

# The Woodhaven Association and Subsidiaries

Financial Report

Years Ended March 31, 2020 and 2019



**WIPFLI**

## CONTENTS

	<u>Page Number</u>
<b>INDEPENDENT AUDITOR'S REPORT</b>	1
<b>FINANCIAL STATEMENTS:</b>	
Consolidated Balance Sheets	3
Consolidated Statements of Income and Association Equity	4
Consolidated Statements of Cash Flows	5
Notes to Consolidated Financial Statements	6
<b>REQUIRED SUPPLEMENTARY INFORMATION:</b>	
Supplementary Information on Future Major Repairs and Replacements – Association Assets (Unaudited)	18
Schedule of Changes in Reserve Fund Balances – Association Assets (Unaudited)	19
Supplementary Information on Future Major Repairs and Replacements – Water and Sewer System Assets (Unaudited)	20
Schedule of Changes in Reserve Fund Balances – Water and Sewer System Assets (Unaudited)	21
<b>SUPPLEMENTARY INFORMATION:</b>	
Details of Consolidated Balance Sheet	22
Details of Consolidated Statement of Income and Association Equity	24
Details of Consolidated Statement of Cash Flows	26
The Woodhaven Association:	
Balance Sheets	30
Schedules of Revenues, Expenses and Association Equity Compared to Budget	32
Schedules of Revenues, Expenses and Association Equity - Unrestricted Funds	33
Schedules of Unrestricted Other Operating Revenue and Departmental Expenses Compared to Budget - Operating Fund	34
Schedules of Unrestricted General Expenses Compared to Budget - Operating Fund	39

**SUPPLEMENTARY INFORMATION (continued):**

The Woodhaven Association (continued):

Schedules of Unrestricted Other Operating Revenue and General Expenses  
Compared to Budget - Lot Fund 40

Schedules of Unrestricted Other Operating Revenue and Departmental Expenses  
Compared to Budget – Water and Sewer Fund 41

Schedules of Revenues, Expenses and Association Equity – Restricted Fund 42

Schedules of Revenues and Expenses Compared to  
Budget – Disaster Recovery Fund 43

Schedules of Restricted Expenses Compared to Budget – Restricted Fund 44

Reconciliation to the Woodhaven Association Budget 45

Woody, Inc.:

Balance Sheets 46

Schedules of Income and Retained Earnings Compared to Budget 47

Schedules of Sales and Cost of Goods Sold 48

Schedules of Other Operating Revenue and Operating Expenses  
Compared to Budget – General Store and Restaurant 49

Schedules of Other Operating Revenue and Operating Expenses  
Compared to Budget – True Value Service Center 50

Woodhaven Lakes Realty, Inc.:

Balance Sheets 51

Schedules of Income and Retained Earnings Compared to Budget 52

Schedules of Other Operating Revenue and Operating Expenses  
Compared to Budget 53

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
The Woodhaven Association  
Sublette, Illinois

### **Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of The Woodhaven Association and Subsidiaries (the "Association"), which comprise the consolidated balance sheets at March 31, 2020 and 2019, and the related statements of consolidated income and association equity and cash flows for the years then ended and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion of the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Woodhaven Association and Subsidiaries as of March 31, 2020 and 2019, and the consolidated results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States.

## **Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary consolidating information on pages 22-53 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States. In our opinion, the consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

## **Disclaimer of Opinion on Required Supplementary Information**

Accounting principles generally accepted in the United States require that the information about Future Major Repairs and Replacements and the Schedule of Changes in Reserve Fund Balances on pages 18-21 be presented to supplement the consolidated financial statements. Such information, although not a part of the consolidated financial statements, is required by the Financial Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the consolidated financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the consolidated financial statements, and other knowledge we obtained during our audit of the consolidated financial statements. We did not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*Wipfli LLP*

Sterling, Illinois  
July 1, 2020

# THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

March 31, 2020 and 2019

<b>A S S E T S</b>	<b>2020</b>	<b>2019</b>
Cash on hand and in bank - restricted	\$ 1,510,901	\$ 1,951,972
Cash on hand and in bank - unrestricted	3,052,282	3,766,969
Interest -bearing deposits in banks	7,016,002	4,066,599
Assessments and accounts receivable, net of allowance for uncollectible accounts of \$437,347 and \$481,549, respectively	4,184,719	2,296,101
Investment securities - restricted	150,000	1,099,541
Inventories	456,103	388,963
Interest receivable	14,407	14,808
Other receivables	37,518	111,447
Prepaid expenses	234,856	36,832
Property, plant and equipment, net of accumulated depreciation	15,343,926	16,343,350
Investment in Woodhaven lots	5,187	4,996
Investment in stock	14,458	14,458
<b>Total assets</b>	<b>\$ 32,020,359</b>	<b>\$ 30,096,036</b>
<b>LIABILITIES AND ASSOCIATION EQUITY</b>		
Liabilities:		
Trade accounts payable	\$ 237,991	\$ 203,994
Deferred member assessments	7,929,705	7,135,522
Other deferred income	12,655	18,855
Other accrued expenses	341,913	251,736
<b>Total liabilities</b>	<b>8,522,264</b>	<b>7,610,107</b>
Association equity:		
Restricted:		
Designated for future major repairs and replacements	12,434,090	10,972,398
Investment in fixed assets	10,005,004	10,271,070
Unrestricted	1,059,001	1,242,461
<b>Total association equity</b>	<b>23,498,095</b>	<b>22,485,929</b>
<b>Total liabilities and association equity</b>	<b>\$ 32,020,359</b>	<b>\$ 30,096,036</b>

See Notes to Consolidated Financial Statements.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME AND**  
**ASSOCIATION EQUITY**

For the years ended March 31, 2020 and 2019

	2020	2019
Revenue:		
Assessments	\$ 7,366,592	\$ 7,362,336
Net sales	2,892,000	2,619,490
Commissions	255,132	225,132
<b>Total revenue</b>	<b>10,513,724</b>	<b>10,206,958</b>
Commissions paid	151,388	122,573
Cost of goods sold	2,018,430	1,880,983
<b>Gross profit</b>	<b>8,343,906</b>	<b>8,203,402</b>
<b>Other operating revenue</b>	<b>571,795</b>	<b>551,679</b>
<b>Total revenue from operations</b>	<b>8,915,701</b>	<b>8,755,081</b>
<b>Operating expenses</b>	<b>8,183,039</b>	<b>7,782,802</b>
<b>Net income from operations</b>	<b>732,662</b>	<b>972,279</b>
<b>Other income</b>	<b>279,504</b>	<b>235,090</b>
<b>Net income</b>	<b>1,012,166</b>	<b>1,207,369</b>
<b>Association equity, beginning of year</b>	<b>22,485,929</b>	<b>21,278,560</b>
<b>Association equity, end of year</b>	<b>\$ 23,498,095</b>	<b>\$ 22,485,929</b>

See Notes to Consolidated Financial Statements.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

For the years ended March 31, 2020 and 2019

	2020	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 1,012,166	\$ 1,207,369
Adjustments to reconcile net income to net cash from operating activities:		
Depreciation and amortization	1,532,901	1,541,579
Bad debt expense	118,089	79,433
TruServ stock redemption	-	33,737
(Gain) on the sale of assets	(20,023)	(16,590)
Change in assets and liabilities:		
Change in assessments and accounts receivable	(2,006,707)	(172,866)
Change in inventories	(67,140)	51,182
Change in interest and other receivables	74,330	68,574
Change in prepaid expenses	(198,024)	111,189
Change in trade accounts payable	33,997	(171,982)
Change in accrued expenses and other liabilities	878,160	(20,829)
Net cash flows from operating activities	1,357,749	2,710,796
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Proceeds from the sale of assets	22,356	51,648
Net change interest-bearing deposits in banks	(2,949,403)	(1,810,094)
Proceeds from maturity and sale of investment securities	949,542	-
Purchases of investment securities	-	(37)
Purchases of property and equipment	(536,002)	(1,388,986)
Net cash flows from investing activities	(2,513,507)	(3,147,469)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Net cash flows from financing activities	-	-
Change in cash and cash equivalents	(1,155,758)	(436,673)
<b>CASH AND CASH EQUIVALENTS (RESTRICTED AND UNRESTRICTED):</b>		
Beginning	5,718,941	6,155,614
Ending	\$ 4,563,183	\$ 5,718,941
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:</b>		
Cash payments for:		
Income taxes	\$ -	\$ -

See Notes to Consolidated Financial Statements.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
March 31, 2020 and 2019

---

**(A) Nature of Business and Significant Accounting Policies:**

Nature of business:

The Woodhaven Association (the "Association") is an Illinois corporation subject to the Declaration of Covenants made May 8, 1971, and as amended October 26, 2015. The parcels have been divided into recreational lots (campsites), commercial property or transferred to the Association as common property. At March 31, 2020 and 2019, 6,216 campsites are covered by the Declaration, of which 6,144 lots are assessable. However, included in the 6,144 assessable lots were 37 and 38 lots, respectively, which were owned by the Association and accordingly, were not assessed during the years ended March 31, 2020 and 2019. Each Owner or Owners of a campsite represent a membership of the Association, but each campsite is limited to one voting Member.

The Association is governed by a Board of Directors elected by the voting Members under the corporate by-laws. The Board has the authority to manage and control the Association's affairs, including the adoption of budgets and assessments and other financial matters.

Description of funds:

The following two funds have been established to account for the revenues and expenses of the Association:

Unrestricted Fund - The Unrestricted Fund is used to account for all financial resources except those required to be accounted for in the Restricted Fund. The Association has three unrestricted funds. The Operating Fund represents one of the Association's unrestricted funds and is used to account for the general daily operations of the Association. The other unrestricted funds are the Lot Fund which is used to account for revenues and expenses related to the acquisition and sale of Association lots; and the Water and Sewer Fund which is used to account for revenues and expenses related to the operations of the water and sewer utility systems at the Association.

As mentioned above, the lots held in the Lot Fund inventory are not assessable lots. The Board allocated unrestricted Owner assessments to the Lot fund, at a rate of eight dollars per lot at March 31, 2020 and 2019. In the Water and Sewer Fund, the Board allocated unrestricted Owner assessments at a rate of forty-five dollars per lot for water services and forty-five dollars per lot for sewer services at March 31, 2020, and at a rate of forty-four dollars per lot for each service at March 31, 2019.

Restricted Fund - The Restricted Fund is used to account for Owner assessments and expenditures designated to be spent for specific purposes such as all property, plant and equipment of the Association. The primary purpose of the Fund is to account for and accumulate reserves for future repairs and replacement of the common property of the Association. Capital additions are also accounted for in the Association's Restricted Fund.

The Association experienced a tornado causing significant damage to approximately 1/3 of the property during fiscal year 2016. The Association established an internal loan obligation to its restricted reserve fund to offset the net results of the disaster recovery process as indicated in Note (C).

# THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2020 and 2019

---

(A) **Nature of Business and Significant Accounting Policies (continued):**

Description of subsidiaries:

Woody, Inc. (Woody) is a wholly owned subsidiary of the Association. Woody provides the Association, its respective landowners, their guests and the surrounding communities with multiple services and products that include a restaurant, grocery store, laundromat, convenience store and service area. The service area consists of a gasoline station, material yard and hardware store.

Woodhaven Lakes Realty, Inc. (WLRI) is a wholly owned subsidiary of the Association. WLRI's principal business activity is to sell Woodhaven lots on behalf of the Woodhaven Association and private lot owners. WLRI also provides real estate services to members of the surrounding communities.

Principles of consolidation:

The consolidated financial statements include the accounts of the Association as well as Woody and WLRI (the "Group"). All significant inter-company accounts and transactions have been eliminated.

Use of estimates:

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The allowance for doubtful accounts, method of determining fixed asset useful lives, and net realizable value of inventories are particularly subject to change in the near term.

Concentrations of credit risk:

Financial instruments that potentially subject the Group to concentrations of credit risk consist principally of temporary cash investments. The Group places its temporary cash investments with various local financial institutions and brokerage firms. The balances at various local financial institutions are insured by the Federal Deposit Insurance Corporation. At March 31, 2020 and 2019, \$573,135 and \$159,038, respectively, of the cash balance in financial institutions were uninsured or under collateralized.

# THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2020 and 2019

---

(A) **Nature of Business and Significant Accounting Policies (continued):**

Revenue recognition:

In 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2014-09, Revenue from Contracts with Customers (Topic 606), which supersedes the revenue recognition requirements in Accounting Standards Codification 605, Revenue Recognition. The core principle of the new guidance is that revenue should be recognized to depict the transfer of control of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. In addition, expanded revenue disclosures are required. The Association's sales arrangements with customers are predominantly short-term in nature and generally provide for transfer of control and risks and rewards of ownership at the time of the delivery of service or promised goods. As such, the timing of revenue recognition under both the prior and new guidance is the same for the majority of the Association's transactions. Effective April 1, 2019, the Association adopted the new revenue guidance under the modified retrospective method.

