

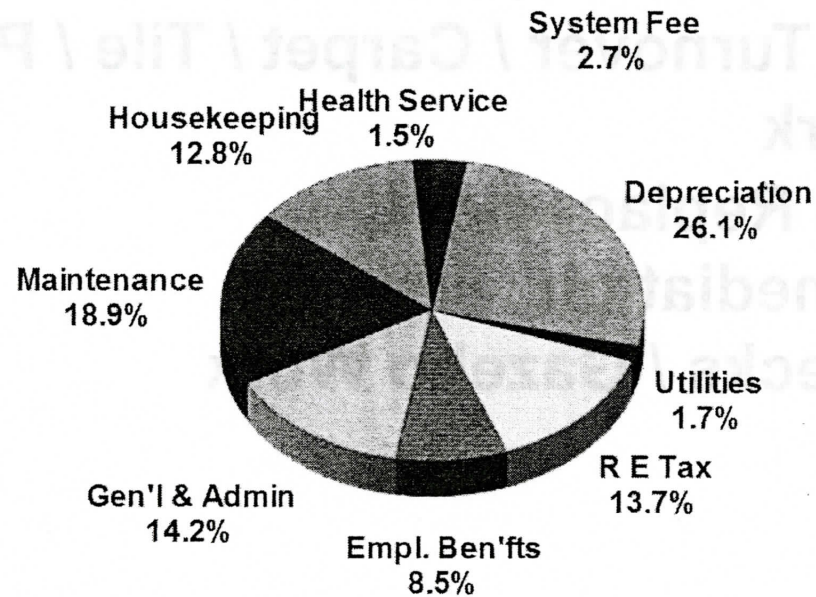
**Kendal Crosslands Communities
Budget Calendar 2016 Meeting Agenda
Coniston and Cartmel March 28, 2016**

- **Introduction - Budget Considerations**
- **Budget to Budget Comparison (Exhibits A & B)**
- **Cash Flows (Exhibits C & D)**
- **Comparison (Exhibit E)**
- **Fixed Assets (Capital) Highlights**

Considerations for the Budget

- **Revenue changes:**
 - one less unit at Cartmel as compared to 2015, one open unit at Coniston, 2 at Cartmel, 4.25% increase (4.50% prior year)
 - Interest & Dividend Income lower based on low interest rates, actual experience
- **Expense changes:**
 - 2% wage increase for staff
 - Grounds Contracted Services increased \$20,000 for lawn care, turf treatment, and snow removal
 - Estimated Real Estate Tax increased \$6,000 (School)
- **Large capital projects over the last several years, as well as the upcoming year (positive cash flow \$314,000 less capital projects budget of \$463,000 equals a negative position of \$149,000 for FY Calendar 2016)**

Coniston Cartmel Expense Budget FY Calendar 2016



Selected Capital Replacement and Renewal Projects for Coniston - FY Calendar 2016

- **Total projects - \$169,000**
- **Apartment Turnover / Carpet / Tile / Painting**
- **Paving Work**
- **Heat Pump Replacement**
- **Radon Remediation**
- **Re-stain Decks / Gazebo Work**

Selected Capital Replacement and Renewal Projects for Cartmel - FY Calendar 2016

- **Total projects - \$294,000**
- **Storm Water Improvements**
- **Re-Stain Decks**
- **Foundation / Bilco Door Waterproofing**
- **Heat Pump Replacement**
- **Turnover Costs / Carpet and Tile / Painting**
- **Radon Remediation**
- **Paving Work**

Did You Know?
Budget - FY Calendar 2016

- KCC incurs all of the cost to prepare the unit for reassignment**
- KCC does not realize any of the market appreciation upon the reassignment of the unit (except in a very rare instance).**
- KCC coordinates the reassignment of the unit as part of its monthly fee charge**

KENDAL CROSSLANDS COMMUNITIES
FISCAL YEAR ENDING CALENDAR 12/31/2016
CONISTON / CARTMEL BUDGET

EXHIBIT A

CONISTON-CARTMEL
BUDGET 12/31/16

REVENUE

RESIDENTIAL REVENUE	\$2,109,740	REFLECTS THE 4.25% FEE INCREASE
AMORTIZATION OF OCCUPANCY FEES	403,000	
INTEREST AND DIVIDEND INCOME	<u>181,490</u>	REFLECTS LOWER INTEREST AND DIVIDENDS - (\$19,000)
TOTAL REVENUE	<u>2,694,230</u>	

EXPENSES

GENERAL AND ADMINISTRATIVE	379,056	
SYSTEM FEE	71,502	
HOUSEKEEPING	341,381	
MAINTENANCE	506,946	GROUNDS CONTRACTED SERVICES - UP \$20,000
HEALTH SERVICES	39,000	
EMPLOYEE BENEFITS	226,570	
UTILITIES	46,250	
REAL ESTATE TAXES	366,808	HIGHER BASED ON ACTUAL TAX RATES - UP \$6,000
DEPRECIATION	<u>699,325</u>	

