



**SPECIAL MEETING OF THE BOARD OF DIRECTORS**

**Thursday, August 9, 2018 – 1:30 p.m.  
Laguna Woods Village Community Center Board Room  
24351 El Toro Road**

**AGENDA**

1. Call to Order
2. Acknowledgment of Media
3. Approval of the Agenda
4. Chair Remarks
5. Member Comments (Items Not on the Agenda)

**Items for Discussion and Consideration:**

6. Review Preliminary 2019 Business Plan, Version 2

**Concluding Business:**

7. Board Member Comments
8. Date of Next Meeting – Tuesday, September 11, 2018
9. Adjournment





## STAFF REPORT

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**DATE:** August 9, 2018  
**FOR:** United Laguna Woods Mutual Board of Directors  
**SUBJECT:** 2019 Business Plan – Version 2

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### **RECOMMENDATION**

Staff recommends that board members review the proposed business plan and provide direction for change or revision. All components of the plan will be discussed at the special Board meeting on August 9, 2018.

### **BACKGROUND**

On May 22, 2018 the Maintenance & Construction (M&C) Committee reviewed a preliminary budget proposal specific to maintenance programs funded from both operating and reserves, including assumptions and detailed scopes of work for over \$18MM in planned expenditures. On May 23, 2018 the Landscape Committee also reviewed preliminary budgets and discussed service levels for over \$5MM in planned expenditures from operations and reserves.

On July 12, 2018 the Board reviewed Version 1 of the proposed 2019 Business Plan, inclusive of all planned revenues, expenditures, and reserve contributions. Changes directed from these early budget meetings and subsequent discussions with Staff are included in Version 2.

### **DISCUSSION**

The attached documents present an overview of the proposed 2019 Business Plan for United Mutual. This version reflects a Total Basic Assessment of \$578.52 per manor per month, inclusive of the GRF portion, for a total increase of \$9.53 or 2.0% when compared to the current year.

Brief notations of the budgetary line items with significant change are noted below as increases or (decreases), and listed in order of appearance on the proposed Business Plan:

**Line1-4: Non-assessment revenues decreased \$156,608.** Revenue is generated through various fines, fees, chargeable services, and coin-operated laundry facilities to help offset administrative and operating costs. The budgets for these categories have been adjusted to reflect recent experience, with an overall reduction primarily due to an incorrect budget for chargeable services in the current year.

- Line 5: **Employee Compensation increased by \$102,805 or 1.5%** due to increased staffing and the inclusion of planned wage adjustments. Staffing levels increased in the Department of Resident Services to reflect current staffing requirements for extended call center hours and training, and in Office of the Chief Executive Officer (CEO) for enhanced communications and records management programs. These increases were partially offset by the reclassification of certain major repair programs to reserve including paving maintenance, touch up paint, and building rehab.
- Line 6: **Expenses Related to Compensation increased by \$37,859** primarily due to taxes and benefits on additional staffing and wage adjustments.
- Line 7: **Materials and Supplies decreased by (\$24,553)** due to a move to reserves; several programs considered major repair of Mutual components were reclassified as reserve expenditures including paving maintenance, touch up paint, and building rehab.
- Line 9: **Sewer increased by \$41,400** due to increases in the per-meter charges put into effect on July 1, 2018 by El Toro Water District (ETWD) to fund ongoing operations and maintenance program.
- Line 10: **Water increased by \$70,220** due to increases in the per-meter charges put into effect on July 1, 2018 by ETWD to fund ongoing operations and maintenance program. Although tiered water rates did not increase in the current year, an incorrect budget assumption for these rates was fixed for 2019.
- Line 11: **Trash increased by \$17,861** to reflect contractual rates.
- Line 12: **Legal Fees decreased by (\$25,000)**; this is a contingency budget and will vary based on experience and projections.
- Line 13: **Professional Fees increased by \$20,701**, due to the inclusion of a consultant to aid with annual and special elections.
- Line 16: **Outside Services decreased by (\$372,090)** due to fewer outside services planned as chargeable service, roof repairs reclassified as a reserve expenditure, and less fumigation planned in 2019. The decrease was partially offset by the addition of appliance reimbursements to this line, a correction from the current year budget.
- Line 18: **Other Operating increased by \$14,650**, primarily due to a contingency for higher uniform and shoe requirements.
- Line 20: **Property and Sales Tax increased by \$239,287** for the cooperatives, in anticipation of higher assessed property values.
- Line 21: **Property Insurance increased by \$123,723**, due to the addition of an earthquake insurance policy, partially offset by a reduction in the budget for property insurance premiums.
- Line 23: **Net Allocation to Mutuals decreased (\$95,981)**, the net result of inter-departmental allocations.
- Line 27: **Reserve Fund Contribution increased from \$143.00 to \$148.00** per manor per month based on a revised 30-year expenditures plan which now includes certain major repair programs.
- Line 28: **Contingency Fund Contribution increased from \$14.00 to \$15.00** per manor per month, a proposed increase to replenish funds available for unexpected costs that arise during the year and are not included in the operating budget.

**Line 32:** GRF Assessment increased by \$323,744 primarily due to planned wage adjustments, service enhancements in compliance, communications, and records management, and a contingency for higher programming fees. The increase was partially offset by a decrease in the contribution to reserve funds.

**Prepared By:** Jose Campos, Financial Services Manager  
Betty Parker, Chief Financial Officer

**Reviewed By:** Siobhan Foster, Chief Operating Officer  
Brad Hudson, Chief Executive Officer

**ATTACHMENT(S)**

- ATT1 – 2019 United Business Plan Summary
- ATT2 – 2019 Revenue and Expenditure Report
- ATT3 – 2019 Landscape Expenditures by Program - Operating
- ATT4 – 2019 Maintenance Expenditures by Program - Operating
- ATT5 – 2019 Reserves Plan

## UNITED LAGUNA WOODS MUTUAL 2019 BUSINESS PLAN SUMMARY

DESCRIPTION	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2018 PLAN	2019 PLAN	Per Manor Per Month		Increase/ (Decrease)
						2018 ASSESSMENT	2019	
<b>REVENUES:</b>								
<b>Non-assessment Revenues:</b>								
1 Merchandise Sales	\$14,995	\$22,660	\$20,663	\$30,000	\$30,000	\$0.40	\$0.40	\$0.00
2 Fees and Charges to Residents	605,691	544,319	184,245	685,583	475,138	9.04	6.26	2.78
3 Laundry	143,918	136,742	188,260	240,000	280,000	3.16	3.69	(0.53)
4 Miscellaneous	400,788	397,953	541,586	626,663	640,500	8.26	8.44	(0.18)
<b>Total Revenue</b>	<b>\$1,165,392</b>	<b>\$1,101,674</b>	<b>\$934,754</b>	<b>\$1,582,246</b>	<b>\$1,425,638</b>	<b>\$20.86</b>	<b>\$18.79</b>	<b>\$2.07</b>
<b>EXPENSES:</b>								
5 Employee Compensation	\$8,887,659	\$6,155,670	\$6,769,342	\$6,899,019	\$7,001,824	\$90.92	\$92.27	\$1.35
6 Expenses Related to Compensation	3,878,280	2,349,009	2,533,802	2,827,583	2,865,442	37.27	37.76	0.49
7 Material and Supplies	1,361,551	959,608	782,394	875,549	850,996	11.54	11.22	(0.32)
8 Electricity	394,632	317,548	192,576	185,320	185,320	2.44	2.44	0.00
9 Sewer	1,567,365	1,754,382	1,736,044	1,735,200	1,776,600	22.87	23.41	0.54
10 Water	1,721,458	1,567,174	1,888,496	1,780,740	1,850,960	23.47	24.39	0.92
11 Trash	318,479	356,693	380,152	390,673	408,534	5.15	5.38	0.23
12 Legal Fees	255,208	255,120	193,400	200,000	175,000	2.64	2.31	(0.33)
13 Professional Fees	40,218	113,206	100,513	147,214	167,915	1.94	2.21	0.27
14 Management Fee	152,523	0	0	0	0	0.00	0.00	0.00
15 Equipment Rental	20,839	11,975	8,246	13,843	8,291	0.18	0.11	(0.07)
16 Outside Services	62,170	660,350	759,100	1,028,143	656,053	13.55	8.65	(4.90)
17 Repairs and Maintenance	18,198	49,795	22,235	37,107	42,469	0.49	0.56	0.07
18 Other Operating	140,695	126,612	143,602	133,930	148,580	1.77	1.96	0.19
19 (Gain)/Loss on Sale	(10,414)	(1,463)	2,047	(7,500)	(7,500)	(0.10)	(0.10)	0.00
20 Property and Sales Tax*	8,668,168	9,411,343	10,056,223	9,571,492	9,810,779	***	***	***
21 Property Insurance*	692,045	654,843	617,222	675,410	799,133	***	***	***
22 Insurance	472,567	477,379	512,394	491,230	492,920	6.47	6.50	0.03
23 Net Allocations to Mutuals	1,135,170	806,145	790,755	1,037,850	941,869	13.68	12.41	(1.27)
24 Uncollectible Accounts	3,360	4,499	26,495	0	0	0.00	0.00	0.00
<b>Total Expenses</b>	<b>\$29,780,172</b>	<b>\$26,029,888</b>	<b>\$27,515,038</b>	<b>\$28,022,803</b>	<b>\$28,175,185</b>	<b>\$234.28</b>	<b>\$231.48</b>	<b>(\$2.80)</b>
25 (Surplus)/Deficit Recovery	0	0	0	0	0	0.00	0.00	0.00
26 <b>Total Operating</b>	<b>\$28,614,780</b>	<b>\$24,928,214</b>	<b>\$26,580,284</b>	<b>\$26,440,557</b>	<b>\$26,749,547</b>	<b>\$213.42</b>	<b>\$212.69</b>	<b>(\$0.73)</b>
<b>RESERVE CONTRIBUTIONS:</b>								
27 Reserve Fund	6,449,460	10,471,647	10,850,268	10,850,268	11,229,648	143.00	148.00	5.00
28 Contingency Fund	531,132	1,442,403	1,441,644	1,062,264	1,138,140	14.00	15.00	1.00
<b>Total Reserve Contributions</b>	<b>\$6,980,592</b>	<b>\$11,914,050</b>	<b>\$12,291,912</b>	<b>\$11,912,532</b>	<b>\$12,367,788</b>	<b>\$157.00</b>	<b>\$163.00</b>	<b>\$6.00</b>
29 <b>TOTAL MUTUAL</b>	<b>\$35,595,372</b>	<b>\$36,842,263</b>	<b>\$38,872,196</b>	<b>\$38,353,089</b>	<b>\$39,117,335</b>	<b>\$370.42</b>	<b>\$375.69</b>	<b>\$5.27</b>
<b>GOLDEN RAIN FOUNDATION</b>								
30 GRF OPERATING	13,889,905	13,149,988	12,870,405	13,548,791	13,948,411	178.57	183.83	5.26
31 GRF RESERVE CONTRIBUTIONS	2,503,908	1,593,396	1,821,024	1,517,520	1,441,644	20.00	19.00	(1.00)
32 <b>Total GRF</b>	<b>\$16,393,813</b>	<b>\$14,743,384</b>	<b>\$14,691,429</b>	<b>\$15,066,311</b>	<b>\$15,390,055</b>	<b>\$198.57</b>	<b>\$202.83</b>	<b>\$4.26</b>
33 <b>TOTAL BASIC ASSESSMENTS</b>	<b>\$51,989,185</b>	<b>\$51,585,647</b>	<b>\$53,563,625</b>	<b>\$53,419,400</b>	<b>\$54,507,390</b>	<b>\$568.99</b>	<b>\$578.52</b>	<b>\$9.53</b>