Revenue is recognized when obligations under the terms of the contract with a customer are satisfied. The Association's main revenue streams are attributed to member assessments, sales from the service areas, and commission from lot sales which are all considered to be single performance obligations. Given the nature of the Association's revenue transactions, adoption of the new guidance had an immaterial impact on its financial statements.

The Woodhaven Association - Member assessments are billed annually and payable in the year to which they apply and are recognized over time. Prepaid amounts are reported as deferred member assessments and amortized over the period they are earned. Property owners have two payment options to choose from. The first option is full payment on or before March 31<sup>st</sup> in each year, respectively. Property owners choosing this option receive a discount of \$30 on lots with sewer service and \$25 on lots without sewer. The second option is an installment plan requiring 50% of the assessment be paid by March 31<sup>st</sup>, 25% by May 31<sup>st</sup>, and 25% by July 31<sup>st</sup> in each year, respectively. Provisions are made for the estimated amount of uncollectible accounts, of which the amount applicable to future assessments is deducted from deferred member assessments. Amounts billed for late fees and lien costs are recognized as revenue when billed.

Due to the COVID-19 Virus Crisis (see Note J Subsequent Events), the payment dates disclosed above for both options were extended for an additional 30 days to allow Owners more time to pay member assessments for the fiscal year ending March 31, 2021. These payment extensions are one-time extensions for the COVID-19 Crisis and are not changes in policy beyond the fiscal year ending March 31, 2021.

Woody, Inc. - Sales from the service areas are billed at the time the performance obligation is satisfied. Accounts receivable are principally derived from service area sales and provisions are made for estimated uncollectible accounts under the reserve method of accounting for bad debts.

Woodhaven Lakes Realty, Inc. - Commissions related to lot sales are billed at the time the performance obligation is satisfied.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2020 and 2019

---

**(A) Nature of Business and Significant Accounting Policies (continued):**

Cash flows:

The Group considers its cash and cash equivalents to be cash on hand and in bank for both restricted and unrestricted accounts. The investment securities are not included as cash equivalents as the original maturity dates are generally in excess of three months.

Investment securities:

The Association's investment securities consist of U.S. Government Agency Obligations and are classified as held-to-maturity. The Association has both the intent and ability to hold these investments to maturity regardless of changes in market conditions, liquidity needs or changes in general economic conditions. These securities are carried at cost adjusted for amortization of premium and accretion of discount, computed by the straight-line method over their contractual lives. The Association buys all investment securities in anticipation of holding them until maturity and their operations historically have shown that liquidity needs can be accurately predicted; therefore, all investment securities have been classified as held-to-maturity.

Interest-bearing deposits in banks:

The Group's interest-bearing deposits in banks consist of certificates of deposits with financial institutions with a maturity date from purchase of 90 days or more. Certificates of deposit with a maturity date from purchase of less than 90 days are classified as cash equivalents, if applicable. There were \$100,000 and \$0 in certificates of deposit classified as cash equivalents at March 31, 2020, and 2019, respectively.

Inventories:

The Woodhaven Association - Inventories consist of Woodhaven lots held for re-sale. Substantially all lots were acquired by purchase through delinquent tax auctions or were deeded to the Association in lieu of foreclosure. As of March 31, 2020, and 2019, inventories are stated at the lower of cost or net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion, disposal, and transportation.

Woody, Inc. - Inventories are stated at cost, which is not materially different from market, and are valued using the first-in, first-out and moving average pricing methods.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2020 and 2019

---

**(A) Nature of Business and Significant Accounting Policies (continued):**

Depreciation:

The Woodhaven Association – For financial reporting purposes, depreciation of buildings, building additions and improvements to land is computed principally under the straight-line method ranging from 3 to 40 years. Also, for financial reporting purposes, depreciation of vehicles and furniture and equipment is computed under accelerated or straight-line methods ranging from 2 to 25 years. For income tax purposes depreciation is computed using Federal statutory tax methods ranging from 3 to 39 years.

Maintenance and repairs of property and equipment are charged to operations and major improvements are capitalized. Upon retirement, sale or other disposition of property and equipment, the cost and accumulated depreciation are eliminated from the accounts and gain or loss is included in the operations of the Restricted Fund.

Property, plant, and equipment are assessed at least annually for impairment and any such impairment would be recognized in the period identified. Common property and equipment are stated based on historical cost. The Association's threshold to capitalize new assets is set at \$5,000.

Inter-fund eliminations:

The Woodhaven Association – Inter-fund eliminations have been provided for transactions occurring between the Operating Fund and the Restricted Fund.

Income taxes:

Deferred taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carry forwards and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment. No deferred taxes were recorded at March 31, 2020 and 2019.

Generally accepted accounting principles prescribe a recognition threshold and measurement attribute for the consolidated financial statement recognition and measurement of tax positions taken or expected to be taken in tax returns. The Association has determined that it does not have any significant risks related to income tax expense and therefore no amounts were reserved for uncertain tax positions at March 31, 2020 and 2019.

Reclassification:

Certain reclassifications have been made to the 2019 financial statements to conform to the 2020 classifications. Such reclassifications in the accompanying financial statements had no effect on previously reported net income.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2020 and 2019

**(B) Investment Securities:**

The following tables reflect the amortized cost and approximate fair value of securities at March 31:

Held-to-Maturity	2020			Approximate Fair Value
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized (Losses)	
U.S. Federal agencies	\$ 150,000	\$99	\$ -	\$ 150,099

Held-to-Maturity	2019			Approximate Fair Value
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized (Losses)	
U.S. Federal agencies	\$1,099,541	\$ -	(\$7,902)	\$1,091,639

The amortized cost and approximate fair value of securities at March 31, 2020 by contractual maturity are shown below:

Held-to-Maturity	Amortized Cost	Approximate Fair Value
Due in one year or less	-	-
Due after one year through five years	-	-
Due after five years through ten years	\$ 150,000	\$ 150,099
Due after ten years	-	-
	\$ 150,000	\$ 150,099

The following tables show the fair value and the unrealized losses aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, at March 31:

At March 31, 2020, the Association had no securities in an unrealized loss position.

	2019					
	Less than 12 Months		12 Months or More		Total	
	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss	Fair Value	Unrealized Loss
Federal agencies	\$ -	\$ -	\$1,091,639	(\$7,902)	\$1,091,639	(\$7,902)

At March 31, 2019, the Association had no securities in an unrealized loss position for less than 12 months and seven securities in an unrealized loss position for 12 months or more.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2020 and 2019

**(C) Long Term Debt:**

The Association's detailed financial statements include an internal loan obligation due to its restricted reserve fund from the purchase of the water and sewer system assets in 2008. On March 31, 2019, this loan obligation reported a balance of \$4,731,361. A principal and interest payment of \$348,225 was applied against this obligation and the outstanding balance on March 31, 2020 is reported at \$4,572,390. Terms and conditions apply a 4% fixed rate to the outstanding balance, which is scheduled over an amortization period ending on April 1, 2038.

In 2015 a tornado caused significant damage to approximately 1/3 of the property. Substantial costs for clean-up and restoration have occurred resulting in an internal loan obligation. On March 31, 2019, this obligation reported a balance of \$1,320,312. A principal and interest payment of \$262,656 was applied against this obligation on April 1, 2019. The Association also applied surplus funds of \$364,543 from fiscal year 2018-2019 to the principal balance. The outstanding balance on March 31, 2020 is reported at \$745,925. Terms and conditions apply a 4% fixed rate to the outstanding balance, which is scheduled over an amortization period ending on April 1, 2021.

All entries associated with the internal loan obligations are eliminated through the principles of consolidation.

**(D) Pension Plan:**

The Association maintains a qualified 401-K defined contribution pension plan, which by law is required to cover all qualifying employees. To be eligible, an employee must be at least twenty-one years of age with at least one year of service. In addition, the employee must complete 1,000 hours of service per year to become and maintain eligibility in the plan.

The Association is required to contribute 3% of each participant's compensation during the plan year. In addition, the Association will match an additional 2% contributed by each participant up to a maximum total employer contribution of 5% of the participant's compensation. During the fiscal years ended March 31 the respective entities contributed and charged to expense the following amounts:

	<b>2020</b>	<b>2019</b>
The Woodhaven Association	\$ 97,876	\$ 101,140
Woody, Inc.	13,021	12,245
Woodhaven Lakes Realty, Inc.	4,147	4,635
	\$ 115,044	\$ 118,020

**(E) Contingencies and Commitments:**

Propane sold by Woody Inc. is subject to price fluctuations. Woody Inc. attempts to stabilize the cost of this product to the extent possible by covering a portion of estimated future sales with purchase contracts at firm prices. At March 31, 2020 and 2019, the aggregate unrecorded purchase commitments under contract totaled \$166,875 and \$75,333, respectively.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
 March 31, 2020 and 2019

**(F) Investment in Property, Plant and Equipment:**

Investment in property, plant and equipment is as follows at March 31:

	<b>2020</b>		
	<b>Cost</b>	<b>Accumulated Depreciation</b>	<b>Net Book Value</b>
Land	\$ 536,306		\$ 536,306
Grounds	1,621,892	\$ 1,221,265	400,627
Roads and parking lots	4,852,360	3,645,122	1,207,238
Lakes	1,911,628	1,189,964	721,664
Pools and courts	1,714,128	1,478,347	235,781
Vehicles	1,268,131	1,045,994	222,137
Furniture and equipment	3,807,519	3,193,947	613,572
Buildings and improvements	10,363,660	6,058,011	4,305,649
Water and sewer system assets	11,274,970	4,174,018	7,100,952
	<b>\$ 37,350,594</b>	<b>\$ 22,006,668</b>	<b>\$ 15,343,926</b>

	<b>2019</b>		
	<b>Cost</b>	<b>Accumulated Depreciation</b>	<b>Net Book Value</b>
Land	\$ 536,306		\$ 536,306
Grounds	1,575,384	\$ 1,151,059	424,325
Roads and parking lots	4,739,701	3,421,002	1,318,699
Lakes	1,896,302	1,112,020	784,282
Pools and courts	1,724,267	1,446,360	277,907
Vehicles	1,268,131	953,237	314,894
Furniture and equipment	3,707,167	3,047,930	659,237
Buildings and improvements	10,267,681	5,814,507	4,453,174
Water and sewer system assets	11,251,136	3,676,610	7,574,526
	<b>\$ 36,966,075</b>	<b>\$ 20,622,725</b>	<b>\$ 16,343,350</b>

Total depreciation expense for the years ending March 31, 2020 and 2019 was \$1,532,901 and \$1,518,291, respectively.

Included in the land cost for 2020 and 2019 are lots, which the Association owns, and are recorded in the Lot Fund. These lots are held for the camp coast-to-coast program as well as for promotional purposes and therefore are not primarily "held for sale". The balance of these lots for the years ending March 31, 2020 and 2019 was \$20,607.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

March 31, 2020 and 2019

---

**(F) Investment in Property, Plant and Equipment (continued):**

The Association is responsible for preserving and maintaining the common properties. In conformity with industry practice, the Association recognizes the following common property as assets:

- a) Common personal property.
- b) Common real property to which it has title and that it can dispose of for cash while retaining the proceeds or that is used to generate significant cash flows from members or nonmembers based on usage.

The buildings and improvements balance for 2020 and 2019 includes common property transferred to the Association by the Developer for \$1. The common property includes open land, several lakes, roads, buildings, and improvements.

In fiscal year 2019-2020 the Association secured contracts and initiated projects to make improvements to Blue Gill, Hidden, and Pine lakes, and to two lift stations. Costs incurred for the lake improvement projects was \$6,750. The Association plans to complete these projects in fiscal year 2021-2022 for additional costs estimated at approximately \$266,000. Costs incurred for the lift station projects were \$7,319. The Association plans to complete this project in fiscal year 2020-2021 for additional costs estimated at approximately \$29,000.

**(G) Income Taxes:**

As a membership organization, the Association is subject to corporate federal and state income taxes. For purposes of determining taxable income, assessments restricted for capital expenditures may not be subject to taxation. The Association is generally taxed on non-membership income after deducting direct and allowable expenses on a reasonable and consistent basis. Membership income can be exempt from taxation if certain elections are made.

For federal income tax purposes, the Association files a consolidated tax return with its wholly owned subsidiaries. For state income tax purposes, the Association files as a unitary business with its wholly owned subsidiaries.

During the years ended March 31, 2020 and 2019, the consolidated Group incurred tax losses for both federal and state income tax purposes. Consequently, no tax liabilities have been reflected in the 2020 and 2019 financial statements for federal and state tax purposes on a consolidated basis.