TOTAL EXPENSES	<u>2,676,837</u>	
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INCOME FROM OPERATIONS	<u><u>\$17,393</u></u>	
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NON CASH REVENUE	(403,000)	
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NON CASH EXPENSE	<u>699,325</u>	
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CASH FLOW FROM OPERATIONS	<u><u>\$313,718</u></u>	
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KENDAL CROSSLANDS COMMUNITIES
CONISTON / CARTMEL 2009 to 2016 BUDGET COMPARISON

EXHIBIT B

EXPENSES	CONISTON-CARTMEL			PER YEAR AVE	
	BUDGET 3/31/09	BUDGET 12/31/16	% INCREASE		
GENERAL AND ADMINISTRATIVE	\$301,294	\$379,056	25.81%	\$77,762	3.44%
SYSTEM FEE	64,646	71,502	10.61%	6,856	1.41%
HOUSEKEEPING	307,258	341,381	11.11%	34,123	1.48%
MAINTENANCE	470,396	506,946	7.77%	36,550	1.04%
HEALTH SERVICES	45,000	39,000	-13.33%	(6,000)	-1.78%
EMPLOYEE BENEFITS	128,682	226,570	76.07%	97,888	10.14%
UTILITIES	27,754	46,250	66.64%	18,496	8.89%
REAL ESTATE TAXES	302,074	366,808	21.43%	64,734	2.86%
DEPRECIATION	572,421	699,325	22.17%	126,904	2.96%
TOTAL EXPENSES	\$2,219,525	\$2,676,837	20.60%	\$457,312	2.75%

KENDAL CROSSLANDS COMMUNITIES
HISTORICAL COMPARISON
CASH FLOW VERSUS FIXED ASSET ADDITIONS

EXHIBIT C

EXPENSES	CONISTON-CARTMEL		DIFFERENCE	
	CASH FLOW OPERATIONS	FIXED ASSET ADDITIONS		
FISCAL YEAR 3/31/2005	\$132,795	(\$1,200,538)	(\$1,067,743)	
FISCAL YEAR 3/31/2006	96,645	(305,348)	(208,703)	
FISCAL YEAR 3/31/2007	148,914	(588,101)	(439,187)	
FISCAL YEAR 3/31/2008	188,402	(645,974)	(457,572)	
FISCAL YEAR 3/31/2009	151,533	(115,209)	36,324	
FISCAL YEAR 3/31/2010	58,035	(159,045)	(101,010)	
FISCAL YEAR 3/31/2011	(43,627)	(251,130)	(294,757)	
FISCAL YEAR 3/31/2012	75,323	(610,696)	(535,373)	
FISCAL YEAR 3/31/2013	157,070	(758,418)	(601,348)	
FISCAL YEAR 3/31/2014	206,845	(565,580)	(358,735)	
NINE MONTH YEAR 12/31/2014	305,201	(227,640)	77,561	
FISCAL YEAR 12/31/2015	215,926	(439,590)	(223,664)	
TOTAL	\$1,693,062	(\$5,867,269)	(\$4,174,207)	\$0

THE 12 YEAR EXPENDITURE AVERAGES APPROXIMATELY \$79,500 PER UNIT

KENDAL CROSSLANDS COMMUNITIES
CONISTON AND CARTMEL PROJECTION
CASH FLOW VERSUS FIXED ASSET ADDITIONS

EXPENSES

FISCAL YEAR 2016 BUDGET

FISCAL YEAR 2017 PROJECTED

FISCAL YEAR 2018 PROJECTED

FISCAL YEAR 2019 PROJECTED

FISCAL YEAR 2020 PROJECTED

FISCAL YEAR 2021 PROJECTED

FISCAL YEAR 2016
FISCAL YEAR 2017
FISCAL YEAR 2018
FISCAL YEAR 2019
FISCAL YEAR 2020
FISCAL YEAR 2021

KENDAL CROSSLANDS COMMUNITIES
CONISTON AND CARTMEL
MONTHLY FEE COMPARISON

EXHIBIT E

	CONISTON CARTMEL	MARIS GROVE	JENNERS POND
DESCRIPTION			
SQUARE FOOTAGE	1,800 - 1,950	1,900	1,700
BEDROOMS / BATHS	2 / 2.5	2 / 2 Den	2 / 2
BASEMENT	SOME	NO	SOME
ATTACHED GARAGE	YES	NO	YES
RESERVED PARKING		\$22 / MONTH	
FEES			
MONTHLY FEE	\$2,474	\$3,258	\$2,614
SECOND PERSON CHARGE	NO	\$830	\$488
MEAL PLAN	NO	1/MEAL/DAY	\$124/PP/PM
HOUSEKEEPING	YES WEEKLY	\$28.00/HOUR	2/YR + LINEN
UTILITIES			
CABLE TV	NO	YES	YES
INTERNET	NO	NO	NO
ELECTRIC	NO	YES	NO
WATER / SEWER	YES	YES	YES
PHONE	NO	NO	NO
OTHER CHARACTERISTICS			
REAL ESTATE TAXES	YES	YES	YES
WELLNESS FACILITIES	YES	YES	YES
EMERGENCY RESPONSE	NO	YES	YES
LIMITED TRANSPORTATION	YES	YES	YES
MARKET APPRECIATION OF UNIT	YES	NO	COMPLICATED