COMMENTS ON FINANCIAL RESULTS (PRE-AUDIT) FOR THE FULL YEAR 2008

OCTOBER 31, 2008

Owners, please find attached the financial results as of October 31, 2008 -- the end of our fiscal year 2007/2008. As usual this statement includes the cumulative results compared to the budget after 12 months. It also shows the previous two total-year forecasts for reference in order to see the evolution over two forecasts, and the actual result before final audit.

Your Board is pleased with the result. It shows a surplus of \$ 4,942.00 for the year, mainly coming from an excess in the revenue section (\$5,640.00) and a minimum overrun in the expenses section of \$692.00. These results are prior to year-end audit and are subject to change. By the way, last year these projections did not change with the audit, and considering that the closing of the year was so smooth, we do not expect any major change.

On the revenue side we are better than budget in the estoppels fee by \$3,550.00 as 44 sales transactions took place in the last 12 months. We are also better in the interest revenue due to the fact that we converted a minimum interest-bearing bank account to a money market account and in October we invested in a term deposit, which should produce higher interest revenue for the coming year.

On the expense side we are over budget in items like electric, due to a charge not recorded in the previous fiscal year, which we did sort out with FPL back in April 2008. This negative impact was over \$5,000.00. Administrative payroll is over budget. Owners, we are sure to remember the situation back in January, when major decisions were made and we did not manage to recuperate the over expenditure that existed at that time. Other salary-related costs like payroll taxes and employee benefits produced positive results. This was due to reduction in workmen's compensation costs, where employees were not properly classified and Waterside was paying at a higher rate than the required rate, and also the elimination of insurance benefit for our employees.

We have also absorbed \$27,615.00 in bad debt by creating a reserve. No budget reserve in 2007/2008 was set up for that purpose. Legal fees did overrun budget by \$9,607.00. This item is now under control and more than half of the excess is due to an invoice which should have been recorded in the previous year.

Building maintenance exceeds budget by \$9,947.00; \$5,000.00 of this excess is related to water damage in building 8, the first \$5,000.00 not being covered by our insurance. We did also exceed street maintenance budget by \$ 8,781.00 which relates to the decision to repair our sidewalks.

The postal station will finally cost \$41,517, which is more than the last forecast of \$38,750.00, mainly due to a request from USPS that Waterside contribute to the replacement of the postal box for an amount of \$3,515.00, which from an original understanding with USPS, they were supposed to fully absorb their cost. In the end, this did not work out.

Since January we have produced a forecast which allowed your Board to monitor very closely the trend, and to make a decision to properly allocate fund to a different type of expense, and this is the only way to ensure that total budget expectation will be achieved.

On the balance sheet since 3 months our cash position is in excellent condition. Funding of the reserve is current with a minor exception, and this will be corrected in December. All of our bank accounts are now on a computerized direct access, which does speed up reconciliation and monitoring. A new bank account was opened in October with RBC Bank as we transferred some of our reserve money, in order to reduce our risk considering the actual financial situation of the banking system. We still have a balance of \$6,215.00 to be transferred to the reserve account, as soon as the delinquent owners pay their dues on the 2007/2008 special assessment.

We are pleased to report that for the third month in a row, the cash on hand does exceed the prepaid assessment from the owners. Cash on hand at the end of October was \$56,947. Total reserve bank or CD balance was \$ 201,900. Payment deposits toward the painting program were made in October. Prepaid assessment from owners was \$ 35,366.00

The account receivable at \$57,665.00 is on the high side, and we ask for the cooperation of all owners that are late in their payments to please correct their situation with the Association. Please refer to the receivable report for additional explanations.

We will inform the owners when some of the foreclosure procedures initiated by banks and mortgage companies move ahead.

Completed projects: sidewalks, the painting phase 1, 2 and the pools, the heat pumps installation, the electrical back-up feed for the gate and security house in case of emergency. Finally we will see a postal station completed by mid-December for our part, and by mid-January for the USPS portion. Now we can address the tennis court, the awnings replacement, the signs at the entrance, the site improvement at the corner of US 1 and Miner Road, and we will discuss with the Town of Hypoluxo the future of the land that forms an enclave into Waterside's land on Miner. On this subject we will keep you posted.

If you have any questions on this report, please ask them under the official website of Waterside, under the heading "Ask the President" and we will be pleased to answer all of them.

