

Brooks Development Authority

Balance Sheet

As of January 31, 2021

(unaudited)

ASSETS	9/30/2020	1/31/2021	YTD Change
Current Assets			
Unrestricted Cash	11,185,498	9,048,249	(2,137,249)
Restricted Cash	5,251,037	6,324,630	1,073,593
Total Cash	16,436,535	15,372,879	(1,063,656)
Accounts Receivable	3,908,971	4,027,019	118,048
Derivative Instrument-Deferred	1,338,883	1,338,883	-
Prepayments	166,567	279,755	113,188
Parts and Supplies Inventories	-	-	-
Total Current Assets	21,850,958	21,018,538	(832,420)
Land, Property, and Equipment			
Land	4,372,070	4,372,070	-
Depreciable Property & Equipment	189,499,102	189,499,102	-
Less: Accumulated Depreciation	(66,450,544)	(66,450,544)	-
Total Land, Property, and Equipment	127,420,629	127,420,629	-
Construction In Progress	15,485,530	16,774,516	1,288,987
TOTAL ASSETS	164,757,115	165,213,682	456,567
LIABILITIES AND NET ASSETS			
	9/30/2020	1/31/2021	YTD Change
LIABILITIES			
Accounts Payable	899,857	416,520	(483,337)
Accrued Expenses	1,541,184	838,316	(702,868)
JP Morgan Chase-DPT Loan	7,347,776	7,053,835	(293,941)
SECO Note I, II & III	1,942,943	1,942,943	-
Tenant's Security Deposits	170,842	170,842	-
INB Loan - Aviator Apartments	20,470,689	20,318,167	(152,521)
Due To/From BDA	22,867	(774)	(23,641)
Bonds Payable Series 2015	49,250,000	49,250,000	-
Bonds Payable Series 2017	36,400,000	36,400,000	-
Industrial Building	-	-	-
Lease Payable Frost Bank- Maintenance Vehicles	38,835	34,730	(4,105)
Lease Payable Frost Bank- Landscaping Equipment	16,994	10,890	(6,104)
Lease Payable Balboa	86,450	79,830	(6,619)
Lone Star Building 167/176 Loan	1,500,000	1,460,993	(39,007)
Other Deferred Revenue	-	(40,147)	(40,147)
Deferred Rents	1,250,000	1,018,171	(231,829)
Aviator Renovations - Vantage Bank	15,143	498,447	483,303
Derivative Instrument	1,338,883	1,338,883	-
Total Liabilities	122,292,464	120,791,648	(1,500,816)
Net Assets			
Invested in Capital Assets Net of Related Debt	38,773,235	37,793,053	(980,181)
Unrestricted	3,691,416	6,628,981	2,937,565
Total Net Assets	42,464,651	44,422,035	1,957,384
TOTAL LIABILITIES AND NET ASSETS	\$ 164,757,115	\$ 165,213,682	\$ 456,567

Highlighted Items

- Total Cash - Operating shortfall, Capital Expenses, and debt service
- Additional Aviator loan for renovations of down units

Brooks Development Authority
Summary of Investment Account Balances
As of January 31, 2021
(Unaudited)

Cash Balances	30-Sep-20	31-Jan-21
UMB Corporate Trust Services	5,073,161.06	6,148,450.10
Loan Star National Bank CD	1,623,084.49	4,886,086.35
BBVA Compass Operating	9,536,022.34	4,167,924.41
BBVA Compass Lease Deposits	175,393.75	175,383.45
JP Morgan Construction Debt Service Account	79,885.12	116,241.91
Frost Bank Operating Account	51,064.87 *	31,658.11 *
Inter National Bank	2,482.00	2,564.00
Government & Agency Portfolio -- Cash Management	0.00	0.00
Texas Capital - Industrial Building 1 Money Market	0.00	0.00
Frost Commercial Lease Deposits	0.00	0.00
Frost Embassy Construction Account	0.00	0.00
Treasury Portfolio -- Private Class	0.00	0.00
Comerica Bank	0.00	0.00
International Bank of Commerce	0.00	0.00
Total	\$ 16,541,093.63	\$ 15,528,308.33

Allocation of Funds

Unrestricted Funds Allocation:		
BBVA Compass Operating Account *	112,755.82	64,129.93
JP Morgan Construction Debt Service	(0.00)	(0.00)
Frost Operating Account *	(0.00)	(0.00) *
SAWS Project Account	0.00	0.00
Unrestricted Operating Funds	\$ 112,755.82	\$ 64,129.93

Designated Funds Allocation:		
Designated Operating Reserve	4,878,879.00	3,854,697.22
Capital Fund	2,440,797.00	2,024,599.11
Infrastructure Bonds Debt Service Reserve	2,446,500.00	1,847,359.52
Embassy Suites Debt Service Fund	1,061,125.00	1,061,125.00
Repair & Replacement Fund	250,000.00	250,000.00
Buildings 167/176 Expenses for final build-out	100,000.00	100,000.00
General Debt Service Reserve Fund	(0.00)	(0.00)
Designated EDA Grant Reserve	0.00	0.00
Brooks Industrial I Equity and Security	0.00	0.00
Designated Operating Funds	\$ 11,177,301.00	\$ 9,137,780.85

Restricted Funds Allocation:		
UMB Corporate Trust Services (Bonds)	5,073,161.06	6,148,450.10
Bond Funds/Loans Received To be Paid in January	0.00	-
BBVA Compass Lease Deposits	175,393.75	175,383.45
Inter National Bank (Aviator)	2,482.00	2,564.00
Frost Commercial Lease Deposits	0.00	0.00
Frost Embassy Construction Account	0.00	0.00
International Bank of Commerce (Hotel)	0.00	-
Restricted Operating Funds	\$ 5,251,036.81	\$ 6,326,397.55
Grand Total	\$ 16,541,093.63	\$ 15,528,308.33

* Excludes outstanding checks.

