



## **AGENDA**

### **Fiscal Affairs Committee**

**Tuesday, May 20, 2025**

**1:30pm – 3:00pm MST**

**West Center Room 2 / Zoom**

GVR's Mission Statement: "To provide excellent facilities and services that create opportunities for recreation, social activities, and leisure education to enhance the quality of our members' lives."

**Committee:** Nellie Johnson (Chair), Dale Howard, Bob Quast, Pat Reynolds, Steve Reynolds, Priscilla Spurgeon, Barry Stock, Eric Sullwold, Betsy Walton, Kathi Bachelor (ex-officio), Scott Somers (CEO), David Webster (CFO/Liaison)

#### **Agenda Topic**

1. **Call to Order / Roll Call - Establish Quorum**
2. **Approve or Amend the Agenda**
3. **Approve Meeting Minutes:** April 22, 2025
4. **Chair Comments**
5. **Business**
  - A. Review April 2025 financial statements
  - B. Committee Action Plan
  - C. Revenue Enhancements - guest/complimentary cards will be discussed after BAC discusses in July or August
6. **Member Comments**
7. **Adjournment**

**Next Meeting:** Tuesday, June 17, 2025, 1:30-3:00pm, WC-Rm 2/Zoom



## MINUTES

### Fiscal Affairs Committee

Tuesday, April 22, 2025

1:30pm – 3:00pm MST

West Center Room 2 / Zoom

**Committee:** Nellie Johnson (Chair), Dale Howard, Bob Quast, Pat Reynolds, Steve Reynolds, Priscilla Spurgeon, Barry Stock, Eric Sullwold, Betsy Walton, Kathi Bachelor (ex-officio) Scott Somers (CEO), David Webster (CFO/Liaison)

**Absent:** Scott Somers

**Board Attendees:** Candy English

**Visitors:** none

### Agenda Topic

1. **Call to Order / Roll Call - Establish Quorum**
2. Approve or Amend Agenda  
**MOTION: Howard moved / Spurgeon seconded to approve Agenda.**  
**Passed: unanimous**
3. **Approve Meeting Minutes:** March 18, 2025  
**MOTION: Sullwold moved / Pat Reynolds seconded to approve March 18, 2025, Meeting Minutes as presented.**  
**Passed: 6 yes / 3 abstained (Spurgeon, Stock, Walton)**
4. **Chair Comments:**
  - Welcomed new committee members and had introductions.
5. **Business**
  - A. Review March 2025 financial statements  
**MOTION: Howard moved / Sullwold seconded to approve March 2025 financial statements.**  
**Passed: unanimous**
  - B. 2025 Fiscal Year projections from CFO
    - Capital Revenue – Home sale projections for 2025 will be under budget by \$81,584.
    - Expenditures – Personnel projections for 2025 will be under budget by \$165,276.

- Future member housing sheet to include impact of state law change;
- Projections for 2025 is a deficit of \$105,699.

C. FAC action plan

**MOTION: Quast moved / Howard seconded to approve FAC action plan.**

**Passed: 8 yes / 1 abstain (Sullwold)**

D. FAC calendar

- Cancel the July 15, 2025, FAC meeting.

E. Revenue Enhancements

- Ideas were presented to the FAC from staff.
- FAC members added the following items: 1. Increase member fees more; 2. Reduce % transfer of revenue to the Initiative fund; 3. Target market to the voluntary deeded properties; 4. Target market to promote GVR at a national level.

F. Housing model

- Reviewed a 10-year average of home sales and discussed need for refinement to potentially include: review of demographics, status of housing developments, MLS housing data; state law changes.

6. **Member Comments: 3**

7. **Adjournment**

**No objections to adjourn. Meeting adjourned at 3:15pm MST.**

**Next Meeting:** Tuesday, May 20, 2025, 1:30-3:00pm, WC-Rm 2/Zoom



P.O. Box 586 Green Valley AZ 85622

520.625.3440

**Fiscal Affairs**  
**Financial Report**  
**As of April 30, 2025**

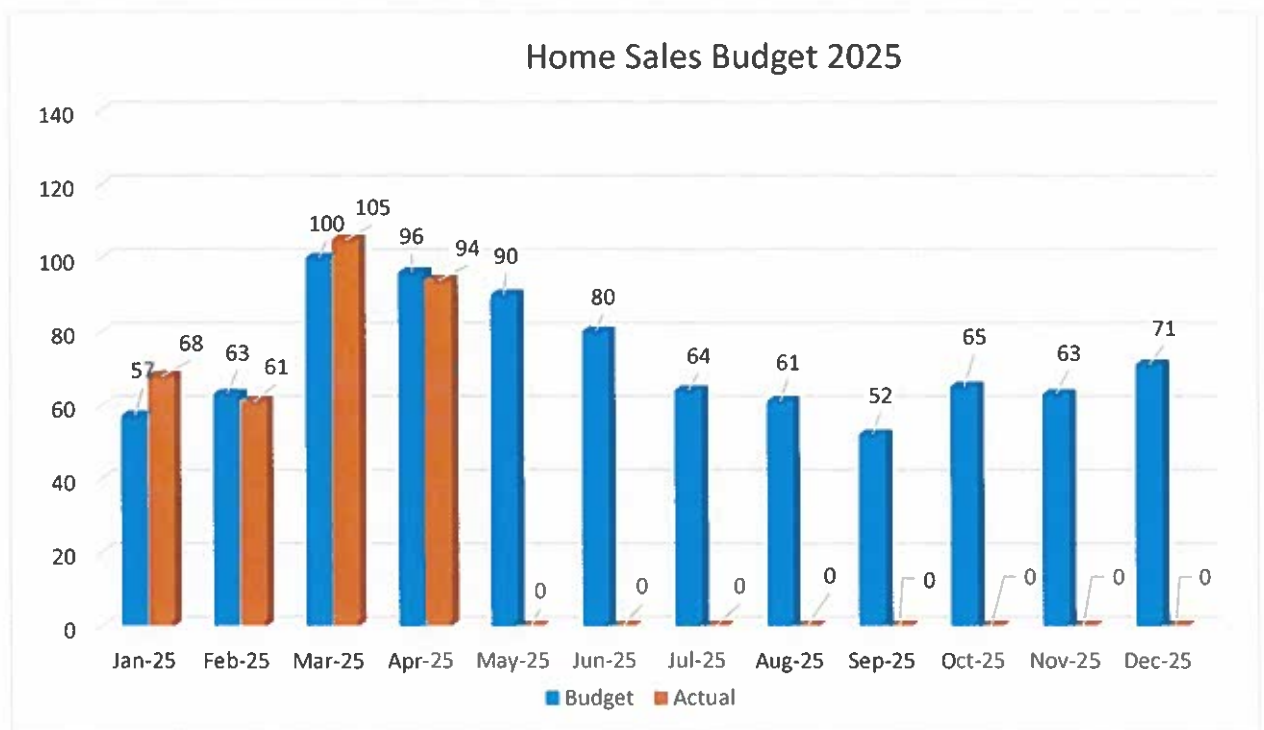
The enclosed Financial Statements and supplemental schedules provide relevant information Year to Date through April, 2025 and include the financial statements as of April 30, 2025. These statements include the Statement of Financial Position, Statement of Activities, Statement of Change in Net Assets, and Investment Portfolio.

