



REGULAR VIRTUAL MEETING OF THE FINANCE COMMITTEE

Tuesday, November 24, 2020 – 1:30 p.m.

AGENDA

1. Call to Order
2. Acknowledgment of Media
3. Approval of the Agenda
4. Approval of Meeting Report for October 27, 2020
5. Chair Remarks
6. Member Comments (Items Not on the Agenda)

Laguna Woods Village owners/residents are welcome to participate in all open committee meetings and submit comments or questions regarding virtual meetings using one of two options:

1. Via email to meeting@vmsinc.org any time before the meeting is scheduled to begin or during the meeting. Please use the name United Finance Committee in the subject line of the email. Name and unit number must be included.

2. By calling (949) 268-2020 beginning one half hour before the meeting begins and throughout the remainder of the meeting. You must provide your name and unit number.

7. Department Head Update

Reports

8. Preliminary Financial Statements dated October 31, 2020**

**** To Be Distributed Under Separate Cover**

Items for Discussion and Consideration

9. Update on Insurance
10. Update on Reserve Bank Account
11. Endorsements from Standing Committees

Future Agenda Items

Solar System Update

Mutual Responsible Appliances

Concluding Business:

12. Committee Member Comments
13. Date of Next Meeting – Tuesday, December 29, 2020 at 1:30 p.m.
14. Recess to Closed Session

Azar Asgari, Chair
Betty Parker, Staff Officer
Telephone: 949-597-4201



OPEN MEETING

**FINANCE COMMITTEE MEETING
REPORT OF THE REGULAR OPEN SESSION**

Tuesday, October 27, 2020 – 1:30 p.m.
Virtual Meeting

MEMBERS PRESENT: Brian Gilmore – Chair, Sue Margolis, Carl Randazzo, Elsie Addington, Manuel Armendariz

OTHERS PRESENT: Andre Torng, VMS - Juanita Skillman, Dick Rader

MEMBERS ABSENT: None

STAFF PRESENT: Betty Parker, Steve Hormuth, Jose Campos, Christopher Swanson

Call to Order

Director Gilmore chaired the meeting and called it to order at 1:32 p.m.

Acknowledgment of Media

The meeting was streamed live on the Laguna Woods Village website.

Approval of Agenda

A motion was made and carried unanimously to approve the agenda as presented.

Approval of the Regular Meeting Report of September 29, 2020

A motion was made and carried unanimously to approve the committee report as presented.

Chair Remarks

None.

Member Comments (Items Not on the Agenda)

Director Torng expressed an interest in process flow documentation for AX financial system. Director Gilmore recommended that this item be discussed under item 12 of the agenda.

Department Head Update

Betty Parker, Chief Financial Officer, provided updates on the 2021 budget, 2021 Collection & Lien Enforcement Policy, Civil Code Sections 5500/5510, Insurance, Reserve Depository Account and Investments.

Director Randazzo commented on the need to accurately communicate assessments to owners.

Director Rader commented the use of national supply accounts for procurement discounts and requested a follow up to his previous questions for transfer of investments from BlackRock to Fidelity (amount of gains or losses, cost of transfer, beginning and ending balances)

Review Preliminary Financial Statements dated September 30, 2020

The committee reviewed Financial Statements for September 30, 2020.

Update on Insurance

Ms. Parker indicated that the Insurance Task Force meetings will be coordinated and scheduled by the CEO's office.

Reserve Fund Invoice Approval Process

Director Gilmore requested an SOP for director review of payments made from the reserve fund.

Disaster Fund Budget Presentations – Director Torng

Director Torng presented a proposal to create a Disaster Fund for United. No action was taken.

Future Agenda Items

Update on Contingency Fund Reclassifications
Year End Projections – Operating and Reserves
Solar System Update
SageView Transition Costs

Committee Member Comments

None.

Date of Next Meeting

Tuesday, November 24, 2020 at 1:30 p.m. and will be held virtually.

Recess to Closed Session

The meeting recessed to closed session at 3:31 p.m.

DRAFT

Brian Gilmore, Chair



MEMORANDUM

To: United Finance Committee
 From: Betty Parker, CFO
 Date: November 24, 2020
 Re: Department Head Update

Financial Highlights

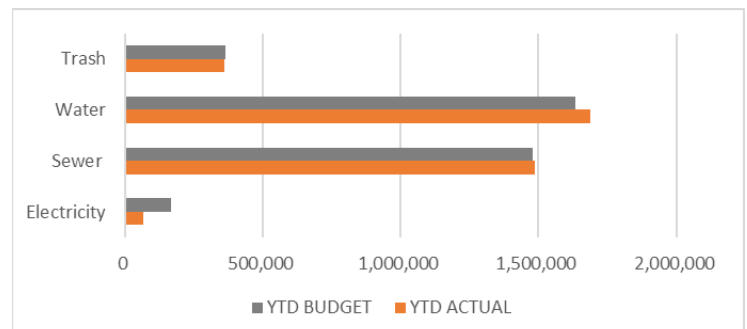
- SUMMARY:** For the year-to-date period ending October 31, 2020, United Mutual was better than budget by \$5.7 million primarily due to timing of programs, especially in the areas of compensation \$2.3M, outside services \$2.3M, and materials \$1.2M. Various programs were put on hold in mid-March due to the COVID-19 pandemic; however, by August, most were restarted.

INCOME STATEMENT (in Thousands)			
	Actual	Budget	Variance
Assessment Revenues	\$35,597	\$35,136	\$461
Other Revenues	1,487	1,495	(8)
Expenses	33,017	38,310	5,293
Revenue/(Expense)	\$4,067	(\$1,680)	\$5,746

- COMPENSATION:** Actual compensation and related costs came in at \$9.8 million, with just under \$6.8 million in operations and \$3 million in reserves. Combined, this category is 19% favorable to budget. Staffing was reduced through employee furloughs beginning mid-March due to the Covid-19 pandemic. For United, the most significant impacts were in Maintenance and Landscape.

	BUDGET			VARIANCE	
	Comp	Related	Total	Total \$	Total %
All units					
Operating	\$6,283,303	\$2,485,030	\$8,768,333	\$906,049	10.33%
Reserves	2,359,419	\$1,016,422	\$3,375,841	\$1,400,702	41.49%
TOTAL	\$8,642,722	\$3,501,452	\$12,144,174	\$2,306,751	18.99%

- UTILITIES:** In total, this category was favorable to budget by \$39K. Trash came in on budget; electricity was favorable due to energy consumption offset by solar credits. Unfavorable variance in water resulted from high water usage during the summer.



Discussions

2021 Budget: On September 8, 2020, United Board of Directors approved the 2021 Business Plan with no increase in the basic assessment. However, on October 21, 2020, Board recommended a reduction of \$10 PMPM from reserve fund and increase of \$10 PMPM in contingency fund. Owners will see an increase on their assessment letter to reflect higher property insurance premiums and property taxes, which vary by manor. Assessment letters, along with required annual disclosures, will be mailed to members by December 1, 2020.

2021 Collection & Lien Enforcement Policy: September 8, 2020 the Board approved the 2021 Collection & Lien Enforcement Policy through Resolution 01-20-61. The updated policy highlights owners continuing obligation to pay assessments despite temporary closures or modified availability of common area facilities and amenities, absent a mandate from state officials or as otherwise determined by the Board.

