

Balance Budgets and Expenses

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About Us..

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- Polling Question #1

Why is Balancing Budgets and Expenses Important?

- Improve planning and control when spending
- Support business goals for community and SUN
- Management and control
- Increases motivation within the TEAM!
- You will be successful

- Polling Question #2

What are some best practices when balancing your budgets and expenses?

- Gather past spending details
- Keep reviewing your budgets
- Print your P&L's and highlight important quarterly expenses



Open Discussion:

- Discuss different methods you have used to successfully manage your budget.

- Polling Question #3

How often are you reviewing your P&L's?

- Daily
- Weekly
- Monthly
- Quarterly



- Polling Question #4

Why share the budget with the Team?

- Get their feedback
- They are part of the goal
- Their opinion matters
- Make them feel Empowered



- Polling Question #5

Four main entities at SUN

- Home PO
- CapEX
- Lot Mods
- Operations

SCENARIOS

Golfcarts

- Your golf cart batteries have frozen for the winter, you need to purchase 5 new batteries that will cost \$2,000.00. What do you do?

Street Lights

- You need to purchase a new light post that will cost you \$450.00 in materials. What do you do?

ACTIVITY

What was difficult with this exercise?

- What are your key takeaways from our session?
- What are you going to commit to moving forward?

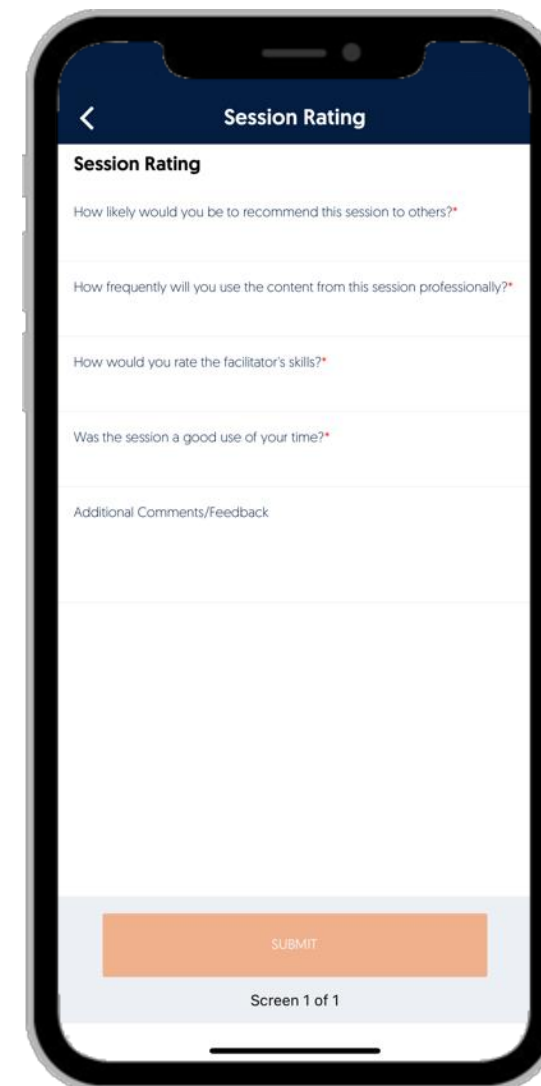
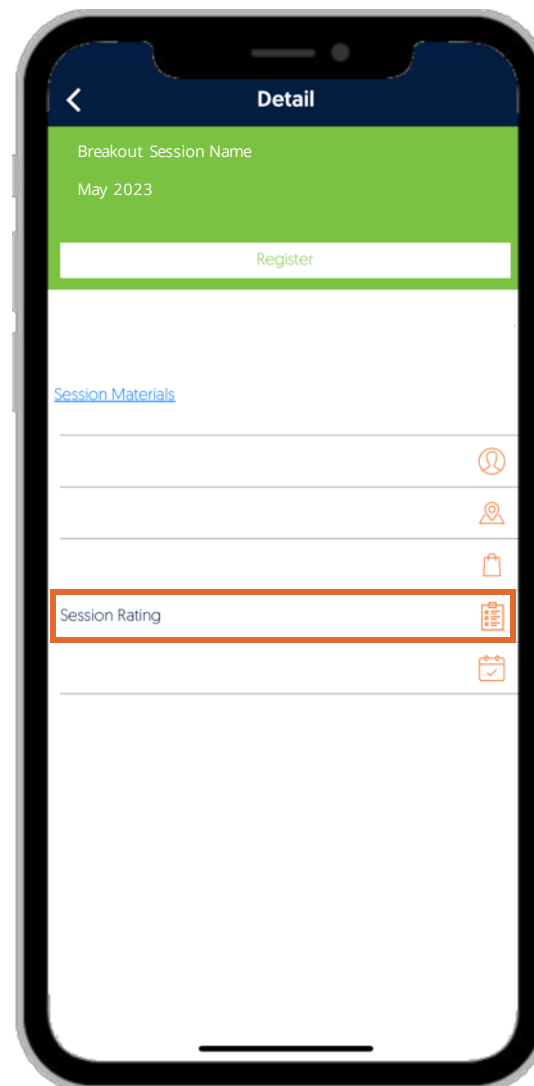
In conclusion