- The following table summarizes the April 30, 2025 total year to date Increase in Net Assets based on GVR's 2025 Financial Statements:

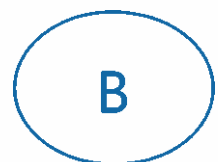
Month	Operating Increase Net Assets	Unrealized Gains on Investments	GVR 2025 Total Increase in Net Assets	Homes Sold	Budget Variance	
					Income Variance Favorable (Unfavorable)	Expense Variance Favorable (Unfavorable)
Jan-25	\$133,252	\$163,241	\$296,493	68	\$28,958	\$88,851
Feb-25	\$197,621	(\$54,698)	\$142,923	61	(\$106,588)	\$173,361
Mar-25	\$49,086	(\$253,006)	(\$203,920)	105	(\$71,726)	(\$28,963)
Apr-25	\$109,237	(\$34,106)	\$75,131	94	(\$3,304)	(\$67,602)
May-25			\$0			
Jun-25			\$0			
Jul-25			\$0			
Aug-25			\$0			
Sep-25			\$0			
Oct-25			\$0			
Nov-25			\$0			
Dec-25			\$0			
<b>Total YTD '25</b>	<b><u>\$489,196</u></b>	<b><u>(\$178,569)</u></b>	<b><u>\$310,627</u></b>	<b><u>328</u></b>	<b><u>(\$152,660)</u></b>	<b><u>\$165,647</u></b>

A

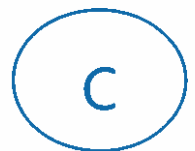
- While the preceding table illustrates the performance for the year 2025 according to the Financial Statements, it does not include any reduction for the necessary funding from Operations for Reserve Funds that are included in GVR's 2025 budget.
- There were 94 Home Resales during the month of April. This number of sales is 2 (4%) less than budgeted for April and 5 (5%) less than April of the prior year. Year to date, GVR is 12 home sales greater than budgeted. GVR offsets home sales with an allowance for Membership Change Fee Refunds for Members who transition from a primary residence. The Property Report is on page 6 and the current allowance is \$133,000 (page 2). The following graph illustrates the actual compared to the monthly budgeted number of home sales with actual sales updated through April, 2025.



- The number of homes sold through the first two weeks of May are 54 and we expect another 38 by the end of the month for a total of 92 homes during May 2025. The budget for May is 90 and the surplus will result in 2 (2%) homes over budget for May. This projection will result in GVR being an estimated 14 (3.5%) homes over budget for the first 5 months of 2025.
- GVR has added 7 new Member Households so far this year (page 6). The 2025 Budget includes 18 new households for the entire year.



- The April 2025 Statement of Financial Position (page 2) reports the Total Net Assets to be \$34,048,441 which is a \$310,627 increase for the year (page 2 and 3) and includes \$178,569 of Unrealized Losses on Investments for April 2025 year to date.
- The April 30 Operational cash on hand is \$548,219 (page 2). When combined with Operational Cash Investments in both JP Morgan accounts, total Operational Cash equals \$5,363,859 which is a \$319,893 decrease during the month of April. The cash projections for 2025 are on pages 7 and 8.
- The Net Fixed Assets are \$22,442,751 as of April 30, 2025 (page 2). Total net Capital Purchases for the year to date are \$392,413.
- Total Current Liabilities are \$5,981,057 (page 2). This includes 8 months of Deferred Dues revenue for 2025.
- Designated Net Assets equal \$11,567,011 (detailed on pages 4 – 5) which reflects a net decrease of \$76,008 for the month of April, 2025. The year-to-date net unrealized investment losses on investments are \$178,569 and are included in these balances.
- The Statement of Activities (page 3) indicates that Total Year to Date Revenue is \$4,476,153 which is 3.3% under budget and 6% more than the prior year.
- The total expenses for the year are \$3,986,958 which is \$165,677 (4%) under budget and 0.4% more than the prior year (page 3). The following is a high-level summary of the amounts and percentage variance to budget for the year-to-date April 30, 2025:



EXPENSES YTD APRIL 2025				
<u>Expense Category</u>	<u>Total Expenses</u>	<u>Variance Pos. (Neg.)</u>	<u>%</u>	<u>Summary</u>
Facilities & Equipment	1,204,869	(37,464)	-3%	Utilities are 13% under budget. Furniture & Equipment is 59% over budget
Program Expenses	354,790	120,374	25%	Program expenses are \$120K under budget Recreational income is \$161K under budget
Communi-cations	79,294	(4,328)	-6%	Printing is \$8K over budget
Operational Expenses	218,148	15,452	7%	Supplies are \$22K under budget
Corporate Expenses	245,319	9,007	4%	IT Software expenses are \$22K under budget and Professional fees are \$21K over budget
Personnel & Benefits	<u>1,884,538</u>	<u>62,635</u>	3%	Wages are \$85K (5%) under budget. Benefits are \$25K over budget.
<b>TOTAL EXPENSES</b>	<b><u>3,986,958</u></b>	<b><u>165,676</u></b>	<b><u>4.0%</u></b>	under budget

- The Capital Improvements Project Master list is included on page 9
- The tasks carried over from the prior year FAC is included on pages 10 and 11 with the Fiscal Affairs Committee 2025-2026 Action Plan
- The revised list of ideas for Revenue Enhancements is included on pages 12 through 14.
- A history of GVR's fee schedule is included on page 15.
- The Staff Report listing current financial summary items is included on page 16.

D



Green Valley Recreation, Inc.  
**Board of Directors Meeting**  
**April Financial Highlights**

**Prepared By:** David Webster, CFO

**Meeting Date:** May 20, 2025

**Presented By:** David Webster, CFO

**Originating Committee / Department:**

Administration

**Action Requested:**

Review Financial highlights.

**Strategic Plan:**

Goal 4: Cultivate and maintain a sound financial base that generates good value for our members

**Background Justification:**

The Board has requested a separate staff report stating the highlights for each month.

**Key Points/Highlights for April 2025:**

1. YTD revenue under budget (unfavorable) 3.3% or \$152,660
2. YTD expenses under budget(favorable) 4.0% or \$165,677
3. April unrealized Loss on Investments \$34,106 YTD losses are \$178,569
4. April MCF Fees under budget 94 actual vs 96 budgeted
  - a. YTD MCF fees 328 actual vs 316 budgeted
5. Utilities are 13% under budget \$385,388 actual vs \$442,953 budget
6. GVR personnel under budget 3% YTD
7. Recreation Revenue under budget by \$160,576 primarily due to under budget Program revenue





# Green Valley Recreation, Inc.

## CONSOLIDATED FINANCIAL STATEMENTS

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The accompanying pages are the Financial Reports for April 30, 2025. The four statements are:

### **Statement of Financial Position.**

This is also known as a Balance Sheet or the Statement of Net Assets.

### **Statement of Activities**

Also known as an Income and Expense statement. This report shows the types of Income, the categories of expense and the unrealized Investment Market changes for the year to date. The bottom line in this report is the net for all the reserve accounts maintained by GVR.

### **Statement of Changes in Net Assets**

This report displays the financial activity of the four reserves that make up the Net Assets of Green Valley Recreation. These reserves are:

**Unrestricted** - These net assets include the Fixed Assets (land, buildings and equipment), undesignated current assets less the current liabilities and deferred revenue items.

**Emergency** - Designated by the Board of Directors, this reserve is held to provide liquidity when needed for operational emergencies.

