

Sandy Pines
2020/21 Preliminary Budget Summary
Board Approved

Description	9/30/2019 ACTUAL	2019/2020 Budget	Board Approved 2020/2021 Budget	Budget Change
Administration	(465,750)	(485,000)	(482,025)	2,975
Maintenance	(975,694)	(1,031,500)	(1,045,550)	(14,050)
Safety & Security	(548,221)	(591,398)	(599,480)	(8,082)
Recreation	(199,535)	(184,240)	(240,507)	(56,267)
Resort Services	1,591,333	1,379,556	1,385,260	5,704
Lease Operations	19,869	14,700	18,700	4,000
Park & Garden	24,274	45,640	44,025	(1,615)
Golf Cart Rental	47,205	82,098	75,034	(7,064)
Retail Center	22,357	46,750	51,400	4,650
Sales & Hospitality	439,811	408,475	478,675	70,200
Subtotal Net Rev(Exp)	(44,351)	(314,919)	(314,469)	450
Rounding Adj				
Net Revenues (Expenses)	(44,351)	(314,919)	(314,469)	450
Cash Flow Adjustments:				
Add Depreciation Expense	623,589	630,000	650,000	20,000
Add Bad Debt Expense	9,225	3,000	3,000	0
Adjusted Cash Budget	588,463	318,081	338,531	20,450
Reserves Adjustments:				
Schwab Account	(33,085)	(50,000)	(50,000)	0
Reserve Interest Income	(495)	(500)	(500)	0
Contingency Account	(5,000)	(5,000)	(5,000)	0
Gain (Loss) Sale of Assets	16,778			0
CASH BUDGET	566,661	262,581	283,031	20,450
	2019/20		2020/21	
Total Annual Dues/Capital CPI Index 12 month increase March 2020- per the bylaws; Article VIII, Section 6, Paragraph h, subparagraph 2		\$1,372		\$1,396
	1.70%	24	1.00%	\$14
Total Annual/ Mbrs	2161	\$1,396	2162	\$1,410
Annual Dues	\$1,196	2,584,556	\$1,210	2,616,510
Annual Capital	200	432,200	200	432,400
Capital Ballot Pass or Assessment/Fees (4 of 10)	200	432,200	200	432,400
Totals	\$1,596	\$3,448,956	\$1,610	\$3,481,310
Golf Assessment (2020/21) is year 6 of 10)	150	324,150	150	324,300
Cable TV Assessment **	136	293,896	136	294,032
Totals	\$1,882	\$4,067,002	\$1,896	\$4,099,642

Sandy Pines Wilderness Trails, Inc.
2020/2021

Board Approved

Administration

Account	Description	9/30/2016 Actual	9/30/2017 Actual	9/30/2018 Actual	9/30/2019 Actual	2019/2020 Budget	2020/2021 Budget
40910	Merchandise Sales	174	733	1,145	4,851	3,500	5,000
42010	Management Fees	11,500	10,000	11,500	12,000	12,000	12,000
44210	Dock Income	41,504	45,125	47,263	47,500	50,000	50,000
44310	Facility Rental	1,120	2,876	2,173	1,242	2,000	7,200
44410	Sticker Income	65,950	54,945	56,067	55,807	112,000	60,000
44510	Flea Market Income	17,035	16,205	16,420	13,965	16,000	16,000
	Recovery of Bad Debts	7,309	0	0	0		
44810	Member Service Income	8,259	8,190	8,562	8,631	360	8,750
44910	Newsletter/TV Ad Income	30,132	27,690	22,565	18,615	20,000	23,000
49010	Misc. Income	4,945	25,582	8,171	16,517	8,000	15,000
44010	Inspection Income	41,640	94,915	77,035	87,036	82,500	91,000
	Total Income	229,568	286,261	250,901	266,164	314,500	287,950
50110	Cost of Goods Sold	1,626	508	897	3,840	0	4,000
51110	Salaries & Wages	426,754	477,971	472,588	512,686	\$540,000	\$554,725
52010	P/R Tax	33,826	37,916	36,336	39,528	40,000	42,000
52210	W/C Ins.	1,026	388	652	1,151	500	1,000
52310	Group health & life	40,789	43,532	45,325	47,826	50,000	50,000
52410	Pension	22,855	22,231	21,174	24,010	25,000	25,000
53010	Repair & Maint.	3,241	1,887	1,163	4,056	2,000	2,000
53110	Equip. lease	6,978	8,168	9,805	11,267	10,000	11,250
54010	Supplies - Admin	12,314	16,779	14,749	18,036	14,500	15,000
58010	Misc.	3,543	5,435	9,227	1,599	8,000	2,500
64110	Inspection Expense	2,453	1,337	2,127	1,141	3,000	2,000
64210	Tree Removal Expense	22,325	22,650	23,525	28,263	20,000	20,000
64410	Dock Expense	961	1,831	306	1,760	1,000	1,000
64510	Sticker exp	1,837	1,713	1,986	5,961	52,000	6,000
64710	Meals & Entertainment	1,065	506	517	716	1,000	1,000
64810	Newsletter/TV	17,172	14,682	13,713	12,826	15,000	13,500
70010	Utilities	6,653	6,679	6,338	7,531	7,500	8,000
70110	Telephone	3,356	5,148	3,743	3,674	4,500	4,000
72010	Auto	348	97	53	307	1,000	750
72110	Seminars	915	517	625	199	2,500	2,000
72410	Postage	6,888	4,700	1,965	6,254	4,000	5,000
72510	Printing Expense	246	41	0	401	0	500
	Total Expenses	\$617,171	\$674,716	\$666,814	\$733,032	\$801,500	\$771,225
90010	Interest Income-Contracts	3,519	2,520	1,760	1,118	2,000	1,250
	NET INCOME/(EXPENSE)	(\$384,084)	(\$385,935)	(\$414,153)	(\$465,750)	(\$485,000)	(\$482,025)

