



Variance Analysis for three months ending March 31, 2018

Total Revenues: Actual revenues for March of \$11,094,949 are in line with the \$11,058,772 budgeted.

2018 Assessments of \$9,904,024 are in line with budget.

Contributions to Reserve for March are \$147,050 or \$72,050 ahead of the \$75,000 budgeted for the month. Contributions to Reserve for the first quarter of 2018 total \$320,950 or \$95,950 ahead of the \$225,000 budgeted.

- The Contribution to Reserve estimate for April of 2018 is \$80,000.
- For the first quarter of 2017, Contributions to Reserve totaled \$316,313.

Commercial Access Fees through March 31, 2018 total \$613,901 and are 8.34% below the \$669,750 budgeted. For comparison, commercial access fees for the first quarter of 2017 totaled \$702,310. Current thinking is that a change in the renewal pattern resulted in the unfavorable budget variance.

In past years, all commercial passes expired in March and the majority of renewals occurred in March. Pro-rated pass fees were charged for passes purchased later in the year.

In 2017 the decision was made to change the practice so that going forward all passes are in effect for a 12 month period. While pass revenue is light for the first quarter of 2018, island construction activity remains high. At this point, the expectation is that renewals will continue to occur through the year and pass revenue will achieve the level budgeted by the end of 2018.

Total Expenses for the first quarter of the year are \$3,922,007 versus a budget of \$4,251,865 for a favorable variance of \$329,858 or 7.76%. Total expenses were favorably impacted by the receipt of \$188,128 from an insurance claim related to Tropical Storm Irma.

Payroll and benefits expenses of \$1,547,120 finished March in line with the \$1,592,472 budgeted.

Repairs and Maintenance -

- Building Repairs and Maintenance expenses through March 31 are \$87,862 which is \$28,143 under the budgeted amount of \$116,004. The variance resulted from timing delays and reduced routine maintenance associated with the Sandcastle.



Variance Analysis
For month ended March 31, 2018

- Common Area Repairs and Maintenance through March 31 totaled \$136,850 and are \$28,658 below the \$165,508 budgeted largely due to the timing of chemicals purchases and repairs related to roads, signage, and leisure trails.

Operating/Administrative expenses of \$544,962 through March 31 are \$221,600 below the budget of \$766,563. Delays in technology purchases account for \$97,374 of that variance; lower than expected utilities account for \$37,708 of the difference; the timing of professional fees and cost savings in insurance unrelated to the Irma claim represent \$41,117 of the favorable variance.

Landscape Capital Projects and Major Repairs and Replacements – Landscape Capital Improvement expenses for the first three months of the year are \$31,551 which is \$56,488 under the budgeted amount. The variance is the result of timing issues rather than permanent project changes or cancellations.

