

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|----------------------------------|------------------|------------------|------------------|-----------------------------------|---|
| Revenue | | 9 | | | |
| Maintenance Assessment - General | 1,914,132 | 1,914,119 | 2,181,182 | | |
| Maintenance Assessment - SF | 564,988 | 564,984 | 591,835 | | 69% |
| Maintenance Assessment - Villas | 560,903 | 560,903 | 654,023 | | 31% |
| NSF Check Fee Income | 0 | 60 | 0 | 0 | not budgeted in 2023 |
| Fines | 0 | 623 | 0 | 0 | not budgeted in 2023 |
| Screening Fees | 0 | 2,851 | 1,500 | 1,500 | Lease application fees - 3 year average |
| Application Fees | 0 | 6,133 | 5,000 | 5,000 | similar momentum |
| Clubhouse FOB Income | 0 | 2,407 | 2,000 | 2,000 | similar momentum |
| Gate Access Income | 0 | 4,133 | 4,000 | 4,000 | similar momentum |
| Late Fee Income | 0 | 11,809 | 10,000 | 10,000 | similar momentum |
| Clubhouse Rental Income | 0 | 7,533 | 7,000 | 7,000 | similar momentum |
| Event Income | 0 | 22,243 | 17,000 | 17,000 | Based off YTD income and holding expected similar events in 2023 |
| Interest - Delinquent Owners | 0 | 8,312 | 8,000 | 8,000 | similar momentum |
| Bank Interest Income | 0 | 297 | 300 | 300 | similar momentum |
| Architectural Fees | 0 | 4,000 | 3,000 | 3,000 | community ages, more of the desired projects will be completed and owners may not have as many to complete. |
| Violation Fees | 0 | 133 | 400 | 400 | With more attention and focus on violations we are projecting we can double to income in this category. |
| Total Revenue | 3,040,023 | 3,110,390 | 3,485,240 | 58,200 | |

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|--------------------------------------|----------------|------------------|----------------|-----------------------------------|---|
| Administrative Expenses | | | | | |
| Reserve Contribution - Non-Statutory | 30,000 | 30,000 | 95,520 | (65,520) | \$30/QTR |
| Postage and Mailing | 0 | 4,224 | 10,000 | (10,000) | annual meeting mailing expenses, more violations mailing expense |
| Computer Technical Support | 3,656 | 1,147 | 1,600 | 2,056 | includes licensing fees for microsoft software (\$800) plus zoom \$65/month (\$780). No anticipated increases for these expenses. |
| Office Supplies & Expenses | 20,344 | 24,919 | 20,000 | 344 | rental (\$5000). Odd one-offs wont reoccur (Owl purchase, AV rental, computer, floor mats \$5000) Keep print costs(\$1300) . Includes paper products, signage materials, envelopes, MB badge material, ink cartridges, prints/copies over contract, business cards, Skedda membership etc. Microsoft fees of \$800 were included this year. Add in Sunbiz |
| Community Website | 3,168 | 2,080 | 2,340 | 828 | GRID website and reservation software |
| Legal Fees | 50,000 | 35,751 | 50,000 | 0 | We expect fewer attorney opinions, increases in collection/foreclosure costs and document change reviews/assistance. |
| Professional Fees | 30,000 | 29,500 | 15,000 | 15,000 | for inspection on drains 25% blockage or greater to determine new severity/needs. \$10000 to clear additional blockage. |
| Turnover expenses | 30,000 | 30,000 | 0 | 30,000 | not planned for 2023 |
| Licenses, Fees & Taxes | 812 | 779 | 0 | 812 | revise to pool permit below; other items negligible |
| Permits- Pool & Spa | 0 | 0 | 775 | (775) | moved from license/fees |
| Year End Report & Tax Prep | 7,250 | 12,667 | 7,000 | 250 | per agreement |
| Telephone | 0 | 923 | 1,800 | (1,800) | Employee phone allowance. |
| Administrative Expenses | 175,230 | 178,055 | 204,035 | (28,805) | |

