

2022 Financial Summary

Summary Financial Statements

*Note: QB Financial Statements are on an accrual basis vs. cash basis shown below

2022 Income

Dues (Includes Past Due collections)	\$384,756
Other Income (Stickers, Cable Fees, Finance Charges)	\$91,780
Dock Lease, Building Permits & Other	\$48,952
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Total Income	\$525,489

2022 Expenses

Operating Expenses	(\$356,300)
Road Study	(\$26,625)
Financial Audit (2019, 2020, 2021)	(\$17,000)
Road Repair (Contract)	(\$40,071)
Lake Restoration Donation	(\$15,000)
Security, Lake, Other	(\$51,494)
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Total Expenses and Investments	(\$506,490)

Cash Position: YE 2022

General Fund (UNRESTRICTED)	75,846
Community Reserves	111,000
RESTRICTED (Tennis Court, Lake)	52,948
RESTRICTED (Dam Reserve)	160,000





2022 Operating Budget – Year End 2022 Summary

Operational
Costs.

Classification	What's In It?	Percent of Budget	2022 Budget	2022 Spend	Percent of Budget Utilized
People	Wages, Payroll Taxes, Background Checks, Uniforms, Workers Comp	55%	\$239,300	\$179,809	75%
	Grass Cutting, Salting, Repairs, Maintenance, Issues Boat Stickers, Communication, Bill Pay, Management				
Insurance	Liability	9%	\$40,000	\$40,128	100%
Community Maintenance	Shop Supplies, Road Material, Parts for Repairs, Equipment Rental	10%	\$43,000	\$46,139	107%
Utilities	Electric, Propane, Phones, Trash, Water, Internet	5%	\$21,000	\$18,364	88%
Professional Fees	Legal, Accounting, Lot & Title Fees	3%	\$13,500	\$12,900	96%
Vehicle Usage	Fuel, Maintenance	5%	\$21,800	\$32,708	150%
Admin	Office Supplies, Guest Cards, Community Hall Supplies, Title Fees, Postage	3%	\$13,400	\$16,386	122%
Taxes	Property Tax, Personal Property	2%	\$9,500	\$10,134	107%
Fund Reserves	Annual funding for Reserve Account (NEW in 2019) Moved to savings	5%	\$20,000	\$20,000	100%
DAM Escrow Payback	Replenish DAM Fund for Replacement of DAM Road (Year 3 of 7)	2%	\$10,000	\$10,000	100%

- ✓ Spend aligned to budget in total; additional maintenance costs for vehicles and equipment offset by favorable salaries
- ✓ We collected 99% of annual dues for 2022 and have collected over \$8k of past years dues



Financial Deep Dive (as of 9/30/22)



Legal

Spend YTD \$8,864

- Past due accounts: \$4,790
- Nuisance Properties: \$3,283
- Marina Lease: \$700
- Misc document review, rules, by-laws, swinger

Legal has reduced past due amounts by 70% by taking more aggressive legal actions in 2022 and have received over \$50k in payments/property this year



Road Repairs

Spend YTD: \$24,385 (ILPOA) plus \$28,396 (contracted) = \$52,781

- Contracted with Hot Shot to complete larger patches around community and to complete water company patches (reimbursed by CSWR)
- Board has worked with maintenance crew to enhance patching (saw cut, good patch material, roller rental) which is driving better outcomes for patches. Also worked with CSWR to revise fill process for leaks



Audit & Studies

Ditch and Culvert Study \$11k
Road Study \$14k
Audit \$17k

- Contracted with Cochran to complete a comprehensive ditch and culvert assessment of our community as well as a refresh of BFA road study that was last completed in 2016.
- Financial Audit by Fick, Eggemeyer, and Williamson CPAs will be completed by early November and is required



2022: Year in Review

Maintenance

- Significant road patching and repair efforts between ILPOA maintenance and Hot Shot Asphalt
- Repaired Docks, cleared culverts, normal mowing and community maintenance
- Mowed dam twice and working on maintenance list from DNR
- Partnered with CSWR to refine patching guidelines for water leaks (using minus instead of clean)

Nuisance/Legal/Security

- Re-launched Neighborhood watch in partnership with CCSD
- Issued 29 citations and collected \$1,600 in fines
- Issued 14 letters for nuisance properties
- Collected 11 past due accounts, placed 6 liens, and took possession of 2 properties (\$50k in collections/property received)
- CCSD patrols up in community