LIQUIDITY

Preston Hollow Unused Draw Down Loan	5,000,000.00
Designated Operating Reserve	3,854,697.22
Capital Fund	2,024,599.11
Infrastructure Bonds Debt Service Reserve	1,847,359.52
Embassy Suites Debt Service Fund	1,061,125.00
Repair & Replacement Fund	250,000.00
BBVA Compass Operating	64,129.93
Buildings 167/176 Expenses for final build-out	100,000.00
General Debt Service Reserve Fund	(0.00)
Frost Bank Operating Account	(0.00)
JP Morgan Construction Debt Service	(0.00)
TOTAL LIQUIDITY	\$ 14,201,910.78

Highlighted Items

-Total Liquidity - \$6.5M liquidity requirement on test dates in Feb and Aug
-Unrestricted Cash Liquidity less Preston Hollow Draw Down Loan: \$9.366M

BROOKS DEVELOPMENT AUTHORITY
FY 2021 Operating Budget Report Detail - Cash Basis
For the Four Months Ending January 31, 2021
(Unaudited)

	FY 2021 Budget	October Actuals	November Actuals	December Actuals	January Actuals	YTD Actuals	YTD Budget	YTD Variance	YTD %
Sources of Funds									
Commercial Rents	4,103,752	648,441	161,672	329,653	471,092	1,610,858	1,367,917	242,941	118%
Enterprise Revenue	1,319,496	59,887	99,142	135,395	86,476	380,901	439,832	(58,931)	87%
CAM & Reimbursable	795,133	87,410	55,443	73,150	87,859	303,862	265,044	38,817	115%
Property Owners Assessments	294,523					-	98,174	(98,174)	0%
Interest Income	65,000	111	3,035	2,318	2,445	7,909	21,667	(13,757)	37%
Miscellaneous Income	106,360		20,578			20,578	35,453	(14,876)	58%
Sales Proceeds Reimbursement	3,797,507				123,869	123,869	1,265,836	(1,141,967)	10%
Total Sources of Funds	10,481,771	795,849	339,870	540,515	771,742	2,447,976	3,493,924	(1,045,947)	70%
Uses of Funds									
Department 10 - Executive									
1 Salaries and Wages	859,378	56,857	230,048	46,718	68,691	402,314	286,459	(115,854)	140%
2 Employee Benefits and Taxes	199,808	18,256	17,834	10,938	6,426	53,454	66,603	13,149	80%
3 Travel	20,650					-	6,883	6,883	0%
4 Customer Relations	10,750		604			604	3,583	2,979	17%
5 Admin/Other	6,680	266	1,740	484	234	2,724	2,227	(497)	122%
Department 10 - Executive Total	1,097,266	75,379	250,226	58,140	75,350	459,095	365,755	(93,340)	126%
Department 11 - Business Development									
1 Salaries and Wages	167,507	18,974	12,867	12,885	13,445	58,171	55,836	(2,336)	104%
2 Employee Benefits and Taxes	77,559	11,807	5,423	5,550	6,128	28,907	25,853	(3,054)	112%
3 Real Estate	24,169	2,490		2,490	1,245	6,225	8,056	1,831	77%
4 Memberships/Dues	105,000				100,000	100,000	35,000	(65,000)	286%
5 Admin/Other	6,600	65		1,430	17	1,512	2,200	688	69%
Department 11 - Business Development Total	380,835	33,336	18,289	22,355	120,835	194,816	126,945	(67,871)	153%
Department 12 - Human Resources									
1 Salaries and Wages	128,944	24,481	9,919	9,919	10,479	54,797	42,981	(11,816)	127%
2 Employee Benefits and Taxes	76,279	8,733	3,583	3,515	4,768	20,600	25,426	4,826	81%
3 Contract Labor/Services	12,325	578	429	414	3,500	4,921	4,108	(812)	120%
4 Legal	5,500	968	516			1,484	1,833	350	81%
5 Office Supplies	6,100	140	48			188	2,033	1,845	9%
6 Admin/Other	6,000	190	75		80	345	2,000	1,655	17%
Department 12 - Human Resources Total	235,148	35,088	14,570	13,848	8,348	82,334	78,383	(3,951)	105%
Department 13 - Board									
1 Salaries and Wages	34,278	4,202	2,802	2,802	2,802	12,607	11,426	(1,181)	110%
2 Employee Benefits and Taxes	25,074	4,391	144	1,381	2,359	8,275	8,358	83	99%
3 Security	4,160					-	1,387	1,387	0%
4 Legal	44,400	5,504	7,837	8,081		21,422	14,800	(6,622)	145%
5 Admin/Other	20,392	6,884	42	40		6,966	6,797	(169)	102%
Department 13 - Board Total	128,304	20,982	10,825	12,303	5,160	49,270	42,768	(6,502)	115%