On behalf of the Board of Directors,

Andre Mongrain, President

November 24, 2008

WATERSIDE FINANCIAL RESULT FORECAST FOR THE YEAR

AS OF OCTOBER 31,2008 (BEFORE AUDIT)

	AUGUST	SEPTEMBER	OCTOBER			
	Y 07/08	Y 07/08	Y 07/08	Y 07/08	Y 07/08	MONTHLY
<u>DESCRIPTION</u>	FORECAST	<u>FORECAST</u>	ACTUAL	BUDGET	VAR.	COST
REVENUE						
NSF FEE	330	455	255	0	255	
100 ASSESSMENTS **	1,255,000		1,254,350	1,256,000	-1,650	
102 LATE FEE INCOME	4,000		5,530		2,530	
103 INTEREST INCOME	3,300		3,280		1,280	
104 ESTOPPEL FEE	6,250	6,250	6,550	3,000	3,550	
105 REGISTRATION & PARKING	5,500	5,500	5,500	20,000	-14,500	
106 ACCESS/GATE CARDS	500	500	470	1,000	-530	
107 TRANSFER/SCREENING FEE	19,000	19,450	22,575	9,500	13,075	
108 MISCELLANEOUS INCOME	2,600	2,600	2,630	1,000	1,630	
BEGIN DIFF. & MISPOSTING	0	0	0	0	0	
TOTAL REVENUE	1,296,480	1,296,905	1,301,140	1,295,500	5,640	282.73
EXPENSES						
<u>UTILITIES</u>						
200 ELECTRIC	45,000	43,500	44,173	40,000	4,173	9.12
201 WATER & SEWER	145,000	·	148,158	150,000	-1,842	
202 GARBAGE & RECYCLING	29,000	27,000	26,018	26,000	18	5.27
203 PROPANE GAS	33,500		32,194		-2,806	7.09
204 CABLE T.V.	60,500	60,000	60,204	65,000	-4,796	12.17
205 TELEPHONE	9,500	9,500	9,616	10,000	-384	1.82
	322,500	319,000	320,363	326,000	-5,637	65.89

	AUGUST Y 07/08	<u>SEPTEMBER</u> Y 07/08	OCTOBER Y 07/08	Y 07/08	Y 07/08	MONTHLY
DESCRIPTION		FORECAST	ACTUAL	BUDGET	VAR.	COST
ADMINISTRATIVE						
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300 PAYROLL-ADMINISTRATIVE	126,000	126,000	127,293	115,000	12,293	25.14
301 PAYROLL-MAINTENANCE	68,000	69,200	68,541	98,000	-29,459	
302 PAYROLL TAXES	17,200	17,200	17,441	21,000	-3,559	4.26
302.1 EMPLOYEE BENEFITS	12,500	11,500	11,585	19,200	-7,615	3.65
303 PAYROLL SERVICE FEES	3,600	3,650	3,262	3,900	-638	0.77
304 SECURITY GUARDS	50,500	49,000	48,920	52,500	-3,580	10.24
305 ACCOUNTING	24,500	24,200	24,525	26,000	-1,475	5.27
305.1 BANK FEES	750	550	566	3,000	-2,434	0.30
305.2 BAD DEBT	20,000	28,000	27,615	0	27,615	2.83
306 AUDITING	4,200	4,200	4,200	4,250	-50	0.85
307 LEGAL	19,500	19,500	19,607	10,000	9,607	4.87
308 PROPERTY TAX	2,292	500	382	2,500	-2,118	0.47
309 INCOME TAX	361	361	361	0	361	0.11
310 INSURANCE	284,850	284,850	283,936	288,600	-4,664	58.53
311 OFFICE SUPPLIES	6,500	5,500	4,673	8,500	-3,827	1.56
312 POSTAGE & SHIPPING	3,750	3,500	3,515	3,500	15	0.71
313 LICENSES	2,484	2,484	2,484	2,000	484	0.40
314 TRAVEL & MILEAGE	400	500	534	500	34	0.08
315 MEETINGS & EDUCATION	275	275	275	1,000	-725	0.10
316 SCREENING	6,000	6,100	6,646	1,500	5,146	0.81
317 ALARM SYSTEM	500	400	319	500	-181	0.10
318 COMPUTER REPAIR/SERVICE	2,000	1,800	1,344	2,400	-1,056	0.60
319 COPIER	4,500	4,200	3,854	7,500	-3,646	1.21
320 MISCELLANEOUS ADMIN.EXP.	4,200	4,200	4,120	2,800	1,320	0.48
HURRICANE EXPENSE	0	0	0	0	0	0
	664,862	667,670	665,998	674,150	-8,152	138.91

