

Financial Statements and Independent Auditors' Report October 31, 2014 and 2013



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INDEPENDENT AUDITORS' REPORT

Board of Managers and Owners Mountain Haus Condominium Association Vail, Colorado

We have audited the accompanying financial statements of Mountain Haus Condominium Association, which are comprised of the balance sheets as of October 31, 2014 and 2013, and the related statements of operating fund revenues and expenses, 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.

AUDITORS' 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 audit 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 auditors' 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 auditors consider 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. Board of Managers and Owners Mountain Haus Condominium Association Page Two

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

OPINION

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mountain Haus Condominium Association as of October 31, 2014 and 2013, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

OTHER MATTERS

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules on pages 12 through 14 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Accounting principles generally accepted in the United States of America require that the supplementary information on major repairs and replacements on page 15 be presented to supplement the financial statements. Such information, although not a part of the financial statements, is required by the Financial Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with accounting principles 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 financial statements, and other knowledge we obtained during our audits of the 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.

EKS&H LLLP EKS&H LLLP

December 4, 2014 Denver, Colorado

Balance Sheets

	October 31,			1,
		2014		2013
Assets				
Current assets				
Cash and cash equivalents	\$	1,045,737	\$	882,994
Restricted cash		200,000		-
Accounts receivable		58,760		35,777
Accounts receivable - unit #569D owner litigation		193,765		-
Inventories		64,648		54,629
Prepaid expenses		17,759		50,869
Total current assets		1,580,669		1,024,269
Property and equipment				
Building improvements		8,134,838		7,368,738
Equipment		429,501		480,131
Construction in progress		13,787		13,749
		8,578,126		7,862,618
Less accumulated depreciation		(5,065,016)		(4,742,012)
Net property and equipment		3,513,110		3,120,606
Total assets	<u>\$</u>	5,093,779	\$	4,144,875
Liabilities and Fund Balances				
Current liabilities				
Accounts payable				
Trade	\$	22,159	\$	31,492
Owners		70,635		47,940
Accrued liabilities				
Payroll and related		9,416		5,541
Accrued bonus		77,470		67,630
Accrued expenses		-		2,163
Line-of-credit - unit #569D owner litigation		193,765		-
Patronage dividend payable to owners		60,277		14,568
Advance reservation deposits		1,054,745		763,977
Total current liabilities		1,488,467		933,311
Commitments and contingencies				
Fund balances				
Operating		3,600,881		3,187,964
Capital		4,431		23,600
Total fund balances		3,605,312		3,211,564
Total liabilities and fund balances	<u>\$</u>	5,093,779	<u>\$</u>	4,144,875
See notes to financial statements				

Statements of Operating Fund Revenues and Expenses

	For the Years Ended October 31,			
		2014		2013
Revenues and assessments				
Room revenue	\$	4,019,666	\$	3,697,749
Dues and assessments		907,296		880,872
Interest		3,459		3,701
Maid service		31,335		29,145
Other		52,173		52,998
Total revenues and assessments		5,013,929		4,664,465
Departmental and operating expenses				
Employee		1,739,234		1,634,329
Marketing and guest		342,244		320,804
Administrative and general		282,459		269,075
Utilities		198,673		187,813
Repairs and maintenance		138,723		122,627
Insurance		80,036		108,696
Housekeeping		69,453		68,818
Depreciation, other than assets specially assessed		9,384		10,902
Property taxes		3,812		4,075
Total departmental and operating expenses		2,864,018		2,727,139
Excess of revenues over expenses before fixed charges		2,149,911		1,937,326
Fixed charges				
Depreciation on assets specially assessed		423,061		370,735
Payments to owners for operating results		60,277		14,568
Loss on disposal of assets		3,149		26,943
Total fixed charges		486,487		412,246
Excess of revenues over expenses before room revenues credited to rental program participants		1,663,424		1,525,080
Room revenues credited to rental program participants		2,090,226		1,922,829
Deficit of revenues over expenses	<u>\$</u>	(426,802)	<u>\$</u>	(397,749)