As of March 31, 2020, the consolidated Group has unused net operating loss carryforwards of \$4,482,468 for federal tax purposes. The net operating loss carryforwards for state purposes are not materially different.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
 March 31, 2020 and 2019

---

**(G) Income Taxes (continued):**

The following net operating losses are available for reduction of future federal tax liabilities:

Carry-forwards Expire March 31,	Net Operating Loss
2022	9,748
2023	59,747
2024	131,389
2025	125,234
2026	74,587
2027	90,399
2028	44,376
2029	178,021
2030	184,132
2031	263,452
2032	309,320
2033	331,860
2034	337,024
2035	365,396
2036	389,484
2037	409,050
2038	419,475

Total losses subject to expiration	\$ 3,722,694
------------------------------------	--------------

The following losses may be carried forward indefinitely under the Tax Cuts Jobs Acts of 2017 (TCJA):

March 31, 2019	403,630
March 31, 2020	356,144
Total losses subject to expiration	
	\$ 4,482,468

Pursuant to the TCJA, loss usage in any carryover year after March 31, 2018 is limited to 80% of taxable income.

The Group also has unused Code Section 277 carryovers for federal and state tax purposes of \$8,755,951 to offset future membership income.

All deferred tax assets recognized on the above carryforwards have been eliminated by a valuation allowance under current accounting standards.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
March 31, 2020 and 2019

---

**(H) Future Major Repairs and Replacements:**

The Association's governing documents require that funds be accumulated for future major repairs and replacements. Accumulated funds are held in separate savings accounts and are generally not available for expenditures for normal operations. The Association has two separate reserves for its capital assets: one for the water and sewer system assets, and one for all the remaining Association owned assets.

The Association conducted studies to estimate the remaining useful lives and the replacement costs of the components of common property and used this information to estimate future costs. The total actual reserve at March 31, 2020 amounted to \$12,434,090; \$2,620,000 for water and sewer system reserve fund, and \$9,814,090 for the Association reserve fund. On March 31, 2019 total reserves amounted to \$10,972,398: \$2,221,000 for the water and sewer system reserve fund, and \$8,751,398 for the Association reserve fund.

Actual expenditures may vary from estimated future expenditures and the variations may be material, amounts accumulated in the replacement fund may not be adequate to meet all future needs for major repairs and replacements. If additional funds are needed, the Association has the right, subject to Board of Director's approval, to increase regular assessments, pass special assessments, borrow funds, or delay major repairs and replacements until funds are available.

**(I) Owner Assessments:**

Annual assessments to Owners for fiscal year ended March 31, 2020, and 2019 were \$1,230 on lots with sewer service and \$1,105 on lots without sewer service, respectively. Of those amounts, \$352 and \$384 of the sewer lot assessment and \$272 and \$303 of the non-sewer lot assessments were designated to the restricted fund, respectively. Owner assessments for fiscal year ending March 31, 2021 are \$1,360 on lots with sewer service and \$1,235 on lots without sewer services, with \$350 and \$271, respectively, designated to the restricted fund.

The annual budget and assessments of Owners are established and approved by the board of directors. The Association retains excess operating funds at the end of the operating year, if any, for use in the future operating periods.

The Association's collection policies include inactivating passes to deny access to Owners whose assessments are in arrears and therefore considered delinquent. At March 31, 2020, the Association had assessments receivable, including late fees and fines, of \$4,561,234, of which \$253,616 were delinquent. Based on historical loss experience, it is the opinion of the Board of Directors that certain accounts will become uncollectible, and, accordingly \$441,226 has been recorded as allowance for uncollectible accounts.

At March 31, 2019, the Association had assessments receivable, including late fees and fines, of \$2,723,016, of which \$340,834 were delinquent. And, recorded an allowance for uncollectible accounts of \$480,549.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**  
March 31, 2020 and 2019

---

**(J) Subsequent Events:**

The Association has evaluated subsequent events through July 1, 2020, which is the date these financial statements were available to be issued. All subsequent events requiring recognition as of March 31, 2020, have been incorporated herein.

Beginning in March 2020, the United States economy began suffering adverse effects from the COVID-19 Virus Crisis ("CV19 Crisis"), which has had a direct impact on the Association, resulting in a decline in revenue sources connected to retail and user-based activities while also anticipating a reduction in operating expenses from retail and recreational activities. Regarding other activities and operations, the future impact of the CV19 Crisis on the Association cannot be reasonably estimated at this time.

In response, the Association applied for and received three loans totaling \$803,500 pursuant to the Paycheck Protection Program ("PPP"), administered by the Small Business Administration. The loans bear interest at a rate of 1.00% with monthly payments of principal and interest beginning six months after receipt of funds and a final payment due two years after receipt of funds. If certain criteria are met, the SBA may forgive all or a portion of the loans. As of the date of the issuance of the financial statements, the loan forgiveness criteria have not been finalized, and no determination of forgiveness can be made.

The loan value for the Woodhaven Association is \$662,500 with monthly payments scheduled to begin on November 25, 2020 and a final payment due on April 25, 2022.

The loan value for Woody, Inc. is \$116,000 with monthly payments schedule to begin on December 8, 2020 and a final payment due on May 8, 2022.

The loan value for Woodhaven Lakes Realty, Inc. is \$25,000 with monthly payments scheduled to begin on November 15, 2020 and a final payment due on April 15, 2020.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SUPPLEMENTARY INFORMATION ON FUTURE MAJOR REPAIRS**  
**AND REPLACEMENTS – ASSOCIATION ASSETS**

March 31, 2020 and 2019  
(Unaudited)

The Association conducted studies to estimate the remaining useful lives and the future replacement costs of the components of common property. The estimates were based on future estimated replacement costs, as well as the current condition of the assets. During the year ended March 31, 2020, the studies were reviewed and updated by the Association to reflect modifications in estimated remaining useful lives and future replacement costs. Funding requirements consider an annual inflation rate of 4% and interest earned of 5%, net of taxes, on amounts funded for future major repairs and replacements.

The following tables, as well as the tables on page 19, are based on the study of the Association assets and presents significant information about the components of common property in the Association reserve fund described in Note (H).

**March 31, 2020**

Components	Estimated Remaining Useful Lives (Years)	Estimated Future Replacement Costs	Year Ending March 31, 2020 Funding Requirement	Components Of Fund Balance at March 31, 2020
Vehicles	1-25	\$ 1,695,008	\$ 258,204	\$ 337,686
Furniture and Equipment	1-24	5,158,873	589,096	930,461
Grounds	1-20	2,087,087	152,160	354,944
Buildings	1-68	111,152,451	654,489	5,266,133
Roads	1-18	8,356,834	406,258	1,414,222
Lakes	1-26	3,350,759	468,743	625,163
Pools and courts	1-34	7,709,378	252,075	885,481
Professional services		27,354	31,443	-
		<b>\$ 139,537,744</b>	<b>\$ 2,812,468</b>	<b>\$ 9,814,090</b>

**March 31, 2019**

Components	Estimated Remaining Useful Lives (Years)	Estimated Future Replacement Costs	Year Ending March 31, 2019 Funding Requirement	Components Of Fund Balance at March 31, 2019
Vehicles	1-26	\$ 1,630,621	\$ 197,043	\$ 271,654
Furniture and Equipment	1-24	4,856,692	679,250	866,399
Grounds	1-18	1,971,069	254,205	296,727
Buildings	1-59	75,021,681	826,947	4,698,599
Roads	1-19	8,261,220	461,062	1,303,200
Lakes	1-27	3,102,942	314,256	523,947
Pools and courts	1-36	7,688,677	230,928	790,872
Professional services		29,123	30,412	-
		<b>\$ 102,562,025</b>	<b>\$ 2,994,103</b>	<b>\$ 8,751,398</b>

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULE OF CHANGES IN RESERVE FUND BALANCES**  
**ASSOCIATION ASSETS**  
 March 31, 2020 and 2019  
 (Unaudited)

<b>March 31, 2020</b>				
<b>Components</b>	<b>Components Of Beginning Fund Balance</b>	<b>Additions to Fund</b>	<b>Charges to Fund</b>	<b>Components of Ending Fund Balance</b>
Vehicles	\$ 271,654	\$ 66,032		\$ 337,686
Furniture and Equipment	866,399	209,147	\$ 145,085	930,461
Grounds	296,727	109,550	51,333	354,944
Buildings	4,698,599	720,074	152,540	5,266,133
Roads	1,303,200	223,682	112,660	1,414,222
Lakes	523,947	122,111	20,895	625,163
Pools and courts	790,872	105,431	10,822	885,481
Professional services		10,027	10,027	
	<b>\$ 8,751,398</b>	<b>\$ 1,566,054</b>	<b>\$ 503,362</b>	<b>\$ 9,814,090</b>

<b>March 31, 2019</b>				
<b>Components</b>	<b>Components Of Beginning Fund Balance</b>	<b>Additions to Fund</b>	<b>Charges to Fund</b>	<b>Components of Ending Fund Balance</b>
Vehicles	\$ 228,921	\$ 116,311	\$ 73,578	\$ 271,654
Furniture and Equipment	875,295	159,046	167,942	866,399
Grounds	343,535	112,313	159,121	296,727
Buildings	4,518,293	806,125	625,819	4,698,599
Roads	864,639	438,561		1,303,200
Lakes	461,509	148,666	86,228	523,947
Pools and courts	794,065	310	3,503	790,872
Professional services		8,000	8,000	
	<b>\$ 8,086,257</b>	<b>\$ 1,789,332</b>	<b>\$ 1,124,191</b>	<b>\$ 8,751,398</b>

Using the Association assets reserve balance and estimated future replacement costs, the Association has estimated that for the fiscal year ending March 31, 2021, the required assessment for 100% funding would be \$2,812,468. The Board of Directors has approved to assess, in fiscal year ended 2021, 49% of the amount recommended by the study. Accordingly, approximately \$1,386,240 of assessments has been included in the fiscal year 2021 budget. Based on projected expenditures and the above assessment level for fiscal year ended 2021, Association asset reserves are projected to total approximately 84% of the study's recommended reserves at March 31, 2021.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SUPPLEMENTARY INFORMATION ON FUTURE MAJOR REPAIRS**  
**AND REPLACEMENTS – WATER AND SEWER SYSTEM ASSETS**

March 31, 2020 and 2019  
(Unaudited)

The following tables, as well as the tables on page 21, are based on the study of the water and sewer system assets and presents significant information about the components of common property in the water and sewer system reserve fund described in Note (H).

**March 31, 2020**

Components	Estimated Remaining Useful Lives (Years)	Estimated Future Replacement Costs	Year Ending March 31, 2020 Funding Requirement	Components Of Fund Balance at March 31, 2020
Vehicles	5-9	\$ 179,369	\$ 17,645	\$ 29,275
Furniture and Equipment	1-24	1,378,926	118,939	112,964
Buildings and Plant	5-55	4,524,302	49,227	241,714
Lift Stations	18-37	8,463,265	91,577	522,375
Treatment and Disposal	1-39	7,320,404	216,112	657,477
Water System	1-33	11,391,616	318,505	1,056,195
Mains, Manholes and Hydrants	1-1	57,734	62,887	
Professional services		25,900	31,237	
		<b>\$ 33,341,516</b>	<b>\$ 906,129</b>	<b>\$ 2,620,000</b>

**March 31, 2019**

Components	Estimated Remaining Useful Lives (Years)	Estimated Future Replacement Costs	Year Ending March 31, 2019 Funding Requirement	Components Of Fund Balance at March 31, 2019
Vehicles	6-10	\$ 190,005	\$ 18,061	\$ 9,787
Furniture and Equipment	1-24	1,379,907	145,469	87,599
Buildings and Plant	6-46	3,105,277	57,480	209,268
Lift Stations	19-38	8,486,945	88,606	453,569
Treatment and Disposal	1-34	7,340,345	202,954	545,832
Water System	2-34	11,361,494	283,139	914,945
Mains, Manholes and Hydrants	1-1	58,340	60,619	
Professional services		28,014	31,237	
		<b>\$ 31,950,327</b>	<b>\$ 887,565</b>	<b>\$ 2,221,000</b>

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULE OF CHANGES IN RESERVE FUND BALANCES**  
**WATER AND SEWER SYSTEM ASSETS**

March 31, 2020 and 2019  
(Unaudited)

<b>March 31, 2020</b>				
<b>Components</b>	<b>Components Of Beginning Fund Balance</b>	<b>Additions to Fund</b>	<b>Charges to Fund</b>	<b>Components of Ending Fund Balance</b>
Vehicles	\$ 9,787	\$ 19,488		\$ 29,275
Furniture and Equipment	87,599	112,413	\$ 87,048	112,964
Buildings and Plant	209,268	32,446		241,714
Lift Stations	453,569	68,806		522,375
Treatment and Disposal	545,832	117,997	6,352	657,477
Water System	914,945	163,626	22,376	1,056,195
Mains, Manholes and Hydrants		17,556	17,556	
Professional services		521	521	
	<b>\$ 2,221,000</b>	<b>\$ 532,853</b>	<b>\$ 133,853</b>	<b>\$ 2,620,000</b>

