2022 Financial Reports



OAXACAN BEACHFRONT LIVING

Financial Snapshot – Balance Sheet

of December 24, 2002	
as of December 31, 2022	
	To
ASSETS	December
	0450.0
Operating Account	\$159,83
Reserve account	461,92
Accounts receivable - Intercompany	26,7
Accounts receivable - Reserve Account	
Receivable - Vivo Owner Accounts	
Receivable - Owners	3,582,6
Receivable - CE Service Account Q1 Q2 Q3 Q4 2020	
Pool Supplies Inventory	46,7
Prepaid Expenses	
Total assets	4,277,9
iabilities and fund balance	
Current liabilities	
Accounts Payable -Vendors	397,3
Accounts Payable - Accrued	
A/P - Intercompany Costa Esmeralda SOW 2022	966,0
A/P - Intercompany Regime 1	
A/P - Intercompany Regime 3	
A/F - IIILEICUIIDAIIV NEUIIIE 3	
' '	
A/P -Other Related Parties	
A/P -Other Related Parties Payable Expenses Reserves	162.1
A/P -Other Related Parties	
A/P -Other Related Parties Payable Expenses Reserves Prepaid owners assessments Current liabilities	
A/P -Other Related Parties Payable Expenses Reserves Prepaid owners assessments Current liabilities Fund balance/Equity	1,525,4
A/P -Other Related Parties Payable Expenses Reserves Prepaid owners assessments Current liabilities Fund balance/Equity Prior years fund balance (cumulative)	1,525,4 3,522,9
A/P -Other Related Parties Payable Expenses Reserves Prepaid owners assessments Current liabilities Fund balance/Equity Prior years fund balance (cumulative) Current years fund balance	1,525,45 3,522,93 (770,48
A/P -Other Related Parties Payable Expenses Reserves Prepaid owners assessments Current liabilities Fund balance/Equity Prior years fund balance (cumulative)	162,1° 1,525,49 3,522,93 (770,48 2,752,49

Condo Fee Revenue

YTD Actuals	YTD Budget	Variance

Total Revenue	15,444,573	16,607,976	1,163,402
Other Income	659,001	0	-659,001
Developer Subsidy	0	0	0
Hospitality	237,256	237,257	1
Day Passes	81,750	0	-81,750
Villas	1,733,399	1,660,798	-72,601
Building N	0	1,898,054	1,898,054
Regime 3	4,033,488	4,033,366	-122
Regime 2	1,107,232	1,107,198	-34
Regime 1	7,592,448	7,671,303	78,855

Nautico budgeted to begin contributions which did not happen. This resulted in a shortfall to revenue.

CLUB PALMARITO ADMIPROFIT & LOSS REPORT 2022 (P&L)

Total Administration	2,020,666	2,089,569	68,903
Other expenses	20,272	0	-20,272
Stationary and Office Supplies	32,100	32,100	0
Technical Services	78,172	78,000	-172
Management Fee	1,235,850	1,235,850	0
Contract Services	0	10,000	10,000
Legal	0	10,000	10,000
Banking Fees	18,386	12,000	-6,386
Property Tax	0	50,000	50,000
Insurance	635,886	661,619	25,733
Administration			
	YTD Actuals	YTD Budget	Variance

Payroll and Benefits

Reception	2,196,385	2,196,385	0
Security and Safety	1,936,335	1,936,336	0
Lifeguards, Beach Services, Life Safety	1,412,451	1,412,451	0
Public/Exterior Common Areas - Custodial	650,655	650,655	0
Public/Common Areas - Maintenance	98,123	98,123	0
Fitness	479,761	479,761	0
Library and Interior Common Areas	95,403	95,403	0
Tennis & Sports Courts	153,392	153,392	0
BBQ Area with Bathrooms	115,719	115,719	0
Building Maintenance	392,491	392,491	0
Pool Maintenance	913,794	913,794	0
Landscaping	1,073,826	1,073,826	0
Total Payroll and Benefits	9,518,336	9,518,336	0

