

COMMENTS ON THE DECEMBER 2011 FINANCIAL RESULT

We just completed our second month of your Association's financial year; we have limited modifications to the expected results for the full year when compared to the budget.

On the revenue side we did make very limited modifications to our last month's forecast. We still maintain that we will be short of our expected budget for the full year by \$3,445.00, mainly due to fewer screening fees and lower estoppel revenue. On this last point we have seen some sales activity in December, but we remain cautious about the full year total number of units that may change hands.

On the expense side, we lowered our forecast on the electricity cost and we do have projects that may lower our cost in the future. We also reduced our payroll taxes and employee benefits compared to last month's forecast. We have reduced our forecast for tree -trimming by \$3,000.00 and maintain our overage in grounds-maintenance, as you can see what's currently on-going with our hedges. Also, with the help of our volunteers, we will repair some grass areas. We are currently working on the hedges on Miner Road and hope to complete it by the end of January. It will take time for the hedges to grow back, but they will. We are currently negotiating to complete the entrance fountain/cascade, so we have increased our forecast and will exceed the budget on this item by \$10,000.00. With these modifications we still forecast that we will be below budget on the expense side by \$4,090.00 and be within the budget objective for the year.

Your Board remains committed to the improvement of our community and achieving budget objectives. To all of our volunteers, we thank you for your commitment and involvement. Waterside will continue to move ahead. The Welcome Party was a great success, thanks to Mrs. Lisette Petigrew and her group of busy-bee- helpers, and to the bar tenders. Planning for the "public works" group of volunteers is under the direction of Pierre Dumont and Gaétan Cardinal.

Andre Mongrain, President

Gaétan Cardinal, Treasurer

WATERSIDE FINANCIAL RESULT
AS OF DECEMBER 31, 2011

<u>REVENUE</u>	<u>DESCRIPTION</u>	<u>YTD</u>	<u>YTD</u>	<u>TOTAL YEAR</u>	<u>2011/2012</u>	<u>VARIANCE</u>
		<u>ACTUAL</u>	<u>BUDGET</u>	<u>FORECAST</u>	<u>BUDGET</u>	
					290	
	NSF FEE	75	0	55	0	55
	100 ASSESSMENTS **	222,980	222,980	1,337,880	1,337,880	0
	102 LATE FEE INCOME	1,000	667	4,000	4,000	0
	103 INTEREST INCOME	0	83	300	500	-200
	104 ESTOPPEL FEE	0	500	1,800	3,000	-1200
	106 ACCESS/GATE CARDS	15	33	100	200	-100
	107 TRANSFER/SCREENING FEE	10,245	5,333	30,000	32,000	-2000
	108 MISCELLANEOUS INCOME	257	334	2,000	2,000	0
	TOTAL REVENUE	234,572	229,930	1,376,135	1,379,580	-3445

EXPENSES
UTILITIES

	200 ELECTRIC	7,102	7,833	46,000	47,000	-1,000
	201 WATER & SEWER	35,928	37,500	225,000	225,000	0
	202 GARBAGE & RECYCLING	7,020	6,167	37,000	37,000	0
	203 PROPANE GAS	17	83	500	500	0
	204 CABLE T.V.	10,780	11,667	70,000	70,000	0
	205 TELEPHONE	1,242	1,200	7,200	7,200	0
	205.1 WIFI	428	333	2,000	2,000	0
		62,517	64,783	387,700	388,700	-1,000

<u>ADMINISTRATIVE</u>	<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2011/2012</u> <u>BUDGET</u>	<u>VARIANCE</u>
	300 PAYROLL-ADMINISTRATIVE	19,052	18,925	113,550	113,550	0
	301 PAYROLL-MAINTENANCE	12,141	12,000	72,000	72,000	0
	302 PAYROLL TAXES	2,386	2,917	17,000	17,500	-500
	302.1 EMPLOYEE BENEFITS	2,254	2,833	16,500	17,000	-500
	304 SECURITY GUARDS	7,817	9,167	55,000	55,000	0
	305 ACCOUNTING	4,319	4,250	25,500	25,500	0
	305.1 BANK FEES	139	100	600	600	0
	305.2 BAD DEBT	0	4,000	24,000	24,000	0
	305.3 COLLECTION COST	1,249	1,500	9,000	9,000	0
	306 AUDITING	0	783	4,700	4,700	0
	307 LEGAL	330	667	4,000	4,000	0
	308 PROPERTY TAX	2,860	450	2,860	2,700	160
	309 INCOME TAX	0	83	500	500	0
	310 INSURANCE	31,251	30,833	185,000	185,000	0
	311 OFFICE SUPPLIES	471	542	3,000	3,250	-250
	312 POSTAGE & SHIPPING	360	300	1,800	1,800	0
	313 LICENSES	1,648	418	2,500	2,500	0
	314 TRAVEL & MILEAGE	148	133	800	800	0
	315 MEETINGS & EDUCATION	0	50	300	300	0
	316 SCREENING	2,886	1,583	9,000	9,500	-500
	317 ALARM SYSTEM	79	117	700	700	0
	318 COMPUTER REPAIR/SERVICE	350	333	2,000	2,000	0
	319 COPIER	632	667	4,000	4,000	0
	320 MISCELLANEOUS ADMIN.EXP.	1,847	666	4,000	4,000	0
	320.1 WEBSITE IMPROVEMENT	0	333	2,000	2,000	0
	323 SOCIAL FACILITIES	1,761	833	5,000	5,000	0
		93,980	94,483	565,310	566,900	-1,590