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

ATTACHMENT 2

2019 BUSINESS PLAN  
Revenue and Expenditure Report  
UNITED LAGUNA WOODS MUTUAL

	2018 Budget	2019 Budget	VAR\$ B/(W)	VAR %
<b>Non-Assessment Revenues:</b>				
<b>Merchandise Sales</b>				
41501500 - Merchandise Sales - Warehouse	\$30,000	\$30,000		0%
<b>Total Merchandise Sales</b>	<b>30,000</b>	<b>30,000</b>		<b>0%</b>
<b>Fees and Charges for Services to Residents</b>				
46501000 - Permit Fee	67,500	75,223	7,723	11%
46501500 - Inspection Fee	78,839	53,849	(24,990)	(32%)
46502000 - Resident Maintenance Fee	539,244	346,066	(193,178)	(36%)
<b>Total Fees and Charges for Services to Residents</b>	<b>685,583</b>	<b>475,137</b>	<b>(210,446)</b>	<b>(31%)</b>
<b>Laundry</b>				
46005000 - Coin Op Laundry Machine	240,000	280,000	40,000	17%
<b>Total Laundry</b>	<b>240,000</b>	<b>280,000</b>	<b>40,000</b>	<b>17%</b>
<b>Miscellaneous</b>				
46004500 - Resident Violations		10,000	10,000	0%
44501000 - Additional Occupant Fee	72,000	72,000		0%
44501500 - Lease Processing Fee - United	117,675	120,000	2,325	2%
44502000 - Variance Processing Fee	12,500	12,500		0%
44503000 - Stock Transfer Fee	13,750	13,000	(750)	(5%)
44503510 - Resale Processing Fee - United	205,378	210,000	4,622	2%
44507000 - Golf Cart Electric Fee	57,625	60,000	2,375	4%
44507200 - Electric Vehicle Plug-In Fee	12,000	6,000	(6,000)	(50%)
44507500 - Cartport Space Rental Fee	2,640	3,000	360	14%
47001500 - Late Fee Revenue	25,628	48,000	22,372	87%
47002010 - Collection Administrative Fee - United	55,000	72,000	17,000	31%
47501000 - Recycling	2,234	4,000	1,766	79%
48001000 - Legal Fee	50,233	10,000	(40,233)	(80%)
<b>Total Miscellaneous</b>	<b>626,663</b>	<b>640,500</b>	<b>13,837</b>	<b>2%</b>
<b>Total Non-Assessment Revenue</b>	<b>1,582,246</b>	<b>1,425,637</b>	<b>(156,609)</b>	<b>(10%)</b>
<b>Expenses:</b>				
51011000 - Salaries & Wages - Regular	2,603,263	2,739,132	(135,869)	(5%)
51021000 - Union Wages - Regular	6,343,384	6,807,115	(463,731)	(7%)
51041000 - Wages - Overtime	47,552	29,215	18,337	39%
51051000 - Union Wages - Overtime	62,307	64,364	(2,057)	(3%)
51061000 - Holiday & Vacation	361,698	386,785	(25,087)	(7%)
51071000 - Sick	295,069	315,535	(20,466)	(7%)
51091000 - Missed Meal Penalty	1,591	909	681	43%
51101000 - Temporary Help	65,653	50,735	14,918	23%
51981000 - Compensation Accrual		3,670	(3,670)	0%
<b>Total Employee Compensation</b>	<b>9,780,516</b>	<b>10,397,460</b>	<b>(616,944)</b>	<b>(6%)</b>
52411000 - F.I.C.A.	728,292	776,410	(48,118)	(7%)
52421000 - F.U.I.	10,607	13,222	(2,614)	(25%)
52431000 - S.U.I.	52,939	58,909	(5,970)	(11%)
52441000 - Union Medical	2,013,581	2,114,467	(100,885)	(5%)
52451000 - Workers' Compensation Insurance	701,603	765,713	(64,110)	(9%)
52461000 - Non Union Medical & Life Insurance	282,045	296,801	(14,755)	(5%)
52471000 - Union Retirement Plan	329,066	345,553	(16,487)	(5%)
52481000 - Non-Union Retirement Plan	108,194	114,677	(6,484)	(6%)
52981000 - Compensation Related Accrual		765	(765)	0%
<b>Total Expenses Related to Employee Compensation</b>	<b>4,226,328</b>	<b>4,486,515</b>	<b>(260,188)</b>	<b>(6%)</b>
<b>Materials and Supplies</b>				