<b>March 31, 2019</b>				
<b>Components</b>	<b>Components Of Beginning Fund Balance</b>	<b>Additions to Fund</b>	<b>Charges to Fund</b>	<b>Components of Ending Fund Balance</b>
Vehicles	\$ 27,794	\$ 60,826	\$ 78,833	\$ 9,787
Furniture and Equipment	91,206	72,760	76,367	87,599
Buildings and Plant	187,883	21,385		209,268
Lift Stations	410,172	60,283	16,886	453,569
Treatment and Disposal	515,021	181,820	151,009	545,832
Water System	857,924	64,539	7,518	914,945
Mains, Manholes and Hydrants		32,965	32,965	
Professional services		3,490	3,490	
	<b>\$ 2,090,000</b>	<b>\$ 498,068</b>	<b>\$ 367,068</b>	<b>\$ 2,221,000</b>

Using the water and sewer system assets reserve balance and estimated future replacement costs, the Association has estimated that for the fiscal year ending March 31, 2021, the required assessment for 100% funding would be \$906,129. The Board of Directors has approved to assess, in fiscal year ended 2021, 39% of the amount recommended by the study. Accordingly, approximately \$349,500 of assessments has been included in the fiscal year 2021 budget. Based on projected expenditures and the above assessment level for fiscal year ended 2021, water and sewer system asset reserves are projected to total approximately 79% of the study's recommended reserves at March 31, 2021.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED BALANCE SHEET**

March 31, 2020

<b>A S S E T S</b>	<b>The Woodhaven Association</b>	<b>Woody, Inc.</b>	<b>Woodhaven Lakes Realty, Inc.</b>	<b>Eliminations</b>	<b>Consolidated</b>
Cash on hand and in bank	\$ 3,876,656	\$ 499,476	\$ 187,051		\$ 4,563,183
Interest -bearing deposits in banks	6,880,831	77,681	57,490		7,016,002
Assessments and accounts receivable, net of allowance for uncollectible accounts	4,125,906	73,342		\$ (14,529)	4,184,719
Inter-company accounts receivable	14,158			(14,158)	-
Investment securities	150,000				150,000
Inventories		456,103			456,103
Interest receivable	14,266		141		14,407
Other receivables	27,775	9,743			37,518
Prepaid expenses	192,397	42,459			234,856
Property, plant and equipment, net of accumulated depreciation	15,343,926				15,343,926
Investment in Woodhaven lots	5,187				5,187
Investment in stock		14,458			14,458
Investment in subsidiaries	1,261,831			(1,261,831)	-
<b>Total assets</b>	<b>\$ 31,892,933</b>	<b>\$ 1,173,262</b>	<b>\$ 244,682</b>	<b>\$ (1,290,518)</b>	<b>\$ 32,020,359</b>
<b>LIABILITIES</b>					
Trade accounts payable	\$ 220,615	\$ 31,627	\$ 278	\$ (14,529)	\$ 237,991
Inter-company accounts payable		6,972	7,186	(14,158)	-
Deferred member assessments	7,929,705				7,929,705
Other deferred income	12,655				12,655
Other accrued expenses	231,863	47,502	62,548		341,913
<b>Total liabilities</b>	<b>8,394,838</b>	<b>86,101</b>	<b>70,012</b>	<b>(28,687)</b>	<b>8,522,264</b>
<b>EQUITY</b>					
Common stock		1,000	1,000	(2,000)	-
Additional paid in capital		866,114	74,986	(941,100)	-
Retained earnings		220,047	98,684	(318,731)	-
Association equity:					
Restricted:					
Designated for future major repairs and replacements	12,434,090				12,434,090
Investment in fixed assets	10,005,004				10,005,004
Unrestricted	1,059,001				1,059,001
<b>Total equity</b>	<b>23,498,095</b>	<b>1,087,161</b>	<b>174,670</b>	<b>(1,261,831)</b>	<b>23,498,095</b>
<b>Total liabilities and equity</b>	<b>\$ 31,892,933</b>	<b>\$ 1,173,262</b>	<b>\$ 244,682</b>	<b>\$ (1,290,518)</b>	<b>\$ 32,020,359</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED BALANCE SHEET**

March 31, 2019

<b>A S S E T S</b>	<b>The Woodhaven Association</b>	<b>Woody, Inc.</b>	<b>Woodhaven Lakes Realty, Inc.</b>	<b>Eliminations</b>	<b>Consolidated</b>
Cash on hand and in bank	\$ 5,077,049	\$ 494,365	\$ 147,527		\$ 5,718,941
Interest -bearing deposits in banks	3,933,919	76,231	56,449		4,066,599
Assessments and accounts receivable, net of allowance for uncollectible accounts	2,248,685	63,436		\$ (16,020)	2,296,101
Inter-company accounts receivable	12,707			(12,707)	-
Investment securities	1,099,541				1,099,541
Inventories		388,963			388,963
Interest receivable	14,716		92		14,808
Other receivables	100,441	11,006			111,447
Prepaid expenses	18,415	18,417			36,832
Property, plant and equipment, net of accumulated depreciation	16,343,350				16,343,350
Investment in Woodhaven lots	4,996				4,996
Investment in stock		14,458			14,458
Investment in subsidiaries	1,169,787			(1,169,787)	-
<b>Total assets</b>	<b>\$ 30,023,606</b>	<b>\$ 1,066,876</b>	<b>\$ 204,068</b>	<b>\$ (1,198,514)</b>	<b>\$ 30,096,036</b>
<b>LIABILITIES</b>					
Trade accounts payable	\$ 192,276	\$ 23,864	\$ 3,874	\$ (16,020)	\$ 203,994
Inter-company accounts payable		4,877	7,830	(12,707)	-
Deferred member assessments	7,135,522				7,135,522
Other deferred income	18,855				18,855
Other accrued expenses	191,024	39,345	21,367		251,736
<b>Total liabilities</b>	<b>7,537,677</b>	<b>68,086</b>	<b>33,071</b>	<b>(28,727)</b>	<b>7,610,107</b>
<b>EQUITY</b>					
Common stock		1,000	1,000	(2,000)	-
Additional paid in capital		866,114	74,986	(941,100)	-
Retained earnings		131,676	95,011	(226,687)	-
Association equity:					
Restricted:					
Designated for future major repairs and replacements	10,972,398				10,972,398
Investment in fixed assets	10,271,070				10,271,070
Unrestricted	1,242,461				1,242,461
<b>Total equity</b>	<b>22,485,929</b>	<b>998,790</b>	<b>170,997</b>	<b>(1,169,787)</b>	<b>22,485,929</b>
<b>Total liabilities and equity</b>	<b>\$ 30,023,606</b>	<b>\$ 1,066,876</b>	<b>\$ 204,068</b>	<b>\$ (1,198,514)</b>	<b>\$ 30,096,036</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF**  
**INCOME AND ASSOCIATION EQUITY**

For the year ended March 31, 2020

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
Revenue:					
Assessments	\$ 7,366,592				\$ 7,366,592
Net sales		\$ 3,072,544		\$ (180,544)	2,892,000
Commissions			\$ 255,132		255,132
Total revenue	7,366,592	3,072,544	255,132	(180,544)	10,513,724
Commissions paid			151,388		151,388
Cost of goods sold		2,018,430			2,018,430
Gross profit - net revenue	7,366,592	1,054,114	103,744	(180,544)	8,343,906
Other operating revenue	527,839	25,280	32,614	(13,938)	571,795
Total revenue from operations	7,894,431	1,079,394	136,358	(194,482)	8,915,701
Operating expenses	7,385,374	881,002	111,145	(194,482)	8,183,039
Income from operations	509,057	198,392	25,213	-	732,662
Other income	273,059	4,996	1,449		279,504
Equity in subsidiaries, income:					
Woody, Inc.	201,371			(201,371)	-
Woodhaven Lakes Realty, Inc.	20,673			(20,673)	-
Total equity in subsidiaries, income	222,044	-	-	(222,044)	-
Income before provision for income taxes	1,004,160	203,388	26,662	(222,044)	1,012,166
Provision for income tax benefit (expense)	8,006	(2,017)	(5,989)		-
Net income	1,012,166	201,371	20,673	(222,044)	1,012,166
Retained earnings beginning of year		131,676	95,011	(226,687)	-
Dividend to parent company		(113,000)	(17,000)	130,000	-
Association equity, beginning of year	22,485,929				22,485,929
Retained earnings end of year		\$ 220,047	\$ 98,684	\$ (318,731)	
Association equity, end of year	<u>\$ 23,498,095</u>				<u>23,498,095</u>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF**  
**INCOME AND ASSOCIATION EQUITY**

For the year ended March 31, 2019

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
Revenue:					
Assessments	\$ 7,362,336				\$ 7,362,336
Net sales		\$ 2,785,600		\$ (166,110)	2,619,490
Commissions			\$ 225,132		225,132
Total revenue	7,362,336	2,785,600	225,132	(166,110)	10,206,958
Commissions paid			122,573		122,573
Cost of goods sold		1,880,983			1,880,983
Gross profit - net revenue	7,362,336	904,617	102,559	(166,110)	8,203,402
Other operating revenue	517,706	22,238	28,920	(17,185)	551,679
Total revenue from operations	7,880,042	926,855	131,479	(183,295)	8,755,081
Operating expenses	7,037,851	819,869	108,377	(183,295)	7,782,802
Income from operations	842,191	106,986	23,102	-	972,279
Other income	228,147	5,731	1,212		235,090
Equity in subsidiaries, income:					
Woody, Inc.	112,717			(112,717)	-
Woodhaven Lakes Realty, Inc.	18,893			(18,893)	-
Total equity in subsidiaries, income	131,610	-	-	(131,610)	-
Income before provision for income taxes	1,201,948	112,717	24,314	(131,610)	1,207,369
Provision for income tax benefit (expense)	5,421	-	(5,421)		-
Net income	1,207,369	112,717	18,893	(131,610)	1,207,369
Retained earnings beginning of year		133,959	116,118	(250,077)	-
Dividend to parent company		(115,000)	(40,000)	155,000	-
Association equity, beginning of year	21,278,560	-	-		21,278,560
Retained earnings end of year		\$ 131,676	\$ 95,011	\$ (226,687)	
Association equity, end of year	<u>\$ 22,485,929</u>				<u>\$ 22,485,929</u>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF CASH FLOWS**

For the year ended March 31, 2020

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>					
Net income	\$ 1,012,166	\$ 201,371	\$ 20,673	\$ (222,044)	\$ 1,012,166
Adjustments to reconcile net income to net cash from operating activities:					
Depreciation and amortization	1,532,901				1,532,901
Bad debt expense	117,657	432			118,089
TruServ stock redemption		-			-
Gain on disposal of assets	(20,023)				(20,023)
Undistributed income of subsidiaries	(222,044)			222,044	-
Changes in assets and liabilities:					
Change in assessments and accounts receivable	(1,994,878)	(10,338)		(1,491)	(2,006,707)
Change in accounts receivable from subsidiaries / parent	(1,451)			1,451	-
Change in inventories		(67,140)			(67,140)
Change in accounts payable	28,339	7,763	(3,596)	1,491	33,997
Change in accounts payable from parent / subsidiaries		2,095	(644)	(1,451)	-
Change in interest and other receivables	73,116	1,263	(49)		74,330
Change in prepaid expenses	(173,982)	(24,042)			(198,024)
Change in accrued expenses and other liabilities	828,822	8,157	41,181		878,160
Net cash flows from operating activities	1,180,623	119,561	57,565	-	1,357,749
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>					
Proceeds from the sale of assets	22,356				22,356
Dividend to parent company	130,000	(113,000)	(17,000)		-
Net change interest-bearing deposits in banks	(2,946,912)	(1,450)	(1,041)		(2,949,403)
Proceeds from maturity and sale of investment securities	949,542				949,542
Purchase of investment securities					-
Purchase of property and equipment	(536,002)				(536,002)
Net cash flows from investing activities	(2,381,016)	(114,450)	(18,041)	-	(2,513,507)

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF CASH FLOWS**  
**(CONTINUED)**

For the year ended March 31, 2020

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>					
Net cash flows from financing activities	\$ -	\$ -	\$ -	\$ -	\$ -
Change in cash and cash equivalents	(1,200,393)	5,111	39,524	-	(1,155,758)
<b>CASH AND CASH EQUIVALENTS:</b>					
Beginning	5,077,049	494,365	147,527	-	5,718,941
Ending	\$ 3,876,656	\$ 499,476	\$ 187,051	\$ -	\$ 4,563,183
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:</b>					
Cash payments for:					
Income taxes (received) paid	\$ (5,421)	\$ -	\$ 5,421	\$ -	\$ -