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---------------------------------|----------------|------------------|----------------|-----------------------------------|---|
| Insurance | | | | | |
| Insurance | 100,284 | 104,520 | 119,553 | (19,269) | 25% increase from August 2023 consistent with broker recommendation |
| Total Insurance Expenses | 100,284 | 104,520 | 119,553 | (19,269) | |
| Contract Services | | | | | |
| Management Personnel | 285,967 | 315,404 | 424,965 | (138,998) | new staff position. Hired more qualified and talented staff. |
| Management Services Contract | 60,625 | 60,240 | 62,269 | (1,644) | 2.5% increase per contract |
| Office Equipment Rental | 0 | | 2,050 | (2,050) | expenses. Now separate @ \$169.65/month including taxes. |
| Tennis Court Maintenance | 40,160 | 35,947 | 32,000 | 8,160 | AllCourt contract is \$24960. 2023 we will be ok for resurface. Estimate \$6500. 2024 we will need full relining. |
| Lake Fountain Maintenance | 7,590 | 2,687 | 1,420 | 6,170 | \$1420 Cascade Fountain maintenance contract. |
| Gate - Traffic Control | 12,100 | 982 | 12,000 | 100 | City of Fort Myers PD - Roving Patrol - FMPD is uncertain when they can start providing services. |
| Janitorial Services | 42,648 | 42,648 | 48,000 | (5,352) | per contract |
| HVAC Maintenance Contract | 6,321 | 9,445 | 1,000 | 5,321 | Haines contract; 2X/year maintenance \$1000 - See revised contract. Remove repairs from this GL |
| Pump Systems Maintenance | 0 | 5,180 | 5,180 | (5,180) | Hoover contract \$2590/year each of 2 pumps |
| Landscape Maint - Common Area | 168,856 | 169,607 | 227,054 | (58,198) | 22% of Juniper contract. Condense all common area landscape here. \$16,938 from 701101, \$25408 from 700105, 186323 from 700100 |
| Landscape Maint - Rec | 24,600 | 24,709 | 0 | 24,600 | 3% of Juniper contract. Condense to 700100 |
| Lake Maintenance | 26,032 | 22,500 | 24,612 | 1,420 | Solitude maint \$1886/month plus \$165/month spikerush treatment. Emailed to request updates. None rcvd yet. Moved Preserve maint. Costs to appropriate GL. |
| Lake Bank Maintenance | 25,759 | 15,829 | 0 | 25,759 | now included with Landscape Maint-Common Area |

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---|------------------|------------------|------------------|-----------------------------------|---|
| Fitness Center PM | 0 | 0 | 900 | (900) | Tropic Gym Provides PM quarterly. \$213/service. \$852/annually. Emailed Daniel 9/1 to request update on costs. |
| Mulch Application Common & Rec Preserve Maintenance | 12,072 | 7,788 | 11,045 | 1,027 | combine 700130 & 700131 for 2023 - reflects Verbal from Eric @ A-Plus, increase to \$4.70/bag |
| Holiday Lighting | 3,264 | 3,264 | 3,264 | 0 | Soiltude mitigation mngmt \$272/month |
| | 9,000 | 9,350 | 9,450 | (450) | Contract for 2023-2025 received. Negotiated down % increase |
| Gate Access & Clubhouse Security | 260,000 | 259,519 | 211,580 | 48,420 | 2080 hrs for supervisor. 3752 hrs at guard rate (104 - 16hr shifts weekends & 261 - 8hr shifts weekdays) Clubhouse guard 1825 hrs. 1 weekend OT day. 5 weekday OT days. \$375/month for software. Virtual guard 2912 hrs. Camera monitoring 1248 hrs. |
| Pools Maintenance | 80,440 | 80,733 | 46,200 | 34,240 | Includes pools, splash pad, fountains - Nexgen Contract |
| Street Cleaning | 3,000 | 2,100 | 6,720 | (3,720) | Advanced Street Sweeping Contract - \$1120/levy every other month |
| Clubhouse - Cable and Phones | 8,981 | 14,191 | 8,300 | 681 | continuing contract - \$735/month |
| Fitness Center Cable | 4,180 | 1,043 | 4,530 | (350) | Expiring contract @ \$345/month plus 3% increase. Fitness Center cable. Acct 8535100281493994 - name change on GL |
| Fire System Equipment | 1,820 | 1,861 | 1,850 | (30) | Paid \$1086 Jan 2022 for services and another \$310 for additional concerns. |
| Music/Intercom System | 0 | 0 | 1,300 | (1,300) | Commercial Sound and Design contract - \$106/month |
| Total Contract Expenses | 1,083,415 | 1,085,027 | 1,145,689 | (62,274) | |
| Utilities Expenses- Common Area | | | | | |
| Electric | 94,106 | 103,320 | 110,235 | (16,129) | Use projected year end plus 4.5% increase |
| Water / Sewer | 30,000 | 9,600 | 10,000 | 20,000 | Use projected year end plus 4.5% increase |
| Gatehouse Phones | 3,192 | 705 | 2,415 | 777 | continuing contract @ \$195/month |
| Water / Sewer - Recreation | 46,131 | 40,655 | 42,688 | 3,443 | History plus 5% increase |
| Total Utilities - Common Area | 173,429 | 154,280 | 165,338 | 8,091 | |