Operations Expenses

Reception	0	0	0
Security and Safety	4,884	19,425	14,541
Lifeguards and Beach Services	54,136	117,532	63,396
Public/Common Areas - Custodial	0	0	0
Public Common Area - Maintenance	0	0	0
Fitness	0	0	0
Library	0	0	0
Tennis & Sports Courts	0	0	0
BBQ Area with Bathrooms	0	0	0
Botanical Garden	0	0	0
Building Maintenance	249,609	350,000	100,391
Pool Maintenance	1,905,323	1,257,926	-647,397
Landscaping	32,046	66,498	34,453
Cleaning Supplies	153,573	333,395	179,823
Maintenance Supplies Other	0	0	0
Other Operation Expenses	0	0	0
Total Operations Expenses	2,399,569	2,144,776	- 254,793

Outside Services and Contracts

Elevator	27,841	27,841	0
Elevator Other Services	0	3,950	3,950
Exterior Paint Building - Minor	0	11,736	11,736
Fire extinguisher Maintenance	0	4,156	4,156
Fumigation	4,176	6,032	1,856
Roof Maintenance - Upkeep	0	0	0
Power Distribution Maintenance	0	7,373	7,373
IT / Technology	12,000	12,000	0
Signs Maintenance	4,408	10,000	5,592
Water Analysis	7,540	10,665	3,125
Civil Protection and Safety Training	3,492	50,000	46,508
Road Maintenance	97,620	108,976	11,356
Air Conditioning Services	0	0	0
Fitness Center	61,716	62,208	492
Other	0	0	0
Total Outside Services Expenses	218,792	314,938	96,145

	YTD Actuals	YTD Budget	Variance
Utility Services		·	
Trash Removal	0	0	0
Trash Removal	97,370	97,370	0
Propane	13,400	21,055	7,656
Electricy	590,094	650,000	59,906
Water Treatment	56,324	67,233	10,910
Waste Water Treatment	5,457	5,926	469
TV Cable (Sky)	4,715	9,414	4,699
Internet	27,178	34,800	7,622
Telecommunications	3,992	4,560	568
Other Utility Expenses	0	0	0
Total Utilities	798,529	890,358	91,829
Total Operating Expenses	14,955,892	14,957,976	2,084
Other			
Extraordinary Expenses	0	0	0
Prior year Adjustments	0	0	0
Other Expenses General	0	0	0
Total Other Expenses	-	-	-
Total Expenses	14,955,892	14,957,976	2,084

2022 Year End Equity

	Operations Equity	Capital Reserves	total
2019	4,419,553.12	-	4,419,553.12
2020	(3,705,154.01)	1,055,779.94	(2,649,374.07)
2021	859,682.87	893,073.90	1,752,756.78
2022	(1,161,318.47)	1,650,000.00	488,681.53
Expenses 2022		- 1,259,165.74	(1,259,165.74)
Total	412,763.51	2,339,688.10	2,752,451.62

Narrative for Variances

Administration

Insurance - Savings due to renegotiation of policy to recognize assets as mostly recreation rather than buildings

Property Tax – to be accrued.

Contract Services - Managed or reduced copier and other leases.

Management Fee - Per Scope of Work. This includes both Management of the Master and the Leadership Council. Approximate 9% fee is below industry standard of 15%

Other Expenses - Cost of chair rentals, AV and coffee stations for AGMs

Operations - Under budget in all areas but pool due to extreme rise in chlorine prices and occupancy

Cleaning Supplies – Inventories were discovered when moving housekeeping trailers so the stock was credited to the Association.

Utilities – Under budget – Based on actual consumption.

Financial
Snapshot –
Capital
Expenditures

Reserves	
Pump for irrigation (from warehouse)/50% final 10	
umbrellas for pool	78,609
2022 annual reserve study fee	25,026
Fiber, treadmill, ping pong table	154,401
Trash cans	16,622
10 pool umbrellas / 23 pool loungers / Shipping of	
loungers	438,807
Advance payment 50% manufacturing entry pen	21,054
Lounge chairs	160,172
Installation of BBQ roof protection	57,420
Supply and installation tennis court cage//Finish	
payment 50% manufacturing entry pen	307,055
Total Expenses	1,259,166

