8, 9, and 14 - Third Renovation		440,000	440,000
JP183500000	Gates 7, 8, 9, and 14 - Third Technology	367,000		367,000
JP183600000	Gates 10, 11, 12 Design		60,000	60,000
<b>Golf Facilities</b>				<b>333,000</b>
JP183700000	Aerator	28,000		28,000
JP183800000	Golf Netting at Garden Center 1		138,000	138,000
JP183900000	Irrigation Gate Valves	100,000		100,000
JP184000000	Mowers - Walking Greens	67,000		67,000
<b>Head End Building HVAC</b>				<b>12,000</b>
JP184100000	Head End Building HVAC Unit		12,000	12,000
<b>Landscape</b>				<b>95,000</b>
JP184200000	Mowers (5)	60,000		60,000
JP184300000	Tree Trimming Equipment	35,000		35,000
<b>Miscellaneous Projects</b>				<b>250,000</b>
JP184400000	Miscellaneous Projects		250,000	250,000
<b>Other Equipment</b>				<b>220,000</b>
JP184500000	Miscellaneous Equipment	40,000		40,000
JP184600000	Miscellaneous Painting Equipment	100,000		100,000
JP184700000	Outdoor Concert Support System	80,000		80,000
<b>Paving</b>				<b>955,000</b>
JP184800000	Asphalt Paving		805,000	805,000
JP184900000	Concrete Repairs		150,000	150,000
<b>Performing Arts Center</b>				<b>60,000</b>
JP185000000	Auditorium Projector	60,000		60,000
<b>Service Center</b>				<b>50,000</b>
JP185100000	Radiant Heaters		50,000	50,000
<b>Vehicles</b>				<b>1,006,000</b>
JP185200000	Buses (2)	200,000		200,000
JP185300000	Lifts (2)	110,000		110,000
JP185400000	Pickups (3)	95,000		95,000
JP185500000	Tractor	195,000		195,000
JP185600000	Truck	36,000		36,000
JP185700000	Utility Vehicles (9)	158,000		158,000
JP185800000	Vans (6)	212,000		212,000
		<b>\$3,487,000</b>	<b>\$4,850,000</b>	<b>\$8,337,000</b>

## STAFF REPORT

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**DATE:** September 5, 2017  
**FOR:** GRF Board of Directors  
**SUBJECT:** 2018 Capital Plan

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### **RECOMMENDATION**

Receive and file.

### **BACKGROUND**

On September 5, 2017 the GRF Board adopted and approved the 2018 Capital Plan. The plan approved \$3,487,000 from the Equipment Fund and \$4,850,000 from the Facilities Fund and included the items listed below.

### **DISCUSSION**

#### **Gate Renovations**

##### **Gates 1, 2, 3, and 4 – United Mutual** **\$773,000**

The existing gatehouses 1, 2, 3, and 4, were built as part of Phase 1 construction, completed between 1969 thru 1973. The proposed renovation program, with funding of \$440,000, will address code upgrades, improved traffic flow, gate access, security cameras and aesthetics.

The new Gate Access System Technology, with funding of \$333,000 for these gates, will require underground power and camera cabling to communicate with the gatehouses and Security staff and allow staff to manage and deter illegal occupancy by tracking guests, non-resident owners and annual pass holders and the number of times they are gaining access to the community. Further, residents would register and tag all vehicles to be sure only residents are parking their vehicles overnight. Staff recommends equipping all gates with the necessary investigative tools to track gate runners and guests and identify associated manors.

##### **Gates 7, 8, 9, 14 – Third Mutual** **\$807,000**

The existing gatehouses 7, 8, 9, and 14, were built as part of Phases 2 and 3 constructions, completed between 1972 thru 1981. The proposed renovation program, with funding of \$440,000, will address code upgrades, improved traffic flow, gate access, security cameras and aesthetics.

The new Gate Access System Technology, with funding of \$367,000 for these gates, will require underground power and camera cabling to communicate with the gatehouses and Security staff and allow staff to manage and deter illegal occupancy by tracking guests, non-resident owners and annual pass holders and the number of times they are gaining access to the community. Further, residents would register and tag all vehicles to be sure only residents are parking their vehicles overnight. Staff recommends equipping all gates with the necessary investigative tools to track gate runners and guests and identify associated manors.

**Gates 10, 11, 12 – Design Phase** **\$60,000**

Proposed Funding of \$60,000 is recommended for construction design of gatehouses 10, 11, and 12. Design will consider code upgrades, ADA upgrades, ergonomic improvements, improved traffic flow, gate access and aesthetics.

**Community Center** **\$1,355,000**

The Community Center is a 57,800 sq. ft. 3 story building in operation since 2002 and houses resident service centers, administrative functions, and several recreational amenities. Annual utilization is estimated at 110,000.

A remodel is proposed for the first and third floors of the Community Center with funding of \$750,000. The remodel of the first floor will improve resident services functions and maximize space utilization. The third floor remodel is required to accommodate the relocation of security and dispatch staff to the Community Center, helping to centralize call center and compliance functions.

HVAC is included with funding of \$450,000 for replacement of 3 Rooftop Mounted air conditioning Units (RTU) and controls. This project will be performed in 3 phases as each RTU controls air for a particular floor in the building.

Roof replacement is included with funding of \$155,000. The flat roof areas consist of hot tar built up roofing with cap sheet material final layer. Industry standards for useful life expectancy of hot tar built up roofing is 16 to 20 years and the roof age will be 20 years old in 2018.

**Vehicles** **\$1,006,000**

Vehicle Maintenance is responsible for maintenance and repair of the entire Laguna Woods Village vehicle and special mobile equipment fleet. Staff strives to extend serviceable life where possible by providing preventive maintenance on equipment. However, as equipment ages, repairs can become more frequent and costly. To minimize expense and downtime, replacement of certain equipment is necessary.

Staff evaluated the fleet and recommends funding of \$860,000 for replacement equipment. Because the funding is appropriated well in advance of the actual purchase, Vehicle Maintenance Staff will reevaluate all utilization and repair costs prior to purchase to ensure that the appropriate individual vehicle is selected for replacement.

Funding of \$146,000 is included for the addition of a pickup and two lifts in the paint work center to accommodate an increased scope of work.

### **Paving**

**\$955,000**

GRF streets and parking lots provide residents vehicular access to their manors and facilities within the Community. The anticipated serviceable life of the new pavement is estimated to be 20 years with sealcoat work completed on a four-year cycle. The serviceable life has been based on prior pavement performance within Laguna Woods Village.

In addition to funding of \$805,000 for the paving, Staff has accessed the areas adjacent to the proposed overlay work and identified areas to repair/replace. With funding of \$150,000, the proposed program is designed to repair all the damaged curb/gutter, driveway aprons, and sidewalks adjacent to the planned overlay areas prior to asphalt paving work and add needed ADA ramps, if appropriate.

### **Clubhouse 1**

**\$787,000**

Replacement of the HVAC units is proposed with funding of \$350,000. These units provide heating and cooling through pneumatically controlled zones. Although functional, the existing units require repairs to improve both operational effectiveness and efficiency. Energy consumption is very high due to inefficiency of EMS system. Service life for HVAC equipment is 15 years, with effective maintenance the equipment can function for up to 20 years. The existing equipment was installed in 2002. This also includes a small allocation to address Billiard Room HVAC needs.

Proposed funding of \$185,000 for the Clubhouse One Fitness facility includes replacement of worn equipment and improvements to facility configuration. By adding new strength equipment, users can take advantage of the improvements in bio-mechanics. Adding floor electrical plugs would allow for better configuration of the cardio room.

Funding of \$80,000 is included for a renovation assessment consultant, needed to evaluate architectural, structural, mechanical, electrical and plumbing projects.

Funding of \$50,000 is planned for facility maintenance such as paint, blinds, and carpet, in addition to \$15,000 required to address mini-gym ducting and equipment, and \$12,000 to replace the shower boiler.

Proposed funding of \$50,000 is for replacement of pool furniture at Pool 1, such as tables, chairs, lounges and umbrellas. The furniture is old, cracked and becoming brittle due to prolonged sun exposure.

Funding of \$40,000 is also proposed to replace chairs. The main ballroom chairs are old, outdated in style and breaking. Currently, the ballroom has a mixture of chairs which is visually unpleasing to the renters of the room.

Funding of \$5,000 is included for shade canopies at the bocce ball courts. A few years ago, some large trees and grass was removed from the south side of the bocce courts. Since then,

utilization of the bocce ball courts has dropped and some users attribute the decline to the lack of shading.

### **Broadband Services**

**\$400,000**

Annual reserve funding is designated for the purchase of set top boxes. To date, approximately 8,400 set top boxes have been installed, which generated approximately \$1,421,000 in rental revenue in 2016. Proposed funding of \$300,000 is designated for set top boxes in anticipation of the demand in digital services and failure of set top boxes once they reach their serviceable life of 10 years.

Funding of \$100,000 is also required for cable inspection and infrastructure repairs. The existing cable infrastructure is 20 years old with normal deterioration of metal enclosures and underground conduits. With continued deterioration, the high speed internet and quality of television signal will become problematic and expensive to troubleshoot. This funding allows for a proactive approach to replacement of damaged and failing components before service outages are created.

### **Clubhouse 4**

**\$376,000**

Clubhouse 4 is the arts and crafts center of the Community, offering wood and metal working shops, sewing, slip casting, photography, art, grinding, ceramics, lapidary, cabochon, intarsia, stained and fused glass, and jewelry and copper enameling. Also Saddleback College Emeritus classes are scheduled at Clubhouse 4. 2016 facility utilization was 77,199.

Funding of \$100,000 is included for replacement of two existing gas kilns. This equipment needs to be replaced due to threats of falling fire bricks from the ceiling inside the fire chamber, exhaust vent malfunctions and poor energy efficiency. Further use may increase the cracks in the ceiling and the side walls. Bricks will likely loosen over time. Though the kilns are usable, the kilns are worsening during every firing and progressive deterioration is likely to continue. The existing kilns are approximately 17 years old, get fired 60 times per year, and incurred utilization of nearly 15,000 uses in 2016.

Roof replacement is proposed at \$100,000. The flat roof areas consist of hot tar built up roofing with aggregate material final layer and the roof age will be 20 years old in 2018. Industry standards for useful life expectancy of hot tar built up roofing is 16 to 20 years.

To stay ahead of major damage and repairs, regular clubhouse maintenance is necessary and should be performed to avoid more costly repairs in the near future. Funding of \$91,000 is included to provide a complete exterior paint of body and trim.

Pool deck rebuild is included at \$62,000. The upper roof top pool deck located above the old bridge room requires a complete rebuild and resurface. Many years of patching the deck have given way to leaks to the room below and the deck has become unlevelled in several areas.

A contingency of \$23,000 is included for equipment, such as a replacement water heater, milling machine, and bench lathe.

## **Golf Facilities**

**\$333,000**

GRF is proposing the re-installation of garden plots at the south end of Garden Center 1. If new garden plots are developed, gardeners will be at risk of being struck by errant golf balls. Therefore, funding of \$138,000 is included for golf netting at Garden Center 1.

Funding of \$100,000 is included for irrigation components. Gate valves, part of the original irrigation system upgrade added in 1989 - 1990, are almost 30 years old and require replacement.

Replacement of mowers is included at \$67,000. Four walking greens mowers were purchased in 2003 and have exceeded their economical serviceable life. The mower engines have become obsolete and the manufacture no longer supplies them or repair parts. Recently, each of the mowers has needed repair with multiple days of down time, interrupting greens maintenance. One riding greens mower was purchased in 2006 and has over 6,000 hours of operation. Staff has performed preventative maintenance but the mower is in need of major, costly component replacements. The engine is extremely weak and needs to be replaced as well as a complete hydraulic sysyem overhaul.

Similarly, an aerator was purchased in 2006 and has exceeded its serviceable life. Staff rebuilt the gearbox to extend life, but the aerator can no longer be economically repaired. Funding of \$28,000 has been included for replacement of the aerator.

## **Miscellaneous Projects**

**\$250,000**

By including a contingency in the Capital Plan, unforeseen miscellaneous projects have been completed in an economical and timely fashion without going through the formal Board review process required for supplemental appropriations. Projects under \$25,000 will be completed at the discretion of the CEO and projects over \$25,000 must follow normal Board approval process for supplemental appropriations.

## **Computers**

**\$249,000**

Funding of \$130,000 is included for Dynamics AX licensing. Since the completion of the software conversion in February 2016, the user licensing structure is inadequate for current use of the system and additional licenses are required.

Funding of \$89,000 is included for the ID card system. The current AMAG Symmetry access control system provides Identification (ID) card swipe access to 10 locations throughout the community. The original hardware was installed in 2008 as part of an upgrade to the older Casi-Rusco system. This system had three new facilities added in the past year to include Clubhouse 5 Fitness room, Tennis Court doors, and Garden Center 2 entry gate. These three newer locations will not need to be upgraded, only the older 7 panels and 36 readers. To begin the transition to current proximity reader technology, the proposed technology will be dual magnetic stripe and proximity readers allowing the community to phase to proximity cards, over time, while still accepting the legacy magnetic stripe cards.

Funding of \$30,000 is proposed to install computers in security vehicles. The Security Division patrol fleet consists of 15 marked vehicles. Each vehicle is equipped with a light bar and an



outdated analog radio to communicate with dispatch and other field personnel. Uniformed security officers are required to actively patrol the community throughout their shift and to only return to the office for breaks and to complete reports or service orders. In an effort to increase efficiency and improve customer service, it is proposed that each vehicle be equipped with a mounted laptop computer with Wi-Fi capability. There are multiple benefits to outfitting each vehicle with this equipment first of which is to keep our officers in the field. High visibility patrol is one of the most effective deterrents to criminal activity. Providing fixed laptop computers will enable officers to stay out in their area in a highly visible location to complete reports. When a call for service does occur, the response time would be shortened. Secondly, for service type calls, having the ability to immediately fill out a work order and send it electronically will accelerate the response time by the appropriate maintenance personnel. Finally, having computer access to the network should improve enforcement efforts involving parking violations, clutter, and other issues that an officer may come across during their shift. Providing a mobile computer with Wi-Fi capability is the first stage in the implementation of an upgraded mobile digital computer (MDC) system including digital radios, repeaters, software and portable digital radios.

#### **Other Equipment \$220,000**

Funding of \$100,000 is recommended for Miscellaneous Painting Equipment. The paint crew has many programs and need additional equipment to meet the set schedules and deadlines. Having funding in place to replace equipment such as paint sprayers will avoid unnecessary downtime otherwise required to get approval for replacement.

Funding of \$80,000 is included for an outdoor concert support system. Recreation has increased its service level in the area of special events. Many of these events that are being planned require technical support of or related to concert sound and lighting. By including funding for outdoor concert support, equipment could provide a portable concert venue that accommodates up to 1,000 people.

A contingency of \$40,000 is included for miscellaneous equipment, such as welding machines. Having adequate tools will facilitate prompt service delivery.

#### **Clubhouse 5 \$182,000**

Funding of \$75,000 includes replacement of 650 chairs in the ballroom and 150 chairs in the multipurpose room in Clubhouse 5. The chairs are approximately 25 years old of which many have cracks and tears in upholstery. The facility is heavily used throughout the year and the chairs are worn out making them uncomfortable for seating.

Funding of \$75,000 includes the addition of a multipurpose room. A multipurpose room will create a space that will facilitate fitness classes and meet user needs.

To stay ahead of major damage and repairs, regular clubhouse maintenance is necessary and should be performed to avoid more costly repairs in the near future. Funding of \$32,000 is included as a contingency to address needed repairs.

### **Clubhouse 7** **\$167,000**

Clubhouse 7 includes a Bridge Room kitchen and dining room for conducting meetings and banquets. They are both used up to three times a day for various functions from dancing to exercise to club and private events. The annual utilization for the facility is 52,822.

Based on user requests, funding of \$130,000 is requested to renovate the Bridge Room Clubhouse 7 kitchen. Renovation includes demolition of existing wall, cabinets, flooring, countertops, installing new cabinets, additional counter space, hard surface flooring, drain line to coffee maker, and kitchen sink.

Funding of \$20,000 is proposed for replacement of the main room chairs in Clubhouse 7 to address user complaints regarding tears, protruding foam, and poor aesthetics. The 140 chairs are approximately 15 years old and are functionally as well as aesthetically not pleasing to the user.

Boiler and Domestic Heater replacement, necessitated by equipment age, is included at \$17,000. Existing units were installed in 2005 and are subject to frequent failures, which results in loss of use and additional cost for staff labor.

### **Energy Management System at Clubhouses 1, 5, and PAC** **\$150,000**

Clubhouses 1, 5 and the Performing Arts Center are all scheduled to have major HVAC replacements conducted in 2017 and 2018. Staff recommends that the new systems be commissioned to include connectivity to the new EMS system used at clubhouses 2, 6, 7 and the Village Greens.

### **Landscape** **\$95,000**

Five 48" riding mowers are scheduled for replacement at a cost of \$60,000. Existing mowers were purchased in 2000 and have an estimated useful life of 5,000 hours or 7 years. The new mowers will be quieter and cut turf more efficiently.

Funding of \$35,000 is included for tree trimming equipment. The Tree Maintenance department currently uses two Toro Dingo's with grapppler attachments for the loading of tree trimming branches into the brush chippers. Life expectancy is 2,000 hours and the existing machines, purchased in 2002, have already been rebuilt.

### **Performing Arts Center** **\$60,000**

Replacement of the auditorium projector is included with funding of \$60,000. The existing projector is 10 years old, occasionally fails, and has lost some functionality. Staff has consulted with the architect while discussing PAC improvements to confirm that the proposed projection system is compatible with renovation plans.

**Clubhouse 6** **\$50,000**

Funding of \$50,000 is proposed to meet furniture and card tables needs at Clubhouse 6.

**Service Center** **\$50,000**

Funding of \$50,000 is included for replacement of radiant heaters. The existing 12 heaters at the maintenance center are forced air units. They are extremely inefficient and do not heat the spaces effectively. Utility costs are very high and comfortable working conditions are not maintained.

**Head End Building HVAC** **\$12,000**

The existing HVAC unit located at the Broadband “Head End” facility has reached the end of its serviceable life and requires frequent maintenance.

**Prepared By:** Executive Staff

**Reviewed By:** Brad Hudson, CEO

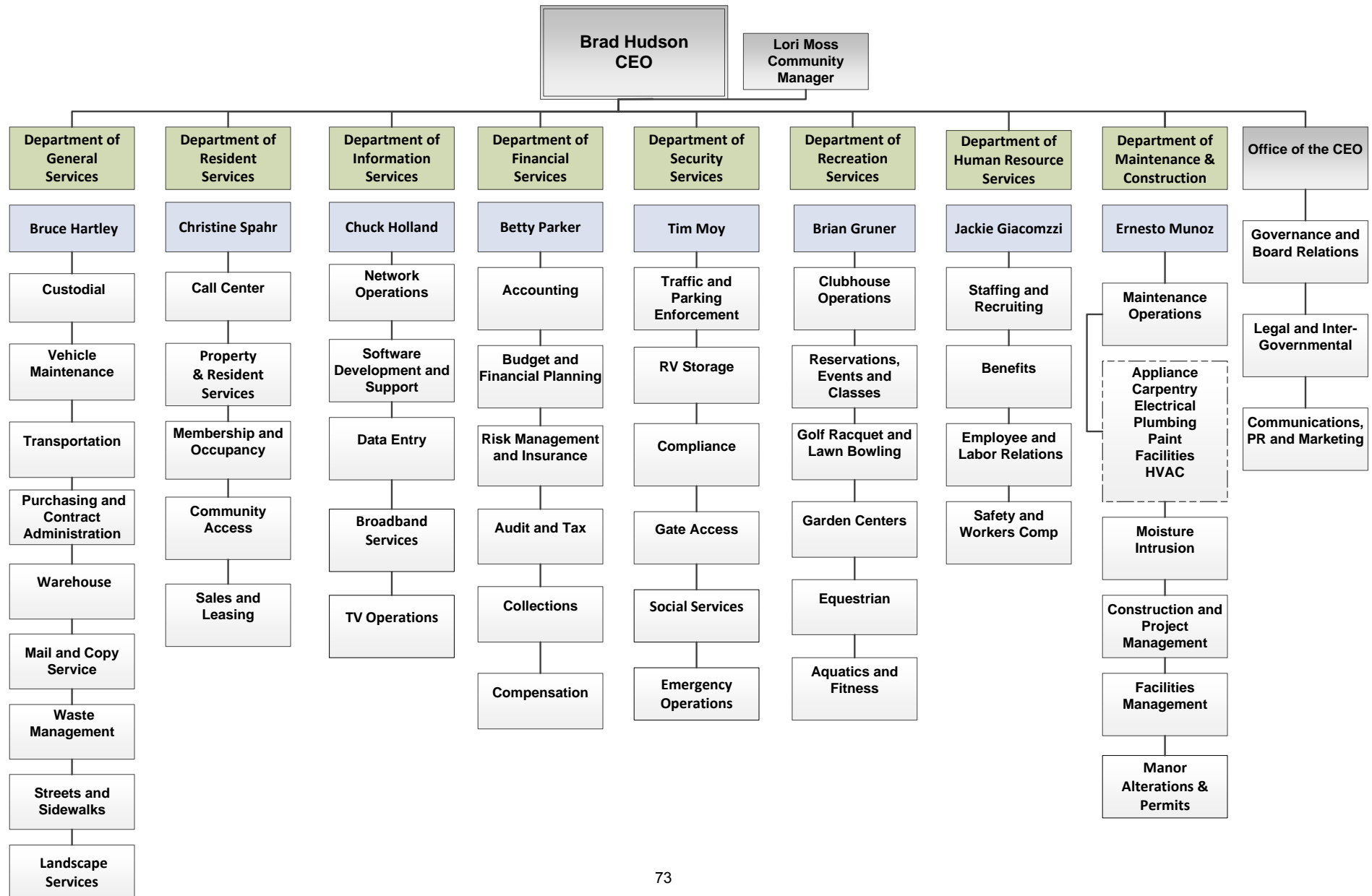


# Organization Chart by Department

October 1, 2017



Village Management Services, Inc.