Section 5500/5510 Update: Due to Covid-19 orders, information required for Board review of monthly financials is being provided to all board members via email. For signature requirements, authorization is obtained from two board members prior to remittance of reserve payments to vendors. Procedures for review of labor charges will be discussed further.

Insurance Update: Property valuation for the community was completed by Duff & Phelps. Beecher Carlson reached out to incumbents and presented a renewal strategy update to All Boards All Directors on Monday, July 20, 2020, indicating significant increases driven by the markets for both casualty and property lines. As of September 30, 2020 all lines of insurance for casualty, executive liability, and property were renewed and bound with United's portion of the total cost coming in at \$3.7M compared to a budget of \$3.1M for the policy period.

Reserve Bank Account: On September 8, 2020, via resolution 01-20-60, the Board requested the opening of a new bank account for the purpose of depositing and disbursing monies from the Reserve Fund. The new account was activated by Bank of America in November and will be available for issuance of Reserve Fund payments beginning with the check run scheduled for November 24th.

Investment Update: Based on current market conditions, the portfolio target allocations were adjusted modestly by SageView in early April to shift from corporate bonds to intermediary Treasury bonds. The United portfolio balance has grown from \$14,828,044 on 12/31/19 to \$15,357,174 as of October 31, 2020, representing a gain of \$529,130 or 3.57%.

Calendar

The following scheduled meetings will be held remotely during COVID-19 stay home orders:

- Nov 24, 2020 @ 1:30 p.m. United Finance Committee Meeting (October Financials)
- Nov 25, 2020 @ 2:00 p.m. United Board Agenda Prep Meeting
- Dec 8, 2020 @ 9:30 a.m. United Board Meeting
- Dec 29, 2020 @ 1:30 p.m. United Finance Committee Meeting (November Financials)

October 2020						
Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

November 2020						
Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

December 2020						
Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

United Laguna Woods Mutual
Statement of Revenues & Expenses - Preliminary
10/31/2020
(\$ IN THOUSANDS)

		CURRENT MONTH			YEAR TO DATE			PRIOR YEAR	TOTAL
		ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET	VARIANCE	ACTUAL	BUDGET
Revenues:									
Assessments:									
1	Operating	\$2,535	\$2,489	\$46	\$25,352	\$24,891	\$461	\$23,372	\$29,869
2	Additions to restricted funds	1,024	1,024		10,245	10,245		10,306	12,294
3	Total assessments	3,560	3,514	46	35,597	35,136	461	33,679	42,163
Non-assessment revenues:									
4	Merchandise sales	1	2	(1)	6	17	(10)	6	20
5	Fees and charges for services to residents	19	45	(26)	281	450	(169)	491	540
6	Laundry	24	23	1	206	225	(19)	211	270
7	Investment income	17	32	(15)	221	321	(100)	371	385
8	Unrealized gain/(loss) on AFS investments	(68)		(68)	381			274	
9	Miscellaneous	34	48	(14)	391	482	(91)	471	579
10	Total non-assessment revenue	27	150	(122)	1,487	1,495	(8)	1,824	1,794
11	Total revenue	3,587	3,663	(76)	37,084	36,630	454	35,502	43,957
Expenses:									
12	Employee compensation and related	1,101	1,219	118	9,837	12,144	2,307	11,723	14,548
13	Materials and supplies	100	259	159	1,387	2,622	1,234	2,758	3,141
14	Utilities and telephone	345	364	20	3,607	3,646	39	3,554	4,326
15	Legal fees	35	29	(6)	230	292	62	187	350
16	Professional fees		7	7	46	109	63	131	122
17	Equipment rental	6	1	(5)	22	14	(8)	20	17
18	Outside services	592	717	126	4,863	7,183	2,320	7,080	8,638
19	Repairs and maintenance	3	4	1	23	39	16	29	47
20	Other Operating Expense	11	16	6	91	167	76	135	201
21	Income taxes		2	2		21	21	3	25
22	Property and sales tax	963	926	(37)	9,631	9,260	(371)	9,165	11,112
23	Insurance	345	125	(220)	1,874	1,253	(621)	1,127	1,504
24	Investment expense		3	3	5	31	26	29	37
25	Uncollectible Accounts	(6)	5	11	(2)	50	52	22	60
26	(Gain)/loss on sale or trade		(1)	(1)	54	(6)	(60)	2	(8)
27	Depreciation and amortization	17	17		165	165		173	198
28	Net allocation to mutuals	117	133	16	1,183	1,321	138	1,020	1,584
29	Total expenses	3,628	3,828	200	33,017	38,310	5,293	37,158	45,902
30	Excess of revenues over expenses	(\$41)	(\$165)	\$124	\$4,067	(\$1,680)	\$5,746	(\$1,656)	(\$1,945)

United Laguna Woods Mutual
Operating Statement
10/31/2020
UNITED LAGUNA WOODS MUTUAL

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	TOTAL BUDGET
Revenues:					
Assessments:					
Operating					
41001000 - Monthly Assessments	\$14,818,583	\$14,819,140	(\$557)	0.00%	\$17,782,968
41007000 - Monthly Assessments - Property Taxes	9,469,365	9,259,995	209,370	2.26%	11,111,994
41007500 - Monthly Assessments - Supplemental Property Taxes	252,612	0	252,612	0.00%	0
41008000 - Monthly Assessments - Property Insurance	811,785	811,782	3	0.00%	974,142
Total Operating	25,352,345	24,890,917	461,428	1.85%	29,869,104
Additions To Restricted Funds					
41001500 - Monthly Assessments - Contingency Fund	632,300	632,300	0	0.00%	758,760
41003500 - Monthly Assessments - Replacement Fund	9,612,225	9,612,500	(275)	0.00%	11,535,000
Total Additions To Restricted Funds	10,244,525	10,244,800	(275)	0.00%	12,293,760
Total Assessments	35,596,870	35,135,717	461,152	1.31%	42,162,864
Non-Assessment Revenues:					
Merchandise Sales					
41501500 - Merchandise Sales - Warehouse	6,402	16,660	(10,258)	(61.57%)	20,000
Total Merchandise Sales	6,402	16,660	(10,258)	(61.57%)	20,000
Fees and Charges for Services to Residents					
46501000 - Permit Fee	137,867	123,927	13,939	11.25%	148,715
46501500 - Inspection Fee	39,246	66,076	(26,829)	(40.60%)	79,294
46502000 - Resident Maintenance Fee	103,438	259,542	(156,105)	(60.15%)	311,513
Total Fees and Charges for Services to Residents	280,550	449,545	(168,995)	(37.59%)	539,522
Laundry					
46005000 - Coin Op Laundry Machine	206,191	225,000	(18,809)	(8.36%)	270,000
Total Laundry	206,191	225,000	(18,809)	(8.36%)	270,000
Investment Income					
49001000 - Investment Income - Nondiscretionary	8,067	73,574	(65,508)	(89.04%)	88,289
49002000 - Investment Income - Discretionary	213,393	247,671	(34,278)	(13.84%)	297,205
Investment Interest Income	221,460	321,245	(99,785)	(31.06%)	385,494
Unrealized Gain/(Loss) On AFS Investments					
49008100 - Unrealized Gain/(Loss) On Available For Sale Investments	381,012	0	381,012	0.00%	0
Total Unrealized Gain/(Loss) On AFS Investments	381,012	0	381,012	0.00%	0
Miscellaneous					
46004500 - Resident Violations	6,975	41,665	(34,690)	(83.26%)	50,001
44501000 - Additional Occupant Fee	40,230	35,000	5,230	14.94%	42,000
44501500 - Lease Processing Fee - United	105,310	106,660	(1,350)	(1.27%)	128,000
44502000 - Variance Processing Fee	1,650	3,330	(1,680)	(50.45%)	4,000
44503000 - Stock Transfer Fee	6,900	10,830	(3,930)	(36.29%)	13,000
44503510 - Resale Processing Fee - United	92,218	104,160	(11,942)	(11.47%)	125,000
44507000 - Golf Cart Electric Fee	49,722	51,667	(1,945)	(3.76%)	62,000
44507200 - Electric Vehicle Plug-In Fee	13,202	12,500	702	5.61%	15,000
44507500 - Cartport/Carport Space Rental Fee	1,975	2,083	(108)	(5.20%)	2,500
47001500 - Late Fee Revenue	21,312	41,667	(20,355)	(48.85%)	50,000
47002010 - Collection Administrative Fee - United	49,770	60,000	(10,230)	(17.05%)	72,000
47002500 - Collection Interest Revenue	2,595	4,000	(1,405)	(35.13%)	4,800
47501000 - Recycling	1,354	5,000	(3,646)	(72.93%)	6,000
48001000 - Legal Fee	0	3,667	(3,667)	(100.00%)	4,400
49009000 - Miscellaneous Revenue	(1,722)	0	(1,722)	0.00%	0
Total Miscellaneous	391,490	482,228	(90,738)	(18.82%)	578,701
Total Non-Assessment Revenue	1,487,104	1,494,678	(7,574)	(0.51%)	1,793,717
Total Revenue	37,083,974	36,630,395	453,579	1.24%	43,956,581
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	2,095,916	2,400,771	304,855	12.70%	2,883,900