- Budgeting can be a valuable tool at the communities. It allows managers to plan ahead, allocate resources effectively, and improve communication and coordination. However, it's important to be aware of the potential drawbacks, such as inflexibility, time-consumption, conflict, and unrealistic targets. By understanding both the advantages and disadvantages of budgeting, you can make informed decisions that will benefit the community in the long run.

Reminder!

Please complete and submit the survey for this session.

Balance Budgets and Expenses



Profit and Loss Statement

For the Period 1/2022 to 12/2022

Description	Account	Period Actual	Period Budget	Period Variance	Period VCs	YTD Actual	YTD Budget	YTD Variance	YTD VCs	Annual Budget
MH Revenue Producing REG Sites	4000-000-001	2,282.00	2,290	-8		2,282.00	2,290	-8		2,290
MH Non Rev Producing-Occupied	4000-000-003	29	0	29		29	0	29		0
MH Non Rev Producing-Vacant	4000-000-005	113	134	-21		113	134	-21		134
TOTAL USABLE MH SITES		2,424.00	2,424	0		2,424.00	2,424	0		2,424
RV Revenue Producing Seasonal	4100-000-016	3,588.00	3,573	15		3,588.00	3,573	15		3,573
TOTAL USABLE PERM RV SITES		3,588.00	3,573	15		3,588.00	3,573	15		3,573
RV Transient Sites	4100-000-030	24	97	-73		24	97	-73		97
TOTAL USABLE RV SITES		3,612.00	3,670	-58		3,612.00	3,670	-58		3,670
Potential Rent	4000-100-000	1,511,006.33	1,506,137	4,869.33		1,511,006.33	1,506,137	4,869.33		1,506,137
Vacancy Rent	4000-110-000	-77,696.23	-87,852	10,155.77		-77,696.23	-87,852	10,155.77		-87,852
Model Homes	4000-115-000	-5,940.16	0	-5,940.16		-5,940.16	0	-5,940.16		0
In Lieu Of Inventory	4000-127-000	0	-311	311		0	-311	311		-311
Discount-Resident Site Rent	4000-130-000	-12,037.39	-13,152	1,114.61		-12,037.39	-13,152	1,114.61		-13,152
Discount-Employee Site Rent	4000-145-000	-16,718.72	-19,104	2,385.28		-16,718.72	-19,104	2,385.28		-19,104
TOTAL MH RENTAL INCOME		1,398,613.83	1,385,718	12,895.83		1,398,613.83	1,385,718	12,895.83		1,385,718
RV Rent - Seasonal	4100-160-000	1,675,030.00	1,669,567	5,463.00		1,675,030.00	1,669,567	5,463.00		1,669,567
TOTAL RV PERM RENTAL INCOME		1,675,030.00	1,669,567	5,463.00		1,675,030.00	1,669,567	5,463.00		1,669,567
TOTAL RV RENTAL INCOME		1,675,030.00	1,669,567	5,463.00		1,675,030.00	1,669,567	5,463.00		1,669,567
Bad Debt Expense	4000-200-000	-65.05	-5,853	5,787.95		-65.05	-5,853	5,787.95		-5,853
Late Fees and NSF Charges	4000-205-000	4,680.11	1,959	2,721.11		4,680.11	1,959	2,721.11		1,959
Shed Fees	4000-220-904	13,465.00	21,892	-8,427.00		13,465.00	21,892	-8,427.00		21,892
Application Fees	4000-225-000	1,200.00	1,495	-295		1,200.00	1,495	-295		1,495
Home Rental Income	4000-236-000	15,608.71	18,484	-2,875.29		15,608.71	18,484	-2,875.29		18,484
Boat Dock Income	4000-245-000	323,150.00	302,840	20,310.00		323,150.00	302,840	20,310.00		302,840
Electric Income	4000-300-000	105,806.94	99,310	6,496.94		105,806.94	99,310	6,496.94		99,310
Propane Income	4000-302-000	568	1,151	-583		568	1,151	-583		1,151
Water and Sewer Income	4000-305-000	4,959.18	2,156	2,803.18		4,959.18	2,156	2,803.18		2,156
Trash Income	4000-315-000	71,805.70	65,400	6,405.70		71,805.70	65,400	6,405.70		65,400
Laundry Income	4000-335-000	7,302.00	8,437	-1,135.00		7,302.00	8,437	-1,135.00		8,437
Wireless Internet Revenue	4000-351-000	0	1,840	-1,840.00		0	1,840	-1,840.00		1,840
