

Sandestin Owners Association, Inc.  
2023 Budget Budget Approved by BOD 9.22.2022

|                                      | 2023 Budget<br>9/22/22 | 2022 Budget          | Var 23 Bud to<br>22 Bud<br>Fav/(Unfav) |
|--------------------------------------|------------------------|----------------------|----------------------------------------|
| 06000 Assessment Revenue             | \$ 8,836,464           | \$ 8,402,760         | \$ 433,704                             |
| 06010 Assess Discount - Owner Prepay | (75,403)               | (38,375)             | (37,027)                               |
| 06075 Reeves Road Rental Income      | 24,000                 | 21,600               | 2,400                                  |
| 06090 Special Event Fee Revenue      | 4,500                  | 4,500                | -                                      |
| 06100 ARB Application Fees           | 35,000                 | 47,500               | (12,500)                               |
| 06104 ARB Owner Fines                | -                      | 1,600                | (1,600)                                |
| 06105 ARB Contractor Fines           | -                      | 12,000               | (12,000)                               |
| 06170 Cable Revenue                  | 1,160,824              | 1,160,824            | -                                      |
| 06174 Plant Sales                    | 6,000                  | 5,000                | 1,000                                  |
| 06370 Interest Income                | 7,000                  | 5,000                | 2,000                                  |
| 06375 Irrigation Revenue             | 253,822                | 241,144              | 12,678                                 |
| 06380 Grounds Revenue                | -                      | 525                  | (525)                                  |
| 06385 Beach Cleaning Revenue         | 58,308                 | 53,007               | 5,301                                  |
| 06470 Late Fees & Interest           | 18,000                 | 21,500               | (3,500)                                |
| 06475 Estoppel Rush Fees Earned      | 57,500                 | 75,000               | (17,500)                               |
| 06500 Other Revenue                  | 41,550                 | 51,650               | (10,100)                               |
| 06575 Contractor Decal Revenue       | 139,000                | 139,000              | -                                      |
| 06580 Owner Revenue                  | 12,000                 | 4,000                | 8,000                                  |
| 06585 Guest Citation Revenue         | -                      | -                    | -                                      |
| 06590 Golf Cart Citation Rev -Owner  | -                      | -                    | -                                      |
| 06595 Golf Cart Citation Rev -Guest  | -                      | -                    | -                                      |
| 06735 Transfer Fees                  | 35,000                 | 52,000               | (17,000)                               |
| 06750 Waste Management Credit        | 369,224                | 348,000              | 21,224                                 |
| 06751 Marina Trash Reimbursement     | 11,425                 | 9,300                | 2,125                                  |
| <b>Revenue</b>                       | <b>10,994,214</b>      | <b>\$ 10,617,535</b> | <b>376,679</b>                         |
| 07000 Gross Wages                    | 3,565,037              | 3,392,749            | (172,287)                              |
| 07010 Payroll Tax                    | 315,514                | 292,413              | (23,101)                               |
| 07015 Bonus and Other Incentives     | 102,499                | 96,500               | (5,999)                                |
| 07040 Health Insurance               | 541,238                | 417,260              | (123,978)                              |