**United Laguna Woods Mutual
Operating Statement
10/31/2020
UNITED LAGUNA WOODS MUTUAL**

	YEAR TO DATE				TOTAL
	Actual	Budget	VAR\$ B/(W)	VAR% B/(W)	BUDGET
51021000 - Union Wages - Regular	3,846,727	5,230,127	1,383,400	26.45%	6,279,593
51041000 - Wages - Overtime	22,138	23,494	1,356	5.77%	28,203
51051000 - Union Wages - Overtime	114,823	79,074	(35,749)	(45.21%)	94,908
51061000 - Holiday & Vacation	518,305	643,968	125,663	19.51%	773,301
51071000 - Sick	268,633	262,671	(5,961)	(2.27%)	315,425
51081000 - Sick - Part Time	0	19	19	100.00%	24
51091000 - Missed Meal Penalty	4,284	1,043	(3,241)	(310.65%)	1,268
51101000 - Temporary Help	20,385	1,555	(18,830)	(1211.24%)	1,870
51981000 - Compensation Accrual	(73,429)	0	73,429	0.00%	0
Total Employee Compensation	6,817,782	8,642,723	1,824,940	21.12%	10,378,493
Compensation Related					
52411000 - F.I.C.A.	525,288	648,758	123,470	19.03%	776,727
52421000 - F.U.I.	7,793	10,834	3,041	28.07%	10,834
52431000 - S.U.I.	53,219	55,120	1,901	3.45%	55,120
52441000 - Union Medical	1,458,571	1,574,404	115,832	7.36%	1,889,284
52451000 - Workers' Compensation Insurance	365,750	547,712	181,962	33.22%	639,961
52461000 - Non Union Medical & Life Insurance	286,733	281,338	(5,395)	(1.92%)	337,605
52471000 - Union Retirement Plan	283,558	278,583	(4,975)	(1.79%)	334,482
52481000 - Non-Union Retirement Plan	49,553	104,705	55,151	52.67%	125,775
52981000 - Compensation Related Accrual	(10,823)	0	10,823	0.00%	0
Total Compensation Related	3,019,641	3,501,452	481,810	13.76%	4,169,789
Materials and Supplies					
53001000 - Materials & Supplies	338,090	500,518	162,428	32.45%	594,628
53003000 - Materials Direct	1,046,872	2,121,210	1,074,338	50.65%	2,545,928
53004000 - Freight	2,470	0	(2,470)	0.00%	0
Total Materials and Supplies	1,387,432	2,621,728	1,234,296	47.08%	3,140,556
Utilities and Telephone					
53301000 - Electricity	69,018	166,900	97,882	58.65%	189,000
53301500 - Sewer	1,485,492	1,479,400	(6,092)	(0.41%)	1,779,600
53302000 - Water	1,689,427	1,634,416	(55,011)	(3.37%)	1,919,116
53302500 - Trash	362,516	364,764	2,248	0.62%	437,719
53304000 - Telephone	494	571	77	13.54%	685
Total Utilities and Telephone	3,606,947	3,646,051	39,105	1.07%	4,326,120
Legal Fees					
53401500 - Legal Fees	229,758	291,654	61,896	21.22%	349,985
Total Legal Fees	229,758	291,654	61,896	21.22%	349,985
Professional Fees					
53402010 - Audit & Tax Preparation Fees - United	42,000	44,500	2,500	5.62%	44,500
53403500 - Consulting Fees	136	10,509	10,373	98.70%	12,479
53403510 - Consulting Fees - United	4,263	54,150	49,887	92.13%	65,000
Total Professional Fees	46,399	109,159	62,760	57.49%	121,979
Equipment Rental					
53501500 - Equipment Rental/Lease Fees	22,267	14,040	(8,227)	(58.59%)	17,038
Total Equipment Rental	22,267	14,040	(8,227)	(58.59%)	17,038
Outside Services					
53601000 - Bank Fees	33,814	21,099	(12,715)	(60.27%)	25,321
53601500 - Credit Card Transaction Fees	3,496	0	(3,496)	0.00%	0
54603500 - Outside Services Cost Collection	4,758,572	7,039,620	2,281,048	32.40%	8,447,910
53704000 - Outside Services	67,133	122,236	55,103	45.08%	164,394
Total Outside Services	4,863,014	7,182,954	2,319,940	32.30%	8,637,624
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	2,581	13,984	11,404	81.55%	16,823
53703000 - Elevator /Lift Maintenance	20,143	25,131	4,988	19.85%	30,157
Total Repairs and Maintenance	22,724	39,115	16,391	41.91%	46,979
Other Operating Expense					
53801000 - Mileage & Meal Allowance	1,658	12,624	10,967	86.87%	15,153
53801500 - Travel & Lodging	245	2,541	2,297	90.37%	3,027
53802000 - Uniforms	48,811	73,955	25,144	34.00%	88,787
53802500 - Dues & Memberships	382	1,187	805	67.83%	1,687
53803000 - Subscriptions & Books	839	1,680	841	50.05%	2,026

United Laguna Woods Mutual
Operating Statement
10/31/2020
UNITED LAGUNA WOODS MUTUAL