## Laguna Woods Village Department Allocations

	2018 PLAN	GRF	United	Third
<b>NO WORK CENTER</b>	<b>\$14,936,334</b>	<b>(\$4,141,356)</b>	<b>\$13,498,970</b>	<b>\$5,578,719</b>
<b>OFFICE OF THE CEO</b>	<b>\$1,409,401</b>	<b>\$724,950</b>	<b>\$332,690</b>	<b>\$351,760</b>
100 - OFFICE OF THE CEO	1,409,401	724,950	332,690	351,760
<b>DEPARTMENT OF RESIDENT SERVICES</b>	<b>\$1,269,154</b>	<b>\$336,454</b>	<b>\$627,166</b>	<b>\$305,534</b>
200 - RESIDENT SERVICES ADMIN	290,258	64,105	129,261	96,892
240 - COMMUNITY SERVICES	(105,916)	42,949	(44,234)	(104,631)
950 - PROPERTY SERVICES	1,084,812	229,400	542,139	313,273
<b>DEPARTMENT OF GENERAL SERVICES</b>	<b>\$8,659,178</b>	<b>\$6,138,304</b>	<b>\$952,520</b>	<b>\$1,568,354</b>
902 - GENERAL SERVICES ADMIN	157,491	157,491	0	0
241 - MAIL AND COPY SERVICES	320,553	115,542	106,729	98,282
311 - WAREHOUSE	139,215	139,576	(11,752)	11,391
320 - COMMUNITY CENTER FACILITY	763,149	763,149	0	0
370 - PURCHASING	431,455	310,771	46,420	74,264
935 - JANITORIAL	1,239,293	206,183	247,185	785,925
936 - STREETS & SIDEWALKS	1,569,309	406,880	563,938	598,492
940 - SERVICE CENTER	258,448	258,448	0	0
945 - GRF JANITORIAL	1,422,234	1,422,234	0	0
960 - VEHICLE MAINTENANCE	108,543	108,543	0	0
970 - TRANSPORTATION	2,249,487	2,249,487	0	0
<b>DEPARTMENT OF LANDSCAPE SERVICES</b>	<b>\$11,129,773</b>	<b>\$918,638</b>	<b>\$4,390,360</b>	<b>\$5,820,775</b>
500 - LANDSCAPE ADMIN	314,724	66,217	112,990	135,516
511 - NURSERY	351,694	31,407	129,177	191,111
512 - COMPOSTING	151,357	6,746	68,030	76,581
530 - GROUNDS MAINTENANCE	6,109,519	559,033	2,465,158	3,085,328
540 - IRRIGATION	1,853,715	70,953	721,561	1,061,201
550 - SMALL EQUIPMENT REPAIR	436,554	31,529	194,394	210,630
560 - PEST CONTROL	521,861	83,811	200,186	237,864
570 - TREE TRIMMING	1,390,350	68,942	498,864	822,544
<b>DEPARTMENT OF BROADBAND SERVICES</b>	<b>\$2,769,761</b>	<b>\$2,769,761</b>	<b>\$0</b>	<b>\$0</b>
010 - BROADBAND ADMIN	0	0	0	0
020 - TV OPERATIONS	3,842,454	3,842,454	0	0
030 - TV STUDIO	562,903	562,903	0	0
040 - MEDIA SERVICES	(332,497)	(332,497)	0	0
050 - HIGH SPEED INTERNET	(1,303,099)	(1,303,099)	0	0
<b>DEPARTMENT OF INFORMATION SERVICES</b>	<b>\$1,352,467</b>	<b>\$1,303,027</b>	<b>\$49,440</b>	<b>\$0</b>
360 - INFORMATION SERVICES	1,352,467	1,303,027	49,440	0
<b>DEPARTMENT OF FINANCIAL SERVICES</b>	<b>\$5,790,688</b>	<b>\$2,471,851</b>	<b>\$1,584,998</b>	<b>\$1,733,840</b>
300 - FINANCIAL SERVICES	1,803,560	981,831	411,147	410,583
350 - INSURANCE	3,837,128	1,340,020	1,173,851	1,323,257
380 - TAXES	150,000	150,000	0	0

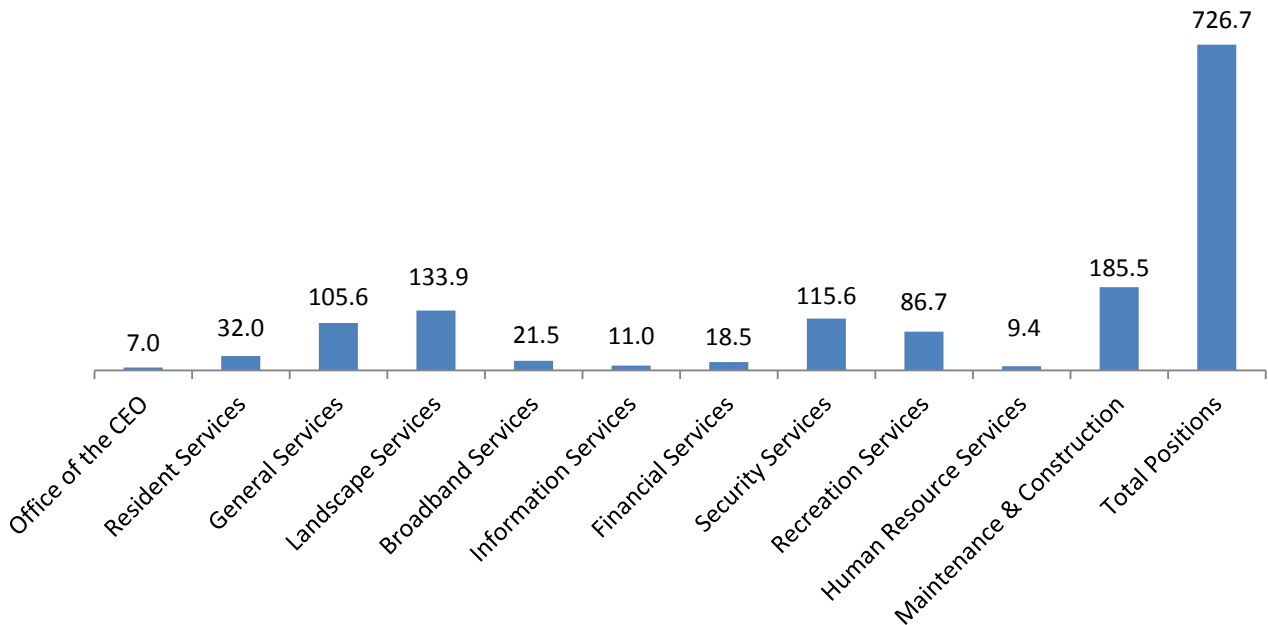
## Laguna Woods Village Department Allocations

	2018 PLAN	GRF	United	Third
<b>DEPARTMENT OF SECURITY SERVICES</b>	<b>\$5,667,682</b>	<b>\$5,312,953</b>	<b>\$160,255</b>	<b>\$194,475</b>
400 - SECURITY SERVICES	5,292,939	4,938,210	160,255	194,475
220 - SOCIAL SERVICES	374,743	374,743	0	0
<b>DEPARTMENT OF RECREATION SERVICES</b>	<b>\$5,509,331</b>	<b>\$5,509,331</b>	<b>\$0</b>	<b>\$0</b>
600 - RECREATION ADMIN	256,937	256,937	0	0
602 - BAR SERVICES	(15,390)	(15,390)	0	0
603 - LIBRARY	27,108	27,108	0	0
610 - COMMUNITY CENTER REC ROOMS	51,066	51,066	0	0
611 - CLUBHOUSE 1	462,157	462,157	0	0
612 - CLUBHOUSE 2	415,514	415,514	0	0
613 - PERFORMING ARTS CENTER	337,608	337,608	0	0
614 - CLUBHOUSE 4	354,334	354,334	0	0
615 - CLUBHOUSE 5	303,489	303,489	0	0
616 - CLUBHOUSE 6	148,116	148,116	0	0
617 - CLUBHOUSE 7	108,081	108,081	0	0
620 - EQUESTRIAN	259,560	259,560	0	0
521 - GARDEN CENTERS	117,860	117,860	0	0
670 - GOLF OPERATIONS 27 HOLE	545,037	545,037	0	0
672 - VILLAGE GREENS CAFÉ	25,846	25,846	0	0
680 - GOLF OPERATIONS 9 HOLE	82,595	82,595	0	0
690 - AQUATICS	633,628	633,628	0	0
691 - FITNESS	496,853	496,853	0	0
580 - GOLF MAINTENANCE 27 HOLE	700,465	700,465	0	0
581 - GOLF MAINTENANCE 9 HOLE	172,075	172,075	0	0
582 - LAWN BOWLING MAINTENANCE	26,392	26,392	0	0
<b>DEPARTMENT OF HUMAN RESOURCE SERVICES</b>	<b>\$181,553</b>	<b>\$181,553</b>	<b>\$0</b>	<b>\$0</b>
700 - HUMAN RESOURCE SERVICES	181,553	181,553	0	0
<b>DEPARTMENT OF MAINTENANCE &amp; CONSTRUCTION</b>	<b>\$36,094,218</b>	<b>\$1,623,613</b>	<b>\$17,983,576</b>	<b>\$16,487,032</b>
900 - MAINTENANCE OPERATIONS	964,840	169,568	393,715	401,557
904 - MAINTENANCE SERVICES	236,088	28,993	115,973	91,122
909 - MOISTURE INTRUSION	2,911,161	19,555	1,280,824	1,610,782
910 - BUILDING MAINTENANCE	3,182,961	64,555	1,494,869	1,623,537
911 - APPLIANCE	871,343	4,866	750,879	115,598
912 - CARPENTRY	4,853,759	144,516	2,048,769	2,660,475
913 - ELECTRICAL	978,392	103,148	729,049	146,196
914 - PLUMBING	3,374,352	66,448	2,720,655	587,249
917 - INTERIOR COMPONENTS	1,275,553	106,325	1,119,220	50,008
920 - CONSTRUCTION/PROJECT MANAGEMENT	12,333,663	418,423	4,724,867	7,190,373
925 - MANOR ALTERATIONS AND PERMITS	579,653	22,600	257,966	299,087
926 - FACILITIES MANAGEMENT	223,025	205,223	0	17,802
932 - PAINT	4,309,429	269,393	2,346,790	1,693,246
<b>TOTAL</b>	<b>\$94,769,538</b>	<b>\$23,149,076</b>	<b>\$39,579,975</b>	<b>\$32,040,489</b>

# Laguna Woods Village

## Staffing Summary

### Full Time Equivalents



DEPARTMENT	2015 Plan	2016 Plan	2017 Plan	2018 Version
Office of the CEO	5.03	5.00	6.50	7.00
Department of Resident Services	24.83	21.83	23.59	32.00
Department of General Services	118.67	116.48	105.03	105.57
Department of Landscape Services	156.39	135.11	132.76	133.87
Department of Broadband Services	22.27	22.27	23.51	21.47
Department of Information Services	11.00	11.00	10.04	11.00
Department of Financial Services	23.16	20.66	18.58	18.50
Department of Security Services	124.98	125.33	119.10	115.61
Department of Recreation Services	96.90	97.18	95.40	86.73
Department of Human Resource Services	9.00	8.40	9.40	9.40
Department of Maintenance & Construction	177.48	172.08	173.81	185.50
<b>TOTAL:</b>	<b>769.71</b>	<b>735.34</b>	<b>717.72</b>	<b>726.65</b>



**Laguna Woods Village**  
**Department Staffing**  
**Full Time Equivalents**

	2015 Plan	2016 Plan	2017 Plan	2018 Plan	Increase (Decrease)
<b>ALL DEPARTMENTS</b>	<b>761.53</b>	<b>735.34</b>	<b>717.72</b>	<b>726.65</b>	<b>8.93</b>
<b>Office of the CEO</b>	<b>5.03</b>	<b>5.00</b>	<b>6.50</b>	<b>7.00</b>	<b>0.50</b>
<b>Department of Resident Services</b>	<b>24.83</b>	<b>21.83</b>	<b>23.59</b>	<b>32.00</b>	<b>8.41</b>
200 Admin	0.24	0.24	-	5.00	5.00
240 Community Services	9.58	9.58	8.58	9.00	0.42
950 Property Services	15.01	12.01	15.01	18.00	2.99
<b>Department of General Services</b>	<b>118.67</b>	<b>116.48</b>	<b>105.03</b>	<b>105.57</b>	<b>0.54</b>
902 General Services Admin	7.00	6.00	5.00	6.00	1.00
241 Mail and Copy Service	3.02	3.02	3.02	3.00	(0.02)
311 Warehouse	3.03	3.02	3.02	3.00	(0.02)
370 Purchasing	5.01	5.01	5.01	5.00	(0.01)
935 Janitorial	37.52	36.42	36.26	18.00	(18.26)
936 Streets & Sidewalks	16.08	16.08	15.72	16.00	0.28
945 GRF Janitorial				20.00	20.00
960 Vehicle Maintenance	18.29	18.29	14.29	13.00	(1.29)
970 Transportation	28.72	28.64	22.71	21.57	(1.14)
<b>Department of Landscape Services</b>	<b>148.21</b>	<b>135.11</b>	<b>132.76</b>	<b>133.87</b>	<b>1.11</b>
500 Landscape Admin	6.51	3.50	4.00	9.00	5.00
510 Support Services	5.66	-	-	-	-
511 Nursery	4.01	3.88	3.88	4.00	0.12
512 Composting	1.05	1.03	1.03	1.00	(0.03)
530 Grounds Maintenance	85.34	84.61	84.98	79.65	(5.33)
540 Irrigation	17.60	17.55	17.55	16.50	(1.05)
550 Small Equipment Repair	4.01	4.00	3.00	4.00	1.00
560 Pest Control	6.34	4.84	4.84	5.00	0.16
570 Tree Trimming	17.69	15.70	13.48	14.72	1.24
<b>Department of Broadband Services</b>	<b>22.27</b>	<b>22.27</b>	<b>23.51</b>	<b>21.47</b>	<b>(2.04)</b>
010 Broadband Admin	1.76	1.76	2.00	1.00	(1.00)
020 TV Operations	11.50	11.50	12.50	10.47	(2.03)
030 TV Studio	6.01	6.01	6.01	7.00	0.99
040 Media Services	2.00	2.00	2.00	2.00	-
050 High Speed Internet	1.00	1.00	1.00	1.00	-
<b>Department of Information Services</b>	<b>11.00</b>	<b>11.00</b>	<b>10.04</b>	<b>11.00</b>	<b>0.96</b>
<b>Department of Financial Services</b>	<b>23.16</b>	<b>20.66</b>	<b>18.58</b>	<b>18.50</b>	<b>(0.08)</b>

**Laguna Woods Village**  
**Department Staffing**  
**Full Time Equivalents**

	2015 Plan	2016 Plan	2017 Plan	2018 Plan	Increase (Decrease)
<b>Department of Security Services</b>	<b>124.98</b>	<b>125.33</b>	<b>119.10</b>	<b>115.61</b>	<b>(3.49)</b>
400 Security Services	119.48	119.83	114.60	111.14	(3.46)
220 Social Services	5.50	5.50	4.50	4.47	(0.03)
<b>Department of Recreation Services</b>	<b>96.90</b>	<b>97.18</b>	<b>95.40</b>	<b>86.73</b>	<b>(8.67)</b>
600 Recreation Admin	4.11	4.11	3.61	4.25	0.64
602 Bar Services	0.60	0.60	0.60	0.60	-
610 Community Center Rec Rooms	0.75	0.75	0.75	0.75	-
611 Clubhouse 1	4.69	4.69	4.74	4.75	0.01
612 Clubhouse 2	2.85	1.43	4.50	4.29	(0.21)
613 Performing Arts Center	9.02	7.87	7.72	7.65	(0.07)
614 Clubhouse 4	3.32	3.32	3.32	3.96	0.64
615 Clubhouse 5	4.29	4.29	4.29	4.25	(0.04)
616 Clubhouse 6	1.65	1.85	1.85	1.95	0.10
617 Clubhouse 7	3.01	2.61	2.21	2.70	0.49
620 Equestrian	4.58	4.58	4.58	4.50	(0.08)
521 Garden Centers	1.00	1.00	0.50	1.00	0.50
670 Golf Operations 27 Hole	15.76	15.98	14.13	12.96	(1.17)
680 Golf Operations 9 Hole	1.68	1.96	1.96	1.96	-
690 Aquatics	10.22	9.72	9.72	-	(9.72)
691 Fitness	9.36	9.37	8.87	8.90	0.03
580 Golf Maintenance 27 Hole	17.68	20.83	19.86	20.09	0.23
581 Golf Maintenance 9 Hole	2.03	2.02	2.02	2.00	(0.02)
582 Lawn Bowling Maintenance	0.30	0.20	0.17	0.17	-
<b>Department of Human Resource Services</b>	<b>9.00</b>	<b>8.40</b>	<b>9.40</b>	<b>9.40</b>	<b>-</b>
<b>Department of Maintenance &amp; Construction</b>	<b>177.48</b>	<b>172.08</b>	<b>173.81</b>	<b>185.50</b>	<b>11.69</b>
900 Maintenance Operations	5.40	7.00	5.00	7.00	2.00
904 Maintenance Services	3.00	3.00	3.00	4.00	1.00
909 Moisture Instrusion	-	-	-	6.00	6.00
910 Building Maintenance	13.03	12.03	13.03	9.00	(4.03)
911 Appliance	6.45	6.45	6.45	5.00	(1.45)
912 Carpentry	41.15	40.15	41.15	43.00	1.85
913 Electrical	8.14	7.14	8.14	10.00	1.86
914 Plumbing	21.82	21.82	23.82	24.00	0.18
917 Interior Components	8.99	8.99	8.72	9.00	0.28
920 Construction/Project Management	10.00	8.00	8.00	8.00	-
925 Manor Alterations and Permits	8.03	8.03	7.03	9.00	1.97
926 Facilities Management	6.09	6.09	6.09	6.00	(0.09)
932 Paint	45.38	43.38	43.38	45.50	2.12