	FY 2021 Budget	October Actuals	November Actuals	December Actuals	January Actuals	YTD Actuals	YTD Budget	YTD Variance	YTD %
Department 20 - Finance									
1 Salaries and Wages	494,715	44,297	28,757	28,947	60,125	162,126	164,905	2,779	98%
2 Employee Benefits and Taxes	233,129	25,606	14,802	14,169	13,466	68,042	77,710	9,667	88%
3 Professional Services/Audit	128,980		26,800			26,800	42,993	16,193	62%
4 Insurance	223,389		138,947	21,966	21,910	182,822	74,463	(108,359)	246%
5 Bank Fees	31,081	1,003	10,197	2,818		14,018	10,360	(3,658)	135%
6 Other	30,261	892	2,996	3,990	104	7,982	10,087	2,105	79%
Department 20 - Finance Total	1,141,555	71,798	222,498	71,890	95,604	461,791	380,518	(81,272)	121%
Department 32 - Landscape									
1 Salaries and Wages	201,226	31,105	3,467	3,504	23,108	61,184	67,075	5,891	91%
2 Employee Benefits and Taxes	150,538	31,315	(2,474)	6,490	27,003	62,334	50,179	(12,155)	124%
3 Landscaping/Trees/Irrigation/Roads	32,000	258	1,044	2,168	511	3,981	10,667	6,686	37%
4 Custodial	26,699	865	1,571			2,436	8,900	6,464	27%
5 Utilities	599,577	44,196	39,852	28,580	23,549	136,177	199,859	63,682	68%
6 Vehicles/Equipment Payment	57,216	3,096	2,927	10,154		16,177	19,072	2,895	85%
7 Admin/Other	19,203	5,545	1,291	1,409	3,043	11,288	6,401	(4,887)	176%
Department 32 - Facilities Total	1,086,459	116,379	47,678	52,305	77,215	293,577	362,153	68,576	81%
Department - POA									
1 POA Greenline Park	320,167	7,423	8,082	11,567	2,563	29,635	106,722	77,087	28%
2 POA Security	506,160	39,139	19,853	58,696	41,211	158,900	168,720	9,820	94%
3 POA Medians, Sidewalks, Roads	518,581	91,324	25,180	39,033	7,466	163,003	172,860	9,858	94%
4 POA Playgrounds & Ponds	200,994	11,550	3,001	17,015		31,565	66,998	35,433	47%
5 POA Other	93,846	11,574	10,659	29,865		52,098	31,282	(20,816)	167%
POA - Total	1,639,748	161,011	66,775	156,176	51,240	435,201	546,583	111,382	80%
Department 41 - Information Technology									
1 Salaries and Wages	97,850	10,962	7,308	7,308	7,308	32,885	32,617	(268)	101%
2 Employee Benefits and Taxes	38,067	6,324	3,111	2,766	2,431	14,632	12,689	(1,943)	115%
3 IT Professional Services/Maintenance Agree	35,064	3,694	130	10,570		14,395	11,688	(2,707)	123%
4 Computer Equip/Office Equip Lease/Softwar	59,770	3,532	2,611	3,288		9,431	19,923	10,492	47%
5 Subscriptions/Publications	22,898	600	65			665	7,633	6,968	9%
6 Other	24,904	1,641	1,423	1,661	3,534	8,259	8,301	42	99%
Department 41 - Information Technology Tot	278,553	26,753	14,648	25,593	13,273	80,267	92,851	12,584	86%
Department 50 - Marketing									
1 Salaries and Wages	311,444	34,287	23,438	23,446	24,697	105,868	103,815	(2,053)	102%
2 Employee Benefits and Taxes	100,869	14,858	6,044	6,494	6,279	33,675	33,623	(52)	100%
3 Professional Fees	342,600	40,382	31,400	16,834	12,652	101,268	114,200	12,932	89%
4 Sponsorships/Conferences	62,500			600		600	20,833	20,233	3%
5 Advertising	200,000	24,417	8,008	6,203		38,628	66,667	28,038	58%
6 Marketing Contract	300,000	25,000	25,000	25,000		75,000	100,000	25,000	75%
7 Ground Breaking/Special Events	85,400	65	2,000	6,570		8,635	28,467	19,832	30%
8 Other	78,445	2,887	9,368	8,954	40,027	61,237	26,148	(35,088)	234%
Department 50 - Marketing Total	1,481,258	141,895	105,258	94,102	83,655	424,911	493,753	68,842	86%
Department 60 - Planning & Development									
1 Salaries and Wages	376,154	52,219	20,964	21,052	50,675	144,910	125,385	(19,526)	116%
2 Employee Benefits and Taxes	135,556	19,517	8,606	(3,271)	4,012	28,863	45,185	16,322	64%
3 Other	5,524	1,169	(295)	1,696		2,569	1,841	(728)	140%
Department 60 - Planning & Development To	517,234	72,904	29,274	19,477	54,687	176,343	172,411	(3,931)	102%
Department 61 - Facilities Maintenance									