2019 BUSINESS PLAN  
Revenue and Expenditure Report  
UNITED LAGUNA WOODS MUTUAL

	<u>2018 Budget</u>	<u>2019 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
53001000 - Materials & Supplies	417,731	584,690	(166,959)	(40%)
53002500 - Printed Membership Materials	214		214	100%
53003000 - Materials Direct	<u>2,812,219</u>	<u>2,483,765</u>	<u>328,454</u>	<u>12%</u>
<b>Total Materials and Supplies</b>	<b>3,230,164</b>	<b>3,068,455</b>	<b>161,709</b>	<b>5%</b>
<b>Utilities and Telephone</b>				
53301000 - Electricity	185,320	185,320		0%
53301500 - Sewer	1,735,200	1,776,600	(41,400)	(2%)
53302000 - Water	1,780,740	1,850,960	(70,220)	(4%)
53302500 - Trash	<u>391,121</u>	<u>418,741</u>	<u>(27,621)</u>	<u>(7%)</u>
<b>Total Utilities and Telephone</b>	<b>4,092,381</b>	<b>4,231,621</b>	<b>(139,241)</b>	<b>(3%)</b>
<b>Legal Fees</b>				
53401500 - Legal Fees	<u>200,000</u>	<u>175,000</u>	<u>25,000</u>	<u>13%</u>
<b>Total Legal Fees</b>	<b>200,000</b>	<b>175,000</b>	<b>25,000</b>	<b>13%</b>
<b>Professional Fees</b>				
53402000 - Audit & Tax Preparation Fees	48,000	57,600	(9,600)	(20%)
53403500 - Consulting Fees	33,589	7,116	26,473	79%
53403510 - Consulting Fees - United	<u>65,625</u>	<u>103,199</u>	<u>(37,574)</u>	<u>(57%)</u>
<b>Total Professional Fees</b>	<b>147,214</b>	<b>167,915</b>	<b>(20,702)</b>	<b>(14%)</b>
<b>Equipment Rental</b>				
53501500 - Equipment Rental/Lease Fees	<u>24,312</u>	<u>37,424</u>	<u>(13,112)</u>	<u>(54%)</u>
<b>Total Equipment Rental</b>	<b>24,312</b>	<b>37,424</b>	<b>(13,112)</b>	<b>(54%)</b>
<b>Outside Services</b>				
53601000 - Bank Fees	4,071	4,071		0%
53704000 - Outside Services	77,131	133,771	(56,641)	(73%)
54603500 - Outside Services CC	<u>7,223,765</u>	<u>7,710,601</u>	<u>(486,836)</u>	<u>(7%)</u>
<b>Total Outside Services</b>	<b>7,304,967</b>	<b>7,848,443</b>	<b>(543,477)</b>	<b>(7%)</b>
<b>Repairs and Maintenance</b>				
53701000 - Equipment Repair & Maint	14,727	15,822	(1,095)	(7%)
53703000 - Elevator /Lift Maintenance	<u>30,468</u>	<u>31,008</u>	<u>(540)</u>	<u>(2%)</u>
<b>Total Repairs and Maintenance</b>	<b>45,195</b>	<b>46,830</b>	<b>(1,635)</b>	<b>(4%)</b>
<b>Other Operating Expense</b>				
53801000 - Mileage & Meal Allowance	8,026	14,990	(6,963)	(87%)
53801500 - Travel & Lodging	1,636	1,031	605	37%
53802000 - Uniforms	72,543	85,427	(12,885)	(18%)
53802500 - Dues & Memberships	2,836	2,054	782	28%
53803000 - Subscriptions & Books	1,829	1,992	(163)	(9%)
53803500 - Training & Education	11,039	16,324	(5,285)	(48%)
53901500 - Volunteer Support	1,626	1,626		0%
53903000 - Safety	35	182	(147)	(420%)
54001000 - Board Relations	5,000	3,666	1,333	27%
54001010 - Board Relations - United	3,000	5,000	(2,000)	(67%)
54002000 - Postage	56,883	52,439	4,444	8%
54002500 - Filing Fees / Permits	<u>1,105</u>	<u>1,239</u>	<u>(135)</u>	<u>(12%)</u>
<b>Total Other Operating Expense</b>	<b>165,557</b>	<b>185,970</b>	<b>(20,413)</b>	<b>(12%)</b>
<b>(Gain)/Loss on Sale or Trade Warehouse</b>				
54101000 - (Gain)/Loss - Warehouse Sales	<u>(7,500)</u>	<u>(7,500)</u>		0%
<b>Total (Gain)/Loss on Sale or Trade Warehouse</b>	<b>(7,500)</b>	<b>(7,500)</b>		<b>0%</b>
<b>Property and Sales Tax</b>				



2019 BUSINESS PLAN  
Revenue and Expenditure Report  
UNITED LAGUNA WOODS MUTUAL

	<u>2018 Budget</u>	<u>2019 Budget</u>	<u>VAR\$ B/(W)</u>	<u>VAR %</u>
54302000 - Property Taxes	9,571,492	9,810,779	(239,287)	(3%)
<b>Total Property and Sales Tax</b>	<b>9,571,492</b>	<b>9,810,779</b>	<b>(239,287)</b>	<b>(3%)</b>
<b>Insurance</b>				
54401000 - Hazard & Liability Insurance	418,669	419,942	(1,274)	0%
54401500 - D&O Liability	65,233	65,650	(418)	(1%)
54402000 - Property Insurance	675,410	799,133	(123,723)	(18%)
54403000 - General Liability Insurance	7,328	7,328		0%
<b>Total Insurance</b>	<b>1,166,639</b>	<b>1,292,054</b>	<b>(125,415)</b>	<b>(11%)</b>
<b>Total Expenses</b>	<b>39,947,264</b>	<b>41,740,968</b>	<b>(1,793,704)</b>	<b>(4%)</b>
<b>Unallocated Revenue / (Expense)</b>	<b>(\$38,365,018)</b>	<b>(\$40,315,331)</b>	<b>(\$1,950,313)</b>	<b>(5%)</b>
<b>Allocated Expenses</b>				
Allocated From Departments	1,214,958	1,184,743	30,215	2%
<b>Total Allocated Expenses</b>	<b>1,214,958</b>	<b>1,184,743</b>	<b>30,215</b>	<b>2%</b>
<b>Net Revenue / (Expense)</b>	<b>(\$39,579,975)</b>	<b>(\$41,500,074)</b>	<b>(\$1,920,098)</b>	<b>(5%)</b>

**UNITED LAGUNA WOODS MUTUAL  
2019 BUSINESS PLAN  
Landscape Expenditures by Program**

DESCRIPTION	2011	2015	2016	2017	2018	2019	Increase/(Decrease)	
	ACTUALS	ACTUALS	ACTUALS	ACTUALS	BUDGET	BUDGET	\$	%
<b>OPERATING FUND</b>								
1 LAWN MAINTENANCE	\$1,219,655	\$907,457	\$853,858	\$1,171,751	\$990,185	\$1,053,234	\$63,049	6%
2 SHRUB-BED MAINTENANCE	1,791,427	1,711,828	1,723,991	1,567,336	\$1,939,959	\$2,047,597	107,638	6%
3 SLOPE MAINTENANCE	158,580	239,275	120,101	85,080	\$104,618	85,516	(19,102)	(18%)
4 TREE MAINTENANCE	699,838	632,489	0	0	0	0	0	0%
5 RESIDENT CHARGEABLE SERVICES	0	0	0	0	0	0	0	0%
6 PEST CONTROL	82,655	68,063	100,889	98,952	\$130,836	96,608	(34,228)	(26%)
7 CARPORT CLEANING	16,494	8,919	0	0	0	0	0	0%
8 MISCELLANEOUS TASKS	102,336	109,674	128,457	101,238	\$98,941	104,510	5,569	6%
9 SUPPORT	191,531	335,794	281,940	343,938	\$375,414	383,693	8,279	2%
<b>TOTAL OPERATING FUND</b>	<b>\$4,262,517</b>	<b>\$4,013,499</b>	<b>\$3,209,237</b>	<b>\$3,374,852</b>	<b>\$3,639,953</b>	<b>\$3,771,157</b>	<b>\$131,204</b>	<b>4%</b>

**UNITED LAGUNA WOODS MUTUAL  
2019 BUSINESS PLAN  
Maintenance Expenditures by Program**

DESCRIPTION	2015 ACTUALS	2016 ACTUALS	2017 ACTUALS	2018 BUDGET	2019 BUDGET	INCREASE/(DECREASE)	
						\$	%
<b>OPERATING FUND</b>							
1 PLUMBING SERVICE	\$1,097,100	\$1,203,640	\$1,386,190	\$1,189,331	\$1,239,218	\$49,887	4%
2 CARPENTRY SERVICE	469,903	465,818	631,345	362,992	483,906	120,914	33%
3 ELECTRICAL SERVICE	298,347	296,655	297,572	413,657	411,587	(2,070)	(1%)
4 CONCRETE REPAIR/REPLACEMENT	295,733	248,400	385,931	342,175	369,203	27,028	8%
5 JANITORIAL SERVICE	196,235	202,548	243,623	247,185	369,361	122,176	49%
6 INTERIOR PREVENTIVE MAINTENANCE	206,819	311,148	300,972	299,773	347,649	47,876	16%
7 APPLIANCE REPAIRS	287,394	344,118	340,302	263,430	306,454	43,024	16%
8 GUTTER CLEANING	176,159	170,982	182,962	171,235	174,032	2,797	2%
9 PEST CONTROL	70,528	48,228	75,577	230,370	148,987	(81,383)	(35%)
10 COUNTERTOP/FLOOR/TILE REPAIRS	128,771	120,576	120,770	138,493	146,872	8,379	6%
11 WELDING	112,544	92,419	57,120	84,743	83,625	(1,118)	(1%)
12 ENERGY PROGRAM	0	0	32,725	55,000	50,000	(5,000)	(9%)
13 MISCELLANEOUS REPAIRS BY OUTSIDE SERVICES	23,883	71,660	19,056	70,212	25,000	(45,212)	(64%)
14 TRAFFIC CONTROL	8,431	8,891	12,040	15,214	16,935	1,721	11%
15 FIRE PROTECTION	8,787	7,364	8,873	9,479	12,700	3,221	34%
16 PAINT PROGRAM	2,094,490	(277)	0	0	0	0	0%
17 REPAIRS PRIOR-TO-PAINT	724,747	(285)	0	0	0	0	0%
18 BALCONY/BREEZEWAY RESURFACING	72,579	177,630	295,054	190,391	0	(190,391)	(100%)
19 BUILDING REHAB/DRY ROT	68,256	68,641	84,844	296,403	0	(296,403)	(100%)
20 PAINT-TOUCHUP	165,441	148,975	186,571	129,970	0	(129,970)	(100%)
21 ROOF REPAIR	144,255	107,714	162,439	152,376	0	(152,376)	(100%)
22 PAVING MAINTENANCE & REPAIRS	68,297	47,417	46,950	84,247	0	(84,247)	(100%)
<b>TOTAL MAINTENANCE</b>	<b>\$6,718,699</b>	<b>\$4,142,263</b>	<b>\$4,870,916</b>	<b>\$4,746,675</b>	<b>\$4,185,530</b>	<b>(\$561,145)</b>	<b>(12%)</b>

Lines 18-22 were moved into reserves in 2019.