2023 Budget



OAXACAN BEACHFRONT LIVING

Budget & Assessment Overview

Club Palmarito Administracion VR, A.C. Budget Master Associations 2023	VIVO RESORTS OAXACAN BEACHFRONT LIVING		
	2023	2022	
Revenues	Total	Budget	var
Master Fee Revenue			
Regime 1	8,463,757	7,671,303	
Regime 2	1,221,573	1,107,198	
Regime 3	4,450,017	4,033,366	
Building N	1,832,360	1,898,054	
Villas	2,181,381	1,660,798	
Day Passes & Hospitality	261,766	-	
Special Assessments	-	237,257	
Equity Rollover	785,297	-	
Other Income	-	-	
Total Revenue	19,196,150	16,607,976	16%

When Nautico comes on there will be more contributors. Effective 10% increase in assessments

2023 Operations Budget

	2023 Total	2022 Budget	var
	Total	Duuget	vai
EXPENSES	7%		
Administration			
Insurance	685,356	661,619	4%
Property Tax	53,500	50,000	7%
Banking Fees	18,000	12,000	50%
Legal	10,000	10,000	0%
Contract Services	10,000	10,000	0%
Professional Services	-	-	0%
Management Fee	1,483,020	1,235,850	20%
Technical Services	80,430	78,000	3%
Stationary and Office Supplies	34,347	32,100	7%
Other expenses	-	-	0%
Total Payroll and Benefits	2,374,653	2,089,569	14%
Payroll and Benefits			
Reception & Administration	2,521,697	2,196,385	15%
Security and Safety	2,302,950	1,936,336	19%
Lifeguards, Beach Services, Life Safety	1,427,150	1,412,451	1%
Public/Exterior Common Areas - Custodial	770,578	650,655	18%
Public/Common Areas - Maintenance	108,543	98,123	11%
Fitness	652,681	479,761	36%
Library and Clubhouse Interior Common Areas	109,250	95,403	15%
Tennis & Sports Courts	176,411	153,392	15%
BBQ Area with Bathrooms	130,758	115,719	13%
Botanical Garden	-	-	0%
Building Maintenance	217,086	392,491	-45%
Pool Maintenance	1,155,345	913,794	26%
Landscaping	1,401,472	1,073,826	31%
Parking Maintenance	_	-	0%
Other Payroll		-	0%
Total Payroll and Benefits	10,973,918	9,518,336	15%

2023 Operations Budget

	2023	2022	
Revenues	Total	Budget	var
Operations Expenses			
Security and Safety	23,297	19,425	20%
Lifeguards and Beach Services	121,407	117,532	3%
Building Maintenance Supplies	374,500	350,000	7%
Pool Maintenance	1,991,103	1,257,926	58%
Landscaping	101,868	66,498	53%
Cleaning Supplies	356,733	333,395	7%
3 11	- 2,968,907	2,144,776	38%
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, , -	
Outside Services and Contracts			
Elevator	30,625	27,841	10%
Elevator Other Services	4,345	3,950	10%
Exterior Paint Building - Minor	12,558	11,736	7%
Fire extinguisher Maintenance	4,447	4,156	7%
Fumigation	-		7%
•	6,454	6,032	
Power Distribution Maintenance	7,889	7,373	7%
IT / Technology	12,840	12,000	7%
Signs Maintenance	25,000	10,000	150%
Water Analysis	11,412	10,665	7%
Civil Protection and Safety Training	53,500	50,000	7%
Road Maintenance	116,604	108,976	7%
Fitness Center	115,444	62,208	86%
Total Outside Services Expenses	401,119	314,938	27%
Utility Services			
Trash Removal	104,186	97,370	7%
Propane	13,975	21,055	-34%
Electricy	582,687	650,000	-10%
Water Treatment	71,940	67,233	7%
Waste Water Treatment	6,340	5,926	7%
TV Cable (Sky)	6,310	9,414	-33%
Internet	37,236	34,800	7%
Telecommunications	4,879	4,560	7%
Total Utility Expenses	827,553	890,358	-7%
TOTAL OPERATING EXPENSES	17,546,150	14,957,976	17%
	14,957,976	2,588,174	
Reserves			
Contributions to Reserves	1,650,000	1,650,000	
Contingency	, , , , , ,	82,000	
TOTAL EXPENSES	19,196,150	16,689,976	15%
PROFIT & LOSS	0	-82,000	-100%

Budget Comments

Administration (Front Office)

Insurance is based on the current reduced rate with a slight increase for inflation and currency exchange.

