



DESTINATION MAUI INC.
Property Management

Wailea Fairway Villas Association

(A 118-Unit Hawaii Condominium Association)

Financial Statements and Supplementary Information

For the One Month and Three Months Ended

March 31, 2019

(Subject to 2018 Audit Adjustments)

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I have prepared the accompanying Balance Sheet – Tax Basis as of March 31, 2019, and the Income Statement and Changes in Members' Equity – Tax Basis and Statement of Cash Flows – Tax Basis for the One Month and Three Months then ended, along with the accompanying schedules described above, in my capacity as a stockholder and officer of Destination Maui, Inc. I have not prepared the statements in my capacity as a CPA in the practice of public accounting.

Management has elected to omit substantially all of the disclosures required by the generally accepted principles as issued by the U.S. Financial Accounting Standards Board. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Association's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Ronald A. Kawahara

Wailea Fairway Villas Association
Balance Sheet - Tax Basis
March 31, 2019 and 2018

Assets

| | 2019 | 2018 |
|--|------------------------|------------------------|
| CURRENT ASSETS | | |
| Ckg - MOO *****1241 | \$ 139,130.11 | \$ 127,452.00 |
| MMkt - MOO Savings *****2119 | 26,453.95 | 26,374.18 |
| MMkt - HSB Savings *****1937 | <u>236,552.76</u> | <u>235,257.94</u> |
| Subtotal - Cash | <u>402,136.82</u> | <u>389,084.12</u> |
| ACCOUNTS RECEIVABLES | | |
| A/R - Owners Balances | 2,612.06 | 4,977.99 |
| A/R - Act 196 & Collection | 28,963.47 | 28,909.31 |
| Allowance for Bad Debts | <u>(21,723.26)</u> | <u>(21,723.26)</u> |
| Subtotal - Accounts Receivable | <u>9,852.27</u> | <u>12,164.04</u> |
| OTHER CURRENT ASSETS | | |
| Prepaid Int./Expns | 0.00 | 925.04 |
| Prepaid Rent | 0.00 | 10.00 |
| Unexpired Insurance | 9,405.36 | 8,831.92 |
| NJF Clearing Account | <u>67,377.10</u> | <u>51,591.90</u> |
| Subtotal - Other Current Assets | <u>76,782.46</u> | <u>61,358.86</u> |
| TOTAL CURRENT ASSETS | <u>488,771.55</u> | <u>462,607.02</u> |
| CAPITAL RESERVE ACCOUNTS | | |
| MMkt - MOO Reserves *****2640 | 139,909.02 | 555,406.93 |
| CD - MOO Reserve - Exp 10/11/19 ****3754 | 103,356.12 | 102,737.86 |
| CDARS - MOO Reserves - Exp 07/05/19 ****5144 | 152,464.06 | 152,008.62 |
| ICS - MOO Reserves *****2640 | 0.00 | 703,394.07 |
| Inv - MOO Wealth Mangement ****13974 | <u>1,350,009.25</u> | <u>0.00</u> |
| Subtotal - Capital Reserves | <u>1,745,738.45</u> | <u>1,513,547.48</u> |
| FIXED ASSETS | | |
| Equipment - PV System | 74,400.00 | 74,400.00 |
| Less: Accumulated Depreciation | <u>(14,260.00)</u> | <u>(10,540.00)</u> |
| Subtotal - Fixed Assets | <u>60,140.00</u> | <u>63,860.00</u> |
| TOTAL OTHER ASSETS | <u>1,805,878.45</u> | <u>1,577,407.48</u> |
| TOTAL ASSETS | <u>\$ 2,294,650.00</u> | <u>\$ 2,040,014.50</u> |

