

**CAUSEWAY ON GULL ASSOCIATION, INC.**  
**2011 OPERATING BUDGET**

| Ordinary Income/Expense                  | Resort              | Per Owner       |                  | %             |
|--|---------------------|-----------------|------------------|---------------|
|  |                     | Units<br>1 - 52 | Units<br>53 - 58 |               |
| <b>Income</b>                            |                     |                 |                  |               |
| Maintenance Fee - Operating              | 1,758,517.50        | 665.00          | 665.00           | 87.4%         |
| Replacement Fund                         | 79,155.00           | 30.00           | 30.00            | 3.9%          |
| <b>Total Maintenance Fee Income</b>      | <b>1,837,672.50</b> | <b>695.00</b>   | <b>695.00</b>    | <b>91.3%</b>  |
| Maintenance Fee - GLRC                   | 54,270.00           | 20.11           | 20.11            | 2.7%          |
| Building Rental Income                   | 36,000.00           | 13.34           | 13.34            | 1.8%          |
| Penalty & Interest Income                | 35,000.00           | 12.97           | 12.97            | 1.7%          |
| Miscellaneous Income                     | 50,170.00           | 18.59           | 18.59            | 2.5%          |
| <b>Total Revenue</b>                     | <b>2,013,112.50</b> | <b>760.00</b>   | <b>760.00</b>    | <b>100.0%</b> |
| <b>Expense</b>                           |                     |                 |                  |               |
| <b>Management Contract</b>               |                     |                 |                  |               |
| Administration                           | 194,062.53          | 73.29           | 73.29            | 9.6%          |
| Maintenance                              | 231,854.82          | 87.56           | 87.56            | 11.5%         |
| Housekeeping                             | 301,411.24          | 113.83          | 113.83           | 15.0%         |
| Management                               | 107,116.92          | 40.45           | 40.45            | 5.3%          |
| <b>Subtotal Management Contract</b>      | <b>834,445.51</b>   | <b>315.12</b>   | <b>315.12</b>    | <b>41.5%</b>  |
| <b>Management Contract - GLRC</b>        | <b>24,362.16</b>    | <b>293.52</b>   | <b>293.52</b>    | <b>1.2%</b>   |
| <b>Supplies &amp; Purchases:</b>         |                     |                 |                  |               |
| Administration                           | 88,150.00           | 32.66           | 32.66            | 4.4%          |
| Maintenance                              | 88,000.00           | 32.60           | 32.60            | 4.4%          |
| Housekeeping                             | 80,000.00           | 29.64           | 29.64            | 4.0%          |
| <b>Subtotal Supplies &amp; Purchases</b> | <b>256,150.00</b>   | <b>94.91</b>    | <b>94.91</b>     | <b>12.7%</b>  |
| <b>General:</b>                          |                     |                 |                  |               |
| Real Estate Taxes                        | 161,794.00          | 59.95           | 59.95            | 8.0%          |
| Insurance                                | 62,444.00           | 23.14           | 23.14            | 3.1%          |
| Professional Services                    | 25,000.00           | 9.26            | 9.26             | 1.2%          |
| Uncollectible Fees                       | 20,000.00           | 7.56            | 7.56             | 1.0%          |
| Depreciation                             | 40,000.00           | 14.82           | 14.82            | 2.0%          |
| <b>Subtotal General &amp; Finance</b>    | <b>309,238.00</b>   | <b>114.72</b>   | <b>114.72</b>    | <b>15.4%</b>  |
| <b>Utilities:</b>                        |                     |                 |                  |               |
| Electricity                              | 193,200.00          | 71.58           | 71.58            | 9.6%          |
| Natural Gas                              | 80,300.00           | 29.75           | 29.75            | 4.0%          |
| Telephone                                | 13,000.00           | 4.82            | 4.82             | 0.6%          |
| Cable TV                                 | 20,360.00           | 7.54            | 7.54             | 1.0%          |
| Sewer & Water                            | 20,160.00           | 7.47            | 7.47             | 1.0%          |
| Refuse Removal                           | 10,000.00           | 3.71            | 3.71             | 0.5%          |
| <b>Subtotal Utilities</b>                | <b>337,020.00</b>   | <b>124.87</b>   | <b>124.87</b>    | <b>16.7%</b>  |
| <b>Finance:</b>                          |                     |                 |                  |               |
| Sewer Connection Fees                    | 40,632.48           | 15.36           | 15.36            | 2.0%          |
| Interest Expense                         | 40,164.00           | 14.88           | 14.88            | 2.0%          |
| Principal Payments on Long Term Debt     | 70,000.00           | 25.94           | 25.94            | 3.5%          |
| <b>Subtotal Finance</b>                  | <b>150,796.48</b>   | <b>56.17</b>    | <b>56.17</b>     | <b>7.5%</b>   |
| <b>Replacements &amp; Reserves</b>       |                     |                 |                  |               |
| Renovation                               | 20,000.00           | 7.56            | 7.56             | 1.0%          |
| Special Replacement fee (\$30/owner)     | 79,155.00           | 30.00           | 30.00            | 3.9%          |
| Reserve shortfall                        | 1,945.35            | 0.72            | 0.72             | 0.1%          |
| <b>Total Expenses</b>                    | <b>2,013,112.50</b> | <b>1,037.60</b> | <b>1,037.60</b>  | <b>100.0%</b> |