	YEAR TO DATE				TOTAL
	Actual	Budget	VAR\$ B/(W)	VAR% B/(W)	BUDGET
53803500 - Training & Education	4,307	16,283	11,976	73.55%	19,682
53804000 - Staff Support	133	1,175	1,042	88.70%	1,409
53901500 - Volunteer Support	0	1,389	1,389	100.00%	1,668
53903000 - Safety	0	420	420	100.00%	508
54001000 - Board Relations	397	0	(397)	0.00%	0
54001010 - Board Relations - United	1,112	6,250	5,138	82.20%	7,500
54002000 - Postage	32,781	48,928	16,147	33.00%	58,717
54002500 - Filing Fees / Permits	95	716	621	86.70%	847
Total Other Operating Expense	90,759	167,148	76,389	45.70%	201,011
Income Taxes					
54301000 - State & Federal Income Taxes	0	20,834	20,834	100.00%	25,000
Total Income Taxes	0	20,834	20,834	100.00%	25,000
Property and Sales Tax					
54302000 - Property Taxes	9,630,753	9,259,995	(370,758)	(4.00%)	11,111,994
Total Property and Sales Tax	9,630,753	9,259,995	(370,758)	(4.00%)	11,111,994
Insurance					
54401000 - Hazard & Liability Insurance	508,052	379,815	(128,237)	(33.76%)	455,779
54401500 - D&O Liability	53,878	55,342	1,464	2.64%	66,412
54402000 - Property Insurance	1,310,108	811,782	(498,326)	(61.39%)	974,142
54403000 - General Liability Insurance	2,280	6,107	3,827	62.67%	7,328
Total Insurance	1,874,318	1,253,046	(621,272)	(49.58%)	1,503,660
Investment Expense					
54201000 - Investment Expense	5,047	30,610	25,563	83.51%	36,732
Total Investment Expense	5,047	30,610	25,563	83.51%	36,732
Uncollectible Accounts					
54602000 - Bad Debt Expense	(1,872)	49,667	51,539	103.77%	59,600
Total Uncollectible Accounts	(1,872)	49,667	51,539	103.77%	59,600
(Gain)/Loss on Sale or Trade					
54101000 - (Gain)/Loss - Warehouse Sales	(6,324)	(6,250)	74	1.19%	(7,500)
54101500 - (Gain)/Loss On Investments	60,228	0	(60,228)	0.00%	0
Total (Gain)/Loss on Sale or Trade	53,904	(6,250)	(60,154)	(962.47%)	(7,500)
Depreciation and Amortization					
55001000 - Depreciation And Amortization	165,202	165,202	0	0.00%	198,242
Total Depreciation and Amortization	165,202	165,202	0	0.00%	198,242
Net Allocation to Mutuals					
54602500 - Allocated Expenses	1,183,247	1,320,919	137,671	10.42%	1,584,319
Total Net Allocation to Mutuals	1,183,247	1,320,919	137,671	10.42%	1,584,319
Total Expenses	33,017,322	38,310,047	5,292,725	13.82%	45,901,622
Excess of Revenues Over Expenses	\$4,066,652	(\$1,679,651)	\$5,746,304	342.11%	(\$1,945,042)

**United Laguna Woods Mutual
Balance Sheet - Preliminary
10/31/2020**

		<u>Current Month End</u>	<u>Prior Year December 31</u>
	Assets		
1	Cash and cash equivalents	\$8,172,960	\$2,159,882
2	Non-discretionary investments	1,999,507	1,992,808
3	Discretionary investments	15,357,174	14,828,044
4	Receivable/(Payable) from mutuals	3,599,852	1,518,100
5	Accounts receivable and interest receivable	619,242	675,921
6	Prepaid expenses and deposits	3,189,333	1,118,128
7	Property and equipment	91,989,605	91,989,605
8	Accumulated depreciation property and equipment	(83,758,743)	(83,756,191)
9	Beneficial interest in GRF of Laguna Hills Trust	5,634,299	5,796,949
10	Non-controlling interest in GRF	39,116,237	39,116,237
11	Total Assets	<u>\$85,919,465</u>	<u>\$75,439,483</u>
	Liabilities and Fund Balances		
	Liabilities:		
12	Accounts payable and accrued expenses	\$8,069,167	\$1,453,947
13	Accrued compensation and related costs	385,466	596,765
14	Deferred income	945,960	936,551
15	Asset retirement obligation	1,207,814	1,207,814
16	Total liabilities	<u>\$10,608,408</u>	<u>\$4,195,078</u>
	Fund balances:		
17	Fund balance prior years	71,244,405	74,614,944
18	Change in fund balance - current year	4,066,652	(3,370,539)
19	Total fund balances	75,311,057	71,244,405
20	Total Liabilities and Fund Balances	<u>\$85,919,465</u>	<u>\$75,439,483</u>

11/20/2020

**United Laguna Woods Mutual
Fund Balance Sheet - Final
10/31/2020**

		<u>Operating Fund</u>	<u>Contingency Fund</u>	<u>Replacement Fund</u>	<u>Total</u>
Assets					
1	Cash and cash equivalents	\$6,300,572		\$1,872,388	\$8,172,960
2	Non-discretionary investments			1,999,507	1,999,507
3	Discretionary investments		1,258,468	14,098,706	15,357,174
4	Receivable/(Payable) from mutuals	3,599,852			3,599,852
5	Receivable/(Payable) from operating fund	(3,502,856)	43,312	3,459,544	
6	Accounts receivable and interest receivable	619,242			619,242
7	Prepaid expenses and deposits	3,189,333			3,189,333
8	Property and equipment	91,989,605			91,989,605
9	Accumulated depreciation property and equipment	(83,758,743)			(83,758,743)
10	Beneficial interest in GRF of Laguna Hills Trust	5,634,299			5,634,299
11	Non-controlling interest in GRF	39,116,237			39,116,237
12	Total Assets	<u>\$63,187,541</u>	<u>\$1,301,779</u>	<u>\$21,430,145</u>	<u>\$85,919,465</u>
Liabilities and Fund Balances					
Liabilities:					
13	Accounts payable and accrued expenses	\$7,288,721	\$32,051	\$748,395	\$8,069,167
14	Accrued compensation and related costs	385,466			385,466
15	Deferred income	945,960			945,960
16	Asset retirement obligation	1,207,814			1,207,814
17	Total liabilities	<u>\$9,827,962</u>	<u>\$32,051</u>	<u>\$748,395</u>	<u>\$10,608,408</u>
Fund balances:					
18	Fund balance prior years	52,881,436	1,106,755	17,256,214	71,244,405
19	Change in fund balance - current year	478,143	162,974	3,425,536	4,066,652
20	Total fund balances	<u>53,359,579</u>	<u>1,269,728</u>	<u>20,681,750</u>	<u>75,311,057</u>
21	Total Liabilities and Fund Balances	<u>\$63,187,541</u>	<u>\$1,301,779</u>	<u>\$21,430,145</u>	<u>\$85,919,465</u>

