

COMMENTS ON MARCH 2014 FINANCIAL RESULTS

As the year progresses we keep adjusting our forecast and moving dollars from one budget item to another, even if it is a low impact. We are building our contingency account and hope to use this account to make major improvement to the alley between building 16 and 20, the area known as "Alley de Provence." So far we have met with architect Mr. Paul Slattery and Mr. John Park, a specialized contractor in the planned type of work. We will contact the area owners to let them know the plan. We have also increased our cost for pest control as we will have to tent one building due to termites. This work should be done in May.

We have added a fully bilingual English/French person to replace Stacey's previous position. Stacey will retain some of the functions she was handling previously, and training is ongoing. Currently Stacey is working on the various summer projects, like the tree-pruning, in preparation for the hurricane season. The correction to the sidewalk levels, the painting program, awning replacement and a series of activities are the normal workload for the summer months. This year we will not report on these elements, just the monthly financial reporting.

In March and April we conducted "Written consent in lieu of a meeting" on the possibility of acquiring the land on Miner Road at the exit of the Village. We are now proceeding with Cambridge Title Co. for the final closing of the transaction. Participation has been extremely high, and so far 378 owners have voted, 365 of which voted For and 13 Against. This represents a participation of 92%, with 88.8% in favor. Some owners have not returned their vote yet. Remember that not returning your vote by May 10, 2014 is equivalent to a "no" vote, and it is preferable that you indicate your real position, not something implied. Records of those votes need to be retained as part of the minutes for many years to come. This record level of participation for a vote indicates from our owners a positive vision of the future of Waterside. The renovation that our owners are making to their units is also a positive sign for the future. Hopefully we can have more commitment to the Florida room renovations, which remain a blot on the landscape in the general look of Waterside Village.

We mentioned the introduction of new scheduling of work reports and we keep updating them, which allows a better follow-up on the tasks performed by our maintenance staff, and a follow-up on contractors' work schedules and performance.

We reviewed our insurance forecast and lowered it by \$9,000.00. Negotiations are coming to the final stage, and this will have a positive impact for the future year's projections. Lately the sales activity is picking up and we will reach budget for the year. At this time, with the ongoing closing sales, we have reached 18 units sold and there are more in discussion. Thanks to our owners, they are the best representatives to bring in potential buyers.

As usual the various reserve accounts are funded on a monthly basis in accordance with budget and in accordance with completion of the acquisition of the Miner Road North; we will use \$124,000.00 of the interest revenue and working capital reserve to pay for the land.

Andre C. Mongrain President and Treasurer, April 17, 2014

WATERSIDE VILLAGE FINANCIAL RESULT
AS OF MARCH 31,2014

	<u>YTD</u>	<u>YTD</u>	<u>TOTAL YEAR</u>	<u>2013/2014</u>	
<u>REVENUE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FORECAST</u>	<u>BUDGET</u>	<u>VARIANCE</u>
				305	
NSF FEE	51	0	0	0	0
100 ASSESSMENTS **	588,233	588,233	1,411,760	1,411,760	0
102 LATE FEE INCOME	805	1,459	2,500	3,500	-1000
103 INTEREST INCOME	0	0	0	0	0
104 TRANSFER FEE	1,350	1,250	3,000	3,000	0
106 ACCESS/GATE CARDS	0	83	100	200	-100
107 SCREENING FEE	16,973	10,834	27,000	26,000	1000
108 MISCELLANEOUS INCOME	50	833	1,000	2,000	-1000
TOTAL REVENUE	607,462	602,692	1,445,360	1,446,460	-1100
<u>EXPENSES</u>					
<u>UTILITIES</u>					
200 ELECTRIC	22,178	19,167	46,000	46,000	0
201 WATER & SEWER	97,850	95,834	229,000	230,000	-1,000
202 GARBAGE & RECYCLING	17,027	17,500	41,000	42,000	-1,000
203 PROPANE GAS	48	208	500	500	0
204 CABLE T.V.	26,154	27,083	64,000	65,000	-1,000
205 TELEPHONE	2,406	3,000	7,000	7,200	-200
205.1 WIFI	663	729	1,750	1,750	0
	166,326	163,521	389,250	392,450	-3,200