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---|----------------|------------------|----------------|-----------------------------------|--|
| Common Area Expenses (Operating) | | | | | |
| Landscape Extras - Common Area | 25,000 | 10,021 | 35,000 | (10,000) | Maintain for 2023. Working with Landscape Committee to establish long term plan. Combined with 700115 |
| Tree Trimming - Common Area | 20,000 | 13,731 | 20,000 | 0 | Maintain for 2023. Working with Landscape Committee to establish long term plan. |
| Irrigation Maintenance | 37,000 | 56,216 | 15,000 | 22,000 | Based on YTD projections plus aging community. Irrigation from valve out is now included in contract. |
| General Repairs & Maint. | 20,000 | 34,659 | 30,000 | (10,000) | Based on YTD projections; Aging Community; savings from in-house work. Add painting interior, carpet cleaning, led lights, tools, electrical repairs, misc supplies, etc) |
| Perimeter Wall Maint 1-75 | 5,000 | 0 | 0 | 5,000 | n/a for 2023 |
| Deficit Funding | 100,000 | 0 | 100,000 | 0 | Build cash reserves to meet Industry standards |
| Security - Cart/Kubota | 4,200 | 15,723 | 1,500 | 2,700 | Gas, oil changes, misc needs (5gal/week) |
| Security - Falls Room | 4,900 | 4,900 | 0 | 4,900 | 2022 budget for storage shed; n/a in 2023 |
| Security Monitors - Closed Circuit TV | 25,000 | 36,263 | 15,000 | 10,000 | Clubhouse south parking area cameras, including dumpster/cart enclosure, install of fobs on clubhouse internal rooms (such as billiards room) |
| Gate Stickers | 0 | 1,310 | 2,000 | (2,000) | Based on YTD projections |
| Gate Maintenance/Repairs | 6,000 | 9,193 | 7,500 | (1,500) | Based on YTD projections plus aging community. With several pieces of new equipment and a more qualified maintenance member, we don't feel there will be a need for so many service calls. |
| Alarm System Monitoring | (49,830) | 0 | 0 | (49,830) | n/a for 2023; 2022 budget reduced from 2021 surplus. Reduced 2022 dues by \$15.65/QTR |
| Contingency | 40,000 | 94,361 | 40,000 | 0 | Provision for unpredictable items |
| Specified Projects Funding | 0 | 0 | 120,000 | (120,000) | Hard flooring in social hall, irrigation pump station replacement, solar lights for pool deck, electrical components at entrance, littorals, additional torpedo grass treatment. |
| Fitness Center Equipment | 0 | 0 | 27,500 | (27,500) | New fitness equipment |
| Total Common Area (Operating) | 237,270 | 276,378 | 413,500 | (176,230) | |

Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---------------------------------------|----------------|------------------|----------------|-----------------------------------|---|
| Recreation Area Expenses | | | | | |
| Landscape Extras - Rec | 10,000 | 0 | 0 | 10,000 | combined with LS maintenance-common areas |
| Mulching - Rec | 4,311 | 2,670 | 0 | 4,311 | Combining with mulch- common areas |
| Lake & Lake Fountain Maintenance | 0 | 0 | 5,000 | (5,000) | In Feb 2022 there were \$950 in repairs and a broken pump needing repairs as well. Budgeting in line with YTD projections. |
| Janitorial Exp - Supplies | 9,000 | 4,973 | 5,000 | 4,000 | Based on YTD projections; Ordering being done by onsite staff. |
| Electric - Recreation | 70,000 | 71,701 | 74,195 | (4,195) | 4.5% increase vs 2022 projected actual. Reduce by \$750 for planned efficiency initiatives (Adjusting timers on fountains, LED bulb conversions). |
| Trash Removal - Rec | 2,172 | 1,987 | 2,172 | 0 | unchanged vs 2022 |
| Recreation Area Maintenance | 56,019 | 81,677 | 50,000 | 6,019 | based on 2022 projected actual less \$30K of roof repairs + \$2K for tennis court "extras" less savings for in house maintenance |
| HVAC Maintenance | 0 | 5,500 | 5,500 | (5,500) | Spent \$3194 A/O 8/1 on repairs/services. Projected to end up at \$5475. |
| Clubhouse FOBs | 0 | 1,837 | 400 | (400) | unbudgeted for 2022 |
| Entry Feature | 23,800 | 15,372 | 10,000 | 13,800 | Monthly maintenance now included with pools. \$10,000 for the fountain lights in the entrance to the community. |
| Pools Repairs | 8,000 | 10,733 | 12,000 | (4,000) | Based off YTD projections and known needs (new life rings, hooks, impellar). |
| Clubhouse Activities | 15,000 | 18,079 | 27,000 | (12,000) | This increase is offset by the projected income from event ticket sales. (Net \$5K reduction) |
| Total Recreation Area Expenses | 198,302 | 209,030 | 191,267 | 7,035 | |