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF CASH FLOWS**

For the year ended March 31, 2019

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>					
Net income	\$ 1,207,369	\$ 112,717	\$ 18,893	\$ (131,610)	\$ 1,207,369
Adjustments to reconcile net income to net cash from operating activities:					
Depreciation and amortization	1,541,579				1,541,579
Bad debt expense	77,751	1,682			79,433
TruServ stock (dividend) correction		33,737			33,737
Gain on disposal of assets	(16,590)				(16,590)
Undistributed income of subsidiaries	(131,610)			131,610	-
Changes in assets and liabilities:					
Change in assessments and accounts receivable	(159,051)	(19,203)		5,388	(172,866)
Change in accounts receivable from subsidiaries / parent	5,205			(5,205)	-
Change in inventories		51,182			51,182
Change in accounts payable	(170,200)	6,333	(2,727)	(5,388)	(171,982)
Change in accounts payable from parent / subsidiaries		333	(5,538)	5,205	-
Change in interest and other receivables	31,169	37,446	(41)		68,574
Change in prepaid expenses	109,768	1,421			111,189
Change in accrued expenses and other liabilities	4,422	(323)	(24,928)		(20,829)
 Net cash flows from operating activities	 2,499,812	 225,325	 (14,341)	 -	 2,710,796
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>					
Proceeds from the sale of assets	51,648				51,648
Dividend to parent company	155,000	(115,000)	(40,000)		-
Net change interest-bearing deposits in banks	(1,808,410)	(1,014)	(670)		(1,810,094)
Proceeds from maturity of investment securities					-
Purchase of investment securities	(37)				(37)
Purchase of property and equipment	(1,388,986)				(1,388,986)
 Net cash flows from investing activities	 (2,990,785)	 (116,014)	 (40,670)	 -	 (3,147,469)

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**DETAILS OF CONSOLIDATED STATEMENT OF CASH FLOWS**  
**(CONTINUED)**

For the year ended March 31, 2019

	The Woodhaven Association	Woody, Inc.	Woodhaven Lakes Realty, Inc.	Eliminations	Consolidated
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>					
Net cash flows from financing activities	\$ -	\$ -	\$ -	\$ -	\$ -
Change in cash and cash equivalents	(490,973)	109,311	(55,011)	-	(436,673)
<b>CASH AND CASH EQUIVALENTS:</b>					
Beginning	5,568,022	385,054	202,538		6,155,614
Ending	\$ 5,077,049	\$ 494,365	\$ 147,527	\$ -	\$ 5,718,941
<b>SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:</b>					
Cash payments for:					
Income taxes (received) paid	\$ (11,607)	\$ -	\$ 11,607	\$ -	\$ -

See Independent Auditor's Report on Supplementary Information.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**BALANCE SHEETS - THE WOODHAVEN ASSOCIATION**

March 31, 2020 and 2019

A S S E T S	2020		
	Total Unrestricted Funds	Restricted Fund	Interfund Eliminations
Cash on hand and in bank	\$ 2,365,755	\$ 1,510,901	
Interest bearing deposits in banks	550,625	6,330,206	
Assessments and accounts receivable, net of allowance for doubtful accounts of \$436,347 and \$480,549 respectively	4,127,488		\$ (1,582)
Accounts receivable from subsidiaries	14,158		
Investment securities		150,000	
Interest receivable	247	226,169	(212,150)
Other receivables and current assets	27,775		
Due from Operating Fund	604,774	1,500,000	(2,104,774)
Due from Lot Fund	836		(836)
Due from Water & Sewer Fund	24,723		(24,723)
Due from Restricted Fund	42,793		(42,793)
Prepaid expenses	192,397	-	
Property, plant and equipment, net of accumulated depreciation	20,607	15,323,319	
Investment in Woodhaven lots	5,187		
Investment in subsidiaries	1,261,831		
Internal note receivable - water & sewer assets		4,572,390	(4,572,390)
Internal note receivable - disaster recovery fund		745,925	(745,925)
Total assets	\$ 9,239,196	\$ 30,358,910	\$ (7,705,173)
<b>LIABILITIES AND ASSOCIATION EQUITY</b>			
Trade accounts payable	\$ 179,980	\$ 42,217	\$ (1,582)
Interest payable		212,150	(212,150)
Due to Operating Fund	25,559	42,793	(68,352)
Deferred member assessments net discount	5,625,364	2,304,341	
Due to Lot Fund	-		-
Due to Water and Sewer Fund	604,774		(604,774)
Due to Restricted Fund	1,500,000		(1,500,000)
Other accrued expenses	231,863		
Other deferred income	12,655		
Internal long term note payable - water & sewer		4,572,390	(4,572,390)
Internal long term note payable - disaster recovery		745,925	(745,925)
Total liabilities	8,180,195	7,919,816	(7,705,173)
Association equity:			
Restricted:			
Designated for future major repairs and replacements		12,434,090	
Investment in fixed assets		10,005,004	
Unrestricted	1,059,001		
Total equity	1,059,001	22,439,094	-
Total liabilities and association equity	\$ 9,239,196	\$ 30,358,910	\$ (7,705,173)

See Independent Auditor's Report on Supplementary Information.

2019				
Total All Funds	Total Unrestricted Funds	Restricted Fund	Interfund Eliminations	Total All Funds
\$ 3,876,656	\$ 3,125,077	\$ 1,951,972		\$ 5,077,049
6,880,831	702,036	3,231,883		3,933,919
4,125,906	2,251,121		\$ (2,436)	2,248,685
14,158	12,707			12,707
150,000		1,099,541		1,099,541
14,266	526	257,644	(243,454)	14,716
27,775	100,441			100,441
-	580,125	1,058,114	(1,638,239)	-
-	1,052		(1,052)	-
-	21,758		(21,758)	-
-	33,938		(33,938)	-
192,397	9,388	9,027		18,415
15,343,926	20,607	16,322,743		16,343,350
5,187	4,996			4,996
1,261,831	1,169,787			1,169,787
-		4,731,361	(4,731,361)	-
-		1,320,312	(1,320,312)	-
<b>\$ 31,892,933</b>	<b>\$ 8,033,559</b>	<b>\$ 29,982,597</b>	<b>\$ (7,992,550)</b>	<b>\$ 30,023,606</b>
\$ 220,615	\$ 99,536	\$ 95,176	\$ (2,436)	\$ 192,276
-		243,454	(243,454)	-
-	22,810	33,938	(56,748)	-
7,929,705	4,820,634	2,314,888		7,135,522
-	-		-	-
-	580,125		(580,125)	-
-	1,058,114		(1,058,114)	-
231,863	191,024			191,024
12,655	18,855			18,855
-		4,731,361	(4,731,361)	-
-		1,320,312	(1,320,312)	-
<b>8,394,838</b>	<b>6,791,098</b>	<b>8,739,129</b>	<b>(7,992,550)</b>	<b>7,537,677</b>
12,434,090		10,972,398		10,972,398
10,005,004		10,271,070		10,271,070
1,059,001	1,242,461			1,242,461
<b>23,498,095</b>	<b>1,242,461</b>	<b>21,243,468</b>	<b>-</b>	<b>22,485,929</b>
<b>\$ 31,892,933</b>	<b>\$ 8,033,559</b>	<b>\$ 29,982,597</b>	<b>\$ (7,992,550)</b>	<b>\$ 30,023,606</b>

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**BALANCE SHEETS**  
**THE WOODHAVEN ASSOCIATION - UNRESTRICTED FUNDS**  
March 31, 2020 and 2019

<b>A S S E T S</b>	<b>2020</b>		
	<b>Unrestricted Operating Fund</b>	<b>Unrestricted Lot Fund</b>	<b>Unrestricted Water and Sewer Fund</b>
Cash on hand and in bank	\$ 2,140,021	\$ 197,886	\$ 27,848
Interest bearing deposits in banks	550,625		
Assessments and accounts receivable, net of allowance for doubtful accounts of \$436,347 and \$480,549 respectively	4,124,887		2,601
Accounts receivable from subsidiaries	14,158		
Interest receivable	183	64	
Other receivables and current assets	27,775		
Due from Operating Fund			604,774
Due from Lot Fund	836		
Due from Water and Sewer Fund	24,723		
Due from Restricted Fund	42,793		
Prepaid expenses	192,397		
Property, plant and equipment, net of accumulated depreciation		20,607	
Investment in Woodhaven lots		5,187	
Investment in subsidiaries	1,261,831		
<b>Total assets</b>	<b>\$ 8,380,229</b>	<b>\$ 223,744</b>	<b>\$ 635,223</b>
<b>LIABILITIES AND ASSOCIATION EQUITY</b>			
Trade accounts payable	\$ 171,579	\$ 311	\$ 8,090
Due to Operating Fund		836	24,723
Deferred member assessments net discount	5,053,688	47,391	524,285
Due to Lot Fund			
Due to Water and Sewer Fund	604,774		
Due to Restricted Fund	1,500,000		
Other accrued expenses	148,538	5,200	78,125
Other deferred income	12,655		
<b>Total liabilities</b>	<b>7,491,234</b>	<b>53,738</b>	<b>635,223</b>
Association equity:			
Unrestricted:	888,995	170,006	-
<b>Total equity</b>	<b>888,995</b>	<b>170,006</b>	<b>-</b>
<b>Total liabilities and association equity</b>	<b>\$ 8,380,229</b>	<b>\$ 223,744</b>	<b>\$ 635,223</b>

See Independent Auditor's Report on Supplementary Information.

Total Unrestricted Funds	2019				Total Unrestricted Funds
	Unrestricted Operating Fund	Unrestricted Lot Fund	Unrestricted Water and Sewer Fund		
\$ 2,365,755	\$ 2,890,354	\$ 209,488	\$ 25,235		\$ 3,125,077
550,625	702,036				702,036
4,127,488	2,247,701		3,420		2,251,121
14,158	12,707				12,707
247	461	65			526
27,775	100,441				100,441
604,774			580,125		580,125
836	1,052				1,052
24,723	21,758				21,758
42,793	33,938				33,938
192,397	9,388				9,388
20,607		20,607			20,607
5,187		4,996			4,996
1,261,831	1,169,787				1,169,787
\$ 9,239,196	\$ 7,189,623	\$ 235,156	\$ 608,780		\$ 8,033,559

\$ 179,980	\$ 87,913	\$ 6,254	\$ 5,369	\$ 99,536
25,559		1,052	21,758	22,810
5,625,364	4,260,713	47,383	512,538	4,820,634
-				-
604,774	580,125			580,125
1,500,000	1,058,114			1,058,114
231,863	117,909	4,000	69,115	191,024
12,655	18,855			18,855
8,180,195	6,123,629	58,689	608,780	6,791,098
1,059,001	1,065,994	176,467	-	1,242,461
1,059,001	1,065,994	176,467	-	1,242,461
\$ 9,239,196	\$ 7,189,623	\$ 235,156	\$ 608,780	\$ 8,033,559

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF REVENUES, EXPENSES AND**  
**ASSOCIATION EQUITY COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION**

For the years ended March 31, 2020 and 2019

	2020			
	Unrestricted Operating Fund	Restricted Fund	Interfund Eliminations	Total All Funds
<b>Revenues:</b>				
Member assessments	\$ 4,977,631	\$ 2,388,961		\$ 7,366,592
Other operating revenue	607,532	1,590	\$ (81,283)	527,839
<b>Total revenues</b>	<b>5,585,163</b>	<b>2,390,551</b>	<b>(81,283)</b>	<b>7,894,431</b>
<b>Expenses:</b>				
<b>Departmental expenses:</b>				
Administrative	848,447	40,561		889,008
Marketing	448,128			448,128
Recreation	581,028			581,028
Public safety	751,524			751,524
Maintenance	1,659,151	103,739		1,762,890
Water and sewer	278,683			278,683
Disaster recovery		-		-
<b>Total departmental expenses</b>	<b>4,566,961</b>	<b>144,300</b>	<b>-</b>	<b>4,711,261</b>
<b>General expenses</b>	<b>1,222,495</b>	<b>1,743,664</b>	<b>(292,046)</b>	<b>2,674,113</b>
<b>Total operating expenses</b>	<b>5,789,456</b>	<b>1,887,964</b>	<b>(292,046)</b>	<b>7,385,374</b>
<b>Excess (deficiency) of revenues over expenses</b>	<b>(204,293)</b>	<b>502,587</b>	<b>210,763</b>	<b>509,057</b>
<b>Other income:</b>				
Late and collection fees	96,360			96,360
Interest - other	33,685	58		33,743
Interest - investments	25,281	328,438	(210,763)	142,956
<b>Total other income</b>	<b>155,326</b>	<b>328,496</b>	<b>(210,763)</b>	<b>273,059</b>
<b>Equity in subsidiaries' income:</b>				
Woody, Inc.	201,371			201,371
Woodhaven Lakes Realty, Inc.	20,673			20,673
	222,044	-	-	222,044
<b>Excess of revenues over expenses before provision for income taxes</b>	<b>173,077</b>	<b>831,083</b>	<b>-</b>	<b>1,004,160</b>
<b>Provision for income tax benefit</b>	<b>8,006</b>			<b>8,006</b>
<b>Net excess of revenues over expenses</b>	<b>181,083</b>	<b>831,083</b>	<b>-</b>	<b>1,012,166</b>
<b>Association equity, beginning of year</b>	<b>1,242,461</b>	<b>21,243,468</b>	<b>-</b>	<b>22,485,929</b>
<b>Equity Transfers</b>	<b>(364,543)</b>	<b>364,543</b>		<b>-</b>
<b>Association equity, end of year</b>	<b>\$ 1,059,001</b>	<b>\$ 22,439,094</b>	<b>\$ -</b>	<b>\$ 23,498,095</b>

See Independent Auditor's Report on Supplementary Information.