Lines 16 and 17 were moved into reserves in 2016.

**UNITED LAGUNA WOODS MUTUAL  
2019 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>	2018	\$ 19,285,690	\$ 264,469	\$ 10,850,268	\$ 143.00	\$ (11,640,398)	\$ 18,760,029
	<b>2019</b>	<b>\$ 18,760,029</b>	<b>\$ 247,600</b>	<b>\$ 11,229,648</b>	<b>\$ 148.00</b>	<b>\$ (13,378,267)</b>	<b>\$ 16,859,010</b>
	2020	\$ 16,859,010	\$ 258,710	\$ 11,609,028	\$ 153.00	\$ (12,475,009)	\$ 16,251,739
	2021	\$ 16,251,739	\$ 248,166	\$ 11,988,408	\$ 158.00	\$ (12,978,792)	\$ 15,509,522
	2022	\$ 15,509,522	\$ 236,734	\$ 12,367,788	\$ 163.00	\$ (13,325,408)	\$ 14,788,635
	2023	\$ 14,788,635	\$ 226,654	\$ 12,747,168	\$ 168.00	\$ (13,543,001)	\$ 14,219,456
<b>CONTINGENCY FUND</b>	2018	\$ 3,146,840	\$ 43,211	\$ 1,062,264	\$ 14.00	\$ (1,182,879)	\$ 3,069,436
	<b>2019</b>	<b>\$ 3,069,436</b>	<b>\$ 41,332</b>	<b>\$ 1,138,140</b>	<b>\$ 15.00</b>	<b>\$ (1,372,474)</b>	<b>\$ 2,876,434</b>
	2020	\$ 2,876,434	\$ 43,840	\$ 1,214,016	\$ 16.00	\$ (1,399,900)	\$ 2,734,390
	2021	\$ 2,734,390	\$ 41,980	\$ 1,289,892	\$ 17.00	\$ (1,427,900)	\$ 2,638,362
	2022	\$ 2,638,362	\$ 40,840	\$ 1,365,768	\$ 18.00	\$ (1,456,500)	\$ 2,588,470
	2023	\$ 2,588,470	\$ 40,422	\$ 1,441,644	\$ 19.00	\$ (1,485,600)	\$ 2,584,936
<b>TOTAL</b>	2018	\$ 22,432,530	\$ 307,680	\$ 11,912,532	\$ 157.00	\$ (12,823,277)	\$ 21,829,465
	<b>2019</b>	<b>\$ 21,829,465</b>	<b>\$ 288,932</b>	<b>\$ 12,367,788</b>	<b>\$ 163.00</b>	<b>\$ (14,750,741)</b>	<b>\$ 19,735,444</b>
	2020	\$ 19,735,444	\$ 302,550	\$ 12,823,044	\$ 169.00	\$ (13,874,909)	\$ 18,986,129
	2021	\$ 18,986,129	\$ 290,146	\$ 13,278,300	\$ 175.00	\$ (14,406,692)	\$ 18,147,883
	2022	\$ 18,147,883	\$ 277,574	\$ 13,733,556	\$ 181.00	\$ (14,781,908)	\$ 17,377,105
	2023	\$ 17,377,105	\$ 267,076	\$ 14,188,812	\$ 187.00	\$ (15,028,601)	\$ 16,804,392

**UNITED LAGUNA WOODS MUTUAL  
2019 RESERVES PLAN  
Reserve Expenditures by Program**

DESCRIPTION	2015 ACTUALS	2016 ACTUALS	2017 ACTUALS	2018 BUDGET	2019 BUDGET	INCREASE/(DECREASE)	
						\$	%
<b>RESERVE FUND</b>							
1 BUILDING STRUCTURES	\$891,391	\$417,044	\$550,274	\$837,306	\$898,320	\$61,014	7%
2 ELECTRICAL SYSTEMS	58,732	215,209	415,152	376,146	458,610	82,464	22%
3 EXTERIOR WALKWAY LIGHTING	181,071	13,708	25,816	48,408	60,691	12,284	25%
4 FOUNDATIONS	0	0	10,396	75,000	43,836	(31,164)	(42%)
5 GUTTER REPLACEMENT	26,064	43,889	44,926	37,538	47,385	9,847	26%
6 LANDSCAPE RENOVATION	200,936	248,032	262,629	250,000	350,000	100,000	40%
7 PAINT - EXTERIOR	0	1,973,387	1,783,176	2,242,937	1,823,867	(419,070)	(19%)
8 PRIOR TO PAINT	0	995,384	796,926	982,766	987,115	4,349	0%
9 PAVING	176,107	118,142	140,802	226,001	512,560	286,559	127%
10 ROOFS	1,306,392	944,670	966,357	1,180,000	753,209	(426,791)	(36%)
11 SOLAR PANELS REPLACEMENTS	0	0	0	0	0	0	0%
12 TREE MAINTENANCE	0	880,681	587,110	500,408	1,232,530	732,122	146%
13 WALL REPLACEMENT	8,000	1,925	14,205	162,608	180,365	17,757	11%
14 WASTE LINE REMEDIATION	616,297	872,545	1,067,364	1,500,000	2,300,000	800,000	53%
15 WATER LINE - COPPER PIPE REMEDIATION	0	0	0	250,000	250,000	0	0%
16 WINDOW/SLIDING SCREEN DOOR	27,019	34,058	74,238	30,185	86,676	56,490	187%
OTHER SUPPL. APPROPRIATIONS	8,878	526	2,792	0	0	0	0%
<b>APPLIANCE AND FIXTURES:</b>							
17 COOKTOPS	67,459	65,659	79,079	50,881	71,000	20,118	40%
18 DISHWASHERS	127,456	76,586	103,150	71,801	85,280	13,478	19%
19 FIXTURES - BASINS/FAUCETS/SINKS/TOILETS	582,088	526,855	325,963	516,602	317,250	(199,352)	(39%)
20 GARBAGE DISPOSALS	81,385	92,755	100,858	81,434	115,257	33,822	42%
21 HOODS	28,093	36,976	38,629	31,366	35,574	4,208	13%
22 KITCHEN/BATH COUNTERS, FLOORS, MISC.	942,421	986,927	958,559	825,950	1,228,721	402,772	49%
23 OVENS	109,647	95,420	132,318	69,982	111,000	41,018	59%
24 RANGES	42,525	36,936	8,756	26,245	25,000	(1,245)	(5%)
25 REFRIGERATORS	243,851	198,378	267,847	154,735	227,358	72,624	47%
26 WATER HEATERS & PERMITS	530,627	79,769	90,493	1,368,580	1,133,990	(234,589)	(17%)
27 DRYERS	21,399	21,982	3,282	19,376	13,474	(5,902)	(30%)
28 WASHING MACHINES	71,673	55,944	7,882	40,287	29,200	(11,087)	(28%)
RESALE INSPECTION REPLACEMENTS	(14,338)	(4,012)	0	0	0	0	0%
<b>TOTAL APPLIANCE AND FIXTURES</b>	<b>\$2,834,286</b>	<b>\$2,270,174</b>	<b>\$2,116,816</b>	<b>\$3,257,238</b>	<b>\$3,393,103</b>	<b>\$135,865</b>	<b>4%</b>
<b>TOTAL RESERVE FUND</b>	<b>\$6,335,173</b>	<b>\$9,029,374</b>	<b>\$8,858,979</b>	<b>\$11,956,542</b>	<b>\$13,378,267</b>	<b>\$1,421,725</b>	<b>12%</b>

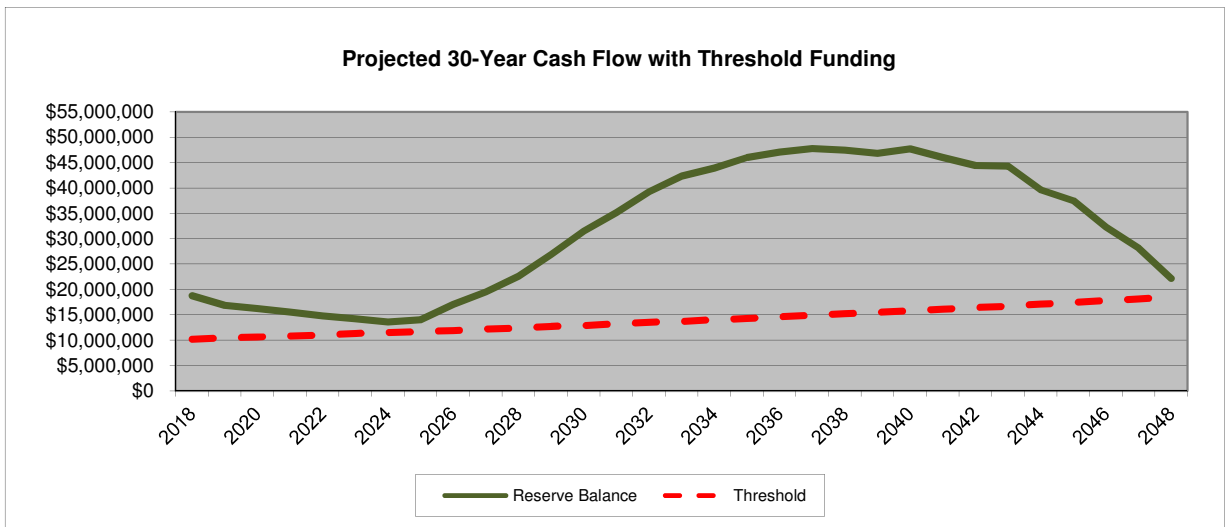
Lines 1, 7, 8,9 and 10 include major repairs moved from operations in 2019.

