



2022 Annual Budget

	2022 Budget	2021 Current Estimate	Variance	Comments
Revenues:				
Member Assessments	\$ 8,164,508	\$ 6,966,089	\$ 1,198,420	Club build out
Reserve Assessments	943,200	437,562	505,638	Higher Reserve Assessments
Benefits Assessments	1,421,747	1,026,647	395,100	Club build out, Higher benefit assessments
Non-Member Golf Fees, net	678,580	607,633	70,947	
Member Golf Fees, net	1,060,811	1,139,303	(78,491)	
Sales	3,444,446	3,015,760	428,685	Increased Culinary Center activity
Other Revenue	757,877	691,591	66,287	Increased Member activity
Initial Fee Income	420,000	581,717	(161,717)	Reduced home sales turnover
Total Revenues	16,891,170	14,466,301	2,424,868	
Cost of Sales:				
COS -Merchandise	1,581,421	1,361,475	219,946	Increased Culinary Center activity
COS - Other	443,547	321,981	121,566	Increased Member activity
Total Cost of Sales	2,024,968	1,683,455	341,512	
Gross Profit	14,866,202	12,782,846	2,083,356	
Operating Expenses:				
Payroll	4,954,979	3,764,638	1,190,341	Higher staffing level due to Club build out, & market compensation increases
Employee Benefits	946,880	646,549	300,331	
Employee Related	99,269	207,213	(107,945)	
Professional Fees	355,000	138,264	216,736	Legal, accounting & ETF fees
Advertising & Marketing	24,560	67,761	(43,201)	
Repair & Maintenance	3,105,255	2,804,321	300,934	Various projects
Operating Expenses	2,183,371	2,317,577	(134,207)	
Leases - Equipment	598,020	449,152	148,868	
Utilities	666,898	539,881	127,017	Usage (Club build out) & rates
Insurance	246,099	172,812	73,287	
Other	322,672	288,795	33,877	
Total Expenses	13,503,002	11,396,963	2,106,039	
Net Operating Income	1,363,200	1,385,883	(22,683)	
Capital Improvements	-	-	-	
Transfer - Reserve Assessment Exp	943,200	437,562	505,638	Build out and increased rate
Transfer - Initial Fees	420,000	310,717	109,283	Full year in 2022
Balance	\$ 0	\$ 637,604	\$ (637,604)	

2022 Member Assessments



Under the EGCC Declaration our net operating costs are divided into three "buckets" to determine member assessments: Club, Golf and Benefits. For Club and Golf, the net operating costs in each bucket are allocated pro rata to each member. Benefits represent the cost to maintain the landscaping of the single family homes (SFH) and is allocated based on the size of each lot.

All members pay the Club Assessment. In addition to the Club Assessment, all golf members pay the Golf Assessment. Finally, owners of SFH pay the benefit assessment based on the size of their lot. Coach and Condo owners also pay assessments to their neighborhood HOA.

The gross margin from all activities operated by EGCC, excluding member assessments is credited to the Club Assessment. In addition, the reserve funding requirement is charged to the Club Assessment.

Golf Property Schedule (Declaration Article VI, Section 8)

	<u>Club</u>	<u>Golf</u>	<u>Benefit</u>	<u>Combined</u>
	<u>Assessment</u>	<u>Assessment</u>	<u>Assessment</u>	
Total Expenses	\$ 8,844,107	\$ 3,234,534	\$ 1,424,361	\$ 13,503,002
Gross Margin, Excluding Assessments	(3,916,747)			\$ (3,916,747)
Total Operating Expenses	\$ 4,927,361	\$ 3,234,534	\$ 1,424,361	\$ 9,586,255
Reserve Requirement	943,200			\$ 943,200
Total	\$ 5,870,561	\$ 3,234,534	\$ 1,424,361	\$ 10,529,455
<i>Average Lot Count</i>	1,179.25	838.05	NA	

Annual Assessments

Total Operating Expenses	\$ 4,180.00	\$ 3,860.00	
Reserves	\$ 800.00		
Total	\$ 4,980.00	\$ 3,860.00	See Below

Annual Association Fees

	<u>2022</u>	<u>2021*</u>	<u>% Increase</u>
Club Assessment Total	\$ 4,980.00	\$ 4,190.00	18.9%
Golf Assessment Total	\$ 3,860.00	\$ 3,800.00	1.6%
Benefit Assessment:			
52' Lot	\$ 1,776.00	\$ 1,320.00	34.5%
62' Lot	\$ 1,844.00	\$ 1,380.00	33.6%
76' Lot	\$ 1,972.00	\$ 1,500.00	31.5%
90' Lot	\$ 2,152.00	\$ 1,560.00	37.9%
100' Lot	\$ 2,400.00	\$ 1,800.00	33.3%

* Represents 4th quarter 2021, annualized.