OUTDOOR RESORT

69411 Ramon Rd ~ Cathedral City, CA 92234 ~ 760-328-3834 (p) ~760-328-7852 (f)

October 11, 2018

Dear Owners,

As many of you know our fiscal year ends on June 30th and per the California Civil Code a copy of the Audited Financials must be sent to the members within 120 days of the end of the fiscal year. The audit was reviewed by the Board of Directors at the September Board meeting and the CFO from the Board met with the auditor during the audit process as well.

I hope you all have enjoyed your summer and if you have not yet returned to the Resort, we look forward to seeing you soon!

Respectfully,

Clint Atherton General Manager

Financial Statements

OUTDOOR RESORTS/PALM SPRINGS OWNERS ASSOCIATION

JUNE 30, 2018 AND 2017



MICHAEL J. BRABO, CPA WAYNE E. CARLSEN, CPA

Member of the Private Companies Practice Section of the American Institute of Certified Public Accountants

INDEPENDENT AUDITORS' REPORT

Board of Directors and Members Outdoor Resorts/Palm Springs Owners Association Cathedral City, California

Report on the Financial Statements

We have audited the accompanying financial statements of Outdoor Resorts/Palm Springs Owners Association, which comprise the balance sheets as of June 30, 2018 and 2017, and the related statements of revenues, expenses, and changes in fund balances, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of 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 financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Board of Directors and Members Outdoor Resorts/Palm Springs Owners Association Cathedral City, California

(Continued)

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Outdoor Resorts/Palm Springs Association as of June 30, 2018 and 2017, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Disclaimer of Opinion on Required Supplementary Information

Accounting principles generally accepted in the United States of America require that information on future major repairs and replacements on page 12 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Financial Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic 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 of America, 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 basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do 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.

Brabo & Carlun, LLP

August 13, 2018 Palm Springs, California

BALANCE SHEETS

JUNE 30, 2018 AND 2017

ASSETS

	0	perating	Re	placement	Capital	тот	ALS
		Fund		Fund	Fund	2018	2017
ASSETS							
Cash	\$	800,710	\$	343,943	\$13,234	\$1,157,887	\$2,139,177
Certificates of deposit		682,004		419,622	-	1,101,626	414,064
Investments		-	2	2,000,799	-	2,000,799	1,069,493
Assessments receivable, less allowance of \$0							
in 2018 and 2017 for uncollectible accounts		7,645		-	-	7,645	15,684
Other receivables		-		-	-	-	37,596
Inventories		4,922		-	-	4,922	4,973
Prepaid expenses		1,302		221,867	52,669	275,838	84,590
Intercompany receivable(payable)		118,136		(75,467)	(42,669)	-	-
Other assets		6,667		-	-	6,667	6,668
Investment in foreclosed lot		-		-	-	-	28,000
Property and equipment, net of accumulated depreciation of \$1,474,329 in 2018							
and \$1,416,021 in 2017		288,609		-		288,609	207,177
	\$1	,909,995	\$2	2,910,764	\$23,234	\$4,843,993	\$4,007,422

LIABILITIES AND FUND BALANCES

LIABILITIES					
Accounts payable and accrued expenses	\$ 101,547	\$-	\$-	\$ 101,547	\$ 29,435
Prepaid assessments	214,960	-	-	214,960	225,448
Accrued wages and salaries payable	45,938	-	-	45,938	41,462
Capital lease payable	2,359	-	-	2,359	7,514
Deposits and other liabilities	50,091			50,091	22,495
	414,895			414,895	326,354
FUND BALANCES					
Operating fund	1,206,491	-	-	1,206,491	842,583
Property and equipment fund	288,609	-	-	288,609	207,177
Replacement fund	-	2,949,201	-	2,949,201	2,586,793
Capital fund	-	-	23,234	23,234	44,515
Accumulated other comprehensive income	-	(38,437)	-	(38,437)	-
	1,495,100	2,910,764	23,234	4,429,098	3,681,068
	\$1,909,995	\$2,910,764	\$23,234	\$4,843,993	\$4,007,422