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

**United Laguna Woods Mutual  
2019 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				
2018	\$ 143.00	\$ 10,850,268	\$ 264,469		\$ 11,640,398	\$ 18,760,029
<b>2019</b>	<b>\$ 148.00</b>	<b>\$ 11,229,648</b>	<b>\$ 247,600</b>		<b>\$ 13,378,267</b>	<b>\$ 16,859,010</b>
2020	\$ 153.00	\$ 11,609,028	\$ 258,710		\$ 12,475,009	\$ 16,251,739
2021	\$ 158.00	\$ 11,988,408	\$ 248,166		\$ 12,978,792	\$ 15,509,522
2022	\$ 163.00	\$ 12,367,788	\$ 236,734		\$ 13,325,408	\$ 14,788,635
2023	\$ 168.00	\$ 12,747,168	\$ 226,654		\$ 13,543,001	\$ 14,219,456
2024	\$ 173.00	\$ 13,126,548	\$ 217,383		\$ 13,961,275	\$ 13,602,112
2025	\$ 178.00	\$ 13,505,928	\$ 216,070		\$ 13,272,685	\$ 14,051,425
2026	\$ 181.00	\$ 13,733,556	\$ 242,873		\$ 10,995,378	\$ 17,032,476
2027	\$ 184.00	\$ 13,961,184	\$ 285,494		\$ 11,772,919	\$ 19,506,235
2028	\$ 187.00	\$ 14,188,812	\$ 328,764		\$ 11,453,433	\$ 22,570,377
2029	\$ 190.00	\$ 14,416,440	\$ 386,439		\$ 10,485,563	\$ 26,887,693
2030	\$ 190.00	\$ 14,416,440	\$ 456,091		\$ 10,275,462	\$ 31,484,762
2031	\$ 190.00	\$ 14,416,440	\$ 520,784		\$ 11,254,707	\$ 35,167,279
2032	\$ 190.00	\$ 14,416,440	\$ 581,264		\$ 10,939,638	\$ 39,225,346
2033	\$ 190.00	\$ 14,416,440	\$ 637,290		\$ 11,941,480	\$ 42,337,595
2034	\$ 190.00	\$ 14,416,440	\$ 673,934		\$ 13,512,653	\$ 43,915,317
2035	\$ 190.00	\$ 14,416,440	\$ 702,423		\$ 13,050,492	\$ 45,983,688
2036	\$ 190.00	\$ 14,416,440	\$ 727,172		\$ 14,044,502	\$ 47,082,797
2037	\$ 190.00	\$ 14,416,440	\$ 741,216		\$ 14,459,364	\$ 47,781,090
2038	\$ 190.00	\$ 14,416,440	\$ 744,123		\$ 15,486,837	\$ 47,454,816
2039	\$ 190.00	\$ 14,416,440	\$ 736,689		\$ 15,778,258	\$ 46,829,687
2040	\$ 190.00	\$ 14,416,440	\$ 738,646		\$ 14,279,507	\$ 47,705,265
2041	\$ 190.00	\$ 14,416,440	\$ 732,108		\$ 16,860,908	\$ 45,992,905
2042	\$ 190.00	\$ 14,416,440	\$ 706,440		\$ 16,695,608	\$ 44,420,177
2043	\$ 190.00	\$ 14,416,440	\$ 693,177		\$ 15,234,298	\$ 44,295,497
2044	\$ 190.00	\$ 14,416,440	\$ 655,616		\$ 19,754,618	\$ 39,612,935
2045	\$ 190.00	\$ 14,416,440	\$ 602,634		\$ 17,117,376	\$ 37,514,633
2046	\$ 190.00	\$ 14,416,440	\$ 545,308		\$ 20,200,189	\$ 32,276,192
2047	\$ 190.00	\$ 14,416,440	\$ 472,043		\$ 19,026,798	\$ 28,137,877
2048	\$ 190.00	\$ 14,416,440	\$ 392,893		\$ 20,801,006	\$ 22,146,204



**UNITED LAGUNA WOODS MUTUAL**  
**2019 RESERVE PLAN**  
**Planned Expenditures from Reserve Fund**

Program	Building Structures		Electrical Systems			Exterior Walkway Lighting	Foundations	Gutters	Landscape Renovation
	Building Structures	Building Rehab Dry Rot (New)	Electrical Alternate Heat Source	Electrical Upgrades	Electrical Panel Maintenance				
Life in Years	Varies	As Needed	30	40	50	45	60	As Needed	Per Board
Quantity	Varies		6,323 - 11,942	6,323	2,750	89	1,124		
Unit of Measure	Varies		ea	Panel	Manors	CDS	Buildings		
Unit Cost	Varies		\$356 - \$1,326	\$1,500	\$1,350	\$4,000	\$6,500		
Total Cost	\$38,160,000		\$12,635,650	\$9,484,500	\$3,712,500		\$7,306,000		
	Varies			0.4%	10%		0.6%		
2019	\$600,644	\$297,676	\$8,610	\$0	\$450,000	\$60,691	\$43,836	\$47,385	\$350,000
2020	\$668,100	\$303,629	\$5,147	\$40,800	\$404,175	\$25,500	\$44,713	\$48,333	\$255,000
2021	\$668,100	\$303,629	\$5,147	\$40,800	\$404,175	\$25,500	\$44,713	\$48,333	\$255,000
2022	\$717,751	\$309,702	\$5,250	\$41,616	\$412,259	\$26,010	\$45,607	\$49,299	\$260,100
2023	\$808,842	\$315,896	\$5,355	\$42,448	\$420,504	\$26,530	\$46,519	\$50,285	\$265,302
2024	\$1,071,310	\$322,214	\$5,462	\$43,297	\$428,914	\$27,061	\$47,449	\$51,291	\$378,851
2025	\$1,092,736	\$328,658	\$5,571	\$44,163	\$437,492	\$27,602	\$48,398	\$52,317	\$276,020
2026	\$776,917	\$335,231	\$5,683	\$45,046	\$28,154	\$28,154	\$49,366	\$53,363	\$281,541
2027	\$792,455	\$341,936	\$5,796	\$45,947	\$28,717	\$28,717	\$50,354	\$54,431	\$287,171
2028	\$809,191	\$348,775	\$5,912	\$46,866	\$29,291	\$29,291	\$51,361	\$55,519	\$292,915
2029	\$824,470	\$355,750	\$6,030	\$47,804	\$29,877	\$29,877	\$52,388	\$56,630	\$179,264
2030	\$840,960	\$362,865	\$6,151	\$48,760	\$30,475	\$30,475	\$53,436	\$57,762	\$60,950
2031	\$857,779	\$370,122	\$6,274	\$49,735	\$31,084	\$31,084	\$54,505	\$58,917	\$62,169
2032	\$966,641	\$377,525	\$6,400	\$50,730	\$31,706	\$31,706	\$55,595	\$60,096	\$63,412
2033	\$1,280,315	\$385,075	\$6,528	\$51,744	\$32,340	\$32,340	\$56,707	\$61,298	\$64,680
2034	\$1,305,921	\$392,777	\$6,658	\$52,779	\$32,987	\$32,987	\$57,841	\$62,524	\$197,922
2035	\$928,488	\$400,632	\$6,791	\$53,835	\$33,647	\$33,647	\$58,997	\$63,774	\$67,293
2036	\$947,057	\$408,645	\$6,927	\$54,911	\$34,320	\$34,320	\$60,177	\$65,050	\$68,639
2037	\$967,058	\$416,818	\$7,066	\$56,010	\$35,006	\$35,006	\$61,381	\$66,351	\$70,012
2038	\$985,319	\$425,154	\$7,207	\$57,130	\$35,706	\$35,706	\$62,609	\$67,678	\$71,412
2039	\$1,005,025	\$433,657	\$7,351	\$58,272	\$36,420	\$36,420	\$63,861	\$69,031	\$218,522
2040	\$1,025,125	\$442,331	\$7,498	\$59,438	\$37,149	\$37,149	\$65,138	\$70,412	\$74,297
2041	\$1,155,226	\$451,177	\$7,648	\$60,627	\$37,892	\$37,892	\$66,441	\$71,820	\$75,783
2042	\$1,530,095	\$460,201	\$7,801	\$61,839	\$38,649	\$38,649	\$67,770	\$73,256	\$77,299
2043	\$1,560,697	\$469,405	\$7,957	\$63,076	\$39,422	\$39,422	\$69,125	\$74,722	\$78,845
2044	\$1,109,629	\$478,793	\$8,116	\$64,337	\$40,211	\$40,211	\$70,507	\$76,216	\$241,266
2045	\$1,131,821	\$488,369	\$8,278	\$65,624	\$41,015	\$41,015	\$71,918	\$77,740	\$82,030
2046	\$1,155,724	\$498,136	\$8,444	\$66,937	\$41,835	\$41,835	\$73,356	\$79,295	\$83,671
2047	\$1,177,547	\$508,099	\$8,613	\$68,275	\$42,672	\$42,672	\$74,823	\$80,881	\$85,344
2048	\$1,201,098	\$518,261	\$8,785	\$69,641	\$43,526	\$43,526	\$76,320	\$82,499	\$87,051
<b>TOTAL</b>	<b>\$29,962,041</b>	<b>\$11,851,137</b>	<b>\$204,457</b>	<b>\$1,552,489</b>	<b>\$3,769,621</b>	<b>\$1,030,997</b>	<b>\$1,745,209</b>	<b>\$1,886,507</b>	<b>\$4,911,763</b>