Management Fee is approximately 8% which is below market of 15%.

Payroll – See detail below.

Operating Expenses

Are only paid as consumed but anticipating greater occupancy with COVID basically over. The primary increase in in pool chemicals to have a higher level of cleanliness as well as an increase in product cost. Increase in landscaping is due to upgrading landscaping and cost of plants to the entrance and other areas.

Outside Vendors

Negotiated contracts to keep the same or with slight increase from prior year.

Fumigation – There will still be a reduced fee

Utilities

Utilities are based on actuals. Water consumption based on 2022 actuals.

Reserves

Based on third party Reserve Study and reviewed /updated annually. This is a funding plan and an estimate of the timing for replacement. Replacements and major repairs will only be made as needed. Every effort will be made to extend the useful life and to negotiate the best pricing, quality and most durable materials and components.

Payroll Summary

Department	2023	2022	Var
Administration	6.4	6.5	-0.1
Security and Safety	10	9	1.0
Lifeguards, Beach Services, Life Safety	6	6	0.0
Public/ExteriorCommon Areas - Custodial	3.50	3.4	0.1
Public/Common Areas - Maintenance	0.50	0.5	0.0
Fitness	3.14	1.33	1.8
Library and Interior Common Areas	0.49	0.49	0.0
Tennis & Sports Courts	0.81	0.81	0.0
BBQ Area with Bathrooms	0.56	0.56	0.0
Building Maintenance	1.00	2	-1.0
Pool Maintenance	5.00	4.5	0.5
Landscaping	6.2	5.2	1.0
Total	43.60	40.29	3.3

Reallocation of staff in line items.

Payroll Summary

- Reception and Administration Covers base staff for Owner needs. Additional staff is paid for by hospitality. 24/7 Coverage
- Security 3 employees, 24 hours/day. 9 minimum. Vacations & sick time covered by overtime. Added Supervisor 2023 – 10 employees
- Lifeguards- Staffing same as 2022
- Fitness Added payroll for Yoga and Water Aerobics
- Custodial & Maintenance Staffing the same.
- Landscaping Regimes only maintain 2 meters from the building. Master increased areas and upgraded the landscaping with more areas and plants to maintain.
- Some line items adjusted based on recording of time and motion and reclassification of line items.
- Government added 6 additional holidays for all line employees.
- Payroll was adjusted for inflation and in certain positions to be competitive in the marketplace in order to attract and retain staff.

