



October 28, 2022

Ladies and Gentlemen:

At its October meeting on Wednesday the 26th, the Board of Directors approved the Budget for 2023. You will note on the accompanying pages that the total increase in Dues and Fees for next year is \$1,485, representing a 15% increase over 2022.

While none of us wanted to see this considerable increase, this year's budgeting process was not an easy one. There were no less than seven different versions of the budget presentation. There were a number of significant contributors to this budget's dues and fees. Factoring in inflation and supply chain issues alone drove many line items up from 3-7%. Our premiums for the Club's liability insurance increased by \$89,000, in part due to increasing the amount of umbrella coverage. The health insurance package for our staff increased by 15% as well. The need to maintain housing for our seasonal staff year-round had an impact, increasing this cost by \$66,000. And while the addition of Arnie's Cabana is expected to drive revenues, there will be a corresponding increase in associated food and beverage expenses.

These contributors account for approximately \$810 of the \$956 increase in Club Dues. With the addition of the Cabana to our asset schedule, our Reserve Contribution went up \$253.

Challenges aside, your management team remains confident and poised to provide you an even better lifestyle in 2023 than what you have come to expect from us. Their involvement in developing this budget was crucial to assuring a successful fiscal outcome at 2023's end. We have many new and exciting initiatives being developed to further enhance your Naples Lakes Experience.

I would like to thank the Finance Committee for its guidance and direction through this process. It proved invaluable. I would also like to thank the Board of Directors for extending its support by approving this Budget.

I would be happy to discuss any detail or aspect of this budget individually or in group. Feel free to reach out at your convenience. You may also raise any comments or inquiries at the Member Forum on November 16th. Either way, we stand ready to address your concerns and answer your questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Joseph F. Basso", is written over a horizontal line.

Joseph F. Basso
General Manager | Chief Operating Officer

NAPLES LAKES COUNTRY CLUB
OPERATING BUDGET 2023
DUES AND FEES SCHEDULE & COMPARATIVE HISTORY

BUDGET SUMMARY					
	2023	2022	% Δ	CHANGE	
HOA Operations	\$ 2,126,473	\$ 1,996,432	6.5%	\$	130,041
Club Operations					
Golf Operations	\$ (842,240)	\$ (765,608)	10.0%	\$	(76,632)
Course Maintenance	\$ 2,009,872	\$ 1,853,830	8.4%	\$	156,042
Food & Beverage	\$ 1,024,519	\$ 951,642	7.7%	\$	72,877
Fitness	\$ 116,752	\$ 88,572	31.8%	\$	28,180
Tennis	\$ 143,990	\$ 111,977	28.6%	\$	32,013
Facilities Operations	\$ 937,364	\$ 697,015	34.5%	\$	240,349
Administrative	\$ 1,552,310	\$ 1,306,146	18.8%	\$	246,164
Total Operations	\$ 4,942,567	\$ 4,243,574	16.5%	\$	698,993
Subtotal HOA & Club Operations	\$ 7,069,040	\$ 6,240,006	13.3%	\$	829,034
Asset Fund Contributions					
Reserve	\$ 1,142,109	\$ 957,181	19.3%	\$	184,928
Capital	\$ 111,300	\$ 40,000	178.3%	\$	71,300
Total Asset Fund Contribution	\$ 1,253,409	\$ 997,181	25.7%	\$	256,228
TOTAL CLUB BUDGET	\$ 8,322,449	\$ 7,237,187	15.0%	\$	1,085,262

Dues & HOA Fees Per Household	2023	2022	% Δ	CHANGE	
HOA Fees	\$ 2,909	\$ 2,731	6.52%	\$	178
Operating Dues	\$ 6,761	\$ 5,805	16.48%	\$	956
Fund Contributions	\$ 1,715	\$ 1,364	25.71%	\$	351
Total	\$ 11,385	\$ 9,900	15.00%	\$	1,485