	FY 2021 Budget	October Actuals	November Actuals	December Actuals	January Actuals	YTD Actuals	YTD Budget	YTD Variance	YTD %
1 Salaries and Wages	122,545	24,282	9,427	9,427	9,103	52,240	40,848	(11,391)	128%
2 Employee Benefits and Taxes	110,524	14,867	13,974	7,043	11,059	46,944	36,841	(10,103)	127%
3 Security	38,900	7,529	233	5,735	1,498	14,995	12,967	(2,028)	116%
4 Tenant Relations	31,360					-	10,453	10,453	0%
5 HVAC	78,815	19,395	7,017	8,486	1,230	36,128	26,272	(9,856)	138%
6 Custodial	57,000	3,993	2,389	5,207	3,166	14,755	19,000	4,245	78%
7 Repairs & Maintenance/Electrical/Plumbing	81,983	11,921	1,744	4,083	1,248	18,995	27,328	8,332	70%
8 Admin/Other	54,943	1,597	1,120	5,927	12,897	21,542	18,314	(3,228)	118%
Department 61 - Maintenance Total	576,070	83,585	35,905	45,908	40,201	205,599	192,023	(13,575)	107%
Total Uses of Funds	8,562,430	839,111	815,946	572,097	625,569	2,863,202	2,854,143	(9,059)	100%
Net Income (Loss) from Operatons	1,919,342	(43,263)	(476,076)	(31,582)	146,173	(415,226)	639,781	\$(1,055,006)	
Non Operating Revenues									
JP Morgan Chase/DPT Debt Service	1,386,525	111,374	115,553	118,295	112,837	458,059	462,175	(4,116)	99%
Grants	220,000					-	73,333	(73,333)	0%
2015 A-1 Bonds	2,446,500	195,542	195,542	208,042	208,042	807,167	815,500	(8,333)	99%
Hotel Debt Service Reserve	676,134					-	225,378	(225,378)	0%
Tenants Utility Reimbursement	259,348	37,307	23,040	12,381	16,287	89,016	86,449	2,566	103%
Total Non Operating Re	4,988,507	344,223	334,134	338,718	337,166	1,354,241	1,662,836	(308,595)	81%
Non Operating Expenditures									
JP Morgan Chase/DPT Debt Service Paymen	1,386,525	111,374	115,553	118,295	112,837	458,059	462,175	4,116	99%
2015 A-1 Bonds Debt Service Payment	2,446,500	195,542	195,542	208,042	208,042	807,167	815,500	8,333	99%
2015 B-1 Bonds Debt Service Payment	504,000	42,000	42,000	42,000	42,000	168,000	168,000	-	100%
2015 B-2 Bonds Debt Service Payment	520,625	43,385	43,385	43,385	43,385	173,542	173,542	(0)	100%
2017 A-1 Bonds Debt Service Payment	243,750	20,313	20,313	20,313	20,313	81,250	81,250	-	100%
SECO Debt Service Payment	647,965					-	215,988	215,988	0%
Tenants Utility Expenditures	259,348	32,375	24,167	15,867	16,622	89,032	86,449	(2,582)	103%
Hotel Debt Service	676,134					-	225,378	225,378	0%
Lone Star Debt Service - OKIN	218,706	4,688	17,233	17,233	17,233	56,387	72,902	16,515	77%
Total Non Operating Ex	6,903,553	449,676	458,193	465,135	460,431	1,833,435	2,301,184	467,749	80%
Total Non Operating Revenues & Expenditi	(1,915,046)	(105,453)	(124,058)	(126,417)	(123,266)	(479,194)	(638,349)	\$ 159,154	75%
Net Income (Loss) after Operations & Debt	4,296	(148,716)	(600,134)	(157,998)	22,907	(894,420)	1,432	(895,852)	

Highlighted Items

-Total Sources of Funds - Unfavorable due to timing of land sales. \$309k Terramark in Jan, remaining budgeted amount later in fiscal year
-Department 10 - Executive Total - \$100k unfavorability due to timing of incentive payments for CEO, Leadership, and Staff. Will become more favorable throughout the year
-Department 20 Finance Total - Unfavorable due to timing of insurance premiums for the year. These are pre-paid and will smooth out over the year

Brooks Development Authority
Unaudited Capital Budget Report - Cash Basis
As of January 31, 2021

Sources	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Totals	Prior	Total
Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years			
Bond - Infrastructure	\$ 200,000	183,130	-	-	-	-	-	-	183,130	18,877,096	19,060,227
Greenline Park to Mission Reach	\$ 868,379	-	-	-	401,280	-	-	-	401,280	347,945	749,225
COSA Capital Funding - S New Braunfels/ Lyster to 410	\$ -	-	-	-	-	-	-	-	-	277,201	277,201
COSA Bond Projects	\$ 150,000	-	20,736	-	-	-	-	-	20,736	1,556,197	1,576,934
Brooks Repair & Replacement Fund	\$ 162,027	-	-	-	-	-	-	-	-	-	-
SARA Grant	\$ -	-	-	-	-	-	-	-	-	-	-
Construction Loans	\$ 812,500	-	-	-	-	477,303	-	-	477,303	5,869,117	6,346,420
Brooks Capital Contribution\Land Sales	\$ 2,964,393	-	-	-	-	-	-	407,180	407,180	12,805,505	13,212,685
Stabilization Funds	\$ -	-	-	-	-	-	-	-	-	786,303	786,303
BDA Building Self Insurance Fund	\$ -	-	-	-	-	-	-	-	-	-	-
POA - Special Assessment	\$ 559,300	-	-	-	-	-	246,743	-	246,743	106,776	353,519
Brooks Land Contribution	\$ -	-	-	-	-	-	-	-	-	-	-
3rd Party Equity Contribution	\$ 125,000	-	-	-	-	-	-	125,000	125,000	-	125,000
Total Sources	5,841,599	183,130	20,736	-	401,280	477,303	246,743	532,180	1,861,373	40,626,141	42,362,514