Other Charges and Fees	4000-900-000	5,363.19	25,656	-20,292.81		5,363.19	25,656	-20,292.81		25,656
TOTAL OTHER MH INCOME		553,843.78	544,767	9,076.78		553,843.78	544,767	9,076.78		544,767
TOTAL INCOME, PROPERTY		3,627,487.61	3,600,052	27,435.61		3,627,487.61	3,600,052	27,435.61		3,600,052
Interest Income - Cash Management	4500-120-000	22.93	0	22.93		22.93	0	22.93		0
TOTAL INTEREST INCOME		22.93	0	22.93		22.93	0	22.93		0
TOTAL INCOME		3,627,510.54	3,600,052	27,458.54		3,627,510.54	3,600,052	27,458.54		3,600,052
New Homes Sold	4250-010-000	2	5	-3		2	5	-3		5
Broker Homes Sold	4250-030-000	0	9	-9		0	9	-9		9
TOTAL HOMES SOLD		2	14	-12		2	14	-12		14
Home Sales - New	4200-100-000	269,140.00	459,520	-190,380.00		269,140.00	459,520	-190,380.00		459,520
Broker Commission	4200-305-000	0	21,096	-21,096.00		0	21,096	-21,096.00		21,096
Home Prep Fee	4200-315-000	1,198.00	6,530	-5,332.00		1,198.00	6,530	-5,332.00		6,530
TOTAL HOME REVENUE		270,338.00	487,146	-216,808.00		270,338.00	487,146	-216,808.00		487,146
TOTAL SALES RELATED REVENUE		270,338.00	487,146	-216,808.00		270,338.00	487,146	-216,808.00		487,146
Cost of Sales - New	5000-100-000	200,222.55	386,750	-186,527.45		200,222.55	386,750	-186,527.45		386,750
Cost of Sales - New (trueup)	5000-120-000	-21,651.78	0	-21,651.78		-21,651.78	0	-21,651.78		0
TOTAL COST OF SALES - NEW		178,570.77	386,750	-208,179.23		178,570.77	386,750	-208,179.23		386,750
TOTAL COST OF SALES		178,570.77	386,750	-208,179.23		178,570.77	386,750	-208,179.23		386,750
GROSS PROFIT ON SALES/FINANCE		91,767.23	100,396	-8,628.77		91,767.23	100,396	-8,628.77		100,396
Food Sales, Restaurant	4600-305-000	502	24,872	-24,370.00		502	24,872	-24,370.00		24,872
Grocery Sales, Store	4600-306-000	5,056.28	10,733	-5,676.72		5,056.28	10,733	-5,676.72		10,733
TOTAL FOOD & BEV REVENUE		5,558.28	35,605	-30,046.72		5,558.28	35,605	-30,046.72		35,605
Gasoline Sales	4600-403-000	66,676.12	88,788	-22,111.88		66,676.12	88,788	-22,111.88		88,788
Other Misc. Income	4600-410-000	450	258	192		450	258	192		258
Merchandise Income	4600-412-000	147.9	3,819	-3,671.10		147.9	3,819	-3,671.10		3,819
Sales Tax Collection Allowance	4600-415-000	-25.61	0	-25.61		-25.61	0	-25.61		0
TOTAL MERCH & OTHER ANC INCOME		67,248.41	92,865	-25,616.59		67,248.41	92,865	-25,616.59		92,865
TOTAL ANCILLARY INCOME		72,806.69	128,470	-55,663.31		72,806.69	128,470	-55,663.31		128,470
Cost of Sales - Restaurant	5600-305-000	367.39	9,060	-8,692.61		367.39	9,060	-8,692.61		9,060
Cost of Sales - Grocery	5600-306-000	3,311.70	7,907	-4,595.30		3,311.70	7,907	-4,595.30		7,907
Cost of Sales - Gasoline	5600-403-000	43,552.19	55,702	-12,149.81		43,552.19	55,702	-12,149.81		55,702
Cost of Sales - Recreation	5600-406-000	10	2,998	-2,988.00		10	2,998	-2,988.00		2,998
Cost of Sales - Equipment Rentals	5600-407-000	150	0	150		150	0	150		0
Cost of Sales - Activities	5600-408-000	846.96	768	78.96		846.96	768	78.96		768
Cost of Sales - Other Purchases	5600-410-000	0	436	-436		0	436	-436		436
Cost of Sales - Events/Entertainmen	5600-411-000	9,075.00	4,922	4,153.00		9,075.00	4,922	4,153.00		4,922
Cost of Sales - Merchandise	5600-412-000	201.71	2,724	-2,522.29		201.71	2,724	-2,522.29		2,724
TOTAL COST OF SALES, ANCILLARY		57,514.95	84,517	-27,002.05		57,514.95	84,517	-27,002.05		84,517