**Wailea Fairway Villas Association
Balance Sheet - Tax Basis
March 31, 2019 and 2018**

Liabilities and Fund Balances

| | 2019 | 2018 |
|--|-----------------------------------|-----------------------------------|
| CURRENT LIABILITIES | | |
| A/P - Trade | \$ 18,217.78 | \$ 16,156.40 |
| A/P Insur. Water Damage Claims | 8,861.27 | 32,170.44 |
| Owner Prepayments | 39,978.41 | 33,669.49 |
| A/P - NJF Units | 67,377.10 | 51,591.90 |
| A/P - Insurance | 1,738.00 | 4,184.00 |
| Accrued General Excise Tx | 417.68 | 389.90 |
| Accrued Federal Income Tax | 0.00 | 3,503.00 |
| Accrued State Income Tax | 527.00 | 657.00 |
| Accrued Salaries/Wages | 100.00 | 100.00 |
| Accrued Federal Tax W/H | 693.99 | 41.20 |
| Accrued FICA Tax W/H | 453.80 | 0.00 |
| Accrued Medicare W/H | 106.13 | 0.00 |
| Accrued State Tax W/H | 373.34 | 21.98 |
| Garnishee W/H | 487.00 | 0.00 |
| | <u>139,331.50</u> | <u>142,485.31</u> |
| Subtotal - Current Liabilities | <u>139,331.50</u> | <u>142,485.31</u> |
| TOTAL CURRENT LIABILITIES | <u>139,331.50</u> | <u>142,485.31</u> |
| TOTAL LIABILITIES | <u>139,331.50</u> | <u>142,485.31</u> |
| MEMBERS' EQUITY | | |
| Unrestricted Members' Equity | 409,580.05 | 383,981.71 |
| Restricted Members' Equity | <u>1,745,738.45</u> | <u>1,513,547.48</u> |
| Subtotal Members' Equity | <u>2,155,318.50</u> | <u>1,897,529.19</u> |
| TOTAL MEMBERS' EQUITY | <u>2,155,318.50</u> | <u>1,897,529.19</u> |
| TOTAL LIABILITIES AND MEMBERS' EQUITY | <u><u>\$ 2,294,650.00</u></u> | <u><u>\$ 2,040,014.50</u></u> |

Wailea Fairway Villas Association
Income Statement and Changes in Members' Equity - Tax Basis
Actual vs. Budget
For the 1 Month and 3 Months Ended March 31, 2019