Uses	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Totals	Prior	Total
Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years			
Infrastructure Projects											
OFFSITE SEWER - TOWN CENTER ALONG SE MILITARY	\$ -	-	-	-	-	-	-	-	-	-	-
LA GLORIA SEWER	\$ 200,000	47,157	-	-	-	-	-	-	47,157	-	47,157
GFR SEWER	\$ -	-	-	-	-	-	-	-	-	-	-
GREENLINE PARK LINKAGE TO MISSION REACH	\$ 868,379	-	-	-	401,280	-	-	-	401,280	431,810	833,090
S. NEW BRAUNFELS/LYSTER TO 410 DESIGN	\$ -	-	-	-	-	-	-	-	-	882,547	882,547
CITY BASE COMMONS - TRAFFIC LIGHT	\$ -	-	-	-	-	-	-	-	-	499,762	499,762
RESEARCH PLAZA EXTENSION - INNER CIRCLE TO PRESA	\$ 50,000	-	18,709	-	-	-	-	-	18,709	783,045	801,754
SNB TO LYSTER TO AVIATION	\$ 50,000	-	2,027	-	-	-	-	-	2,027	1,042,513	1,044,541
INNER CIRCLE	\$ 50,000	-	-	-	-	-	-	-	-	464,733	464,733
Total Infrastructure Projects	1,218,379	47,157	20,736	-	401,280	-	-	-	469,174	4,104,411	4,573,584

Vertical Projects	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Totals	Prior	Total
Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years			
INDUSTRIAL BUILDING	\$ -	-	-	-	-	-	-	-	-	1,257,847	1,257,847
CUISINE SOLUTIONS	\$ -	-	-	-	-	-	-	-	-	31,113	31,113
AVIATOR	\$ -	-	-	-	-	-	-	1,441	1,441	3,985	5,426
SENIOR LIVING CENTER	\$ -	-	-	-	-	-	-	-	-	10,215	10,215
BUILDING 176 RENOVATION	\$ -	-	-	-	-	-	-	-	-	3,723,019	3,723,019
BUILDING 167 RENOVATION	\$ 80,106	-	-	-	-	-	-	-	-	3,146,233	3,146,233
GREENLINE VILLAGE	\$ -	-	-	-	-	-	-	-	-	95,455	95,455
BUILDING 804 RENOVATION - OKIN	\$ -	-	-	-	-	-	-	-	-	50,707	50,707
BUILDING 805 RENOVATION - OKIN	\$ -	-	-	-	-	-	-	-	-	5,009	5,009
BUILDING 175 RENOVATION	\$ -	-	-	-	-	-	-	-	-	14,811	14,811
OFFICE BUILDING	\$ -	-	-	-	-	-	-	-	-	1,062,231	1,062,231
LA GLORIA	\$ 1,933,700	-	-	-	-	-	-	125,000	125,000	44,228	169,228
MEDICAL OFFICE BUILDING	\$ -	-	-	-	-	-	-	237	237	574,351	574,587
Total Vertical Projects	2,013,806	-	-	-	-	-	-	126,677	126,677	10,019,204	10,145,881

	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Prior		
	Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years	Totals	Total
Landscape Projects											
POND RENOVATIONS (POA SPECIAL ASSESSMENT)	\$ 276,086	-	-	-	-	-	175,091	-	-	175,091	203,373
Total Landscape Projects	\$ 276,086	-	-	-	-	-	175,091	-	-	175,091	203,373