GROSS PROFIT, ANCILLARY		15,291.74	43,953	-28,661.26		15,291.74	43,953	-28,661.26	43,953
Real Estate Taxes	5500-100-000	21,523.67	20,604	919.67		21,523.67	20,604	919.67	20,604
TOTAL PROPERTY TAXES		21,523.67	20,604	919.67		21,523.67	20,604	919.67	20,604
TOTAL PAYROLL		318,837.50	453,197	-134,359.50		318,837.50	453,197	-134,359.50	453,197
Utilities - Water and Sewer	6100-100-000	53,711.91	52,270	1,441.91		53,711.91	52,270	1,441.91	52,270
Utilities - Sewage Treatment	6100-110-000	591.2	10,420	-9,828.80		591.2	10,420	-9,828.80	10,420
Utilities - Gas and Electric, VR	6100-115-920	465.01	0	465.01		465.01	0	465.01	0
Utilities - Gas and Electric, Inven	6100-116-000	404.01	710	-305.99		404.01	710	-305.99	710
Utilities - Propane	6100-117-000	10,811.55	10,802	9.55		10,811.55	10,802	9.55	10,802
Utilities - Electric	6100-120-000	130,161.86	120,032	10,129.86	2	130,161.86	120,032	10,129.86	120,032
Utilities - Telecommunications	6100-125-000	55,693.30	65,656	-9,962.70		55,693.30	65,656	-9,962.70	65,656
Utilities - Guest Wi-Fi	6100-126-000	7,759.73	5,415	2,344.73		7,759.73	5,415	2,344.73	5,415
Utilities - Services	6100-130-000	6,673.47	14,283	-7,609.53	2	6,673.47	14,283	-7,609.53	14,283
Utilities - Rubbish Removal	6100-145-000	66,434.03	54,660	11,774.03	5	66,434.03	54,660	11,774.03	54,660
TOTAL UTILITIES		332,706.07	334,248	-1,541.93		332,706.07	334,248	-1,541.93	334,248
Sup and Rep - Equipment and Tools	6200-100-000	2,237.47	2,000	237.47		2,237.47	2,000	237.47	2,000
Sup and Rep - Landscaping	6200-110-000	39,503.36	66,276	-26,772.64	5	39,503.36	66,276	-26,772.64	66,276
Sup and Rep - Tree Trim/Removal	6200-112-000	94,548.00	27,000	67,548.00	7	94,548.00	27,000	67,548.00	27,000
Sup and Rep - Lawn Services/Fertili	6200-115-000	26,797.60	16,768	10,029.60	1	26,797.60	16,768	10,029.60	16,768
Sup and Rep - Resident Lawn Care	6200-116-000	0	794	-794		0	794	-794	794
Sup and Rep - Pest Control	6200-118-000	3,637.68	1,920	1,717.68		3,637.68	1,920	1,717.68	1,920
Sup and Rep - Community Maintenance	6200-120-000	15,147.92	26,642	-11,494.08		15,147.92	26,642	-11,494.08	26,642
Sup and Rep - Safety / PPE	6200-121-000	757.49	1,500	-742.51		757.49	1,500	-742.51	1,500
Sup and Rep - Snow Removal	6200-123-000	1,443.03	0	1,443.03		1,443.03	0	1,443.03	0
Sup and Rep - Roads	6200-125-000	1,121.79	200	921.79		1,121.79	200	921.79	200
Sup and Rep - Housekeeping	6200-128-000	3,433.43	5,738	-2,304.57		3,433.43	5,738	-2,304.57	5,738
Sup and Rep - Pool/Spa	6200-140-000	10,446.34	9,622	824.34		10,446.34	9,622	824.34	9,622
Sup and Rep - Telephone	6200-150-000	0	42	-42		0	42	-42	42
Sup and Rep - Irrigation System	6200-155-000	313.05	250	63.05		313.05	250	63.05	250
Sup and Rep - Water System	6200-165-000	104.45	0	104.45		104.45	0	104.45	0
Sup and Rep - Vehicle Repair	6200-175-000	1,858.39	2,000	-141.61		1,858.39	2,000	-141.61	2,000
Sup and Rep - Gasoline	6200-180-000	2,756.02	2,825	-68.98		2,756.02	2,825	-68.98	2,825
Sup and Rep - Boat Docks	6200-183-000	6,600.00	2,850	3,750.00	1	6,600.00	2,850	3,750.00	2,850
Sup and Rep - Clubhouse	6200-190-000	358.56	3,100	-2,741.44		358.56	3,100	-2,741.44	3,100
Sup and Rep - Electric	6200-195-000	8,958.38	3,400	5,558.38		8,958.38	3,400	5,558.38	3,400
Sup and Rep - Community Owned Manuf	6200-197-000	903.41	1,000	-96.59		903.41	1,000	-96.59	1,000