								2019	
Unaudited Budget	Variance Favorable (Unfavorable)	Unrestricted Operating Fund	Restricted Fund	Interfund Eliminations	Total All Funds	Unaudited Budget	Variance Favorable (Unfavorable)		
\$ 7,328,724	\$ 37,868	\$ 4,779,789	\$ 2,582,547		\$ 7,362,336	\$ 7,332,882	\$ 29,454		
594,431	(66,592)	593,071	16,402	\$ (91,767)	517,706	550,141	(32,435)		
7,923,155	(28,724)	5,372,860	2,598,949	(91,767)	7,880,042	7,883,023	(2,981)		
1,030,811	141,803	831,464	28,927		860,391	1,013,610	153,219		
452,799	4,671	396,853			396,853	449,668	52,815		
625,019	43,991	587,801			587,801	594,527	6,726		
789,347	37,823	726,634			726,634	749,765	23,131		
1,742,511	(20,379)	1,493,965	105,810		1,599,775	1,626,554	26,779		
284,363	5,680	278,920			278,920	275,572	(3,348)		
	-		2,430		2,430		(2,430)		
4,924,850	213,589	4,315,637	137,167	-	4,452,804	4,709,696	256,892		
1,468,687	(1,205,426)	1,112,972	1,808,002	(335,927)	2,585,047	1,522,837	(1,062,210)		
6,393,537	(991,837)	5,428,609	1,945,169	(335,927)	7,037,851	6,232,533	(805,318)		
1,529,618	(1,020,561)	(55,749)	653,780	244,160	842,191	1,650,490	(808,299)		
98,530	(2,170)	91,095			91,095	96,075	(4,980)		
52,750	(19,007)	44,228	73		44,301	52,750	(8,449)		
259,000	(116,044)	15,369	321,542	(244,160)	92,751	254,000	(161,249)		
410,280	(137,221)	150,692	321,615	(244,160)	228,147	402,825	(174,678)		
78,302	123,069	112,717			112,717	99,343	13,374		
28,185	(7,512)	18,893			18,893	35,372	(16,479)		
106,487	115,557	131,610	-	-	131,610	134,715	(3,105)		
2,046,385	(1,042,225)	226,553	975,395	-	1,201,948	2,188,030	(986,082)		
10,800	(2,794)	5,421			5,421	10,800	(5,379)		
<u>\$ 2,057,185</u>	<u>\$ (1,045,019)</u>	231,974	975,395	-	1,207,369	<u>\$ 2,198,830</u>	<u>\$ (991,461)</u>		
		1,061,881	20,216,679	-	21,278,560				
		(51,394)	51,394	-	-				
		<u>\$ 1,242,461</u>	<u>\$ 21,243,468</u>	<u>\$ -</u>	<u>\$ 22,485,929</u>				

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF REVENUES, EXPENSES AND ASSOCIATION EQUITY**  
**THE WOODHAVEN ASSOCIATION - UNRESTRICTED FUNDS**

For the years ended March 31, 2020 and 2019

	2020			
	Operating Fund	Lot Fund	Water and Sewer Fund	Total
<b>Revenues:</b>				
Member assessments	\$ 4,399,721	\$ 48,894	\$ 529,016	\$ 4,977,631
Other operating revenue	443,841	18,433	145,258	607,532
<b>Total operating revenues</b>	<b>4,843,562</b>	<b>67,327</b>	<b>674,274</b>	<b>5,585,163</b>
<b>Expenses:</b>				
<b>Departmental expenses:</b>				
Administrative	848,447			848,447
Marketing	448,128			448,128
Recreation	581,028			581,028
Public safety	751,524			751,524
Maintenance	1,659,151			1,659,151
Water and sewer			278,683	278,683
<b>Total departmental expenses</b>	<b>4,288,278</b>	<b>-</b>	<b>278,683</b>	<b>4,566,961</b>
<b>General expenses</b>	<b>948,071</b>	<b>74,514</b>	<b>199,910</b>	<b>1,222,495</b>
<b>Total operating expenses</b>	<b>5,236,349</b>	<b>74,514</b>	<b>478,593</b>	<b>5,789,456</b>
<b>Excess (deficiency) of revenues over expenses</b>	<b>(392,787)</b>	<b>(7,187)</b>	<b>195,681</b>	<b>(204,293)</b>
<b>Other income:</b>				
Late and collection fees	96,300		60	96,360
Interest - other	32,888	726	71	33,685
Interest - investments	25,281			25,281
<b>Total other income</b>	<b>154,469</b>	<b>726</b>	<b>131</b>	<b>155,326</b>
<b>Equity in subsidiaries' income:</b>				
Woody, Inc.	201,371			201,371
Woodhaven Lakes Realty, Inc.	20,673			20,673
<b>Total equity in subsidiaries' income</b>	<b>222,044</b>	<b>-</b>	<b>-</b>	<b>222,044</b>
<b>Excess (deficiency) of revenues over expenses before provisions for income taxes</b>	<b>(16,274)</b>	<b>(6,461)</b>	<b>195,812</b>	<b>173,077</b>
<b>Provision for income tax benefit</b>	<b>8,006</b>			<b>8,006</b>
<b>Net excess (deficiency) of revenues over expenses</b>	<b>(8,268)</b>	<b>(6,461)</b>	<b>195,812</b>	<b>181,083</b>
Association equity, beginning of year	1,065,994	176,467		1,242,461
Transfers between funds	195,812		(195,812)	-
Equity transfers	(364,543)			(364,543)
<b>Association equity, end of year</b>	<b>\$ 888,995</b>	<b>\$ 170,006</b>	<b>\$ -</b>	<b>\$ 1,059,001</b>

See Independent Auditor's Report on Supplementary Information.

2019			
Operating Fund	Lot Fund	Water and Sewer Fund	Total
\$ 4,214,103	\$ 48,873	\$ 516,813	\$ 4,779,789
421,680	37,232	134,159	593,071
4,635,783	86,105	650,972	5,372,860
831,464			831,464
396,853			396,853
587,801			587,801
726,634			726,634
1,493,965			1,493,965
		278,920	278,920
4,036,717	-	278,920	4,315,637
879,404	58,839	174,729	1,112,972
4,916,121	58,839	453,649	5,428,609
(280,338)	27,266	197,323	(55,749)
91,025		70	91,095
43,521	633	74	44,228
15,369			15,369
149,915	633	144	150,692
112,717			112,717
18,893			18,893
131,610	-	-	131,610
1,187	27,899	197,467	226,553
5,421			5,421
6,608	27,899	197,467	231,974
913,313	148,568		1,061,881
197,467		(197,467)	-
(51,394)			(51,394)
\$ 1,065,994	\$ 176,467	\$ -	\$ 1,242,461



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND DEPARTMENTAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue - administrative:				
Pass replacement revenue	\$ 19,070	\$ 17,000	\$ 2,070	\$ 17,615
Service fee revenues	33,984	31,850	2,134	28,794
<b>Total other operating revenue - administrative</b>	<b>\$ 53,054</b>	<b>\$ 48,850</b>	<b>\$ 4,204</b>	<b>\$ 46,409</b>
Operating expenses - administrative:				
Payroll and payroll taxes	\$ 561,182	\$ 613,803	\$ 52,621	\$ 564,346
Professional Services - Survey	6,124		(6,124)	
Legal - other	2,163	5,000	2,837	4,916
Legal - litigation expense	714	2,500	1,786	
Legal - collections	9,225	7,500	(1,725)	5,527
Payroll service	25,165	24,500	(665)	22,016
Audit	21,952	22,800	848	20,087
Accounting services		600	600	
Vehicle operation and travel	2,196	2,800	604	2,729
Equipment operations		250	250	
Equipment rental	1,711	1,900	189	1,711
License, fees and taxes	1,673	3,500	1,827	2,582
Office supplies	32,123	25,000	(7,123)	29,850
Human resource supplies	1,592	2,000	408	2,055
Uniforms	253	150	(103)	
Human Resource Programs	1,343	2,000	657	3,379
Meetings and conferences	45,642	42,450	(3,192)	41,650
Lien and collection expenses	3,544	3,900	356	2,997
Credit card expense	20,846	21,000	154	21,134
Dues and subscriptions	4,694	3,900	(794)	4,143
Postage and mailing	13,088	20,500	7,412	18,198
Signs and notices	9,293	5,500	(3,793)	8,761
Public relations	1,242	1,700	458	1,834
Employee functions	6,200	6,600	400	6,362
Election expense			-	18,270
Miscellaneous	222	475	253	644
Provision for bad debts - assessments	76,260	134,064	57,804	48,273
<b>Total operating expenses - administrative</b>	<b>\$ 848,447</b>	<b>\$ 954,392</b>	<b>\$ 105,945</b>	<b>\$ 831,464</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND DEPARTMENTAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND (CONTINUED)**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue - marketing:				
Revenue from <u>Woodhaven News</u> publication	\$ 40,502	\$ 40,000	\$ 502	\$ 41,027
Revenue from other advertising sources	10,521	12,000	(1,479)	10,968
<b>Total other operating revenue - marketing</b>	<b>\$ 51,023</b>	<b>\$ 52,000</b>	<b>\$ (977)</b>	<b>\$ 51,995</b>
Operating expenses - marketing:				
Payroll and payroll taxes	\$ 221,288	\$ 218,349	\$ (2,939)	\$ 182,288
Marketing services	9,053	16,000	6,947	12,034
Computer and phone system services	51,062	68,800	17,738	44,344
Vehicle operation and travel	464	750	286	311
Computer supplies	10,483	10,000	(483)	11,668
Supplies and equipment	3,464	2,000	(1,464)	3,093
Programs	14,933	9,500	(5,433)	19,757
Meetings and conferences	3,605	2,500	(1,105)	3,523
Dues and subscriptions	5,684	3,500	(2,184)	2,758
Woodhaven News	82,759	82,000	(759)	71,515
Leisure Times	4,686	6,000	1,314	5,501
Recreation guide	3,826	3,500	(326)	3,692
Trade shows	3,649	6,500	2,851	4,481
Annual report	1,378	1,400	22	1,328
Advertising expense	29,594	22,000	(7,594)	30,260
Provision for bad debts - publications	2,200		(2,200)	300
<b>Total operating expense - marketing</b>	<b>\$ 448,128</b>	<b>\$ 452,799</b>	<b>\$ 4,671</b>	<b>\$ 396,853</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND DEPARTMENTAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND (CONTINUED)**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue - recreation:				
Rec-Plex sales	\$ 74,661	\$ 70,200	\$ 4,461	\$ 75,180
Cost of sales	44,841	36,504	(8,337)	45,390
Gross profit from Rec-Plex Sales	29,820	33,696	(3,876)	29,790
Revenue from recreation programs and activities	78,462	63,250	15,212	61,550
Revenue from aquatic programs and rentals	10,893	15,500	(4,607)	11,808
Revenue from rec-plex programs and activities	55,686	59,325	(3,639)	54,873
<b>Total other operating revenue - recreation</b>	<b>\$ 174,861</b>	<b>\$ 171,771</b>	<b>\$ 3,090</b>	<b>\$ 158,021</b>
Operating expenses - recreation:				
Payroll and payroll taxes	\$ 388,706	\$ 436,219	\$ 47,513	\$ 402,090
Medical services		250	250	
Vehicle operation and travel	1,168	1,850	682	1,253
Equipment operations	11,906	10,100	(1,806)	8,035
Equipment rental	2,623	2,100	(523)	2,495
License fees and taxes	3,722	4,000	278	4,318
Tables and chairs		500	500	213
Playground equipment		2,800	2,800	3,012
Pool chemicals	13,389	14,500	1,111	14,342
Pool cleaning	1,590	2,000	410	
Pool furniture	2,772	2,500	(272)	2,772
Sand	646	1,500	854	1,123
Supplies and equipment	12,042	14,000	1,958	13,989
Uniforms	2,376	2,250	(126)	2,353
Programs and activities	132,106	123,250	(8,856)	124,301
Meetings and conferences	5,098	4,600	(498)	4,457
Dues and subscriptions	741	600	(141)	732
Signs and notices	446	500	54	622
Credit card fees	1,235	1,300	65	1,345
Miscellaneous	462	200	(262)	349
<b>Total operating expense - recreation</b>	<b>\$ 581,028</b>	<b>\$ 625,019</b>	<b>\$ 43,991</b>	<b>\$ 587,801</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND DEPARTMENTAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND (CONTINUED)**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue - public safety:				
Guest pass revenue	\$ 18,160	\$ 40,000	\$ (21,840)	\$ 18,390
Citations	13,325	16,000	(2,675)	16,305
<b>Total other operating revenue - public safety</b>	<b>\$ 31,485</b>	<b>\$ 56,000</b>	<b>\$ (24,515)</b>	<b>\$ 34,695</b>
Operating expenses - public safety				
Payroll and payroll taxes	\$ 735,467	\$ 771,047	\$ 35,580	\$ 710,609
Vehicle operation and travel		100	100	
Equipment operations	2,679	3,100	421	2,992
Equipment rental	823	550	(273)	516
Medical supplies	2,018	2,000	(18)	2,769
Animal control	400	700	300	450
Supplies and equipment	2,930	3,200	270	3,369
Uniforms	3,921	3,500	(421)	3,022
Programs	28	600	572	493
Meetings and conferences	2,243	3,500	1,257	1,652
Dues and subscriptions	751	800	49	500
Signs and notices	264	250	(14)	262
<b>Total operating expenses - public safety</b>	<b>\$ 751,524</b>	<b>\$ 789,347</b>	<b>\$ 37,823</b>	<b>\$ 726,634</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND DEPARTMENTAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND (CONTINUED)**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue - maintenance:				
Bait Shop sales	\$ 40,137	\$ 42,000	\$ (1,863)	\$ 42,709
Cost of sales	18,089	21,840	3,751	20,364
<hr/>				
Gross profit from Bait Shop Sales	22,048	20,160	1,888	22,345
Contractor fees	9,910	11,000	(1,090)	10,355
Citations - ESAC	56,250	32,000	24,250	38,875
Miscellaneous revenue	45,210	37,850	7,360	58,985
<hr/>				
Total other operating revenue - maintenance	\$ 133,418	\$ 101,010	\$ 32,408	\$ 130,560
<hr/>				
Operating expenses - maintenance:				
Payroll and payroll taxes	\$ 891,929	\$ 928,286	\$ 36,357	\$ 819,546
Snow removal	1,311	2,100	789	2,047
Trash removal	146,176	123,000	(23,176)	117,448
Roadways	5,984	5,000	(984)	2,647
Building repairs	18,182	20,000	1,818	18,722
Vandalism	416	400	(16)	107
Sign repairs	700	1,000	300	926
Surveying services		900	900	
Nuisance abatement	27,257	12,850	(14,407)	25,962
Pest control	42,603	43,000	397	42,941
Forestry maintenance	266,451	200,000	(66,451)	235,713
Landscaping	6,267	6,500	233	6,500
Trail maintenance	2,015	2,000	(15)	1,880
Vehicle operation and travel	130,431	122,025	(8,406)	105,291
Equipment operations	24,325	18,000	(6,325)	15,303
Lake management	48,214	46,000	(2,214)	47,911
Animal feed	58	300	242	114
Supplies and equipment	37,198	42,250	5,052	40,332
Nature center supplies	4,451	5,000	549	4,639
Uniforms	1,721	2,250	529	2,791
Meetings and conferences	1,961	2,600	639	1,404
Credit card expense	931	1,000	69	1,253
Dues and subscriptions	570	550	(20)	488
<hr/>				
Total operating expenses - maintenance	\$ 1,659,151	\$ 1,585,011	\$ (74,140)	\$ 1,493,965