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY OF ALL UNITS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Trust Facilities Fees	\$2,252,500	\$4,141,356	(\$1,888,856)	(84%)
Golf Green Fees	1,156,582	1,594,861	(438,279)	(38%)
Golf Operations	300,082	303,271	(3,189)	(1%)
Merchandise Sales	276,492	283,111	(6,619)	(2%)
Clubhouse Rentals and Event Fees	684,485	1,009,071	(324,586)	(47%)
Rentals	101,427	101,640	(213)	0%
Fees and Charges for Services to Residents	1,232,430	1,249,027	(16,597)	(1%)
Broadband Services	4,286,520	4,386,577	(100,057)	(2%)
Laundry	254,000	348,000	(94,000)	(37%)
Miscellaneous	1,809,993	2,311,305	(501,312)	(28%)
<b>Total Non-Assessment Revenue</b>	<b><u>12,354,511</u></b>	<b><u>15,728,219</u></b>	<b><u>(3,373,708)</u></b>	<b><u>(27%)</u></b>
<b>Expenses:</b>				
Employee Compensation	33,978,944	35,891,464	1,912,519	6%
Expenses Related to Employee Compensation	12,904,694	13,949,878	1,045,184	8%
Materials and Supplies	6,964,535	6,556,686	(407,850)	(6%)
Cost of Goods Sold	175,722	168,011	(7,711)	(4%)
Community Events	455,468	385,442	(70,026)	(15%)
Utilities and Telephone	11,649,925	11,316,201	(333,723)	(3%)
Fuel and Oil	530,844	425,000	(105,844)	(20%)
Legal Fees	649,500	740,000	90,500	14%
Professional Fees	832,273	1,105,765	273,492	33%
Equipment Rental	257,965	293,942	35,977	14%
Outside Services	16,494,625	19,033,559	2,538,934	15%
Repairs and Maintenance	1,111,002	1,176,781	65,779	6%
Other Operating Expense	787,299	914,503	127,203	16%
(Gain)/Loss on sale or trade warehouse	(75,000)	(75,000)		0%
Interest Expense	24,512		(24,512)	(100%)
Income Taxes	690,000	150,000	(540,000)	(78%)
Property and Sales Tax	9,502,215	9,667,099	164,884	2%
Insurance	3,846,532	3,814,628	(31,904)	(1%)
Cable Programming/Copyright/Franchise	4,851,775	4,850,300	(1,475)	0%
Uncollectible Accounts	163,100	133,500	(29,600)	(18%)
<b>Total Expenses</b>	<b><u>105,795,930</u></b>	<b><u>110,497,759</u></b>	<b><u>4,701,829</u></b>	<b><u>4%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$93,441,419</u></b>	<b><u>\$94,769,540</u></b>	<b><u>(\$1,328,121)</u></b>	<b><u>(1%)</u></b>
Allocated To Departments	(8,660,276)	(6,371,107)	2,289,169	26%
Allocated From Departments	8,660,276	6,371,107	(2,289,169)	(26%)
<b>Net Cost</b>	<b><u>\$93,441,419</u></b>	<b><u>\$94,769,540</u></b>	<b><u>(\$1,328,121)</u></b>	<b><u>(1%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: NO WORK CENTER

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Trust Facilities Fees	\$2,252,500	\$4,141,356	(\$1,888,856)	(84%)
Laundry	254,000	348,000	(94,000)	(37%)
Miscellaneous	239,025	377,760	(138,735)	(58%)
<b>Total Non-Assessment Revenue</b>	<b><u>2,745,525</u></b>	<b><u>4,867,116</u></b>	<b><u>(2,121,591)</u></b>	<b><u>(77%)</u></b>
<b>Expenses:</b>				
Utilities and Telephone	9,327,504	9,155,010	(172,494)	(2%)
Legal Fees	350,000	490,000	140,000	40%
Professional Fees	116,524	136,000	19,476	17%
Repairs and Maintenance	311,720	350,948	39,228	13%
Property and Sales Tax	9,366,767	9,571,492	204,725	2%
Uncollectible Accounts	148,600	100,000	(48,600)	(33%)
<b>Total Expenses</b>	<b><u>19,621,115</u></b>	<b><u>19,803,450</u></b>	<b><u>182,334</u></b>	<b><u>1%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$16,875,590</u></b>	<b><u>\$14,936,334</u></b>	<b><u>\$1,939,257</u></b>	<b><u>11%</u></b>
<b>Net Cost</b>	<b><u>\$16,875,590</u></b>	<b><u>\$14,936,334</u></b>	<b><u>\$1,939,257</u></b>	<b><u>11%</u></b>

The Department of the CEO provides liaison with each of the Corporation Board of Directors; direct services, programs, and operations, ensuring that all activities are within policy guidelines set by the Boards, the management agreement, the governing documents, and the business plans of each Corporation.

#### Executive Management

- Direct supervision of the operating departments, including the development of in-house operating procedures to ensure effective, timely, and expeditious execution of services. Review all operations to seek more cost-efficient and effective ways of providing services.
- Orchestrate with staff, the Boards of Directors, and the membership at large a plan for the Community to identify key issues, examine alternatives, and financially plan for the resolution of these issues to better utilize Community resources and ensure short-term planning decisions are consistent with long-term objectives.
- Provide government liaison with City, County, State and Federal governments, and other outside agencies in all matters affecting Laguna Woods Village; identify issues in neighboring cities and businesses in matters affecting Laguna Woods Village.
- Review matters regarding contracts, statutes, and general conditions relative to land use, acquisition, sale, and/or leasing.

#### Corporate Secretary

- Provide administrative support services to each of the Board of Directors. Ensure that all legal requirements are met for Board meetings, including frequency, notice, and voting issues.
- Maintain corporate records and provide research and analysis for the Boards of Directors and committees utilizing professional services and other staff as appropriate.
- Prepare agendas and coordinate all aspects of annual meetings of members, Directors Institute meetings, regular monthly meetings, and other special meetings of the Boards. Record, transcribe, and file the minutes of each of the Corporations' annual and Board of Directors' meetings.
- Monitor the submittal of applications for membership transfer and resale to assure expeditious consideration by the Boards of Directors.

#### Public Relations

- Manage comprehensive public relations program, providing information to the residents of Laguna Woods Village, potential residents, and to external news media using website postings, newsletters, emails, press releases, and social media communications.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: OFFICE OF THE CEO

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$780,164	\$863,928	\$83,764	11%
Expenses Related to Employee Compensation	121,246	137,846	16,600	14%
Materials and Supplies	4,600	15,000	10,400	226%
Legal Fees	227,000	176,000	(51,000)	(22%)
Professional Fees		75,000	75,000	0%
Other Operating Expense	122,709	118,521	(4,188)	(3%)
<b>Total Expenses</b>	<b><u>1,255,719</u></b>	<b><u>1,386,295</u></b>	<b><u>130,576</u></b>	<b><u>10%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,255,719</u></b>	 <b><u>\$1,386,295</u></b>	 <b><u>(\$130,576)</u></b>	 <b><u>(10%)</u></b>
 Allocated From Departments	 25,075	 23,106	 (1,970)	 (8%)
<b>Net Cost</b>	<b><u>\$1,280,795</u></b>	<b><u>\$1,409,401</u></b>	<b><u>(\$128,606)</u></b>	<b><u>(10%)</u></b>

## DEPARTMENT OF RESIDENT SERVICES

Department Head: Christine Spahr



Laguna Woods Village®

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Resident Services Administration - Recommend changes in governing rules, policies, and membership qualifications to the corporations, as needed. Oversee all call center operations pertaining to resident maintenance service.

Community Services – Provide support to all Boards of Directors in matters pertaining to membership and occupancy. Maintain official corporate membership and occupancy records. Process all membership changes through property transfer and resale and issue all photo identification cards. Process all lease permits in accordance with applicable mutual policies, including coordination with Security and membership counselor. Verify voter validity and eligibility.

Operate the reception desk in the Laguna Woods Village Community Center, provide switchboard services for the administrative offices and distribute various printed media to the public. Welcome new residents by holding two comprehensive orientation programs each month.

Property Services – Receive, organize and process resident service requests. Initiate appliance replacements/upgrades beginning with Member requests. Contact residents to verify scheduled work requests affected by Building Maintenance programs prior to commencement of work.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF RESIDENT SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$725,951	\$932,012	(\$206,061)	(28%)
<b>Total Non-Assessment Revenue</b>	<b><u>725,951</u></b>	<b><u>932,012</u></b>	<b><u>(206,061)</u></b>	<b><u>(28%)</u></b>
<b>Expenses:</b>				
Employee Compensation	1,030,949	1,638,193	607,244	59%
Expenses Related to Employee Compensation	284,446	393,209	108,763	38%
Materials and Supplies	24,652	29,600	4,948	20%
Professional Fees		13,000	13,000	0%
Equipment Rental	82	82		0%
Outside Services		55,000	55,000	0%
Other Operating Expense	2,019	31,738	29,719	1472%
<b>Total Expenses</b>	<b><u>1,342,147</u></b>	<b><u>2,160,822</u></b>	<b><u>818,674</u></b>	<b><u>61%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$616,196</u></b>	<b><u>\$1,228,810</u></b>	<b><u>(\$612,613)</u></b>	<b><u>(99%)</u></b>
Allocated To Departments		(237,872)	(237,872)	0%
Allocated From Departments	86,770	278,216	191,446	221%
<b>Net Cost</b>	<b><u>\$702,966</u></b>	<b><u>\$1,269,154</u></b>	<b><u>(\$566,188)</u></b>	<b><u>(81%)</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
200 - RESIDENT SERVICES ADMIN

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation		\$374,526	\$374,526	0%
Expenses Related to Employee Compensation		77,859	77,859	0%
Materials and Supplies		3,500	3,500	0%
Professional Fees		7,000	7,000	0%
Other Operating Expense		24,900	24,900	0%
<b>Total Expenses</b>		<b>487,785</b>	<b>487,785</b>	<b>0%</b>
 <b>Net Cost (before allocations)</b>		 <b>\$487,785</b>	 <b>(\$487,785)</b>	 <b>0%</b>
 Allocated To Departments		(237,872)	(237,872)	0%
Allocated From Departments		40,344	40,344	0%
 <b>Net Cost</b>		 <b>\$290,258</b>	 <b>(\$290,258)</b>	 <b>0%</b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
240 - COMMUNITY SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$722,354	\$868,902	(\$146,548)	(20%)
<b>Total Non-Assessment Revenue</b>	<b><u>722,354</u></b>	<b><u>868,902</u></b>	<b><u>(146,548)</u></b>	<b><u>(20%)</u></b>
<b>Expenses:</b>				
Employee Compensation	403,944	514,816	110,872	27%
Expenses Related to Employee Compensation	104,984	103,335	(1,650)	(2%)
Materials and Supplies	18,541	18,100	(441)	(2%)
Equipment Rental	82	82		0%
Outside Services		5,000	5,000	0%
Other Operating Expense	1,318	2,718	1,400	106%
<b>Total Expenses</b>	<b><u>528,869</u></b>	<b><u>644,050</u></b>	<b><u>115,181</u></b>	<b><u>22%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>(\$193,485)</u></b>	<b><u>(\$224,852)</u></b>	<b><u>\$31,367</u></b>	<b><u>16%</u></b>
Allocated From Departments	41,142	118,936	77,794	189%
<b>Net Cost</b>	<b><u>(\$152,343)</u></b>	<b><u>(\$105,916)</u></b>	<b><u>(\$46,428)</u></b>	<b><u>(30%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
950 - PROPERTY SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$3,597	\$63,110	(\$59,513)	(1655%)
<b>Total Non-Assessment Revenue</b>	<u><b>3,597</b></u>	<u><b>63,110</b></u>	<u><b>(59,513)</b></u>	<u><b>(1655%)</b></u>
<b>Expenses:</b>				
Employee Compensation	627,005	748,851	121,846	19%
Expenses Related to Employee Compensation	179,462	212,015	32,554	18%
Materials and Supplies	6,111	8,000	1,889	31%
Professional Fees		6,000	6,000	0%
Outside Services		50,000	50,000	0%
Other Operating Expense	701	4,120	3,419	488%
<b>Total Expenses</b>	<u><b>813,278</b></u>	<u><b>1,028,986</b></u>	<u><b>215,708</b></u>	<u><b>27%</b></u>
<b>Net Cost (before allocations)</b>	<u><b>\$809,681</b></u>	<u><b>\$965,876</b></u>	<u><b>(\$156,195)</b></u>	<u><b>(19%)</b></u>
Allocated From Departments	45,628	118,936	73,308	161%
<b>Net Cost</b>	<u><u><b>\$855,310</b></u></u>	<u><u><b>\$1,084,812</b></u></u>	<u><u><b>(\$229,502)</b></u></u>	<u><u><b>(27%)</b></u></u>



## DEPARTMENT OF GENERAL SERVICES

Department Head: Bruce Hartley



Laguna Woods Village®

The Department of General Services is responsible for operating, maintaining, repairing, and replacing the Community physical assets or resources, with the following major areas of operation:

Mail and Copy Services – Delivery of all mail services required for the associations, administration, and clubs. Fee based services for residents include: Copying, Folding, Collating, Stapling, Heat Binding, Cutting, Laminating, Faxing, Shredding.

Warehouse – Maintain centralized receiving and warehouse services, deliver merchandise and equipment received to operating departments, and manage the disposal of obsolete equipment, sales of used refrigerators, and cash sales to residents.

Community Center – Record operating costs related to the Laguna Woods Village Community Center building, including: facility and equipment repair and maintenance; utility and telephone services; office/workstation alterations; furniture and office equipment; office space rental (e.g. The Laguna Woods Globe); miscellaneous support materials for coffee and copy rooms; and association fees and requirements.

Purchasing – Coordinate procurement of goods and services. Monitor and evaluate vendor performance. Maintain purchase order, contract, and product information files. Provide projected cost information to support operating and capital budgets. Prepare and execute all major facility improvements and service contracts.

Janitorial - Provide cleaning of certain Golden Rain Foundation facilities and some components of the Housing Mutual's buildings

Street and Sidewalks – Responsible for minor maintenance to streets, parking lots, signage, and parkways. Services also include street sweeping, curb painting, concrete work, gutter cleaning, perimeter wall repair, welding, and storm drain maintenance.

Service Center Facility – Provide office, shop, and storage facilities for the Transportation, Maintenance, Landscape, Broadband, Security and Warehouse operations. The utilities, trash transfer station, and general operating costs to support these facilities are compiled in this work center.

Vehicle Maintenance – Responsible for maintenance and repair of the entire Laguna Woods Village vehicle and special mobile equipment fleet.

Transportation – Provides a bus transportation system exclusively for Laguna Woods Village residents.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF GENERAL SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$28,788	\$30,000	(\$1,212)	(4%)
Rentals	19,600	8,640	10,960	56%
Fees and Charges for Services to Residents	21,631	17,408	4,223	20%
Miscellaneous	70,000	75,230	(5,230)	(7%)
<b>Total Non-Assessment Revenue</b>	<b><u>140,019</u></b>	<b><u>131,278</u></b>	<b><u>8,741</u></b>	<b><u>6%</u></b>
<b>Expenses:</b>				
Employee Compensation	4,851,895	4,853,125	1,230	0%
Expenses Related to Employee Compensation	2,038,386	2,161,474	123,089	6%
Materials and Supplies	793,375	789,634	(3,741)	0%
Cost of Goods Sold	20,000	10,750	(9,250)	(46%)
Utilities and Telephone	709,361	636,842	(72,519)	(10%)
Fuel and Oil	530,844	425,000	(105,844)	(20%)
Professional Fees	12,000		(12,000)	(100%)
Equipment Rental	183,146	177,000	(6,146)	(3%)
Outside Services	252,532	279,963	27,431	11%
Repairs and Maintenance	224,851	200,389	(24,462)	(11%)
Other Operating Expense	183,894	205,252	21,358	12%
Interest Expense	24,512		(24,512)	(100%)
Property and Sales Tax	113,717	72,130	(41,587)	(37%)
Insurance	14,122		(14,122)	(100%)
<b>Total Expenses</b>	<b><u>9,952,635</u></b>	<b><u>9,811,559</u></b>	<b><u>(141,075)</u></b>	<b><u>(1%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$9,812,616</u></b>	<b><u>\$9,680,281</u></b>	<b><u>\$132,334</u></b>	<b><u>1%</u></b>
Allocated To Departments	(3,589,754)	(2,565,986)	1,023,768	29%
Allocated From Departments	2,410,041	1,544,883	(865,159)	(36%)
<b>Net Cost</b>	<b><u>\$8,632,903</u></b>	<b><u>\$8,659,178</u></b>	<b><u>(\$26,275)</u></b>	<b><u>0%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
902 - GENERAL SERVICES ADMIN

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$378,451	\$425,801	\$47,350	13%
Expenses Related to Employee Compensation	79,931	94,438	14,507	18%
Materials and Supplies	883	1,100	217	25%
Other Operating Expense	3,201	500	(2,701)	(84%)
<b>Total Expenses</b>	<u><b>462,467</b></u>	<u><b>521,840</b></u>	<u><b>59,373</b></u>	<u><b>13%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$462,467</b></u>	 <u><b>\$521,840</b></u>	 <u><b>(\$59,373)</b></u>	 <u><b>(13%)</b></u>
 Allocated To Departments	 (1,403,479)	 (558,377)	 845,102	 60%
Allocated From Departments	953,548	194,028	(759,519)	(80%)
 <b>Net Cost</b>	 <u><u><b>\$12,535</b></u></u>	 <u><u><b>\$157,491</b></u></u>	 <u><u><b>(\$144,955)</b></u></u>	 <u><u><b>(1156%)</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
241 - MAIL AND COPY SERVICE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$70,000	\$75,000	(\$5,000)	(7%)
<b>Total Non-Assessment Revenue</b>	<b><u>70,000</u></b>	<b><u>75,000</u></b>	<b><u>(5,000)</u></b>	<b><u>(7%)</u></b>
<b>Expenses:</b>				
Employee Compensation	139,942	140,645	704	1%
Expenses Related to Employee Compensation	48,680	49,091	411	1%
Materials and Supplies	34,500	35,000	500	1%
Equipment Rental	13,000	13,200	200	2%
Outside Services	35,750	36,000	250	1%
Repairs and Maintenance	800	6,800	6,000	750%
Other Operating Expense	124,189	129,100	4,911	4%
<b>Total Expenses</b>	<b><u>396,861</u></b>	<b><u>409,836</u></b>	<b><u>12,976</u></b>	<b><u>3%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$326,861</u></b>	<b><u>\$334,836</u></b>	<b><u>(\$7,976)</u></b>	<b><u>(2%)</u></b>
Allocated To Departments	(16,775)	(14,283)	2,492	15%
Allocated From Departments	9,535		(9,535)	(100%)
<b>Net Cost</b>	<b><u>\$319,621</u></b>	<b><u>\$320,553</u></b>	<b><u>(\$933)</u></b>	<b><u>0%</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
311 - WAREHOUSE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	<u>\$28,788</u>	<u>\$30,000</u>	<u>(\$1,212)</u>	<u>(4%)</u>
<b>Total Non-Assessment Revenue</b>	<b><u>28,788</u></b>	<b><u>30,000</u></b>	<b><u>(1,212)</u></b>	<b><u>(4%)</u></b>
<b>Expenses:</b>				
Employee Compensation	148,431	152,060	3,628	2%
Expenses Related to Employee Compensation	65,280	69,133	3,852	6%
Materials and Supplies	8,100	22,950	14,850	183%
Cost of Goods Sold	20,000	10,000	(10,000)	(50%)
Repairs and Maintenance	5,250		(5,250)	(100%)
Other Operating Expense	914	2,550	1,636	179%
Property and Sales Tax	725	1,000	275	38%
<b>Total Expenses</b>	<b><u>248,701</u></b>	<b><u>257,692</u></b>	<b><u>8,991</u></b>	<b><u>4%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$219,913</u></b>	 <b><u>\$227,692</u></b>	 <b><u>(\$7,779)</u></b>	 <b><u>(4%)</u></b>
 Allocated To Departments	 (85,730)	 (88,477)	 (2,747)	 (3%)
Allocated From Departments	66,969		(66,969)	(100%)
 <b>Net Cost</b>	 <b><u>\$201,151</u></b>	 <b><u>\$139,215</u></b>	 <b><u>\$61,936</u></b>	 <b><u>31%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
320 - COMMUNITY CENTER FACILITY