	AUGUST	SEPTEMBER	OCTOBER			
	Y 07/08	Y 07/08	Y 07/08	Y 07/08	Y 07/08	MONTHLY
DESCRIPTION	FORECAST	FORECAST	ACTUAL	BUDGET	VAR.	COST
<u></u>	<u> </u>		7.0.07.			
MAINTENANCE						
400 GASOLINE	1,000	800	1,140	2,000	-860	0.24
401 SPRINKLERS	11,500	8,200	8,708		2,708	1.42
402 PEST CONTROL	20,500	23,800	21,547		1,547	4.05
402.6 MISC. MAINT.EXP.	300	300	475		-1,525	
403 LANDSCAPING	131,000	131,000	125,759		-4,241	26.35
404 TREE TRIMING	10,991	11,700	10,991	5,000	5,991	1.01
404.1 NEW TREES & BUSHES	1,000	750	796	,	-9,204	0.61
405 BUILDING MAINTENANCE	14,000	18,000	22,447		9,947	2.43
406 GROUNDS MAINTENANCE	15,500	2,000	2,888		-112	0.60
407 SECURITY GATE EXPENSE	10,000	10,000	11,697	6,000	5,697	1.22
408 CAMERA & VIDEO EXP.	2,500	2,200	1,682	3,000	-1,318	0.40
409 PLUMBING EXP.	1,000	1,000	624	1,000	-376	0.10
410 ELECTRICAL EXP.	9,000	8,000	9,186	5,000	4,186	1.22
411 POOL SUPPLIES & REPAIR	12,500	12,500	13,322	5,000	8,322	1.22
412 STREET MAINTENANCE	500	13,000	9,781	1,000	8,781	0.20
413 UNIFORMS	257	257	257	500	-243	0.05
414 GOLF CARTS	2,200	2,300	2,307	1,000	1,307	0.31
415 LOCKSMITH	200	200	170	1,000	-830	0.10
416 FIRE SAFETY	5,301	5,301	5,301	5,000	301	0.61
417 JANITORIAL SUPPLIES	2,400	2,500	2,540	1,000	1,540	0.31
POSTAL STATION	37,750	38,750	41,517		6,017	3.04
	289,399	292,558	293,135	255,500	37,635	45.71
450 CONTINGENCY	-1,000	-2,400	-2,341	18,850	-21,191	3.82
476 INTEREST EXPENSE	19,400	19,100	19,037		-1,963	4.46
	18,400	16,700	16,696	39,850	-23,154	8.28
	10,400	10,700	10,090	39,030	-23,134	0.20
GRAND TOTAL EXPENSES	1,295,161	1,295,928	1,296,192	1,295,500	692	
NET INCOME (LOSS)	1,319	977	4,948	0	4,948	

	AUGUST	<u>SEPTEMBER</u>	OCTOBER			
	Y 07/08	Y 07/08	Y 07/08	Y 07/08	Y 07/08	MONTHLY
DESCRIPTION	FORECAST	FORECAST	ACTUAL	BUDGET	VAR.	COST
<u>RESERVES</u>						
ROOFS	25,000	25,000	25,000	25,000	0	5.07
PAINTING	5,000	5,000	5,000	5,000	0	1.01
ASPHALT	7,000	7,000	7,000	7,000	0	1.42
POOLS	28,000	28,000	28,000	28,000	0	5.68
AWNINGS	5,000	5,000	5,000	5,000	0	1.01
SPRINKLERS	30,000	30,000	30,000	30,000	0	6.08
					0	
	100,000	100,000	100,000	100,000	0	20.27

2007/2008 SPEC.ASSESSMENT				277,425		
DEBT REIMBURSMENT	205,500	205,500	205,500	205,500	0	
FUNDING OF RESERVE	65,710	65,710	65,710	71,925	-6,215	

COMMENTS ON THE OWNERS RECEIVABLE AS OF THE END OF OCTOBER, 2008

October is the year-end month for Waterside Village. The information' provided in this report is before the final audit. This month is for sure not the best month in terms of receivable performance. Following the increase in August and in September, we are faced with a further increase in October. This is the result of the situation created by the increase in the number of foreclosures; we now have eight units in the slow foreclosure process, and this will continue until the situation created by the foreclosures is resolved.

We managed to reduce the number of owners that are late in their payment from 25 to 22. We also have 3 owners whose cases are handled by our legal counsel for collection. This is a two-fold concern to owners: since we are not collecting our dues, owners and the Association will be faced with legal costs increasing operating cost.

The total number of difficult situations did not change; some that were under a legal status are now in foreclosure. One completed foreclosure unit is now owned by a mortgage company, and we hope that the mortgage company will make good on the dues in accordance with applicable law.

We have experienced deterioration in the dollar figure from \$54,360.00 to \$56,750.00, and at that level, it is the peak of the last 12 months. In a recent article in the Palm Beach Post it was mentioned that "one in every 157 Florida homes received a foreclosure filing in October, the nation's third-highest foreclosure rate. A total of 54,324 Florida properties received a foreclosure filing during the month, an increase of 13 percent from the previous month and up nearly 80 percent from October 2007." This was in one single month. For Waterside we mentioned at the October 27 Board meeting that we were expecting to total 12 foreclosures at one point.