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED GENERAL EXPENSES**  
**COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - OPERATING FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
General expenses:				
Electricity	\$ 62,488	\$ 69,000	\$ 6,512	\$ 63,108
Water and sewer	71,413	73,000	1,587	67,413
Telephone	24,221	21,500	(2,721)	20,083
LP gas and fuel oil	73,373	55,000	(18,373)	70,001
Liability and casualty insurance	85,661	90,000	4,339	83,815
Workmen's compensation insurance	25,942	45,000	19,058	49,624
Group insurance	514,172	550,000	35,828	429,978
Pension plan	90,801	100,000	9,199	95,382
<b>Total general expenses</b>	<b>\$ 948,071</b>	<b>\$ 1,003,500</b>	<b>\$ 55,429</b>	<b>\$ 879,404</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND GENERAL EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - LOT FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue:				
Gains from sale transactions	\$ 18,433	\$ 14,000	\$ 4,433	\$ 37,232
<b>Total other operating revenue</b>	<b>\$ 18,433</b>	<b>\$ 14,000</b>	<b>\$ 4,433</b>	<b>\$ 37,232</b>
General expenses:				
Real estate taxes	\$ 5,068	\$ 5,500	\$ 432	\$ 3,286
Electricity	5,577	6,000	423	5,037
Water and sewer	9,870	12,000	2,130	10,204
Improvements	53,013	29,000	(24,013)	39,761
Bad debt expense	836	1,459	623	551
Loss on write-down of inventory	150	800	650	
<b>Total general expenses</b>	<b>\$ 74,514</b>	<b>\$ 54,759</b>	<b>\$ (19,755)</b>	<b>\$ 58,839</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF UNRESTRICTED OTHER OPERATING REVENUE**  
**AND OPERATING EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - WATER AND SEWER FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue:				
Metered revenue	\$ 98,776	\$ 108,800	\$ (10,024)	\$ 98,345
Revenue from repairs and installations	46,482	42,000	4,482	35,814
<b>Total other operating revenue</b>	<b>\$ 145,258</b>	<b>\$ 150,800</b>	<b>\$ (5,542)</b>	<b>\$ 134,159</b>
Operating expenses:				
Payroll and payroll taxes	\$ 157,911	\$ 168,873	\$ 10,962	\$ 152,693
Professional fees - audit and other fees	50,227	45,150	(5,077)	49,098
Building repairs	14	350	336	157
Vehicle operation and travel	261	350	89	159
Equipment operations	18,287	18,000	(287)	23,903
License and taxes	2,510	2,600	90	2,550
Chemicals	6,895	10,000	3,105	10,394
Laboratory supplies	1,201	1,400	199	692
Supplies and equipment	39,924	35,000	(4,924)	37,035
Uniforms	700	690	(10)	700
Meetings and conferences	10	1,000	990	633
Dues and subscriptions	50	200	150	63
Miscellaneous	693	750	57	843
<b>Total operating expenses - water and sewer</b>	<b>\$ 278,683</b>	<b>\$ 284,363</b>	<b>\$ 5,680</b>	<b>\$ 278,920</b>
General expenses:				
Bad debts	\$ 8,978	\$ 15,728	\$ 6,750	\$ 5,780
Telephone and utilities	102,245	95,900	(6,345)	95,547
General liability and work compensation insurance	17,417	20,000	2,583	19,302
Pension plan	7,075	7,300	225	5,758
Real estate tax expense	64,195	50,000	(14,195)	48,342
<b>Total general expenses</b>	<b>\$ 199,910</b>	<b>\$ 188,928</b>	<b>\$ (10,982)</b>	<b>\$ 174,729</b>

See Independent Auditor's Report on Supplementary Information.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF REVENUES, EXPENSES AND ASSOCIATION EQUITY**  
**THE WOODHAVEN ASSOCIATION - RESTRICTED FUNDS**  
For the years ended March 31, 2020 and 2019

	2020		Total
	Reserve Fund	Disaster Recovery Fund	
<b>Revenues:</b>			
Member assessments	\$ 2,388,961		\$ 2,388,961
Other revenues	1,590	\$ -	1,590
<b>Total revenues</b>	<b>2,390,551</b>	<b>-</b>	<b>2,390,551</b>
<b>Expenses:</b>			
Departmental expenses:			
Administrative	40,561		40,561
Maintenance	103,739		103,739
Disaster recovery		-	-
<b>Total departmental expenses</b>	<b>144,300</b>	<b>-</b>	<b>144,300</b>
General expenses	1,743,664		1,743,664
<b>Total operating expenses</b>	<b>1,887,964</b>	<b>-</b>	<b>1,887,964</b>
<b>Excess (deficiency) of revenues over expenses</b>	<b>502,587</b>	<b>-</b>	<b>502,587</b>
<b>Other income:</b>			
Interest - other	58		58
Interest - investments	328,438		328,438
<b>Total other income</b>	<b>328,496</b>	<b>-</b>	<b>328,496</b>
<b>Net excess (deficiency) of revenues over expenses</b>	<b>831,083</b>	<b>-</b>	<b>831,083</b>
Association equity, beginning of year	21,243,468		21,243,468
Equity transfer - disaster fund loan proceeds			-
<b>Equity Transfers</b>	<b>364,543</b>		<b>364,543</b>
<b>Association equity, end of year</b>	<b>\$ 22,439,094</b>	<b>\$ -</b>	<b>\$ 22,439,094</b>

See Independent Auditor's Report on Supplementary Information.

<b>2019</b>		
<b>Reserve Fund</b>	<b>Disaster Recovery Fund</b>	<b>Total</b>
\$ 2,582,547		\$ 2,582,547
7,252	\$ 9,150	16,402
<u>2,589,799</u>	<u>9,150</u>	<u>2,598,949</u>
28,927		28,927
105,810		105,810
	2,430	2,430
<u>134,737</u>	<u>2,430</u>	<u>137,167</u>
<u>1,808,002</u>		<u>1,808,002</u>
<u>1,942,739</u>	<u>2,430</u>	<u>1,945,169</u>
<u>647,060</u>	<u>6,720</u>	<u>653,780</u>
73		73
321,542		321,542
<u>321,615</u>	-	<u>321,615</u>
968,675	6,720	975,395
20,216,679		20,216,679
6,720	(6,720)	-
<u>51,394</u>		<u>51,394</u>
<u>\$ 21,243,468</u>	<u>\$ -</u>	<u>\$ 21,243,468</u>

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF REVENUES AND EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - DISASTER RECOVERY FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019	
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual	
Disaster recovery revenues:					
Nuisance abatement	\$ -		\$ -	\$ -	\$ 9,150
Total disaster recovery revenues	\$ -	\$ -	\$ -	\$ -	\$ 9,150
Disaster recovery expenses:					
RV removal	\$ -		\$ -	\$ -	\$ 2,430
Total disaster recovery expenses	\$ -	\$ -	\$ -	\$ -	\$ 2,430

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF RESTRICTED EXPENSES COMPARED TO BUDGET**  
**THE WOODHAVEN ASSOCIATION - RESTRICTED FUND**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Administrative -				
Provision for bad debts	\$ 40,561	\$ 76,419	\$ 35,858	\$ 28,927
Maintenance:				
Computer facility upgrades	\$ 29,551	\$ 34,000	\$ 4,449	\$ 38,877
Recreation equipment			-	10,529
Public Safety equipment	8,425	9,900	1,475	6,812
Maintenance repairs and equipment	8,531	4,000	(4,531)	6,465
General Store equipment	4,346	4,600	254	
Facility maintenance and repairs	12,120	13,500	1,380	7,744
Pool and court repairs and equipment	3,941	4,200	259	3,503
Water and sewer systems	26,277	27,500	1,223	20,390
Consultants	10,548	59,800	49,252	11,490
Total maintenance	\$ 103,739	\$ 157,500	\$ 53,761	\$ 105,810
General expenses:				
Interest expense	\$ 210,763	\$ 221,500	\$ 10,737	\$ 244,160
Loss on Disposal of Assets			-	22,263
Depreciation and amortization	1,532,901		(1,532,901)	1,541,579
Total general expenses	\$ 1,743,664	\$ 221,500	\$ (1,522,164)	\$ 1,808,002

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**RECONCILIATION TO THE BUDGET**  
**WOODHAVEN ASSOCIATION**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Reconciliation of actual expenditures to budget:				
Operating expenses:				
Unrestricted	\$ 5,789,456	\$ 5,485,319	\$ (304,137)	\$ 5,428,609
Restricted	1,887,964	455,419	(1,432,545)	1,945,169
Total operating expenses	7,677,420	5,940,738	(1,736,682)	7,373,778
Capital expenditures	533,476	896,500	363,024	1,385,450
Total	\$ 8,210,896	\$ 6,837,238	\$ (1,373,658)	\$ 8,759,228
Analysis of budget variances:				
Operating expenses:				
Unrestricted:				
Administrative	\$ 848,447	\$ 954,392	\$ 105,945	\$ 831,464
Marketing	448,128	452,799	4,671	396,853
Recreation	581,028	625,019	43,991	587,801
Public safety	751,524	789,347	37,823	726,634
Maintenance	1,659,151	1,585,011	(74,140)	1,493,965
Water and sewer	278,683	284,363	5,680	278,920
General	1,222,495	1,247,187	24,692	1,112,972
	5,789,456	5,938,118	148,662	5,428,609
Restricted:				
Administrative	40,561	76,419	35,858	28,927
Maintenance	103,739	157,500	53,761	105,810
Disaster recovery	-	-	-	2,430
General	1,743,664	221,500	(1,522,164)	1,808,002
	1,887,964	455,419	(1,432,545)	1,945,169
Capital expenditures:				
Vehicles			-	152,412
Furniture/equipment	187,754	281,400	93,646	181,626
Water and sewer system assets	23,834	53,800	29,966	187,987
Grounds and land improvements	46,508	98,400	51,892	159,121
Buildings	140,513	253,000	112,487	618,165
Roads and lakes	127,986	200,500	72,514	86,139
Pools and courts	6,881	9,400	2,519	
	533,476	896,500	363,024	1,385,450
Total	\$ 8,210,896	\$ 7,290,037	\$ (920,859)	\$ 8,759,228