11/20/2020

**United Laguna Woods Mutual
Changes in Fund Balances - Preliminary
10/31/2020**

	<u>Operating Fund</u>	<u>Contingency Fund</u>	<u>Replacement Fund</u>	<u>Total</u>
Revenues:				
Assessments:				
1 Operating	\$25,352,345			\$25,352,345
2 Additions to restricted funds		632,300	9,612,225	10,244,525
3 Total assessments	<u>25,352,345</u>	<u>632,300</u>	<u>9,612,225</u>	<u>35,596,870</u>
Non-assessment revenues:				
4 Merchandise sales	1,550		4,852	6,402
5 Fees and charges for services to residents	280,550			280,550
6 Laundry	206,191			206,191
7 Interest income		13,191	208,268	221,460
8 Unrealized gain/(loss) on AFS investments		22,744	358,268	381,012
9 Miscellaneous	391,490			391,490
10 Total non-assessment revenue	<u>879,781</u>	<u>35,936</u>	<u>571,388</u>	<u>1,487,104</u>
11 Total revenue	<u>26,232,126</u>	<u>668,236</u>	<u>10,183,613</u>	<u>37,083,974</u>
Expenses:				
12 Employee compensation and related	7,862,285	4,377	1,970,762	9,837,424
13 Materials and supplies	538,614	287	848,531	1,387,432
14 Utilities and telephone	3,604,178	24	2,745	3,606,947
15 Legal fees	229,758			229,758
16 Professional fees	46,399			46,399
17 Equipment rental	3,557	40	18,671	22,267
18 Outside services	648,013	496,400	3,718,601	4,863,014
19 Repairs and maintenance	22,061	2	660	22,724
20 Other Operating Expense	77,705	33	13,021	90,759
21 Property and sales tax	9,630,753			9,630,753
22 Insurance	1,874,318			1,874,318
23 Investment expense		301	4,745	5,047
24 Uncollectible Accounts	(1,872)			(1,872)
25 (Gain)/loss on sale or trade	(6,324)	3,595	56,633	53,904
26 Depreciation and amortization	165,202			165,202
27 Net allocations to mutuals	1,059,337	202	123,707	1,183,247
28 Total expenses	<u>25,753,983</u>	<u>505,262</u>	<u>6,758,077</u>	<u>33,017,322</u>
29 Excess of revenues over expenses	<u>\$478,143</u>	<u>\$162,974</u>	<u>\$3,425,536</u>	<u>\$4,066,652</u>
30 Excluding unrealized gain/(loss) and depreciation	<u>\$643,345</u>	<u>\$140,229</u>	<u>\$3,067,268</u>	<u>\$3,850,842</u>

UNITED LAGUNA WOODS MUTUAL
NON-DISCRETIONARY ACCOUNT HELD BY BANK OF AMERICA
SCHEDULE OF INVESTMENTS
10/31/20

I.D. NO.	DESCRIPTION	STATED RATE	SETTLEMENT DATE	MATURITY DATE	PAR VALUE	EFFECT. YIELD	ORIGINAL COST	BOOK VALUE	10/31/2020	
									MARKET VALUE	UNREALIZED GAIN/(LOSS)
9127963A5	U.S. TREASURY BILL	0.00%	07-30-20	11-19-20	2,000,000.00	0.08%	1,999,506.67	1,999,506.67	1,999,924.00	417.33
TOTAL FOR NON-DISCRETIONARY INVESTMENTS					\$ 2,000,000.00		\$ 1,999,506.67	1,999,506.67	\$1,999,924.00	\$417.33

*Yield is based on all investments held during the year

UNITED LAGUNA WOODS MUTUAL
DISCRETIONARY ACCOUNT - SAGEVIEW/FIDELITY
SCHEDULE OF INVESTMENTS
10/31/20

I.D. NO.	DESCRIPTION	STATED RATE	SETTLEMENT DATE	MATURITY DATE	PAR VALUE	EFFECT. YIELD	ORIGINAL COST	BOOK VALUE	MARKET VALUE	UNREALIZED GAIN/(LOSS)
	FIDELITY GOVT CASH RESERVES				\$ 97,777.67		\$ 97,777.67	\$ 97,777.67	\$ 97,777.67	\$0.00
92206C870	VCIT-Vanguard Corp Bond Index	0.00%	12-17-19	-	834,932.81	0.00%	\$834,932.81	834,932.81	\$870,905.09	\$35,972.28
92206C870	VCIT-Vanguard Corp Bond Index	0.00%	12-18-19	-	95,080.05	0.00%	95,080.05	95,080.05	\$99,176.48	\$4,096.43
92206C870	VCIT-Vanguard Corp Bond Index	0.00%	03-30-20	-	180,089.25	0.00%	180,089.25	180,089.25	\$187,848.22	\$7,758.97
31635V216	FUMBX-Fidelity Short Term Trsry Bond Index	0.00%	12-13-19	-	4,438,080.57	0.00%	4,438,080.57	4,438,080.57	\$4,579,033.96	\$140,953.39
31635V257	FUAMX-Fidelity Inter Trsry Bond Index	0.00%	12-13-19	-	3,846,426.15	0.00%	3,846,426.15	3,846,426.15	\$3,943,182.64	\$96,756.49
922031851	VFIRX-Vanguard Short Term Trsry Admiral	0.00%	12-13-19	-	746,342.06	0.00%	746,342.06	746,342.06	\$768,091.82	\$21,749.76
92206C607	VSCSX-Vanguard Short Term Corp Bd Index Adm	0.00%	12-13-19	-	1,129,385.45	0.00%	1,129,385.45	1,129,385.45	\$1,153,096.89	\$23,711.44
92206C755	VMBSX-Vanguard Backed Securities Indx Adm	0.00%	12-13-19	-	3,595,929.47	0.00%	3,595,929.47	3,595,929.47	\$3,658,060.97	\$62,131.50
TOTALS FOR DISCRETIONARY INVESTMENTS					14,964,043.48		14,964,043.48	\$14,964,043.48	\$15,357,173.75	\$393,130.27
TOTAL INVESTMENTS					\$ 16,964,043.48		\$ 16,963,550.15	\$ 16,963,550.15	\$ 17,357,097.75	

*Yield is based on all investments held during the year

United Laguna Woods Mutual
Supplemental Appropriation Schedule
Period Ending: 10/31/2020

Fund/Item	Resolution	BUDGET	EXPENDITURES I-T-D*			Remaining Ecumbrance
		Total Appropriations	2020	Prior Years	Total	
Reserve Fund						
Emergency Panel Replacements	1-18-99	48,000	0	28,961	28,961	19,039
Water Heater Replacement	1-19-66	940,000	1,389	865,107	866,496	73,504
Laundry Room Coin Box Guards	1-19-64	20,000	0	0	0	20,000
2021 Reserve Study	01-20-XX	5,000	5,000	0	5,000	0
	Total	1,013,000	6,389	894,068	900,457	112,543
Contingency Fund						
Energy Consultant Services	1-18-67	50,000	1,410	29,679	31,089	18,911
2019 Fumigation Program	1-19-33	104,762	0	68,819	68,819	35,943
Slope Repair Avenida Castilla	1-19-51	13,246	0	12,042	12,042	1,204
	Total	168,008	1,410	110,540	111,950	56,058

