

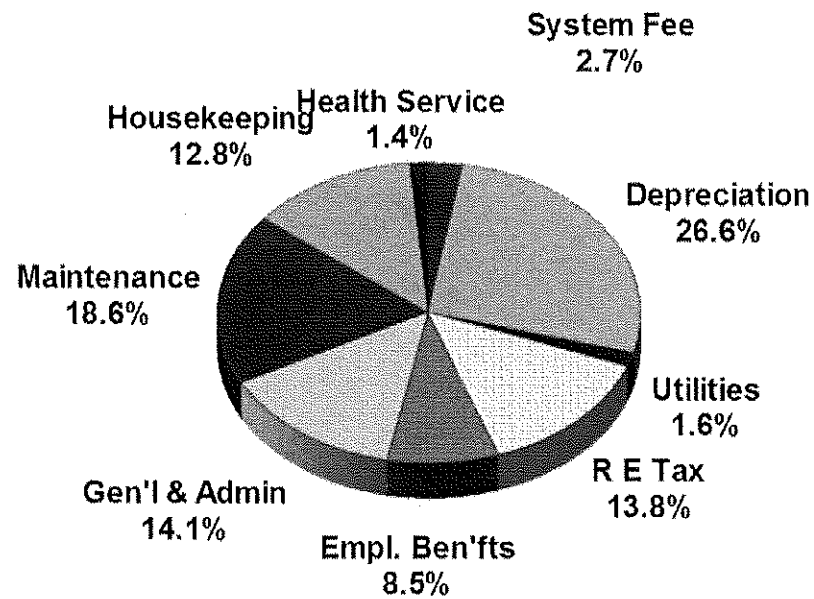
**Kendal Crosslands Communities  
Budget Calendar 2017 Meeting Agenda  
Coniston and Cartmel March 27, 2017**

- **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 more unit billed at Cartmel as compared to 2016 (reduced by 1 in 2016); one open unit at Coniston, 1 at Cartmel, 4.00% rate increase (4.25% prior year)
- **Expense changes:**
  - 2% wage increase for staff
  - Admin Contributions up \$2,000 to fire company
  - Real Estate Taxes increased \$9,500
  - Pension Insurance up \$3,500
- **Large capital projects over the last several years, as well as the upcoming year (positive cash flow \$396,000 less capital projects budget of \$415,000 equals a negative position of \$19,000 for FY Calendar 2017)**

# Coniston Cartmel Expense Budget FY Calendar 2017



# **Selected Capital Replacement and Renewal Projects for Coniston - FY Calendar 2017**

- **Total projects - \$155,200**
- **Apartment Turnover / Carpet / Tile / Painting**
- **Paving Work**
- **Heat Pump Replacement**
- **Radon Remediation**
- **Gazebo Work**

## **Selected Capital Replacement and Renewal Projects for Cartmel - FY Calendar 2017**

- **Total projects - \$260,000**
- **Heat Pump Replacement**
- **Turnover Costs / Carpet and Tile / Painting**
- **Paving Work**

**Did You Know?**  
**Budget - FY Calendar 2017**

- 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 12/31/2017  
CONISTON / CARTMEL BUDGET

EXHIBIT A

CONISTON-CARTMEL  
BUDGET 12/31/17

REVENUE

RESIDENTIAL REVENUE	\$2,226,162	REFLECTS THE 4.00% FEE INCREASE/ 1 ADDITIONAL UNIT
AMORTIZATION OF OCCUPANCY FEES	403,000	BILLED AT CARTMEL
INTEREST AND DIVIDEND INCOME	<u>166,000</u>	
TOTAL REVENUE	<u>2,795,162</u>	

EXPENSES

GENERAL AND ADMINISTRATIVE	383,024	HIGHER FIRE COMPANY CONTRIBUTION - UP \$2,000
SYSTEM FEE	72,153	
HOUSEKEEPING	348,026	
MAINTENANCE	504,533	LOWER CONTRACT PAINTING, HIGHER GROUNDS EXP
HEALTH SERVICES	39,000	
EMPLOYEE BENEFITS	229,965	PENSION INSURANCE UP \$3,500
UTILITIES	43,050	
REAL ESTATE TAXES	376,540	HIGHER BASED ON ACTUAL TAX RATES - UP \$9,500
DEPRECIATION	<u>723,000</u>	

TOTAL EXPENSES	<u>2,719,292</u>	
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INCOME FROM OPERATIONS	<u>\$75,870</u>	
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NON CASH REVENUE	(403,000)	
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NON CASH EXPENSE	<u>723,000</u>	
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CASH FLOW FROM OPERATIONS	<u>\$395,870</u>	
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KENDAL CROSSLANDS COMMUNITIES  
CONISTON / CARTMEL 2009 to 2017 BUDGET COMPARISON

EXHIBIT B

EXPENSES	CONISTON-CARTMEL			PER YEAR AVE	
	BUDGET 3/31/09	BUDGET 12/31/17	% INCREASE		
GENERAL AND ADMINISTRATIVE	\$301,294	\$383,024	27.13%	\$81,730	3.10%
SYSTEM FEE	64,646	72,153	11.61%	7,507	1.33%
HOUSEKEEPING	307,258	348,026	13.27%	40,768	1.52%
MAINTENANCE	470,396	504,533	7.26%	34,137	0.83%
HEALTH SERVICES	45,000	39,000	-13.33%	(6,000)	-1.52%
EMPLOYEE BENEFITS	128,682	229,965	78.71%	101,283	9.00%
UTILITIES	27,754	43,050	55.11%	15,296	6.30%
REAL ESTATE TAXES	302,074	376,540	24.65%	74,466	2.82%
DEPRECIATION	572,421	723,000	26.31%	150,579	3.01%
TOTAL EXPENSES	\$2,219,525	\$2,719,292	22.52%	\$499,767	2.57%
					2.42%
					EXCLUDING DEPRECIATION



KENDAL CROSSLANDS COMMUNITIES  
HISTORICAL COMPARISON  
CASH FLOW VERSUS FIXED ASSET ADDITIONS

EXHIBIT C

EXPENSES	CONISTON-CARTMEL		
	CASH FLOW OPERATIONS	FIXED ASSET ADDITIONS	DIFFERENCE
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)
FISCAL YEAR 12/31/2016	256,085	(464,018)	(207,933)
TOTAL	<u>\$1,949,147</u>	<u>(\$6,331,287)</u>	<u>(\$4,382,140)</u>

THE 13 YEAR EXPENDITURE AVERAGES APPROXIMATELY \$85,500 PER UNIT



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	\$2,573	\$3,388	\$2,700
SECOND PERSON CHARGE	NO	\$863	\$505
MEAL PLAN	NO	1/MEAL/DAY	\$124/PP/PM
HOUSEKEEPING	YES WEEKLY	\$26.50/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