Sandy Pines Wilderness Trails, Inc.
2020/2021 Budget Worksheet
Board Approved

Maintenance

<u>Account</u>	<u>Description</u>	<u>9/30/2016</u> <u>Actual</u>	<u>9/30/2017</u> <u>Actual</u>	<u>9/30/2018</u> <u>Actual</u>	<u>9/30/2019</u> <u>Actual</u>	<u>2019/2020</u> <u>Budget</u>	<u>2020/2021</u> <u>Budget</u>
44411	Maint. Service	\$61,455	\$56,785	\$61,382	\$68,315	\$65,000	\$65,000
44511	Holding Tank Income	279,882	283,247	290,522	304,692	325,000	325,000
	Total Income	\$341,337	\$340,032	\$351,904	\$373,007	\$390,000	\$390,000
51111	Salaries & Wages	\$ 576,750	\$ 565,870	\$ 608,076	\$ 607,912	\$ 635,000	\$ 647,700
52011	P/R taxes	49,395	47,058	48,239	48,126	50,000	50,000
52211	W/C ins	10,998	10,840	11,773	9,772	12,000	15,750
52311	Group health & life	137,699	131,176	102,281	107,044	105,000	107,000
52411	Pension	20,771	15,887	15,524	23,720	20,000	25,000
52511	Uniforms	1,868	1,931	2,163	1,331	2,500	2,000
53011	R/M equip	25,075	36,672	33,814	21,953	40,000	37,000
53211	Small Equip replace	2,899	3,733	2,534	5,408	4,000	4,000
53511	Equip rental	1,060	2,650	637	-	3,000	2,000
54011	CC Supplies	31,950	37,329	34,780	36,060	40,000	37,500
28011	Misc	(915)	97	1,460	1,443	-	1,000
64411	Maint service	29,145	17,589	19,213	16,665	25,000	20,000
64711	Meals & Entertainment	285	228	425	575	500	600
66011	R/M Supplies	22,454	20,592	19,098	12,948	24,000	24,000
66111	R/M Roads	29,972	27,900	5,794	55,495	30,000	30,000
66211	R/M Elect	8,747	12,284	17,487	21,553	18,000	18,000
66311	R/M Heat	18,851	14,464	16,045	10,192	18,000	18,000
66411	R/M structural	14,696	21,869	14,875	28,255	25,000	25,000
66511	Landscape Maintenance	4,424	2,792	1,238	2,503	5,000	4,000
66611	Refuse	50,756	54,751	60,410	66,092	64,000	71,000
66711	Grounds	186,638	266,204	175,042	214,353	225,000	225,000
66811	Pool Maintenance	21,198	26,372	20,056	23,644	30,000	27,500
66911	Pest Control	4,525	4,265	4,367	3,950	5,500	5,000
70011	Utilities	5,073	5,863	6,476	7,101	7,000	7,500
70111	Telephone	3,006	3,019	3,160	3,144	3,500	3,500
72011	Auto, Equipment. Fuel	16,030	19,254	19,034	16,098	25,000	22,000
72111	Seminars	1,892	732	119	745	2,500	2,500
72211	License	1,306	1,697	1,625	2,619	2,000	3,000
	Total Expense	\$ 1,276,548	\$ 1,353,118	\$ 1,245,745	\$ 1,348,701	\$ 1,421,500	\$ 1,435,550
	NET INCOME/(EXPENSE)	(\$935,211)	(\$1,013,086)	(\$893,841)	(\$975,694)	(\$1,031,500)	(\$1,045,550)
	Available for Operations	(935,211)	(1,013,086)	(893,841)	(975,694)	(1,031,500)	(1,045,550)