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND BALANCES

FOR THE YEAR ENDED JUNE 30, 2018

	Operating Fund	Replacement Fund	Capital Fund	Totals
REVENUES				10(013
Member assessments	\$4,235,796	\$1,295,484	\$-	\$5,531,280
Interest income	7,012	15,136	19	22,167
Front office revenue	344,895	-	-	344,895
Late fees and miscellaneous	77,048	-	-	77,048
Rental income	59,628	-	-	59,628
Golf	14,093	-	-	14,093
Convenience store	1,871	-	-	1,871
Laundry	99,816	-	-	99,816
Activities	111,722	-	-	111,722
Bar	58,355	-	-	58,355
Other	7,904	17,000	-	24,904
	5,018,140	1,327,620	19	6,345,779
EXPENSES				
Administration	787,959	-	-	787,959
Front office expense	127,080	-	-	127,080
Security	392,532	-	-	392,532
Mailroom	35,086	-	-	35,086
Activities	229,798	-	-	229,798
Bar	38,290	-	-	38,290
Oracle expenses	99	-	-	99
Convenience store	308	-	-	308
Restaurant Golf	3,165	-	-	3,165
Facilities	31,363	-	-	31,363
Grounds	218,734 1,370,775	-	-	218,734 1,370,775
Maintenance	581,131	-	-	581,131
Vehicles	64,240	-	-	64,240
Laundry	3,159	_	_	3,159
Utilities	770,511	-	-	770,511
Income taxes		4,955	-	4,955
Replacement fund expenditures	-	823,086	21,300	844,386
	4,654,230	828,041	21,300	5,503,571
Excess (deficiency) of revenues over expenses	, , , ,			
before depreciation	363,910	499,579	(21,281)	842,208
Depreciation expense	53,407			53,407
Excess (deficiency) of revenues over expenses	310,503	499,579	(21,281)	788,801
OTHER COMPREHENSIVE INCOME Net unrealized losses on investments	_	(40,771)		(40,771)
TOTAL COMPREHENSIVE INCOME	\$ 310,503	\$ 458,808	\$ (21,281)	\$ 748,030
FUND BALANCES, beginning of the year	\$1,049,760	\$2,586,793	\$ 44,515	\$3,681,068
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COMPREHENSIVE INCOME				
Excess (deficiency) of revenues over expenses	310,503	499,579	(21,281)	788,801
Net unrealized losses on investments		(40,771)	-	(40,771)
TOTAL COMPREHENSIVE INCOME	310,503	458,808	(21,281)	748,030
Inter-fund transfers	134,837	(134,837)		
FUND BALANCES, end of the year	\$1,495,100	\$2,910,764	\$ 23,234	\$4,429,098

STATEMENT OF REVENUES, EXPENSES AND CHANGES IN FUND BALANCES

FOR THE YEAR ENDED JUNE 30, 2017

	Operating Fund	Replacement Fund	Capital Fund	Totals
REVENUES			•	ME 440 044
Member assessments	\$4,192,128	\$1,251,816	\$-	\$5,443,944
Interest income	30	29,350	22	29,402
Front office revenue	340,660	-	-	340,660
Late fees and miscellaneous	66,036	-	-	66,036
Rental income	57,451	-	-	57,451
Golf	18,701	-	-	18,701
Convenience store	280	-	-	280
Laundry	88,268	-	-	88,268
Activities	120,374	-	-	120,374
Bar	66,186	-	-	66,186
Other	5,118			5,118
	4,955,232	1,281,166	22	6,236,420
EXPENSES				
Administration	790,524	-	-	790,524
Front office expense	130,034	-	-	130,034
Security	380,771	-	-	380,771
Mailroom	33,834	-	-	33,834
Activities	227,017	-	-	227,017
Bar	40,003	-	-	40,003
Oracle expenses	234	-	-	234
Convenience store	5,906	-	-	5,906
Restaurant	4,921	-	~	4,921
Golf	30,022	-	-	30,022
Facilities	224,649	-	-	224,649
Grounds	1,303,865	-	-	1,303,865
Maintenance	562,395	-	-	562,395
Vehicles	67,923	-	-	67,923
Laundry	3,621	-	-	3,621
Utilities	793,822	-	-	793,822
Income taxes	-	6,855	-	6,855
Replacement fund expenditures	-	685,377	-	685,377
	4,599,541	692,232	-	5,291,773
Excess of revenues over expenses				
before depreciation	355,691	588,934	22	944,647
Depreciation expense	57,575		-	57,575
Excess of revenues over expenses	\$ 298,116	\$ 588,934	\$ 22	\$ 887,072
FUND BALANCES, beginning of the year	\$ 716,625	\$2,032,878	\$ 44,493	\$2,793,996
Excess (deficiency) of revenues over expenses	298,116	588,934	22	887,072
Inter-fund transfers	35,019	(35,019)	-	-
FUND BALANCES, end of the year	\$1,049,760	\$2,586,793	\$ 44,515	\$3,681,068

STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	Operating	Replacement	Capital	тот	ALS
	Fund	Fund	Fund	2018	2017
NET CASH FLOW FROM OPERATING ACTIVITIES	¢ 040 500	¢ 450.000	¢ (04 004)	\$ 748,030	\$ 887,072
Excess (deficiency) of revenues over expenses	\$ 310,503	\$ 458,808	\$ (21,281)	\$ 748,030	φ 001,012
Adjustments to reconcile net revenues					
over expenses to net cash flow from					
operating activities: Depreciation	53,407	_	-	53,407	57,575
Unrealized loss on investments		40,771	_	40,771	-
Unrealized loss on foreclosed lot	-	-	-	-	18,167
(Increase) Decrease in:					- 1
Assessments receivable	8,039		-	8,039	(4,818)
Other receivables	11,515	26,081	-	37,596	(14,981)
Inventories	51	-	-	51	9,984
Prepaid expenses	30,436	(169,019)	(52,669)	(191,252)	(54,009)
Inter-fund receivable/payable	(68,843)	26,174	42,669	-	-
Other assets	-	-	-	-	500
Increase (Decrease) in:					
Accounts payable and accrued expenses	75,101	(2,989)	-	72,112	(58,545)
Prepaid assessments	(10,488)	-	-	(10,488)	16,525
Accrued wages and salaries payable	4,476		-	4,476	(8,320)
Deposits and other liabilities	27,599		-	27,599	(9,477)
Net cash provided (used) by operating activities	441,796	379,826	(31,281)	790,341	839,673
CASH FLOWS FROM INVESTING ACTIVITIES					
(Purchase) sale of certificates of deposit	(682,004)	(5,558)	-	(687,562)	(8,767)
Investment/sale in foreclosed lot	28,000	(0,000)	-	28,000	(7,460)
Purchase of invesments		(972,077)	-	(972,077)	(381,417)
(Purchase) sale of property and equipment	(134,837)	-	-	(134,837)	(35,019)
Net cash (used) by investing activities	(788,841)	(977,635)		(1,766,476)	(432,663)
CASH FLOWS FROM FINANCING ACTIVITIES					
Payments on capital lease payable	(5,155)	-	-	(5,155)	(4,510)
Inter-fund transfers- property and equipment	134,837	(134,837)	-		-
Net cash provided (used) by financing activities	129,682	(134,837)		(5,155)	(4,510)
Net increase (decrease) in cash	(217,363)	(732,646)	(31,281)	(981,290)	402,500
CASH, beginning of the year	1,018,073	1,076,589	44,515	2,139,177	1,736,677
CASH, end of the year	\$ 800,710	\$ 343,943	\$ 13,234	\$1,157,887	\$2,139,177
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION Cash paid during the year for: Income taxes				\$ 8,693	<u>\$ </u>
Interest				\$ 699	\$ 1,343

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

The Outdoor Resorts/Palm Springs Owners Association was organized as a not-for-profit corporation for purposes of maintaining and preserving common property within the development. The development consists of 1,213 recreational vehicle lots located in Cathedral City, California. The Association began its operations in October 1984.

Accounting Method

The Association's governing documents provide certain guidelines for governing its financial activities. To ensure observance of limitations and restrictions on the use of financial resources, the Association maintains its accounts using fund accounting. Financial resources are classified for accounting and reporting purposes in the following funds established according to their nature and purpose:

<u>Operating Fund</u> - This fund is used to account for financial resources available for the general operations of the Association.

<u>Replacement Fund</u> - This fund is used to accumulate financial resources designated for future major repairs and replacements.

<u>Capital Fund</u> - This fund is used to accumulate financial resources designated for the purchase of capital improvements and development of the fitness center.

Cash Equivalents

The Association considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Property and Equipment

Personal property and equipment acquired by the Association are recorded at cost and are depreciated over their estimated useful lives using the straight-line method of depreciation. Real property and common areas acquired from the developer and related improvements to such property are not capitalized in the Association's financial statements. Expenditures for major repairs and replacements are accounted for as replacement fund expenditures for purposes of financial reporting.