**Maint - Repair - Replacement** - designated by the Board of Directors, this reserve is the accumulation of assets in support of the Reserve Study which is mandated for Common Interest Realty Associations like Green Valley Recreation. Annual amounts are budgeted and transferred into this reserve for the purposes of the name of this reserve.

**MRR-B Pools and Spas** - Board designated reserve for end of life replacement of Pools and Spas

**Initiatives** - This reserve is designated by the Board of Directors to help with the funding for new programs that evolve from member interests and demands. Innovation in programming enables GVR to respond to member expectations.

### **Investment Portfolios**

This report displays the market values of investments at the beginning of the year, the dollar amounts of changes that occurred from January 1st to the date of the financial statements. The unrealized gain or loss on market value changes is shown on a separate line to result in the market value of investments as of the reporting month end. The investments related to each of the Reserves (Unrestricted and Designated) are included in separate columns.



**Green Valley Recreation, Inc.**  
**Statement of Financial Position**  
As of Date: April 30, 2025 and Dec 31, 2024

	<u>April 30, 2025</u>	<u>Dec 31, 2024</u>
	<u>Total</u>	<u>Total</u>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash/Cash Equivalents	548,219	2,642,024
Accounts Receivable	565,321	293,785
Prepaid Expenses	96,172	242,974
Maintenance Inventory	21,927	-
Designated Investments (Charles S./SBH)		
Emergency - Fund	495,486 (1)	635,469 (18)
MRR - Fund	8,479,442 (2)	7,586,789 (19)
Initiatives - Fund	1,106,741 (3)	993,706 (20)
Pools & Spas - Fund	1,485,342 (4)	1,200,643 (21)
Total Designated Investments (CS/SBH)	11,567,011 (5)	10,416,607 (22)
Undesignated Invest. (JP Morgan Long Term)	1,571,041 (6)	1,008,091 (23)
Undesignated Invest. (JP Morgan)	3,244,599 (7)	1,008,955 (24)
Investments	16,382,651 (8)	12,433,653 (25)
<b>Total Current Assets</b>	<u>17,614,289</u>	<u>15,612,436</u>
<b>Fixed Assets</b>		
Contributed Fixed Assets	18,017,085	18,017,085
Purchased fixed Assets	33,601,747	33,209,334
Sub-Total	51,618,831	51,226,419
Less - Accumulated Depreciation	(29,176,081)	(28,756,044)
<b>Net Fixed Assets</b>	<u>22,442,751 (9)</u>	<u>22,470,375 (26)</u>
Operating Lease ROU, Net of Accum. Amortization	-	-
Finance Lease ROU, Net of Accum. Amortization	36,447	36,447
<b>Total Assets</b>	<u>40,093,487</u>	<u>38,119,258</u>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts Payable	667,175	384,710
Deferred Dues Fees & Programs	4,989,866	3,452,625
Accrued Payroll	154,384	247,487
Compensation Liability	-	-
MCF Refund Liability	133,000	195,000
In-Kind Lease Liability - Current	3,000	4,000
Operating ROU Liability - Current	-	-
Financing ROU Liability - Current	33,633	33,633
<b>Total Current Liabilities</b>	<u>5,981,057</u>	<u>4,317,455</u>
In-Kind Lease Liability - LT	42,667	42,667
Notes Payable	11,000	11,000
Financing ROU Liability - LT	10,321	10,321
<b>Total Long Term Liabilities</b>	<u>63,988</u>	<u>63,988</u>
<b>TOTAL NET ASSETS</b>	<u>34,048,441 (10)</u>	<u>33,737,815 (27)</u>
<b>NET ASSETS</b>		
Temporarily Designated:		
Board Designated:		
Emergency	495,486 (11)	635,469 (28)
Maint - Repair - Replacement	8,479,442 (12)	7,586,789 (29)
Initiatives	1,106,741 (13)	993,706 (30)
Pools & Spas	1,485,342 (14)	1,200,643 (31)
Sub-Total	11,567,011 (15)	10,416,607
Unrestricted Net Assets	22,170,804	23,321,207
Net change Year-to-Date	310,627 (16)	-
<b>Unrestricted Net Assets</b>	<u>22,481,430 (17)</u>	<u>23,321,207</u>
<b>TOTAL NET ASSETS</b>	<u>34,048,441</u>	<u>33,737,815</u>



**Green Valley Recreation, Inc.**  
**Summary Statement of Activities**  
**YTD Period: 4 month period ending April 30, 2025**  
**FY Budget Period: Jan 1, 2025 - Dec 31, 2025**