Sandy Pines Wilderness Trails, Inc.
2020/2021 Budget Worksheet
Board Approved

Public Safety

<u>Account</u>	<u>Description</u>	<u>9/30/2016</u> <u>Actual</u>	<u>9/30/2017</u> <u>Actual</u>	<u>9/30/2018</u> <u>Actual</u>	<u>9/30/2019</u> <u>Actual</u>	<u>2019/2020</u> <u>Budget</u>	<u>2020/2021</u> <u>Budget</u>
40212	Violations	7,360	4,140	8,790	7,634	7,500	7,500
40312	Guest Pass	71,001	76,682	68,802	75,104	93,000	93,000
40412	Fish Contributions	578	498	360	307	500	500
41012	Rgr Taxable Sales	2,568	8,839	11,689	7,911	11,000	10,000
44412	Mag Card Income	123,539	129,287	126,393	131,451	126,500	130,000
	Total Due	\$205,046	\$219,446	\$216,034	\$222,407	\$238,500	\$241,000
50112	C.O.G.S.-Rangers	\$1,817	\$3,584	\$9,625	\$5,603	\$5,000	\$5,000
51112	Salaries and Wages	353,674	388,689	481,110	506,892	535,000	552,980
52012	P/R taxes	32,624	34,323	40,626	41,588	50,000	42,500
52212	W/C ins	6,169	6,960	8,727	8,007	10,000	13,250
52312	Group Health/Life	58,871	62,402	95,988	110,551	110,000	110,000
52412	Pension	15,824	13,033	8,722	12,946	15,000	15,000
52512	Uniforms	4,504	2,333	6,772	2,302	5,000	5,000
53012	R/M equip	16,421	15,957	21,444	19,807	16,000	16,000
53312	Small Equip replacement	2,486	3,450	4,217	1,423	5,000	5,000
53412	Fire equip	588	484	756	1,144	1,000	3,500
54012	Supplies	11,131	11,643	16,048	15,196	18,700	17,000
54112	First aid supplies	1,024	969	2,500	1,927	2,000	2,500
64512	Mag Card exp	1,814	8,292	5,521	4,786	7,000	5,500
64712	Meals & Entertainment	483	472	480	487	948	750
70012	Utilities	6,733	6,100	6,472	7,649	7,000	7,750
70112	Telephone	3,613	4,736	4,465	4,336	5,000	4,750
72012	Auto	10,322	12,815	10,264	11,523	12,000	11,500
72112	Training	19,024	11,833	6,481	12,820	23,200	20,200
72212	Licenses	620	976	638	379	1,000	1,000
72412	Postage	0	25	0	22	50	50
72512	Printing	0	1,791	692	1,240	1,000	1,250
	Total Expense	\$547,742	\$590,867	\$731,548	\$770,628	\$829,898	\$840,480
	NET INCOME/(EXPENSE)	(\$342,696)	(\$371,421)	(\$515,514)	(\$548,221)	(\$591,398)	(\$599,480)
	Available for Operations	(\$342,696)	(\$371,421)	(\$515,514)	(\$548,221)	(\$591,398)	(\$599,480)

Sandy Pines Wilderness Trails, Inc.
 2020/2021 Budget Worksheet
 Board Approved

Recreation

<u>Account</u>	<u>Description</u>	<u>9/30/2016 Actual</u>	<u>9/30/2017 Actual</u>	<u>9/30/2018 Actual</u>	<u>9/30/2019 Actual</u>	<u>2019/2020 Budget</u>	<u>2020/2021 Budget</u>
41014	Recreation NT Income	\$31,442	\$31,752	\$29,191	\$22,205	\$35,000	\$85,000
41214	Recreation Taxable Income	\$3,958	\$1,069	\$2,525	\$4,646	\$2,000	\$4,500
41614	Happy Shack Taxable Income	\$0	\$32,852	\$36,255	\$37,314	\$36,000	\$37,000
41714	Happy Shack Non-Tax Income	0	5,674	3,220	5,504	5,000	\$5,500
	Adult Programs Income	455	2,160	6,304	0	0	\$0
		<u>\$35,855</u>	<u>\$73,507</u>	<u>\$77,495</u>	<u>\$69,669</u>	<u>\$78,000</u>	<u>\$132,000</u>
50214	COGS - Happy Shack	\$0	\$29,619	\$34,623	\$32,702	\$20,000	\$25,000
50114	COGS - Recreation	2,050	1,694	3,766	4,448	3,000	4,500
51114	Salaries & Wages	113,305	128,866	124,442	141,674	139,740	145,507
52014	P/R taxes	12,862	14,082	12,447	14,478	15,000	15,000
52214	W/C ins	2,130	1,776	2,503	2,141	3,500	3,500
52514	Uniforms	738	999	562	586	1,000	1,000
* 53014	R/M equip	1,706	3,509	2,881	2,472	3,500	3,500
53214	Equip Replacement	6,769	4,923	632	1,734	2,500	2,500
54014	Supplies - Recreation	13,497	9,027	3,640	2,472	5,000	5,000
55014	Supplies - Happy Shack	0	4,207	577	701	2,000	1,000
54114	Trophy Expense	1,518	1,231	200	434	1,500	1,500
58014	Misc	1,314	1,886	2,552	3,109	0	1,000
64014	Social Activities	29,757	24,964	27,542	24,870	30,000	127,500
	Adult Programs Expense	0	2,026	1,787	2,315	0	0
64714	Meals Expense Recreation	488	252	375	587	1,000	750
64914	Grounds Improve-Rec	0	975	0	25	1,000	500
70014	Utilities	32,090	24,143	26,690	32,719	27,500	32,500
70114	Telephone	1,859	2,725	3,033	1,642	3,500	2,000
72014	Auto	127	121	130	95	2,500	250
	Total Expenses	<u>\$220,210</u>	<u>\$257,025</u>	<u>\$248,382</u>	<u>\$269,204</u>	<u>\$262,240</u>	<u>\$372,507</u>
	NET INCOME/(EXPENSE)	<u>(\$184,355)</u>	<u>(\$183,518)</u>	<u>(\$170,887)</u>	<u>(\$199,535)</u>	<u>(\$184,240)</u>	<u>(\$240,507)</u>