Statement of Changes in Fund Balances For the Years Ended October 31, 2014 and 2013

	 Operating	Capital	 Total
Balance - October 31, 2012	\$ 3,184,813	\$ 38,663	\$ 3,223,476
Special capital assessments	-	385,837	385,837
Purchase of property and equipment transferred to and capitalized in operating fund	400,900	(400,900)	-
Deficit of revenues over expenses	 (397,749)		 (397,749)
Balance - October 31, 2013	3,187,964	23,600	3,211,564
Special capital assessments	-	820,550	820,550
Purchase of property and equipment transferred to and capitalized in operating fund	839,719	(839,719)	-
Deficit of revenues over expenses	 (426,802)		 (426,802)
Balance - October 31, 2014	\$ 3,600,881	<u>\$ 4,431</u>	\$ 3,605,312

Statements of Cash Flows

	For the Years Ended October 31,			
	2014	2013		
Cash flows from operating activities				
Deficit of revenues over expenses	<u>\$ (426,802)</u> <u>\$</u>	(397,749)		
Adjustments to reconcile deficit of revenues over expenses	Φ (120,002) Φ	(<u>3) (, ())</u>)		
to net cash provided by operating activities				
Depreciation	432,445	381,637		
Loss on disposal of assets	3,149	26,943		
Changes in assets and liabilities	,	,		
Accounts receivable	(216,748)	15,267		
Inventories	(10,019)	4,566		
Prepaid expenses	33,110	(33,569)		
Accounts payable	13,362	15,459		
Accrued liabilities	11,552	(9,303)		
Patronage dividend payable to owners	45,709	(15,393)		
Advance reservation deposits	290,768	41,643		
	603,328	427,250		
Net cash provided by operating activities	176,526	29,501		
Cash flows from investing activities				
Purchase of property and equipment	(840,178)	(419,862)		
Proceeds from sale of property and equipment	12,080			
Net cash used in investing activities	(828,098)	(419,862)		
Cash flows from financing activities				
Restricted cash	(200,000)	-		
Line-of-credit - unit #569D owner litigation, net	193,765	-		
Special capital assessments	820,550	385,837		
Net cash provided by financing activities	814,315	385,837		
Net increase (decrease) in cash and cash equivalents	162,743	(4,524)		
Cash and cash equivalents - beginning of year	882,994	887,518		
Cash and cash equivalents - end of year	<u>\$ 1,045,737</u> <u>\$</u>	882,994		

Notes to Financial Statements

Note 1 - Description of Business and Summary of Significant Accounting Policies

Mountain Haus Condominium Association (the "Association"), a non-profit corporation, was incorporated in December 1967 to govern and manage 75 condominium units located in Vail, Colorado. The Association's activities include governing and managing related common areas, as well as managing the rental operations of the property, which are described as the Condotel.

The owners of the condominium units may individually elect to offer their units for rent as part of a short-term rental program. Approximately 88% of the owners participate in the program. For the years ended October 31, 2014 and 2013, the Association generally retained 48% of short-term room rental revenue received to offset related operating costs. The remaining 52% of short-term room rental revenue was credited to the owners.

Association expenses are allocated between the Homeowners' operating fund and rental operation based on an allocation approved by the Board of Managers ("Board").

Cash and Cash Equivalents

The Association considers all highly liquid instruments purchased with an original maturity of three months or less to be cash equivalents. The Association continually monitors its positions with, and the credit quality of, the financial institutions with which it invests. As of the balance sheet date, and periodically throughout the year, the Association has maintained balances in various operating accounts in excess of federally insured limits.

Restricted Cash

Restricted cash consists of monies held in a bank related to requirements of a specific line-of-credit agreement (Note 3).

Accounts Receivable

Accounts receivable consist of balances due from owners and in-house guests. The Association has the right to place a lien on the property of owners who are delinquent in their accounts.

Inventories

Inventories consist primarily of guest amenities and linens for units. Linen inventories are valued as follows: 1/3 at full current cost, 1/3 at 66% of current cost, and 1/3 at 33% of current cost. Guest amenities and maintenance items are stated at the lower of cost or market, determined using the first-in, first-out method.