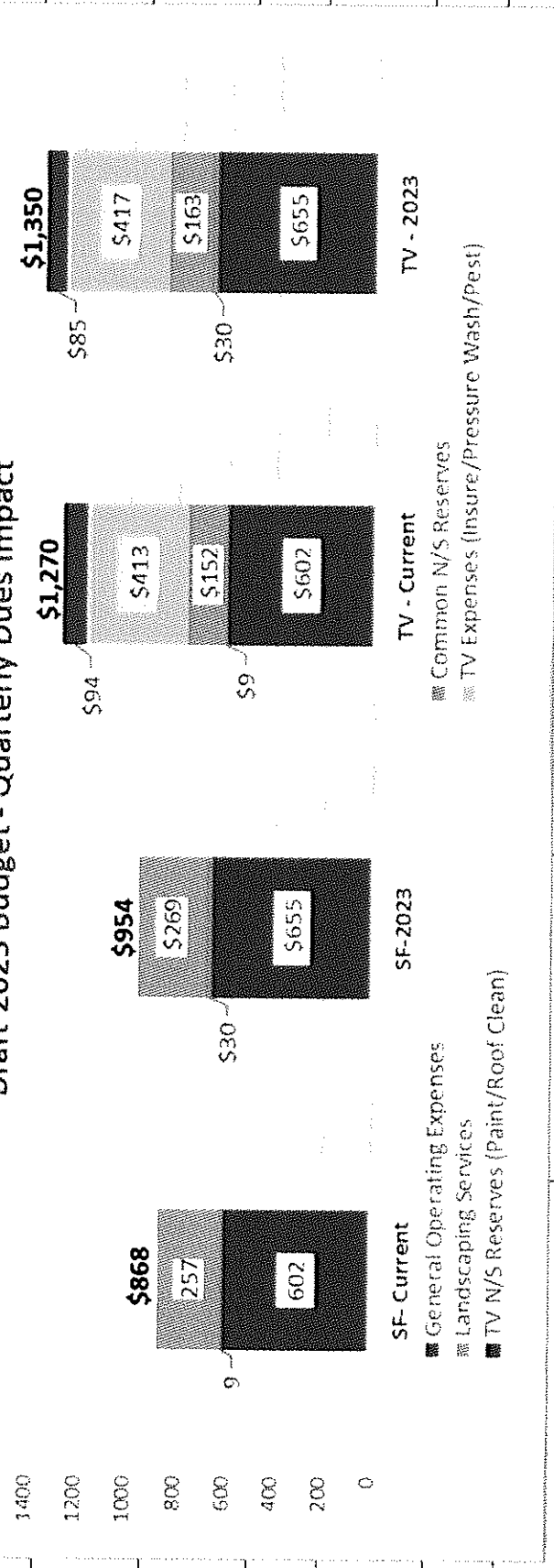
Marina Bay of Fort Myers Homeowners Association, Inc.
Proposed Budget for the Period
January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---|------------------|------------------|------------------|-----------------------------------|--|
| Total Expenses with Reserves | 1,967,930 | 2,007,289 | 2,239,382 | (271,452) | |
| Total Homes | 796 | | 796 | | |
| QTRLY - General Operating Expenses: | \$ 618 | | \$ 703 | | |
| Special Service Assessments - Single Family Homes (Note 4) | | | | | |
| Landscape Maint - SFH (| 470,139 | 464,053 | 501,410 | (31,271) | 58% of Juniper contract |
| Landscape Mulch - SFH | 94,848 | 73,425 | 90,425 | 4,423 | Per A+ Spreading. Add in additional 5 bags per SFH |
| Total Special Service Assessments - Single | 564,987 | 537,478 | 591,835 | (26,848) | |
| Total Single Family Homes: | 550 | | 550 | | |
| QTRLY Special Services Assmt - Single Famil | \$ 257 | | \$ 269 | | |
| Twin Villa Operating Expenses | | | | | |
| Insurance - Villas | 261,389 | 261,389 | 349,208 | (87,819) | 25% increase from April 2023 consistent with broker recommendation |
| Landscape Maint - Villas (Note 5) | 121,032 | 121,569 | 131,357 | (10,325) | 15% of Juniper Contract |
| Mulch/Whitefly Villa Homes | 28,118 | 27,368 | 28,905 | (787) | Per A+ Spreading |
| Pressure Clean | 33,695 | 18,450 | 28,350 | 5,345 | Bill Marks quote |
| Termite Treatment | 12,200 | 65,000 | 20,755 | (8,555) | New contract started 8/4/2022. Walter Salazar |
| Pest Control | 11,712 | 8,924 | 11,808 | (96) | New contract started 8/4/2022. Walter Salazar |
| Reserves - Non-statutory | 92,757 | 92,757 | 83,640 | 9,117 | for future twin villa exterior painting and roof cleaning |
| Total Twin Villa Operating Expenses | 560,903 | 595,458 | 654,023 | (93,120) | |

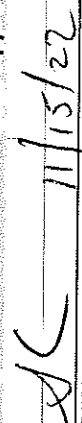
Marina Bay of Fort Myers Homeowners Association, Inc.
 Proposed Budget for the Period
 January 1 - December 31, 2023

| Description | 2022 Approved | Projected Actual | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|--|-----------------|------------------|---------------|-----------------------------------|----------|
| Total Twin Villa Homes: | 246 | | 246 | | |
| Service Assessments - Twin Villa Homes | 570 | | 665 | | |
| General Expenses | 796 | | 796 | | |
| Single Family Home Expenses | 550 | | 560 | | |
| Twin Villa Expenses | 246 | | 246 | | |
| TOTAL QTRLY SINGLE FAMILY | \$ 954 | | | | |
| TOTAL QTRLY TWIN VILLA | \$ 1,350 | | | | |

Draft 2023 Budget - Quarterly Dues Impact



Marina Bay of Fort Myers Homeowners Association, Inc.
 Proposed Budget for the Period
 January 1 - December 31, 2023

| Description | 2022 Approved | Projected | | 2023 Proposed | Variance Compared to Prior Budget | Comments |
|---|---------------|-----------|--|---------------|-----------------------------------|----------|
| | | Actual | | | | |
| X  | 11/15/22 | | | | | |
| President Signature & Date- Steve Sbarra | | | | | | |