	PRIOR YEAR COMPARISON			%	BUDGET COMPARISON			%	Fiscal Year Budget	Remaining FY Budget
	2024 YTD Actual	2025 YTD Actual	Year to Year Variance		YTD Actual	YTD Budget	YTD Variance			
<b>Revenue</b>										
Member Dues	2,379,880	2,455,373	75,492	3%	2,455,373	2,450,013	5,359	0.2%	7,350,040	4,894,667
LC, Trans., Crd Fees	301,979	312,028	10,049	3%	312,028	299,985	12,043	4%	729,472	417,444
Capital Revenue	913,186	1,037,432	124,246	14%	1,037,432	998,200	39,232	4%	2,724,900	1,687,468
Programs	143,636	163,372	19,736	14%	163,372	280,878	(117,506)	(42%)	629,718	466,346
Instructional	234,506	254,474	19,968	9%	254,474	297,544	(43,070)	(14%)	480,000	225,526
<b>Recreational Revenue</b>	<b>378,142</b>	<b>417,845</b>	<b>39,704</b>	<b>10%</b>	<b>417,845</b>	<b>578,422</b>	<b>(160,576)</b>	<b>(28%)</b>	<b>1,109,718</b>	<b>691,873</b>
<b>Investment Income</b>	<b>168,767</b>	<b>172,928</b>	<b>4,162</b>	<b>2%</b>	<b>172,928</b>	<b>158,954</b>	<b>13,974</b>	<b>9%</b>	<b>435,000</b>	<b>262,072</b>
Advertising Income	-	-	-	0%	-	-	-	0%	-	-
Cell Tower Lease Inc.	16,152	16,666	515	3%	16,666	16,306	360	2%	48,919	32,253
<b>Comm. Revenue</b>	<b>16,152</b>	<b>16,666</b>	<b>515</b>	<b>3%</b>	<b>16,666</b>	<b>16,306</b>	<b>360</b>	<b>2%</b>	<b>48,919</b>	<b>32,253</b>
Other Income	49,061	54,803	5,542	11%	54,803	111,767	(57,164)	(51%)	169,100	114,497
Facility Rent	11,705	7,945	(3,760)	(32%)	7,945	13,833	(5,888)	(43%)	41,500	33,555
Marketing Events	-	-	-	0%	-	-	-	0%	-	-
In-Kind Contributions	1,333	1,333	-	0%	1,333	1,333	-	0%	4,000	2,667
Del Sol Café Revenue	-	-	-	0%	-	-	-	0%	-	-
<b>Other Revenue</b>	<b>62,099</b>	<b>63,881</b>	<b>1,782</b>	<b>3%</b>	<b>63,881</b>	<b>126,933</b>	<b>(63,052)</b>	<b>(50%)</b>	<b>214,600</b>	<b>150,719</b>
<b>Total Revenue</b>	<b>4,220,204</b>	<b>4,476,153</b>	<b>255,949</b>	<b>6%</b>	<b>4,476,153</b>	<b>4,628,814</b>	<b>(152,660)</b>	<b>(3.3%)</b>	<b>12,612,649</b>	<b>8,136,496</b>
<b>Expenses</b>										
Major Proj.-Rep. & Maint.	131,590	62,382	69,208	53%	62,382	69,214	6,832	10%	206,143	143,761
Facility Maintenance	134,277	172,515	(38,238)	(28%)	172,515	132,077	(40,438)	(31%)	396,230	223,715
Fees & Assessments	3,722	150	3,572	96%	150	667	517	78%	2,000	1,850
Utilities	457,293	385,388	71,905	16%	385,388	442,953	57,565	13%	1,091,735	706,347
Depreciation	409,547	453,260	(43,713)	(11%)	453,260	422,840	(30,420)	(7%)	1,268,520	815,260
Furniture & Equipment	96,851	105,486	(8,634)	(9%)	105,486	66,321	(39,165)	(59%)	198,963	93,477
Vehicles	38,433	25,688	12,746	33%	25,688	33,333	7,646	23%	100,000	74,312
<b>Facilities &amp; Equipment</b>	<b>1,271,714</b>	<b>1,204,869</b>	<b>66,845</b>	<b>5%</b>	<b>1,204,869</b>	<b>1,167,405</b>	<b>(37,464)</b>	<b>(3%)</b>	<b>3,263,591</b>	<b>2,058,722</b>
Wages	1,430,621	1,466,444	(35,823)	(3%)	1,466,444	1,551,095	84,652	5%	4,653,287	3,186,843
Payroll Taxes	123,108	120,486	2,622	2%	120,486	123,405	2,919	2%	370,215	249,729
Benefits	251,633	297,609	(45,975)	(18%)	297,609	272,673	(24,935)	(9%)	790,114	492,505
<b>Personnel</b>	<b>1,805,362</b>	<b>1,884,538</b>	<b>(79,176)</b>	<b>(4%)</b>	<b>1,884,538</b>	<b>1,947,174</b>	<b>62,635</b>	<b>3%</b>	<b>5,813,616</b>	<b>3,929,078</b>
Food & Catering	32,105	11,595	20,510	64%	11,595	42,760	31,165	73%	92,310	80,715
Recreation Contracts	269,130	305,854	(36,724)	(14%)	305,854	369,224	63,370	17%	712,086	406,232
Bank & Credit Card Fees	63,484	37,341	26,143	41%	37,341	63,180	25,839	41%	81,500	44,159
<b>Program</b>	<b>364,719</b>	<b>354,790</b>	<b>9,929</b>	<b>3%</b>	<b>354,790</b>	<b>475,164</b>	<b>120,374</b>	<b>25%</b>	<b>885,896</b>	<b>531,106</b>
Communications	41,931	34,735	7,195	17%	34,735	36,633	1,898	5%	109,900	75,165
Printing	49,047	40,847	8,199	17%	40,847	32,333	(8,514)	(26%)	97,000	56,153
Advertising	1,984	3,712	(1,728)	(87%)	3,712	6,000	2,288	38%	18,000	14,288
<b>Communications</b>	<b>92,961</b>	<b>79,294</b>	<b>13,667</b>	<b>15%</b>	<b>79,294</b>	<b>74,967</b>	<b>(4,328)</b>	<b>(6%)</b>	<b>224,900</b>	<b>145,606</b>
Supplies	176,581	162,678	13,903	8%	162,678	185,033	22,356	12%	547,100	384,422
Postage	8,853	13,282	(4,429)	(50%)	13,282	6,500	(6,782)	(104%)	19,500	6,218
Dues & Subscriptions	5,768	13,913	(8,145)	(141%)	13,913	4,967	(8,946)	(180%)	14,900	987
Travel & Entertainment	-	-	-	0%	-	1,467	1,467	100%	4,400	4,400
Other Operating Expense	32,424	28,275	4,149	13%	28,275	35,633	7,358	21%	106,900	78,625
<b>Operations</b>	<b>223,625</b>	<b>218,148</b>	<b>5,478</b>	<b>2%</b>	<b>218,148</b>	<b>233,600</b>	<b>15,452</b>	<b>7%</b>	<b>692,800</b>	<b>474,652</b>
Information Technology	13,346	23,926	(10,579)	(79%)	23,926	45,680	21,755	48%	137,041	113,116
Professional Fees	78,429	78,200	229	0%	78,200	56,833	(21,367)	(38%)	170,500	92,300
Commercial Insurance	117,662	137,007	(19,344)	(16%)	137,007	139,062	2,055	1%	417,185	280,178
Taxes	-	-	-	0%	-	-	-	0%	53,002	53,002
Conferences & Training	1,870	4,198	(2,328)	(124%)	4,198	8,583	4,385	51%	25,750	21,552
Employee Recognition	2,775	1,988	786	28%	1,988	4,167	2,178	52%	12,500	10,512
Provision for Bad Debt	-	-	-	0%	-	-	-	0%	-	-
<b>Corporate Expenses</b>	<b>214,082</b>	<b>245,319</b>	<b>(31,236)</b>	<b>(15%)</b>	<b>245,319</b>	<b>254,325</b>	<b>9,007</b>	<b>4%</b>	<b>815,978</b>	<b>570,659</b>
<b>Expenses</b>	<b>3,972,464</b>	<b>3,986,958</b>	<b>(14,494)</b>	<b>(0%)</b>	<b>3,986,958</b>	<b>4,152,635</b>	<b>165,677</b>	<b>4.0%</b>	<b>11,696,781</b>	<b>7,709,823</b>
<b>Gross Surplus(Rev-Exp)</b>	<b>247,741</b>	<b>489,196</b>	<b>241,455</b>	<b>97%</b>	<b>489,196</b>	<b>476,179</b>	<b>13,017</b>	<b>3%</b>	<b>915,868</b>	<b>426,672</b>
Net Gain/Loss on Invest.	29,362	(178,569)	(207,931)		(178,569)	-	(178,569)		-	178,569
<b>Net from Operations</b>	<b>277,103</b>	<b>310,627</b>	<b>33,523</b>	<b>12%</b>	<b>310,627</b>	<b>476,179</b>	<b>(165,552)</b>		<b>915,868</b>	<b>605,241</b>



**Green Valley Recreation, Inc.**  
**Statement of Changes in Net Assets**  
**As of Date: April 30, 2025 and Dec 31, 2024**