Inventory

Inventory consists of the bar inventory stated at the lower of cost or market.

Investments

Investments consist of United States Government obligations, corporate bonds, mutual funds and common stocks and are considered to be available for sale and stated at market value.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Member Assessments

Association members are subject to monthly assessments to provide funds for the Association's operating expenses, future capital acquisitions, and major repairs and replacements. Assessments receivable at the balance sheet date represent fees due from unit owners. The Association retains legal counsel and places liens on the properties of homeowners whose assessments are delinquent, pursuant to its stated policy. The Association uses the allowance method for estimating uncollectible assessments.

Income Taxes

Homeowners' associations may elect to be taxed as regular corporations or as homeowners' associations. The Association elected to be taxed as a regular corporation for the years ended June 30, 2018 and 2017. Under the elections, the Association is taxed on non-membership income, at regular federal and state corporate tax rates.

The Association's policy is to record income tax related interest and penalties in operating expenses. For the years ended June 30, 2018 and 2017, there was no interest or penalties expense recorded and no accrued interest or penalties. Management has considered its tax positions and believes that all of the positions taken by the Association on its Federal and State tax returns are more likely than not to be sustained upon examination. The Association's Forms 1120, US Corporation Tax Return are subject to examination by the IRS, generally for three years after they are filed. The Association's Forms 100, Corporation Franchise or Income Tax Return and Forms 199, California Exempt Organization Annual Information Return, are subject to examination by the Franchise Tax Board, generally for four years after they are filed.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Fair Value of Financial Instruments

The Association's investments are measured using generally accepted accounting principles, which, among other things, establish a hierarchal framework for disclosure of and measurement of investments at fair value defined as Level 1, 2, and 3 inputs. These inputs are based on a number of factors, including the type of investment and the characteristics specific to the investment. The Association's investments are all considered to be Level 1 inputs as they are based on quoted market prices.

Subsequent Events

Subsequent events have been evaluated through August 13, 2018, which is the date the financial statements were available to be issued.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017

NOTE 1: OWNERS' ASSESSMENTS

Monthly assessments to owners were \$380 for the year ended June 30, 2018 and \$374 for the year ended June 30, 2017. Of those amounts, \$89 in 2018 and \$86 in 2017 were designated to the replacement fund, and \$0 in 2018 and 2017 was designated to the capital improvement fund.

The annual budget and owner's assessments are determined by the Board of Directors. The Association retains excess operating funds at the end of the operating year, if any, for use in future operating periods.

NOTE 2: COMMON AREA PROPERTY

On June 30, 2018 and 2017 the Association held title to common real property consisting of 137 acres of land, roads, clubhouses, golf course, tennis courts, maintenance building, pools, spas, and lakes. The Association is responsible for preserving and maintaining the properties and may not dispose of them. In conformity with industry practice, the Association's common property is not recognized as assets.

NOTE 3: PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30, 2018 and 2017:

	2018	2017
La Palma equipment and fixtures	\$ 190,884	\$ 190,884
El Saguaro equipment and fixtures	156,389	156,389
Pool, tennis and golf course equipment	131,690	131,690
Café improvements	140,372	140,372
Security improvements	97,766	97,766
Vehicles and golf carts	565,080	498,515
Other equipment and fixtures	480,757	465,157
	1,782,938	1,680,773
Less: Accumulated depreciation	(1,474,329)	(1,473,596)
	<u>\$288,609</u>	<u>\$ 207,177</u>

NOTE 4: INVESTMENTS

The Association's investments are stated at market value at June 30, 2018 based on quoted market prices and are considered to be available for sale. The investments consisted of the following at June 30, 2018 and 2017:

	Market		Cost	Unrealized	
	Value		Basis	Gain(Loss)	
Government securities	\$ 360,9	58 \$	364,951	\$ (3,993)	
Corporate bonds	693,5	41	696,721	(3,180)	
Mutual funds	675,6	44	692,559	(16,915)	
Common stocks	270,6	56	285,005	(14,349)	
	\$2,000,7	99 \$2	2,039,236	\$ (38,437)	

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017

NOTE4: INVESTMENTS-Continued

	<u>June 30, 2017</u>					
	Market	Unrealized				
	Value	Basis	<u>Gain(Loss)</u>			
Government securities	\$ 362,531	\$ 364,974	\$ (2,443)			
Corporate bonds	704,628	704,519	(109)			
	<u>\$1,067,159</u>	<u>\$1,069,493</u>	<u>\$ (2,334)</u>			

. Investments at June 30, 2017 are classified as held to maturity and are reported at cost.