DUES AND FEES COMPARATIVE HISTORY									
	2023	←% Δ	2022	←% Δ	2021	←% Δ	2020		
HOA OPERATIONS	\$ 2,126,473	6.5%	\$ 1,996,432	5.37%	\$ 1,894,599	1.44%	\$ 1,867,754		
CLUB OPERATIONS	\$ 4,942,567	16.5%	\$ 4,243,574	10.85%	\$ 3,828,106	4.34%	\$ 3,668,978		
RESERVE CONTRIBUTION	\$ 1,142,109	19.3%	\$ 957,181	-4.79%	\$ 1,005,289	7.14%	\$ 938,258		
CAPITAL CONTRIBUTION	\$ 111,300	178.3%	\$ 40,000	0.00%	\$ 40,000	0.00%	\$ 40,000		
TOTAL	\$ 8,322,449	15.0%	\$ 7,237,187	6.93%	\$ 6,767,994	3.88%	\$ 6,514,990		

	2020	←% Δ	2019	←% Δ	2018	←% Δ	2017		
HOA OPERATIONS	\$ 1,867,754	5.21%	\$ 1,775,195	6.87%	\$ 1,661,087	6.09%	\$ 1,565,730		
CLUB OPERATIONS	\$ 3,668,978	5.47%	\$ 3,478,619	0.36%	\$ 3,466,026	6.43%	\$ 3,256,627		
RESERVE CONTRIBUTION	\$ 938,258	3.17%	\$ 909,388	28.86%	\$ 705,701	5.00%	\$ 672,096		
CAPITAL CONTRIBUTION	\$ 40,000	-66.67%	\$ 120,000				\$ 62,000		
TOTAL	\$ 6,514,990	3.69%	\$ 6,283,202	7.72%	\$ 5,832,814	4.97%	\$ 5,556,453		



2023 BILLING SCHEDULE FOR MEMBERSHIP & HOA MAINTENANCE FEES

The Membership Fee along with the Capital Clubhouse Renovation Fee and the Golf Course Renovation Fee are billed and follow the same quarterly schedule.	Membership Fees	Amount per Quarter (\$8476 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
	1st Quarter	\$2,119.00	November 2022	December 2022
	2nd Quarter	\$2,119.00	February 2023	March 2023
	3rd Quarter	\$2,119.00	May 2023	June 2023
	4th Quarter	\$2,119.00	August 2023	September 2023
	"Arnie's" Cabana Renovation	Amount per Quarter	Billed On Statement	
	Billed quarterly to those Owners who did not wish to participate in the one-time payment election	\$179.00	Every quarterly beginning 1/2023	Thru 10/2029
	Capital Renovation Fee	Amount per Quarter	Billed On Statement	
	Billed quarterly to those Owners who did not wish to participate in the one-time payment election	\$ 174.00	Every quarterly beginning 2/28/2013	Thru 11/1/2024
	Master HOA Fees <i>Tahoe</i>	Amount per Quarter (\$4,569 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
	1st Quarter	\$1,142.25	December 2022	January 2023
	2nd Quarter	\$1,142.25	March 2023	April 2023
	3rd Quarter	\$1,142.25	June 2023	July 2023
	4th Quarter	\$1,142.25	September 2023	October 2023
	Master HOA Fees <i>Placid</i>	Amount per Quarter (\$4,233 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
	1st Quarter	\$1,058.25	December 2022	January 2023
	2nd Quarter	\$1,058.25	March 2023	April 2023
	3rd Quarter	\$1,058.25	June 2023	July 2023
	4th Quarter	\$1,058.25	September 2023	October 2023
	Master HOA (MultiFamily Unit) Fees <i>Juliana, Arrowhead, Providence, Barrington</i>	Amount per Quarter (\$2,909 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
	1st Quarter	\$727.25	December 2022	January 2023
	2nd Quarter	\$727.25	March 2023	April 2023
	3rd Quarter	\$727.25	June 2023	July 2023
	4th Quarter	\$727.25	September 2023	October 2023
	*Sub-Association Maintenance Fees are billed separately by the individual Management Companies.			
	Other Annual Fees (*plus tax)	Amount (*plus tax)	Billing Date	Due Date By the Last Business Day of the Month
	*Trail Fees (per cart)	\$2,125.00	December 2022	January 2023
	*Bag Storage Fee -per bag	\$90.00	December 2022	January 2023
	*Locker Fee (per locker)	\$120.00	December 2022	January 2023
	Handicap Fee (per person)	\$30.00	December 2022	January 2023

Quarterly Membership Dues and HOA Fees are Billed to your Club House Account as a courtesy.