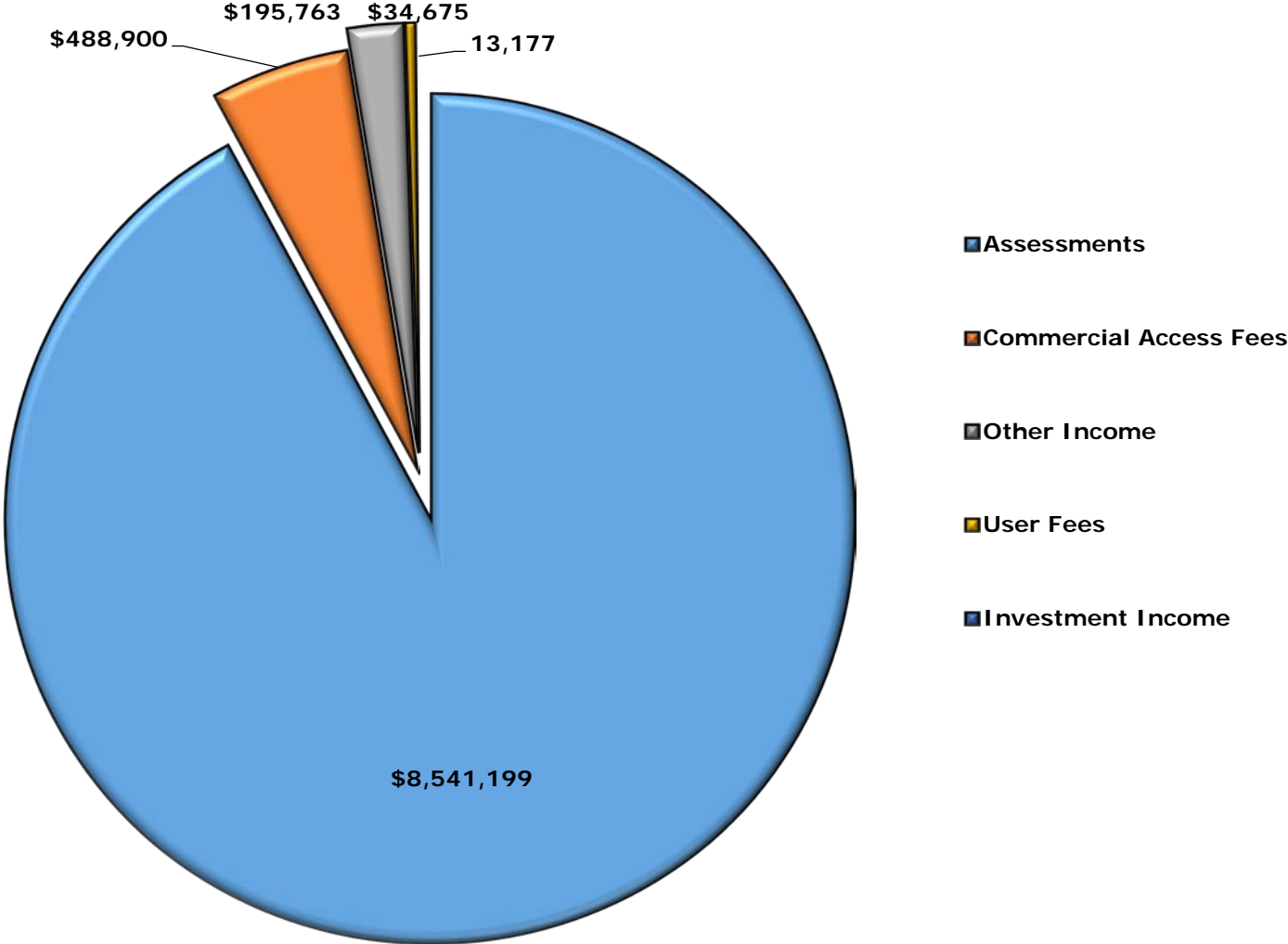
Major Repairs and Replacements ended March totaling \$1,554,165 or \$217,225 over the budget of \$1,336,940. The expense total includes \$1,092,423 related to the Sandcastle renovation. The 2018 budget allows for \$614,832 of major repairs related to the Sandcastle; the remainder of the renovation project was approved outside of the annual budget process. Renovation costs above the amount budgeted will continue to negatively impact the Major Repairs and Replacements budget to actual comparison through 2018.

The budget to actual comparison was favorably impacted by delays in the Terrapin Island Bridge repair project. Materials for the project are on order and are not expected to be available for another four to six weeks. The project was budgeted to be under way at this point in the year.