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|-------------------------------------|------------------------|------------------|----------------------------------------|
| 07050 Workers Compensation          | 4,251                  | 4,048            | (203)                                  |
| 07052 Safe Harbor 401K - ER         | 108,819                | 90,401           | (18,418)                               |
| 07060 Contract Labor - Deputies     |                        | 2,800            | 2,800                                  |
| 07061 Lifeguard Contract            | 191,091                | 191,091          | -                                      |
| 07070 Employee Training             | 16,772                 | 18,232           | 1,460                                  |
| 07072 Payroll Processing            | 22,221                 | 18,215           | (4,006)                                |
| 07075 Human Resource                | 11,160                 | 10,400           | (760)                                  |
| 07076 Burnt Pine Gate Reimbursement | (210,552)              | (203,832)        | 6,720                                  |
| <b>Cost of Payroll</b>              | <b>4,668,049</b>       | <b>4,330,277</b> | <b>(337,773)</b>                       |
|                                     |                        |                  | -                                      |
| 08010 Postage & Delivery            | 14,770                 | 13,800           | (970)                                  |
| 08011 Equipment Rental Agreements   | 12,162                 | 10,701           | (1,461)                                |
| 08012 Bad Debt                      | -                      | 10,000           | 10,000                                 |
| 08015 Storage Rental                | 21,675                 | 19,779           | (1,896)                                |
| 08020 Office Rent                   | 282,023                | 271,621          | (10,402)                               |
| 08025 Printing                      | 28,032                 | 24,500           | (3,532)                                |
| 08026 Decal Printing                | 52,000                 | 56,000           | 4,000                                  |
| 08030 Fuel                          | 97,054                 | 71,260           | (25,794)                               |
| 08035 Homeowner Events              | 19,925                 | 21,675           | 1,750                                  |
| 08040 Other Expenses                | 2,650                  | 3,800            | 1,150                                  |
| 08045 Meeting                       | 30,100                 | 29,650           | (450)                                  |
| 08050 Office Supplies               | 26,520                 | 24,100           | (2,420)                                |
| 08059 Software Licenses             | 62,760                 | 42,515           | (20,246)                               |
| 08060 Computer                      | 61,078                 | 55,134           | (5,944)                                |
| 08061 Office Other                  | 7,686                  | 7,146            | (540)                                  |
| 08062 Radio Repair                  | 5,328                  | 3,548            | (1,780)                                |
| 08068 Resort Shuttle                | 100,000                | 100,000          | -                                      |
| 08075 Uniforms                      | 48,834                 | 40,100           | (8,734)                                |
| 08080 Custodial                     | 28,972                 | 35,900           | 6,928                                  |
| 08200 Insurance                     | 291,400                | 250,589          | (40,811)                               |
| 08201 Insurance - Workman's Comp    | 75,000                 | 71,918           | (3,082)                                |
| 08400 ARB Architect Fees            | 18,200                 | 12,200           | (6,000)                                |
| 08401 Bank Fees                     | 33,000                 | 33,000           | -                                      |

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|---------------------------------------|------------------------|-------------|----------------------------------------|
| 08402 Credit Card Fees                | 7,000                  | 7,000       | -                                      |
| 08410 Accounting Fees                 | 28,500                 | 23,000      | (5,500)                                |
| 08415 Contributions & Commitments     | 66,610                 | 59,000      | (7,610)                                |
| 08430 Legal - General Repr            | 30,000                 | 30,000      | -                                      |
| 08431 Legal - Litigation              | -                      | -           | -                                      |
| 08440 Vehicle Registration            | 1,300                  | 1,300       | -                                      |
| 08501 Facilities Maintenance          | 22,084                 | 30,824      | 8,740                                  |
| 08502 Roadway, Sidewalks & Curb Maint | 10,000                 | 27,900      | 17,900                                 |
| 08503 Reeves Road Maint Expenses      | 3,910                  | 3,910       | -                                      |
| 08504 Drainage                        | -                      | 57,000      | 57,000                                 |
| 08505 Landscape Contract              | 960,231                | 941,025     | (19,206)                               |
| 08506 Light Maintenance               | 10,000                 | 8,400       | (1,600)                                |
| 08508 Sign Maintenance                | 13,000                 | 18,000      | 5,000                                  |
| 08513 Owner Plant Costs               | 6,000                  | 5,000       | (1,000)                                |
| 08515 Landscape Enhancements          | 80,000                 | 90,000      | 10,000                                 |
| 08516 Tree Care                       | 108,350                | 110,000     | 1,650                                  |
| 08521 Pump Station Maintenance        | 75,000                 | 69,000      | (6,000)                                |
| 08525 Irrigation System Repairs       | 65,000                 | 68,000      | 3,000                                  |
| 08530 Landscape Consultant            | 13,800                 | 13,200      | (600)                                  |
| 08533 Pool Contract                   | 51,600                 | 50,805      | (795)                                  |
| 08534 Pool & Fountain Maintenance     | 37,190                 | 41,190      | 4,000                                  |
| 08538 Beach Bathroom                  | 43,911                 | 41,305      | (2,606)                                |
| 08542 Equipment Maintenance           | 5,000                  | 4,000       | (1,000)                                |
| 08544 Fence Maintenance               | 8,000                  | 8,000       | -                                      |
| 08545 Safety Equipment                | 12,901                 | 10,616      | (2,285)                                |
| 08554 Lake Maint                      | 35,000                 | 30,500      | (4,500)                                |
| 08556 Fish & Wildlife                 | 2,500                  | 2,500       | -                                      |
| 08557 Chemicals                       | 60,000                 | 45,000      | (15,000)                               |
| 08561 Equipment Maintenance           | 4,000                  | 4,500       | 500                                    |
| 08562 Vehicle Repairs & Mntc          | 43,784                 | 43,184      | (600)                                  |
| 08565 Transfer Station Site Ctrt      | 38,520                 | 38,520      | -                                      |
| 08572 Waste Management                | 854,610                | 756,066     | (98,544)                               |
| 08580 Gate Arm Repair                 | 6,200                  | 6,200       | -                                      |
| 08600 Depreciation                    | 347,937                | 299,402     | (48,535)                               |
| 08608 Income Taxes                    | -                      | -           | -                                      |
| 08609 Sales & Property Taxes          | 20,752                 | 8,000       | (12,752)                               |
| 08695 Technical Services              | 27,500                 | 28,000      | 500                                    |
| 08700 Telephone                       | 58,388                 | 49,447      | (8,941)                                |
| 08702 Cable Bulk Agreement            | 1,160,824              | 1,160,824   | -                                      |



