*Incurred To Date

**UNITED LAGUNA WOODS MUTUAL
FUND EXPENDITURES REPORT
AS OF OCTOBER 31, 2020**

DESCRIPTION	CURRENT MONTH		YEAR-TO-DATE		2020	%	VARIANCE	
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET	EXPENDED	\$	%
RESERVE FUND - MAINTENANCE & CONSTRUCTION								
REPLACEMENTS								
BUILDING STRUCTURES	\$128,237	\$55,974	\$866,477	\$558,362	\$670,009	129%	\$202,762	36%
CDS SIGNAGE	0	4,166	29,078	41,660	50,000	58%	12,582	30%
ELECTRICAL SYSTEMS	28,273	38,290	195,460	382,900	459,495	43%	187,441	49%
EXTERIOR WALKWAY LIGHTING	0	6,280	5,821	62,601	75,121	8%	56,779	91%
FOUNDATIONS	0	3,653	0	36,530	43,836	0%	36,530	100%
GUTTER REPLACEMENT	2,787	8,228	32,084	81,912	98,289	33%	49,828	61%
PAINT - EXTERIOR	124,020	157,758	942,176	1,563,880	1,876,061	50%	621,705	40%
PRIOR TO PAINT	92,052	84,359	573,111	836,468	1,003,518	57%	263,357	31%
PAVING	3,714	33,052	229,792	330,520	396,628	58%	100,728	30%
ROOF REPLACEMENTS	282,942	77,565	886,314	775,650	930,804	95%	(110,664)	(14%)
WALL REPLACEMENT	0	13,750	0	137,500	165,000	0%	137,500	100%
WASTE LINE REMEDIATION	743	191,666	738,511	1,916,660	2,300,000	32%	1,178,149	61%
WATER LINE - COPPER PIPE REMEDIATION	0	16,666	169,666	166,660	200,000	85%	(3,006)	(2%)
WINDOW/SLIDING SCREEN DOOR	5,692	9,998	40,761	99,602	119,518	34%	58,841	59%
SUPPL. APPROPRIATIONS	0	0	6,389	6,389	6,389	100%	0	0%
SUB-TOTAL	\$668,459	\$701,405	\$4,715,639	\$6,997,294	\$8,394,668	56%	\$2,792,532	40%
APPLIANCE AND FIXTURE REPLACEMENTS								
COOKTOPS	\$5,191	\$5,938	\$42,946	\$59,260	\$71,112	60%	\$16,314	28%
DISHWASHERS	4,814	7,151	44,071	71,262	85,523	52%	27,191	38%
BASINS/SINKS/TOILETS	9,671	19,941	95,881	198,868	238,679	40%	102,987	52%
GARBAGE DISPOSALS	4,581	9,669	58,455	96,204	115,440	51%	37,748	39%
HOODS	938	2,984	7,768	29,730	35,681	22%	21,961	74%
COUNTER TOPS/FLOORS/SHOWER ENCLOSURES	47,381	116,371	438,208	1,160,211	1,392,191	31%	722,003	62%
OVENS	6,228	9,271	82,251	92,590	111,112	74%	10,339	11%
RANGES	0	1,045	3,863	10,390	12,469	31%	6,526	63%
REFRIGERATORS	5,136	19,022	83,586	189,805	227,754	37%	106,219	56%
WATER HEATERS & PERMITS	19,614	62,889	246,341	626,314	751,503	33%	379,973	61%
DRYERS	0	2,981	123	29,780	35,735	0%	29,657	100%
WASHING MACHINES	1,424	7,571	45,059	75,636	90,773	50%	30,578	40%
SUB-TOTAL	\$104,978	\$264,832	\$1,148,552	\$2,640,048	\$3,167,971	36%	\$1,491,495	56%
TOTAL RESERVE FUND	\$773,437	\$966,237	\$5,864,192	\$9,637,342	\$11,562,639	51%	\$4,284,027	44%

RESERVE FUND - GENERAL SERVICES

PRIOR TO PAINT	\$0	\$773	\$0	\$7,658	\$9,186	0%	\$7,658	100%
PAVING	1,103	5,761	18,296	57,070	68,481	27%	38,774	68%
WALL REPLACEMENT	0	2,529	0	25,290	30,365	0%	25,290	100%
TOTAL	\$1,103	\$9,063	\$18,296	\$90,018	\$108,032	17%	\$71,722	80%

**UNITED LAGUNA WOODS MUTUAL
FUND EXPENDITURES REPORT
AS OF OCTOBER 31, 2020**

DESCRIPTION	CURRENT MONTH		YEAR-TO-DATE		2020	%	VARIANCE	
	ACTUAL	BUDGET	ACTUAL	BUDGET	BUDGET	EXPENDED	\$	%
RESERVE FUND - LANDSCAPE								
REPLACEMENTS								
LANDSCAPE MODIFICATION	\$17,044	\$37,638	\$124,982	\$376,274	\$451,543	28%	\$251,291	67%
TREE MAINTENANCE	60,614	72,723	689,229	720,807	864,752	80%	31,578	4%
TOTAL RESERVE FUND	\$77,658	\$110,361	\$814,211	\$1,097,081	\$1,316,295	62%	\$282,870	26%

OPERATING EXPENDITURES - MAINTENANCE & CONSTRUCTION

PLUMBING SERVICE	\$129,826	\$116,311	\$1,284,040	\$1,152,207	\$1,382,295	93%	(\$131,833)	(11%)
CARPENTRY SERVICE	37,883	41,569	390,857	411,838	494,100	79%	20,981	5%
ELECTRICAL SERVICE	25,530	34,485	255,904	341,447	409,634	62%	85,543	25%
APPLIANCE REPAIRS	22,130	25,942	206,559	257,114	308,507	67%	50,555	20%
INTERIOR PREVENTIVE MAINTENANCE	30,833	29,169	203,498	288,787	346,454	59%	85,289	30%
PEST CONTROL	6,616	18,830	44,115	188,300	225,980	20%	144,185	77%
COUNTERTOP/FLOOR/TILE REPAIRS	8,512	10,803	88,255	107,074	128,480	69%	18,819	18%
ENERGY PROGRAM	1,451	2,083	11,197	20,830	25,000	45%	9,633	46%
MISC. REPAIRS BY OUTSIDE SERVICE	500	2,083	21,194	20,830	25,000	85%	(364)	(2%)
FIRE PROTECTION	62	1,058	2,259	10,580	12,700	18%	8,321	79%
TOTAL	\$263,342	\$282,333	\$2,507,877	\$2,799,006	\$3,358,151	75%	\$291,129	10%

OPERATING EXPENDITURES - GENERAL SERVICES

CONCRETE REPAIR/REPLACEMENT	\$31,594	\$31,389	\$302,463	\$311,005	\$373,111	81%	\$8,542	3%
JANITORIAL SERVICE	29,665	29,030	377,557	287,662	345,015	109%	(89,895)	(31%)
GUTTER CLEANING	0	16,118	36,202	160,734	192,872	19%	124,533	77%
WELDING	3,934	8,521	55,430	84,410	101,275	55%	28,979	34%
TRAFFIC CONTROL	925	1,263	6,814	12,506	15,010	45%	5,692	46%
TOTAL	\$66,118	\$86,321	\$778,466	\$856,317	\$1,027,283	76%	\$77,851	9%

CONTINGENCY FUND - MAINTENANCE & CONSTRUCTION

MOISTURE INTRUSION - RAIN LEAKS	\$9,600	\$12,666	\$123,850	\$126,660	\$152,000	81%	(\$124,909)	(99%)
MOISTURE INTRUSION - PLUMBING LEAKS	30,202	62,949	317,323	629,490	755,390	42%	184,448	29%
MOISTURE INTRUSION - PLUMBING STOPPAGES	11,520	23,243	90,743	232,430	278,926	33%	13,968	6%
MOISTURE INTRUSION - MISCELLANEOUS	2,975	6,565	8,607	65,650	78,786	11%	(70,676)	(108%)
DAMAGE RESTORATION SERVICES	309	12,019	19,685	119,708	143,640	14%	100,023	84%
SUPPL. APPROPRIATIONS	(12,925)	(12,925)	(58,843)	(58,843)	(58,843)	100%	0	0%
TOTAL CONTINGENCY FUND	\$41,681	\$104,518	\$501,366	\$1,115,095	\$1,349,899	37%	\$102,853	9%

**UNITED LAGUNA WOODS MUTUAL
MAINTENANCE PROGRAMS EXPENDITURES REPORT
AS OF OCTOBER 31, 2020**

YTD ACTUAL

DESCRIPTION	TOTAL EXPENDITURES	LABOR	MATERIALS	OUTSIDE SERVICES
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RESERVE FUND - MAINTENANCE & CONSTRUCTION