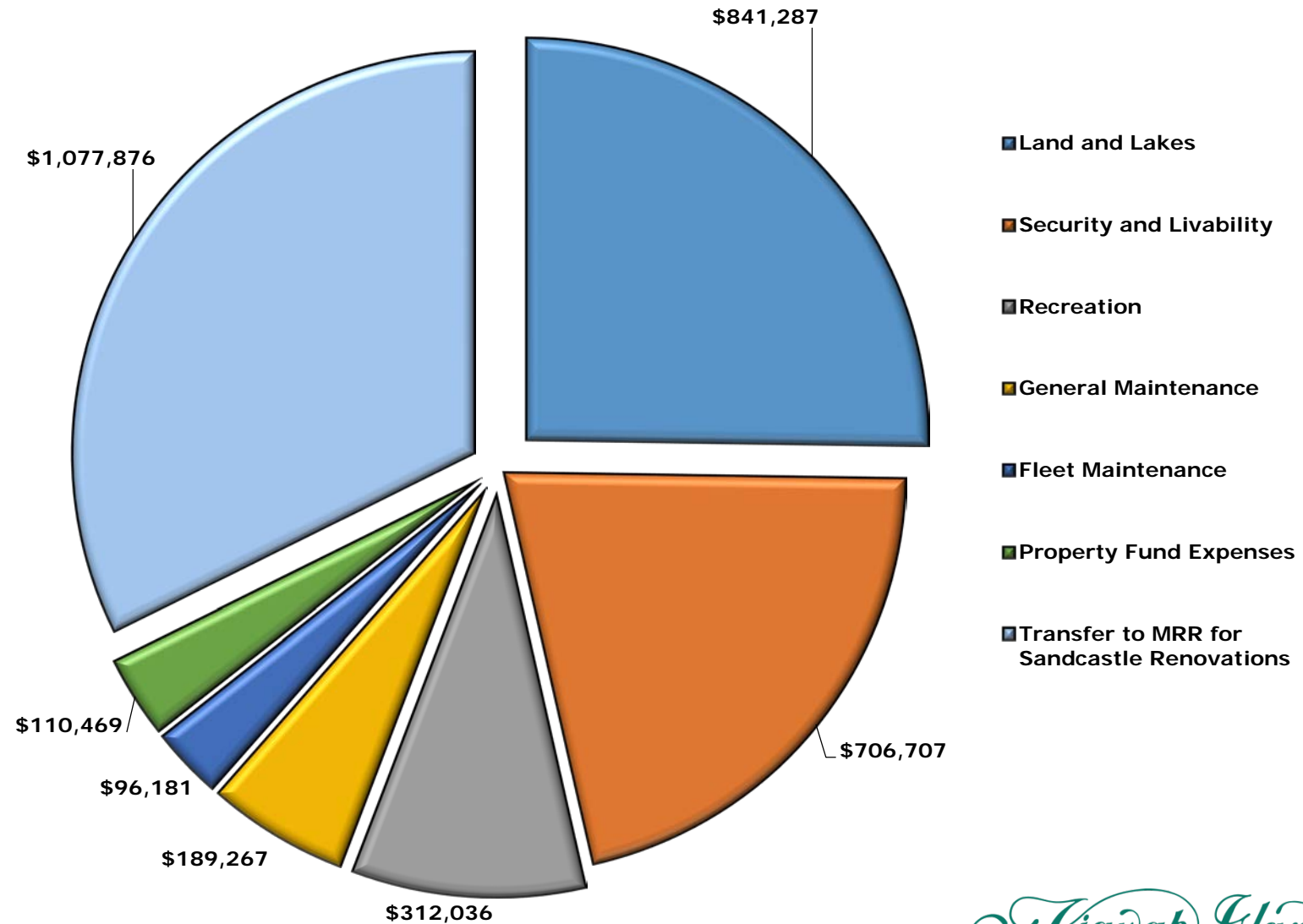
Through March 31, drainage repairs of \$280,253 are 10.78% below the \$314,125 budgeted.

Please note that more information is available upon request. KICA's Director of Finance and Administration, Jane Ovenden, may be reached by email at jane.ovenden@kica.us or by telephone at 843-768-9194 ext. 216.