Sandy Pines Wilderness Trails, Inc.
 2020/2021 Budget Worksheet
Board Approved

Lease Operations

<u>Account</u>	<u>Description</u>	<u>9/30/2016 Actual</u>	<u>9/30/2017 Actual</u>	<u>9/30/2018 Actual</u>	<u>9/30/2019 Actual</u>	<u>2019/2020 Budget</u>	<u>2020/2021 Budget</u>
43018	Food Truck Income	\$7,619	\$2,495	\$2,478	\$4,902	\$3,500	\$5,500
43023	Beauty Shop Lease	1,911	1,934	2,167	2,173	2,250	2,250
43022	Country Store and Coffee Shop Lease	15,701	11,393	14,553	16,272	17,000	17,000
43026	Icecream Lease	12,619	11,227	10,848	10,528	11,200	11,000
	Total Revenues	\$37,850	\$27,049	\$30,046	\$33,875	\$33,950	\$35,750
70023	Beauty Shop Utlities	126	0	47	42	50	50
53022	C Store R/M Equip	7,590	0	0	0	\$200	\$0
70022	C Store and Coffee Shop Utlities	2,718	8,365	10,034	7,894	12,000	10,000
70026	Icecream Utlities	6,961	6,699	7,541	6,070	7,000	7,000
	Total Expense	\$17,395	\$15,064	\$17,622	\$14,006	\$19,250	\$17,050
	NET INCOME/(EXPENSE)	\$20,455	\$11,985	\$12,424	\$19,869	\$14,700	\$18,700

Sandy Pines Wilderness Trails, Inc.
 2020/2021 Budget Worksheet
Board Approved

Park & Garden

<u>Account</u>	<u>Description</u>	<u>9/30/2016 Actual</u>	<u>9/30/2017 Actual</u>	<u>9/30/2018 Actual</u>	<u>9/30/2019 Actual</u>	<u>2019/2020 Budget</u>	<u>2020/2021 Budget</u>
41225	Non-taxable income	58,371	45,042	48,311	54,573	55,000	55,000
41325	Taxable Income	94,541	107,605	92,787	133,499	\$115,000	\$125,000
41425	Propane Income	7,793	10,282	7,107	7,735	10,250	10,250
41525	Delivery Fees	14,468	16,505	14,820	17,372	16,500	17,000
	Total Income	\$175,173	\$179,434	\$163,025	\$213,179	\$196,750	\$207,250
50125	COGS	\$122,799	\$140,491	\$83,555	\$135,786	\$100,000	\$110,000
51125	Salaries & Wages	35,631	32,626	29,408	35,147	33,660	35,850
52025	Payroll Tax	3,993	3,517	2,839	3,481	3,500	3,750
52225	Workers Comp	289	280	328	376	400	325
53025	R/M Equip	9,412	2,136	3,188	4,835	3,500	3,500
54025	Supplies	7,767	2,892	1,166	2,781	2,500	2,500
64225	Propane Expense	1,993	2,647	2,789	2,196	3,000	2,500
70025	Utilities	2,062	1,611	1,945	2,697	2,000	2,750
70125	Telephone	570	921	664	848	1,000	1,000
72025	Auto	879	1,342	927	738	1,500	1,000
72225	License	0	14	34	20	50	50
	Total Expenses	\$185,395	\$188,477	\$126,843	\$188,905	\$151,110	\$163,225
	NET INCOME/(EXPENSE)	(\$10,222)	(\$9,043)	\$36,182	\$24,274	\$45,640	\$44,025

