

**BERKSHIRE BEACH CLUB OF DEERFIELD**  
**Presentation Budget as Mailed to the Ownership**  
**For the Year: January 1 - December 31, 2018**

	Annual	Monthly	1 Bedroom	2 Bedroom
<b>REVENUE</b>				
Annual Assessments	\$ 430,918	\$ 35,910	\$ 636.04	\$ 816.96
Ad Valorem Tax Assessments	-	-	-	-
Reserve Assessments	77,814	6,484	114.85	147.52
Late Payment Penalty	500	42	0.74	0.95
Reinstatement Fees	1,000	83	1.48	1.90
Bad Debt Recovery	5,000	417	7.38	9.48
Interest	500	42	0.74	0.95
Sale of Intervals/Deedback fees	-	-	-	-
<b>Total Revenue</b>	<b>515,732</b>	<b>42,978</b>	<b>761.22</b>	<b>977.75</b>
<b>PAYROLL</b>				
Payroll	89,413	7,451	131.97	169.51
Taxes and Benefits	10,282	857	15.18	19.49
Health Insurance	15,243	1,270	22.50	28.90
Workers Comp	3,264	272	4.82	6.19
<b>Total Payroll</b>	<b>118,202</b>	<b>9,850</b>	<b>174.47</b>	<b>224.09</b>
<b>OPERATING</b>				
Air Conditioning	2,500	208	3.69	4.74
Data Line	-	-	-	-
Cable TV	1,740	145	2.57	3.30
Cleaning & Room Supplies	13,500	1,125	19.93	25.59
Contract Cleaning	27,518	2,293	40.62	52.17
Electricity	16,000	1,333	23.62	30.33
Gas	4,000	333	5.90	7.58
General Repairs	10,000	833	14.76	18.96
Pest Control	800	67	1.18	1.52
Pool & Spa	5,700	475	8.41	10.81
Telephone	5,700	475	8.41	10.81
Water/Sewer	9,000	750	13.28	17.06
	<b>96,458</b>	<b>8,038</b>	<b>142.37</b>	<b>182.87</b>
<b>ADMINISTRATIVE</b>				
Audit Fees	4,800	400	7.08	9.10
Bad Debts	70,708	5,892	104.36	134.05
Bank & Credit Card Fees	4,800	400	7.08	9.10
Billing & Collections	5,000	417	7.38	9.48
Board Of Director Expenses	1,050	88	1.55	1.99
Legal Fees	9,450	788	13.95	17.92
Management Fees	63,552	5,296	93.80	120.49
Office Expense	3,300	275	4.87	6.26
Postage	2,300	192	3.39	4.36
<b>Total Administrative</b>	<b>164,960</b>	<b>13,747</b>	<b>243.48</b>	<b>312.74</b>
<b>FIXED COSTS</b>				
Insurance	44,165	3,680	65.19	83.73
Division Fees	1,326	111	1.96	2.51
Prior Year Deficit	12,808	1,067	18.90	24.28
<b>Total Fixed Costs</b>	<b>58,299</b>	<b>4,858</b>	<b>86.05</b>	<b>110.53</b>
Total Expenses	437,918	36,493	646.37	830.23
Less: Other Income	(7,000)	(583)	(10.33)	(13.27)
<b>Total Operating Budget</b>	<b>430,918</b>	<b>35,910</b>	<b>636.04</b>	<b>816.96</b>
Taxes upon Timeshare Property	-	-	0.00	0.00
Reserves	77,814	6,484	114.85	147.52
<b>Total Budget</b>	<b>508,732</b>	<b>42,394</b>	<b>750.89</b>	<b>964.48</b>

Total Number of Units 13  
Total Number of Weeks 663

*Pursuant to Florida Statute 721.13(3)(d)2, the custodian of records on behalf of the Association is as follows:*  
Vacation Resorts International  
25510 Commercentre Drive, Suite 100  
Lake Forest, CA 92630