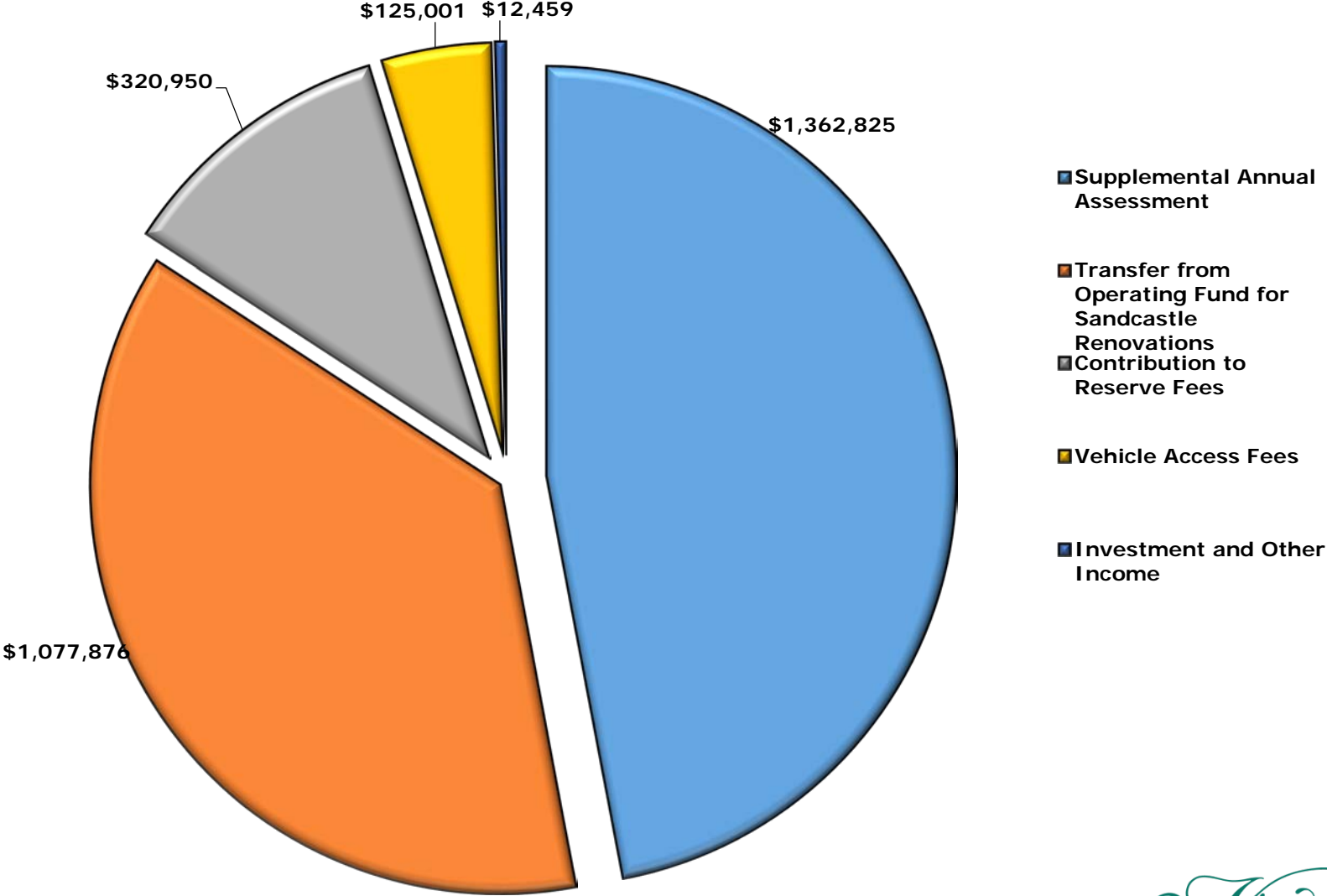
Operating Revenue to March 31, 2018



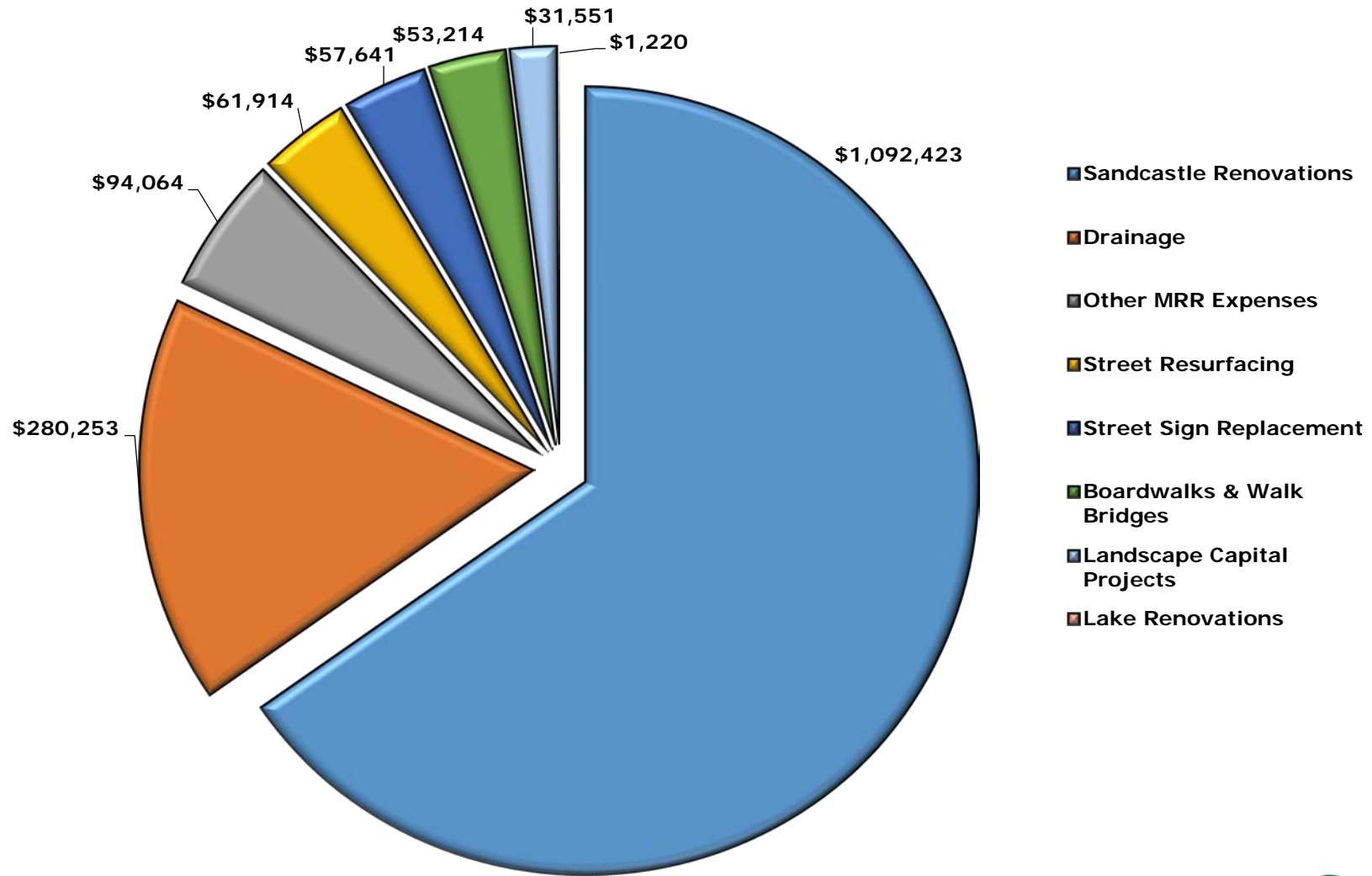
Operating Expenses to March 31, 2018



MRR Revenue to March 31, 2018



MRR Expenses to March 31, 2018



Kiawah Island Community Association, Inc.

Consolidated Balance Sheet

March 31, 2018

	FUNDS						TOTAL
	General	Recreation	V-Gate	Reserve	Preserve	Property	
ASSETS							
Current Assets							
Cash and Cash Equivalents	1,018,016	0	0	0	0	0	1,018,016
Money Market Funds	9,315,801	385,569	228,789	1,069,979	25,447	573,513	11,599,098
CD's	0	0	22,500	382,500	0	45,000	450,000
Interest Receivable	0	0	2,001	29,611	0	4,003	35,615
Accounts Receivable	212,828	26,652	3,983	113,591	110	0	357,165
Accounts Receivable- Other	88	0	0	0	0	0	88
Royalty Receivable	37,500	0	0	0	0	0	37,500
Prepaid Expenses	82,820	234,152	0	297,145	0	0	614,117
Total Current Assets	10,667,053	646,374	257,274	1,892,826	25,557	622,516	14,111,600
