The Promontory Conservancy
2021 Budget

Category	2020 Budget	2020 Projection	2021 Total	January	February	March	April	May	June	July	August	September	October	November	December
GENERAL OPERATING															
Dues															
Lot Dues paying owners				1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070
Cabin Dues paying owners				185	185	185	185	185	185	185	185	185	185	185	185
Non-built cabin dues				2	2	2	2	2	2	2	2	2	2	2	2
Credit card fees	(85,000)	(111,717)	(105,000)	(20,000)	(5,000)	(5,000)	(15,000)	(5,000)	(5,000)	(15,000)	(5,000)	(5,000)	(15,000)	(5,000)	(5,000)
Discount for annual payment	(14,000)	(13,266)	(14,000)	(14,000)	-	-	-	-	-	-	-	-	-	-	-
Total Dues	3,947,256	4,007,322	4,178,356	324,113	353,113	353,113	343,113	353,113	353,113	343,113	353,113	353,113	343,113	353,113	353,113
Tubing Hill															
Daily use fees	69,000	59,500	19,400	5,150	3,500	3,500	250	-	-	-	-	-	-	-	7,000
Architectural Review Fees															
Total Architectural Review Fees	430,000	352,472	360,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Interest Income	4,692	2,595	1,620	135	135	135	135	135	135	135	135	135	135	135	135
Less: Allowance for doubtful accounts	(88,813)	(89,898)	(94,013)	(7,293)	(7,945)	(7,945)	(7,720)	(7,945)	(7,945)	(7,720)	(7,945)	(7,945)	(7,720)	(7,945)	(7,945)
Total general operating revenues	**4,362,135**	**4,331,992**	**4,465,363**	**352,105**	**378,803**	**378,803**	**365,778**	**375,303**	**375,303**	**365,528**	**375,303**	**375,303**	**365,528**	**375,303**	**382,303**
Expenses															
Office Personnel	727,000	734,285	755,375	62,948	62,948	62,948	62,948	62,948	62,948	62,948	62,948	62,948	62,948	62,948	62,948
Security Personnel	501,280	536,844	536,280	41,060	41,060	41,060	41,060	62,840	41,060	41,060	41,060	41,060	62,840	41,060	41,060
Beach personnel	48,092	48,000	48,092					9,061	10,030	16,350	10,350	2,301			
Field Crew	550,760	352,925	631,601	37,077	37,077	37,077	57,732	55,284	56,168	84,252	55,726	55,284	55,284	44,693	55,947
Payroll burden	264,320	233,119	295,702	21,163	21,163	21,163	24,261	28,520	25,531	30,691	25,513	24,239	27,161	22,305	23,993
Temp Staffing	-	-	7,200	600	600	600	600	600	600	600	600	600	600	600	600
Irrigation Consultant / Conservation	12,000	12,000	14,000	-	-	-	2,000	2,000	2,000	2,000	2,000	2,000	2,000	-	-
Accounting & Audit	14,500	14,500	14,500	-	-	-	-	-	6,250	6,250	-	-	-	-	2,000
Office & Occupancy	90,233	109,841	80,983	6,749	6,749	6,749	6,749	6,749	6,749	6,749	6,749	6,749	6,749	6,749	6,749
Insurance	28,000	28,000	28,000	2,000	2,000	3,000	2,000	2,000	3,000	2,000	2,000	3,000	2,000	2,000	3,000
Tubing Hill Insurance	13,500	13,163	13,500	-	-	-	-	-	-	-	13,500	-	-	-	-
Management fees	25,000	25,000	25,000	-	-	-	-	-	-	-	-	-	-	-	25,000
Outside Legal Fees	15,000	5,000	9,000	750	750	750	750	750	750	750	750	750	750	750	750
Contract Snow Removal	511,150	561,214	535,000	89,167	89,167	89,167	89,167	-	-	-	-	-	-	89,167	89,167
Fertilizer/ Tree spraying/ Weed Control	195,000	214,777	225,000	-	-	-	-	75,000	-	75,000	-	-	75,000	-	-
Common Area Mulch	120,000	42,104	120,000	-	-	-	-	-	120,000	-	-	-	-	-	-
Sand replacement	10,000	6,000	10,000	-	-	-	5,000	5,000	-	-	-	-	-	-	-
Algea treatment - Lakes / Aeration	3,000	1,800	2,000	-	-	-	-	-	-	2,000	-	-	-	-	-
Lift tickets	1,200	1,250	1,500	1,500	-	-	-	-	-	-	-	-	-	-	-
Tubing hill beverage	8,600	9,574	8,600	1,800	1,750	1,750	600	-	-	-	-	-	-	-	2,700
Fish Stocking	2,000	2,000	2,500	-	-	-	2,500	-	-	-	-	-	-	-	-
Street Sweeping	7,000	8,200	10,000	-	-	-	4,000	1,000	1,000	1,000	1,000	1,000	1,000	-	-
Equipment rental	15,500	15,500	15,500	1,000	-	-	1,000	1,000	3,500	3,500	3,500	1,000	1,000	-	-
SalesForce gate program (NS)	10,800	20,000	20,000	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667
Irrigation water	194,600	244,000	223,790	1,265	1,265	1,265	2,415	4,025	11,500	23,000	23,000	143,750	8,625	2,415	1,265
Irrigation electricity	7,095	6,000	7,095	83	83	83	158	263	750	1,500	1,500	1,875	563	158	83
Irrigation supplies / R&M project	190,000	72,000	190,000	-	-	15,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	-	-
