



October 27, 2023

Ladies and Gentlemen,

At their October 25th meeting, the Board of Directors unanimously approved the Budget for 2024. You will note on the pages that accompany this correspondence that the total increase in Dues and Fees for next year are \$752, representing a 6.61% increase over 2023.

Although significantly less than last year, there were a few challenges that impacted budget development. The most significant of those was the 18% increase in the Club's liability insurance package. In light of current market conditions, we were pleased with that outcome. Workers' Compensation increased almost 30% as well. In some departments, escalating product costs and remaining supply chain issues drove significant line-item increases. The good news is that we were able to hold the increase in staff healthcare costs to 3%.

The Budget was developed with the following assumptions:

- We held cost of sales percentages throughout food and beverage and retail (golf). Payroll increases were generally budgeted at 3-5% with a few exceptions.
- Increases in Golf Operations payroll are a result of the continuing escalation of Federal minimum wage, while the increase in Golf Course Maintenance is being driven by market conditions and a current shortage of staffing. We continue to outsource several golf course maintenance functions and use outside staffing agencies to provide workforce (a similar situation exists in Clubhouse Operations, in addition to the need to increase staffing levels there).
- Food & Beverage labor is slightly more incremental. Although we anticipate a need for the addition of service support staff (hostesses, food runners) this will be done as business needs dictate beyond our seasonal staff. We have added a seasonal supervisor who will provide us with the coverage that we need to ensure the proper supervision of service (and improvement thereof). We will truly be open until the last Member leaves.
- The Transfer (resale) Fees were increased to \$12,500 and limited to first-time buyers (new residents) in NLCC.
- We kept Reserve Contributions flat. You'll be paying the same amount in 2024 as you are currently.

In summary, the Budget for 2024 is a very tight, aggressive, but achievable budget. HOA Fees were held relatively flat at 1.9%. The Club Operations (Dues) increase was held to single digits at 9%. Reserve Fees were held flat, and Capital Fees rose 56% as a result of the new capital being proposed.

I would like to thank the entire management staff for their efforts in pulling this very comprehensive business plan together, as well as the Finance Committee for their guidance and support throughout the development process. I would also like to thank the Board of Directors for their support in 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 15th. Either way, we stand ready to address your concerns and answer your questions.

Sincerely,

Joseph F. Basso
General Manager | Chief Operating Officer

**NAPLES LAKES COUNTRY CLUB
OPERATING BUDGET 2024
DUES AND FEES SCHEDULE & COMPARATIVE HISTORY**

		BUDGET SUMMARY			
		2024	2023	% Δ	CHANGE
HOA Operations	\$	2,167,695	\$ 2,126,473	1.94%	\$ 41,222
Club Operations					
Golf Operations	\$	(857,403)	\$ (842,240)	1.80%	\$ (15,163)
Course Maintenance	\$	2,185,701	\$ 2,009,872	8.75%	\$ 175,829
Food & Beverage	\$	1,142,145	\$ 1,024,519	11.48%	\$ 117,626
Fitness	\$	123,187	\$ 116,752	5.51%	\$ 6,435
Tennis	\$	146,490	\$ 143,990	1.74%	\$ 2,500
Facilities Operations	\$	1,028,208	\$ 937,364	9.69%	\$ 90,844
Administrative	\$	1,620,849	\$ 1,552,310	4.42%	\$ 68,539
Total Operations	\$	5,389,177	\$ 4,942,567	9.04%	\$ 446,610
Subtotal HOA & Club Operations	\$	7,556,872	\$ 7,069,040	6.90%	\$ 487,832
Asset Fund Contributions					
Reserve	\$	1,142,104	\$ 1,142,109	0.00%	\$ (5)
Capital	\$	173,625	\$ 111,300	56.00%	\$ 62,325
Total Asset Fund Contribution	\$	1,315,729	\$ 1,253,409	4.97%	\$ 62,320
TOTAL CLUB BUDGET	\$	8,872,601	\$ 8,322,449	6.61%	\$ 550,152

Dues & HOA Fees Per Household		2024	2023	% Δ	CHANGE
HOA Fees	\$	2,965	\$ 2,909	1.94%	\$ 56
Operating Dues	\$	7,372	\$ 6,762	9.02%	\$ 610
Fund Contributions	\$	1,800	\$ 1,715	4.97%	\$ 85
Total	\$	12,138	\$ 11,386	6.61%	\$ 752

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	



**2024 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 (\$9172 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
	1st Quarter	\$2,293.00	November 2023	December 2023
	2nd Quarter	\$2,293.00	February 2024	March 2024
	3rd Quarter	\$2,293.00	May 2024	June 2024
	4th Quarter	\$2,293.00	August 2024	September 2024
	"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 Tahoe	Amount per Quarter (\$4,676 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month
1st Quarter	\$1,169.00	December 2023	January 2024	
2nd Quarter	\$1,169.00	March 2024	April 2024	
3rd Quarter	\$1,169.00	June 2024	July 2024	
4th Quarter	\$1,169.00	September 2024	October 2024	
Master HOA Fees Placid	Amount per Quarter (\$4,324 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month	
1st Quarter	\$1,081.00	December 2023	January 2024	
2nd Quarter	\$1,081.00	March 2024	April 2024	
3rd Quarter	\$1,081.00	June 2024	July 2024	
4th Quarter	\$1,081.00	September 2024	October 2024	
Master HOA (MultiFamily Unit) Fees Juliana, Arrowhead, Providence, Barrington	Amount per Quarter (\$2965 total for the yr)	Billed On Statement	Due Date By the Last Business Day of the Month	
1st Quarter	\$741.25	December 2023	January 2024	
2nd Quarter	\$741.25	March 2024	April 2024	
3rd Quarter	\$741.25	June 2024	July 2024	
4th Quarter	\$741.25	September 2024	October 2024	
*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 2023	January 2024	
*Bag Storage Fee -per bag	\$90.00	December 2023	January 2024	
*Locker Fee (per locker)	\$120.00	December 2023	January 2024	
Handicap Fee (per person)	\$35.00	December 2023	January 2024	

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