Fixed Assets							
Equipment & Furniture	0	0	0	0	0	1,406,077	1,406,077
Trucks and Trailers	0	0	0	0	0	822,108	822,108
Pool Furniture	0	0	0	0	0	8,112	8,112
Bathhouse and Pool Area	0	0	0	0	0	151,175	151,175
Buildings	0	0	0	0	0	2,530,343	2,530,343
Land	0	0	0	0	0	440,253	440,253
Accumulated Depreciation	0	0	0	0	0	(2,184,453)	(2,184,453)
Total Fixed Assets	0	0	0	0	0	3,173,615	3,173,615
Other Assets							
Treasury Investments > 1 Yr	0	0	28,762	488,953	0	57,524	575,239
Mutual Fund Investments	0	0	37,499	1,847,316	0	574,998	2,459,814
Corporate Bonds	0	0	190,000	3,230,000	0	380,000	3,800,000
Corporate Bond Premium	0	0	3,435	58,400	0	6,871	68,706
Unrealized Gain/Loss on Investments	0	0	(6,494)	(117,416)	0	(15,891)	(139,801)
Total Other Assets	0	0	253,203	5,507,253	0	1,003,502	6,763,958
TOTAL ASSETS	10,667,053	646,374	510,477	7,400,079	25,557	4,799,633	24,049,173