**Sandy Pines Wilderness Trails, Inc.
2020/2021 Budget Worksheet**

Rentals at Sandy Pines Paddles, Pedals and Carts Board Approved
--

<u>Account</u>	<u>Description</u>	<u>9/30/2016</u> <u>Actual</u>	<u>9/30/2017</u> <u>Actual</u>	<u>9/30/2018</u> <u>Actual</u>	<u>9/30/2019</u> <u>Actual</u>	<u>2019/2020</u> <u>Budget</u>	<u>2020/2021</u> <u>Budget</u>
41265	Rental Non-taxable income/Watercraft/Bicycles	0	3,608	7,968	6,611	7,000	7,000
	Rental Taxable Income	0	284	0	0	300	300
41665	Golf Cart Rental	67,595	178,204	166,942	176,172	215,000	215,000
44165	Marina Fuel	0	22,312	27,694	25,328	25,000	25,000
	Total Income	<u>\$67,595</u>	<u>\$204,408</u>	<u>\$202,604</u>	<u>\$208,111</u>	<u>\$247,300</u>	<u>\$247,300</u>
50165	COGS	\$0	\$9,960	\$52	\$0	\$1,000	\$1,000
51165	Salaries & Wages	0	22,612	29,764	29,011	30,359	30,966
52065	Payroll Tax	0	2,362	2,847	2,779	3,000	3,100
52265	Workers Comp	0	0	0	291	343	300
54065	Supplies	0	5,181	6,532	4,066	6,500	6,500
53165	Equipment Lease - Golf Cart Rental	0	96,600	96,897	104,782	96,600	105,000
53065	R/M Expense - Golf Cart Rental	0	620	19	48	500	500
72365	Insurance	0	0	0	0	750	750
64265	Marina Fuel Expense	0	16,334	21,664	16,249	17,750	17,000
70065	Utilities	0	591	648	899	750	1,000
70165	Telephone	0	365	664	668	750	750
72065	Auto	0	126	0	0	150	150
72265	License	0	102	0	79	250	250
64165	Repair To Golf Carts	14,778	3,115	6,844	2,034	6,500	5,000
	Total Expenses	<u>\$14,778</u>	<u>\$157,968</u>	<u>\$165,931</u>	<u>\$160,906</u>	<u>\$165,202</u>	<u>\$172,266</u>
	NET INCOME/(EXPENSE)	<u>\$52,817</u>	<u>\$46,440</u>	<u>\$36,673</u>	<u>\$47,205</u>	<u>\$82,098</u>	<u>\$75,034</u>

Sandy Pines Wilderness Trails, Inc.
 2020/2021 Budget Worksheet
 Board Approved

Retail Center

<u>Account</u>	<u>Description</u>	<u>9/30/2016</u> Actual	<u>9/30/2017</u> Actual	<u>9/30/2018</u> Actual	<u>9/30/2019</u> Actual	<u>2019/2020</u> Budget	<u>2020/2021</u> Budget
44129	Gasoline Income	\$56,541	\$40,210	\$35,668	\$27,582	\$41,000	\$50,000
45329	Car Wash	1,984	2,506	2,362	2,473	2,250	2,500
45429	Laundry Income	28,886	26,032	29,584	23,958	29,500	29,500
45629	Self Lock Storage	1,650	4,272	-325	0	0	0
45729	Bull Pen Storage	13,095	16,631	17,799	19,415	18,000	18,000
	Total Income	\$102,156	\$89,651	\$85,088	\$73,428	\$90,750	\$100,000
64129	Gasoline Expense	46,356	34,678	42,709	28,966	35,000	35,000
64429	Maint work	80	315	500	1,401	0	1,000
64929	Laundry Expense	0	0	0	4	0	100
53029	R/M Bldgs & Equip. Retail	5,772	571	5,936	3,926	1,500	2,500
70029	Utilities - Retail	8,849	14,580	8,693	16,774	7,500	10,000
	Total Expense	\$61,057	\$50,144	\$57,838	\$51,071	\$44,000	\$48,600
	NET INCOME/(EXPENSE)	\$41,099	\$39,507	\$27,250	\$22,357	\$46,750	\$51,400

Sandy Pines Wilderness Trails, Inc.
 2020/2021 Budget Worksheet
 Board Approved

Sales & Hospitality

<u>Account</u>	<u>Description</u>	<u>9/30/2016</u> <u>Actual</u>	<u>9/30/2017</u> <u>Actual</u>	<u>9/30/2018</u> <u>Actual</u>	<u>9/30/2019</u> <u>Actual</u>	<u>2019/2020</u> <u>Budget</u>	<u>2020/2021</u> <u>Budget</u>
	Sales Deposit						
40630	Commission	\$231,837	\$362,078	\$283,988	\$285,153	\$300,000	\$300,000
40730	Transfer fee	126,815	129,500	102,275	107,860	120,000	183,000
40530	SP Sites	60,800	52,000	0	32,000	0	0
44030	Site/Unit Rental	288,282	321,626	315,713	306,376	310,000	310,000
40930	Retired Sites	4,700	12,200	1,500	4,800	1,500	1,500
42230	Seasonal Memberships	25,126	30,400	18,700	37,900	20,000	35,000
49030	Promotion Income	6	0	2,081	700	0	0
	Total Due	\$737,566	\$907,804	\$724,257	\$774,789	\$751,500	\$829,500
50130	Cost of Goods Sold	0	0	0	0	0	0
51130	Salaries, Wages, Comm.	177,951	240,507	216,827	195,366	200,000	205,000
52030	Payroll Taxes	15,038	18,288	16,411	16,264	16,750	16,750
52230	Workers Comp	437	160	244	238	325	375
52330	Group Health	17,501	17,339	14,896	12,545	15,500	14,000
52430	Pensions	1,105	14	4	925	500	5,000
53030	Repair & Maint	5,648	1,657	171	195	1,500	500
53230	Equip Replacement	0	3,172	0	0	500	500
54030	Supplies	12,034	6,137	5,054	5,185	6,000	5,500
58030	Promotions	36,551	13,030	131	4,553	1,500	1,500
64030	Rental Expense	47,789	48,769	46,738	55,355	46,500	46,500
64730	Meals & Entertainment	106	0	0	0	200	200
70130	Telephone	1,785	1,974	1,807	1,696	2,000	2,000
72030	Auto	646	630	280	358	750	500
64230	Show Promo	2,717	2,902	34	0	0	0
72530	Communications	35,640	41,427	49,647	35,898	46,000	46,000
72730	Referral	8,200	4,400	6,800	6,400	5,000	6,500
	Total Expense	\$363,148	\$400,406	\$359,044	\$334,978	\$343,025	\$350,825
	NET INCOME/(EXPENSE)	\$374,418	\$507,398	\$365,213	\$439,811	\$408,475	\$478,675
	Available for Operations	\$374,418	\$507,398	\$365,213	\$439,811	\$408,475	\$478,675