BUILDING STRUCTURES	\$866,477	\$18,400	\$3,051	\$334,149
CDS SIGNAGE	29,078	\$0	\$0	\$29,078
ELECTRICAL SYSTEMS	195,460	\$0	\$0	\$195,460
EXTERIOR WALKWAY LIGHTING	5,821	\$0	\$0	\$5,821
FOUNDATIONS	0	\$0	\$0	\$0
GUTTER REPLACEMENT	32,084	\$29,602	\$2,482	\$0
PAINT - EXTERIOR	942,176	\$856,314	\$85,862	\$0
PRIOR TO PAINT	573,111	\$496,715	\$76,396	\$0
PAVING	229,792	\$0	\$0	\$229,792
ROOF REPLACEMENTS	886,314	\$0	\$0	\$886,314
WALL REPLACEMENT	0	\$0	\$0	\$0
WASTE LINE REMEDIATION	738,511	\$7,055	\$224	\$731,232
WATER LINE - COPPER PIPE REMEDIATION	169,666	\$0	\$0	\$169,666
WINDOW/SLIDING SCREEN DOOR	40,761	\$18,083	\$19,260	\$3,418
SUPPL. APPROPRIATIONS	6,389	\$900	\$489	\$5,000
COOKTOPS	\$42,946	\$7,238	\$28,265	\$7,442
DISHWASHERS	44,071	\$13,742	\$26,774	\$3,554
BASINS/SINKS/TOILETS	95,881	\$33,990	\$61,891	\$0
GARBAGE DISPOSALS	58,455	\$22,328	\$36,128	\$0
HOODS	7,768	\$2,874	\$3,414	\$1,480
COUNTER TOPS/FLOORS/SHOWER ENCLOSURES	438,208	\$203,005	\$115,128	\$120,076
OVENS	82,251	\$7,916	\$55,382	\$18,953
RANGES	3,863	\$1,090	\$1,930	\$843
REFRIGERATORS	83,586	\$16,561	\$55,252	\$11,773
WATER HEATERS & PERMITS	246,341	\$77,005	\$169,336	\$0
DRYERS	123	\$123	\$0	\$0
WASHING MACHINES	45,059	\$6,005	\$39,054	\$0
TOTAL	\$5,864,192	\$1,818,948	\$780,316	\$2,754,050

RESERVE FUND - GENERAL SERVICES

PRIOR TO PAINT	\$0	\$0	\$0	\$0
PAVING	18,296	\$17,838	\$458	\$0
WALL REPLACEMENT	0	\$0	\$0	\$0
TOTAL	\$18,296	\$17,838	\$458	\$0

RESERVE FUND - LANDSCAPE

LANDSCAPE MODIFICATION	\$124,982	\$0	\$609	\$124,373
TREE MAINTENANCE	689,229	\$364,978	\$0	\$324,251
TOTAL	\$814,211	\$364,978	\$609	\$448,624

**UNITED LAGUNA WOODS MUTUAL
MAINTENANCE PROGRAMS EXPENDITURES REPORT
AS OF OCTOBER 31, 2020**

YTD ACTUAL

DESCRIPTION	TOTAL EXPENDITURES	LABOR	MATERIALS	OUTSIDE SERVICES
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OPERATING EXPENDITURES - MAINTENANCE & CONSTRUCTION

PLUMBING SERVICE	\$1,284,040	\$999,576	\$50,626	\$233,838
CARPENTRY SERVICE	390,857	\$364,868	\$25,989	\$0
ELECTRICAL SERVICE	255,904	\$227,508	\$26,802	\$1,594
APPLIANCE REPAIRS	206,559	\$183,291	\$23,268	\$0
INTERIOR PREVENTIVE MAINTENANCE	203,498	\$202,144	\$1,355	\$0
PEST CONTROL	44,115	\$0	\$0	\$44,115
COUNTERTOP/FLOOR/TILE REPAIRS	88,255	\$80,910	\$1,930	\$5,415
ENERGY PROGRAM	11,197	\$0	\$0	\$11,197
MISC. REPAIRS BY OUTSIDE SERVICE	21,194	\$0	\$0	\$21,194
FIRE PROTECTION	2,259	\$0	\$1,083	\$1,176
TOTAL	\$2,507,877	\$2,058,296	\$131,053	\$318,529

OPERATING EXPENDITURES - GENERAL SERVICES

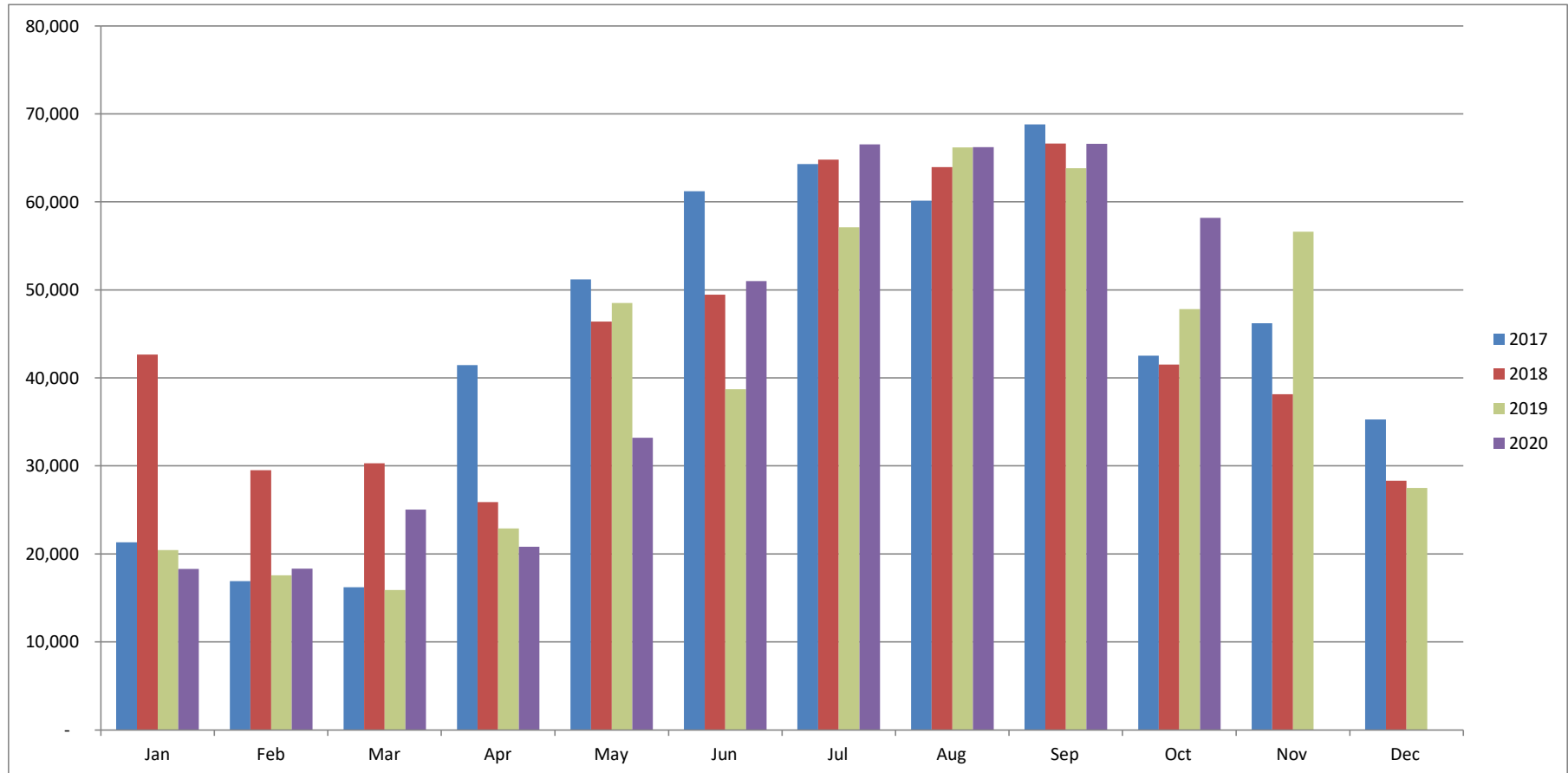
CONCRETE REPAIR/REPLACEMENT	\$302,463	\$282,806	\$19,657	\$0
JANITORIAL SERVICE	377,557	\$377,320	\$237	\$0
GUTTER CLEANING	36,202	\$36,144	\$58	\$0
WELDING	55,430	\$54,286	\$1,145	\$0
TRAFFIC CONTROL	6,814	\$6,814	\$0	\$0
TOTAL	\$778,466	\$757,369	\$21,097	\$0