	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Prior		
	Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years	Totals	Total
Tenant/Campus Improvements											
DEMOLITION	\$ 13,000	-	-	-	-	-	-	-	-	2,275	2,275
DRAINAGE @ RUNNING W/MOON	\$ 15,000	-	-	-	-	-	-	-	-	-	-
HANGAR 9 - JENNY PLANE	\$ -	-	-	-	-	-	-	-	-	5,500	5,500
CAMPUS MARQUEE	\$ -	-	-	-	-	-	-	-	-	26,198	26,198
SAFETY RAILS OVER LOW CROSSINGS	\$ -	-	-	-	-	-	-	-	-	-	-
WAYFINDING SIGNS (POA SPECIAL ASSESSMENT)	\$ 42,240	-	-	-	-	-	6,586	-	-	13,760	20,346
PARK CANOPIES (POA SPECIAL ASSESSMENT)	\$ 116,450	-	-	-	-	-	-	-	-	45,550	45,550
POA CAMPUS-WIDE SIGNAGE (POA SPECIAL ASSESSMENT)	\$ -	-	-	-	-	-	4,039	-	-	-	4,039
FLOOD ARM BARCADES (POA SPECIAL ASSESSMENT)	\$ -	-	-	-	-	-	-	-	-	14,750	14,750
EMERGENCY 911 POLES (2) (POA SPECIAL ASSESSMENT)	\$ -	-	-	-	-	-	-	-	-	18,700	18,700
DOG PARK (POA SPECIAL ASSESSMENT)	\$ 39,524	124,521	-	-	-	-	61,026	-	-	185,547	271,998
STUDY/DESIGN FOR POND BRIDGE	\$ -	-	-	-	-	-	-	-	-	-	-
POA PARK CHARGING STATIONS	\$ -	-	-	-	-	-	-	-	-	11,989	11,989
PAVERS IN THE PARK FOR FOOD TRUCKS (POA SPECIAL ASSESSMENT)	\$ 70,000	-	-	-	-	-	-	-	-	-	-
HILL CROSSWALK	\$ 135,000	-	-	-	-	-	-	-	-	-	-
NORTH HILL PARKING LOT	\$ 300,000	-	-	-	-	-	-	-	-	-	-
B532 IMPROVEMENTS	\$ -	-	-	-	-	-	-	-	-	65,646	65,646
STREET REPAIRS	\$ -	-	-	-	-	-	-	-	-	37,008	37,008
UNIT 20C SEWER	\$ -	-	-	-	-	-	-	-	-	-	-
HERITAGE OAKS MASTER PLAN	\$ -	-	-	-	-	-	-	-	-	-	-
COMPASS ROSE ADA COMPLIANCE	\$ 108,737	-	-	-	-	-	-	58,788	-	58,788	112,395
COMPASS ROSE NEW SCHOOL SITE - ELECTRIC UTILITIES	\$ -	-	-	-	-	-	-	-	-	-	-
LEVELING _ BLDG 510 (NEW TENANT)	\$ -	-	-	-	-	-	-	-	-	9,330	9,330
COMPASS ROSE (add with CR - ADA)	\$ -	-	-	-	-	-	-	-	-	6,093	6,093
COMPASS ROSE BUILDING 532 RENOVATIONS	\$ -	-	-	-	-	-	-	-	-	132,661	132,661
Total Tenant/ Campus Improvements	\$ 839,951	124,521	-	-	-	-	71,651	58,788	-	254,961	784,478

	FY2021	Brooks	CoSA	SARA	Bexar Cty	Commercial	POA	Brooks	Prior		
	Budget	Bonds	Funding	Grant	Funding	Loans	Special Assessment	Cash	Fiscal Years	Totals	Total
MISC											
CAPITAL LEGAL FEES	\$ 150,000	-	-	-	-	-	-	50,983	-	50,983	533,430
PRE-DEVELOPMENT - MULTIPLE PROJECTS	\$ 120,000	11,452	-	-	-	-	-	31,055	-	42,507	560,195
BROKER'S COMMISSIONS	\$ 308,350	-	-	-	-	-	-	227,203	-	227,203	1,179,466
STREET RENAMING	\$ 14,000	-	-	-	-	-	-	-	-	60,105	60,105
COMMUNICATIONS	\$ -	-	-	-	-	-	-	-	-	11,185	11,185
REPAIR & REPLACEMENT	\$ -	-	-	-	-	-	-	-	-	35,721	35,721
MASTER PLANNING	\$ -	-	-	-	-	-	-	-	-	288,816	288,816
ARCHITECTURE/ENGINEERING	\$ -	-	-	-	-	-	-	37,475	-	208,435	245,909
BUILDING 160 ROOF REPAIRS	\$ 162,027	-	-	-	-	-	-	-	-	-	-
RESIDENTIAL INFILL PILOT PROGRAM	\$ 439,000	-	-	-	-	-	-	-	-	35,803	35,803
HVAC REPAIRS	\$ -	-	-	-	-	-	-	-	-	67,555	67,555
BUILDING MAKE-READY	\$ 50,000	-	-	-	-	-	-	-	-	-	-
LF007 ENVIRONMENT INSURANCE	\$ 100,000	-	-	-	-	-	-	-	-	-	-
CONTINGENCY	\$ 150,000	-	-	-	-	-	-	-	-	-	-
TRANSFER OUT TO OPERATING BUDGET - CAPITAL PROJECTS	\$ -	-	-	-	-	-	-	-	-	1,447,831	1,447,831
AVIATOR RENOVATIONS	\$ -	-	-	-	-	477,303	-	-	-	477,303	477,303
Total Other	\$ 1,493,377	11,452	-	-	-	477,303	-	346,715	-	835,470	4,943,320

TOTAL USES	5,841,599	183,130	20,736	-	401,280	477,303	246,743	532,180	1,861,373	18,789,262	20,650,635
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NET	-	-	-	-	-	-	-	-	-	21,836,878	21,711,878
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Highlighted Items:

- Greeline Park to Mission Reach Bond Project
- POA Special Assessments for Pond Renovations
- POA Special Assessments for Dog Park
- Broker's Commission: Compass Rose \$221k and La Gloria \$6k
- Aviator Renovations for down units