Property and Equipment

The policy of the Association is to capitalize real and personal property at cost on the operating fund to which the Association has separate title or ownership and that may be sold individually or from which significant cash flows can be derived based on usage by owners and non-owners.

Notes to Financial Statements

Note 1 - Description of Business and Summary of Significant Accounting Policies (continued)

Property and Equipment (continued)

Property and equipment are stated at cost. Depreciation is provided utilizing straight-line and accelerated methods over the estimated useful lives for owned assets, which range from 10 to 39 years for building improvements and from 3 to 10 years for furniture, fixtures, and equipment.

Long-Lived Assets

The Association reviews its long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of the asset may not be recovered. The Association looks primarily to the undiscounted future cash flows in its assessment of whether or not long-lived assets have been impaired.

Advance Reservation Deposits

Advance reservation deposits consist of deposits received for future room rentals and relate primarily to the winter ski season.

Fund Accounting

The Association uses fund accounting, which requires the following funds to be classified separately for accounting and reporting purposes:

- An operating fund, which includes resources available for the common area operations and rental operations of the Association.
- A capital fund, which represents resources from amounts specially assessed to owners to fund Board-approved capital expenditures.

Revenue Recognition

Dues are assessed monthly to owners, in accordance with the Association's declarations, at an amount determined by the budget and approved by the Board. Room revenue is recognized as lodging is provided.

Advertising Costs

The Association expenses advertising costs as incurred. Advertising expense for the years ended October 31, 2014 and 2013 was \$99,243 and \$94,309, respectively.

Notes to Financial Statements

Note 1 - Description of Business and Summary of Significant Accounting Policies (continued)

Income Taxes

The Association does not qualify to be treated as an association exempt from income taxes pursuant to Internal Revenue Code ("IRC") Section 528. Although the Association is a not-for-profit corporation, it is subject to income tax, essentially in the same manner as a regular business corporation. The rental operations flow through and are taxed individually to the owners and, therefore, are not included on the corporate tax returns of the Association.

The Association applies a more-likely-than-not measurement methodology to reflect the financial statement impact of uncertain tax positions taken or expected to be taken in a tax return. After evaluating the tax positions taken, none are considered to be uncertain; therefore, no amounts have been recognized as of October 31, 2014 and 2013. If incurred, interest and penalties associated with tax positions are recorded in the period assessed as general and administrative expense. No interest or penalties have been assessed as of October 31, 2014 and 2013. Tax years that remain subject to examination include 2011 through the current year.

Concentration Risks

A significant portion of the Association's revenue is derived during the winter months. If the Vail area were to experience a significant decline in snowfall, it could have a huge impact on the Association's rental revenue.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Subsequent Events

The Association has evaluated all subsequent events through the auditor's report date, which is the date the financial statements were available for issuance, and has determined that there are no events requiring disclosure.

Note 2 - Special Assessments

The Board has historically elected not to fund capital expenditures in advance, but rather assess owners, at the Board's discretion, as the funds are necessary. For the years ended October 31, 2014 and 2013, special capital assessments for capital improvements were \$820,550 and \$385,837, respectively.

Notes to Financial Statements

Note 3 - Line-of-Credit

During 2014, the Association entered into a \$200,000 line-of-credit with a bank in order to fund litigation cost (Note 5), which matures in May 2015. The balance as of October 31, 2014 was \$193,765. Interest is at the greater of prime plus 1.0% or 4.25% (4.25% at October 31, 2014) payable monthly. The line is collateralized by all assets of the Association and guaranteed by the Mountain Haus Association.