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Rentals	\$19,600	\$8,640	\$10,960	56%
Miscellaneous		230	(230)	0%
<b>Total Non-Assessment Revenue</b>	<b><u>19,600</u></b>	<b><u>8,870</u></b>	<b><u>10,730</u></b>	<b><u>55%</u></b>
<b>Expenses:</b>				
Materials and Supplies	50,050	57,050	7,000	14%
Utilities and Telephone	390,916	376,389	(14,527)	(4%)
Equipment Rental	113,000	111,000	(2,000)	(2%)
Outside Services	53,500	59,100	5,600	10%
Repairs and Maintenance	178,944	165,752	(13,192)	(7%)
Other Operating Expense	2,700	2,700		0%
Interest Expense	24,512		(24,512)	(100%)
Property and Sales Tax	28	28		0%
<b>Total Expenses</b>	<b><u>813,650</u></b>	<b><u>772,019</u></b>	<b><u>(41,631)</u></b>	<b><u>(5%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$794,050</u></b>	<b><u>\$763,149</u></b>	<b><u>\$30,901</u></b>	<b><u>4%</u></b>
Allocated From Departments	27,568		(27,568)	(100%)
<b>Net Cost</b>	<b><u>\$821,618</u></b>	<b><u>\$763,149</u></b>	<b><u>\$58,469</u></b>	<b><u>7%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
370 - PURCHASING

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$348,066	\$344,974	(\$3,093)	(1%)
Expenses Related to Employee Compensation	77,514	77,386	(128)	0%
Materials and Supplies	23,900	8,000	(15,900)	(67%)
Professional Fees	12,000		(12,000)	(100%)
Other Operating Expense	1,095	1,095		0%
<b>Total Expenses</b>	<b><u>462,575</u></b>	<b><u>431,455</u></b>	<b><u>(31,120)</u></b>	<b><u>(7%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$462,575</u></b>	 <b><u>\$431,455</u></b>	 <b><u>\$31,120</u></b>	 <b><u>7%</u></b>
 Allocated From Departments	 55,136		 (55,136)	 (100%)
<b>Net Cost</b>	<b><u><u>\$517,711</u></u></b>	<b><u><u>\$431,455</u></u></b>	<b><u><u>\$86,256</u></u></b>	<b><u><u>17%</u></u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
935 - JANITORIAL

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$1,286,026	\$644,407	(\$641,619)	(50%)
Expenses Related to Employee Compensation	783,767	415,629	(368,138)	(47%)
Materials and Supplies	142,896	22,137	(120,759)	(85%)
Outside Services	9,129	520	(8,609)	(94%)
Repairs and Maintenance	625	363	(262)	(42%)
Other Operating Expense	12,179	7,500	(4,679)	(38%)
<b>Total Expenses</b>	<b><u>2,234,622</u></b>	<b><u>1,090,556</u></b>	<b><u>(1,144,065)</u></b>	<b><u>(51%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$2,234,622</u></b>	 <b><u>\$1,090,556</u></b>	 <b><u>\$1,144,065</u></b>	 <b><u>51%</u></b>
 Allocated From Departments	 186,108	 148,737	 (37,371)	 (20%)
<b>Net Cost</b>	<b><u>\$2,420,730</u></b>	<b><u>\$1,239,293</u></b>	<b><u>\$1,181,437</u></b>	<b><u>49%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
936 - STREETS & SIDEWALKS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$21,631</u>	<u>\$17,408</u>	<u>\$4,223</u>	<u>20%</u>
<b>Total Non-Assessment Revenue</b>	<b><u>21,631</u></b>	<b><u>17,408</u></b>	<b><u>4,223</u></b>	<b><u>20%</u></b>
<b>Expenses:</b>				
Employee Compensation	760,909	773,210	12,301	2%
Expenses Related to Employee Compensation	381,185	402,621	21,435	6%
Materials and Supplies	219,453	224,741	5,288	2%
Cost of Goods Sold		500	500	0%
Equipment Rental	16,867	17,000	133	1%
Outside Services	25,548	53,042	27,494	108%
Repairs and Maintenance	2,373	2,500	127	5%
Other Operating Expense	6,090	6,650	560	9%
<b>Total Expenses</b>	<b><u>1,412,425</u></b>	<b><u>1,480,263</u></b>	<b><u>67,838</u></b>	<b><u>5%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$1,390,794</u></b>	<b><u>\$1,462,855</u></b>	<b><u>(\$72,061)</u></b>	<b><u>(5%)</u></b>
Allocated From Departments	179,377	106,454	(72,923)	(41%)
<b>Net Cost</b>	<b><u>\$1,570,172</u></b>	<b><u>\$1,569,309</u></b>	<b><u>\$862</u></b>	<b><u>0%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
940 - SERVICE CENTER FAC

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Materials and Supplies		\$4,500	\$4,500	0%
Utilities and Telephone	318,445	260,453	(57,992)	(18%)
Equipment Rental	5,590		(5,590)	(100%)
Outside Services	671		(671)	(100%)
Property and Sales Tax	51		(51)	(100%)
<b>Total Expenses</b>	<u><b>324,757</b></u>	<u><b>264,953</b></u>	<u><b>(59,804)</b></u>	<u><b>(18%)</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$324,757</b></u>	 <u><b>\$264,953</b></u>	 <u><b>\$59,804</b></u>	 <u><b>18%</b></u>
 Allocated To Departments	 (1,968)	 (6,505)	 (4,537)	 (231%)
Allocated From Departments	48,244		(48,244)	(100%)
 <b>Net Cost</b>	 <u><u><b>\$371,033</b></u></u>	 <u><u><b>\$258,448</b></u></u>	 <u><u><b>\$112,585</b></u></u>	 <u><u><b>30%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
945 - GRF JANITORIAL SVCS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation		\$715,255	\$715,255	0%
Expenses Related to Employee Compensation		461,578	461,578	0%
Materials and Supplies		103,447	103,447	0%
Outside Services		6,000	6,000	0%
Repairs and Maintenance		437	437	0%
Other Operating Expense		9,000	9,000	0%
<b>Total Expenses</b>		<u><b>1,295,716</b></u>	<u><b>1,295,716</b></u>	<u><b>0%</b></u>
 <b>Net Cost (before allocations)</b>		<u><b>\$1,295,716</b></u>	<u><b>(\$1,295,716)</b></u>	<u><b>0%</b></u>
 Allocated From Departments		126,517	126,517	0%
<b>Net Cost</b>		<u><u><b>\$1,422,234</b></u></u>	<u><u><b>(\$1,422,234)</b></u></u>	<u><u><b>0%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
960 - VEHICLE MAINTENANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$791,623	\$715,110	(\$76,513)	(10%)
Expenses Related to Employee Compensation	324,663	315,558	(9,105)	(3%)
Materials and Supplies	298,924	300,459	1,535	1%
Fuel and Oil	530,844	425,000	(105,844)	(20%)
Equipment Rental	34,689	35,800	1,111	3%
Outside Services	99,963	100,000	37	0%
Repairs and Maintenance	34,859	23,037	(11,822)	(34%)
Other Operating Expense	23,478	20,822	(2,656)	(11%)
Property and Sales Tax	112,913	71,102	(41,811)	(37%)
Insurance	14,122		(14,122)	(100%)
<b>Total Expenses</b>	<b><u>2,266,078</u></b>	<b><u>2,006,887</u></b>	<b><u>(259,190)</u></b>	<b><u>(11%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$2,266,078</u></b>	 <b><u>\$2,006,887</u></b>	 <b><u>\$259,190</u></b>	 <b><u>11%</u></b>
 Allocated To Departments	 (2,081,802)	 (1,898,345)	 183,458	 9%
<b>Net Cost</b>	<b><u>\$184,275</u></b>	<b><u>\$108,543</u></b>	<b><u>\$75,732</u></b>	<b><u>41%</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
970 - TRANSPORTATION

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$998,447	\$941,664	(\$56,783)	(6%)
Expenses Related to Employee Compensation	277,365	276,041	(1,324)	0%
Materials and Supplies	14,669	10,250	(4,419)	(30%)
Cost of Goods Sold		250	250	0%
Outside Services	27,971	25,301	(2,670)	(10%)
Repairs and Maintenance	2,000	1,500	(500)	(25%)
Other Operating Expense	10,048	25,335	15,287	152%
<b>Total Expenses</b>	<b><u>1,330,500</u></b>	<b><u>1,280,341</u></b>	<b><u>(50,159)</u></b>	<b><u>(4%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,330,500</u></b>	 <b><u>\$1,280,341</u></b>	 <b><u>\$50,159</u></b>	 <b><u>4%</u></b>
 Allocated From Departments	 883,556	 969,146	 85,590	 10%
<b>Net Cost</b>	<b><u>\$2,214,056</u></b>	<b><u>\$2,249,487</u></b>	<b><u>(\$35,431)</u></b>	<b><u>(2%)</u></b>



## DEPARTMENT OF LANDSCAPE SERVICES

Department Head: Bruce Hartley



Laguna Woods Village®

The Department of Landscape Services is a function that falls under the General Services Director and provides the following major functions:

Landscape Administration – Responsible for managing, organizing, planning, and coordinating all landscape operations. Investigate and implement new methods and practices. Provide advice and information to all corporations and Staff regarding landscape maintenance, drainage, recycling, composting, nursery operations, tree maintenance, pest control, irrigation design, and modification and other horticultural practices.

Nursery, Composting – The Nursery supports landscape maintenance operations including the purchase and production of annual color, trees, and plantings. The composting operation produces valuable compost material that is utilized throughout the Community for a variety of applications such as shrub bed mulch and soil amendment.

Grounds Maintenance – Responsible for all routine landscape and maintenance of GRF and Mutual grounds, including the following services: mowing, edging, pruning, fertilizing, planting, aerating, trimming, weeding, lawn renovation, wood splitting, mulch application, snail abatement, horse trail maintenance, wood chip distribution, and relandscaping.

Irrigation – This function is responsible for scheduling, installing, inspecting, maintaining and repairing all components of irrigation systems. Further, this area is responsible for the programming of the centralized irrigation system.

Equipment Repair – Responsible for scheduling, inspecting, and repairing landscape maintenance equipment. This function also provides prototype design and fabrication when needed.

Pest Management – Responsible for inspecting, diagnosing, and identifying turf, tree, and ornamental pests and diseases; scheduling and applying herbicides, insecticides, miticides, bactericides, and growth retardants; and setting traps and bait for rodents and other horticultural pests. This department also responds to reports of Africanized Honey Bee (AHB) incidents to eliminate swarms and remove the hive.

Tree Maintenance – Responsible for tree inspection, diagnosis, structural and maintenance pruning, and removal. The department is also responsible for stump grinding/removal. Felled trees are cut and split for fireplace-sized use for the Community. Additionally, the department is responsible for maintaining the tree inventory database using ArborPro.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF LANDSCAPE SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$11,585	\$5,000	\$6,585	57%
Fees and Charges for Services to Residents	119,712	119,139	573	0%
<b>Total Non-Assessment Revenue</b>	<b><u>131,297</u></b>	<b><u>124,139</u></b>	<b><u>7,158</u></b>	<b><u>5%</u></b>
<b>Expenses:</b>				
Employee Compensation	5,944,675	6,142,654	197,979	3%
Expenses Related to Employee Compensation	3,041,922	3,213,515	171,592	6%
Materials and Supplies	592,819	574,770	(18,049)	(3%)
Cost of Goods Sold		5	5	0%
Utilities and Telephone	1,555	2,399	844	54%
Professional Fees	15,000	15,000		0%
Outside Services	323,529	585,452	261,923	81%
Repairs and Maintenance	2,104	2,348	244	12%
Other Operating Expense	63,669	88,116	24,447	38%
Property and Sales Tax	710	230	(480)	(68%)
<b>Total Expenses</b>	<b><u>9,985,983</u></b>	<b><u>10,624,488</u></b>	<b><u>638,505</u></b>	<b><u>6%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$9,854,686</u></b>	<b><u>\$10,500,349</u></b>	<b><u>(\$645,663)</u></b>	<b><u>(7%)</u></b>
Allocated To Departments	(1,155,682)	(1,025,515)	130,167	11%
Allocated From Departments	1,790,510	1,654,940	(135,569)	(8%)
<b>Net Cost</b>	<b><u>\$10,489,514</u></b>	<b><u>\$11,129,775</u></b>	<b><u>(\$640,261)</u></b>	<b><u>(6%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
500 - LANDSCAPE ADMIN

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$426,950	\$771,472	\$344,522	81%
Expenses Related to Employee Compensation	85,933	190,534	104,601	122%
Materials and Supplies	4,296	4,300	4	0%
Professional Fees	15,000	15,000		0%
Outside Services	15,367	15,827	460	3%
Other Operating Expense	5,720	5,345	(375)	(7%)
Property and Sales Tax	230	230		0%
<b>Total Expenses</b>	<u><b>553,496</b></u>	<u><b>1,002,708</b></u>	<u><b>449,212</b></u>	<u><b>81%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$553,496</b></u>	 <u><b>\$1,002,708</b></u>	 <u><b>(\$449,212)</b></u>	 <u><b>(81%)</b></u>
 Allocated To Departments	 (1,155,682)	 (1,025,515)	 130,167	 11%
Allocated From Departments	934,871	337,530	(597,341)	(64%)
 <b>Net Cost</b>	 <u><u><b>\$332,685</b></u></u>	 <u><u><b>\$314,724</b></u></u>	 <u><u><b>\$17,962</b></u></u>	 <u><u><b>5%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
511 - NURSERY

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	<u>\$11,585</u>	<u>\$5,000</u>	<u>\$6,585</u>	<u>57%</u>
<b>Total Non-Assessment Revenue</b>	<b><u>11,585</u></b>	<b><u>5,000</u></b>	<b><u>6,585</u></b>	<b><u>57%</u></b>
<b>Expenses:</b>				
Employee Compensation	175,468	184,658	9,189	5%
Expenses Related to Employee Compensation	79,287	86,038	6,751	9%
Materials and Supplies	57,959	53,166	(4,793)	(8%)
Utilities and Telephone	1,220	2,075	855	70%
Outside Services	3,323	3,350	27	1%
Repairs and Maintenance	40	40		0%
Other Operating Expense	1,766	2,799	1,033	58%
Property and Sales Tax	480		(480)	(100%)
<b>Total Expenses</b>	<b><u>319,543</u></b>	<b><u>332,125</u></b>	<b><u>12,583</u></b>	<b><u>4%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$307,958</u></b>	 <b><u>\$327,125</u></b>	 <b><u>(\$19,168)</u></b>	 <b><u>(6%)</u></b>
 Allocated From Departments	 20,631	 24,569	 3,938	 19%
<b>Net Cost</b>	<b><u>\$328,588</u></b>	<b><u>\$351,694</u></b>	<b><u>(\$23,106)</u></b>	<b><u>(7%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
512 - COMPOSTING

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$49,380	\$50,618	\$1,238	3%
Expenses Related to Employee Compensation	23,814	25,235	1,422	6%
Materials and Supplies	385	385		0%
Outside Services	2,710	2,985	275	10%
Repairs and Maintenance	115	115		0%
Other Operating Expense	3,469	668	(2,801)	(81%)
<b>Total Expenses</b>	<u><b>79,873</b></u>	<u><b>80,007</b></u>	<u><b>134</b></u>	<u><b>0%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$79,873</b></u>	 <u><b>\$80,007</b></u>	 <u><b>(\$134)</b></u>	 <u><b>0%</b></u>
 Allocated From Departments	 58,139	 71,351	 13,212	 23%
<b>Net Cost</b>	<u><u><b>\$138,012</b></u></u>	<u><u><b>\$151,357</b></u></u>	<u><u><b>(\$13,346)</b></u></u>	<u><u><b>(10%)</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
530 - GROUNDS MAINTENANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$77,410</u>	<u>\$79,187</u>	<u>(\$1,777)</u>	<u>(2%)</u>
<b>Total Non-Assessment Revenue</b>	<b><u>77,410</u></b>	<b><u>79,187</u></b>	<b><u>(1,777)</u></b>	<b><u>(2%)</u></b>
<b>Expenses:</b>				
Employee Compensation	3,085,197	2,882,569	(202,628)	(7%)
Expenses Related to Employee Compensation	1,862,019	1,849,578	(12,441)	(1%)
Materials and Supplies	154,116	155,905	1,789	1%
Outside Services	279,651	536,602	256,951	92%
Repairs and Maintenance	710	710		0%
Other Operating Expense	<u>27,411</u>	<u>41,876</u>	<u>14,465</u>	<u>53%</u>
<b>Total Expenses</b>	<b><u>5,409,104</u></b>	<b><u>5,467,239</u></b>	<b><u>58,136</u></b>	<b><u>1%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$5,331,694</u></b>	 <b><u>\$5,388,052</u></b>	 <b><u>(\$56,359)</u></b>	 <b><u>(1%)</u></b>
 Allocated From Departments	 395,486	 721,467	 325,982	 82%
<b>Net Cost</b>	<b><u>\$5,727,179</u></b>	<b><u>\$6,109,519</u></b>	<b><u>(\$382,340)</u></b>	<b><u>(7%)</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
540 - IRRIGATION

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$34,049</u>	<u>\$34,477</u>	<u>(\$428)</u>	<u>(1%)</u>
<b>Total Non-Assessment Revenue</b>	<b><u>34,049</u></b>	<b><u>34,477</u></b>	<b><u>(428)</u></b>	<b><u>(1%)</u></b>
<b>Expenses:</b>				
Employee Compensation	992,473	927,670	(64,803)	(7%)
Expenses Related to Employee Compensation	435,299	435,629	330	0%
Materials and Supplies	217,824	206,865	(10,959)	(5%)
Outside Services	18,153	22,326	4,173	23%
Repairs and Maintenance	956	1,200	244	26%
Other Operating Expense	<u>8,095</u>	<u>14,352</u>	<u>6,257</u>	<u>77%</u>
<b>Total Expenses</b>	<b><u>1,672,800</u></b>	<b><u>1,608,042</u></b>	<b><u>(64,758)</u></b>	<b><u>(4%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,638,751</u></b>	 <b><u>\$1,573,565</u></b>	 <b><u>\$65,185</u></b>	 <b><u>4%</u></b>
 Allocated From Departments	 159,859	 280,150	 120,290	 75%
<b>Net Cost</b>	<b><u>\$1,798,610</u></b>	<b><u>\$1,853,715</u></b>	<b><u>(\$55,105)</u></b>	<b><u>(3%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
550 - SMALL EQUIPMENT REPAIR

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$144,997	\$194,834	\$49,837	34%
Expenses Related to Employee Compensation	72,615	101,200	28,585	39%
Materials and Supplies	103,496	101,988	(1,508)	(1%)
Cost of Goods Sold		5	5	0%
Outside Services	743	780	37	5%
Other Operating Expense	1,831	2,972	1,141	62%
<b>Total Expenses</b>	<u><b>323,681</b></u>	<u><b>401,778</b></u>	<u><b>78,097</b></u>	<u><b>24%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$323,681</b></u>	 <u><b>\$401,778</b></u>	 <u><b>(\$78,097)</b></u>	 <u><b>(24%)</b></u>
 Allocated From Departments	 28,344	 34,776	 6,432	 23%
<b>Net Cost</b>	<u><u><b>\$352,025</b></u></u>	<u><u><b>\$436,554</b></u></u>	<u><u><b>(\$84,529)</b></u></u>	<u><u><b>(24%)</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
560 - PEST CONTROL

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$267,357	\$288,771	\$21,415	8%
Expenses Related to Employee Compensation	121,166	133,508	12,342	10%
Materials and Supplies	48,462	42,676	(5,786)	(12%)
Outside Services	1,026	1,026		0%
Repairs and Maintenance	183	183		0%
Other Operating Expense	4,713	6,843	2,130	45%
<b>Total Expenses</b>	<b><u>442,907</u></b>	<b><u>473,007</u></b>	<b><u>30,100</u></b>	<b><u>7%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$442,907</u></b>	 <b><u>\$473,007</u></b>	 <b><u>(\$30,100)</u></b>	 <b><u>(7%)</u></b>
 Allocated From Departments	 34,445	 48,854	 14,410	 42%
<b>Net Cost</b>	<b><u>\$477,351</u></b>	<b><u>\$521,861</u></b>	<b><u>(\$44,510)</u></b>	<b><u>(9%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
570 - TREE TRIMMING

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$8,253</u>	<u>\$5,475</u>	<u>\$2,778</u>	<u>34%</u>
<b>Total Non-Assessment Revenue</b>	<b><u>8,253</u></b>	<b><u>5,475</u></b>	<b><u>2,778</u></b>	<b><u>34%</u></b>
<b>Expenses:</b>				
Employee Compensation	802,853	842,062	39,209	5%
Expenses Related to Employee Compensation	361,791	391,793	30,003	8%
Materials and Supplies	6,281	9,485	3,204	51%
Utilities and Telephone	335	324	(11)	(3%)
Outside Services	2,556	2,556		0%
Repairs and Maintenance	100	100		0%
Other Operating Expense	10,664	13,261	2,597	24%
<b>Total Expenses</b>	<b><u>1,184,580</u></b>	<b><u>1,259,581</u></b>	<b><u>75,001</u></b>	<b><u>6%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,176,327</u></b>	 <b><u>\$1,254,106</u></b>	 <b><u>(\$77,779)</u></b>	 <b><u>(7%)</u></b>
 Allocated From Departments	 158,737	 136,244	 (22,492)	 (14%)
<b>Net Cost</b>	<b><u>\$1,335,064</u></b>	<b><u>\$1,390,350</u></b>	<b><u>(\$55,287)</u></b>	<b><u>(4%)</u></b>

## DEPARTMENT OF BROADBAND SERVICES

Department Head: Chuck Holland



Laguna Woods Village®

The Department of Broadband Services is a function that falls under the IT Director and provides operation and maintenance of all related broadband activities including:

TV Operations – Coordinate and direct the maintenance and operation of the GRF Cable Television System. Determine channel placement and lineup for all analog, digital and high definition content. Provide subscription-based premium movie channel offerings. Conduct routine maintenance and repairs to the Community's cable television plant, as well as within individual manors. Provide a customer service contact for the Community to handle repairs, outages, questions on service, etc. Coordinate and maintain the provision of advanced digital services; including high-speed Internet, digital television, and program tiering. Support the ad insertion operation by maintaining the associated head end equipment necessary to provide this service. Provide enhanced digital services to the community including standard definition and high definition digital channels, pay-per-view, digital video recording, interactive program guide, and digital music services.