Estimated Capital Expenditures

Five-Year Expenditure Report by Category

				1/1/2023	1/1/2024	1/1/2025	1/1/2026	1/1/2027	
Category		↓ ↑ Location	+ 1	Year 1	Year 2	Year 3	Year 4	Year 5	5 YR Total
AV System	Sound System - Bose	Recreation		-	104,273	-	-	_	104,273
AV System Total				-	104,273	-	-	-	104,273
Decking	Deck Sealer - Sun Reflective	Pool Deck		38,492	-	-	42,061	-	80,554
Decking Total				38,492	-	-	42,061	-	80,554
Electrical	Ceiling Fans	Yoga Room		-	27,111	-	-	-	27,111
	Ceiling Fans	Gym		-	-	83,771	-	-	83,771
	Landscape Lighting	Entrance Gate		-	8,133	-	-	-	8,133
	Light Fixtures	Library		-	6,256	-	-	-	6,256
	Lighting Fixtures	Pool Deck		-	-	-	-	36,459	36,459
	Solar Lighting	Exterior		460,594	-	-	503,304	-	963,898
	Solar Panels	Exterior		126,537	-	-	-	-	126,537
Electrical Total				587,131	41,501	83,771	503,304	36,459	1,252,166
Equipment	In Ground Basketball Pole & Hoop	Basketball Court		-	-	-	-	31,455	31,455
	Pickleball net systems	Pickleball Court		32,013	-	-	-	36,031	68,044
	Tennis net systems	Tennis Courts		40,239	-	-	-	45,289	85,528
	Trash Cans Dual	Recreation		-	583,927	-	-	638,073	1,222,000
	Trash Cans General	Recreation		35,835	-	38,019	39,158	-	113,013
Equipment Total				108,087	583,927	38,019	39,158	750,848	1,520,039
Exercise Equipment	Adjustable Crossover Cable - Open (Gym Gym		-	-	56,236	-	-	56,236
	Benches - utility, sit up & curl	Gym		-	-	-	-	9,379	9,379
	Leg Extension - Body Solid	Gym		-	-	40,867	-	-	40,867
	Rower - Concept 2	Gym		37,159	_	-	-	-	37,159
	Seated Row/Lat Pull Down - Body Sol	id Gym		-	-	85,731	-	-	85,731
	Sit Ups - Body Solid	Gym		-	_	46,894	-	-	46,894
	Smith Machine	Gym		-	-	82,895	-	-	82,895
	Spin Bike	Gym		25,307	_	-	-	28,484	53,791
	Strength Equipment	Gym		-	-	102,505	-	-	102,505
	Stretch Equipment, balls, etc.	Gym		-	_	32,220	-	-	32,220
	Treadmill - Proform	Gym		-	_	-	-	66,082	66,082
	Vertical Row - Open Gym	Gym		23,751	_	-	-	-	23,751
Exercise Equipment To	tal	<u>.</u>		86,218	-	447,347	-	103,945	637,510
Flooring	Flooring Allowance	Yoga Room		-	-	-	-	53,549	53,549
_	Rubber Flooring Allowance	Gym		-	_	-	-	43,295	43,295
Flooring Total	-			-	-	-	-	96,844	96,844
Furniture	Chairs and Table	Library		30,369	-	-	-	=	30,369
Furniture Total									

Estimated Capital Expenditures

Five-Year Expenditure Report by Category

			1/1/2023	1/1/2024	1/1/2025	1/1/2026	1/1/2027	
Category	,↑ Component -	↑ Location 🛶	Year 1	Year 2	Year 3	Year 4	Year 5	5 YR Total
HVAC	Air Conditioning Unit - Lenox 36KBTU	Library	75,922	-	-	-	-	75,922
	Air Conditioning Unit - Lenox 36KBTU	Yoga Room	_	34,410	_	-	_	34,410
HVAC Total			75,922	34,410	•	-	-	110,332
Landscape	Holiday Decorations	Exterior	50,016	-	-	-	-	50,016
	Landscaping - Plant Replacement	Exterior	60,019	-	-	65,585	-	125,604
	Landscaping - Trees	Exterior	-	41,213	-	-	-	41,213
	Retaining Walls Stucco Repair & Painting	0	-	25,758	-	-	-	25,758
	Trash Enclosure Repair & Maintenance	0	-	1,545	-	-	-	1,545
	Trash Enclosure Replacement	0	-	15,455	-	-	-	15,455
Landscape Total			110,036	83,970	-	65,585	-	259,591
Ligthing	Waterfall	Foundation Garden	_	11,261	_	_	_	11,261
Ligthing Total			-	11,261	-	-	-	11,261
Mirrors	Mirror Allowance	Gym	-	-	-	-	43,751	43,751
Mirrors Total			-	-	-	-	43,751	43,751
Outdoor Furniture	Lounge Chairs	Foundation Garden	28,344	-	-	-	-	28,344
Outdoor Furniture Total			28,344	-	-	-	-	28,344
Outside Furniture	Beach chaise	Beach	37,329	99,965	-	-	-	137,294
	Chairs, & Chaise Phase 1	Pool Deck	-	234,614	-	248,902	-	483,515
	Chairs, & Chaise Phase 2	Pool Deck	-	187,691	-	-	205,095	392,786
	Picnic Tables, & Umbrellas	Recreation	151,844	-	-	-	-	151,844
	Tables Phase 1	Pool Deck	32,393	-	-	-	-	32,393
	Tables Phase 2	Pool Deck	-	33,367	-	-	-	33,367
	Umbrellas	Pool Deck	200,516	-	-	-	-	200,516
	Umbrellas Phase 1	Pool Deck	-	-	118,139	-	-	118,139
	Umbrellas Phase 2	Pool Deck	-	114,700	-	-	-	114,700
Outside Furniture Total			422,082	670,337	118,139	248,902	205,095	1,664,554
Paint	Building	Clubhouse	25,307	-	-	-	-	25,307
	Painting Allowance	Gym	-	-	-	-	22,787	22,787
	Painting Allowance	Ladies Locker Room	-	12,513	-	-	-	12,513
	Painting Allowance	Library	-	-	12,888	-	-	12,888
	Painting Allowance	Mens Locker Room		12,513	-	-	-	12,513
Paint Total			25,307	25,025	12,888	-	22,787	86,008