Note 4 - Patronage Dividend

At the end of each fiscal year, the Association has historically refunded or billed any taxable excess (deficit) to the owners and rental participants as a patronage dividend. Taxable revenue in excess of expenses consists of the following:

		October 31,				
		2014				
Condotel Association	\$	37,524 22,753	\$	10,106 4,462		
Total	<u>\$</u>	60,277	<u>\$</u>	14,568		

Note 5 - Commitments and Contingencies

Litigation

The Association is in post-trial status regarding litigation initiated by an individual owner against the Association. This case began in April of 2013, went to trial in July 2014, and, in August 2014, the judge ruled in favor of the owner. The Association recorded legal expenses, which include damages, attorney's fee, and judgment costs, within a separate accounts receivable line on the balance sheets, and will be fully billed as a special assessment to owners. The Association entered into a line-of-credit in order to fund the payments made as a result of the litigation (Note 3).

Retirement Plans

The Association has adopted a simplified employee pension plan (the "Plan") under Section 401(k) of the IRC. Under the Plan, each employee, as defined, can elect to make salary reduction payments to individual retirement accounts. The Association matched 50% of the participant deferrals, up to 4% of the employee's contribution, with a total matching contribution of \$14,643 and \$14,883 for the years ended October 31, 2014 and 2013, respectively.

The Plan also provides for an annual discretionary contribution by the Association. For the years ended October 31, 2014 and 2013, no discretionary contributions were made by the Association.

Employment Contracts

The Association has employment contracts with key management personnel, which require lump-sum payments if employment is terminated by the Association.

ACCOMPANYING INFORMATION

Combining Statement of Operating Fund Revenues and Expenses For the Year Ended October 31, 2014

	Association		Condotel	Eliminations		Total
Revenues and assessments						
Room revenue	\$ -	\$	4,019,666	\$ -	\$	4,019,666
Dues and assessments	907,296	•	-	-	*	907,296
Interest	-		3,459	-		3,459
Maid service	-		31,335	-		31,335
Other	41,489		48,018	(37,334)		52,173
Total revenues and assessments	948,785	_	4,102,478	(37,334)	_	5,013,929
Departmental and operating expenses						
Employee	462,652		1,276,582	-		1,739,234
Marketing and guest	1,665		352,579	(12,000)		342,244
Administrative and general	67,049		220,284	(4,874)		282,459
Utilities	197,866		807	-		198,673
Repairs and maintenance	138,723		-	-		138,723
Insurance	54,822		25,214	-		80,036
Housekeeping	-		89,913	(20,460)		69,453
Depreciation, other than assets						
specially assessed	-		9,384	-		9,384
Property taxes	3,250		562			3,812
Total departmental and operating						
expenses	926,027		1,975,325	(37,334)		2,864,018
Excess of revenues over expenses						
before fixed charges	22,758		2,127,153			2,149,911
Fixed charges						
Depreciation on assets specially						
assessed	423,061		-	-		423,061
Payments to owners for operating	-					-
results	22,753		37,524	-		60,277
Loss (gain) on disposal of assets	7,066		(3,917)			3,149
Total fixed charges	452,880		33,607			486,487
(Deficit) excess of revenues over						
expenses before room revenues						
credited to rental program participants	(430,122)		2,093,546			1,663,424
created to remai program participants	(430,122)		2,095,540	-		1,005,424
Room revenues credited to rental						
program participants	-		2,090,226	-		2,090,226
						<u> </u>
(Deficit) excess of revenues over	.					
expenses	<u>\$ (430,122</u>)	\$	3,320	<u>\$</u>	\$	(426,802)

