

COMMENTS ON FINANCIAL RESULTS AS OF THE END OF FEBRUARY 2010 (4 MONTHS)

Please find attached the financial results as of February 28, 2010. After the first four months of the year, it is the Association's management opinion that our projection for the year remains in line with the budget expectation that was approved at the end of October. As it is still early in the year, we will remain cautious about spending. You will find below a summary of the items that might have an impact on our budget in the months to come.

Major items that might have positive and/or negative impact on our budget:

1. As far as the insurance is concerned, we have not yet received any news concerning any cost increase. We are monitoring this item very closely and we still hope that if there is an increase, it will be within our forecasted budget for the year. We should receive the information during the next month.
2. As we have requested a study to be completed by an independent contractor to verify the TV signal inside our buildings, there will be a cost associated with it. We are hoping that the study will be positive and that we will be able to update our TV system.
3. As of today, we have no indication of the possible increase to the water and sewage cost, so our forecast for these items has not changed.
4. As far as the foreclosure situation is concerned, we are please to inform you that there was some action as unit 168B was sold during February 2010. We now have 14 foreclosures as there was no new foreclosure during the month. We would like to thank the owners that are in foreclosure and are paying their Association due as they are trying to renegotiate their mortgage. The projected cost for the total year which is \$44,000 will remain the same if no additional foreclosures are added.
5. On the positive note, there will be some saving as the cost for the electricity is going down.

Gaétan Cardinal, Treasurer

March 15, 2010

WATERSIDE FINANCIAL RESULT
AS OF FEBRUARY 28, 2010

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2009/2010</u> <u>BUDGET</u>	<u>VARIANCE</u>
<u>REVENUE</u>				290	
NSF FEE	50	0	50	0	50
100 ASSESSMENTS **	426,220	426,760	1,279,740	1,280,280	-540
102 LATE FEE INCOME	3,645	2,000	6,000	6,000	0
103 INTEREST INCOME	1,628	167	500	500	0
104 ESTOPPEL FEE	600	1,000	3,750	3,000	750
106 ACCESS/GATE CARDS	0	167	200	500	-300
107 TRANSFER/SCREENING FEE	19,480	9,333	29,000	28,000	1,000
108 MISCELLANEOUS INCOME	706	1,166	2,500	3,500	-1,000
TOTAL REVENUE	452,329	440,593	1,321,740	1,321,780	-40

EXPENSES

UTILITIES

200 ELECTRIC	13,593	17,334	49,000	52,000	-3,000
201 WATER & SEWER	52,540	80,000	240,000	240,000	0
202 GARBAGE & RECYCLING	11,557	11,533	34,600	34,600	0
203 PROPANE GAS	39	333	1,000	1,000	0
204 CABLE T.V.	25,902	22,000	69,750	66,000	3,750
205 TELEPHONE	2,905	2,500	7,500	7,500	0
205.1 WIFI	572	667	2,000	2,000	0
	107,108	134,367	403,850	403,100	750

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2009/2010</u> <u>BUDGET</u>	<u>VARIANCE</u>
<u>ADMINISTRATIVE</u>					
300 PAYROLL-ADMINISTRATIVE	35,870	37,620	112,860	112,860	0
301 PAYROLL-MAINTENANCE	21,292	22,000	66,000	66,000	0
302 PAYROLL TAXES	4,568	5,000	15,000	15,000	0
302.1 EMPLOYEE BENEFITS	5,021	4,167	12,500	12,500	0
303 PAYROLL SERVICE FEES	1,322	1,233	1,325	3,700	-2,375
304 SECURITY GUARDS	16,500	17,500	51,500	52,500	-1,000
305 ACCOUNTING	8,405	8,667	26,000	26,000	0
305.1 BANK FEES	323	333	600	1,000	-400
305.2 BAD DEBT	0	11,667	44,000	35,000	9,000
306 AUDITING	4,325	1,600	4,325	4,800	-475
307 LEGAL	4,827	4,750	13,250	14,250	-1,000
308 PROPERTY TAX	2,157	733	2,157	2,200	-43
309 INCOME TAX	0	267	800	800	0
310 INSURANCE	48,218	63,833	191,500	191,500	0
311 OFFICE SUPPLIES	2,643	1,500	4,000	4,500	-500
312 POSTAGE & SHIPPING	870	1,167	2,500	3,500	-1,000
313 LICENSES	1,709	833	2,500	2,500	0
314 TRAVEL & MILEAGE	188	133	400	400	0
315 MEETINGS & EDUCATION	0	83	250	250	0
316 SCREENING	5,908	2,667	8,500	8,000	500
317 ALARM SYSTEM	80	200	600	600	0
318 COMPUTER REPAIR/SERVICE	414	800	2,400	2,400	0
319 COPIER	904	1,200	3,600	3,600	0
320 MISCELLANEOUS ADMIN.EXP.	3,763	1,667	5,000	5,000	0
320.1 WEBSITE IMPROVEMENT	100	833	1,500	2,500	-1,000
	169,407	190,453	573,067	571,360	1,707