**UNITED LAGUNA WOODS MUTUAL**  
**2019 RESERVE PLAN**  
**Planned Expenditures from Reserve Fund**

Program	Paint - Exterior		Prior to Paint		Paving		Roofs			
	Exterior Paint	Touch Up Paint (New)	Prior to Paint	Balcony Breezeway Resurfacing (New)	Paving	Concrete and Paving Repairs (New)	Built-Up	Comp Shingle	Tile	Roof Emergency Repairs (New)
Life in Years	10	As Needed	Varies	As Needed	Varies	As Needed	25	40	40	As Needed
Quantity	15,741,601		15,741,601		Varies		2,689,089	3,476,194	767,104	
Unit of Measure	Sq ft		Sq ft		square feet		sf	sf	sf	
Unit Cost	Varies		Varies		Varies		\$6.65	\$3.60	\$4.74	
Total Cost	\$15,613,630		\$5,852,168		\$6,130,900		\$17,882,400	\$12,514,300	\$3,636,100	
2019	\$1,632,156	\$191,711	\$693,466	\$293,650	\$422,250	\$90,310	\$619,959	\$0	\$0	\$133,250
2020	\$1,724,976	\$2,685	\$741,757	\$6,068	\$512,658	\$12,152	\$612,966	\$0	\$0	\$135,915
2021	\$1,848,185	\$122,322	\$794,301	\$183,315	\$567,459	\$54,112	\$609,215	\$0	\$0	\$135,915
2022	\$1,720,819	\$177,394	\$739,930	\$105,668	\$506,884	\$52,322	\$610,738	\$0	\$0	\$138,633
2023	\$1,770,019	\$195,786	\$761,637	\$63,534	\$542,134	\$96,335	\$647,899	\$340,611	\$0	\$141,406
2024	\$1,739,521	\$168,722	\$748,741	\$237,142	\$499,412	\$78,578	\$643,200	\$0	\$0	\$144,234
2025	\$1,937,509	\$182,660	\$832,724	\$79,838	\$570,571	\$64,254	\$662,532	\$0	\$0	\$147,119
2026	\$1,962,656	\$169,436	\$843,892	\$200,459	\$540,920	\$54,296	\$683,399	\$0	\$0	\$150,061
2027	\$1,986,664	\$214,311	\$854,810	\$338,925	\$609,862	\$53,931	\$691,850	\$0	\$0	\$153,062
2028	\$1,804,219	\$152,189	\$776,534	\$223,073	\$625,389	\$98,711	\$703,802	\$0	\$0	\$156,124
2029	\$1,936,498	\$229,112	\$833,108	\$350,938	\$729,545	\$107,929	\$0	\$0	\$0	\$159,246
2030	\$2,061,049	\$3,208	\$886,047	\$7,252	\$627,078	\$14,523	\$0	\$0	\$0	\$162,431
2031	\$2,253,782	\$149,110	\$969,035	\$223,460	\$662,182	\$65,963	\$0	\$0	\$0	\$165,680
2032	\$2,099,017	\$216,242	\$903,211	\$128,809	\$633,800	\$63,780	\$0	\$0	\$0	\$168,993
2033	\$2,156,282	\$238,662	\$927,177	\$77,447	\$668,669	\$117,432	\$0	\$0	\$0	\$172,373
2034	\$2,119,938	\$205,671	\$912,224	\$289,075	\$589,868	\$95,786	\$1,137,391	\$0	\$0	\$175,821
2035	\$2,363,825	\$222,661	\$1,016,940	\$97,322	\$596,624	\$78,325	\$1,182,370	\$0	\$0	\$179,337
2036	\$2,392,072	\$206,541	\$1,028,336	\$244,359	\$778,226	\$66,186	\$1,451,488	\$0	\$0	\$182,924
2037	\$2,420,151	\$261,244	\$1,040,552	\$413,147	\$385,548	\$65,741	\$2,057,744	\$0	\$0	\$186,582
2038	\$2,198,797	\$185,518	\$946,097	\$271,925	\$1,042,539	\$120,328	\$2,622,049	\$0	\$0	\$190,314
2039	\$2,361,581	\$279,286	\$1,016,475	\$427,792	\$601,137	\$131,565	\$2,390,715	\$0	\$0	\$194,120
2040	\$2,513,986	\$3,911	\$1,081,541	\$8,840	\$745,441	\$17,703	\$1,891,873	\$0	\$0	\$198,002
2041	\$2,745,752	\$181,764	\$1,179,779	\$272,397	\$844,841	\$80,408	\$1,349,613	\$1,218,916	\$0	\$201,963
2042	\$2,558,070	\$263,598	\$1,100,439	\$157,017	\$755,133	\$77,748	\$1,135,983	\$1,100,482	\$0	\$206,002
2043	\$2,630,854	\$290,928	\$1,132,395	\$94,408	\$801,557	\$143,149	\$729,475	\$747,974	\$0	\$210,122
2044	\$2,583,731	\$250,712	\$1,111,570	\$352,381	\$741,612	\$116,762	\$3,466,887	\$1,455,266	\$455,609	\$214,324
2045	\$2,879,636	\$271,423	\$1,237,937	\$118,634	\$850,267	\$95,478	\$1,240,874	\$837,626	\$0	\$218,611
2046	\$2,915,296	\$251,772	\$1,252,958	\$297,872	\$802,198	\$80,681	\$1,210,596	\$3,781,871	\$944,733	\$222,983
2047	\$2,951,323	\$318,455	\$1,269,507	\$503,624	\$908,055	\$80,138	\$825,998	\$1,934,742	\$562,624	\$227,443
2048	\$2,682,172	\$226,145	\$1,154,991	\$331,475	\$931,468	\$146,680	\$2,303,325	\$2,881,280	\$616,756	\$231,991
<b>TOTAL</b>	<b>\$66,950,536</b>	<b>\$5,833,180</b>	<b>\$28,788,112</b>	<b>\$6,399,847</b>	<b>\$20,093,326</b>	<b>\$2,421,304</b>	<b>\$31,481,939</b>	<b>\$14,298,768</b>	<b>\$2,579,722</b>	<b>\$5,304,980</b>