Kiawah Island Community Association, Inc.
Consolidated Balance Sheet

March 31, 2018

	FUNDS						TOTAL
	General	Recreation	V-Gate	Reserve	Preserve	Property	
LIABILITIES AND FUND BALANCE							
Current Liabilities							
Payroll Withholdings	45,145	0	0	0	0	0	45,145
Accrued Payroll	405,520	32,347	0	0	0	0	437,867
Deposits and Prepaid Assessments	1,341	10,500	0	0	0	0	11,841
Accounts Payable	77,459	13,478	0	435,342	0	0	526,280
ARB Coordinator Salary	9,985	0	0	0	0	0	9,985
Current Mortgage Payable	42,422	0	0	0	0	0	42,422
Deferred Revenue- Royalty Income- Cur	37,617	0	0	0	0	0	37,617
Total Current Liabilities	619,489	56,325	0	435,342	0	0	1,111,156
Non-Current Liabilities							
Deferred Revenue- Royalty Income	401,251	0	0	0	0	0	401,251
LT Mortgage Payable	1,456,122	0	0	0	0	0	1,456,122
Total Non-Current Liabilities	1,857,373	0	0	0	0	0	1,857,373
Fund Balance							
Fund Balance	8,190,191	590,049	510,477	6,964,737	25,557	4,799,633	21,080,644
Total Fund Balance	8,190,191	590,049	510,477	6,964,737	25,557	4,799,633	21,080,644
TOTAL LIABILITIES/FUNDS	10,667,053	646,374	510,477	7,400,079	25,557	4,799,633	24,049,173



Kiawah Island Community Association, Inc.
Consolidated Income Statement with Budget Variances
for the Period Ending March 31, 2018

	YEAR-TO-DATE		Favorable (Unfavorable)		2018 Total	Remaining
	Actual	Budget	\$ Variance	% Variance	Budget	Budget
Revenues						
Assessments	9,904,024	9,879,355	24,669	0.25%	9,899,642	(4,382)
Investment Income	25,636	29,525	(3,889)	(13.17)%	118,100	92,464
Contribution to Reserves	320,950	225,000	95,950	42.64%	1,500,000	1,179,050
Commercial Access Fees	613,901	669,750	(55,849)	(8.34)%	1,610,750	996,849
User Fees	34,675	33,325	1,350	4.05%	106,050	71,375
Other Income	195,763	221,817	(26,055)	(11.75)%	615,303	419,540
Total Revenues	11,094,949	11,058,772	36,176	0.33%	13,849,845	2,754,896
Expenses						
Payroll Expenses	1,547,120	1,592,472	45,352	2.85%	6,069,060	4,521,940
Building/Equipment R/M	87,862	116,004	28,143	24.26%	411,818	323,957
Common Area R/M	136,850	165,508	28,658	17.32%	590,601	453,751
Operating Expenses	544,962	766,563	221,600	28.91%	2,644,433	2,099,471
Capital Equipment Purchases	5,666	33,061	27,395	82.86%	97,128	91,462
Capital Projects - LCI	31,551	88,039	56,488	64.16%	273,092	241,541
Capital Projects - MRR	1,554,165	1,336,940	(217,225)	(16.25)%	3,812,195	2,258,030
Depreciation	95,962	138,948	42,986	30.94%	555,793	459,831
Interest Expense	13,845	14,329	484	3.38%	87,294	73,449
Other (Gains)/Losses	(95,975)	0	95,975	0.00%	0	95,975
Total Expenses	3,922,007	4,251,865	329,858	7.76%	14,541,414	10,619,407
Transfers						
Community Program Support	0	0	0	(100.00)%	0	0
Interfund Transfers	0	0	0	0.00%	0	0
Total Transfers	0	0	0	(100.00)%	0	0
BEGINNING FUND BALANCE	13,907,702	13,907,702	0	0.00%	13,907,702	0
NET SURPLUS/(DEFICIT)	7,172,942	6,806,908	366,034	5.38%	(691,570)	(7,864,511)
ENDING FUND BALANCE	21,080,644	20,714,610	366,034	1.77%	13,216,133	(7,864,511)



Kiawah Island Community Association, Inc.