TV Studio – Coordinate and direct all TV6 programming content, determine programming schedules and oversee all revenue-generating advertising including local TV6 content and network ad insertion on applicable cable system channels. Record, broadcast, and archive GRF, United and Third board meetings. Provide coverage of special clubhouse meetings and important Community events. Produce, edit, and package custom audiovisual content. Provide tape, disk, or other storage media duplication services. Produce, record, broadcast, and archive the City of Laguna Woods council meetings. Provide re-broadcasting services.

Media Services – Oversee the operation and sales of cable network advertising on the Laguna Woods Village cable system. Provide a marketing strategy to promote Laguna Woods Village as a viable advertising medium to outside businesses, coordinate and solicit businesses to advertise on the Laguna Woods Village cable system, and develop and promote sales packages. Determine and schedule commercial advertising to be broadcast on the cable networks. Oversee all revenue generating advertising in short and long format. Develop the continued growth and success of the cable ad sales program.

High-Speed Internet – Oversee the delivery of high-speed data service to the residents of Laguna Woods Village and elsewhere within the City of Laguna Woods. Provide installation of high-speed data lines to manors within the Community, and maintenance of the broadband network and head-end facility. Coordinate installation and service activities with a contracted Internet service provider and promote the Internet service within the Community.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF BROADBAND SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$18,310	\$21,396	(\$3,086)	(17%)
Broadband Services	4,286,220	4,386,577	(100,357)	(2%)
Miscellaneous	10,000	10,000		0%
<b>Total Non-Assessment Revenue</b>	<b><u>4,314,530</u></b>	<b><u>4,417,973</u></b>	<b><u>(103,443)</u></b>	<b><u>(2%)</u></b>
<b>Expenses:</b>				
Employee Compensation	1,450,530	1,316,430	(134,100)	(9%)
Expenses Related to Employee Compensation	499,554	402,499	(97,054)	(19%)
Materials and Supplies	41,567	45,550	3,983	10%
Utilities and Telephone	143,400	132,100	(11,300)	(8%)
Legal Fees	2,500	4,000	1,500	60%
Outside Services	302,788	282,400	(20,388)	(7%)
Repairs and Maintenance	63,658	66,329	2,671	4%
Other Operating Expense	20,489	34,114	13,625	66%
Property and Sales Tax	2,600	250	(2,350)	(90%)
Cable Programming/Copyright/Franchise	4,851,775	4,850,300	(1,475)	0%
Uncollectible Accounts	14,500	33,500	19,000	131%
<b>Total Expenses</b>	<b><u>7,393,360</u></b>	<b><u>7,167,472</u></b>	<b><u>(225,888)</u></b>	<b><u>(3%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$3,078,830</u></b>	<b><u>\$2,749,499</u></b>	<b><u>\$329,331</u></b>	<b><u>11%</u></b>
Allocated To Departments	(523,339)	(56,537)	466,803	89%
Allocated From Departments	546,175	76,798	(469,377)	(86%)
<b>Net Cost</b>	<b><u>\$3,101,666</u></b>	<b><u>\$2,769,761</u></b>	<b><u>\$331,905</u></b>	<b><u>11%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
010 - BROADBAND ADMINISTRATION

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$275,066	\$44,171	(\$230,896)	(84%)
Expenses Related to Employee Compensation	41,491	12,366	(29,126)	(70%)
Materials and Supplies	1,000		(1,000)	(100%)
Legal Fees	2,500		(2,500)	(100%)
Other Operating Expense	4,125		(4,125)	(100%)
Property and Sales Tax	38		(38)	(100%)
<b>Total Expenses</b>	<u><b>324,221</b></u>	<u><b>56,537</b></u>	<u><b>(267,684)</b></u>	<u><b>(83%)</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$324,221</b></u>	 <u><b>\$56,537</b></u>	 <u><b>\$267,684</b></u>	 <u><b>83%</b></u>
 Allocated To Departments	 (523,339)	 (56,537)	 466,803	 89%
Allocated From Departments	224,333		(224,333)	(100%)
 <b>Net Cost</b>	 <u><u><b>\$25,215</b></u></u>	 <u><u>          </u></u>	 <u><u><b>\$25,215</b></u></u>	 <u><u><b>100%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
020 - TV OPERATIONS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$18,310	\$21,396	(\$3,086)	(17%)
Broadband Services	2,075,384	2,226,000	(150,616)	(7%)
Miscellaneous	10,000	10,000		0%
<b>Total Non-Assessment Revenue</b>	<b><u>2,103,694</u></b>	<b><u>2,257,396</u></b>	<b><u>(153,702)</u></b>	<b><u>(7%)</u></b>
<b>Expenses:</b>				
Employee Compensation	526,239	558,815	32,576	6%
Expenses Related to Employee Compensation	251,937	209,655	(42,282)	(17%)
Materials and Supplies	30,000	30,250	250	1%
Utilities and Telephone	143,400	132,100	(11,300)	(8%)
Legal Fees		4,000	4,000	0%
Outside Services	227,501	200,000	(27,501)	(12%)
Repairs and Maintenance	61,658	64,329	2,671	4%
Other Operating Expense	1,942	19,750	17,808	917%
Property and Sales Tax	2,187		(2,187)	(100%)
Cable Programming/Copyright/Franchise	4,811,881	4,810,000	(1,881)	0%
Uncollectible Accounts	9,000	23,000	14,000	156%
<b>Total Expenses</b>	<b><u>6,065,745</u></b>	<b><u>6,051,899</u></b>	<b><u>(13,846)</u></b>	<b><u>0%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$3,962,051</u></b>	<b><u>\$3,794,503</u></b>	<b><u>\$167,548</u></b>	<b><u>4%</u></b>
Allocated From Departments	217,126	47,951	(169,174)	(78%)
<b>Net Cost</b>	<b><u>\$4,179,177</u></b>	<b><u>\$3,842,454</u></b>	<b><u>\$336,722</u></b>	<b><u>8%</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
030 - TV STUDIO

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Broadband Services	\$177,281	\$138,250	\$39,031	22%
<b>Total Non-Assessment Revenue</b>	<b><u>177,281</u></b>	<b><u>138,250</u></b>	<b><u>39,031</u></b>	<b><u>22%</u></b>
<b>Expenses:</b>				
Employee Compensation	406,735	470,723	63,988	16%
Expenses Related to Employee Compensation	103,445	119,537	16,093	16%
Materials and Supplies	7,525	12,300	4,775	63%
Outside Services	54,637	62,500	7,863	14%
Repairs and Maintenance	1,500	1,500		0%
Other Operating Expense	800	2,850	2,050	256%
Property and Sales Tax	375	250	(125)	(33%)
Cable Programming/Copyright/Franchise	8,864	7,800	(1,064)	(12%)
Uncollectible Accounts	500	500		0%
<b>Total Expenses</b>	<b><u>584,380</u></b>	<b><u>677,960</u></b>	<b><u>93,579</u></b>	<b><u>16%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$407,099</u></b>	<b><u>\$539,710</u></b>	<b><u>(\$132,610)</u></b>	<b><u>(33%)</u></b>
Allocated From Departments	54,602	23,193	(31,408)	(58%)
<b>Net Cost</b>	<b><u>\$461,701</u></b>	<b><u>\$562,903</u></b>	<b><u>(\$101,202)</u></b>	<b><u>(22%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
040 - MEDIA SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Broadband Services	\$632,519	\$650,000	(\$17,481)	(3%)
<b>Total Non-Assessment Revenue</b>	<b><u>632,519</u></b>	<b><u>650,000</u></b>	<b><u>(17,481)</u></b>	<b><u>(3%)</u></b>
<b>Expenses:</b>				
Employee Compensation	201,132	201,566	434	0%
Expenses Related to Employee Compensation	48,980	38,523	(10,457)	(21%)
Materials and Supplies	3,042	3,000	(42)	(1%)
Outside Services	20,650	19,900	(750)	(4%)
Repairs and Maintenance	500	500		0%
Other Operating Expense	13,354	11,514	(1,840)	(14%)
Cable Programming/Copyright/Franchise	31,030	32,500	1,470	5%
Uncollectible Accounts	5,000	10,000	5,000	100%
<b>Total Expenses</b>	<b><u>323,688</u></b>	<b><u>317,503</u></b>	<b><u>(6,185)</u></b>	<b><u>(2%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>(\$308,831)</u></b>	 <b><u>(\$332,497)</u></b>	 <b><u>\$23,666</u></b>	 <b><u>8%</u></b>
  <b>Net Cost</b>	  <b><u>(\$308,831)</u></b>	  <b><u>(\$332,497)</u></b>	  <b><u>\$23,666</u></b>	  <b><u>8%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
050 - HIGH SPEED INTERNET

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Broadband Services	<u>\$1,401,036</u>	<u>\$1,372,327</u>	<u>\$28,709</u>	<u>2%</u>
<b>Total Non-Assessment Revenue</b>	<b><u>1,401,036</u></b>	<b><u>1,372,327</u></b>	<b><u>28,709</u></b>	<b><u>2%</u></b>
<b>Expenses:</b>				
Employee Compensation	<u>41,357</u>	<u>41,155</u>	<u>(202)</u>	<u>0%</u>
Expenses Related to Employee Compensation	<u>53,701</u>	<u>22,419</u>	<u>(31,282)</u>	<u>(58%)</u>
Other Operating Expense	<u>268</u>	<u></u>	<u>(268)</u>	<u>(100%)</u>
<b>Total Expenses</b>	<b><u>95,326</u></b>	<b><u>63,574</u></b>	<b><u>(31,752)</u></b>	<b><u>(33%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>(\$1,305,710)</u></b>	<b><u>(\$1,308,753)</u></b>	<b><u>\$3,043</u></b>	<b><u>0%</u></b>
Allocated From Departments	<u>50,115</u>	<u>5,654</u>	<u>(44,461)</u>	<u>(89%)</u>
<b>Net Cost</b>	<b><u>(\$1,255,595)</u></b>	<b><u>(\$1,303,099)</u></b>	<b><u>\$47,504</u></b>	<b><u>4%</u></b>



## DEPARTMENT OF INFORMATION TECHNOLOGY

Department Head: Chuck Holland



Laguna Woods Village®

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The Department of Information Technology Services coordinates and manages the development, implementation, and maintenance of all automated and operational systems related to fiscal and management information activities. As well as, the maintenance of all automated and operational data network systems.

Manages and maintains all servers, work stations, databases, peripherals, networks, software, email, telecommunications equipment, system backups, system security, telephone and telecommunication equipment, services, and Internet access.

Provides data input and coordination of all source data to on-site and off-site facilities in the Community. Manages document imaging services providing extensive business document archives.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF INFORMATION SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$811,154	\$903,054	\$91,900	11%
Expenses Related to Employee Compensation	166,312	185,928	19,616	12%
Materials and Supplies	194,393	185,337	(9,056)	(5%)
Professional Fees	174,700	205,000	30,300	17%
Outside Services	79,484	30,000	(49,484)	(62%)
Repairs and Maintenance	257,880	286,007	28,127	11%
Other Operating Expense	28,680	19,040	(9,640)	(34%)
<b>Total Expenses</b>	<b><u>1,712,602</u></b>	<b><u>1,814,366</u></b>	<b><u>101,763</u></b>	<b><u>6%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,712,602</u></b>	 <b><u>\$1,814,366</u></b>	 <b><u>(\$101,763)</u></b>	 <b><u>(6%)</u></b>
 Allocated To Departments	 (552,486)	 (461,898)	 90,587	 16%
<b>Net Cost</b>	<b><u>\$1,160,117</u></b>	<b><u>\$1,352,467</u></b>	<b><u>(\$192,350)</u></b>	<b><u>(17%)</u></b>

## DEPARTMENT OF FINANCIAL SERVICES

Department Head: Betty Parker



Laguna Woods Village®

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Administration – Coordinate and direct the activities of the Department. Negotiate and administer all banking relationships including treasury, investment and lending requirements. Administer the insurance and risk management programs. Provide liaison to the boards of directors by staffing finance committees and related subcommittees. Disseminate all financial information, including financial statements and the business plans, in a timely manner and meaningful format. Coordinate all audits and reviews including financial, operational, and internal controls.

Accounting – Provide accounting services for all corporations, operating departments, and trust. Prepare financial statements and maintain general ledgers. Prepare data for accounts payable and bi-weekly payroll and related reports. Prepare various sales and tax returns. Manage working capital and reconcile bank accounts. Invest funds in accordance with each corporation's investment policy. Coordinate annual financial statement audits and provide information to internal auditors. Collect all resident fees, manor assessments, and chargeable services payments. Initiate collection activities, including liens, foreclosures, and small claims filings for delinquent assessment accounts. Provide collection services for the increased complex delinquency activity. Provide accounting books and records information to members of Laguna Woods Village upon request. Accounting for acquisition and sale of mutual-owned units; coordinate the sale of the units.

Budget & Financial Planning – Provide business planning, budgeting, analytical and control services for all corporations, operating departments, and trust. Prepare annual plans for operations, reserves, cash flow, and capital purchases. Review monthly operating schedules/financial statements and prepare budget variance reports. Monitor monthly cost allocations for operating departments. Perform various financial analyses as required. Support delinquency and collection activities, including small claims filings for Third. Facilitate small claims accounts receivable processing including payment plans.

Risk Management & Insurance – Capture the cost of insurance premiums and deductibles for property and disaster insurance on the Community facilities, general and auto liability coverage, Directors and Officers liability insurance, and other miscellaneous coverage. Risk management includes coordination of insurance claims and interaction with residents, insurance providers, and brokers.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF FINANCIAL SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$162,300	\$257,000	(\$94,700)	(58%)
<b>Total Non-Assessment Revenue</b>	<b><u>162,300</u></b>	<b><u>257,000</u></b>	<b><u>(94,700)</u></b>	<b><u>(58%)</u></b>
<b>Expenses:</b>				
Employee Compensation	1,395,623	1,406,810	11,187	1%
Expenses Related to Employee Compensation	291,112	294,200	3,088	1%
Materials and Supplies	28,759	24,000	(4,759)	(17%)
Professional Fees	264,789	296,500	31,711	12%
Outside Services	109,500	95,000	(14,500)	(13%)
Other Operating Expense	8,249	8,100	(149)	(2%)
(Gain)/Loss on sale or trade warehouse	(75,000)	(75,000)		0%
Income Taxes	690,000	150,000	(540,000)	(78%)
Property and Sales Tax	5,000	5,000		0%
Insurance	3,832,410	3,814,628	(17,782)	0%
<b>Total Expenses</b>	<b><u>6,550,442</u></b>	<b><u>6,019,238</u></b>	<b><u>(531,204)</u></b>	<b><u>(8%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$6,388,142</u></b>	<b><u>\$5,762,238</u></b>	<b><u>\$625,904</u></b>	<b><u>10%</u></b>
Allocated From Departments	30,078	28,450	(1,627)	(5%)
<b>Net Cost</b>	<b><u>\$6,418,219</u></b>	<b><u>\$5,790,688</u></b>	<b><u>\$627,531</u></b>	<b><u>10%</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
300 - FINANCIAL SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$162,300	\$257,000	(\$94,700)	(58%)
<b>Total Non-Assessment Revenue</b>	<b><u>162,300</u></b>	<b><u>257,000</u></b>	<b><u>(94,700)</u></b>	<b><u>(58%)</u></b>
<b>Expenses:</b>				
Employee Compensation	1,395,623	1,406,810	11,187	1%
Expenses Related to Employee Compensation	291,112	294,200	3,088	1%
Materials and Supplies	28,759	24,000	(4,759)	(17%)
Professional Fees	252,289	284,000	31,711	13%
Outside Services	99,500	85,000	(14,500)	(15%)
Other Operating Expense	8,249	8,100	(149)	(2%)
(Gain)/Loss on sale or trade warehouse	(75,000)	(75,000)		0%
Property and Sales Tax	5,000	5,000		0%
<b>Total Expenses</b>	<b><u>2,005,532</u></b>	<b><u>2,032,110</u></b>	<b><u>26,578</u></b>	<b><u>1%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$1,843,232</u></b>	<b><u>\$1,775,110</u></b>	<b><u>\$68,122</u></b>	<b><u>4%</u></b>
Allocated From Departments	30,078	28,450	(1,627)	(5%)
<b>Net Cost</b>	<b><u>\$1,873,310</u></b>	<b><u>\$1,803,560</u></b>	<b><u>\$69,750</u></b>	<b><u>4%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
350 - INSURANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Professional Fees	\$12,500	\$12,500		0%
Outside Services	10,000	10,000		0%
Insurance	3,832,410	3,814,628	(17,782)	0%
<b>Total Expenses</b>	<u><b>3,854,910</b></u>	<u><b>3,837,128</b></u>	<u><b>(17,782)</b></u>	<u><b>0%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$3,854,910</b></u>	 <u><b>\$3,837,128</b></u>	 <u><b>\$17,782</b></u>	 <u><b>0%</b></u>
  <b>Net Cost</b>	  <u><u><b>\$3,854,910</b></u></u>	  <u><u><b>\$3,837,128</b></u></u>	  <u><u><b>\$17,782</b></u></u>	  <u><u><b>0%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
380 - TAXES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Income Taxes	<u>\$690,000</u>	<u>\$150,000</u>	<u>(\$540,000)</u>	<u>(78%)</u>
<b>Total Expenses</b>	<u><b>690,000</b></u>	<u><b>150,000</b></u>	<u><b>(540,000)</b></u>	<u><b>(78%)</b></u>
<b>Net Cost (before allocations)</b>	<u><b>\$690,000</b></u>	<u><b>\$150,000</b></u>	<u><b>\$540,000</b></u>	<u><b>78%</b></u>
<b>Net Cost</b>	<u><u><b>\$690,000</b></u></u>	<u><u><b>\$150,000</b></u></u>	<u><u><b>\$540,000</b></u></u>	<u><u><b>78%</b></u></u>



## DEPARTMENT OF SECURITY SERVICES

Department Head: Tim Moy



Laguna Woods Village®

### Operations

- Monitor access at: Gates 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14 and 16; the pedestrian gate; the RV Lot A gate; the golf cart gate at the Lutheran Church; the Service Center; and the Community Center by way of camera and/or telephone dispatch.
- Provide continuous (24-hour) security operations for the Laguna Woods Village through the use of: field supervision; routine motor patrol; routine foot patrol operations; and a security dispatch center, receiving and dispatching appropriate response to calls on a 24-hour basis.
- Respond to and assist local law enforcement agencies with investigations of traffic accidents and suspected criminal activity within the Community.
- Maintain a traffic control program with Notices of Violations issued for moving and parking violations in adherence to Community regulations.
- Collect coins from all common area laundry rooms.
- Provide liaison to the boards of directors by staffing Traffic Committees, Security and Community Access Committee, and the Disaster Preparedness Task Force, administering agendas, reports of meetings, and scheduling.