Board Approved

	9/30/2019	2019/2020	2020/2021	Dept
	Actual	Budget	Budget	Change
Revenues				
Administration	266,164	314,500	287,950	(26,550)
Maintenance	373,007	390,000	390,000	0
Safety & Security	222,407	238,500	241,000	2,500
Recreation	69,669	78,000	132,000	54,000
Resort Services	4,204,575	4,087,556	4,157,810	70,254
Lease Operations	33,875	33,950	35,750	1,800
Park & Garden	213,179	196,750	207,250	10,500
Rentals at Sandy Pines	208,111	247,300	247,300	0
Retail Center	73,428	90,750	100,000	9,250
Sales & Hospitality	774,789	751,500	829,500	78,000
Revenues	6,439,204	6,428,806	6,628,560	199,754
Expenditures				
Administration	(731,914)	(799,500)	(769,975)	29,525
Maintenance	(1,348,701)	(1,421,500)	(1,435,550)	(14,050)
Safety & Security	(770,628)	(829,898)	(840,480)	(10,582)
Recreation	(269,204)	(262,240)	(372,507)	(110,267)
Resort Services	(2,613,242)	(2,708,000)	(2,772,550)	(64,550)
Lease Operations	(14,006)	(19,250)	(17,050)	2,200
Park & Garden	(188,905)	(151,110)	(163,225)	(12,115)
Rentals at Sandy Pines	(160,906)	(165,202)	(172,266)	(7,064)
Retail Center	(51,071)	(44,000)	(48,600)	(4,600)
Sales & Hospitality	(439,811)	(343,025)	(350,825)	(7,800)
Expenses	(6,588,388)	(6,743,725)	(6,943,029)	(199,304)