CONTINGENCY FUND - MAINTENANCE & CONSTRUCTION

MOISTURE INTRUSION - RAIN LEAKS	\$123,850	\$0	\$0	\$251,569
MOISTURE INTRUSION - PLUMBING LEAKS	317,323	\$0	\$0	\$445,042
MOISTURE INTRUSION - PLUMBING STOPPAGES	90,743	\$0	\$0	\$218,462
MOISTURE INTRUSION - MISCELLANEOUS	8,607	\$0	\$0	\$136,326
DAMAGE RESTORATION SERVICES	19,685	\$4,926	\$40	\$14,720
SUPPL. APPROPRIATIONS	(58,843)	\$0	\$0	(\$58,843)
TOTAL	\$501,366	\$4,926	\$40	\$1,007,277

United Mutual Water Usage in 100 cubic foot units

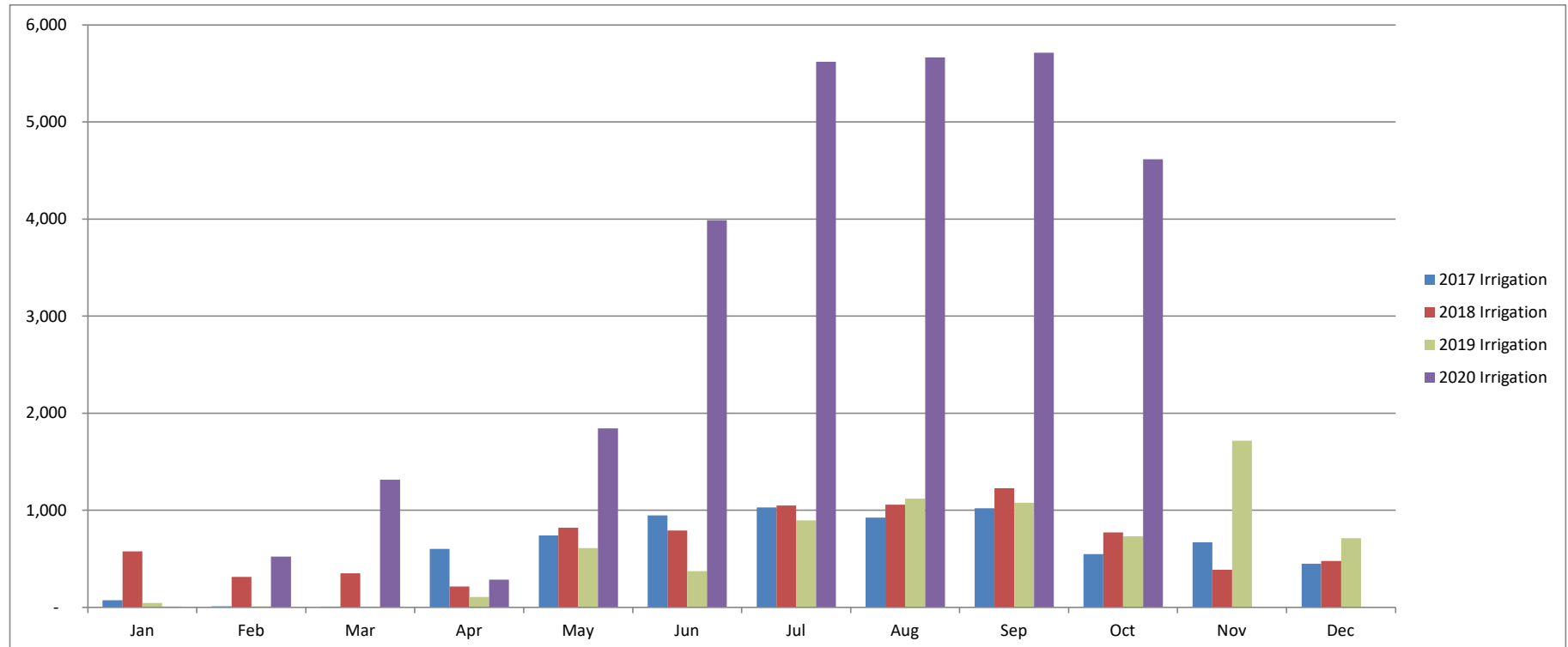
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
2017	21,326	16,898	16,207	41,450	51,184	61,199	64,301	60,140	68,826	42,530	46,232	35,259	444,061	525,552
2018	42,632	29,513	30,299	25,881	46,405	49,466	64,821	63,964	66,621	41,517	38,135	28,295	461,119	527,549
2019	20,437	17,551	15,895	22,897	48,490	38,729	57,098	66,201	63,823	47,827	56,613	27,488	398,948	483,049
2020	18,294	18,329	25,035	20,833	33,194	50,996	66,548	66,237	66,599	58,169	-	-	424,234	424,234



United Mutual

Irrigation Water Usage in 100 cubic feet units

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
2017 Irrigation	72	12	9	603	742	946	1,030	925	1,021	549	669	451	5,909	7,029
2018 Irrigation	576	314	349	214	822	792	1,050	1,058	1,229	773	389	478	7,177	8,044
2019 Irrigation	47	11	8	108	612	372	898	1,118	1,079	732	1,718	713	4,985	7,416
2020 Irrigation	9	523	1,315	284	1,845	3,987	5,621	5,666	5,712	4,615	-	-	29,577	29,577



Note: Beginning in November of 2019, ETWD began identifying 18 new water meters for recycled water as Irrigation meters that were not previously included in Irrigation.

United Mutual

Residential Water Usage in 100 cubic feet units

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
2017 Residential	21,254	16,886	16,198	40,847	50,442	60,253	63,271	59,215	67,805	41,981	45,563	34,808	438,152	518,523
2018 Residential	42,056	29,199	29,950	25,667	45,583	48,674	63,771	62,906	65,392	40,744	37,746	27,817	453,942	519,505
2019 Residential	20,390	17,540	15,887	22,789	47,878	38,357	56,200	65,083	62,744	47,095	54,895	26,775	393,963	475,633
2020 Residential	18,285	17,806	23,720	20,549	31,349	47,009	60,927	60,571	60,887	53,554	-	-	394,657	394,657