NOTE 5: 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 Board of Directors engaged an outside consultant to conduct a study in March 2018 to estimate the remaining useful lives and the replacement costs of the components of common property. The study is based on current estimated replacement costs. Funding requirements consider an annual inflation rate of 3.0 percent and interest of 1.0 percent, before taxes, on amounts funded for future major repairs and replacements. The table included on page 12 in the unaudited supplementary information on future major repairs and replacements is based on the study.

The Board is funding for major repairs and replacements over the remaining useful lives of the components based on the study's estimates of current replacement costs and considering amounts previously accumulated in the replacement fund. Accordingly, the funding requirement of \$89 per unit per month has been included in the 2018/2019 budget. Because actual expenditures may vary from the 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 to increase regular assessments, pass special assessments, or delay major repairs and replacements until funds are available.

NOTE 6: CAPITAL LEASE PAYABLE

The Association entered into a capital lease in November 2013 for the purchase of a new phone system expiring in November 2018. The asset and liability under this capital lease is recorded at the fair value of the asset. The asset is being depreciated over the estimated useful life. Depreciation of the asset under the capital lease is included in depreciation expense for 2018 and 2017.

The following is a summary of property held under the capital lease at June 30, 2018:

Office equipment	\$ 21,237
Less: accumulated depreciation	(19,822)
	\$ 1,415

Minimum future lease payments under the capital lease as of June 30, 2018 are as follows:

2019	\$ 2,439
Less: Amount representing interest	(80)
Present value of net minimum lease payments	\$ 2,359

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018 AND 2017

NOTE 7: PROFIT SHARING PLAN

The Association maintains a qualified 401(k) plan. The Association's funding policy is to match 100% of the employee's pre-tax contribution up to 6% of the employee's salary. The Association's contributions to this plan for the years ended June 30, 2018 and 2017 were \$37,548 and \$33,830, respectively.

NOTE 8: INTER-FUND TRANSFERS

Inter-fund transfers consist of \$134,837 of property and equipment purchased by the replacement fund and capitalized in the operating fund for the year ended June 30, 2018 and \$35,019 of property and equipment purchased by the replacement fund and capitalized in the operating fund for the year ended June 30, 2017.

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2018

(UNAUDITED)

The Board of Directors engaged an outside consultant to conduct a study in March 2018, to estimate the remaining useful lives and the replacement costs of the components of common property. The study is based on current estimated replacement costs. Funding requirements consider an annual inflation rate of 3.0 percent and interest of 1.0 percent, before taxes, on amounts funded for future major repairs and replacements.

The following table is based on the study and presents significant information about the components of common property:

Components	Estimated Remaining Useful Lives	Estimated Current Replacement Costs	2018/2019 Funding <u>Requirement</u>
Administration	0 - 17	\$ 136,693	\$ 22,844
A – other	0 - 50	239,072	110,408
El Saguaro clubhouse	0 - 29	1,619,547	252,219
La Palma clubhouse	0 - 28	1,620,564	228,664
Golf course	0 - 24	2,176,123	163,319
Golf shack	1 - 7	9,013	1,644
Laundry	1 - 16	77,360	10,090
Maintenance equipment	0 - 11	393,062	56,248
Vehicles	1 - 4	232,990	35,931
Sat #1 (A)	0 - 20	204,223	24,657
Sat #2 (B)	0 - 20	196,882	26,619
Sat #3 (C)	0 - 16	194,859	26,159
Sat #5 (D)	0 - 20	197,493	27,186
Sat #6 (E)	0 - 20	199,988	22,997
Sat #7 (F)	0 - 22	211,549	26,202
Sat – all	0 - 9	53,260	3,379
Guard shack	1 - 23	67,217	7,875
Streets	1 - 28	2,345,067	248,788
Taxes	-	<u> </u>	255
		<u>\$10,174,962</u>	<u>\$1,295,484</u>
Penlacement Fund Balance - June 30, 2018			\$2 010 764

Replacement Fund Balance – June 30, 2018

<u>\$2,910,764</u>

The Association's percentage of funding at June 30, 2018, which is based on the ending replacement fund balance divided by the reserve components' fully funded amount, is 54.20%. The Association would be 100% funded if there were \$5,370,202 in the replacement fund.