	Totals	<u>Unrestricted</u>		Emergency Reserve Fund	Maint - Repair - Replacement Reserve Fund	Initiatives Reserve Fund	Pools & Spas Reserve Fund
		Unrestricted	Fixed Assets				
<b>Net change in net assets-GVR</b>	310,627 (16)	310,627	-	-	-	-	-
Transfers between unrestricted and reserves:							
Reserve Study Allocation	-	-	-	-	-	-	-
Principal Transfers							
Transfers For Funding	-	(1,786,379)	-	-	1,324,805	141,215	320,358
Transfers Prev. Yr. Surplus	-	-	-	-	-	-	-
Transfers Curr. Yr. Surplus	-	-	-	-	-	-	-
Transfers Between Funds	0	30,449	-	-	(24,703)	(5,746)	-
Depreciation	-	420,036	(420,036)	-	-	-	-
Disposal of Fixed Assets	-	-	-	-	-	-	-
Purchase & Contributed Fixed Assets	-	80,398	102,020	-	(338,426)	(21,351)	-
Purchases Withdrawals Outstanding	(0)	172,942	-	(135,469)	(37,098)	(375)	-
Allocations of Net Change components:							
Investment income	-	(91,036)	-	3,314	72,393	8,213	7,117
Investment Expenses	-	39,347	-	(1,855)	(28,902)	(3,826)	(4,763)
Net Gains (Losses) in Investments	-	124,496	-	(5,972)	(75,416)	(5,095)	(38,013)
<b>Net Change to April 30, 2025</b>	310,627 (16)	(699,119)	(318,017)	(139,983)	892,653	113,035	284,699
Net Assets at, Dec 31, 2024	33,737,815 (27)	850,833	22,470,375 (26)	635,469 (28)	7,586,789 (29)	993,706 (30)	1,200,643 (31)
<b>Net Assets as at, April 30, 2025</b>	<b>34,048,441 (10)</b>	<b>151,713</b>	<b>22,152,358 (9)</b>	<b>495,486 (11)</b>	<b>8,479,442 (12)</b>	<b>1,106,741 (13)</b>	<b>1,485,342 (14)</b>
Footnotes refer to Statement of Financial Position and Statement of Activities		<b>22,304,071 (17)</b>			<b>11,567,011 (15)</b>		



Green Valley Recreation, Inc.  
Investment Portfolios  
Changes and Market Values  
Beginning of Year and Curent Month End

	Totals	Unrestricted	Emergency Reserve Fund	Maint - Repair - Replace Reserve Fund	Initiatives Reserve Fund	Pools & Spas Reserve Fund
Balance Dec 31, 2024 (at Market)	12,433,653 (25)	2,017,046 (24)	635,469 (18)	7,586,789 (19)	993,706 (20)	1,200,643 (21)
Changes since January 1, 2025						
Principal Transfers	4,555,929	2,800,000	-	1,300,102	135,469	320,358
Investment income	143,702	52,667	3,314	72,393	8,213	7,117
Withdrawals	(532,718)	-	(135,469)	(375,524)	(21,726)	-
Investment Expenses	(39,347)	-	(1,855)	(28,902)	(3,826)	(4,763)
Net Change for 4 Months	4,127,567	2,852,667	(134,011)	968,069	118,130	322,712
Balance before Market Change at April 30, 2025	16,561,220	4,869,713	501,458	8,554,858	1,111,836	1,523,355
4 Months Net Change in Investments Gain/(Loss)	(178,569)	(54,073)	(5,972)	(75,416)	(5,095)	(38,013)
Balance at April 30, 2025 (at Market)	\$ 16,382,651 (8)	4,815,640 (7)	495,485.77 (1)	8,479,442 (2)	1,106,741 (3)	1,485,342 (4)

11,567,011 (15)

Footnotes refer to Statement of Financial Position and Statement of Activities

**GVR Cash Requirements Report  
FY 2025**

<b>ACTUAL / PROJECTED</b>	<b>Actual Jan-25</b>	<b>Actual Feb-25</b>	<b>Actual Mar-25</b>	<b>Actual Apr-25</b>	<b>Projected May-25</b>	<b>Projected Jun-25</b>	<b>Projected Jul-25</b>	<b>Projected Aug-25</b>	<b>Projected Sep-25</b>	<b>Projected Oct-25</b>	<b>Projected Nov-25</b>	<b>Projected Dec-25</b>
<b>Operating Cash at CHASE</b>												
Beginning of Month Balance	2,605,550	779,611	657,901	335,530	549,024	882,718	916,411	641,525	662,155	785,849	909,543	1,071,180
Transfer In	-	-	-	400,000	700,000	400,000	600,000	400,000	500,000	500,000	500,000	-
Transfer Out	(3,200,000)	-	-	-	-	-	-	-	-	-	-	(2,500,000)
Cash Receipts	3,872,858	630,928	523,835	514,502	441,439	441,439	478,377	428,377	431,439	431,439	480,628	3,937,437
Cash Disbursements	(2,498,797)	(752,638)	(846,206)	(701,008)	(807,746)	(807,746)	(1,353,263)	(807,746)	(807,746)	(807,746)	(818,990)	(818,990)
Net Operating Cash Flow	1,374,061	(121,710)	(322,371)	(186,506)	(366,306)	(366,306)	(874,887)	(379,369)	(376,306)	(376,306)	(338,363)	3,118,447
Ending of Month Balance	779,611	657,901	335,530	549,024	882,718	916,411	641,525	662,155	785,849	909,543	1,071,180	1,689,627
<b>Operating Investment Accounts (A&amp;B)</b>												
Beginning of Month Balance	2,017,045	5,239,242	5,271,459	5,249,824	4,815,639	4,123,665	3,730,538	3,136,755	2,741,983	2,246,553	1,750,297	1,253,214
Transfer In	3,200,000	-	-	-	-	-	-	-	-	-	-	2,500,000
Transfer Out	-	-	-	(400,000)	(700,000)	(400,000)	(600,000)	(400,000)	(500,000)	(500,000)	(500,000)	-
Earned Income on Investment	22,197	32,216	(21,635)	(34,185)	8,026	6,873	6,218	5,228	4,570	3,744	2,917	2,089
Ending of Month Balance	5,239,242	5,271,459	5,249,824	4,815,639	4,123,665	3,730,538	3,136,755	2,741,983	2,246,553	1,750,297	1,253,214	3,755,303
<b>MRR Reserve</b>												
Beginning of Month Balance	7,586,789	8,932,180	8,792,174	8,544,684	8,479,442	8,354,484	8,203,642	8,016,731	7,923,496	7,809,601	7,728,795	7,657,417
Transfer In MRR Funding	1,300,102	-	-	-	-	-	-	-	-	-	-	-
Transfer Out	(62,207)	(92,950)	(126,240)	(104,707)	(195,020)	(220,020)	(245,020)	(150,020)	(170,020)	(145,020)	(135,020)	(145,020)
Net Earned Income on Investment	107,496	(47,056)	(121,250)	39,464	70,063	69,178	58,109	56,785	56,125	64,214	63,642	54,240
Ending of Month Balance	8,932,180	8,792,174	8,544,684	8,479,442	8,354,484	8,203,642	8,016,731	7,923,496	7,809,601	7,728,795	7,657,417	7,566,637
<b>MRR - B Pool and Spa Replacement Reserve</b>												
Beginning of Month Balance	1,200,643	1,542,072	1,530,524	1,488,718	1,485,342	1,498,368	1,511,460	1,519,018	1,526,613	1,534,246	1,541,917	1,549,626
Transfer In MRR B Pool & Spa Funding	320,358	-	-	-	-	-	-	-	-	-	-	-
Transfer Out	-	-	-	-	-	-	-	-	-	-	-	-
Net Earned Income on Investment	21,071	(11,547)	(41,807)	(3,376)	13,027	13,092	7,557	7,595	7,633	7,671	7,710	7,748
Ending of Month Balance	1,542,072	1,530,524	1,488,718	1,485,342	1,498,368	1,511,460	1,519,018	1,526,613	1,534,246	1,541,917	1,549,626	1,557,375
<b>Initiatives Reserve</b>												
Beginning of Month Balance	993,706	1,127,758	1,127,489	1,113,666	1,106,741	1,201,527	1,234,973	1,228,662	1,222,298	1,140,881	1,008,786	950,590
Transfer In	135,469	-	-	-	141,813	104,684	45,648	45,648	45,648	45,648	45,648	45,648
Other Funding	-	-	-	-	-	-	-	-	-	-	-	-
Other Payments	-	-	-	-	-	-	-	-	-	-	-	-
Net Earned Income on Investment	4,583	182	(4,678)	(795)	15,223	16,013	10,291	10,239	10,186	9,507	8,407	9,922
Transfer Out	(6,000)	(450)	(9,146)	(6,130)	(62,250)	(87,250)	(62,250)	(62,250)	(137,250)	(187,250)	(112,250)	(103,668)
Ending of Month Balance	1,127,758	1,127,489	1,113,666	1,106,741	1,201,527	1,234,973	1,228,662	1,222,298	1,140,881	1,008,786	950,590	902,491
<b>Emergency Reserve</b>												
Beginning of Month Balance	635,469	513,004	509,235	496,139	495,486	501,289	507,131	510,512	513,915	517,341	520,790	524,262
Transfer In	-	-	-	-	-	-	-	-	-	-	-	-
Transfer Out	(135,469)	-	-	-	-	-	-	-	-	-	-	-
Net Earned Income on Investment	13,004	(3,768)	(13,097)	(653)	5,803	5,842	3,381	3,403	3,426	3,449	3,472	3,495
Ending of Month Balance	513,004	509,235	496,139	495,486	501,289	507,131	510,512	513,915	517,341	520,790	524,262	527,757
<b>Total Reserve Accounts</b>	<b>12,115,013</b>	<b>11,959,423</b>	<b>11,643,207</b>	<b>11,567,010</b>	<b>11,555,668</b>	<b>11,457,206</b>	<b>11,274,922</b>	<b>11,186,322</b>	<b>11,002,069</b>	<b>10,800,288</b>	<b>10,681,896</b>	<b>10,554,260</b>
<b>Total Operating Cash</b>	<b>6,018,853</b>	<b>5,929,360</b>	<b>5,585,354</b>	<b>5,364,663</b>	<b>5,006,383</b>	<b>4,646,949</b>	<b>3,778,280</b>	<b>3,404,139</b>	<b>3,032,402</b>	<b>2,659,840</b>	<b>2,324,395</b>	<b>5,444,930</b>
<b>Grand Total Cash &amp; Investments</b>	<b>18,133,866</b>	<b>17,888,783</b>	<b>17,228,561</b>	<b>16,931,673</b>	<b>16,562,051</b>	<b>16,104,155</b>	<b>15,053,202</b>	<b>14,590,461</b>	<b>14,034,471</b>	<b>13,460,128</b>	<b>13,006,290</b>	<b>15,999,190</b>