**UNITED LAGUNA WOODS MUTUAL**  
**2019 RESERVE PLAN**  
**Planned Expenditures from Reserve Fund**

Program	Solar Panels	Tree Maintenance	Wall Replacement		Waste Lines	Water Lines - Copper	Window/Sliding Screen		Manor Cooktops	Manor Dishwashers
			Common Area Block	Perimeter			Sliding Screen Doors	Windows		
Life in Years	20	34 Month Cycle	20	60	70	70	30	Ongoing -	20	12
Quantity	8	26,265	22,365	Varies	6,323	6,323	6,323	Based on	5,691	3,060
Unit of Measure	Panels	Hours	Linear Feet	Linear Feet	Manors	ea	ea	Replacement	ea	ea
Unit Cost	\$287,500	\$63	\$100	\$100 - \$340	\$8,000	\$6,000	\$515	Policy	\$506	\$643
Total Cost	\$2,300,000	\$1,641,563	\$2,236,500	\$11,678,760	\$50,584,000	\$37,938,000	\$3,256,345		\$2,879,650	\$1,967,580
			1%		30%	0.7%	0.8%		2%	4%
2019	\$0	\$1,232,530	\$22,365	\$158,000	\$2,300,000	\$250,000	\$26,780	\$59,896	\$71,000	\$85,280
2020	\$0	\$772,880	\$22,812	\$161,168	\$2,346,000	\$257,040	\$27,316	\$61,094	\$79,675	\$100,146
2021	\$0	\$855,704	\$22,812	\$161,168	\$2,346,000	\$257,040	\$27,316	\$61,094	\$79,675	\$100,146
2022	\$0	\$858,304	\$23,269	\$164,392	\$2,392,920	\$262,181	\$27,862	\$62,315	\$81,268	\$102,149
2023	\$0	\$560,152	\$23,734	\$167,679	\$2,440,778	\$267,424	\$28,419	\$63,562	\$82,893	\$104,192
2024	\$0	\$779,189	\$24,209	\$171,033	\$2,489,594	\$272,773	\$28,988	\$64,833	\$84,551	\$106,276
2025	\$0	\$1,017,059	\$24,693	\$174,454	\$1,324,897	\$278,228	\$29,567	\$66,130	\$86,242	\$108,401
2026	\$0	\$435,980	\$25,187	\$177,943	\$56,308	\$283,793	\$30,159	\$67,452	\$87,967	\$110,569
2027	\$0	\$933,041	\$25,690	\$181,502	\$57,434	\$289,469	\$30,762	\$68,801	\$89,727	\$112,781
2028	\$0	\$1,101,177	\$26,204	\$185,132	\$58,583	\$295,258	\$31,377	\$70,177	\$91,521	\$115,036
2029	\$0	\$467,610	\$26,728	\$188,834	\$59,755	\$301,163	\$32,005	\$71,581	\$93,352	\$117,337
2030	\$0	\$951,280	\$27,263	\$192,611	\$60,950	\$307,187	\$32,645	\$73,012	\$95,219	\$119,684
2031	\$0	\$1,127,375	\$27,808	\$196,463	\$62,169	\$313,330	\$33,298	\$74,473	\$97,123	\$122,078
2032	\$145,848	\$610,127	\$28,364	\$200,393	\$63,412	\$319,597	\$33,964	\$75,962	\$99,065	\$124,519
2033	\$148,765	\$1,003,030	\$28,932	\$204,400	\$64,680	\$325,989	\$34,643	\$77,481	\$101,047	\$127,010
2034	\$151,740	\$1,071,928	\$29,510	\$208,488	\$65,974	\$332,509	\$35,336	\$79,031	\$103,068	\$129,550
2035	\$154,775	\$850,437	\$30,100	\$212,658	\$67,293	\$339,159	\$36,042	\$80,612	\$105,129	\$132,141
2036	\$157,870	\$1,089,975	\$30,702	\$216,911	\$68,639	\$345,942	\$36,763	\$82,224	\$107,232	\$134,784
2037	\$161,028	\$923,512	\$31,316	\$221,250	\$70,012	\$352,861	\$37,498	\$83,868	\$109,376	\$137,479
2038	\$164,248	\$1,001,308	\$31,943	\$225,675	\$71,412	\$359,918	\$38,248	\$85,546	\$111,564	\$140,229
2039	\$167,533	\$1,220,890	\$32,582	\$230,188	\$72,841	\$367,116	\$39,013	\$87,257	\$113,795	\$143,033
2040	\$170,884	\$757,099	\$33,233	\$234,792	\$74,297	\$374,459	\$39,794	\$89,002	\$116,071	\$145,894
2041	\$174,302	\$1,091,052	\$33,898	\$239,488	\$75,783	\$381,948	\$40,590	\$90,782	\$118,392	\$148,812
2042	\$177,788	\$1,424,717	\$34,576	\$244,277	\$77,299	\$389,587	\$41,401	\$92,597	\$120,760	\$151,788
2043	\$181,343	\$602,119	\$35,267	\$249,163	\$78,845	\$397,379	\$42,229	\$94,449	\$123,175	\$154,824
2044	\$184,970	\$1,318,858	\$35,973	\$254,146	\$80,422	\$405,326	\$43,074	\$96,338	\$125,639	\$157,920
2045	\$188,670	\$1,541,913	\$36,692	\$259,229	\$82,030	\$413,433	\$43,935	\$98,265	\$128,152	\$161,079
2046	\$192,443	\$658,302	\$37,426	\$264,414	\$83,671	\$421,701	\$44,814	\$100,230	\$130,715	\$164,300
2047	\$196,292	\$1,355,247	\$38,175	\$269,702	\$85,344	\$430,135	\$45,710	\$102,235	\$133,329	\$167,586
2048	\$200,218	\$1,148,271	\$38,938	\$275,096	\$87,051	\$438,738	\$46,625	\$104,280	\$135,996	\$170,938
<b>TOTAL</b>	<b>\$2,918,717</b>	<b>\$28,761,065</b>	<b>\$890,401</b>	<b>\$6,290,649</b>	<b>\$17,264,395</b>	<b>\$10,030,683</b>	<b>\$1,066,172</b>	<b>\$2,384,580</b>	<b>\$3,102,716</b>	<b>\$3,895,962</b>

**UNITED LAGUNA WOODS MUTUAL  
2019 RESERVE PLAN  
Planned Expenditures from Reserve Fund**

Program	Fixtures - Basins/Faucets/Sinks/Toilets							Kitchen/Bath Counters, Floors					
	Manor Fixtures Basins	Manor Fixtures Faucets	Manor Fixtures Sinks	Laundry Sinks	Manor Fixtures Toilets	Manor Garbage Disposals	Manor Hoods	Laundry Countertops	Manor K/B Countertops	Manor K/B Floors	Manor K/B Mirrors	Manor K/B Shower/Tub Enclosures	Manor K/B Tile Replacements
Life in Years	30	30	30	25	30	12	20	20	30	25	30	25	40
Quantity	11,570	17,893	6,323	175	10,706	6,323	2,300	175	Varies	Varies	11,570	7,904	6,323
Unit of Measure	ea	ea	ea	ea	ea	ea	ea	3 ea	set	ea	ea	ea	Manor
Unit Cost	\$257	\$60 - \$186	\$508	\$422	\$222 - \$263	\$219	\$316	\$1,483	Varies	Varies	\$214	\$871	\$2,098
Total Cost	\$2,973,490	\$4,401,680	\$3,212,080	\$73,850	\$5,197,018	\$2,769,480	\$726,800	\$259,525	\$39,973,278	\$11,282,845	\$2,475,980	\$6,109,790	\$9,017,388
	2%	Varies	0.3%		Varies	6%	5%	5%	Varies	Varies	1%	2%	1%
2019	\$56,774	\$146,615	\$58,454	\$0	\$55,407	\$115,257	\$35,574	\$13,288	\$638,870	\$322,016	\$33,013	\$108,636	\$112,898
2020	\$50,549	\$67,893	\$10,881	\$0	\$20,035	\$86,733	\$40,415	\$13,614	\$652,717	\$489,939	\$33,673	\$140,441	\$118,260
2021	\$50,549	\$67,893	\$10,881	\$0	\$8,097	\$86,733	\$40,415	\$13,614	\$652,717	\$489,939	\$33,673	\$140,441	\$118,260
2022	\$51,560	\$69,251	\$11,099	\$0	\$8,258	\$88,467	\$41,224	\$13,886	\$665,772	\$499,738	\$34,347	\$143,250	\$120,626
2023	\$52,592	\$70,636	\$11,321	\$19,705	\$8,424	\$90,237	\$42,048	\$14,164	\$679,087	\$509,733	\$35,034	\$146,115	\$123,038
2024	\$53,643	\$72,049	\$11,547	\$28,778	\$8,592	\$92,041	\$42,889	\$14,447	\$692,669	\$519,927	\$35,734	\$149,038	\$125,499
2025	\$54,716	\$73,490	\$11,778	\$31,683	\$8,764	\$93,882	\$43,747	\$14,736	\$706,522	\$530,326	\$36,449	\$152,018	\$128,009
2026	\$55,811	\$74,960	\$12,014	\$0	\$8,939	\$95,760	\$44,622	\$15,031	\$720,653	\$540,932	\$37,178	\$155,059	\$130,569
2027	\$56,927	\$76,459	\$12,254	\$0	\$9,118	\$97,675	\$45,514	\$15,332	\$735,066	\$551,751	\$37,922	\$158,160	\$133,181
2028	\$58,065	\$77,988	\$12,499	\$0	\$9,300	\$99,629	\$46,425	\$15,638	\$749,767	\$562,786	\$38,680	\$161,323	\$135,844
2029	\$59,227	\$79,548	\$12,749	\$0	\$9,486	\$101,621	\$47,353	\$15,951	\$764,762	\$574,042	\$39,454	\$164,550	\$138,561
2030	\$60,411	\$81,139	\$13,004	\$0	\$9,676	\$103,654	\$48,300	\$16,270	\$609,090	\$585,523	\$40,243	\$167,841	\$210,058
2031	\$61,619	\$82,761	\$13,264	\$0	\$9,870	\$105,727	\$49,266	\$16,595	\$621,272	\$597,233	\$41,048	\$171,197	\$214,259
2032	\$62,852	\$84,417	\$13,530	\$0	\$10,067	\$107,841	\$50,252	\$16,927	\$633,697	\$609,178	\$41,869	\$174,621	\$218,544
2033	\$64,109	\$86,105	\$13,800	\$0	\$10,268	\$109,998	\$51,257	\$17,266	\$646,371	\$621,361	\$42,706	\$178,114	\$222,915
2034	\$65,391	\$87,827	\$14,076	\$0	\$10,474	\$112,198	\$52,282	\$17,611	\$659,299	\$633,789	\$43,560	\$181,676	\$227,373
2035	\$66,699	\$89,584	\$14,358	\$0	\$10,683	\$114,442	\$53,327	\$17,963	\$672,485	\$646,464	\$44,431	\$185,309	\$231,921
2036	\$68,033	\$91,375	\$14,645	\$0	\$10,897	\$116,731	\$54,394	\$18,323	\$685,934	\$659,394	\$45,320	\$189,016	\$236,559
2037	\$69,393	\$93,203	\$14,938	\$0	\$11,115	\$119,065	\$55,482	\$18,689	\$699,653	\$672,581	\$46,226	\$192,796	\$241,291
2038	\$70,781	\$95,067	\$15,237	\$0	\$11,337	\$121,447	\$56,591	\$19,063	\$713,646	\$686,033	\$47,151	\$196,652	\$246,116
2039	\$72,197	\$96,968	\$15,541	\$0	\$11,564	\$123,876	\$57,723	\$19,444	\$727,919	\$699,754	\$48,094	\$200,585	\$251,039
2040	\$73,641	\$98,908	\$15,852	\$0	\$11,795	\$126,353	\$58,878	\$19,833	\$742,477	\$713,749	\$49,056	\$204,597	\$256,059
2041	\$75,114	\$100,886	\$16,169	\$0	\$12,031	\$128,880	\$60,055	\$20,230	\$757,327	\$728,024	\$50,037	\$208,689	\$261,181
2042	\$76,616	\$102,903	\$16,492	\$0	\$12,272	\$131,458	\$61,256	\$20,634	\$772,473	\$742,584	\$51,038	\$212,862	\$266,404
2043	\$78,148	\$104,962	\$16,822	\$0	\$12,517	\$134,087	\$62,481	\$21,047	\$787,923	\$757,436	\$52,058	\$217,120	\$271,732
2044	\$79,711	\$107,061	\$17,159	\$0	\$12,767	\$136,769	\$63,731	\$21,468	\$803,681	\$772,585	\$53,099	\$221,462	\$277,167
2045	\$81,305	\$109,202	\$17,502	\$0	\$13,023	\$139,504	\$65,006	\$21,897	\$819,755	\$788,036	\$54,161	\$225,891	\$282,710
2046	\$82,932	\$111,386	\$17,852	\$0	\$13,283	\$142,294	\$66,306	\$22,335	\$836,150	\$803,797	\$55,245	\$230,409	\$288,365
2047	\$84,590	\$113,614	\$18,209	\$0	\$13,549	\$145,140	\$67,632	\$22,782	\$852,873	\$819,873	\$56,350	\$235,017	\$294,132
2048	\$86,282	\$115,886	\$18,573	\$0	\$13,820	\$148,043	\$68,985	\$23,237	\$869,931	\$836,271	\$57,477	\$239,718	\$300,014
<b>TOTAL</b>	<b>\$1,980,237</b>	<b>\$2,730,033</b>	<b>\$472,502</b>	<b>\$80,165</b>	<b>\$375,429</b>	<b>\$3,415,539</b>	<b>\$1,573,431</b>	<b>\$531,315</b>	<b>\$21,570,558</b>	<b>\$18,964,794</b>	<b>\$1,314,324</b>	<b>\$5,452,602</b>	<b>\$6,182,587</b>