Other

- Gate Upgrade project to enhance security of our community
- Creating a map of our community
- Stocked lake for first time since 2018
- Funded community reserves for 3rd year
- Addressed beavers/otters/geese in partnership with DNR and trappers
- Partnered with Cochran to update road study and develop culvert study
- Significant improvements in water quality driven by Lake Restoration

#1: Successful Outcome FOR ILPOA in Indian Hills Civic Association vs. ILPOA

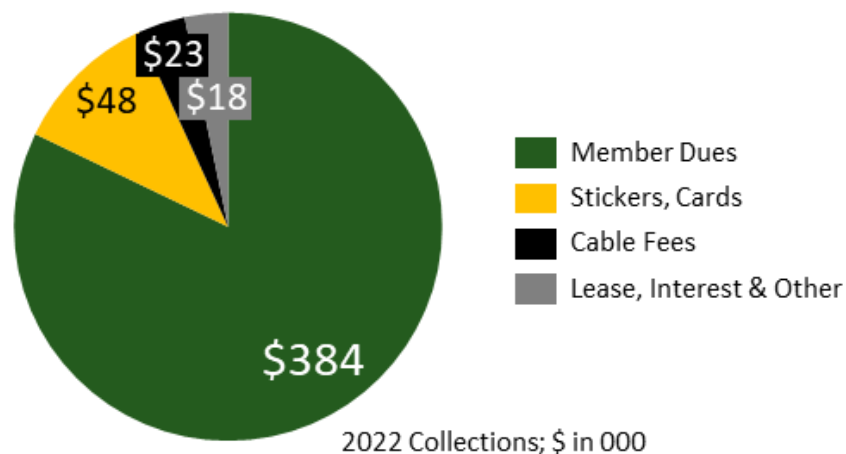




Financial Overview of the ILPOA

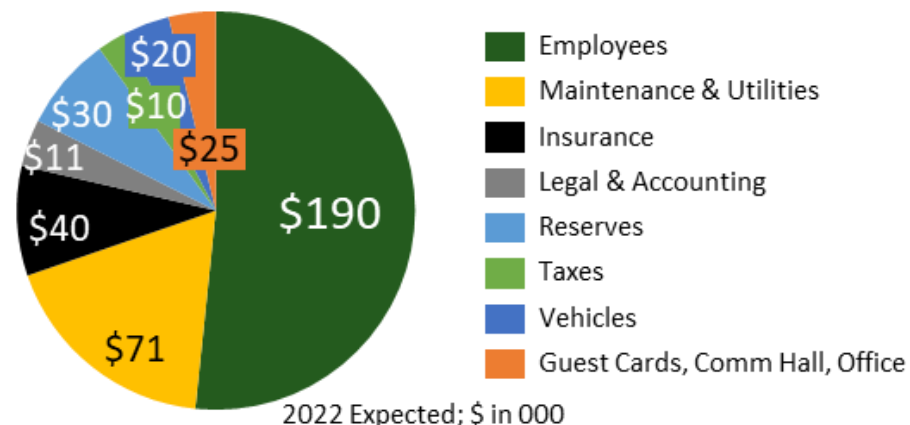
How does our Association Generate Income?

The association generates approximately \$440k per year in income, of which over 80% is generated by basic annual dues. Dues per primary lot in 2022 were \$334/yr, and in 2023 they will be \$363 for the year. Additional lots and half lots are a reduced fee. ILPOA generates an additional \$75k in income from Boat Stickers, ATV & Golf Cart stickers, RFID cards, and Cable Fees. Our association is not eligible for any tax revenues or government grants.



How does the BOD Spend the Money?

The BOD is tasked with allocating spend to run ILPOA. Our dues must maintain all the infrastructure in the community including common areas, community center, office, docks, dam infrastructure, and most importantly the lake. The BOD has explored a management company and outsourcing maintenance and office tasks; the costs outweigh the benefits. A management company fee is 8% of our revenue (\$35k) just to print and send invoices, and office and maintenance services require an additional fee.



There are ~1,000 members in Indian Hills who own lot(s). Per the BUR, ILPOA is restricted from having multiple classes of members, and can only raise the annual dues by the STL CPI annually. To change the BUR, 67% of lot owners must agree to the change. With 2/3 of **voting member** approval, ILPOA may implement special assessments through the By-Laws, a strategy that was used to replace the Cove 9 bridge in 2021. Per our By-Laws Article II Members Section 1, Classes of Members: ILPOA shall have only one (1) class of Association Members which shall consist of those persons who own a lot or lots in Indian Hills subdivision. See a copy of our BUR, By-Laws, and Rules and regulations at www.ilpoa.org/rules and at www.ilpoa.org/documents