Uniforms	6200-205-000	2,552.70	399	2,153.70		2,552.70	399	2,153.70	399
TOTAL SUPPLIES AND REPAIRS		223,479.07	174,326	49,153.07		223,479.07	174,326	49,153.07	174,326
Taxes - Property	6500-300-000	8,409.78	0	8,409.78		8,409.78	0	8,409.78	0
Taxes - School	6500-305-000	0	5,728	-5,728.00		0	5,728	-5,728.00	5,728
TOTAL TAXES		8,409.78	5,728	2,681.78		8,409.78	5,728	2,681.78	5,728
Legal Fees - Delinquency Related	6600-080-000	1,922.33	2,500	-577.67		1,922.33	2,500	-577.67	2,500
Legal Fees - Other	6600-085-000	1,881.00	2,075	-194	1	1,881.00	2,075	-194	2,075
Insurance - Prop and Casualty	6600-090-000	46,132.46	43,627	2,505.46		46,132.46	43,627	2,505.46	43,627
Insurance - Other	6600-095-000	6,512.00	0	6,512.00		6,512.00	0	6,512.00	0
General Office	6600-100-000	2,944.45	5,184	-2,239.55		2,944.45	5,184	-2,239.55	5,184
General Office - Other	6600-105-000	27.6	0	27.6		27.6	0	27.6	0
Postage/Fed Ex	6600-110-000	540.4	1,977	-1,436.60		540.4	1,977	-1,436.60	1,977
Postage/Fed Ex - Other	6600-115-000	648.45	699	-50.55		648.45	699	-50.55	699
Bank Service Charges	6600-120-000	5,090.45	4,740	350.45		5,090.45	4,740	350.45	4,740
Credit Card Processing Charges	6600-121-000	30,076.85	22,762	7,314.85	1	30,076.85	22,762	7,314.85	22,762
Warranty Services - Non-Reimb, F an	6600-170-000	0	170	-170		0	170	-170	170
Resident Relations	6600-200-000	639.26	9,000	-8,360.74		639.26	9,000	-8,360.74	9,000
Advertising	6600-400-000	18,006.98	23,257	-5,250.02		18,006.98	23,257	-5,250.02	23,257
MH Advertising - Corporate	6600-401-000	0	3,914	-3,914.00		0	3,914	-3,914.00	3,914
RV Advertising - Corporate	6600-402-000	0	10,968	-10,968.00		0	10,968	-10,968.00	10,968
Signs - Advertising	6600-410-000	302	2,300	-1,998.00		302	2,300	-1,998.00	2,300
Licenses and Dues	6600-500-000	5,730.00	17,195	-11,465.00	1	5,730.00	17,195	-11,465.00	17,195
Security Service	6600-600-000	6,324.40	3,600	2,724.40		6,324.40	3,600	2,724.40	3,600
Seminars and Conventions	6600-700-000	175	0	175		175	0	175	0
Training Programs-Field Staff	6600-710-000	1,680.00	1,680	0		1,680.00	1,680	0	1,680
Late Fees	6600-750-000	0	1	-1		0	1	-1	1
Bank Deposit - Over/Short	6600-790-000	96.1	0	96.1		96.1	0	96.1	0
Hardware Maintenance	6600-800-909	35.75	0	35.75		35.75	0	35.75	0
Travel - Regional Manager	6600-903-000	7,575.66	725	6,850.66		7,575.66	725	6,850.66	725
Meals - Regional Manager	6600-909-000	409.12	350	59.12		409.12	350	59.12	350
Software Maintenance	6610-800-909	4,435.87	3,084	1,351.87		4,435.87	3,084	1,351.87	3,084
TOTAL OTHER EXPENSES		141,186.13	159,808	-18,621.87		141,186.13	159,808	-18,621.87	159,808
Short Term Lease Expense	6800-400-105	12,000.00	12,000	0		12,000.00	12,000	0	12,000
TOTAL MISCELLANEOUS		12,000.00	12,000	0		12,000.00	12,000	0	12,000
TOTAL OPERATING EXPENSES		1,058,142.22	1,159,911	-101,768.78		1,058,142.22	1,159,911	-101,768.78	1,159,911
NET OPERATING INCOME		2,676,427.29	2,584,490	91,937.29		2,676,427.29	2,584,490	91,937.29	2,584,490
CONTROLLABLE NOI		2,676,427.29	2,584,490	91,937.29		2,676,427.29	2,584,490	91,937.29	2,584,490
Sun Unity Contributions	8260-100-000	0	504	-504		0	504	-504	504
TOTAL G AND A OTHER		0	504	-504		0	504	-504	504
Amortization - Promotions	8500-130-000	200	48	152		200	48	152	48