Income Statement

For Period Ending March 31, 2018

	General		Recreation		V-Gate		MRR		Preserve		Property		Total
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	
Revenues													
Assessments	\$7,694,652	\$7,677,284	\$619,730	\$619,395	\$197,777	\$196,495	\$1,362,825	\$1,357,361	\$29,040	\$28,820	\$0	\$0	\$9,904,024
Investment Income	\$8,190	\$6,750	\$461	\$250	\$854	\$375	\$12,459	\$21,250	\$33	\$0	\$3,639	\$900	\$25,636
Contribution to Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$320,950	\$225,000	\$0	\$0	\$0	\$0	\$320,950
Commercial Access Fees	\$488,900	\$544,750	\$0	\$0	\$0	\$0	\$125,001	\$125,000	\$0	\$0	\$0	\$0	\$613,901
User Fees	\$0	\$0	\$34,675	\$33,325	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$34,675
Other Income	\$180,994	\$190,820	\$14,769	\$30,997	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$195,763
Total Revenues	\$8,372,735	\$8,419,605	\$669,635	\$683,966	\$198,632	\$196,870	\$1,821,235	\$1,728,611	\$29,073	\$28,820	\$3,639	\$900	\$11,094,949
Expenses													
Payroll Expenses	\$1,392,843	\$1,429,855	\$114,474	\$122,814	\$39,803	\$39,803	\$0	\$0	\$0	\$0	\$0	\$0	\$1,547,120
Building/Equipment R/M	\$47,960	\$61,503	\$39,557	\$53,160	\$345	\$1,341	\$0	\$0	\$0	\$0	\$0	\$0	\$87,862
Common Area R/M	\$112,053	\$140,603	\$10,821	\$10,275	\$0	\$630	\$0	\$0	\$13,976	\$14,000	\$0	\$0	\$136,850
Operating Expenses	\$481,992	\$668,501	\$56,428	\$91,465	\$6,542	\$6,597	\$0	\$0	\$0	\$0	\$0	\$0	\$544,962
Capital Equipment Purchases	\$0	\$15,561	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,666	\$17,500	\$5,666
Capital Projects - LCI	\$0	\$0	\$0	\$0	\$0	\$0	\$27,789	\$82,795	\$3,763	\$5,244	\$0	\$0	\$31,551
Capital Projects - MRR	\$0	\$0	\$0	\$0	\$0	\$0	\$1,554,165	\$1,336,940	\$0	\$0	\$0	\$0	\$1,554,165
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$95,962	\$138,948	\$95,962
Interest Expense	\$13,845	\$14,329	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$13,845
Other (Gains)/Losses	(\$191,799)	\$0	(\$2,550)	\$0	\$2,969	\$0	\$86,564	\$0	\$0	\$0	\$8,841	\$0	(\$95,975)
Total Expenses	\$1,856,893	\$2,330,353	\$218,731	\$277,714	\$49,659	\$48,371	\$1,668,518	\$1,419,735	\$17,739	\$19,244	\$110,468	\$156,448	\$3,922,007
Transfers													
Community Program Support	\$87,500	\$87,500	(\$87,500)	(\$87,500)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interfund Transfers	\$1,173,003	\$0	\$15,059	\$0	\$0	\$0	(\$1,077,876)	\$0	\$0	\$0	(\$110,186)	\$0	\$0
Total Transfers	\$1,260,503	\$87,500	(\$72,441)	(\$87,500)	\$0	\$0	(\$1,077,876)	\$0	\$0	\$0	(\$110,186)	\$0	\$0
BEGINNING FUND BALANCE	\$2,934,852	\$0	\$66,703	\$0	\$361,504	\$0	\$5,734,144	\$0	\$14,223	\$0	\$4,796,276	\$0	\$13,907,702
NET SURPLUS/(DEFICIT)	\$5,255,339	\$0	\$523,346	\$0	\$148,973	\$0	\$1,230,593	\$0	\$11,334	\$0	\$3,357	\$0	\$7,172,942
ENDING FUND BALANCE	\$8,190,191	\$0	\$590,049	\$0	\$510,477	\$0	\$6,964,737	\$0	\$25,557	\$0	\$4,799,633	\$0	\$21,080,644