Schedule of Condotel Operating Expenses

		For the Years Ended October 31,				
	Budget 2014			2014		2013
Employee	J)	Unaudited)				
Laundry and housekeeping wages	\$	377,677	\$	402,968	\$	348,728
Payroll taxes and benefits		277,803		326,931		307,478
Back office wages		296,392		306,789		293,055
Front office wages		124,323		113,218		117,034
Management bonus		65,825		74,692		64,160
Maintenance wages		53,240		51,984		51,652
Total employee	\$	1,195,260	<u>\$</u>	1,276,582	<u>\$</u>	1,182,107
Marketing and guest						
Guest services	\$	113,731	\$	146,421	\$	141,028
Marketing and advertising		113,493		99,243		94,309
Cable television		38,144		34,038		31,778
Travel agent commissions		15,483		37,753		33,966
Conference rent		12,000		12,000		12,000
Printing and mailing		6,200		5,369		4,245
Rating survey		6,250		6,040		6,200
Dues and subscriptions		7,500		6,595		7,412
Telephone		1,650		4,503		70
Promotions and entertainment		1,800		617		142
Total marketing and guest	<u>\$</u>	316,251	<u>\$</u>	352,579	<u>\$</u>	331,150
Administrative and general						
Credit card commissions	\$	94,500	\$	110,042	\$	102,441
Data processing		24,360		23,727		22,633
Other office expense		22,577		28,138		21,723
Professional fees		17,250		17,040		16,225
Parking		9,060		9,060		10,610
Automobile		13,260		10,187		13,696
Telephone		9,600		8,618		8,187
Condotel - uniforms		5,050		4,095		5,201
Postage and printing		4,900		4,503		5,064
Office rent		4,874		4,874		4,327
Total administrative and general	<u>\$</u>	205,431	\$	220,284	\$	210,107
Utilities	\$	807	\$	807	\$	749
Housekeeping						
Cleaning supplies	\$	26,525	\$	49,165	\$	47,971
Linens		10,000		13,377		9,215
Laundry rent		20,460		20,460		20,460
Kitchen supplies		5,000		6,911		11,632
Total housekeeping	\$	61,985	\$	89,913	\$	89,278

Schedule of Common Area Expenses

					For the Years Ended October 31				
	Bu	dget 2014		2014		2013			
	(U	naudited)							
Employee									
Back office wages	\$	166,042	\$	175,367	\$	170,075			
Payroll taxes and benefits		85,097		97,880		94,595			
Front office wages		95,973		95,973		95,450			
Maintenance wages		46,716		46,716		46,051			
Laundry and housekeeping wages		46,716		46,716		46,051			
Total employee	\$	440,544	\$	462,652	\$	452,222			
Administrative and general									
Professional fees	\$	23,650	\$	24,096	\$	22,862			
Directors	Ŧ	11,600		11,359	•	9,746			
Office supplies		7,200		7,200		7,200			
Data processing and facsimile		9,600		12,185		11,784			
Telephone		4,920		4,920		4,800			
Automobile		-		2,700		2,963			
Parking		4,440		3,390		2,740			
Postage and printing		1,200		1,199		1,200			
Total administrative and general	\$	62,610	\$	67,049	\$	63,295			
Utilities									
Gas and electric	\$	117,654	\$	119,143	\$	105,197			
Water and sewer		67,100		61,078		65,149			
Trash removal		17,450		17,645		16,718			
Total utilities	\$	202,204	<u>\$</u>	197,866	<u>\$</u>	187,064			
Repairs and maintenance									
Repairs and maintenance	\$	91,794	\$	91,069	\$	91,243			
Elevator	Ŧ	19,700		20,576	•	21,776			
Swimming pool		4,200		4,214		3,616			
Decorating		4,050		3,786		3,740			
Plumbing and electrical		1,200		19,078		2,252			
Total repairs and maintenance	\$	120,944	<u>\$</u>	138,723	<u>\$</u>	122,627			

Supplementary Information on Major Repairs and Replacements For the Year Ended October 31, 2014 (Unaudited)

The Board estimates the remaining useful lives and the replacement costs of the components of common property based on estimated replacement dates and lives of common property. The following table is based on management's estimates and presents significant information about the components of common property. The estimates were derived by management. Estimated replacement costs have been discounted to represent current values at October 31, 2014 using a 2% inflation factor.

	Estimated Remaining Useful Lives	Total Estimated Replacement Costs		<u>Amou</u>	int Funded
Building	2 - 6 years	\$	1,611,500	\$	-
Roof replacement	3 years		850,000		-
Hallway upgrades	5 years		585,000		-
Lobby upgrades	6 years		145,000		-
Office furnishings and computers	5 years		141,750		-
Entrance upgrades	6 years		313,000		-
Spa, hot tub, and exercise room upgrades	1 - 5 years		555,295		-
Conference room upgrades	5 years		31,000		
		\$	4,232,545	\$	