Amortization - In Place Leases	8500-131-000	124,097.03	124,092	5.03	124,097.03	124,092	5.03	124,092
Sale of Equipment/Vehicles	8500-135-000	50,857.70	0	50,857.70	50,857.70	0	50,857.70	0
Depreciation	8500-150-000	1,475,997.62	1,467,984	8,013.62	1,475,997.62	1,467,984	8,013.62	1,467,984
TOTAL DEPRECIATION AND AMORT.		1,651,152.35	1,592,124	59,028.35	1,651,152.35	1,592,124	59,028.35	1,592,124
TOTAL G AND A		1,651,152.35	1,592,628	58,524.35	1,651,152.35	1,592,628	58,524.35	1,592,628
NET INCOME (LOSS)		1,025,274.94	991,862	33,412.94	1,025,274.94	991,862	33,412.94	991,862

TIPS TO BALANCE YOUR BUDGET AND EXPENSES

PLAN

Pick one form of tracking and plan out your 2023 Budgeting and Expenses.



REVIEW

Review past historical expense trends, current budgeting and quarterly.



DISCUSS

Communicate with your leader and team. Discuss a plan as a team.



ACT

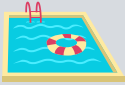
Take agreed-upon action to achieve your budget goals.

FOUR MAIN ENTITIES



Home PO

expenses related to inventory homes that have never been leased or were leased within the last six months.



CapEX

expenses related to new capital assets or physical modifications to existing capital assets.



Lot Mods

expenses related to lots selected for home, RV, and vacation rental placement, such as landscaping or piers.



Operations

expenses related to general community and sales-related costs, such as payroll, supplies, and utilities.