Board Approved							
Fees	2021	2020	2019	2018	2017	2016	
1 Boat Water Sticker	80.00	80.00	80.00	75.00	75.00	75.00	
2 Boat Water Sticker (2nd boat-(\$40 surcharge)	120.00	120.00	120.00	115.00	115.00	115.00	
3 Boat/Land	50.00	50.00	50.00	45.00	45.00	45.00	
4 Boat/Land (2nd boat- \$40 surcharge)	90.00	90.00	90.00	85.00	85.00	85.00	
5 Non-Motorized Land Boat per rules	15.00	15.00	15.00	15.00	15.00	15.00	
6 Boat Dock (102 less Rangers)	500.00	500.00	475.00	475.00	475.00	475.00	
7 Contractor Fee	200.00	200.00	175.00	175.00	175.00	150.00	
8 Golf Cart	15.00	15.00	15.00	15.00	15.00	15.00	
9 Moped	15.00	15.00	15.00	15.00	15.00	15.00	
10 Golf Cart RENTAL Stickers (65)	remove	remove	remove	100.00	100.00	75.00	
11 New Proxy Chip	5.00	5.00	5.00	5.00			
12 Reactivate Proxy Card 1st Member	5.00	5.00	5.00	5.00			
13 Reactivate Proxy Card Member & Associate & Grandchild	15.00	15.00	15.00	15.00			
14 New Mag Card	15.00	15.00	15.00	15.00	15.00	15.00	
15 New Recreation Mag Card	10.00	10.00	10.00	10.00	10.00	10.00	
16 Reactivate Mag Card Member & Associate	10.00	10.00	10.00	10.00	10.00	10.00	
17 Reactivate Grandchild Card	10.00	10.00	10.00	10.00	10.00	10.00	
18 Reactivate Recreation Card	10.00	10.00	10.00	10.00	10.00	10.00	
19 Delinquent Acct Card React 1 card	35.00	35.00	30.00	30.00	20.00	20.00	
20 Guest Pass 1 Day	5.00	5.00	4.00	4.00	4.00	4.00	
21 Guest Pass 1 Day Ranger Assisted	7.00	7.00	6.00	6.00	6.00	6.00	
22 Guest CAMPER Guest Pass 1 day	15.00	15.00	15.00	10.00	10.00	10.00	
23 Group Entry Fees:	remove	remove	remove				
24 Car (max six people) per day	25.00	25.00	25.00	25.00	25.00	25.00	
25 Van (max 16 people) per day	50.00	50.00	50.00	50.00	50.00	50.00	
26 Bus (min 17 people) per day	100.00	100.00	100.00	100.00	100.00	100.00	
27 Hazardous Material Disposal Fee	100.00	100.00	100.00	100.00	100.00	100.00	
28 Pumpout	14.00	14.00	14.00	13.00	13.00	13.00	
29 Emergency Pump	28.00	28.00	28.00	26.00	26.00	26.00	
30 Sewage Tote Tank Permit	15.00	15.00	15.00	15.00	15.00	15.00	
31 Pumpout Plan A (12 per)	228.00	228.00	228.00	213.75	213.75	213.75	
32 Pumpout Plan B	132.00	132.00	132.00	112.50	112.50	112.50	
33 Pumpout Plan C	276.00	276.00	276.00	258.75	258.75	258.75	
34 Pumpout Plan D	144.00	144.00	144.00	146.25	146.25	146.25	
35 Pumpout Plan E	324.00	324.00	324.00	303.75	303.75	303.75	
36 Pumpout Plan F	156.00	156.00	156.00	146.25	146.25	146.25	
37 Pumpout Plan G	192.00	192.00	192.00	180.00	180.00	180.00	
38 Pumpout Plan H	96.00	96.00	96.00	90.00	90.00	90.00	
39 Double Tank (Regular)	21.00	21.00	21.00	19.50	19.50	19.50	
40 Double Tank (Emergency)	40.00	40.00	40.00	38.00	38.00	38.00	
41 Self Lock 4X4	remove	remove	remove	150.00	150.00	150.00	
42 Self Lock 4X6	remove	remove	remove	200.00	200.00	200.00	
43 Self Lock 6X6	remove	remove	remove	250.00	250.00	250.00	
44 Self Lock 8X8	remove	remove	remove	300.00	300.00	300.00	
45 Self Lock 8X12	remove	remove	remove	350.00	350.00	350.00	
46 Self Lock 4X8	remove	remove	remove	225.00	225.00	225.00	
47 Boat In/Out	55.00	55.00	55.00	50.00	50.00	50.00	
48 add for boat out after 10/1	20.00	20.00	20.00	20.00	20.00	20.00	
49 Mailbox	35.00	35.00	35.00	35.00	35.00	35.00	
50 Bullpen 13x30 - Annual rate	320.00	320.00	320.00	320.00	320.00	350.00	
51 Bullpen 13x30 - Quarterly rate	85.00	85.00	85.00	85.00	85.00		
52 Bullpen 13x30 - Monthly rate	30.00	30.00	30.00	30.00	30.00		
53 Bullpen 13x35 - Annual rate	350.00	350.00	350.00	350.00	350.00	390.00	
54 Bullpen 13x35 - Quarterly rate	95.00	95.00	95.00	95.00	95.00		
55 Bullpen 13x35 - Monthly rate	35.00	35.00	35.00	35.00	35.00		
56 Bullpen DAILY rate-min 2 days	5.00	5.00	5.00	5.00	5.00		
57 Winterizing Trailer/Line/Before	90.00	90.00	90.00	80.00	80.00	80.00	
58 Winterizing Trailer/Line/After	110.00	110.00	110.00	100.00	100.00	100.00	
59 Winterizing Line Only/Before	40.00	40.00	40.00	35.00	35.00	35.00	
60 Winterizing Line Only/After	50.00	50.00	50.00	45.00	45.00	45.00	
61 Winterizing Ice Maker/Before	35.00	35.00	35.00	30.00	30.00	30.00	
62 Winterizing Ice Maker/After	45.00	45.00	45.00	40.00	40.00	40.00	
63 Winterizing Sprinkler Syst./Before	55.00	55.00	55.00	50.00	50.00	50.00	
64 Winterizing Sprinkler Syst./After	65.00	65.00	65.00	60.00	60.00	60.00	
65 Annual Cable TV	136.00	136.00	136.00	129.00	129.00	129.00	
66 Camping (Sun-Thurs)	56.00	56.00	56.00	56.00	56.00	56.00	
67 Camping Holiday/(Weekends)	65.00	65.00	65.00	65.00	65.00	65.00	
68 Camping Off Season Discount	50%	50%	50%	50%	50%	50%	
69 Camping Associate Discount	10%	10%	10%	10%	10%	10%	
70 Cabin (Sun-Thurs)	86.00	86.00	86.00	86.00	86.00	86.00	
71 Cabin Holiday/(weekend)	98.00	98.00	98.00	98.00	98.00	98.00	
72 Rental Trailer 94 & 561 (Sun-Thurs)	135.00	135.00	135.00	135.00	135.00	135.00	
73 Rental Trailer 94 & 561 Holiday/(weekend)	155.00	155.00	155.00	155.00	155.00	155.00	
74 Rental Trailer 396 (Sun-Thurs)	185.00	185.00	185.00	185.00	185.00	185.00	
75 Rental Trailer 396 Holiday/(weekend)	200.00	200.00	200.00	200.00	200.00	200.00	
76 Rental Trailer 4135 (Sun-Thurs)	145.00	145.00	145.00	145.00			
77 Rental Trailer 4135 Holiday/(weekend)	165.00	165.00	165.00	165.00			
78 Rental Trailer 1084 (Sun-Thurs)	185.00	185.00	185.00	185.00			
79 Rental Trailer 1084 Holiday/(weekend)	200.00	200.00	200.00	200.00			
80 Camper Vehicles (per day)	10.00	10.00	10.00	10.00	10.00	10.00	
81 Seepage Pit Installed	400.00	400.00	400.00	375.00	350.00	325.00	

