

BLIMP - 2018 FINANCIAL PERFORMANCE
As of December 31, 2018

| | <u>2012</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018 Actual</u> | <u>2019 Budget</u> | <u>Comments</u> |
|--|-----------------|---------------|-----------------|---------------|---------------|---------------|------------------------|------------------------|--|
| <u>REVENUE</u> | | | | | | | | | |
| <u>Total Camp Contributions</u> | \$ 14,665 | \$ 12,860 | \$ 13,356 | \$ 17,986 | \$ 27,250 | \$ 27,185 | \$ 32,356 | \$ 32,500 | |
| Number of camps | 446 | 348 | 383 | 405 | 396 | 400 | 469 | 500 | |
| Avg Contribution | \$ 32.88 | \$ 36.95 | \$ 34.87 | \$ 44.41 | \$ 68.81 | \$ 67.96 | \$ 68.99 | \$ 65.00 | Contribution raised to \$50 in 2015 |
| Percentage of all Camps | 64% | 50% | 55% | 58% | 57% | 57% | 67% | 71% | Based upon 700 camps on Balch |
| <u>Total Other Contributions</u> | | | | | | | | | |
| Town & State Gov't | 4,063 | 14,263 | 17,450 * | 27,105 ** | 36,750 | 23,232 | 27,274 | 39,233 | \$1,688 from 2017 ME LEA paid in 2018 |
| Shady Nook Auction & Raffles | 3,389 | 1,867 | 4,151 | 1,066 | 3,476 | 1,110 | 868 | 4,750 | |
| Shady Nook Cookbooks / Bake ! | | 1,193 | 2,545 | 1,742 | 684 | 1,292 | 1,651 | 1,000 | |
| Shady Nook - Scrap Metal | 939 | | 999 | | 339 | | | | |
| Marina Parade & Concerts / Pok | | 371 | 387 | 2,559 | 1,530 | 2,148 | 1,097 | 2,750 | |
| Donations (In Memory & divers) | | | | | 100 | | | | |
| Interest | 17 | 20 | 13 | 5 | 3 | 5 | 6 | 5 | |
| Total Other | 8,408 | 17,713 | 25,544 | 32,477 | 42,882 | 27,786 | 30,896 | 47,738 | |
| Total Revenue | 23,073 | 30,573 | 38,900 | 50,463 | 70,132 | 54,971 | 63,252 | 80,238 | |
| <u>EXPENSES</u> | | | | | | | | | |
| Aquatic (12) | 13,975 | | | | | | | | |
| Aquatic (13) | 2,500 | 10,225 | | | | | | | |
| Aquatic (14) - spring | | | 8,012 | | | | | | |
| Aquatic (14) - fall | | | 13,575 | | | | | | |
| Aquatic (15) | | | | 14,250 | | | | | |
| SOLutide (16) | | | | 2,975 | 20,338 | | | | |
| SOLutide (17) | | | | | 1,250 | 7,545 | | | |
| SOLutide (18) | | | | | | | 12,239 | | 5 acres |
| SOLutide (19) | | | | | | | | 44,080 | 68 acres |
| Marina (boat inspections) | 498 | 1,008 | 1,206 | 1,074 | 1,113 | 1,379 | 1,257 | 1,500 | |
| DASH Boat | 1,559 | 1,868 | 8,500 | 1,051 | 2,488 | 1,344 | 3,662 | 8,160 | Maintenance of \$6,000; \$1,400 mask in 18 |
| Diver & equipment | 10,271 | 12,003 | 19,090 | 19,405 | 23,529 | 25,217 | 27,964 | 39,744 | 72 days |
| Communication Equip (one time expense) | | | | | 2,674 | | | | |
| Training (diver certification & CPR) | | | | | | | | 1,000 | |
| Docks for Dash boat | 1,359 | | | | | | | | |
| Web site | 108 | | 266 | 137 | | | 440 | 300 | |
| Insurance (D&O and DASH boat) | 2,279 | 2,354 | 2,497 | 2,550 | 2,635 | 2,532 | 2,532 | 2,600 | |
| Miscellaneous | 753 | 812 | 1,782 | 577 | 644 | 179 | 693 | 750 | |
| Total Expenses | 33,302 | 28,269 | 54,928 | 42,019 | 54,671 | 38,196 | 48,786 | 98,134 | |
| BLIMP Income / (Loss) | <u>(10,228)</u> | <u>2,305</u> | <u>(16,028)</u> | <u>8,444</u> | <u>15,461</u> | <u>16,775</u> | <u>14,466</u> | <u>(17,896)</u> | |
| <u>CASH BALANCE</u> | | | | | | | | | |
| Profile Bank (operating account) | 29,603 | 31,908 | 15,880 | 24,324 | 39,784 | 56,560 | 71,025 | 53,129 | |
| Bank of America CD (principal) | - | - | - | - | - | - | - | - | |
| ENDING CASH BALANCE | <u>29,603</u> | <u>31,908</u> | <u>15,880</u> | <u>24,324</u> | <u>39,784</u> | <u>56,560</u> | <u>71,025</u> | <u>53,129</u> | |