### Compliance

- Provide support to the Mutual Boards and the Golden Rain Foundation (GRF) in matters pertaining to member discipline.
- Administer the rules enforcement program by receiving alleged violations, investigating complaints, attempting to achieve compliance, tracking satisfactory compliance, and presenting hearings to the Board of Directors.
- Facilitate Board's directives regarding member discipline to include but not limited to; impose fines based on the Monetary Fee Schedule, suspend Member privileges, and/or legal action.
- Maintain relations with OC Sheriff, OC Fire Authority, OC Mental Health, City of Laguna Woods and Laguna Beach Animal Control to assist as necessary to achieve compliance within the Laguna Woods Village Community.

### Social Services

- Provide short-term individual, couples, and family counseling to Community residents and their families.
- Facilitate caregivers, bereavement and transitions support groups including workshops from area professionals.
- Refer residents to community programs, agencies and services such as Medicare, Medi-Cal, legal services and home care agencies.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF SECURITY SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$957		\$957	100%
Miscellaneous	145,915	177,650	(31,735)	(22%)
<b>Total Non-Assessment Revenue</b>	<b><u>146,872</u></b>	<b><u>177,650</u></b>	<b><u>(30,778)</u></b>	<b><u>(21%)</u></b>
<b>Expenses:</b>				
Employee Compensation	3,862,220	4,066,256	204,036	5%
Expenses Related to Employee Compensation	894,084	1,088,233	194,149	22%
Materials and Supplies	62,783	52,639	(10,144)	(16%)
Cost of Goods Sold	14,000	14,000		0%
Utilities and Telephone	72,659	75,823	3,164	4%
Professional Fees	9,100	15,000	5,900	65%
Outside Services	47,695	50,470	2,775	6%
Repairs and Maintenance	26,065	26,300	235	1%
Other Operating Expense	39,782	42,575	2,793	7%
Property and Sales Tax	380	380		0%
<b>Total Expenses</b>	<b><u>5,028,768</u></b>	<b><u>5,431,677</u></b>	<b><u>402,909</u></b>	<b><u>8%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$4,881,896</u></b>	<b><u>\$5,254,027</u></b>	<b><u>(\$372,131)</u></b>	<b><u>(8%)</u></b>
Allocated From Departments	383,834	413,655	29,821	8%
<b>Net Cost</b>	<b><u>\$5,265,730</u></b>	<b><u>\$5,667,682</u></b>	<b><u>(\$401,952)</u></b>	<b><u>(8%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
400 - SECURITY SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$957		\$957	100%
Miscellaneous	143,515	177,650	(34,135)	(24%)
<b>Total Non-Assessment Revenue</b>	<b><u>144,472</u></b>	<b><u>177,650</u></b>	<b><u>(33,178)</u></b>	<b><u>(23%)</u></b>
<b>Expenses:</b>				
Employee Compensation	3,391,881	3,776,839	384,958	11%
Expenses Related to Employee Compensation	775,907	1,012,883	236,976	31%
Materials and Supplies	58,931	49,739	(9,192)	(16%)
Cost of Goods Sold	14,000	14,000		0%
Utilities and Telephone	72,659	75,823	3,164	4%
Professional Fees	9,100	15,000	5,900	65%
Outside Services	47,695	50,470	2,775	6%
Repairs and Maintenance	26,065	26,300	235	1%
Other Operating Expense	29,795	35,500	5,705	19%
Property and Sales Tax	380	380		0%
<b>Total Expenses</b>	<b><u>4,426,413</u></b>	<b><u>5,056,935</u></b>	<b><u>630,521</u></b>	<b><u>14%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$4,281,941</u></b>	<b><u>\$4,879,285</u></b>	<b><u>(\$597,343)</u></b>	<b><u>(14%)</u></b>
Allocated From Departments	312,767	413,655	100,887	32%
<b>Net Cost</b>	<b><u>\$4,594,708</u></b>	<b><u>\$5,292,939</u></b>	<b><u>(\$698,231)</u></b>	<b><u>(15%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
210 - COMPLIANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$2,400		\$2,400	100%
<b>Total Non-Assessment Revenue</b>	<u><b>2,400</b></u>		<u><b>2,400</b></u>	<u><b>100%</b></u>
<b>Expenses:</b>				
Employee Compensation	184,909		(184,909)	(100%)
Expenses Related to Employee Compensation	43,583		(43,583)	(100%)
Materials and Supplies	1,000		(1,000)	(100%)
Other Operating Expense	3,057		(3,057)	(100%)
<b>Total Expenses</b>	<u><b>232,550</b></u>		<u><b>(232,550)</b></u>	<u><b>(100%)</b></u>
<b>Net Cost (before allocations)</b>	<u><b>\$230,150</b></u>		<u><b>\$230,150</b></u>	<u><b>100%</b></u>
Allocated From Departments	32,168		(32,168)	(100%)
<b>Net Cost</b>	<u><u><b>\$262,318</b></u></u>		<u><u><b>\$262,318</b></u></u>	<u><u><b>100%</b></u></u>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
220 - SOCIAL SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$285,429	\$289,417	\$3,988	1%
Expenses Related to Employee Compensation	74,594	75,350	756	1%
Materials and Supplies	2,852	2,900	48	2%
Other Operating Expense	6,930	7,075	145	2%
<b>Total Expenses</b>	<u><b>369,805</b></u>	<u><b>374,743</b></u>	<u><b>4,937</b></u>	<u><b>1%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$369,805</b></u>	 <u><b>\$374,743</b></u>	 <u><b>(\$4,937)</b></u>	 <u><b>(1%)</b></u>
 Allocated From Departments	 38,898		 (38,898)	 (100%)
<b>Net Cost</b>	<u><u><b>\$408,703</b></u></u>	<u><u><b>\$374,743</b></u></u>	<u><u><b>\$33,961</b></u></u>	<u><u><b>8%</b></u></u>



## DEPARTMENT OF RECREATION SERVICES

Department Head: **Brian Gruner**



**Laguna Woods Village®**

The Department of Recreation Services is responsible for the planning and execution of a comprehensive Recreation program for all residents of Laguna Woods Village. The Recreation Department Staff manages the following facilities and activities:

- Badminton Courts (3)
- Basketball, Half Court
- Billiard Rooms (4)
- Bocce Courts (3)
- Bridge Room
- Card Rooms (3)
- Classes
- Clubhouses (7)
- Computer Classroom and Workshop, PC
- Computer Learning Center, Mac
- Craft Workshops:
  - Art Studio, Cabochon, Grinding, Lapidary
  - Ceramics, Jewelry, Slipcasting, Photography
  - Video, Sewing, Intarsia, Stained Glass
- Dance Programs
- Emeritus Programs, Saddleback College
- Entertainment & Special Event Programs
- Equestrian Center
- Fitness Centers (3)
- Garden Centers (2)
- Golf 27 Hole Course
- Golf Par 3 Course
- Golf Practice Center
- Golf Pro Shop
- Gymnasium
- Horseshoe Pits (2)
- Hot Pools (4)
- Lawn Bowling Greens
- Library
- Paddle Tennis Courts (4)
- Performing Arts Center, 814 Seats
- Shuffleboard Courts (18)
- Swimming Pools (5)
- Table Tennis Facility
- Tennis Courts (10)
- Village Greens Clubhouse
- Village Greens Restaurant & Lounge
- Volleyball Court

Plan special events to improve resident enjoyment of recreational facilities such as concerts, movies, holiday brunches/dinners, theater events, Grandparents' Day, and the annual Village Games. Provide a variety of community sponsored classes and fee-based programs such as golf lessons, fitness classes, and trail rides.

Oversee Saddleback College Emeritus Program to provide a well-balanced education program for seniors, ensuring effective use of facilities.

Provide hosted and non-hosted bar service for residents, community organizations, and special community sponsored events.

Maintain golf courses and lawn bowling greens, including: course setup, mowing, fertilizing, aerating, vertical cutting, top dressing, pest control, and irrigation.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF RECREATION SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Golf Green Fees	\$1,156,582	\$1,594,861	(\$438,279)	(38%)
Golf Operations	300,082	303,271	(3,189)	(1%)
Merchandise Sales	217,809	226,715	(8,906)	(4%)
Clubhouse Rentals and Event Fees	684,485	1,009,071	(324,586)	(47%)
Rentals	81,827	93,000	(11,173)	(14%)
Fees and Charges for Services to Residents		206	(206)	0%
Broadband Services	300		300	100%
Miscellaneous	439,420	457,103	(17,683)	(4%)
<b>Total Non-Assessment Revenue</b>	<b><u>2,880,505</u></b>	<b><u>3,684,227</u></b>	<b><u>(803,722)</u></b>	<b><u>(28%)</u></b>
<b>Expenses:</b>				
Employee Compensation	3,583,527	3,473,702	(109,825)	(3%)
Expenses Related to Employee Compensation	1,410,640	1,446,520	35,880	3%
Materials and Supplies	562,444	586,741	24,297	4%
Cost of Goods Sold	141,722	140,756	(966)	(1%)
Community Events	455,468	385,442	(70,026)	(15%)
Utilities and Telephone	1,385,650	1,304,076	(81,573)	(6%)
Professional Fees		1,500	1,500	0%
Equipment Rental	64,737	81,860	17,123	26%
Outside Services	79,386	501,456	422,070	532%
Repairs and Maintenance	127,287	131,010	3,723	3%
Other Operating Expense	77,389	85,063	7,674	10%
Property and Sales Tax	13,041	17,617	4,576	35%
<b>Total Expenses</b>	<b><u>7,901,290</u></b>	<b><u>8,155,743</u></b>	<b><u>254,453</u></b>	<b><u>3%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$5,020,785</u></b>	<b><u>\$4,471,516</u></b>	<b><u>\$549,269</u></b>	<b><u>11%</u></b>
Allocated To Departments	(472,749)	(403,560)	69,190	15%
Allocated From Departments	1,568,524	1,441,374	(127,150)	(8%)
<b>Net Cost</b>	<b><u>\$6,116,559</u></b>	<b><u>\$5,509,331</u></b>	<b><u>\$607,229</u></b>	<b><u>10%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
600 - RECREATION ADMIN

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$5,167	\$6,500	(\$1,333)	(26%)
Miscellaneous	59,294	41,500	17,794	30%
<b>Total Non-Assessment Revenue</b>	<b><u>64,461</u></b>	<b><u>48,000</u></b>	<b><u>16,461</u></b>	<b><u>26%</u></b>
<b>Expenses:</b>				
Employee Compensation	301,216	316,403	15,186	5%
Expenses Related to Employee Compensation	61,651	75,588	13,937	23%
Materials and Supplies	2,314	4,700	2,386	103%
Community Events	13,680	13,500	(180)	(1%)
Utilities and Telephone	738	636	(103)	(14%)
Professional Fees		1,500	1,500	0%
Outside Services	3,585	3,585		0%
Other Operating Expense	23,947	28,990	5,043	21%
Property and Sales Tax	86	86		0%
<b>Total Expenses</b>	<b><u>407,217</u></b>	<b><u>444,987</u></b>	<b><u>37,769</u></b>	<b><u>9%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$342,756</u></b>	<b><u>\$396,987</u></b>	<b><u>(\$54,230)</u></b>	<b><u>(16%)</u></b>
Allocated To Departments	(437,050)	(365,771)	71,279	16%
Allocated From Departments	184,096	225,721	41,625	23%
<b>Net Cost</b>	<b><u>\$89,802</u></b>	<b><u>\$256,937</u></b>	<b><u>(\$167,134)</u></b>	<b><u>(186%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
602 - BAR SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$74,059	\$83,000	(\$8,941)	(12%)
Miscellaneous	1,824	1,800	24	1%
<b>Total Non-Assessment Revenue</b>	<b><u>75,883</u></b>	<b><u>84,800</u></b>	<b><u>(8,917)</u></b>	<b><u>(12%)</u></b>
<b>Expenses:</b>				
Employee Compensation	23,656	22,674	(982)	(4%)
Expenses Related to Employee Compensation	7,040	5,577	(1,463)	(21%)
Materials and Supplies	110	500	390	355%
Cost of Goods Sold	27,148	27,000	(148)	(1%)
Outside Services	528	528		0%
Other Operating Expense	2,161	2,200	39	2%
Property and Sales Tax		4,542	4,542	0%
<b>Total Expenses</b>	<b><u>60,644</u></b>	<b><u>63,021</u></b>	<b><u>2,378</u></b>	<b><u>4%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>(\$15,239)</u></b>	<b><u>(\$21,779)</u></b>	<b><u>\$6,539</u></b>	<b><u>43%</u></b>
Allocated From Departments	3,085	6,389	3,304	107%
<b>Net Cost</b>	<b><u>(\$12,154)</u></b>	<b><u>(\$15,390)</u></b>	<b><u>\$3,235</u></b>	<b><u>27%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
603 - LIBRARY

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Materials and Supplies	\$10,200	\$10,000	(\$200)	(2%)
Utilities and Telephone	27,232	16,108	(11,124)	(41%)
Repairs and Maintenance	324	1,000	676	209%
<b>Total Expenses</b>	<u><b>37,756</b></u>	<u><b>27,108</b></u>	<u><b>(10,648)</b></u>	<u><b>(28%)</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$37,756</b></u>	 <u><b>\$27,108</b></u>	 <u><b>\$10,648</b></u>	 <u><b>28%</b></u>
  <b>Net Cost</b>	  <u><u><b>\$37,756</b></u></u>	  <u><u><b>\$27,108</b></u></u>	  <u><u><b>\$10,648</b></u></u>	  <u><u><b>28%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
610 - COMMUNITY CENTER REC ROOM

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	<u>\$6,313</u>	<u>\$12,506</u>	<u>(\$6,193)</u>	<u>(98%)</u>
<b>Total Non-Assessment Revenue</b>	<u><b>6,313</b></u>	<u><b>12,506</b></u>	<u><b>(6,193)</b></u>	<u><b>(98%)</b></u>
<b>Expenses:</b>				
Employee Compensation	16,743	18,920	2,177	13%
Expenses Related to Employee Compensation	3,923	9,457	5,535	141%
Materials and Supplies	18,071	23,350	5,279	29%
Outside Services	244	470	226	93%
Other Operating Expense	<u>67</u>	<u>100</u>	<u>33</u>	<u>49%</u>
<b>Total Expenses</b>	<u><b>39,048</b></u>	<u><b>52,297</b></u>	<u><b>13,249</b></u>	<u><b>34%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$32,735</b></u>	 <u><b>\$39,791</b></u>	 <u><b>(\$7,056)</b></u>	 <u><b>(22%)</b></u>
 Allocated From Departments	 23,470	 11,275	 (12,194)	 (52%)
<b>Net Cost</b>	<u><u><b>\$56,205</b></u></u>	<u><u><b>\$51,066</b></u></u>	<u><u><b>\$5,138</b></u></u>	<u><u><b>9%</b></u></u>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
611 - CLUBHOUSE 1

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$77,301	\$101,757	(\$24,456)	(32%)
Miscellaneous	7,228	5,591	1,637	23%
<b>Total Non-Assessment Revenue</b>	<b><u>84,529</u></b>	<b><u>107,348</u></b>	<b><u>(22,819)</u></b>	<b><u>(27%)</u></b>
<b>Expenses:</b>				
Employee Compensation	164,262	158,971	(5,291)	(3%)
Expenses Related to Employee Compensation	52,981	71,230	18,249	34%
Materials and Supplies	39,607	34,350	(5,257)	(13%)
Community Events	47,634	35,200	(12,434)	(26%)
Utilities and Telephone	128,336	118,398	(9,938)	(8%)
Outside Services	7,547	9,600	2,053	27%
Repairs and Maintenance	8,680	8,758	78	1%
Other Operating Expense	3,694	3,758	64	2%
Property and Sales Tax	75	75		0%
<b>Total Expenses</b>	<b><u>452,815</u></b>	<b><u>440,340</u></b>	<b><u>(12,475)</u></b>	<b><u>(3%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$368,286</u></b>	<b><u>\$332,992</u></b>	<b><u>\$35,294</u></b>	<b><u>10%</u></b>
Allocated From Departments	130,438	129,165	(1,273)	(1%)
<b>Net Cost</b>	<b><u>\$498,725</u></b>	<b><u>\$462,157</u></b>	<b><u>\$36,568</u></b>	<b><u>7%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
612 - CLUBHOUSE 2

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$59,970	\$83,009	(\$23,039)	(38%)
Miscellaneous	9,241	8,000	1,241	13%
<b>Total Non-Assessment Revenue</b>	<b><u>69,211</u></b>	<b><u>91,009</u></b>	<b><u>(21,798)</u></b>	<b><u>(31%)</u></b>
<b>Expenses:</b>				
Employee Compensation	139,383	153,776	14,393	10%
Expenses Related to Employee Compensation	51,931	65,709	13,778	27%
Materials and Supplies	9,425	10,218	793	8%
Community Events	37,479	70,000	32,521	87%
Utilities and Telephone	71,617	60,459	(11,158)	(16%)
Outside Services	1,285	2,500	1,215	95%
Repairs and Maintenance	1,569	2,414	845	54%
Other Operating Expense	2,488	4,223	1,735	70%
Property and Sales Tax	73	73		0%
<b>Total Expenses</b>	<b><u>315,250</u></b>	<b><u>369,371</u></b>	<b><u>54,121</u></b>	<b><u>17%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$246,039</u></b>	<b><u>\$278,362</u></b>	<b><u>(\$32,323)</u></b>	<b><u>(13%)</u></b>
Allocated From Departments	125,105	137,151	12,046	10%
<b>Net Cost</b>	<b><u>\$371,144</u></b>	<b><u>\$415,514</u></b>	<b><u>(\$44,369)</u></b>	<b><u>(12%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
613 - PERFORMING ARTS CENTER

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$312,747	\$463,161	(\$150,414)	(48%)
Fees and Charges for Services to Residents		156	(156)	0%
Miscellaneous	41,078	34,012	7,066	17%
<b>Total Non-Assessment Revenue</b>	<b><u>353,825</u></b>	<b><u>497,329</u></b>	<b><u>(143,504)</u></b>	<b><u>(41%)</u></b>
<b>Expenses:</b>				
Employee Compensation	318,711	306,755	(11,955)	(4%)
Expenses Related to Employee Compensation	104,359	100,613	(3,746)	(4%)
Materials and Supplies	21,885	22,451	566	3%
Community Events	266,298	168,292	(98,006)	(37%)
Utilities and Telephone	85,769	83,201	(2,568)	(3%)
Equipment Rental	8,231	8,232	1	0%
Outside Services	8,236	17,848	9,612	117%
Repairs and Maintenance	14,642	12,468	(2,174)	(15%)
Other Operating Expense	4,241	3,432	(809)	(19%)
Property and Sales Tax	49	49		0%
<b>Total Expenses</b>	<b><u>832,421</u></b>	<b><u>723,342</u></b>	<b><u>(109,079)</u></b>	<b><u>(13%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$478,596</u></b>	<b><u>\$226,013</u></b>	<b><u>\$252,583</u></b>	<b><u>53%</u></b>
Allocated From Departments	120,626	111,595	(9,031)	(7%)
<b>Net Cost</b>	<b><u>\$599,222</u></b>	<b><u>\$337,608</u></b>	<b><u>\$261,614</u></b>	<b><u>44%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
614 - CLUBHOUSE 4