| | CURRENT MONTH | | | | YEAR TO DATE | | | | BUDGET | |
|------------------------------------|------------------|-------------|---------------|----------------|-------------------|-------------|----------------|----------------|------------------|----------------|
| | Actual | % | Budget | Variance | Actual | % | Budget | Variance | Annual | Unexpended |
| Revenues | | | | | | | | | | |
| Membership Income | | | | | | | | | | |
| 405 - Maintenance Fees | 71,226.33 | 75.3 | 71,208 | 18 | 213,678.99 | 75.1 | 213,624 | 55 | 854,496 | 640,817 |
| 406 - Capital Reserve | 20,027.67 | 21.2 | 20,028 | (0) | 60,083.01 | 21.1 | 60,083 | 0 | 240,332 | 180,249 |
| 415 - Delinquent Owners Late Fee | 18.30 | 0.0 | 0 | 18 | 561.07 | 0.2 | 0 | 561 | 0 | (561) |
| Total Membership Income | <u>91,272.30</u> | <u>96.5</u> | <u>91,236</u> | <u>36</u> | <u>274,323.07</u> | <u>96.4</u> | <u>273,707</u> | <u>616</u> | <u>1,094,828</u> | <u>820,505</u> |
| Non-Membership Income | | | | | | | | | | |
| 430 - Interest Income | 127.98 | 0.1 | 292 | (164) | 367.86 | 0.1 | 875 | (507) | 3,500 | 3,132 |
| 431 - Reserve Interest Income | 530.10 | 0.6 | 2,167 | (1,637) | 1,764.94 | 0.6 | 6,500 | (4,735) | 26,000 | 24,235 |
| 440.80 - NJF Rental Income | 2,530.00 | 2.7 | 2,500 | 30 | 7,490.00 | 2.6 | 7,500 | (10) | 30,000 | 22,510 |
| 441 - Kayak Rack Rental | 45.00 | 0.0 | 0 | 45 | 525.00 | 0.2 | 0 | 525 | 0 | (525) |
| 499 - Other Income | 105.00 | 0.1 | 100 | 5 | 105.00 | 0.0 | 300 | (195) | 1,200 | 1,095 |
| Total Non-Membership Income | <u>3,338.08</u> | <u>3.5</u> | <u>5,059</u> | <u>(1,721)</u> | <u>10,252.80</u> | <u>3.6</u> | <u>15,175</u> | <u>(4,922)</u> | <u>60,700</u> | <u>50,447</u> |
| Total Revenues | <u>94,610.38</u> | <u>100.</u> | <u>96,295</u> | <u>(1,685)</u> | <u>284,575.87</u> | <u>100.</u> | <u>288,882</u> | <u>(4,306)</u> | <u>1,155,528</u> | <u>870,952</u> |
| Operating Expenses | | | | | | | | | | |
| NJF Unit Expenses | | | | | | | | | | |
| 701.1 - NJF Unit Maint Fees | 670.00 | 0.7 | 670 | 0 | 2,010.00 | 0.7 | 2,010 | 0 | 8,040 | 6,030 |
