

COMMENTS ON FINANCIAL RESULTS AS OF JANUARY 31st, 2016

We have completed the first quarter of the current fiscal year, and we should be in a position to achieve not only budget objective, but also our cash flow target. We should not have to borrow funds to pay our large insurance premium come May 1.

During the first quarter we also completed the revision of our legal documents, which was supported by 84% of our owners, thanks to all who got involved in this important process for our Association. We received 345 approval votes and not a single disapproval vote. After 27 years this was a must for the future of Waterside. We are now completing the scrivener errors and it will be submitted to the State authority before the end of February.

Be aware that there will be very important events which will take place before March 10 and we invite you to attend. Please follow up on announcements on channel 70 and on the various bulletin boards. Your Board is currently working on a financing program if the new club house proposal is accepted by our owners.

Coming back to financial results, on the revenue side we did lower our expectation on estoppels due to a lower than expected unit that should be sold, due to unfavorable foreign exchange rate. On the expenses we did purchase equipment for HD on a portion of our TV system. We are still working on it to resolve the remaining issues. This cost \$8,000.00. On the administrative type of expenses we did lower some accounts, the main one being the bad debt. We have resolved some situations for the benefit of the Association. We should be reporting on the insurance cost by the middle of April.

The maintenance groups of expenses in total are marginally below budget, with one significant overrun being the plumbing that relates to the major reparation of the sanitary pipes under Building 1. \$16,000.00 was paid off during the previous fiscal year and \$6,000.00 from the current year budget. Under the contingency grouping, the clubhouse study is in a credit position, as we reversed all of the accruals that were set up in October. We are awaiting some charges from the architect firm, which will eliminate this credit. Again the various reserves are funded on a monthly basis all in accordance with budget. We renewed a term deposit and received an interest payment on one of the CDs that was equivalent to an annual rate of return of 7.5% right after the month's end. Over the next couple of months we will also have to renew for \$150,000.00 of the CD that come to maturity.

The Annual and the Special meetings of the owners were very successful and well attended, with just over 180 attending. When we consider that 150 of our owners are not present at Waterside, we have to be proud of such a result, thanks to our owners for their involvement in the affairs of the Association.

February is also the month of the Sharing Project, and the last 2 pages articles published in the "Hebdo de Floride" attracted a lot of attention toward Waterside, a small contribution does make a difference.

Thanks for reading,

Andre C. Mongrain, President

Claude Comtois, Treasurer

February 15, 2016

WATERSIDE FINANCIAL RESULT
AS OF JANUARY 31, 2016

	<u>YTD</u>	<u>YTD</u>	<u>TOTAL YEAR</u>	<u>2015/2016</u>	
<u>REVENUE</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>FORECAST</u>	<u>BUDGET</u>	<u>VARIANCE</u>
				310	
NSF FEE	25	0	25	0	25
100 ASSESSMENTS **	354,105	354,105	1,416,420	1,416,420	0
102 LATE FEE INCOME	750	501	2,000	2,000	0
103 INTEREST INCOME	0	0	0	0	0
104 TRANSFER FEE	150	750	1,500	3,000	-1500
106 ACCESS/GATE CARDS	0	50	100	200	-100
107 SCREENING FEE	10,900	7,500	30,000	30,000	0
108 MISCELLANEOUS INCOME	500	375	1,500	1,500	0
TOTAL REVENUE	366,430	363,281	1,451,545	1,453,120	-1,575
<u>EXPENSES</u>					
<u>UTILITIES</u>					
200 ELECTRIC	12,316	12,750	51,000	51,000	0
201 WATER & SEWER	61,815	60,500	242,000	242,000	0
202 GARBAGE & RECYCLING	10,608	11,500	46,000	46,000	0
203 PROPANE GAS	495	50	600	200	400
204 CABLE T.V.	26,328	16,500	74,000	66,000	8,000
205 TELEPHONE	1,608	1,800	7,200	7,200	0
205.1 WIFI	679	750	3,000	3,000	0
	113,849	103,850	423,800	415,400	8,400

<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>2015/2016</u> <u>BUDGET</u>	<u>VARIANCE</u>
	300 PAYROLL-ADMINISTRATIVE	26,053	26,250	107,500	105,000	2,500
	301 PAYROLL-MAINTENANCE	18,046	18,500	73,000	74,000	-1,000
	302 PAYROLL TAXES	3,815	3,750	15,000	15,000	0
	302.1 EMPLOYEE BENEFITS	4,693	1,750	6,500	7,000	-500
	304 SECURITY GUARDS	14,484	14,250	57,000	57,000	0
	305 ACCOUNTING	6,430	6,625	25,500	26,500	-1,000
	305.1 BANK FEES	353	313	1,250	1,250	0
	305.2 BAD DEBT	0	1,500	2,000	6,000	-4,000
	305.3 COLLECTION COST	2,715	1,250	5,000	5,000	0
	306 AUDITING	0	1,150	4,400	4,600	-200
	307 LEGAL	393	625	2,500	2,500	0
	308 PROPERTY TAX	3,612	925	3,612	3,700	-88
	309 INCOME TAX	0	125	0	500	-500
	310 INSURANCE	67,714	72,250	289,000	289,000	0
	311 OFFICE SUPPLIES	408	750	3,000	3,000	0
	312 POSTAGE & SHIPPING	0	375	1,500	1,500	0
	313 LICENSES	1,709	800	3,200	3,200	0
	314 TRAVEL & MILEAGE	0	250	750	1,000	-250
	315 MEETINGS & EDUCATION	0	125	250	500	-250
	316 SCREENING	4,133	3,000	12,000	12,000	0
	317 ALARM SYSTEM	238	125	500	500	0
	318 COMPUTER REPAIR/SERVICE	0	500	2,000	2,000	0
	319 COPIER	877	1,000	4,000	4,000	0
	320 MISCELLANEOUS ADMIN.EXP.	1,785	1,500	6,000	6,000	0
	320.1 WEBSITE IMPROVEMENT	1,020	375	2,500	1,500	1,000
	323 SOCIAL FACILITIES	4,437	2,500	10,000	10,000	0
		162,915	160,563	637,962	642,250	-4,288