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$4,551	\$5,080	(\$529)	(12%)
<b>Total Non-Assessment Revenue</b>	<u><b>4,551</b></u>	<u><b>5,080</b></u>	<u><b>(529)</b></u>	<u><b>(12%)</b></u>
<b>Expenses:</b>				
Employee Compensation	145,478	157,305	11,827	8%
Expenses Related to Employee Compensation	60,408	74,471	14,063	23%
Materials and Supplies	42,254	42,621	367	1%
Cost of Goods Sold		240	240	0%
Community Events	150	150		0%
Utilities and Telephone	122,686	105,873	(16,813)	(14%)
Outside Services	225	258	33	15%
Repairs and Maintenance	5,471	11,134	5,663	104%
Other Operating Expense	1,585	1,995	410	26%
Property and Sales Tax	44	44		0%
<b>Total Expenses</b>	<u><b>378,301</b></u>	<u><b>394,090</b></u>	<u><b>15,790</b></u>	<u><b>4%</b></u>
<b>Net Cost (before allocations)</b>	<u><b>\$373,750</b></u>	<u><b>\$389,010</b></u>	<u><b>(\$15,261)</b></u>	<u><b>(4%)</b></u>
Allocated To Departments	(35,700)	(37,789)	(2,089)	(6%)
Allocated From Departments	99,784	3,113	(96,671)	(97%)
<b>Net Cost</b>	<u><b>\$437,834</b></u>	<u><b>\$354,334</b></u>	<u><b>\$83,500</b></u>	<u><b>19%</b></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
615 - CLUBHOUSE 5

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$152,000	\$234,710	(\$82,710)	(54%)
Fees and Charges for Services to Residents		50	(50)	0%
Miscellaneous	9,755	9,600	155	2%
<b>Total Non-Assessment Revenue</b>	<b><u>161,755</u></b>	<b><u>244,360</u></b>	<b><u>(82,605)</u></b>	<b><u>(51%)</u></b>
<b>Expenses:</b>				
Employee Compensation	139,077	147,068	7,991	6%
Expenses Related to Employee Compensation	51,826	53,046	1,220	2%
Materials and Supplies	13,196	14,392	1,196	9%
Community Events	65,006	71,180	6,174	9%
Utilities and Telephone	127,798	120,309	(7,489)	(6%)
Equipment Rental	512	602	90	18%
Outside Services	5,445	10,743	5,298	97%
Repairs and Maintenance	6,727	4,220	(2,507)	(37%)
Other Operating Expense	2,604	2,151	(453)	(17%)
Property and Sales Tax	53		(53)	(100%)
<b>Total Expenses</b>	<b><u>412,244</u></b>	<b><u>423,711</u></b>	<b><u>11,467</u></b>	<b><u>3%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$250,489</u></b>	<b><u>\$179,351</u></b>	<b><u>\$71,138</u></b>	<b><u>28%</u></b>
Allocated From Departments	127,956	124,138	(3,819)	(3%)
<b>Net Cost</b>	<b><u>\$378,446</u></b>	<b><u>\$303,489</u></b>	<b><u>\$74,957</u></b>	<b><u>20%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
616 - CLUBHOUSE 6

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$10,706	\$22,390	(\$11,684)	(109%)
Miscellaneous	2,403	2,396	7	0%
<b>Total Non-Assessment Revenue</b>	<b><u>13,109</u></b>	<b><u>24,786</u></b>	<b><u>(11,677)</u></b>	<b><u>(89%)</u></b>
<b>Expenses:</b>				
Employee Compensation	49,664	55,839	6,175	12%
Expenses Related to Employee Compensation	12,109	13,529	1,420	12%
Materials and Supplies	6,549	11,350	4,801	73%
Community Events	900	3,000	2,100	233%
Utilities and Telephone	28,537	28,105	(432)	(2%)
Outside Services	325	775	450	138%
Repairs and Maintenance	2,374	1,226	(1,148)	(48%)
Other Operating Expense	1,749	1,749		0%
<b>Total Expenses</b>	<b><u>102,206</u></b>	<b><u>115,573</u></b>	<b><u>13,367</u></b>	<b><u>13%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$89,097</u></b>	<b><u>\$90,787</u></b>	<b><u>(\$1,690)</u></b>	<b><u>(2%)</u></b>
Allocated From Departments	42,265	57,329	15,064	36%
<b>Net Cost</b>	<b><u>\$131,362</u></b>	<b><u>\$148,116</u></b>	<b><u>(\$16,753)</u></b>	<b><u>(13%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
617 - CLUBHOUSE 7

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$42,491	\$58,475	(\$15,984)	(38%)
Miscellaneous	62,857	71,827	(8,970)	(14%)
<b>Total Non-Assessment Revenue</b>	<b><u>105,348</u></b>	<b><u>130,302</u></b>	<b><u>(24,954)</u></b>	<b><u>(24%)</u></b>
<b>Expenses:</b>				
Employee Compensation	60,010	76,331	16,321	27%
Expenses Related to Employee Compensation	16,594	19,286	2,692	16%
Materials and Supplies	9,279	9,914	635	7%
Community Events	19,989	17,160	(2,829)	(14%)
Utilities and Telephone	62,066	54,132	(7,934)	(13%)
Outside Services	3,476	3,992	516	15%
Repairs and Maintenance	1,102	1,102		0%
Other Operating Expense	1,520	2,153	633	42%
Property and Sales Tax	179	179		0%
<b>Total Expenses</b>	<b><u>174,215</u></b>	<b><u>184,249</u></b>	<b><u>10,034</u></b>	<b><u>6%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$68,867</u></b>	<b><u>\$53,947</u></b>	<b><u>\$14,920</u></b>	<b><u>22%</u></b>
Allocated From Departments	43,546	54,135	10,588	24%
<b>Net Cost</b>	<b><u>\$112,413</u></b>	<b><u>\$108,081</u></b>	<b><u>\$4,332</u></b>	<b><u>4%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
620 - EQUESTRIAN

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Clubhouse Rentals and Event Fees	\$8,241	\$7,738	\$503	6%
Miscellaneous	121,787	152,409	(30,622)	(25%)
<b>Total Non-Assessment Revenue</b>	<b><u>130,028</u></b>	<b><u>160,147</u></b>	<b><u>(30,119)</u></b>	<b><u>(23%)</u></b>
<b>Expenses:</b>				
Employee Compensation	169,137	165,407	(3,731)	(2%)
Expenses Related to Employee Compensation	88,867	88,171	(696)	(1%)
Materials and Supplies	86,174	91,070	4,896	6%
Community Events	908	1,900	992	109%
Utilities and Telephone	13,772	12,768	(1,004)	(7%)
Outside Services	4,656	4,800	144	3%
Repairs and Maintenance	8,515	10,200	1,685	20%
Other Operating Expense	1,179	1,627	448	38%
Property and Sales Tax	56	56		0%
<b>Total Expenses</b>	<b><u>373,264</u></b>	<b><u>375,999</u></b>	<b><u>2,735</u></b>	<b><u>1%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$243,236</u></b>	<b><u>\$215,852</u></b>	<b><u>\$27,384</u></b>	<b><u>11%</u></b>
Allocated From Departments	30,117	43,708	13,591	45%
<b>Net Cost</b>	<b><u>\$273,353</u></b>	<b><u>\$259,560</u></b>	<b><u>\$13,793</u></b>	<b><u>5%</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
521 - GARDEN CENTERS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Rentals	\$45,827	\$48,000	(\$2,173)	(5%)
Broadband Services	300		300	100%
<b>Total Non-Assessment Revenue</b>	<b><u>46,127</u></b>	<b><u>48,000</u></b>	<b><u>(1,873)</u></b>	<b><u>(4%)</u></b>
<b>Expenses:</b>				
Employee Compensation	26,083	39,936	13,853	53%
Expenses Related to Employee Compensation	8,416	23,844	15,428	183%
Materials and Supplies	2,527	2,608	81	3%
Utilities and Telephone	59,990	59,506	(484)	(1%)
Outside Services	978	766	(212)	(22%)
Other Operating Expense	597	550	(47)	(8%)
Property and Sales Tax	205		(205)	(100%)
<b>Total Expenses</b>	<b><u>98,796</u></b>	<b><u>127,210</u></b>	<b><u>28,414</u></b>	<b><u>29%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$52,669</u></b>	<b><u>\$79,210</u></b>	<b><u>(\$26,541)</u></b>	<b><u>(50%)</u></b>
Allocated From Departments	71,526	38,650	(32,876)	(46%)
<b>Net Cost</b>	<b><u>\$124,195</u></b>	<b><u>\$117,860</u></b>	<b><u>\$6,335</u></b>	<b><u>5%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
670 - GOLF OPERATIONS - 27 HOLE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Golf Operations	\$252,990	\$251,300	\$1,690	1%
Merchandise Sales	143,035	143,000	35	0%
Clubhouse Rentals and Event Fees	9,549	18,825	(9,276)	(97%)
Miscellaneous	400	400		0%
<b>Total Non-Assessment Revenue</b>	<b><u>405,974</u></b>	<b><u>413,525</u></b>	<b><u>(7,551)</u></b>	<b><u>(2%)</u></b>
<b>Expenses:</b>				
Employee Compensation	452,918	456,166	3,247	1%
Expenses Related to Employee Compensation	135,639	134,457	(1,182)	(1%)
Materials and Supplies	39,710	39,710		0%
Cost of Goods Sold	114,574	113,375	(1,199)	(1%)
Community Events	500	2,500	2,000	400%
Utilities and Telephone	85,031	74,074	(10,957)	(13%)
Equipment Rental	55,144	49,026	(6,118)	(11%)
Outside Services		200	200	0%
Repairs and Maintenance	37,236	29,039	(8,197)	(22%)
Other Operating Expense	3,956	9,405	5,449	138%
Property and Sales Tax	12,096	12,388	292	2%
<b>Total Expenses</b>	<b><u>936,805</u></b>	<b><u>920,341</u></b>	<b><u>(16,464)</u></b>	<b><u>(2%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$530,831</u></b>	<b><u>\$506,816</u></b>	<b><u>\$24,015</u></b>	<b><u>5%</u></b>
Allocated From Departments	29,540	38,221	8,681	29%
<b>Net Cost</b>	<b><u>\$560,371</u></b>	<b><u>\$545,037</u></b>	<b><u>\$15,334</u></b>	<b><u>3%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
672 - VILLAGE GREENS CAFÉ

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Rentals	\$36,000	\$45,000	(\$9,000)	(25%)
<b>Total Non-Assessment Revenue</b>	<b><u>36,000</u></b>	<b><u>45,000</u></b>	<b><u>(9,000)</u></b>	<b><u>(25%)</u></b>
<b>Expenses:</b>				
Utilities and Telephone	33,300	27,359	(5,941)	(18%)
Repairs and Maintenance	22,924	35,370	12,446	54%
Other Operating Expense	1,728	1,728		0%
<b>Total Expenses</b>	<b><u>57,952</u></b>	<b><u>64,457</u></b>	<b><u>6,505</u></b>	<b><u>11%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$21,952</u></b>	<b><u>\$19,457</u></b>	<b><u>\$2,495</u></b>	<b><u>11%</u></b>
Allocated From Departments	4,037	6,389	2,352	58%
<b>Net Cost</b>	<b><u>\$25,989</u></b>	<b><u>\$25,846</u></b>	<b><u>\$142</u></b>	<b><u>1%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
680 - GOLF OPERATIONS - 9 HOLE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Golf Operations	<u>\$5,274</u>	<u>\$5,162</u>	<u>\$112</u>	<u>2%</u>
<b>Total Non-Assessment Revenue</b>	<u><b>5,274</b></u>	<u><b>5,162</b></u>	<u><b>112</b></u>	<u><b>2%</b></u>
<b>Expenses:</b>				
Employee Compensation	43,961	45,653	1,692	4%
Expenses Related to Employee Compensation	11,142	11,689	546	5%
Materials and Supplies	830	730	(100)	(12%)
Utilities and Telephone	974	982	8	1%
Property and Sales Tax	<u>125</u>	<u>125</u>		<u>0%</u>
<b>Total Expenses</b>	<u><b>57,032</b></u>	<u><b>59,179</b></u>	<u><b>2,147</b></u>	<u><b>4%</b></u>
<b>Net Cost (before allocations)</b>	<u><b>\$51,758</b></u>	<u><b>\$54,017</b></u>	<u><b>(\$2,259)</b></u>	<u><b>(4%)</b></u>
Allocated From Departments	21,639	28,579	6,939	32%
<b>Net Cost</b>	<u><u><b>\$73,397</b></u></u>	<u><u><b>\$82,595</b></u></u>	<u><u><b>(\$9,198)</b></u></u>	<u><u><b>(13%)</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
690 - AQUATICS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$17,420	\$10,175	\$7,245	42%
<b>Total Non-Assessment Revenue</b>	<b><u>17,420</u></b>	<b><u>10,175</u></b>	<b><u>7,245</u></b>	<b><u>42%</u></b>
<b>Expenses:</b>				
Employee Compensation	268,419		(268,419)	(100%)
Expenses Related to Employee Compensation	87,478		(87,478)	(100%)
Materials and Supplies	12,365	18,546	6,181	50%
Utilities and Telephone	102,490	96,310	(6,180)	(6%)
Equipment Rental	850		(850)	(100%)
Outside Services	10,200	390,000	379,800	3724%
Repairs and Maintenance	3,644		(3,644)	(100%)
Other Operating Expense	8,801		(8,801)	(100%)
<b>Total Expenses</b>	<b><u>494,247</u></b>	<b><u>504,856</u></b>	<b><u>10,609</u></b>	<b><u>2%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$476,827</u></b>	<b><u>\$494,681</u></b>	<b><u>(\$17,854)</u></b>	<b><u>(4%)</u></b>
Allocated From Departments	155,807	138,947	(16,859)	(11%)
<b>Net Cost</b>	<b><u>\$632,634</u></b>	<b><u>\$633,628</u></b>	<b><u>(\$995)</u></b>	<b><u>0%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
691 - FITNESS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Merchandise Sales	\$715	\$715		0%
Miscellaneous	101,582	114,313	(12,731)	(13%)
<b>Total Non-Assessment Revenue</b>	<b><u>102,297</u></b>	<b><u>115,028</u></b>	<b><u>(12,731)</u></b>	<b><u>(12%)</u></b>
<b>Expenses:</b>				
Employee Compensation	304,521	388,920	84,399	28%
Expenses Related to Employee Compensation	102,197	119,175	16,978	17%
Materials and Supplies	26,857	23,637	(3,220)	(12%)
Community Events	2,924	2,560	(364)	(12%)
Equipment Rental		24,000	24,000	0%
Outside Services	4,425	400	(4,025)	(91%)
Repairs and Maintenance	14,079	14,079		0%
Other Operating Expense	4,792	3,169	(1,623)	(34%)
<b>Total Expenses</b>	<b><u>459,794</u></b>	<b><u>575,940</u></b>	<b><u>116,146</u></b>	<b><u>25%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$357,497</u></b>	<b><u>\$460,912</u></b>	<b><u>(\$103,415)</u></b>	<b><u>(29%)</u></b>
Allocated From Departments	23,295	35,941	12,646	54%
<b>Net Cost</b>	<b><u>\$380,792</u></b>	<b><u>\$496,853</u></b>	<b><u>(\$116,061)</u></b>	<b><u>(30%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
580 - GOLF MAINTENANCE - 27 HOLE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Golf Green Fees	\$1,081,916	\$1,503,600	(\$421,684)	(39%)
Golf Operations	41,818	46,809	(4,991)	(12%)
<b>Total Non-Assessment Revenue</b>	<b><u>1,123,734</u></b>	<b><u>1,550,409</u></b>	<b><u>(426,675)</u></b>	<b><u>(38%)</u></b>
<b>Expenses:</b>				
Employee Compensation	869,194	878,907	9,713	1%
Expenses Related to Employee Compensation	501,247	525,886	24,639	5%
Materials and Supplies	197,967	200,139	2,172	1%
Cost of Goods Sold		141	141	0%
Utilities and Telephone	388,054	396,408	8,354	2%
Outside Services	25,631	53,266	27,635	108%
Other Operating Expense	10,914	16,083	5,169	47%
<b>Total Expenses</b>	<b><u>1,993,007</u></b>	<b><u>2,070,830</u></b>	<b><u>77,823</u></b>	<b><u>4%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$869,273</u></b>	 <b><u>\$520,421</u></b>	 <b><u>\$348,852</u></b>	 <b><u>40%</u></b>
 Allocated From Departments	 276,208	 180,044	 (96,164)	 (35%)
<b>Net Cost</b>	<b><u>\$1,145,481</u></b>	<b><u>\$700,465</u></b>	<b><u>\$445,016</u></b>	<b><u>39%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
581 - GOLF MAINTENANCE - 9 HOLE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Golf Green Fees	\$74,666	\$91,261	(\$16,595)	(22%)
<b>Total Non-Assessment Revenue</b>	<b><u>74,666</u></b>	<b><u>91,261</u></b>	<b><u>(16,595)</u></b>	<b><u>(22%)</u></b>
<b>Expenses:</b>				
Employee Compensation	83,166	76,546	(6,620)	(8%)
Expenses Related to Employee Compensation	48,508	50,161	1,653	3%
Materials and Supplies	22,990	26,343	3,353	15%
Utilities and Telephone	47,260	49,450	2,190	5%
Outside Services	2,600	1,725	(875)	(34%)
Other Operating Expense	849	1,132	283	33%
<b>Total Expenses</b>	<b><u>205,373</u></b>	<b><u>205,357</u></b>	<b><u>(16)</u></b>	<b><u>0%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$130,707</u></b>	<b><u>\$114,096</u></b>	<b><u>\$16,611</u></b>	<b><u>13%</u></b>
Allocated From Departments	39,304	57,978	18,674	48%
<b>Net Cost</b>	<b><u>\$170,012</u></b>	<b><u>\$172,075</u></b>	<b><u>(\$2,063)</u></b>	<b><u>(1%)</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
582 - LAWN BOWLING MAINTENANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$7,928	\$8,126	\$198	2%
Expenses Related to Employee Compensation	4,323	4,630	306	7%
Materials and Supplies	134	112	(22)	(16%)
Other Operating Expense	517	618	101	20%
<b>Total Expenses</b>	<u><b>12,902</b></u>	<u><b>13,485</b></u>	<u><b>583</b></u>	<u><b>5%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$12,902</b></u>	 <u><b>\$13,485</b></u>	 <u><b>(\$583)</b></u>	 <u><b>(5%)</b></u>
 Allocated From Departments	 16,679	 12,907	 (3,772)	 (23%)
<b>Net Cost</b>	<u><u><b>\$29,581</b></u></u>	<u><u><b>\$26,392</b></u></u>	<u><u><b>\$3,189</b></u></u>	<u><u><b>11%</b></u></u>



## DEPARTMENT OF HUMAN RESOURCES

Department Head: Jackie Giacomazzi



Laguna Woods Village®

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The Department of Human Resource Services is responsible for the development, administration and implementation of all human resources and safety/environmental functions, ensuring that programs and policies are designed to meet organizational goals and protect the Company, the Community, and Staff in accordance with human resource and safety policies and governmental laws and regulations.

### Key Functional Areas:

- Benefits Administration
- Collective Bargaining & Contract Negotiations
- Labor/Employee Relations
- Legal and Governmental Compliance
- Human Resources Information Systems (HRIS)
- Equal Employment Opportunity (EEO)
- Safety/Environmental (including Hazardous Waste)
- Recruitment, Orientation & Training
- Employee Communication & Programs
- Workers' Compensation & Industrial Medical Benefits
- South Coast Air Quality Management District Compliance

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF HUMAN RESOURCE SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Miscellaneous	\$1,655	\$1,050	\$605	37%
<b>Total Non-Assessment Revenue</b>	<b><u>1,655</u></b>	<b><u>1,050</u></b>	<b><u>605</u></b>	<b><u>37%</u></b>
<b>Expenses:</b>				
Employee Compensation	603,761	617,460	13,699	2%
Expenses Related to Employee Compensation	147,281	149,274	1,993	1%
Materials and Supplies	6,000	6,400	400	7%
Legal Fees	70,000	70,000		0%
Professional Fees	52,160	120,840	68,680	132%
Outside Services	35,246	31,046	(4,200)	(12%)
Other Operating Expense	148,005	170,429	22,424	15%
<b>Total Expenses</b>	<b><u>1,062,453</u></b>	<b><u>1,165,449</u></b>	<b><u>102,997</u></b>	<b><u>10%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$1,060,798</u></b>	<b><u>\$1,164,399</u></b>	<b><u>(\$103,602)</u></b>	<b><u>(10%)</u></b>
Allocated To Departments	(895,867)	(1,005,517)	(109,650)	(12%)
Allocated From Departments	21,435	22,671	1,236	6%
<b>Net Cost</b>	<b><u>\$186,366</u></b>	<b><u>\$181,553</u></b>	<b><u>\$4,812</u></b>	<b><u>3%</u></b>

## DEPARTMENT OF MAINTENANCE & CONSTRUCTION

Department Head: Ernesto Munoz



Laguna Woods Village®

The Department of Maintenance & Construction is responsible for operating, maintaining, repairing, and replacing the Community's physical assets or resources, including the following services:

Maintenance Administration – Includes the planning, organization, management and implementation of maintenance operations and Committee and Board support. Also serves as liaison with GRF and Mutual Boards of Directors, Committees, individual directors, and residents on normal and special maintenance activities. Additionally, the Department studies, analyzes, and makes recommendations on wide-ranging maintenance subjects to improve maintenance of the Community and the effectiveness/efficiencies of Department operations.