**BROOKS DEVELOPMENT AUTHORITY
STATEMENT OF CASH FLOWS
FOR THE FOUR MONTHS ENDED JANUARY 31, 2021
(Unaudited)**

	FY 2021
CASH FLOWS FROM OPERATING ACTIVITIES	
Receipts from Tenants and Others	\$ 2,000,399
Payments to employees	\$ (1,002,255)
Payments to suppliers for goods and services	\$ (2,394,638)
Net Cash (Used for) Provided by Operating Activities	(1,396,494)
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES	
Acquisition and construction of assets	(1,264,858)
Proceeds from Loans	498,447
Payments on Loans	(502,298)
Interest Received	5,264
Interest Payments	412,104
Net Cash (Used for) Provided by Capital and Related Financing Activities	(851,341)
CASH FLOWS FROM NON-CAPITAL FINANCING ACTIVITIES	
Contributions from Local and Federal Governments	335,178
Net Cash (Used for) Provided by Non-Capital Financing Activities	335,178
NET (DECREASE) INCREASE IN CASH	(1,912,657)
CASH AND CASH EQUIVALENTS BALANCE AT BEGINNING OF PERIOD	16,436,535
CASH AND CASH EQUIVALENTS BALANCE AT THE END OF THE PERIOD	\$ 14,523,878
RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES:	
	337,044
(Increase)/Decrease in Allowance for Doubtful accounts	-
(Increase)/Decrease in Tenants Receivable	36,101
(Increase)/Decrease in Other Receivables	(154,149)
(Increase)/Decrease in Pre-Payments	(72,268)
Increase(Decrease) in Accounts Payable	(840,354)
Increase/(Decrease) in Accrued Expenses	(702,868)
Net Cash (Used for) Provided by Operating Activities	\$ (1,396,494)

Heritage Oaks
FY21 Financial Statements
January 31, 2021

	FY 2021 Orig Budget	FY 2021 Actuals Oct-20	FY 2021 Actuals Nov-20	FY 2021 Actuals Dec-20	FY 2020 Actuals Jan-21	FY 2021 Actuals YTD	FY 2021 Budget YTD	Act as % of Bud	Variance To Budget
Revenue:									
Rent	2,183,809	182,941	181,552	180,406	177,611	722,509	545,952	132.3%	176,557
Other	54,040	8,646	7,902	6,608	6,493	29,649	13,510	219.5%	16,139
TOTAL REVENUE	2,237,849	191,586	189,454	187,014	184,104	752,158	559,462	134.4%	192,696
Expenditures:									
Payroll	278,792	19,665	20,450	17,466	22,912	80,493	69,698	115.5%	(10,795)
Utilities	106,710	1,106	(6,279)	8,527	(9,015)	(5,661)	26,678	-21.2%	32,338
Maintenance & Repair	289,572	45,624	26,171	24,774	17,974	114,544	72,393	158.2%	(42,151)
Marketing	22,798	2,739	2,485	1,702	1,397	8,323	5,700	146.0%	(2,623)
Administrative	28,094	2,647	4,094	(176)	2,112	8,677	7,024	123.5%	(1,653)
Management Fee	90,000	7,663	7,578	7,481	7,364	30,086	22,500	133.7%	(7,586)
Total Expenditures	815,966	79,444	54,499	59,774	42,744	236,461	203,992	115.9%	(32,470)
Net Operating Income	1,421,883	112,142	134,955	127,240	141,359	515,697	355,471	145.1%	160,226
Capital Expenditures	152,350	18,821	21,919	31,972	16,545	89,257	38,088	234.3%	(51,170)
Net Income	1,269,533	93,321	113,036	95,268	124,814	426,440	317,383	134.4%	109,056
Cash Transfer to BDA	1,319,496	59,887	135,395	86,476	98,008	379,766	329,874	115.1%	49,892

Occupancy	93.87%	93.25%	92.02%	92.02%	92.79%	94.08%
Market Rent per Square Foot	\$ 1.04	\$ 1.04	\$ 1.04	\$ 1.04	\$ 1.04	
Actual Rent per Square Foot	\$ 0.95	\$ 0.96	\$ 0.96	\$ 0.96	\$ 0.96	

The Aviator
FY21 Financial Statements
January 31, 2021

	FY 2021 Orig Budget	FY 2021 Actuals Oct-20	FY 2021 Actuals Nov-20	FY 2021 Actuals Dec-20	FY 2020 Actuals Jan-21	FY 2021 Actuals YTD	FY 2021 Budget YTD	Act as % of Bud	Variance To Budget
Revenue:									
Rent	2,649,745	215,846	212,960	212,695	213,292	854,794	662,436	129.0%	192,357
Other	449,924	30,570	29,651	28,285	34,818	123,324	112,481	109.6%	10,843
Total Revenue	3,099,669	246,416	242,611	240,980	248,110	978,117	774,917	126.2%	203,200
Expenditures:									
Payroll	373,434	29,384	22,948	22,005	23,925	98,263	93,359	105.3%	(4,904)
Administrative	69,055	5,557	5,524	4,367	4,626	20,074	17,264	116.3%	(2,811)
Advertising & Marketing	54,860	4,678	5,028	2,302	3,672	15,680	13,715	114.3%	(1,965)
Repairs & Maintenance	45,360	4,015	2,126	1,499	345	7,985	11,340	70.4%	3,355
Contracted Services	73,645	8,831	6,096	5,731	5,537	26,195	18,411	142.3%	(7,784)
Unit Preparation	62,930	4,206	4,785	1,037	2,740	12,769	15,733	81.2%	2,964
Utilities	263,280	23,021	24,159	22,639	23,608	93,427	65,820	141.9%	(27,607)
Management Fees	123,977	9,811	9,519	9,625	9,522	38,476	30,994	124.1%	(7,482)
Taxes	72,900	6,353	6,200	6,326	6,300	25,179	18,225	138.2%	(6,954)
Insurance	92,424	8,139	8,139	7,587	7,592	31,457	23,106	136.1%	(8,351)
Total Expenditures	1,231,865	103,995	94,524	83,118	87,867	369,505	307,966	120.0%	(61,539)
Net Operating Income	1,867,804	142,421	148,087	157,862	160,243	608,613	466,951	130.3%	141,662
Partnership Expenses	34,997	2,007	11,301	18	986	14,312	8,749	0.0%	(5,563)
Capital Expenditures	103,120	1,095	8,615	2,726	1,235	13,672	25,780	53.0%	12,108
	138,117	3,103	19,915	2,744	2,222	27,984	34,529	81.0%	6,545
Net Income before Debt Service	1,729,687	139,319	128,171	155,118	158,021	580,629	432,422	134.3%	148,207
Debt Service:									
Debt Service (Vantage)	1,679,724	136,577	136,577	136,577	136,577	546,309	435,107	125.6%	(111,203)
Net Income after debt service	49,963	2,741	(8,406)	18,540	21,444	34,319	(2,685)	756.8%	37,004
2016 (C-1/D-1) Master Facility Bonds	-	-	-	-	-	-	-	0.0%	-
Net Cash Available for Distribution (Shortfall)	49,963	2,741	(8,406)	18,540	21,444	34,319	(2,685)	756.8%	37,004