<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>2013/2014</u> <u>BUDGET</u>	<u>VARIANCE</u>
	300 PAYROLL-ADMINISTRATIVE	39,791	47,500	101,000	114,000	-13,000
	301 PAYROLL-MAINTENANCE	29,719	31,875	80,000	76,500	3,500
	302 PAYROLL TAXES	5,321	7,083	14,000	17,000	-3,000
	302.1 EMPLOYEE BENEFITS	4,214	5,000	10,500	12,000	-1,500
	304 SECURITY GUARDS	22,729	23,750	57,000	57,000	0
	305 ACCOUNTING	10,475	10,625	25,200	25,500	-300
	305.1 BANK FEES	494	375	1,000	900	100
	305.2 BAD DEBT	6,799	5,000	8,650	12,000	-3,350
	305.3 COLLECTION COST	5,083	3,333	9,000	8,000	1,000
	306 AUDITING	4,400	1,833	4,400	4,400	0
	307 LEGAL	3,378	833	5,000	2,000	3,000
	308 PROPERTY TAX	2,856	1,083	3,500	2,600	900
	309 INCOME TAX	0	208	500	500	0
	310 INSURANCE	105,600	112,500	261,000	270,000	-9,000
	311 OFFICE SUPPLIES	1,335	1,042	2,500	2,500	0
	312 POSTAGE & SHIPPING	369	500	1,200	1,200	0
	313 LICENSES	1,709	1,042	2,500	2,500	0
	314 TRAVEL & MILEAGE	99	458	800	1,100	-300
	315 MEETINGS & EDUCATION	424	125	2,000	300	1,700
	316 SCREENING	7,176	3,125	8,500	7,500	1,000
	317 ALARM SYSTEM	79	208	500	500	0
	318 COMPUTER REPAIR/SERVICE	1,549	834	2,300	2,000	300
	319 COPIER	1,367	1,667	4,000	4,000	0
	320 MISCELLANEOUS ADMIN.EXP.	3,755	1,875	4,700	4,500	200
	320.1 WEBSITE IMPROVEMENT	41	625	3,000	1,500	1,500
	323 SOCIAL FACILITIES	7,450	3,334	13,000	8,000	5,000
		266,212	265,833	625,750	638,000	-12,250

<u>DESCRIPTION</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>TOTAL YEAR FORECAST</u>	<u>2013/2014 BUDGET</u>	<u>VARIANCE</u>
MAINTENANCE					
400 GASOLINE	363	583	1,200	1,400	-200
401 SPRINKLERS	2,433	2,500	6,000	6,000	0
402 PEST CONTROL	10,435	10,417	27,600	25,000	2,600
402.6 MISC. MAINT.EXP.	348	417	1,000	1,000	0
403 LANDSCAPING	51,250	51,667	124,000	124,000	0
403.1 FERTILIZATION-WEED CONT.	10,528	10,417	25,000	25,000	0
404 TREE TRIMMING	3,025	3,958	9,500	9,500	0
404.2 NEW TREES & BUSHES	7,596	5,208	12,500	12,500	0
405 BUILDING MAINTENANCE	8,361	11,250	32,000	27,000	5,000
406 GROUNDS MAINTENANCE	2,941	10,000	20,000	24,000	-4,000
407 SECURITY GATE EXPENSE	7,999	2,500	9,000	6,000	3,000
408 CAMERA & VIDEO EXP.	0	833	2,000	2,000	0
409 PLUMBING EXP.	793	1,250	3,000	3,000	0
410 ELECTRICAL EXP.	6,739	1,250	7,000	3,000	4,000
411 POOL SUPPLIES & REPAIR	17,690	5,417	21,000	13,000	8,000
412 STREET MAINTENANCE	315	2,083	2,500	5,000	-2,500
413 UNIFORMS	0	167	400	400	0
414 GOLF CARTS	859	2,083	2,500	5,000	-2,500
415 LOCKSMITH	0	125	300	300	0
416 FIRE SAFETY	354	1,667	4,000	4,000	0
417 JANITORIAL SUPPLIES	639	833	2,000	2,000	0
418 AWNINGS REPAIRS	700	7,083	19,400	17,000	2,400
420 PAINTING PROGRAM	0	22,083	53,000	53,000	0
421 STREET LIGHT	971	833	2,000	2,000	0
425 POOL CHAIRS/TABLES	0	834	2,000	2,000	0
429 BENCHES REPLACEMENT	421	417	421	1,000	-579
	134,760	155,875	389,321	374,100	15,221

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2013/2014</u> <u>BUDGET</u>	<u>VARIANCE</u>
450 CONTINGENCY	-520	5,636	24,778	16,910	7,868
476 SHUTTER GW/CIRCULAR	0	0	0	0	0
480 RAILROAD NOISE/DUST	16,261	8,333	16,261	25,000	-8,739
	14,583	13,969	41,039	41,910	-871
GRAND TOTAL EXPENSES	581,881	599,198	1,445,360	1,446,460	-1,100
REVENU OVER EXPENSES	16,050	3,494	0	0	0

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2013/2014</u> <u>BUDGET</u>	<u>VARIANCE</u>
RESERVES					
2510 ROOFS	12,500	12,500	30,000	30,000	0
2515 PAINTING	417	417	1,000	1,000	0
2530 ASPHALT	8,958	8,958	21,500	21,500	0
2542 POOLS	3,333	3,333	8,000	8,000	0
2543 AWNINGS	1,250	1,250	3,000	3,000	0
2546 SPRINKLERS	2,083	2,083	5,000	5,000	0
2547 TV CABLE INFRASTRUCTURE	5,208	5,208	12,500	12,500	0
2545 WORKING CAPITAL	4,792	4,792	11,500	11,500	0
2544 INTEREST REV. RESERVE	6,856	3,333	12,200	8,000	4,200
	45,397	41,874	104,700	100,500	4,200

ANDRE MONGRAIN, President/Treasurer

17-Apr-14