

**BERKSHIRE BEACH CLUB OF DEERFIELD**  
**Presentation Budget as Mailed to the Ownership**  
**For the Year: January 1 - December 31, 2017**

	Annual	Monthly	1 Bedroom	2 Bedroom
<b>REVENUE</b>				
Annual Assessments	\$ 417,031	\$ 34,753	\$ 615.54	\$ 790.63
Ad Valorem Tax Assessments	-	-	-	-
Reserve Assessments	74,415	6,201	109.84	141.08
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>498,446</b>	<b>41,537</b>	<b>735.71</b>	<b>944.98</b>
<b>PAYROLL</b>				
Payroll	90,769	7,564	133.98	172.08
Taxes and Benefits	9,848	821	14.54	18.67
Health Insurance	15,120	1,260	22.32	28.67
Workers Comp	3,313	276	4.89	6.28
<b>Total Payroll</b>	<b>119,050</b>	<b>9,921</b>	<b>175.72</b>	<b>225.70</b>
<b>OPERATING</b>				
Air Conditioning	2,500	208	3.69	4.74
Data Line	2,400	200	3.54	4.55
Cable TV	1,792	149	2.65	3.40
Cleaning & Room Supplies	14,420	1,202	21.28	27.34
Contract Cleaning	11,562	963	17.06	21.92
Electricity	15,914	1,326	23.49	30.17
Gas	4,031	336	5.95	7.64
General Repairs	10,000	833	14.76	18.96
Pest Control	775	65	1.14	1.47
Pool & Spa	6,300	525	9.30	11.94
Telephone	2,604	217	3.84	4.94
Water/Sewer	8,593	716	12.68	16.29
	<b>80,891</b>	<b>6,741</b>	<b>119.40</b>	<b>153.36</b>
<b>ADMINISTRATIVE</b>				
Audit Fees	4,800	400	7.08	9.10
Bad Debts	87,597	7,300	129.29	166.07
Bank & Credit Card Fees	4,800	400	7.08	9.10
Billing & Collections	5,472	456	8.08	10.37
Board Of Director Expenses	2,100	175	3.10	3.98
Legal Fees	6,600	550	9.74	12.51
Management Fees	62,616	5,218	92.42	118.71
Office Expense	3,300	275	4.87	6.26
Postage	2,300	192	3.39	4.36
<b>Total Administrative</b>	<b>179,585</b>	<b>14,965</b>	<b>265.07</b>	<b>340.47</b>
<b>FIXED COSTS</b>				
Insurance	43,179	3,598	63.73	81.86
Division Fees	1,326	111	1.96	2.51
<b>Total Fixed Costs</b>	<b>44,505</b>	<b>3,709</b>	<b>65.69</b>	<b>84.37</b>
<b>Total Expenses</b>	<b>424,031</b>	<b>35,336</b>	<b>625.87</b>	<b>803.90</b>
Less: Other Income	(7,000)	(583)	(10.33)	(13.27)
<b>Total Operating Budget</b>	<b>417,031</b>	<b>34,753</b>	<b>615.54</b>	<b>790.63</b>
Taxes upon Timeshare Property	-	-	0.00	0.00
Reserves	74,415	6,201	109.84	141.08
<b>Total Budget</b>	<b>491,446</b>	<b>40,954</b>	<b>725.37</b>	<b>931.71</b>

Total Number of Units 13  
Total Number of Weeks 663