Occupancy	86.42%	85.70%	85.70%	87.50%	86.33%	84.94%
Market Rent per Square Foot	\$ 1.32	\$ 1.32	\$ 1.32	\$ 1.32	\$ 1.32	
Actual Rent per Square Foot	\$ 1.18	\$ 1.18	\$ 1.17	\$ 1.17	\$ 1.18	

Embassy Suites
FY21 Financial Statement
January 31, 2021

	FY 2021	FY 2021	FY 2021	FY 2020	FY 2021	FY 2021	Act vs Bud	Variance	
	Actuals	Actuals	Actuals	Actuals	Actuals	Budget	%	To Budget	
	Oct-20	Nov-20	Dec-20	Jan-21	YTD	YTD			
	Budget								
Revenue:									
Room Revenue	4,979,052	311,675	286,313	303,030	314,287	1,215,305	1,244,763	97.6%	(29,458)
Food & Beverage	1,979,238	88,457	78,485	85,203	102,578	354,723	494,810	71.7%	(140,087)
Spa	288,464	16,878	11,438	13,253	16,521	58,090	72,116	80.6%	(14,026)
Other Revenue	91,369	5,929	6,213	4,246	5,509	21,897	22,842	95.9%	(945)
TOTAL REVENUE	7,338,123	422,939	382,449	405,732	438,895	1,650,015	1,834,531	89.9%	(184,516)
Variable Expenses	2,656,961	142,597	136,263	151,604	159,532	589,996	664,240	88.8%	74,245
Gross Margin	4,681,162	280,342	246,187	254,128	279,363	1,060,020	1,170,291	90.6%	(110,271)
Administrative Expenses									
Franchise Fees	594,549	40,729	37,786	38,804	41,348	158,667	148,637	106.7%	(10,030)
Administrative and General	590,676	41,788	45,034	46,317	43,124	176,263	147,669	119.4%	(28,594)
Sales and Marketing	1,102,325	65,803	61,875	64,076	64,603	256,357	275,581	93.0%	19,224
Engineering	308,540	21,495	23,876	21,060	25,839	92,270	77,135	119.6%	(15,135)
Utilities	333,910	29,918	24,955	23,866	28,065	106,804	83,478	127.9%	(23,326)
Total Administrative Expenses	2,930,000	199,733	193,526	194,123	202,978	790,361	732,500	107.9%	(57,861)
Other Expenses									
Management Fee	194,619	11,238	10,126	10,844	11,902	44,110	48,655	90.7%	4,545
Insurance	110,676	9,639	9,639	13,358	13,358	45,994	27,669	166.2%	(18,325)
Total Other Expenses	305,295	20,877	19,765	24,202	25,260	90,104	76,324	118.1%	(13,780)
Net Income before debt service	1,445,867	59,732	32,896	35,803	51,125	179,555	361,467	49.7%	(181,912)
Debt Service:									
Debt Service (Special Facility Bonds)	2,122,000	176,833	176,833	176,833	176,833	707,333	530,500	133.3%	176,833
Additional Debt (2017 Bonds)	-	-	-	-	-	-	-	0.0%	-
Brooks Contribution	(676,133)	-	-	-	-	-	(169,033)	0.0%	169,033
	1,445,867	176,833	176,833	176,833	176,833	707,333	530,500	133.3%	176,833
Net Income	-	(117,101)	(143,938)	(141,030)	(125,708)	(527,779)	(169,033)		
Cash Transfer from Operations									
Excess/(Shortfall) for Debt Service Payment		(176,833)	(176,833)	(176,833)	(176,833)	(707,333)			

Occupancy	60.30%	58.00%	58.40%	62.20%	59.73%	67.90%
Average Daily Rate	\$ 106.88	\$ 105.53	\$ 107.23	\$ 104.45	\$ 106.23	\$ 128.51
Revpar	\$ 64.45	\$ 61.18	\$ 62.66	\$ 64.99	\$ 62.84	\$ 87.20