Board Approved						
Fees	2021	2020	2019	2018	2017	2016
82 Water on After Oct 15	200.00	200.00	200.00	100.00	80.00	80.00
83 Water Back On after shut off	remove	remove	remove	120.00	120.00	120.00
84 Permit for Building	40.00	40.00	40.00	35.00	35.00	35.00
85 Tree Permits	40.00	40.00	40.00	35.00	35.00	35.00
86 Electric Permit Sandy Pines (No cord cap)	40.00	40.00	40.00	35.00	35.00	35.00
87 Electric Permit PCI	84.00	84.00	84.00	84.00	84.00	84.00
88 Transfer Fee - Sales Office (includes Inspection fee of \$250)	625.00	625.00	625.00	625.00	625.00	625.00
89 Transfer Fee - Private Sale (includes Inspection fee of \$250)	1,000.00	1,000.00	1,000.00	825.00	825.00	825.00
90 Background Check Fee (per person)	35.00	35.00	35.00	25.00	25.00	25.00
91 Rental Picnic Shelter/TeePee Area (plus guest)	90.00	90.00	90.00	90.00	90.00	90.00
92 Pavilion Rental (plus guest fee)	170.00	170.00	170.00	170.00	170.00	170.00
93 Handbook (Copies .10 page)	2.00	2.00	2.00	2.00	2.00	2.00
94 Flea Markets 116 spaces/7 mkts	35.00	35.00	35.00	35.00	35.00	35.00
95 Site Surveys	40.00	40.00	40.00	35.00	35.00	0.00
96 Locate Boat Stakes	40.00	40.00	40.00	35.00	35.00	0.00
97 Buyers Fee	525.00	525.00				
98 North Shore Rental (plus guest fee)	200.00					
99 Camping Cancellation Fee	50.00					

Sandy Pines Wilderness Trails, Inc
2020/2021 Capital Budget

Board Approved

Capital Budget

Department	Description	2020/2021
Maintenance	Cabin Roof Replace Natural Gas Boilers Pool Mechanics Upgrade Controls/Pumps/Tanks/Sewers Replace Water Heater(s) Update tile on floors and walls Flooring in Fitness Room Shower/toilet stalls, replumbing FEMA Structure - Adult Recreation - 2nd phase Phase 3 Bridge Lights in CC's Replace Maintenance Truck & Equipment (includes dump truck every four years) Misc Small Tools Replace Pumper Truck Pumper Truck Pumps Drain Field Recreational Court Replacement Recreation Courts Resurfacing Entrance Lights at the gates Playground Equipment Retail Compactor Fence Rental Pontoon Dock System (income generating asset) Memorial Landscape TOTAL	\$ 939,000.00
Administration	Computer Equipment Replacement - recent FY16 Software Upgrade/Database Development - recent FY16 TOTAL	\$ 160,000.00
Safety & Security	Patrol Vehicle 5yr replacement plan Vehicle Equip Replacement Radar units Replace Gate Box PH 2,3,4,6, BP Mag Card printer Camera upgrades/replacement Wireless Equipment Replacement Body Cameras/Equipment Camera System for Vehicle License Entrance (income generating asset) Update Card Access Software System TOTAL	\$ 145,700.00
Recreation	Recreation Golf Carts Replacement of Pool Chairs Movie/Audio Equipment TOTAL	\$ 30,500.00
Park & Garden	P&G Tractor TOTAL	\$ 35,000.00
Sales/Camping	Sales Van mini split A/C for Cabins Campsit Picnic Tables TOTAL	\$ 37,500.00
	Projected Capital Expenditures	\$ 1,347,700.00
	Annual Capital 2020	432,200
	Additional Capital 2020 (year 3 of 10)	432,200
	Estimate Balance Forward	
	General Fund Contributions	
	Donation	
	Projected Capital Funding	\$ 864,400.00
	(Shortage) Surplus	\$ (483,300.00)