<u>DESCRIPTION</u>	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>TOTAL YEAR FORECAST</u>	<u>2015/2016 BUDGET</u>	<u>VARIANCE</u>
MAINTENANCE					
400 GASOLINE	0	200	600	800	-200
401 SPRINKLERS	1,219	2,000	8,000	8,000	0
402 PEST CONTROL	6,106	6,500	26,000	26,000	0
402.6 MISC. MAINT.EXP.	68	250	1,000	1,000	0
403 LANDSCAPING	30,750	31,500	123,000	126,000	-3,000
403.1 FERTILIZATION-WEED CONT.	6,252	6,250	25,000	25,000	0
404 TREE TRIMING	0	2,500	8,000	10,000	-2,000
404.2 NEW TREES & BUSHES	71	2,000	5,000	8,000	-3,000
405 BUILDING MAINTENANCE	7,011	6,250	27,000	25,000	2,000
406 GROUNDS MAINTENANCE	676	5,500	21,000	22,000	-1,000
407 SECURITY GATE EXPENSE	0	1,750	7,000	7,000	0
408 CAMERA & VIDEO EXP.	217	1,000	4,000	4,000	0
409 PLUMBING EXP.	6,350	875	9,500	3,500	6,000
410 ELECTRICAL EXP.	796	1,000	4,000	4,000	0
411 POOL SUPPLIES & REPAIR	2,084	3,500	13,000	14,000	-1,000
412 STREET MAINTENANCE	254	625	2,500	2,500	0
413 UNIFORMS	0	100	400	400	0
414 GOLF CARTS	0	500	2,000	2,000	0
415 LOCKSMITH	10	50	200	200	0
416 FIRE SAFETY	254	1,000	4,000	4,000	0
417 JANITORIAL SUPPLIES	1,227	750	3,000	3,000	0
418 AWNINGS REPAIRS	1,125	5,000	20,000	20,000	0
420 PAINTING PROGRAM	0	11,750	47,000	47,000	0
421 STREET LIGHT	0	250	1,000	1,000	0
425 POOL CHAIRS/TABLES	0	500	2,000	2,000	0
429 BENCHES REPLACEMENT	0	125	500	500	0
484 LOUVER VENT	-3,104	0	1,000	0	1,000
	61,366	91,725	365,700	366,900	-1,200

<u>DESCRIPTION</u>	<u>YTD</u> <u>ACTUAL</u>	<u>YTD</u> <u>BUDGET</u>	<u>TOTAL YEAR</u> <u>FORECAST</u>	<u>2015/2016</u> <u>BUDGET</u>	<u>VARIANCE</u>
450 CONTINGENCY	0	7,143	18,583	28,570	-9,987
481 SOUTH SECURITY CAMERA	0	0	0	0	0
482 EAST POOL RESURFACING	0	0	0	0	0
483 PROVENCE ALLEY	612	0	3,000	0	3,000
487 EAST WELL	2,309	0	2,500	0	2,500
OFFICE WINDOW AND DOORS	0	0	0	0	0
431 CLUB HOUSE STUDY	-6,512	0	0	0	0
485 REVISION CONDO DOC'S	-920	0	0	0	0
	-4,511	7,143	24,083	28,570	-4,487
GRAND TOTAL EXPENSES	333,620	363,281	1,451,545	1,453,120	-1,575
REVENUE OVER EXPENSES	32,810	0	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>2015/2016</u> <u>BUDGET</u>	<u>VARIANCE</u>
RESERVES					
2510 ROOFS	8,375	8,375	33,500	33,500	0
2515 PAINTING	0	0	0	0	0
2530 ASPHALT	5,875	5,875	23,500	23,500	0
2542 POOLS	2,000	2,000	8,000	8,000	0
2543 AWNINGS	0	0	0	0	0
2546 SPRINKLERS	1,250	1,250	5,000	5,000	0
2547 TV CABLE INFRASTRUCTURE	3,125	3,125	12,500	12,500	0
2545 WORKING CAPITAL	7,500	7,500	30,000	30,000	0
2544 INTEREST REV. RESERVE	2,172	2,250	9,000	9,000	0
	30,297	30,375	121,500	121,500	0

Andre Mongrain President

Claude Comtois Treasurer

Feb-15-2016