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**BALANCE SHEETS**  
**WOODY, INC.**

March 31, 2020 and 2019

<b>A S S E T S</b>	<b>2020</b>	<b>2019</b>
Cash on hand and in bank	\$ 499,476	\$ 494,365
Interest-bearing deposits in banks	77,681	\$ 76,231
Accounts receivable, net of allowance for uncollectible accounts of \$1,000 and \$1,000, respectively	73,342	63,436
Inventories	456,103	388,963
Other receivables	9,743	11,006
Prepaid expenses	42,459	18,417
Investment in stock	14,458	14,458
<b>Total assets</b>	<b>\$ 1,173,262</b>	<b>\$ 1,066,876</b>
<b>LIABILITIES</b>		
Trade accounts payable	\$ 31,627	\$ 23,864
Accounts payable to parent company	6,972	4,877
Other accrued expenses	47,502	39,345
<b>Total liabilities</b>	<b>86,101</b>	<b>68,086</b>
<b>STOCKHOLDER'S EQUITY</b>		
Common stock, no par value, 100 shares authorized, 100 shares issued	1,000	1,000
Additional paid-in capital	866,114	866,114
Retained earnings	220,047	131,676
<b>Total stockholder's equity</b>	<b>1,087,161</b>	<b>998,790</b>
<b>Total liabilities and stockholder's equity</b>	<b>\$ 1,173,262</b>	<b>\$ 1,066,876</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF INCOME AND RETAINED EARNINGS COMPARED TO BUDGET**  
**WOODY, INC.**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Sales	\$ 3,112,820	\$ 2,791,500	\$ 321,320	\$ 2,831,804
Less discounts to affiliate	40,276		(40,276)	46,204
	3,072,544	2,791,500	281,044	2,785,600
Cost of goods sold	2,018,430	1,882,365	(136,065)	1,880,983
	1,054,114	909,135	144,979	904,617
Gross profit				
Other operating revenue	25,280	30,500	(5,220)	22,238
Total revenue from operations	1,079,394	939,635	139,759	926,855
Operating expenses:				
General store & restaurant	410,642	405,548	(5,094)	385,680
Service center	470,360	460,585	(9,775)	434,189
Total operating expenses	881,002	866,133	(14,869)	819,869
Income from operations	198,392	73,502	124,890	106,986
Other income:				
Interest	4,824	4,300	524	5,275
Miscellaneous	172	500	(328)	456
Total other income	4,996	4,800	196	5,731
Income before incomes taxes	203,388	78,302	125,086	112,717
Provision for income tax expense	2,017	-	(2,017)	-
Net income	201,371	<u>\$ 78,302</u>	<u>\$ 127,103</u>	112,717
Retained earnings - beginning of year	<u>131,676</u>			<u>133,959</u>
Dividend to parent company	<u>(113,000)</u>			<u>(115,000)</u>
Retained earnings - end of year	<u>\$ 220,047</u>			<u>\$ 131,676</u>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF SALES AND COST OF GOODS SOLD**  
**WOODY, INC.**

For the years ended March 31, 2020 and 2019

		<b>2020</b>						
	<b>Net Sales</b>	<b>Beginning Inventory</b>	<b>Purchases</b>	<b>Products Available for Sale</b>	<b>Ending Inventory</b>	<b>Cost of Goods Sold</b>	<b>Gross Profit</b>	<b>Percent of Sales</b>
General Store	\$ 995,068	\$ 94,857	\$ 665,236	\$ 760,093	\$ 101,837	\$ 658,256	\$ 336,812	33.85%
Service Center	2,077,476	294,106	1,420,334	1,714,440	354,266	1,360,174	717,302	34.53%
Total	\$ 3,072,544	\$ 388,963	\$ 2,085,570	\$ 2,474,533	\$ 456,103	\$ 2,018,430	\$ 1,054,114	34.31%

		<b>2019</b>						
	<b>Net Sales</b>	<b>Beginning Inventory</b>	<b>Purchases</b>	<b>Products Available for Sale</b>	<b>Ending Inventory</b>	<b>Cost of Goods Sold</b>	<b>Gross Profit</b>	<b>Percent of Sales</b>
General Store	\$ 945,710	\$ 96,905	\$ 616,159	\$ 713,064	\$ 94,857	\$ 618,207	\$ 327,503	34.63%
Service Center	1,839,890	343,239	1,213,643	1,556,882	294,106	1,262,776	577,114	31.37%
Total	\$ 2,785,600	\$ 440,144	\$ 1,829,802	\$ 2,269,946	\$ 388,963	\$ 1,880,983	\$ 904,617	32.47%

See Independent Auditor's Report on Supplementary Information.



**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF OTHER OPERATING REVENUE AND**  
**OPERATING EXPENSES COMPARED TO BUDGET**  
**WOODY, INC. - GENERAL STORE AND RESTAURANT**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue:				
Bank lease revenue	\$ 20,000	\$ 20,000	\$ -	\$ 10,400
Concession stand and food vendor revenue	-	4,500	(4,500)	4,650
<b>Total other operating revenue</b>	<b>\$ 20,000</b>	<b>\$ 24,500</b>	<b>\$ (4,500)</b>	<b>\$ 15,050</b>
Operating expenses:				
Payroll	\$ 213,711	\$ 215,000	\$ 1,289	\$ 183,975
Payroll taxes	28,128	28,248	120	24,830
Professional fees - audit and other fees	4,390	4,450	60	4,018
Travel and gas	136	200	64	405
Equipment operations	20,073	18,000	(2,073)	26,646
Supplies	29,139	22,000	(7,139)	25,168
Uniforms		600	600	736
Meetings and conferences	395	400	5	311
Public relations	631	1,000	369	658
Miscellaneous	613	300	(313)	158
Credit card fees	18,418	14,000	(4,418)	18,882
License and taxes	3,311	2,900	(411)	3,275
Dues and subscriptions	525	250	(275)	236
Telephone and utilities	67,702	72,200	4,498	70,753
General liability and work compensation insurance	19,256	22,000	2,744	21,871
Pension plan	4,214	4,000	(214)	3,758
<b>Total operating expenses</b>	<b>\$ 410,642</b>	<b>\$ 405,548</b>	<b>\$ (5,094)</b>	<b>\$ 385,680</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF OTHER OPERATING REVENUE AND**  
**OPERATING EXPENSES COMPARED TO BUDGET**  
**WOODY, INC. - TRUE VALUE SERVICE CENTER**  
For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue:				
Dividends net of market value adjustment	\$ 5,280	\$ 6,000	\$ (720)	\$ 7,188
<b>Total other operating revenue</b>	<b>\$ 5,280</b>	<b>\$ 6,000</b>	<b>\$ (720)</b>	<b>\$ 7,188</b>
Operating expenses:				
Payroll	\$ 270,611	\$ 271,700	\$ 1,089	\$ 246,333
Payroll taxes	28,799	30,285	1,486	26,338
Professional fees - audit and other fees	4,390	4,450	60	4,018
Travel and gas		450	450	
Equipment and building maintenance	30,265	23,000	(7,265)	25,142
Supplies	6,876	4,200	(2,676)	3,060
Uniforms	905	1,000	95	752
Meetings and conferences	2,261	4,000	1,739	2,908
Public relations/advertising	3,530	5,300	1,770	3,051
Miscellaneous (benefit)	(191)	300	491	(21)
Collection expense		50	50	
Credit card fees	25,046	24,000	(1,046)	21,295
License and taxes	2,464	2,200	(264)	2,844
Dues and subscriptions	2,361	2,000	(361)	2,342
Bad debts	432	250	(182)	1,682
Shipping expense	3,809	3,200	(609)	3,365
Telephone and utilities	11,944	14,600	2,656	14,001
General liability and work compensation insurance	50,632	47,500	(3,132)	55,587
Pension plan	8,807	8,600	(207)	8,487
Real estate tax expense	17,419	13,500	(3,919)	13,005
<b>Total operating expenses</b>	<b>\$ 470,360</b>	<b>\$ 460,585</b>	<b>\$ (9,775)</b>	<b>\$ 434,189</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**BALANCE SHEETS**  
**WOODHAVEN LAKES REALTY, INC.**  
March 31, 2020 and 2019

<b>A S S E T S</b>	<b>2020</b>	<b>2019</b>
Cash on hand and in bank	\$ 187,051	\$ 147,527
Interest-bearing deposits in banks	57,490	56,449
Interest receivable	141	92
<b>Total assets</b>	<b>\$ 244,682</b>	<b>\$ 204,068</b>
<b>LIABILITIES</b>		
Trade accounts payable	\$ 278	\$ 3,874
Accounts payable to parent company	7,186	7,830
Other accrued expenses	62,548	21,367
<b>Total liabilities</b>	<b>70,012</b>	<b>33,071</b>
<b>STOCKHOLDER'S EQUITY</b>		
Common stock, no par value, 100,000 shares authorized, 1,000 shares issued	1,000	1,000
Additional paid in capital	74,986	74,986
Retained earnings	98,684	95,011
<b>Total stockholder's equity</b>	<b>174,670</b>	<b>170,997</b>
<b>Total liabilities and stockholder's equity</b>	<b>\$ 244,682</b>	<b>\$ 204,068</b>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF INCOME AND RETAINED EARNINGS COMPARED TO BUDGET**  
**WOODHAVEN LAKES REALTY, INC.**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Sales commissions	\$ 255,132	\$ 265,000	\$ (9,868)	\$ 225,132
Less commissions paid	151,388	153,950	2,562	122,573
Net sales commissions	103,744	111,050	(7,306)	102,559
Other operating revenue	32,614	43,000	(10,386)	28,920
Total revenue from operations	136,358	154,050	(17,692)	131,479
Operating expenses	111,145	116,115	4,970	108,377
Income from operations	25,213	37,935	(12,722)	23,102
Other income:				
Interest	1,449	1,000	449	1,212
Miscellaneous income		50	(50)	
Total other income	1,449	1,050	399	1,212
Income before incomes taxes	26,662	38,985	(12,323)	24,314
Provision for income tax expense	5,989	10,800	4,811	5,421
Net Income	20,673	<u>\$ 28,185</u>	<u>\$ (7,512)</u>	18,893
Retained earnings, beginning of the year	95,011			116,118
Dividend to parent company	<u>(17,000)</u>			<u>(40,000)</u>
Retained earnings, end of year	<u>\$ 98,684</u>			<u>\$ 95,011</u>

See Independent Auditor's Report on Supplementary Information.

**THE WOODHAVEN ASSOCIATION AND SUBSIDIARIES**  
**SCHEDULES OF OTHER OPERATING REVENUE AND**  
**OPERATING EXPENSES COMPARED TO BUDGET**  
**WOODHAVEN LAKES REALTY, INC.**

For the years ended March 31, 2020 and 2019

	2020			2019
	Actual	Unaudited Budget	Favorable (Unfavorable)	Actual
Other operating revenue:				
Document fees	\$ 32,614	\$ 43,000	\$ (10,386)	\$ 28,920
<b>Total other operating revenue</b>	<b>\$ 32,614</b>	<b>\$ 43,000</b>	<b>\$ (10,386)</b>	<b>\$ 28,920</b>
Operating expenses:				
Payroll	\$ 66,945	\$ 68,500	\$ 1,555	\$ 62,839
Payroll taxes	6,187	5,640	(547)	4,828
Professional fees	2,352	2,475	123	2,152
Travel and gas	263	500	237	297
Repairs	1,646	2,300	654	2,502
License fees and taxes	799	400	(399)	451
Supplies	4,033	4,800	767	3,838
Meetings and conferences	50	750	700	
Dues and publications	6,320	3,500	(2,820)	6,841
Postage	110	200	90	162
Advertising	6,759	8,250	1,491	7,542
Miscellaneous	1,520	700	(820)	2,281
Telephone and utilities	3,463	4,550	1,087	3,785
General liability and work compensation insurance	2,882	4,750	1,868	3,462
Pension plan	4,147	5,800	1,653	4,635
Real estate taxes	3,669	3,000	(669)	2,762
<b>Total operating expenses</b>	<b>\$ 111,145</b>	<b>\$ 116,115</b>	<b>\$ 4,970</b>	<b>\$ 108,377</b>

See Independent Auditor's Report on Supplementary Information.