Utilities-water	12,150	9,000	10,080	840	840	840	840	840	840	840	840	840	840	840	840
Utilities-sewer	575	1,200	1,200	100	100	100	100	100	100	100	100	100	100	100	100
utilities-gas	2,925	5,845	5,850	900	900	900	500	500	100	100	100	100	100	750	900
utilities - gas firepits	1,350	1,350	1,350	300	300	300	150	-	-	-	-	-	-	-	300

Utilities-electric	4,550	11,601	13,650	1,200	1,200	1,200	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,500	1,200
Utilities - electric snow making/lift	1,500	1,500	1,500	250	250	250	250	-	-	-	-	-	-	250	250
Shop supplies/tools	10,800	10,205	10,800	-	-	2,500	2,000	1,000	2,500	1,000	1,000	500	300	-	-
Vehicle Maintenance	28,500	36,613	28,500	1,500	4,000	3,500	1,500	1,500	3,500	1,500	1,500	3,500	1,500	1,500	3,500
Groomer Maintenance and storage	10,000	15,000	15,000	-	-	-	-	-	15,000	-	-	-			
Sweeper Maintenance	15,000	17,728	5,000	-	5,000	-	-	-	-	-	-	-	-	-	-
Fuel	43,100	46,774	55,100	3,350	3,350	3,350	4,300	5,750	5,800	5,800	5,800	5,800	5,500	2,950	3,350
Replacement trees	30,000	30,000	30,000	-	-	-	-	15,000	-	-	15,000	-	-	-	-
Signage replacement and repair	7,500	6,148	20,000	-	-	-	15,000	-	-	2,500	-	2,500	-	-	-
Total general operating expenses	**3,733,580**	**3,510,060**	**4,028,248**	**277,267**	**282,217**	**295,217**	**355,295**	**369,446**	**407,392**	**399,207**	**302,252**	**387,612**	**342,575**	**282,400**	**327,368**
General Operating Net Cash	**628,555**	**821,932**	**437,115**	**74,838**	**96,586**	**83,586**	**10,483**	**5,857**	**(32,089)**	**(33,679)**	**73,051**	**(12,309)**	**22,953**	**92,902**	**54,935**
COMMUNITY ENHANCEMENT															
Community Enhancement Revenues	**900,000**	**2,500,000**	**1,200,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**	**100,000**
Community events	40,000	24,036	42,000	-	-	-	-	-	1,000	40,000	-	1,000	-	-	-
Neighborhood parks / amenities	54,500	12,000	45,000	-	-	-	5,000	12,500	15,000	12,500	-	-	-	-	-
Paddle Tennis	-	-	350,000	-	75,000	-	100,000	100,000	75,000	-	-	-	-	-	-
Lighting	-	7,200	20,000	-	-	-	5,000	-	-	-	5,000	-	-	-	10,000
Trees / Landscaping	200,000	200,000	200,000	-	-	-	-	100,000	100,000	-	-	-	-	-	-
Total Community Enhancement Expenses	**294,500**	**243,236**	**657,000**	**-**	**75,000**	**-**	**110,000**	**212,500**	**191,000**	**52,500**	**5,000**	**1,000**	**-**	**-**	**10,000**
Community Enhancement Net Cash	**605,500**	**2,256,764**	**543,000**	**100,000**	**25,000**	**100,000**	**(10,000)**	**(112,500)**	**(91,000)**	**47,500**	**95,000**	**99,000**	**100,000**	**100,000**	**90,000**
From General Operating	628,555	821,932	437,115	74,838	96,586	83,586	10,483	5,857	(32,089)	(33,679)	73,051	(12,309)	22,953	92,902	54,935
From Community Enhancement	605,500	2,256,764	543,000	100,000	25,000	100,000	(10,000)	(112,500)	(91,000)	47,500	95,000	99,000	100,000	100,000	90,000
Inflows	**1,234,055**	**3,078,696**	**980,115**	**174,838**	**121,586**	**183,586**	**483**	**(106,643)**	**(123,089)**	**13,821**	**168,051**	**86,691**	**122,953**	**192,902**	**144,935**
Maintenance Fund - Reserve															
Slurry Seal - Preventative Maintenance	365,000	359,028	480,000	-	-	-	-	-	240,000	240,000	-	-	-	-	-
Crack seal	22,500	Inc.	50,000	-	-	-	-	-	25,000	25,000	-	-	-	-	-
Cut and patch	59,000	Inc.	59,000	-	-	-	-	-	29,500	29,500	-	-	-	-	-
Road striping	20,500	Inc.	25,000	-	-	-	-	-	12,500	12,500	-	-	-	-	-
Ditch work	15,000	12,902	15,000	-	-	-	-	-	7,500	7,500	-	-	-	-	-
Misc. Repairs/ Gates / Cameras / Fencing	48,000	48,145	25,000	-	-	-	-	5,000	5,000	5,000	5,000	5,000	-	-	-
Pick up truck/Mules/Trailer	68,000	28,000	50,000	-	50,000	-	-	-	-	-	-	-	-	-	-
GPS Radios	6,400	6,400	6,400	-	-	6,400	-	-	-	-	-	-	-	-	-
Pump Stations / SBWRD	70,000	98,939	78,000	17,000	1,250	1,250	17,000	1,250	1,250	17,000	1,250	1,250	17,000	1,250	1,250
Outflows	**674,400**	**553,414**	**788,400**	**17,000**	**51,250**	**7,650**	**17,000**	**6,250**	**320,750**	**336,500**	**6,250**	**6,250**	**17,000**	**1,250**	**1,250**
Budgeted increase in cash and maintenance fund	**559,655**	**2,525,282**	**191,715**												