| 701.2 - NJF Unit - Rental Agent Fe | 250.00 | 0.3 | 250 | 0 | 750.00 | 0.3 | 750 | 0 | 3,000 | 2,250 |
| 701.3 - NJF Repairs & Maint | 0.00 | 0.0 | 100 | (100) | 0.00 | 0.0 | 300 | (300) | 1,200 | 1,200 |
| 701.4 - NJF GET Expense | 100.00 | 0.1 | 100 | 0 | 280.00 | 0.1 | 300 | (20) | 1,200 | 920 |
| Total NJF Unit Expenses | <u>1,020.00</u> | <u>1.1</u> | <u>1,120</u> | <u>(100)</u> | <u>3,040.00</u> | <u>1.1</u> | <u>3,360</u> | <u>(320)</u> | <u>13,440</u> | <u>10,400</u> |
| Administration Expenses | | | | | | | | | | |
| 625 - Bank Charges/Merchant | 10.00 | 0.0 | 10 | 0 | 10.00 | 0.0 | 30 | (20) | 120 | 110 |
| 645 - Dues & Subscriptions | 0.00 | 0.0 | 108 | (108) | 537.00 | 0.2 | 324 | 213 | 1,296 | 759 |
| 710 - Meetings * | 1,492.24 | 1.6 | 217 | 1,275 | 2,082.24 | 0.7 | 651 | 1,431 | 2,604 | 522 |
| 715 - Office/Administration * | 773.02 | 0.8 | 375 | 398 | 1,752.80 | 0.6 | 1,125 | 628 | 4,500 | 2,747 |
| 715.1 - Office/Admin - Site Office | 116.04 | 0.1 | 175 | (59) | 116.04 | 0.0 | 525 | (409) | 2,100 | 1,984 |
| 720 - Operating Supplies * | 592.50 | 0.6 | 100 | 493 | 659.23 | 0.2 | 300 | 359 | 1,200 | 541 |
| 910 - Depreciation | 310.00 | 0.3 | 310 | 0 | 930.00 | 0.3 | 930 | 0 | 3,720 | 2,790 |
| Total Administration Exp | <u>3,293.80</u> | <u>3.5</u> | <u>1,295</u> | <u>1,999</u> | <u>6,087.31</u> | <u>2.1</u> | <u>3,885</u> | <u>2,202</u> | <u>15,540</u> | <u>9,453</u> |
| Employee Costs | | | | | | | | | | |
| 610 - Auto * | 229.10 | 0.2 | 100 | 129 | 434.57 | 0.2 | 300 | 135 | 1,200 | 765 |
| 648 - Education & Seminars * | 395.00 | 0.4 | 54 | 341 | 455.00 | 0.2 | 163 | 292 | 650 | 195 |
| 651 - Emp/Ben.-Bonuses | 0.00 | 0.0 | 250 | (250) | 0.00 | 0.0 | 750 | (750) | 3,000 | 3,000 |
| 653 - Emp/Ben.-Medical * | 1,686.97 | 1.8 | 1,245 | 442 | 3,736.53 | 1.3 | 3,735 | 2 | 14,940 | 11,203 |
| 780 - Salaries & Wages | 15,082.50 | 15.9 | 10,144 | 4,939 | 35,229.89 | 12.4 | 30,431 | 4,799 | 121,724 | 86,494 |
| 801 - P/R Insurance - TDI & WC | 362.00 | 0.4 | 549 | (187) | 1,204.59 | 0.4 | 1,647 | (442) | 6,588 | 5,383 |
| 802 - Taxes - Payroll * | 1,647.02 | 1.7 | 1,074 | 573 | 3,922.88 | 1.4 | 3,222 | 701 | 12,888 | 8,965 |