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2011/2012</u> <u>BUDGET</u>	<u>VARIANCE</u>
MAINTENANCE					
400 GASOLINE	0	167	1,000	1,000	0
401 SPRINKLERS	864	833	5,000	5,000	0
402 PEST CONTROL	5,750	2,167	13,000	13,000	0
402.6 MISC. MAINT.EXP.	0	333	2,000	2,000	0
403 LANDSCAPING	24,944	19,000	114,000	114,000	0
403.1 FERTILIZATION-WEED CONT.	28	1,333	8,000	8,000	0
404 TREE TRIMMING	185	2,500	12,000	15,000	-3,000
404.1 NEW TREES & BUSHES	1,294	3,000	13,000	18,000	-5,000
405 BUILDING MAINTENANCE	3,832	4,000	24,000	24,000	0
406 GROUNDS MAINTENANCE	5,176	4,000	29,000	24,000	5,000
407 SECURITY GATE EXPENSE	152	1,333	8,000	8,000	0
408 CAMERA & VIDEO EXP.	0	833	5,000	5,000	0
409 PLUMBING EXP.	325	667	4,000	4,000	0
410 ELECTRICAL EXP.	2,570	667	4,000	4,000	0
411 POOL SUPPLIES & REPAIR	4,550	1,500	12,000	9,000	3,000
412 STREET MAINTENANCE	74	500	3,000	3,000	0
413 UNIFORMS	0	42	250	250	0
414 GOLF CARTS	194	1,833	11,000	11,000	0
415 LOCKSMITH	0	83	500	500	0
416 FIRE SAFETY	0	833	5,000	5,000	0
417 JANITORIAL SUPPLIES	402	333	2,000	2,000	0
418 AWNINGS REPAIRS	-4,255	5,000	26,000	30,000	-4,000
420 PAINTING PROGRAM	-267	7,167	43,000	43,000	0
421 STREET LIGHT	0	167	1,000	1,000	0
425 POOL CHAIRS/TABLES	0	333	2,000	2,000	0
426 ENTRANCE SIGNS/FOUNTAIN	0	833	15,000	5,000	10,000
429 BENCHES REPLACEMENT	0	500	3,000	3,000	0
432 MAIN OFFICE/GUARD HOUSE	0	584	2,500	3,500	-1,000
433 LIBRARY	137	834	2,500	5,000	-2,500
478 GAZEBO	0	3,000	18,000	18,000	0
LIGHT RETENTION POUND	0	1,667	10,000	10,000	0
	45,955	66,042	398,750	396,250	2,500

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2011/2012</u> <u>BUDGET</u>	<u>VARIANCE</u>
450 CONTINGENCY	0	4,622	23,730	27,730	-4,000
476 INTEREST EXPENSE	0	0	0	0	0
	0	4,622	23,730	27,730	-4,000
<u>GRAND TOTAL EXPENSES</u>	202,452	229,930	1,375,490	1,379,580	-4,090
<u>REVENU OVER EXPENSES</u>	32,120	0	645	0	645

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2011/2012</u> <u>BUDGET</u>	<u>VARIANCE</u>
<u>RESERVES</u>					
2510 ROOFS	2,083	2,083	25,000	25,000	0
2515 PAINTING	200	200	2,400	2,400	0
2530 ASPHALT	1,250	1,250	15,000	15,000	0
2542 POOLS	833	833	10,000	10,000	0
2543 AWNINGS	833	833	10,000	10,000	0
2546 SPRINKLERS	417	417	5,000	5,000	0
2547 TV CABLE INFRASTRUCTURE	1,042	1,042	12,500	12,500	0
2545 WORKING CAPITAL	1,042	1,042	12,500	12,500	0
2544 INTEREST REV. RESERVE	292	500	6,000	6,000	0
	7,992	8,200	98,400	98,400	0

Gaetan Cardinal, Treasurer

Andre Mongrain, President