

**LAGUNA WOODS MUTUAL NO. FIFTY**  
**2019 Business Plan - Final**

Description	2016 Actuals	2017 Actuals	2018 Plan	2019 Plan	Per Unit Per Month Assessment		Assessment Increase/ (Decrease)
					2018	2019	
<b>DIRECT MUTUAL OPERATING (DMO)</b>							
<u>Units (Note 1)</u>							
Electricity	\$281,624	\$289,382	\$312,016	\$329,379	***	***	***
Gas	46,770	62,828	63,607	64,689	***	***	***
Housekeeping	641,613	607,926	634,271	668,844	***	***	***
<b>Common Area</b>							
Electricity	70,406	72,345	78,004	82,345	20.91	22.07	1.16
Gas	11,963	15,707	15,902	16,172	4.26	4.33	0.07
Water & Sewer	144,146	149,897	151,537	167,000	40.60	44.75	4.14
Trash	11,417	149,897	8,500	8,500	2.28	2.28	0.00
Telephone	0	6,234	2,000	6,300	0.54	1.69	1.15
Legal Fee	131,031	28,812	60,000	40,000	16.08	10.72	(5.36)
Management Fee	197,423	197,423	288,834	212,313	77.39	56.89	(20.50)
Professional Fees	9,420	102,778	93,750	37,750	25.12	10.12	(15.01)
General Maintenance	5,760	0	0	0	0.00	0.00	0.00
Other Operating	57,060	3,268	2385	30565	0.64	8.19	7.55
Towers Administration	469,450	470,549	611,885	622,233	163.96	166.73	2.77
Building Maintenance	1,401,225	1,591,870	1,543,655	1,499,933	413.63	401.91	(11.72)
Contracted Landscaping	113,077	123,357	125,339	125,339	33.58	33.58	(0.00)
Association Owned Unit Expenses (Note 2)	1,050,617	1,033,107	666,877	1,045,000	178.69	280.01	101.32
Taxes	167,215	200,624	185,000	15,000	49.57	4.02	(45.55)
Property Insurance	1,011	93,712	113,134	134,650	30.31	36.08	5.77
Uncollectible Accounts	185,563	0	135,000	15,500	36.17	4.15	(32.02)
Food Services	2,405,185	2,389,640	2,267,649	2,604,326	607.62	697.84	90.21
Non Assessment Revenue	(142,087)	(291,568)	(381,822)	(93,753)	(102.31)	(25.12)	77.19
Rental Revenue (Note 3)	(751,663)	(933,126)	(754,200)	(790,200)	(202.09)	(211.74)	(9.65)
Other Revenue (Note 4)			(259,158)	(258,914)	(69.44)	(69.38)	0.07
<b>Total Operating</b>	<b>\$6,508,225</b>	<b>\$6,364,662</b>	<b>\$5,964,166</b>	<b>\$5,778,972</b>	<b>\$1,327.52</b>	<b>\$1,479.12</b>	<b>151.60</b>
<b>MUTUAL RESERVE CONTRIBUTIONS</b>							
Replacement Funds	\$798,648	\$950,004	\$962,259	\$962,259	\$257.84	\$257.84	\$0.00
Contingency Funds	111,960	399,996	200,000	250,000	\$53.59	\$66.99	\$13.40
<b>TOTAL MUTUAL RESERVES</b>	<b>\$910,608</b>	<b>\$1,350,000</b>	<b>\$1,162,259</b>	<b>\$1,212,259</b>	<b>\$311.43</b>	<b>\$324.83</b>	<b>\$13.40</b>
<b>TOTAL MUTUAL</b>	<b>\$7,531,910</b>	<b>\$7,838,019</b>	<b>\$7,251,764</b>	<b>\$6,991,231</b>	<b>\$1,638.95</b>	<b>\$1,803.95</b>	<b>\$165.00</b>
<b>GRF OPERATING</b>	<b>\$646,789</b>	<b>\$722,553</b>	<b>\$666,423</b>	<b>\$686,054</b>	<b>\$169.61</b>	<b>\$183.83</b>	<b>14.22</b>
<b>GRF RESERVE CONTRIBUTIONS</b>	<b>78,372</b>		<b>89,568</b>	<b>70,908</b>	<b>\$24.00</b>	<b>\$19.00</b>	<b>(5.00)</b>
<b>TOTAL GRF</b>	<b>\$725,161</b>	<b>\$722,553</b>	<b>\$755,991</b>	<b>\$756,962</b>	<b>\$193.61</b>	<b>\$202.83</b>	<b>9.22</b>
<b>TOTAL BASIC ASSESSMENT</b>	<b>\$8,257,071</b>	<b>\$8,560,572</b>	<b>\$8,007,755</b>	<b>\$7,748,193</b>	<b>\$1,832.57</b>	<b>\$2,006.78</b>	<b>\$174.19</b>

Note 1: The asterisks indicate an assessment that varies per unit, based on area size of each unit type.

Note 2: Budget assumes that the Mutual will own 41 units in 2019.

Note 3: Budget assumes 30 Mutual-owned units will be rented on average in 2019.

Note 4: Budget assumes 32 second occupants on average for 12 months; \$671 second occupant fee.

**LAGUNA WOODS MUTUAL NO. FIFTY  
2019 ASSESSMENTS BY UNIT TYPE**

MODEL	2018 ASSESSMENT	2019 ASSESSMENT	\$ INCREASE (DECREASE)
<b>A</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 137.92	\$ 148.23	\$ 10.31
<b>Total Assessment</b>	<b>\$ 2,053.25</b>	<b>\$ 2,155.01</b>	<b>\$ 101.76</b>
<b>B</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 172.40	\$ 185.29	\$ 12.89
<b>Total Assessment</b>	<b>\$ 2,087.73</b>	<b>\$ 2,192.06</b>	<b>\$ 104.34</b>
<b>C</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 331.02	\$ 355.76	\$ 24.74
<b>Total Assessment</b>	<b>\$ 2,246.34</b>	<b>\$ 2,362.53</b>	<b>\$ 116.19</b>
<b>D</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 303.43	\$ 326.11	\$ 22.68
<b>Total Assessment</b>	<b>\$ 2,218.76</b>	<b>\$ 2,332.88</b>	<b>\$ 114.13</b>
<b>F</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 496.52	\$ 533.64	\$ 37.11
<b>Total Assessment</b>	<b>\$ 2,411.85</b>	<b>\$ 2,540.41</b>	<b>\$ 128.56</b>
<b>G</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 268.95	\$ 289.05	\$ 20.10
<b>Total Assessment</b>	<b>\$ 2,184.27</b>	<b>\$ 2,295.83</b>	<b>\$ 111.55</b>
<b>H</b>			
Base Assessment	\$ 1,915.32	\$ 2,006.77	\$ 91.45
Unit Specific Assessment	\$ 441.36	\$ 474.34	\$ 32.99
<b>Total Assessment</b>	<b>\$ 2,356.68</b>	<b>\$ 2,481.12</b>	<b>\$ 124.44</b>
<b>SECOND OCCUPANT FEE</b>			
Food Service	\$ 522.00	\$ 550.00	\$ 28.00
Maintenance	\$ 115.00	\$ 121.00	\$ 6.00
<b>Total Second Occupant Fee</b>	<b>\$ 637.00</b>	<b>\$ 671.00</b>	<b>\$ 34.00</b>

**ENCLOSED PATIO FEE**

Units with an enclosed patio are assessed an additional monthly fee based on square footage.