Wailea Fairway Villas Association
Income Statement and Changes in Members' Equity - Tax Basis
Actual vs. Budget
For the 1 Month and 3 Months Ended March 31, 2019

| | CURRENT MONTH | | | | YEAR TO DATE | | | | BUDGET | |
|--------------------------------------|---------------|-------|--------|----------|--------------|------|--------|----------|---------|------------|
| | Actual | % | Budget | Variance | Actual | % | Budget | Variance | Annual | Unexpended |
| 812 - Uniforms | 0.00 | 0.0 | 55 | (55) | 469.86 | 0.2 | 165 | 305 | 660 | 190 |
| Total Employee Costs | 19,402.59 | 20.5 | 13,471 | 5,932 | 45,453.32 | 16.0 | 40,413 | 5,040 | 161,650 | 116,197 |
| Insurance Expense | | | | | | | | | | |
| 677 - Ins. - Bond | 35.50 | 0.0 | 35 | 1 | 106.50 | 0.0 | 105 | 2 | 420 | 314 |
| 678 - Ins. Business Interruption | 95.25 | 0.1 | 0 | 95 | 285.75 | 0.1 | 0 | 286 | 0 | (286) |
| 679 - Ins. - Dir./Officers | 167.58 | 0.2 | 173 | (5) | 502.74 | 0.2 | 519 | (16) | 2,076 | 1,573 |
| 680 - Ins. - Package | 4,952.75 | 5.2 | 5,149 | (196) | 14,858.25 | 5.2 | 15,447 | (589) | 61,788 | 46,930 |
| 683 - Ins. - CGL | 358.00 | 0.4 | 365 | (7) | 1,074.00 | 0.4 | 1,095 | (21) | 4,380 | 3,306 |
| 684 - Ins. - Umbrella | 176.25 | 0.2 | 181 | (5) | 528.75 | 0.2 | 543 | (14) | 2,172 | 1,643 |
| Total Insurance Expenses | 5,785.33 | 6.1 | 5,903 | (118) | 17,355.99 | 6.1 | 17,709 | (353) | 70,836 | 53,480 |
| Professional Services | | | | | | | | | | |
| 705 - Management Fee | 4,264.00 | 4.5 | 4,264 | 0 | 12,792.00 | 4.5 | 12,792 | 0 | 51,168 | 38,376 |
| 731 - Prof.Svc.- Audit | 46.87 | 0.0 | 352 | (305) | 46.87 | 0.0 | 1,055 | (1,008) | 4,219 | 4,172 |
| 732 - Prof.Svc.- Legal | 204.15 | 0.2 | 333 | (129) | 231.23 | 0.1 | 1,000 | (769) | 4,000 | 3,769 |
| 733 - Prof.Svc.- Reserve * | 1,175.00 | 1.2 | 0 | 1,175 | 1,175.00 | 0.4 | 0 | 1,175 | 0 | (1,175) |
| 734 - Prof.Svc.- Y/E Acctng. | 0.00 | 0.0 | 82 | (82) | 0.00 | 0.0 | 247 | (247) | 988 | 988 |
| Total Professional Exp | 5,690.02 | 6.0 | 5,031 | 659 | 14,245.10 | 5.0 | 15,094 | (849) | 60,375 | 46,130 |
| Repairs & Maint Expenses | | | | | | | | | | |
| 746 - R/M - Buildings * | 5,696.57 | 6.0 | 2,000 | 3,697 | 9,509.49 | 3.3 | 6,000 | 3,509 | 24,000 | 14,491 |
| 750 - R/M - Equipment * | 330.24 | 0.3 | 250 | 80 | 330.24 | 0.1 | 750 | (420) | 3,000 | 2,670 |
| 752 - R/M - Fire Equip. | 0.00 | 0.0 | 82 | (82) | 0.00 | 0.0 | 246 | (246) | 984 | 984 |
| 753 - R/M - Landscape Upgrades * | (8,020.32) | (8.5) | 125 | (8,145) | 0.00 | 0.0 | 375 | (375) | 1,500 | 1,500 |
| 754 - R/M - Grounds | 0.00 | 0.0 | 167 | (167) | 520.80 | 0.2 | 500 | 21 | 2,000 | 1,479 |
| 755 - R/M - Grounds Contractor | 18,050.00 | 19.1 | 18,190 | (140) | 53,370.00 | 18.8 | 54,569 | (1,199) | 218,278 | 164,908 |
| 756 - R/M - Irrigation | 0.00 | 0.0 | 704 | (704) | 18.65 | 0.0 | 2,113 | (2,094) | 8,452 | 8,433 |
| 760 - R/M - Pest Control | 0.00 | 0.0 | 511 | (511) | 1,597.91 | 0.6 | 1,534 | 64 | 6,136 | 4,538 |
| 762 - R/M - Pool, Spa, BBQ | 0.00 | 0.0 | 350 | (350) | 699.55 | 0.2 | 1,050 | (350) | 4,200 | 3,500 |
| 764 - R/M - Refuse Collection * | 1,751.48 | 1.9 | 1,265 | 486 | 4,890.70 | 1.7 | 3,795 | 1,096 | 15,180 | 10,289 |
| 764.1 - R/M - Recycling | 300.84 | 0.3 | 974 | (673) | 819.53 | 0.3 | 2,922 | (2,102) | 11,687 | 10,867 |
| 767 - R/M - Security Contract | 811.45 | 0.9 | 831 | (20) | 3,226.01 | 1.1 | 2,493 | 733 | 9,972 | 6,746 |
| Total Repairs & Maint Exp | 18,920.26 | 20.0 | 25,449 | (6,529) | 74,982.88 | 26.3 | 76,347 | (1,364) | 305,389 | 230,406 |
| Tax Expenses | | | | | | | | | | |
| 796 - Taxes - Gen. Excise | 8.53 | 0.0 | 102 | (93) | 135.07 | 0.0 | 306 | (171) | 1,224 | 1,089 |
| 940 - Federal Income Taxes | 39.00 | 0.0 | 1,000 | (961) | 39.00 | 0.0 | 3,000 | (2,961) | 12,000 | 11,961 |
| 945 - State Income Taxes | 0.00 | 0.0 | 146 | (146) | 0.00 | 0.0 | 437 | (437) | 1,750 | 1,750 |
| Total Tax Expenses | 47.53 | 0.1 | 1,248 | (1,200) | 174.07 | 0.1 | 3,743 | (3,569) | 14,974 | 14,800 |
| Utility Expense | | | | | | | | | | |
| 826 - Util. - Cable TV | 3,758.39 | 4.0 | 3,818 | (60) | 11,275.17 | 4.0 | 11,453 | (178) | 45,810 | 34,535 |

