

MAUNA LANI RESORT ASSOCIATION
Fiscal Budget - 2020

| | 2020 Budget | 2019 Forecast | 2019 Budget |
|--|------------------------|--------------------------|------------------------|
| REVENUES | | | |
| Association Dues | 3,394,278 | 3,394,278 | 3,394,278 |
| Easement Fees | 36,000 | 36,000 | 36,000 |
| Green Waste Disposal | 31,200 | 30,964 | 51,254 |
| Interest | 32,637 | 30,533 | 72,124 |
| Beach Club Site Fees | 12,000 | 17,787 | 15,600 |
| Total Revenues | <u>3,506,115</u> | <u>3,509,562</u> | <u>3,569,256</u> |
| UTILITIES | | | |
| Water | 234,243 | 248,617 | 200,275 |
| Electricity | 45,078 | 42,906 | 52,372 |
| Telephone & communications | 14,520 | 14,354 | 15,526 |
| Sewer | 552 | 596 | 549 |
| | <u>294,393</u> | <u>306,473</u> | <u>268,722</u> |
| MAINTENANCE | | | |
| Landscape Contract | 938,676 | 936,017 | 933,777 |
| Security Contract | 900,924 | 872,206 | 870,118 |
| Tree Trimming & Plants | 127,000 | 127,021 | 127,021 |
| Composting | 73,416 | 73,197 | 73,022 |
| Contractor maintenance and carpentry | 18,000 | - | - |
| Landscape & Irrigation | 15,600 | 15,600 | 15,600 |
| Refuse Service | 8,040 | 13,379 | 12,731 |
| Electrical, Lighting & Sewer Pumps | 5,483 | 6,582 | 4,500 |
| Pest Control | 3,174 | 3,251 | 7,244 |
| Cleaning Supplies | 2,640 | 2,567 | 2,296 |
| Gate Maintenance | 1,200 | 1,215 | 300 |
| Beach Club FF&E Repair | 1,200 | 802 | 2,775 |
| Roadway | 1,000 | 1,000 | 1,000 |
| Signage | 600 | 540 | 540 |
| Safety Supplies | 600 | 1,462 | 300 |
| Equipment & Vehicle | 300 | 260 | 300 |
| Fire Systems | 250 | 245 | 530 |
| Building | - | 7,023 | 3,804 |
| Contingency | - | 408 | 600 |
| Total Services | <u>2,098,103</u> | <u>2,062,776</u> | <u>2,056,458</u> |
| PROFESSIONAL SVCS | | | |
| Management Services | 428,170 | 415,100 | 414,144 |
| Professional Services | 227,516 | 211,844 | 201,521 |
| Beach Attendants & Parking Lot Monitor | 152,156 | 98,921 | 98,663 |
| Housekeeping | 9,240 | 9,072 | 9,360 |
| Audit & Tax Prep | 5,700 | 5,700 | 5,700 |
| Admin Supplies | (4,640) | (4,383) | (376) |
| Lease Equipment | 4,320 | 3,703 | 3,885 |
| Annual Meeting | 6,700 | 6,680 | 7,000 |
| Vehicle Registration | - | - | 360 |
| Total Professional Svcs | <u>829,162</u> | <u>746,637</u> | <u>740,257</u> |
| OTHER EXPENSES | | | |
| Insurance | 28,644 | 27,467 | 27,659 |
| Real Property Tax | 1,000 | 1,000 | 1,008 |
| Other | - | - | - |
| Depreciation | - | - | - |
| Total Other Expenses | <u>29,644</u> | <u>28,467</u> | <u>28,667</u> |
| TOTAL OPERATING EXP | <u>3,251,302</u> | <u>3,144,353</u> | <u>3,094,104</u> |
| RESERVE FOR DOUBTFUL ACCOUNTS | <u>58,768</u> | <u>669,465</u> | <u>-</u> |
| RESERVE FOR MAJOR REPAIRS & MAINTENANCE | <u>196,045</u> | <u>(304,256)</u> | <u>475,152</u> |
| NET EXCESS/(DEFICIT) | <u>-</u> | <u>-</u> | <u>-</u> |
| RESERVE FOR MAJOR REPAIRS & MAINTENANCE - beg | 3,247,714 | 4,053,949 | 4,053,949 |
| Additions to Reserve | 196,045 | (304,256) | 475,152 |
| Charges to Reserve | (969,036) | (501,980) | (445,931) |
| RESERVE FOR MAJOR REPAIRS & MAINTENANCE - end | 2,474,723 | 3,247,714 | 4,083,170 |