**UNITED LAGUNA WOODS MUTUAL**  
**2019 RESERVE PLAN**  
**Planned Expenditures from Reserve Fund**

<i>Program</i>	<i>Manor Ovens</i>	<i>Manor Ranges</i>	<i>Manor Refrigerators</i>	<i>Manor Water Heaters</i>	<i>Laundry Water Heaters</i>	<i>Laundry Dryers</i>	<i>Laundry Washers</i>	<i>Vertical Lifts</i>	<i>Carport Renovation</i>	<b>TOTAL RESERVES FUND</b>
Life in Years	20	20	20	10	15	10	15	20	35	
Quantity	5,691	632	6,323	6,323	172	526	700	27	5,432	
Unit of Measure	ea	ea	ea	ea	ea.	ea.	ea.	ea	Stalls	
Unit Cost	\$629	\$711	\$812	\$386 - \$753	\$692	\$658	\$1,646	\$45,000	\$260	
Total Cost	\$3,579,640	\$449,350	\$5,134,280	\$7,201,900	\$119,024	\$346,108	\$1,152,200	1,215,000	\$1,412,300	
	3%	2%	4%			0%	0%	67%		
2019	\$111,000	\$25,000	\$227,358	\$1,133,990	\$0	\$13,474	\$29,200	\$0	\$0	\$13,378,267
2020	\$131,804	\$9,527	\$262,416	\$927,353	\$0	\$5,100	\$10,200	\$30,753	\$0	\$12,475,009
2021	\$131,804	\$9,527	\$262,416	\$825,353	\$0	\$5,100	\$10,200	\$0	\$0	\$12,978,792
2022	\$134,440	\$9,718	\$267,665	\$841,860	\$0	\$36,009	\$79,917	\$313,681	\$0	\$13,325,408
2023	\$137,129	\$9,912	\$273,018	\$858,698	\$0	\$36,729	\$81,515	\$63,991	\$0	\$13,543,001
2024	\$139,872	\$10,110	\$278,478	\$875,872	\$0	\$37,464	\$83,145	\$32,635	\$0	\$13,961,275
2025	\$142,669	\$10,312	\$284,048	\$893,389	\$0	\$38,213	\$84,808	\$33,288	\$0	\$13,272,685
2026	\$145,522	\$10,519	\$289,729	\$911,257	\$1,596	\$38,977	\$86,504	\$135,815	\$0	\$10,995,378
2027	\$148,433	\$10,729	\$295,524	\$929,482	\$3,255	\$39,757	\$88,234	\$0	\$0	\$11,772,919
2028	\$151,401	\$10,944	\$301,434	\$596,574	\$4,981	\$40,552	\$89,999	\$105,977	\$0	\$11,453,433
2029	\$154,430	\$11,162	\$307,463	\$542,405	\$6,774	\$41,363	\$91,799	\$36,032	\$0	\$10,485,563
2030	\$157,518	\$11,386	\$313,612	\$553,253	\$8,637	\$42,190	\$93,635	\$36,753	\$0	\$10,275,462
2031	\$160,668	\$11,613	\$319,884	\$564,318	\$10,571	\$43,034	\$95,508	\$0	\$0	\$11,254,707
2032	\$163,882	\$11,846	\$326,282	\$575,604	\$10,063	\$43,895	\$97,418	\$0	\$127,940	\$10,939,638
2033	\$167,159	\$12,083	\$332,808	\$587,116	\$10,265	\$44,773	\$99,366	\$0	\$178,595	\$11,941,480
2034	\$170,503	\$12,324	\$339,464	\$598,859	\$10,470	\$45,668	\$101,354	\$79,565	\$173,591	\$13,512,653
2035	\$173,913	\$12,571	\$346,253	\$610,836	\$10,679	\$46,582	\$103,381	\$0	\$205,756	\$13,050,492
2036	\$177,391	\$12,822	\$353,178	\$623,053	\$10,893	\$47,513	\$105,448	\$0	\$222,364	\$14,044,502
2037	\$180,939	\$13,079	\$360,242	\$635,514	\$11,111	\$48,463	\$107,557	\$0	\$194,410	\$14,459,364
2038	\$184,558	\$13,340	\$367,446	\$648,224	\$11,333	\$49,433	\$109,708	\$43,062	\$225,034	\$15,486,837
2039	\$188,249	\$13,607	\$374,795	\$661,188	\$11,560	\$50,421	\$111,903	\$0	\$236,353	\$15,778,258
2040	\$192,014	\$13,879	\$382,291	\$674,412	\$11,791	\$51,430	\$114,141	\$0	\$152,993	\$14,279,507
2041	\$195,854	\$14,157	\$389,937	\$687,900	\$12,027	\$52,458	\$116,423	\$456,973	\$81,573	\$16,860,908
2042	\$199,771	\$14,440	\$397,736	\$701,658	\$12,267	\$53,508	\$118,752	\$93,223	\$172,439	\$16,695,608
2043	\$203,766	\$14,729	\$405,691	\$715,692	\$12,513	\$54,578	\$121,127	\$47,544	\$0	\$15,234,298
2044	\$207,842	\$15,023	\$413,804	\$730,005	\$12,763	\$55,669	\$123,549	\$48,494	\$0	\$19,754,618
2045	\$211,999	\$15,324	\$422,080	\$744,605	\$13,018	\$56,783	\$126,020	\$197,857	\$0	\$17,117,376
2046	\$216,239	\$15,630	\$430,522	\$759,498	\$13,278	\$57,918	\$128,541	\$0	\$0	\$20,200,189
2047	\$220,563	\$15,943	\$439,132	\$774,687	\$13,544	\$59,077	\$131,112	\$154,388	\$0	\$19,026,798
2048	\$224,975	\$16,262	\$447,915	\$790,181	\$13,815	\$60,258	\$133,734	\$52,492	\$0	\$20,801,006
<b>TOTAL</b>	<b>\$5,126,305</b>	<b>\$387,517</b>	<b>\$10,212,622</b>	<b>\$21,972,836</b>	<b>\$237,203</b>	<b>\$1,296,390</b>	<b>\$2,874,198</b>	<b>\$1,962,521</b>	<b>\$1,971,048</b>	<b>\$428,355,431</b>