Wailea Fairway Villas Association
Income Statement and Changes in Members' Equity - Tax Basis
Actual vs. Budget
For the 1 Month and 3 Months Ended March 31, 2019

| | CURRENT MONTH | | | | YEAR TO DATE | | | | BUDGET | |
|--------------------------------------|------------------|-------------|---------------|----------------|-------------------|-------------|----------------|----------------|------------------|----------------|
| | Actual | % | Budget | Variance | Actual | % | Budget | Variance | Annual | Unexpended |
| 828 - Util. - Electric * | 2,263.57 | 2.4 | 1,750 | 514 | 7,402.13 | 2.6 | 5,251 | 2,151 | 21,002 | 13,600 |
| 830 - Util. - Gas | 0.00 | 0.0 | 100 | (100) | 0.00 | 0.0 | 300 | (300) | 1,200 | 1,200 |
| 832 - Util. - Sewer | 4,897.38 | 5.2 | 4,996 | (99) | 14,184.98 | 5.0 | 14,987 | (802) | 59,949 | 45,764 |
| 834 - Util. - Telephone | 190.97 | 0.2 | 225 | (34) | 569.03 | 0.2 | 676 | (107) | 2,703 | 2,134 |
| 838 - Util. - Water | <u>8,266.90</u> | <u>8.7</u> | <u>9,600</u> | <u>(1,333)</u> | <u>23,555.81</u> | <u>8.3</u> | <u>28,801</u> | <u>(5,245)</u> | <u>115,204</u> | <u>91,648</u> |
| Total Utility Expenses | 19,377.21 | 20.5 | 20,489 | (1,112) | 56,987.12 | 20.0 | 61,468 | (4,481) | 245,868 | 188,881 |
| Reserves & Other Exp | | | | | | | | | | |
| 915 - Capital Reserves | 20,027.67 | 21.2 | 20,028 | (0) | 60,083.01 | 21.1 | 60,083 | 0 | 240,332 | 180,249 |
| 916 - Reserves Interest | <u>530.10</u> | <u>0.6</u> | <u>2,167</u> | <u>(1,637)</u> | <u>1,764.94</u> | <u>0.6</u> | <u>6,500</u> | <u>(4,735)</u> | <u>26,000</u> | <u>24,235</u> |
| Total Reserve & Other Exp | <u>20,557.77</u> | <u>21.7</u> | <u>22,195</u> | <u>(1,637)</u> | <u>61,847.95</u> | <u>21.7</u> | <u>66,583</u> | <u>(4,735)</u> | <u>266,332</u> | <u>204,484</u> |
| Total Operating Expenses and | | | | | | | | | | |
| Reserve Allocation | <u>94,094.51</u> | <u>99.5</u> | <u>96,201</u> | <u>(2,106)</u> | <u>280,173.74</u> | <u>98.5</u> | <u>288,602</u> | <u>(8,428)</u> | <u>1,154,404</u> | <u>874,230</u> |
| Total Revenue Over Exp | <u>515.87</u> | <u>0.5</u> | <u>94</u> | <u>422</u> | <u>4,402.13</u> | <u>1.5</u> | <u>280</u> | <u>4,122</u> | <u>1,124</u> | <u>(3,278)</u> |
| Beginning Members' Equity | | | | | <u>405,177.92</u> | | | | | |
| Ending Members' Equity | | | | | <u>409,580.05</u> | | | | | |

**Wailea Fairway Villas Association
Statement of Cash Flows - Tax Basis
For the 1 Month and 3 Months Ended March 31, 2019**

CASH FLOWS FROM OPERATING ACTIVITIES

| | | |
|--|------------------|------------------|
| Net Income (Loss) | \$ 515.87 | \$ 4,402.13 |
| Adjustments to reconcile Net Income (Loss) to net Cash provided by (used in) operating activities: | | |
| Depreciation | 310.00 | 930.00 |
| Decrease (Increase) in Operating Assets: | | |
| Accounts Receivable | 215.70 | 2,541.46 |
| Prepays | 8,229.33 | 13,239.65 |
| Increase (Decrease) in Operating Liabilities: | | |
| Accounts Payable | 1,190.12 | (3,023.33) |
| Accrued Liabilities | 1,477.61 | 6,903.54 |
| Total Adjustments | <u>11,422.76</u> | <u>20,591.32</u> |
| Net Cash Provided By (Used in) Operating Activities | <u>11,938.63</u> | <u>24,993.45</u> |

CASH FLOWS FROM FINANCING ACTIVITIES

| | | |
|--|-------------|-------------|
| Net Cash Provided By (Used In) Financing Activities | <u>0.00</u> | <u>0.00</u> |
|--|-------------|-------------|

NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS

| | |
|-----------|-----------|
| 11,938.63 | 24,993.45 |
|-----------|-----------|

CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD

| | |
|-------------------|-------------------|
| <u>390,198.19</u> | <u>377,143.37</u> |
|-------------------|-------------------|

CASH AND CASH EQUIVALENTS AT END OF PERIOD

| | |
|----------------------|----------------------|
| <u>\$ 402,136.82</u> | <u>\$ 402,136.82</u> |
|----------------------|----------------------|