# GVR Cash Requirements Report FY 2025

## ACTUAL / PROJECTED

Actual Days Oper. Cash on Hand (net of MCF Allowance)

Actual Jan-25	Actual Feb-25	Actual Mar-25	Actual Apr-25	Projected May-25	Projected Jun-25	Projected Jul-25	Projected Aug-25	Projected Sep-25	Projected Oct-25	Projected Nov-25	Projected Dec-25
193	190	178	171	159	147	118	106	93	81	70	173

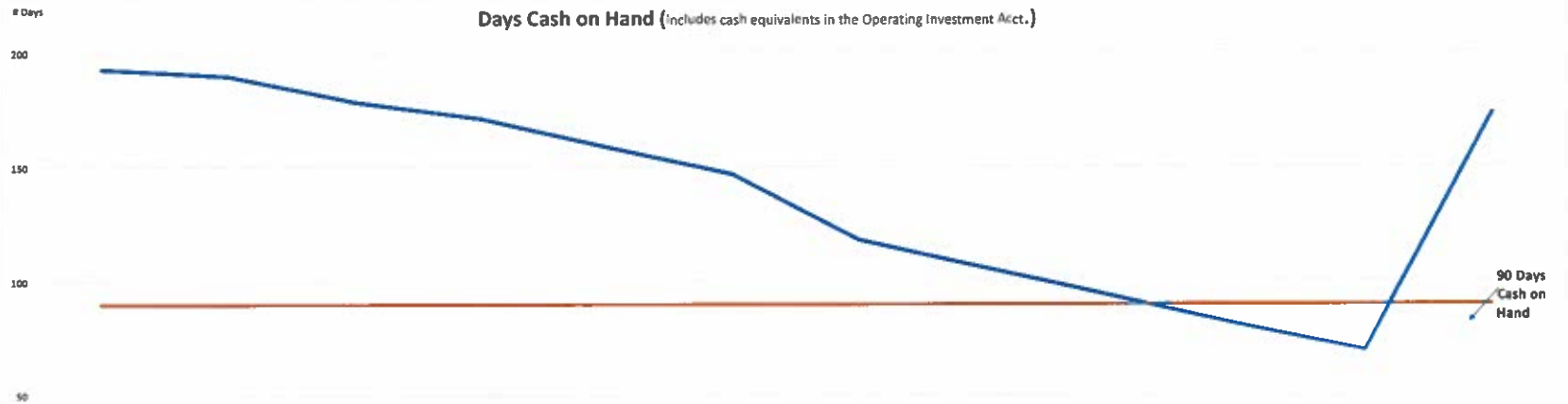
January 1, 2025 Beg. Balance:

Total Reserve Accounts	9,215,964
Total Operating Cash	4,622,595
Grand Total Cash & Investme	13,838,558

Projected Ending Balance 2025

Total Reserve Accounts	8,996,885
Total Operating Cash	5,444,930
Grand Total Cash & Investments	14,441,816

The Cash Requirements Report is for projecting cash balances of the Operating and Designated Cash Accounts only. This report is exclusively for the purpose of determining cash requirements and short term investment planning.







