

**BERKSHIRE ON THE OCEAN**  
**Presentation Budget as Mailed to the Ownership**  
**For the Year: January 1 - December 31, 2019**

	Annual	Monthly	\$ Interval
<b>REVENUE</b>			
Annual Assessments	\$ 738,075	\$ 61,506	\$ 629.22
Ad Valorem Tax Assessments	NOTE 1	NOTE 1	NOTE 1
Reserve Assessments	103,901	8,658	88.58
Late Payment Penalty	1,000	83	0.85
Bad Debt Recovery	3,000	250	2.56
Laundry Income	700	58	0.60
Interest	2,000	167	1.71
Deed back fees	-	-	-
Operating Surplus	-	-	-
<b>Total Revenue</b>	<b>848,676</b>	<b>70,723</b>	<b>723.51</b>
<b>PAYROLL</b>			
Payroll	233,597	19,466	199.14
Taxes/Benefits/Processing	26,966	2,247	22.99
Health Insurance	14,690	1,224	12.52
Workers Comp	8,526	711	7.27
<b>Total Payroll</b>	<b>283,779</b>	<b>23,648</b>	<b>241.93</b>
<b>OPERATING</b>			
Air Conditioning	7,000	583	5.97
Beach Cleaning	1,890	158	1.61
Cable TV	15,496	1,291	13.21
Contract Cleaning	16,385	1,365	13.97
Cleaning & Room Supplies	27,000	2,250	23.02
Electrical and Plumbing	6,500	542	5.54
Electricity	27,000	2,250	23.02
Gas	7,000	583	5.97
Maintenance and Repairs	16,000	1,333	13.64
Lawn/Landscaping	10,000	833	8.53
Pest Control	2,600	217	2.22
Pool	6,100	508	5.20
Service Contracts	4,118	343	3.51
Telephone	10,000	833	8.53
Trash	1,650	138	1.41
Water/Sewer	16,000	1,333	13.64
	<b>174,740</b>	<b>14,562</b>	<b>148.97</b>
<b>ADMINISTRATIVE</b>			
Audit Fees	6,500	542	5.54
Bad Debts	72,837	6,070	62.09
Bank & Credit Card Fees	10,000	833	8.53
Billing & Collections	7,400	617	6.31
Legal Fees	9,450	788	8.06
Management Fees	78,300	6,525	66.75
Office Expense	12,000	1,000	10.23
Postage	3,000	250	2.56
<b>Total Administrative</b>	<b>199,486</b>	<b>16,624</b>	<b>170.07</b>
<b>FIXED COSTS</b>			
Insurance	84,424	7,035	71.97
Division Fees	2,346	196	2.00
<b>Total Fixed Costs</b>	<b>86,770</b>	<b>7,231</b>	<b>73.97</b>
<b>Total Expenses</b>	<b>744,775</b>	<b>62,065</b>	<b>634.93</b>
Less: Other Income	(6,700)	(558)	(5.71)
<b>Total Operating Budget</b>	<b>738,075</b>	<b>61,506</b>	<b>629.22</b>
Taxes upon Timeshare Property	NOTE 1	NOTE 1	NOTE 1
Reserves	103,901	8,658	88.58
<b>Total Budget</b>	<b>841,976</b>	<b>70,165</b>	<b>717.80</b>

NOTE 1: Real estate taxes will be billed together with maintenance/reserve assessments as billed by county.

Total Number of Units 23  
Total Number of Weeks 1,173

*Pursuant to Florida Statute 721.13(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

NOTE 2:  
Richard Schwartz is the principal owner of Net Realty Services ("NRS") and is also a member of the Board of Directors for this Association. NRS provides resale broker services for the Association but the Association does not directly pay any fees to NRS. These fees are paid during the closing from the title company.