Estimated Capital Expenditures

	Five	Year Expenditure Report b	<u>y</u> Category					_
			1/1/2023	1/1/2024	1/1/2025	1/1/2026	1/1/2027	
Category	 Component	Location	Year 1	Year 2	Year 3	Year 4	Year 5	5 YR Total
HVAC	Air Conditioning Unit - Lenox 36KBTU	Library	75,922	=	-	-	-	75,922
	Air Conditioning Unit - Lenox 36KBTU	Yoga Room	=	34,410	=	-	-	34,410
HVAC Total			75,922	34,410	-	-	-	110,332
Landscape	Holiday Decorations	Exterior	50,016	-	-	-	-	50,016
	Landscaping - Plant Replacement	Exterior	60,019	-	-	65,585	-	125,604
Pool Equipment	Air Jet	Pool Deck	_	-	-	-	32,172	32,172
	infinity Pump	Pool Deck	-	-	24,951	-	17,712	42,662
	Pool Slide	Pool Deck	_	-	-	-	62,664	62,664
	Recirculating Pump	Pool Deck	60,738	_	74,853	-	-	135,590
Pool Equipment Total	<u> </u>		60,738	-	99,804	-	112,548	273,089
Pool Furnitue	Lounge Chair Fabric	Pool Deck	30,369	31,280	32,218	33,185	34,180	161,232
Pool Furnitue Total			30,369	31,280	32,218	33,185	34,180	161,232
Pump	1/6HP in waterfall	Foundation Garden	-	6,256		6,637	-	12,894
Pump Total			-	6,256	-	6,637	-	12,894
Resurfacing	Pickleball Courts - Resurfacing	Pickleball Court	-	-	_	-	135,427	135,427
	Tennis Courts - Resurfacing	Tennis Courts	_	_	_	_	340,984	340,984
Resurfacing Total			-	-	-	-	476,411	476,411
Signage	Information signs	Various	10,123	-	10,739	-	11,393	32,256
Signage Total	<u> </u>		10,123	-	10,739	-	11,393	32,256
Structural	Guard Shack & Palapa	Entrance Gate	67,824	_	-	_	-	67,824
	Lifeguard Station	Beach	48,590	_	_	_	_	48,590
	Palapas	Beach	-	225,229	_	_	_	225,229
	Pergola - Roof	Recreation	_	_	_	_	68,361	68,361
Structural Total			116,414	225,229	-	-	68,361	410,004
Tile	Ceramic Tile Allowance	Pool Deck	182,331	-	_	185,878	205,215	573,424
Tile Total			182,331	-	-	185,878	205,215	573,424
TV	TV	Gym		13,555	_	· -	_	13,555
	TV	Yoga Room	13,160	-	_	_	14,812	27,971
TV Total		- 0	13,160	13,555	-	-	14,812	41,527
Wall Treatment	Mirror Allowance	Yoga Room	-	-	_	_	9,571	9,571
Wall Treatment Total			-	-	-	_	9,571	9,571
Window Treatment	Shades	Library		_	_	_	50,131	50,131
	Shades	Yoga Room	_	_	_	_	78,615	78,615
Window Treatment To		1094 100111		_			128,746	128,746
Grand Total	· MI		1,925,123	1,831,026	842,925	1,124,710	2,320,966	8,044,750
Cidila Iolai			1,723,123	1,001,020	U72,72J	1,127,710	2,020,700	0,077,730