## GVR MEMBER PROPERTIES MONTHLY REPORT

2025	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	YTD
<b>NEW MEMBERS</b>	1	2	2	2	-	-	-	-	-	-	-	-	7
<b>Total Members (2025)</b>	13,873	13,875	13,877	13,879	13,879	13,879	13,879	13,879	13,879	13,879	13,879	13,879	13,879
<b>Members Last Year (2024)</b>	13,852	13,853	13,857	13,858	13,862	13,862	13,863	13,864	13,866	13,871	13,872	13,872	13,872
<b>Members Before Last Year (2023)</b>	13,825	13,829	13,832	13,833	13,834	13,835	13,837	13,841	13,842	13,844	13,847	13,850	13,850
<b>Membershi Change Fee</b>	68	61	105	94	-	-	-	-	-	-	-	-	328
<b>Initial Fee</b>	1	1	1	2	-	-	-	-	-	-	-	-	5
<b>Transfer Fee (new build no Initial fee)</b>	-	1	-	-	-	-	-	-	-	-	-	-	1
<b>Transfer Fee (Voluntary Deed Restriction w/Initial fee)</b>	1	1	1	2	-	-	-	-	-	-	-	-	5
<b>Transfer Fee (estate planning)</b>	-	-	-	2	-	-	-	-	-	-	-	-	2
<b>Transfer Fee (resale)</b>	68	61	105	94	-	-	-	-	-	-	-	-	328
<b>Transfer Fee Non-Resale</b>	4	8	8	3	-	-	-	-	-	-	-	-	23
<b>Budget Monthly Resales (2025)</b>	57	63	100	96	90	80	64	61	52	65	63	71	862
<b>Monthly Resales (2025)</b>	68	61	105	94	-	-	-	-	-	-	-	-	328
<b>Monthly Delta Actual vs Budget (2024)</b>	↑ 11	↓ (2) ↑	5 ↓	(2)								↑	12
<b>Monthly Resales Last Year (2024)</b>	62	55	100	98	94	64	69	58	62	61	43	67	833
<b>Monthly Resales 2 years prior (2023)</b>	75	63	103	118	121	94	83	80	58	75	64	71	1,005
<b>YTD Budget (2025)</b>	57	120	220	316	406	486	550	611	663	728	791	862	862
<b>YTD Resales (2025)</b>	68	129	234	328	-	-	-	-	-	-	-	-	328
<b>YTD Over/(Under) Budget</b>	↑ 11	↑ 9	↑ 14	↑ 12								↓	(534)
<b>YTD Over/(Under) Budget</b>	19%	8%	6%	4%									(62%)
<b>YTD Resales Last Year (2024)</b>	62	117	217	315	409	473	542	600	662	723	766	833	833
<b>YTD Resales Before 2 years prior (2023)</b>	75	138	241	359	480	574	657	737	795	870	934	1,005	1,005
<b>Total Sales (new and resale) (2025)</b>	69	63	107	96	-	-	-	-	-	-	-	-	335
<b>Total Sales (new and resale) Last Year (2024)</b>	64	56	104	99	98	64	70	59	64	66	44	67	855
<b>Total Sales (new and resale) Before 2 years prior (2023)</b>	72	65	103	116	118	93	84	76	59	74	67	74	1,001
<b>MCF Refund</b>	4	8	10	12									34
<b>HB 2119 (no MCF assessed)</b>	1	2	2	1									6



Project Name	Center Location	Scope of Work	Est. Construct. Start	Est. Construct. Completion	Status	Next Steps				
							Funding Sources	Budget Total	Expenses To Date	Remaining Balance
West Center Lapidary Club Expansion	West Center	Expand Lapidary Club building to the west. Renovate existing space, including Billiards Room space.	September-25	March-26	Design-60% DD	Interviewed contractors on 4/23. Select contractor and initiate design-build process with architect. Proceed to 100% plans.	Initiatives	\$ 1,034,524	\$ 12,564	\$ 1,021,960
West Center Artisan Shop Expansion	West Center	Expand the Artisan Shop into the old Billiards Room to be split 60/40 with Lapidary Club.	April-25	June-25	Construction-90%	Artisan Shop in construction and to be closed through May.	Initiatives \$31,515, clubs \$44,500	part of Lapidary budget	\$ -	
West Center Metal Shop Expansion	West Center	Expand Metal Shop into west storage building. To become Welding, Machine Shop, Office.	May-25	August-25	Pre-Construction-0%	Received re-bid of \$207,278. Signed and approved by BOD includes 10% if needed. Start construction May 19th.	Initiatives	\$ 243,000	\$ 13,116	\$ 229,884
Desert Hills Locker Room Improvements	Desert Hills	Improve/upgrade mens and womens locker rooms- Plan B. No expansion.	May-25	August-25	Pre-Construction-0%	Received re-bid of \$343,822. Signed and approved by BOD plus 10% if needed. Start construction May 19th.	MRR-260k Initia.-84k	\$ 343,822		\$ 343,822
Desert Hills Kiln Room Enhancements	Desert Hills	Strengthen sub-floor for 5 kilns and brick flooring. Upgrade ventilation system and electrical needs.	June-25	August-25	Design-0% SD	Work to be included in Locker Room Renovation project. Get cost proposal from contractor.	Initiatives	\$ 90,000	\$ -	\$ 90,000
Desert Hills Pool Equipment Room Upgrades	Desert Hills	Design and construct pool equipment room upgrades. No structural work.	June-25	August-25	Bidding	100% plans submitted for permitting on 4/25. Permit approved. Sent out invitation to bid April 30th. Bids due May 15th. Select contractor.	MRR-A	TBD	\$ 6,200	
West Center Membership Services Expansion	West Center	Expand Membership Services offices in Auditorium lobby. Add lobby counters for events.	On hold	On hold	On hold	Bids came in high. Defer project to next year.	Initiatives	\$ 150,000	\$ 14,116	\$ 135,884
East Center Gas Manifold for Lapidary	East Center	Intall new natural gas connection for Lapidry Club. Upgrade ventilation.	TBD	TBD	On hold	Working with club to roll in to West Center Project	Initiatives	\$ -	\$ -	\$ -
Pickleball Courts Expansion	Pickleball Center and Canoa Ranch	Design and construct 4 new pickleball courts. No restroom or ramada. Club to pay for all.	TBD	TBD	Planning	Continue meeting with club reps and architect. Review design options from architect/WSM.	GVR funds. Private club funds	TBD	\$ -	



Green Valley Recreation, Inc.  
**Fiscal Affairs Committee**  
**Committee Action Plan**

**Prepared By:** Howey Murray, Controller

**Meeting Date:** May 20, 2025

**Presented By:** Nellie Johnson, Chair

<b>Originating Committee / Department:</b> Fiscal Affairs Committee (FAC)
<b>Action Requested:</b> Develop and approve Committee Action Plan for the Board approval at the May 28 Regular Meeting of the Board.
<b>Strategic Plan Goal:</b> GOAL 5: Provide sound, effective governance and leadership for the corporation
<b>Background Justification:</b> The proposed Committee Action Plan was prepared by staff, and to be reviewed by the Committee to add to, change, or take away. Once agreed upon by the Committee through a motion the final Committee Action Plan will be presented to the Board for approval.
<b>Committee Options:</b> 1) Develop the plan and approve for Board approval.
<b>Staff Recommendation:</b> Option #1
<b>Recommended Motion:</b> Move to approve the Committee Action Plan and submit to the Board for its approval at the May 28 Regular Meeting of the Board.
<b>Attachments:</b> 1) Committee Action Plan



## **Committee Action Plan**

**2025-2026**

### **Fiscal Affairs Committee**

*Bylaws Article VIII, Section 1:*

*"The Committees shall make policy recommendations to the Board of Directors for approval."*

**Chair:** Nellie Johnson

**Staff Liaison:** David Webster, CFO

**Committee Members:** Dale Howard, Bob Quast, Pat Reynolds, Steve Reynolds, Priscilla Spurgeon, Barry Stock, Eric Sullwold, and Betsy Walton

#### **Committee Purpose:**

##### **3.3.2 Responsibilities**

- A. Review and recommend the annual budgets, including any fees or dues changes to the Board. Such review will consist of recommending, funding, financing, and usage of Reserve.
- B. Monitor progress toward achievement of annual fiscal objectives.
- C. Review financial statements, such as Operational Statement of Financial Position and Statement of Activities and capital purchases, and report to the Board, as appropriate.
- D. Review and recommend to the Board policy changes, if necessary, to assure financial control.
- E. Recommend the disposition of Operational Surplus or Deficit.

