

Club Cascadas De Baja
2017 - Operating Budget - (Amounts in USD)

	2017 Approved Budget
<u>REVENUE</u>	
Active Member Assessments	6,033,707
Cash Payment Discount	(148,500)
Late Fees - Members	36,300
Interest Income - Operating	5,800
Rental Income - TPI Commission	12,000
Rent: RemiMar	86,250
Sales Office Expense Reimb.	6,000
Sales Commission - CDR	40,000
Other	62,486
TOTAL:	<u><u>6,134,043</u></u>

OPERATING EXPENSES

Salaries and Related Expenses

Salaries - Activities	25,806
Salaries - Administration	205,183
Salaries - Front Desk	108,967
Salaries - Housekeeping	353,410
Salaries - Kitchen	27,133
Salaries - Landscape	33,511
Salaries - Maintenance	199,237
Salaries - Pools and Beach	66,756
Salaries - Purchasing	77,416
Salaries - Security	227,269
Other Employee PR Related Exp	295,617
Payroll Taxes - Mexico	288,888
Uniforms	17,343
TOTAL:	<u><u>1,926,536</u></u>

Housekeeping

Cleaning Equip/Supplies Villas	64,857
Guest Supplies	48,000
TOTAL HK EXPENSES:	<u><u>112,857</u></u>

Facilities

Desal Plant Maintenance	69,714
Repairs/Maintenance/Materials	164,758
Utilities - Electric	377,600
Utilities - Gas	106,171
Utilities-Water & Sewer	3,429
Vehicles	30,337
Operating Replacement Fund	578,934
TOTAL FACILITIES EXPENSES:	<u><u>1,330,943</u></u>

Club Cascadas De Baja
2017 - Operating Budget - (Amounts in USD)

	2017 Approved Budget
<u>General & Administrative</u>	
Audit and Tax Preparation	6,192
Bank Charges - Mexico	1,192
Computer Services - Mexico	14,571
Credit Card - Mexico	449
Dues & Subscriptions	27,542
Legal Fees - Mexico	19,886
Lodging Tax	12,155
Other	38,338
Real Property Tax and Concession Areas	28,857
Supplies	20,811
Taxes & Licenses - Land Trust	6,629
Telephone	11,040
Warehouse Rent	16,526
Value Added Tax - IVA	392,069
TOTAL G&A EXPENSES:	<u>596,256</u>
<u>US Expenses</u>	
Legal Fees - U.S.	20,000
Audit Tax Preparation - U.S.	2,800
Bank Charges - U.S.	250
Insurance - U.S.	215,000
Travel/Lodging/Meals - Board	12,000
US Purchases & Supplies - Mex	55,000
Other US Expenses	183,120
Corporate Taxes - U.S.	8,000
Management Fees - U.S.	299,250
TOTAL US EXPENSES:	<u>795,420</u>
TOTAL OPERATING EXPENSES	<u>4,762,011</u>
EXCESS REVENUE OVER EXPENSES	<u>1,372,031</u>
<u>Capital Expenditures</u>	
Capital Replacement Fund	<u>1,372,031</u>
SURPLUS / (DEFICIT)	<u>0</u>