You have to remember that for the first time in 2007/2008 budget year we have created a reserve for bad debt, and one is also necessary in 2008/2009 and this is equivalent to money that cannot be spent on planned or required projects and will at the minimum represent more than \$6.00 per month of the maintenance fee increase.

We will pursue under the full extent of the law a series of legal actions as the foreclosures come to a conclusion in order to ensure that we received our dues from the mortgage companies or banks involved. We do have some rights and we will protect them. Out of the 11 accounts that are both in foreclosure or legal action, four of them are paying their dues to the Association and we thank them.

For the owners that paid in advance their dues for the month of November and December under the previous rate of assessment of \$275.00, they now need to send a payment to compensate for the increase in assessment fee to \$290.00 a month.

Please refer to the attached report for more information.

On behalf of your Board of Directors,

Andre Mongrain, President, November 19, 2008

WATERSIDE ACCOUNTS RECEIVABLE BALANCE

TOTAL # OF OWNERS BROKEN DOWN BETWEEN LEGAL SITUATION AND REGULAR PAST DUE

TOTAL # OF OWNERS BROKEN DOWN BETWEEN LEGAL SITUATION AND REGULAR PAST DUE								
	# OF	<u>\$600.00</u>	\$675.00	<u>late</u>	<u>regular</u>			RESERVE
<u>TYPE</u>		<u>assessment</u>	<u>assessment</u>	<u>fee</u>	<u>assessment</u>	<u>shutter</u>	<u>total</u>	BAD DEBT
	UARY 31, 20							
LEGAL	7	-,	4,725	1,795	21,288	2,250	33,058	
REGULAR	26	600	12,075	1,641	3,600	1,525	19,441	
	•	3,600	16,800	3,436	24,888	3,775	52,499	
	<u> BRUARY 29,</u>							
LEGAL	6	3,000	4,050	1,605	21,123	1,980	31,758	
REGULAR	27	<u>0</u>	9,845	2,145	8,155	2,075	22,220	
	33	3,000	13,895	3,750	29,278	4,055	53,978	
AS OF MAR	RCH 31, 200							
LEGAL	6	2,400	4,050	1,250	21,463	1,980	31,143	
REGULAR	23	<u>0</u>	6,745	2,235	8,950	1,860	19,790	
	29	2,400	10,795	3,485	30,413	3,840	50,933	
AS OF APR	<u>IL 30, 2008</u>							
LEGAL	4	2,400	2,700	1,005	15,940	1,350	23,395	9,920
4CLOSURE	2	0	1,350	415	3,500	1,090	6,355	3,055
REGULAR	14	0	3,425	1,020	3,350	1,340	9,135	0
	20	2,400	7,475	2,440	22,790	3,780	38,885	12,975
AS OF MAY	/ 31, 2008							
LEGAL	4	2,400	2,700	1,130	16,765	1,440	24,435	10,545
4CLOSURE	3	0	2,025	640	5,175	1,270	9,110	3,745
REGULAR	11	0	1,490	660	2,015	1,610	5,775	0
	18	2,400	6,215	2,430	23,955	4,320	39,320	14,290
AS OF JUNI	E 30, 2008							
LEGAL	4	2,400	2,700	1,255	17,835	1,530	25,720	11,120
4CLOSURE	3	0	2,025	715	5,300	1,450	9,490	4,540
REGULAR	14	0	1,490	985	2,234	2,150	6,859	0
	21	2,400	6,215	2,955	25,369	5,130	42,069	15,660
AS OF JULY	<u>31,2008</u>							
LEGAL	4	2,400	2,700	980	17,965	1,620	25,665	11,065
4CLOSURE	3	0	2,025	840	6,125	1,630	10,620	5,670
REGULAR	11	0	1,415	1,060	2,345	2,460	7,280	0
	18	2,400	6,140	2,880	26,435	5,710	43,565	16,735
AS OF AUG	UST 31, 200	<u> </u>						
LEGAL	2	1,200	1,350	625	6,385	1,800	11,360	0
4CLOSURE	5	1,200	3,990	1,835	17,775	2,270	27,070	18,820
REGULAR	14	0	800	920	5,750	2,165	9,635	315
	21	2,400	6,140	3,380	29,910	6,235	48,065	19,135
AS OF SEPT	TEMBER 30,	2008						
	# OF	<u>\$600.00</u>	\$675.00	<u>late</u>	<u>regular</u>			RESERVE
TYPE	<u>OWNERS</u>	<u>assessment</u>	<u>assessment</u>	fee	<u>assessment</u>	shutter	total	BAD DEBT
LEGAL	6	1,200	1,350	1,550	11,115	3,870	19,085	2,000
4CLOSURE	5	1,200	3,990	2,010	18,850	2,450	28,500	18,600
REGULAR	14	0	775	745	4,170	1,085	6,775	745
	25	2,400	6,115	4,305	34,135	7,405	54,360	21,345