Maintenance Services – Provides management and supervision of routine replacement programs and service requests for the appliance, electrical, plumbing, and facility services including heating and cooling units and pools at GRF facilities.

Building Maintenance – Provides management and supervision of maintenance in the areas of carpentry, interior and exterior painting, and interior manor components.

Permits & Inspections – Responsible for permitting and inspection services for the Community in the areas of: alterations permits, required by owners who wish to make an alteration to their manors; and resale inspections, to evaluate the condition of property when a unit is listed for resale.

Moisture Intrusion – Evaluates moisture intrusion and associated property damage and implements necessary restoration services.

Projects – Prepare project scopes of work and specifications, create and monitor critical path schedules and budgets for construction projects, plan and inspect construction work, manage requests for information and submittal approval process, research information on products and new construction methods, write detailed status reports, perform data collection and analysis, monitor elevator, roofing, plumbing remediation and asphalt contracts.

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
SUMMARY: DEPARTMENT OF MAINTENANCE & CONSTRUCTION

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$1,090,130	\$1,112,274	(\$22,144)	(2%)
Miscellaneous	15,727	23,500	(7,773)	(49%)
<b>Total Non-Assessment Revenue</b>	<b><u>1,105,857</u></b>	<b><u>1,135,774</u></b>	<b><u>(29,917)</u></b>	<b><u>(3%)</u></b>
<b>Expenses:</b>				
Employee Compensation	9,664,448	10,609,852	945,404	10%
Expenses Related to Employee Compensation	4,009,711	4,477,180	467,468	12%
Materials and Supplies	4,653,143	4,247,015	(406,128)	(9%)
Cost of Goods Sold		2,500	2,500	0%
Utilities and Telephone	9,796	9,952	155	2%
Professional Fees	188,000	227,925	39,925	21%
Equipment Rental	10,000	35,000	25,000	250%
Outside Services	15,264,465	17,122,772	1,858,307	12%
Repairs and Maintenance	97,437	113,450	16,013	16%
Other Operating Expense	92,414	111,554	19,140	21%
<b>Total Expenses</b>	<b><u>33,989,415</u></b>	<b><u>36,957,200</u></b>	<b><u>2,967,785</u></b>	<b><u>9%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$32,883,558</u></b>	<b><u>\$35,821,426</u></b>	<b><u>(\$2,937,868)</u></b>	<b><u>(9%)</u></b>
Allocated To Departments	(1,470,398)	(614,223)	856,176	58%
Allocated From Departments	1,797,835	887,015	(910,820)	(51%)
<b>Net Cost</b>	<b><u>\$33,210,994</u></b>	<b><u>\$36,094,218</u></b>	<b><u>(\$2,883,224)</u></b>	<b><u>(9%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
900 - MAINTENANCE OPERATIONS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$333,119	\$474,773	\$141,654	43%
Expenses Related to Employee Compensation	74,594	96,059	21,465	29%
Materials and Supplies	1,061	1,500	439	41%
Outside Services	17,000	17,000		0%
Other Operating Expense	8,930	8,600	(330)	(4%)
<b>Total Expenses</b>	<u><b>434,704</b></u>	<u><b>597,932</b></u>	<u><b>163,228</b></u>	<u><b>38%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$434,704</b></u>	 <u><b>\$597,932</b></u>	 <u><b>(\$163,228)</b></u>	 <u><b>(38%)</b></u>
 Allocated To Departments	 (662,546)		662,546	(100%)
Allocated From Departments	860,728	366,908	(493,820)	(57%)
 <b>Net Cost</b>	 <u><u><b>\$632,886</b></u></u>	 <u><u><b>\$964,840</b></u></u>	 <u><u><b>(\$331,954)</b></u></u>	 <u><u><b>(52%)</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
904 - MAINTENANCE SERVICES

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$206,889	\$267,281	\$60,391	29%
Expenses Related to Employee Compensation	46,341	60,920	14,579	31%
Materials and Supplies	2,146		(2,146)	(100%)
Professional Fees	2,000		(2,000)	(100%)
Repairs and Maintenance	51		(51)	(100%)
Other Operating Expense	925		(925)	(100%)
<b>Total Expenses</b>	<u><b>258,353</b></u>	<u><b>328,201</b></u>	<u><b>69,848</b></u>	<u><b>27%</b></u>
 <b>Net Cost (before allocations)</b>	 <u><b>\$258,353</b></u>	 <u><b>\$328,201</b></u>	 <u><b>(\$69,848)</b></u>	 <u><b>(27%)</b></u>
 Allocated To Departments	 (80,849)	 (95,263)	 (14,415)	 (18%)
Allocated From Departments	17,475	3,150	(14,325)	(82%)
 <b>Net Cost</b>	 <u><u><b>\$194,979</b></u></u>	 <u><u><b>\$236,088</b></u></u>	 <u><u><b>(\$41,109)</b></u></u>	 <u><u><b>(21%)</b></u></u>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
909 - MOISTURE INTRUSION

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation		\$360,884	\$360,884	0%
Expenses Related to Employee Compensation		111,819	111,819	0%
Materials and Supplies		18,526	18,526	0%
Outside Services		2,413,750	2,413,750	0%
Repairs and Maintenance		600	600	0%
Other Operating Expense		6,386	6,386	0%
<b>Total Expenses</b>		<u><b>2,911,965</b></u>	<u><b>2,911,965</b></u>	<u><b>0%</b></u>
 <b>Net Cost (before allocations)</b>		<u><b>\$2,911,965</b></u>	<u><b>(\$2,911,965)</b></u>	<u><b>0%</b></u>
 Allocated To Departments		(4,430)	(4,430)	0%
Allocated From Departments		3,626	3,626	0%
 <b>Net Cost</b>		<u><u><b>\$2,911,161</b></u></u>	<u><u><b>(\$2,911,161)</b></u></u>	<u><u><b>0%</b></u></u>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
910 - BUILDING MAINTENANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$313,594	\$332,421	(\$18,827)	(6%)
<b>Total Non-Assessment Revenue</b>	<b><u>313,594</u></b>	<b><u>332,421</u></b>	<b><u>(18,827)</u></b>	<b><u>(6%)</u></b>
<b>Expenses:</b>				
Employee Compensation	789,340	570,548	(218,791)	(28%)
Expenses Related to Employee Compensation	234,911	158,211	(76,701)	(33%)
Materials and Supplies	7,008	19,149	12,141	173%
Professional Fees	20,000	61,875	41,875	209%
Outside Services	4,560,333	2,661,616	(1,898,717)	(42%)
Repairs and Maintenance	34,785	35,900	1,115	3%
Other Operating Expense	12,500	9,578	(2,922)	(23%)
<b>Total Expenses</b>	<b><u>5,658,877</u></b>	<b><u>3,516,877</u></b>	<b><u>(2,142,000)</u></b>	<b><u>(38%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$5,345,283</u></b>	 <b><u>\$3,184,456</u></b>	 <b><u>\$2,160,827</u></b>	 <b><u>40%</u></b>
 Allocated To Departments	 (122,091)	 (6,827)	 115,264	 94%
Allocated From Departments	35,466	5,332	(30,134)	(85%)
 <b>Net Cost</b>	 <b><u>\$5,258,658</u></b>	 <b><u>\$3,182,961</u></b>	 <b><u>\$2,075,698</u></b>	 <b><u>39%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
911 - APPLIANCE

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$254,015	\$130,375	\$123,640	49%
<b>Total Non-Assessment Revenue</b>	<b><u>254,015</u></b>	<b><u>130,375</u></b>	<b><u>123,640</u></b>	<b><u>49%</u></b>
<b>Expenses:</b>				
Employee Compensation	352,569	278,768	(73,801)	(21%)
Expenses Related to Employee Compensation	160,479	131,682	(28,798)	(18%)
Materials and Supplies	842,936	534,927	(308,009)	(37%)
Outside Services	24,179	15,450	(8,729)	(36%)
Repairs and Maintenance	260	650	390	150%
Other Operating Expense	1,763	2,200	437	25%
<b>Total Expenses</b>	<b><u>1,382,186</u></b>	<b><u>963,677</u></b>	<b><u>(418,510)</u></b>	<b><u>(30%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,128,171</u></b>	 <b><u>\$833,302</u></b>	 <b><u>\$294,869</u></b>	 <b><u>26%</u></b>
 Allocated From Departments	 36,790	 38,041	 1,251	 3%
<b>Net Cost</b>	<b><u>\$1,164,962</u></b>	<b><u>\$871,343</u></b>	<b><u>\$293,619</u></b>	<b><u>25%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
912 - CARPENTRY

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$2,237,933	\$2,402,358	\$164,426	7%
Expenses Related to Employee Compensation	1,024,820	1,138,992	114,172	11%
Materials and Supplies	810,214	1,063,774	253,560	31%
Utilities and Telephone	9,796	9,952	155	2%
Equipment Rental	5,000	30,000	25,000	500%
Outside Services	93,621	63,786	(29,835)	(32%)
Repairs and Maintenance	2,400	3,600	1,200	50%
Other Operating Expense	16,821	20,500	3,679	22%
<b>Total Expenses</b>	<b><u>4,200,605</u></b>	<b><u>4,732,962</u></b>	<b><u>532,357</u></b>	<b><u>13%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$4,200,605</u></b>	 <b><u>\$4,732,962</u></b>	 <b><u>(\$532,357)</u></b>	 <b><u>(13%)</u></b>
 Allocated From Departments	 207,435	 120,797	 (86,638)	 (42%)
<b>Net Cost</b>	<b><u>\$4,408,040</u></b>	<b><u>\$4,853,759</u></b>	<b><u>(\$445,719)</u></b>	<b><u>(10%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
913 - ELECTRICAL

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$20,783</u>	<u>\$30,002</u>	<u>(\$9,219)</u>	<u>(44%)</u>
<b>Total Non-Assessment Revenue</b>	<b><u>20,783</u></b>	<b><u>30,002</u></b>	<b><u>(9,219)</u></b>	<b><u>(44%)</u></b>
<b>Expenses:</b>				
Employee Compensation	440,849	548,115	107,266	24%
Expenses Related to Employee Compensation	201,308	261,634	60,325	30%
Materials and Supplies	99,503	95,094	(4,409)	(4%)
Cost of Goods Sold		1,500	1,500	0%
Outside Services	25,406	28,000	2,594	10%
Repairs and Maintenance	220	200	(20)	(9%)
Other Operating Expense	3,256	3,400	144	4%
<b>Total Expenses</b>	<b><u>770,542</u></b>	<b><u>937,943</u></b>	<b><u>167,400</u></b>	<b><u>22%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$749,759</u></b>	 <b><u>\$907,941</u></b>	 <b><u>(\$158,182)</u></b>	 <b><u>(21%)</u></b>
 Allocated From Departments	 89,977	 70,451	 (19,526)	 (22%)
<b>Net Cost</b>	<b><u>\$839,737</u></b>	<b><u>\$978,392</u></b>	<b><u>(\$138,656)</u></b>	<b><u>(17%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
914 - PLUMBING

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$172,666</u>	<u>\$54,453</u>	<u>\$118,213</u>	<u>68%</u>
<b>Total Non-Assessment Revenue</b>	<b><u>172,666</u></b>	<b><u>54,453</u></b>	<b><u>118,213</u></b>	<b><u>68%</u></b>
<b>Expenses:</b>				
Employee Compensation	1,330,235	1,396,283	66,048	5%
Expenses Related to Employee Compensation	586,923	636,600	49,677	8%
Materials and Supplies	1,260,008	1,087,995	(172,013)	(14%)
Cost of Goods Sold		1,000	1,000	0%
Outside Services	146,887	154,580	7,693	5%
Repairs and Maintenance	1,508	3,000	1,492	99%
Other Operating Expense	7,306	8,800	1,494	20%
<b>Total Expenses</b>	<b><u>3,332,867</u></b>	<b><u>3,288,258</u></b>	<b><u>(44,609)</u></b>	<b><u>(1%)</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$3,160,201</u></b>	<b><u>\$3,233,806</u></b>	<b><u>(\$73,604)</u></b>	<b><u>(2%)</u></b>
Allocated From Departments	202,405	140,546	(61,859)	(31%)
<b>Net Cost</b>	<b><u>\$3,362,607</u></b>	<b><u>\$3,374,352</u></b>	<b><u>(\$11,745)</u></b>	<b><u>0%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
917 - INTERIOR COMPONENTS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	<u>\$42,555</u>	<u>\$44,192</u>	<u>(\$1,637)</u>	<u>(4%)</u>
<b>Total Non-Assessment Revenue</b>	<b><u>42,555</u></b>	<b><u>44,192</u></b>	<b><u>(1,637)</u></b>	<b><u>(4%)</u></b>
<b>Expenses:</b>				
Employee Compensation	476,882	488,155	11,273	2%
Expenses Related to Employee Compensation	222,921	235,960	13,039	6%
Materials and Supplies	794,981	577,745	(217,236)	(27%)
Outside Services	2,727	183	(2,544)	(93%)
Repairs and Maintenance		500	500	0%
Other Operating Expense	<u>2,838</u>	<u>5,000</u>	<u>2,162</u>	<u>76%</u>
<b>Total Expenses</b>	<b><u>1,500,349</u></b>	<b><u>1,307,543</u></b>	<b><u>(192,806)</u></b>	<b><u>(13%)</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$1,457,794</u></b>	 <b><u>\$1,263,351</u></b>	 <b><u>\$194,443</u></b>	 <b><u>13%</u></b>
 Allocated From Departments	 46,266	 12,202	 (34,064)	 (74%)
<b>Net Cost</b>	<b><u>\$1,504,060</u></b>	<b><u>\$1,275,553</u></b>	<b><u>\$228,507</u></b>	<b><u>15%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
920 - CONSTRUCTION/PROJECT MANAGEMENT

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$22,372	\$32,285	(\$9,913)	(44%)
<b>Total Non-Assessment Revenue</b>	<b><u>22,372</u></b>	<b><u>32,285</u></b>	<b><u>(9,913)</u></b>	<b><u>(44%)</u></b>
<b>Expenses:</b>				
Employee Compensation	599,963	652,963	53,000	9%
Expenses Related to Employee Compensation	129,656	164,633	34,978	27%
Materials and Supplies	7,100	9,357	2,257	32%
Professional Fees	161,000	161,050	50	0%
Outside Services	9,910,728	11,317,251	1,406,523	14%
Repairs and Maintenance	45,651	46,900	1,249	3%
Other Operating Expense	11,700	8,500	(3,200)	(27%)
<b>Total Expenses</b>	<b><u>10,865,798</u></b>	<b><u>12,360,654</u></b>	<b><u>1,494,857</u></b>	<b><u>14%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$10,843,426</u></b>	 <b><u>\$12,328,369</u></b>	 <b><u>(\$1,484,944)</u></b>	 <b><u>(14%)</u></b>
 Allocated To Departments	 (25,426)		25,426	(100%)
Allocated From Departments	25,822	5,293	(20,529)	(80%)
 <b>Net Cost</b>	 <b><u>\$10,843,822</u></b>	 <b><u>\$12,333,663</u></b>	 <b><u>(\$1,489,841)</u></b>	 <b><u>(14%)</u></b>



2018 BUSINESS PLAN  
Revenue and Expenditure Report  
925 - MANOR ALTERATIONS AND PERMITS

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$258,390	\$481,000	(\$222,610)	(86%)
Miscellaneous	15,727	23,500	(7,773)	(49%)
<b>Total Non-Assessment Revenue</b>	<b><u>274,117</u></b>	<b><u>504,500</u></b>	<b><u>(230,383)</u></b>	<b><u>(84%)</u></b>
<b>Expenses:</b>				
Employee Compensation	394,892	511,112	116,220	29%
Expenses Related to Employee Compensation	121,342	154,366	33,024	27%
Materials and Supplies	3,798	6,600	2,802	74%
Professional Fees	5,000	5,000		0%
Outside Services	441,037	395,000	(46,037)	(10%)
Repairs and Maintenance	100	100		0%
Other Operating Expense	65	3,000	2,935	4515%
<b>Total Expenses</b>	<b><u>966,234</u></b>	<b><u>1,075,178</u></b>	<b><u>108,944</u></b>	<b><u>11%</u></b>
<b>Net Cost (before allocations)</b>	<b><u>\$692,117</u></b>	<b><u>\$570,678</u></b>	<b><u>\$121,439</u></b>	<b><u>18%</u></b>
Allocated From Departments	45,628	8,975	(36,654)	(80%)
<b>Net Cost</b>	<b><u>\$737,745</u></b>	<b><u>\$579,652</u></b>	<b><u>\$158,093</u></b>	<b><u>21%</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
926 - FACILITIES MANAGEMENT

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Expenses:</b>				
Employee Compensation	\$363,227	\$371,839	\$8,611	2%
Expenses Related to Employee Compensation	155,059	163,451	8,392	5%
Materials and Supplies	135,100	121,400	(13,700)	(10%)
Outside Services	6,000	20,000	14,000	233%
Repairs and Maintenance	7,300	10,000	2,700	37%
Other Operating Expense	5,441	5,250	(191)	(4%)
<b>Total Expenses</b>	<b><u>672,127</u></b>	<b><u>691,940</u></b>	<b><u>19,812</u></b>	<b><u>3%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$672,127</u></b>	 <b><u>\$691,940</u></b>	 <b><u>(\$19,812)</u></b>	 <b><u>(3%)</u></b>
 Allocated To Departments	 (579,487)	 (507,703)	 71,784	 12%
Allocated From Departments	43,289	38,787	(4,501)	(10%)
 <b>Net Cost</b>	 <b><u>\$135,929</u></b>	 <b><u>\$223,025</u></b>	 <b><u>(\$87,096)</u></b>	 <b><u>(64%)</u></b>

2018 BUSINESS PLAN  
Revenue and Expenditure Report  
932 - PAINT

	<u>2017 Budget</u>	<u>2018 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
<b>Non-Assessment Revenues:</b>				
Fees and Charges for Services to Residents	\$5,755	\$7,546	(\$1,791)	(31%)
<b>Total Non-Assessment Revenue</b>	<b><u>5,755</u></b>	<b><u>7,546</u></b>	<b><u>(1,791)</u></b>	<b><u>(31%)</u></b>
<b>Expenses:</b>				
Employee Compensation	2,138,550	2,286,773	148,222	7%
Expenses Related to Employee Compensation	1,051,356	1,162,853	111,497	11%
Materials and Supplies	689,288	710,948	21,660	3%
Equipment Rental	5,000	5,000		0%
Outside Services	36,547	36,156	(391)	(1%)
Repairs and Maintenance	5,162	12,000	6,838	132%
Other Operating Expense	20,869	30,340	9,471	45%
<b>Total Expenses</b>	<b><u>3,946,772</u></b>	<b><u>4,244,069</u></b>	<b><u>297,297</u></b>	<b><u>8%</u></b>
 <b>Net Cost (before allocations)</b>	 <b><u>\$3,941,017</u></b>	 <b><u>\$4,236,523</u></b>	 <b><u>(\$295,507)</u></b>	 <b><u>(7%)</u></b>
 Allocated From Departments	 186,553	 72,906	 (113,647)	 (61%)
<b>Net Cost</b>	<b><u>\$4,127,570</u></b>	<b><u>\$4,309,429</u></b>	<b><u>(\$181,859)</u></b>	<b><u>(4%)</u></b>