|                                                             |                    |                    | <b>Var 23 Bud<br/>to 22 Bud<br/>Fav/(Unfav)</b> |
|-------------------------------------------------------------|--------------------|--------------------|-------------------------------------------------|
|                                                             | <b>2023 Budget</b> | <b>2022 Budget</b> |                                                 |
| <b>7052702 · Safe Harbor 401(k) - ER</b>                    | 6,582              | 6,390              | (192)                                           |
| <b>7076702 · Burnt Pine Gate Reimbursement</b>              | (210,551)          | (203,832)          | 6,719                                           |
| <b>Total COST OF PAYROLL - 702</b>                          | 0                  | (0)                | (1)                                             |
| <b>Other Expenses</b>                                       |                    |                    |                                                 |
| <b>Total Operating Expense</b>                              | <b>10,891,818</b>  | <b>10,229,132</b>  | <b>(662,686)</b>                                |
| <b>Total Revenues</b>                                       | <b>10,994,214</b>  | <b>10,617,535</b>  | <b>376,679</b>                                  |
| <b>Net Revenue Over/(Under) Expense After Operations</b>    | <b>102,398</b>     | <b>388,403</b>     | <b>(286,007)</b>                                |
| <b>Reserves</b>                                             |                    |                    |                                                 |
| <b>9000-601 - Fixed Asset Reserve</b>                       | 700,000            | 700,000            | -                                               |
| <b>9015-601 - Emergency Replacements Res</b>                | -                  | -                  | -                                               |
| <b>8999-601 - Fixed Assets Gain/Loss</b>                    | -                  | -                  | -                                               |
| <b>9900-601 - Unrealized Gains/Loss</b>                     | -                  | -                  | -                                               |
| <b>Total Reserves</b>                                       | 450,000            | 700,000            | -                                               |
| <b>Net Revenue Over/(Under) Expense After Ops &amp; Res</b> | <b>(347,602)</b>   | <b>(311,597)</b>   | <b>(286,007)</b>                                |
| <b>9016-601 - Depreciation to Reserves</b>                  | 347,937            | 299,402            | 48,535                                          |
| <b>Net Rev Over/(Under) Expense After Ops,Res&amp;Depr</b>  | <b>333</b>         | <b>(12,196)</b>    | <b>12,529</b>                                   |