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2009/2010</u> <u>BUDGET</u>	<u>VARIANCE</u>
<u>MAINTENANCE</u>					
400 GASOLINE	302	250	750	750	0
401 SPRINKLERS	946	4,000	10,000	12,000	-2,000
402 PEST CONTROL	6,883	7,333	24,000	22,000	2,000
402.6 MISC. MAINT.EXP.	716	167	1,000	500	500
403 LANDSCAPING	32,229	37,333	112,000	112,000	0
403.1 FERTILIZATION-WEED CONT.	4,525	2,667	9,000	8,000	1,000
404 TREE TRIMMING	9,283	3,667	11,000	11,000	0
404.1 NEW TREES & BUSHES	9,170	6,000	18,000	18,000	0
405 BUILDING MAINTENANCE	7,841	7,000	21,000	21,000	0
406 GROUNDS MAINTENANCE	3,387	2,333	6,000	7,000	-1,000
407 SECURITY GATE EXPENSE	3,826	1,333	4,000	4,000	0
408 CAMERA & VIDEO EXP.	0	333	1,000	1,000	0
409 PLUMBING EXP.	185	500	1,500	1,500	0
410 ELECTRICAL EXP.	5,273	1,667	6,000	5,000	1,000
411 POOL SUPPLIES & REPAIR	2,829	4,667	12,000	14,000	-2,000
412 STREET MAINTENANCE	2,279	1,333	4,000	4,000	0
413 UNIFORMS	0	83	250	250	0
414 GOLF CARTS	396	667	2,000	2,000	0
415 LOCKSMITH	45	167	500	500	0
416 FIRE SAFETY	0	1,917	5,750	5,750	0
417 JANITORIAL SUPPLIES	548	1,100	3,000	3,300	-300
420 PAINTING PROGRAM	0	16,667	50,000	50,000	0
421 STREET LIGHT	0	667	1,000	2,000	-1,000
425 POOL CHAIRS/TABLES	1,765	666	1,765	2,000	-235
426 ENTRANCE SIGNS/FOUNTAIN	0	1,000	3,000	3,000	0
429 BENCHES REPLACEMENT	3,602	2,000	3,902	6,000	-2,098
430 SHUFFLE BOARD SURFACING	0	1,000	3,000	3,000	0
431 CLUB HOUSE IMPROVEMENT	7,555	2,333	8,000	7,000	1,000
	103,585	108,850	323,417	326,550	-3,133

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2009/2010</u> <u>BUDGET</u>	<u>VARIANCE</u>
450 CONTINGENCY	15,092	6,590	19,770	19,770	0
476 INTEREST EXPENSE	13	333	50	1,000	-950
	15,105	6,923	19,820	20,770	-950
GRAND TOTAL EXPENSES	395,204	440,593	1,319,404	1,321,780	-2,376
SURPLUS REVENU OVER EXPEMSES	57,125	0	1,586	0	-1,586

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RESERVES					
2510 ROOFS	8,333	8,333	25,000	25,000	0
2515 PAINTING	800	800	2,400	2,400	0
2530 ASPHALT	11,667	11,667	35,000	35,000	0
2542 POOLS	4,200	4,200	12,600	12,600	0
2543 AWNINGS	6,667	6,667	20,000	20,000	0
2546 SPRINKLERS	1,667	1,667	5,000	5,000	0
2545 WORKING CAPITAL	8,333	8,333	25,000	25,000	0
2544 INTEREST REV. RESERVE	0	1,667	5,000	5,000	0
2548 LAND PURCHASE	8,333	8,333	25,000	25,000	0
	50,000	51,667	155,000	155,000	0

12-Mar-10