

**CASCADAS DE BAJA ASSOCIATION
2018 APPROVED BUDGET**

	2018	2017
US Revenue		
Active Member Assessments	6,065,350	6,061,207
Owner Relocation Reimb	(27,500)	(27,500)
Cash Payment Discount	(140,000)	(148,500)
Late Fees - Members	30,000	36,300
Interest Income	17,000	5,800
Rental Commission/Member Rentals	11,000	12,000
Sales Commission - CDR	-	40,000
Bonus Weeks - Booking Fee	143,000	-
Sales Office Expense Reimb.	-	6,000
Rent: RemiMar	-	86,250
Other Income	77,591	26,734
Mexico Revenue/Remimar/Util Reimb	158,036	35,752
	6,334,477	6,134,043
ROOMS EXPENSES		
Guest Supplies	48,500	50,171
Cleaning Equip/Supplies Villas	63,535	64,857
Pest Control	3,483	5,457
Equipment Replacement - Rooms	1,821	1,772
	117,338	122,256
GENERAL & ADMINISTRATIVE		
IVA Expense	255,404	392,069
Uniforms	26,694	17,343
Printing and Stationery-Mex.	7,588	8,400
Office Supplies-Mex.	8,735	5,257
Postage and Delivery-Mex.	1,118	1,091
Telephone	8,958	8,640
Telephone - Mobile	-	2,400
Promotion & Comm Relations-Mex	18,203	13,355
Employee Meals	105,706	100,000
Legal Fees - Mexico	19,961	19,886
Warehouse Rent	16,110	16,526
Dues & Subscriptions	32,021	27,542
Audit and Tax Preparation	5,289	6,442
Recruitment & Training	15,176	8,857
Travel Expenses - Mexico	15,524	22,851
Employee Benefits - Mex Insurance	6,783	7,594
Miscellaneous	9,647	9,000
Computer Services - Mexico	411	14,571
Minor Equip. G&A Supplies	2,238	3,228
Real Property Tax	31,728	28,857
Taxes & Licenses - Land Trust	7,165	6,629
Lodging Tax	51,959	12,155
Peso Exchange	(12,753)	(7,121)
	633,665	725,573
FACILITIES EXPENSES		
Painting	26,494	31,429
Refuse	5,198	5,143
Electrical	11,971	13,143
Carpentry	7,959	8,114
Plumbing	12,852	13,543
Air Conditioning	3,147	4,286
Lighting	3,900	3,429
Water Chemicals	15,112	16,571

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	2018	2017
Desal Plant Maintenance	26,676	29,143
Water Analysis	11,865	13,143
Water Well Maintenance	11,194	10,857
Cont. Serv. - Elevator	4,524	5,643
Elevator	3,847	3,714
Maintenance - General/Other	10,659	12,286
Appliance Repairs	4,329	3,657
Grounds and Landscaping	2,012	4,857
Cleaning Equip/Supplies Pools	29,659	31,429
Cleaning Equip/Supplies Pools	306	286
Materials/Supplies/Small Tools	13,445	14,142
Operating Replacement Fund	518,997	578,935
	724,145	803,749
WAGES & SALARIES & PR TAXES		
Salaries - Housekeeping	333,357	319,222
Salaries - Front Desk	103,657	108,967
Salaries - Kitchen	21,705	27,133
Salaries - Pools and Beach	76,648	66,756
Salaries - Laundry	36,489	34,188
Salaries - Security	241,870	227,269
Salaries - Acitivities	22,477	25,806
Salaries - Purchasing	78,326	77,416
Salaries - Landscape	39,140	33,511
Salaries - Administration	219,624	205,183
Salaries - Maintenance	215,114	199,237
Payroll Taxes - Mexico	329,485	289,145
Other Employee Exp	211,270	178,911
GM Invoicing	96,016	-
	2,025,178	1,792,743
UTILITY EXPENSES		
Utilities-Water & Sewer	3,529	3,429
Utilities - Electric	547,712	377,600
Utilities - Gas	74,777	106,171
	626,018	487,200
VEHICLE EXPENSES		
Vehicles- Gasoline	32,037	27,154
Vehicles - Maintenance	13,769	8,166
	45,807	35,320
US EXPENSES		
Legal Fees - U.S.	45,000	40,000
Audit Tax Preparation - U.S.	3,000	2,800
Insurance - U.S.	199,500	215,000
Travel/Lodging/Meals - Board	12,000	12,000
Corporate Taxes - U.S.	9,000	8,000
Management Fees - U.S.	299,250	299,250
Other US Expenses	20,000	183,120
US Purchases & Supplies - Mex	30,000	55,000
	617,750	815,170
Capital Expenditures		
Capital Replacement Fund	1,544,576	1,352,031
TOTAL CapEx:	1,544,576	1,352,031
SURPLUS/(DEFICIT)	(0)	0