#### **Priorities and Timelines Established for 2025-2026:**

- Careful review of monthly financial statements so the FAC can recommend acceptance by the Board
  - ✓ Monthly
- Thorough review of Staff recommended 2025 operations and capital budgets, including three-year forecasts so a budget acceptance recommendation can be made to the Board
  - ✓ September – October
- Review home sales forecasting methodology
  - ✓ May – June

- Continue review of operating cash recommendations to meet 90-day cash on hand policy; work with Investment Committee on recommendations
  - ✓ Quarterly
- Review revenue enhancement ideas from staff
  - ✓ June – January
- Review revenue of Annual Pass and Guest Pass after BAC resolves concern regarding passes
  - ✓ December

**Resources Needed:**

- Staff produced monthly financial reports for review by FAC.
- Staff recommended annual operations and reserve budgets

## Possible Cost Recovery Options (2025)

Item for Consideration	Potential Gain	Comments
1. Discontinue MCF Refunds	Approx 75/year x \$3,000 = <b>\$225,000</b>	CPM states, "Upon transfer of title of a GVR membership property, the new owner shall pay a Membership Change Fee." Legally, we can assess this every time there is a change in title, the Board opted to add a refund aspect, this may not be in the best interest of the corporation moving forward. <b>Question: When was this enacted?</b> <b>Question: What do other entities do?</b> <b>Question: Would we need to phase in because of 12 th month rolling average- people promised refund".</b>
2. Decrease the MCF refund amount to \$1,000 or \$1,500 vs the full \$3,000		We can provide a partial refund and still have money coming in
3. Create a Refund Processing Fee (e.g., \$75)	<b>75*75=5,625</b>	If we were to maintain the MCF refunds, implement a processing or refund fee of \$75 or \$100
4. Increase the Transfer Fee		Currently \$465, this will not be impacted by HB 2119, this may need to be increased: <b>Question: What is the history on this fee?</b>
5. Increase the Tenant Card fees	<b>Cost out proposal</b>	Align more with Sun City West where an annual Tenant Pass is the same amount as the member dues. We could even take smaller steps: 1-7 Day Pass \$35 per person 2 Week Pass \$40 per person 1 Month Pass \$60 per person 2 Month Pass \$110 per person 3 Month Pass \$150 per person 4 Month Pass \$180 per person 5 Month Pass \$215 per person 6-12 Month Pass \$250 per person  <b>Question: Include current Fee schedule in packet- (from budget document)</b>
6. Increase Additional Card Holder fee	<b>\$14,800</b> additional if increased to \$200	Currently \$10S/person, increase to \$250 or closer to dues or half of dues (\$265) (currently 74 active, can change annually)

7. Do away with the Annual Guest Card - this would increase the revenue from Daily Guest Passes (could even decrease DGC fee slightly)		Preferred - this is where a large amount of card abuse stems from, omitting this would be 2-fold - increase DGC fees and increase safety/policy enforcement
8. Increase AGC fee	<b>\$66,990</b> (potential difference if increased to \$150)	This currently equates to <i>20¢ a day!</i> If you were to calculate \$1/day that would be \$365, this may deter ongoing abusers

### Possible Cost Recovery Options (2025)

	<b>\$26,300 ++</b>	There are 2,631 cards in our database, if they had to purchase even 1 \$10 DGC, this could bring in over \$26,300
10. Grandfather/Eliminate the Complimentary Card Holder ID, these folks could be added as an Additional Card Holder;  <b>Staff is recommending treating Complimentary Cards like Guest Cards, but waiving fees for single person households</b>	<b>\$70,140 - \$177,020 +</b>	There are currently 668 cards in our database, if they had to purchase an Additional Card Holder card, this would bring in \$70,140 (if AGC fee remains at \$105) or \$177,020 if AGC is increased to \$265.
11. Collect a small portion of club dues (e.g. 10%)	<b>\$7,880 - \$15,763</b>	All clubs would pay the house (GVR) 10% of their total annual dues collected GVR receives a portion of all class revenue, shouldn't clubs be included? Using 2024 club dues and total # of members, 5% would be approx. 7k and 10% would be 1Sk
12. Charge for reservations	<b>\$125,000+</b>	Could charge a fee during the initial booking of a series of events at GVR (e.g. HOAs, card clubs, etc.) Could be as low as \$25 to cover the processing of their reservations ( <i>Even lowballing at 5,000 reservations, this would generate \$125,000</i> )
13. Assess a low-cost "rent" and utilities" for dedicated space clubs		All GVR members help to fund these clubs whether they participate in them or not, assessing a lower-cost rent and utilities could help lessen the burden on those that do not Participate <b>Question: How many Clubs would this apply to?&gt;</b>
14. Implement a "house tax" - a percentage of all items sold will be paid to GVR		GVR could collect a small percentage of all items sold in hobby shops/dedicated space clubs. Additionally, GVR could collect a small percentage of all income collected during large arts & crafts festivals where no fees are currently assessed

15. added: Voluntary Deeded Properties		Review all marketing options to this group. Direct mail was too expensive; no results; GVR reaching out to new sales; Question: consider financing options for the 4
16. Added: Member Fee-		Recognize home sales have declined and are not a reliable source of continued revenue growth- balance fee increase
17. Added: Review Initiative fund transfer percentage		Consider reducing from 20% to 15% or lower; in light of reduced home sales.
18. Added: Targeted National Marketing;		Review options to target market; promote GVR, specially in NE (select AZ versus Florida) and California.

## GVR Fee Schedule

	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Annual Dues</b>	\$450	\$475	\$485	\$493	\$493	\$493	\$505	\$505	\$510	\$ 515	\$ 530
<b>Initial Fee</b>	\$2,296	\$2,425	\$2,335	\$2,372	\$2,427	\$2,427	\$2,543	\$2,643	\$2,900	\$ 3,000	\$ 3,100
<b>Membership Change Fee</b>	\$2,296	\$2,425	\$2,474	\$2,474	\$2,616	\$2,616	\$2,716	\$2,816	\$2,900	\$ 3,000	\$ 3,100
<b>Transfer Fee</b>	\$250	\$350	\$350	\$350	\$350	\$350	\$400	\$450	\$450	\$ 450	\$ 465
<b>Additional Card Holder</b>	\$85	\$85	\$85	\$85	\$100	\$100	\$100	\$100	\$100	\$ 100	\$ 105
<b>LifeCare Fee</b>	\$450	\$475	\$485	\$493	\$493	\$493	\$505	\$505	\$510	\$ 515	\$ 530
<b>Estate Fee</b>			\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$ 100	\$ 105
<b>Annual Guest Pass</b>	\$50	\$50	\$50	\$60	\$65	\$65	\$70	\$70	\$70	\$75	\$80
<b>Daily Guest Pass</b>	\$5	\$5	\$5	\$7	\$10	\$10	\$10	\$10	\$10	\$10	\$15
<b>Tenant Fees</b>											
1-7 days	\$15	\$15	\$15	\$15	\$20	\$20	\$25	\$25	\$25	\$30	\$35
2 weeks	\$25	\$25	\$25	\$25	\$30	\$30	\$35	\$35	\$35	\$40	\$45
1 month	\$35	\$35	\$35	\$35	\$40	\$40	\$50	\$50	\$50	\$55	\$60
2 month	\$70	\$70	\$70	\$70	\$75	\$75	\$85	\$85	\$85	\$90	\$95
3 month	\$105	\$105	\$105	\$105	\$115	\$115	\$125	\$125	\$125	\$130	\$135
4-12 month	\$135	\$135	\$135	\$135	\$150	\$150	\$155	\$155	\$155	\$165	\$170