2017 & 2018 Revenue Actuals and 2019 Revenue Budget

| | <u>Actual (12/31/2017)</u> | <u>Actual (12/31/2018)</u> | <u>2019 Budget</u> | |
|--------------------------------------|--------------------------------|--------------------------------|------------------------|---|
| <u>Towns & State Govt</u> | | | | |
| LEA - CBI (ME) | 750 | 750 | 750 | |
| 2017 State of Maine | 5,063 | 1,688 | | Received in Jan 2018 |
| 2018 State of ME (Plant Manage | - | 7,275 | 9,498 | Grant increase for 2019 |
| Acton | 5,000 | 5,000 | 5,000 | |
| Newfield | 2,000 | 2,000 | 2,000 | |
| Wakefield | 7,500 | 7,500 | 7,500 | |
| State of NH (2016) - Treatment | 280 | | | Received in Feb 2017 |
| State of NH (2017) - Treatment | 2,639 | | | |
| State of NH (2018) - Treatment | | 3,061 | | 25% of treatment (5 acres) |
| State of NH (2019) - Treatment | | | 11,020 | 25% of treatment (up to 68 acres) |
| State of NH (2019) - Divers | | | 3,465 | 25% of diver costs (30 days - \$13,860), max of \$3,465 |
| Total | 23,232 | 27,274 | 39,233 | |
| <u>Association Activities</u> | | | | |
| Shady Nook Auction | - | - | 3,000 | |
| Shady Nook Raffle | 1,110 | - | 1,000 | |
| Sale of Beds | - | 85 | | |
| Calendar sales | 755 | 793 | 1,000 | |
| Shady Nook Bake Sale | 537 | 858 | 750 | |
| Total | 2,402 | 1,736 | 5,750 | |
| Parade | 310 | 120 | 250 | |
| Amazon Smile | 157 | 154 | 150 | |
| Poker Run | - | 783 | 1,000 | |
| Lemonade & bracelets | 298 | - | | |
| Marina concerts | 883 | - | 500 | |
| FISHstock | 500 | 525 | 500 | |
| Donation Box | - | 298 | 350 | Stopped in 2017 |
| Total | 2,148 | 1,880 | 2,750 | |
| Grand Total | 27,782 | 30,890 | 47,733 | |

BLIMP (Balch Lake Improvement Association)
 DASH Activity Planning - 2019

Operational Daily Costs

Spring/Fall

of Weeks 12
 # day/sWeek 6
 Total Spr/Fall: 72

Summer-days 10

Total Days 82

| | Rate: | Cost/Day: | Cost/Season (82 Days) | Cost/Season (72 Days) |
|-------------------|-------|-----------|--------------------------|--------------------------|
| Diver-lead | 30 | 240 | 19,680 | 17,280 |
| Diver-2 | 24 | 192 | 15,744 | 13,824 |
| Crew | 15 | 120 | 9,840 | 8,640 |
| Hours per day | 8 | | | |
| Total Labor: | | | 45,264 | 39,744 |
| DASH boat expense | | 30 | 2,460 | 2,160 |
| | | | 47,724 | 41,904 |

Impact of 10 additional days 5,820

**BLIMP - Camps/Association
(As of 12/31/2018)**

| Association | No. of Camps in Association | 2018 Donations | | By Association | | Comments |
|----------------------------------|--------------------------------|----------------|---------------|----------------|----------------|---|
| | | Camps | Dollars | Percent Pd | Avg Dollars | |
| Balak | 61 | 55 | 2,750 | 90% | 50.00 | |
| Balch Hill Road | 9 | 1 | 250 | 11% | 250.00 | |
| Lake Balch Owners Assoc | 21 | 21 | 1,050 | 100% | 50.00 | |
| Balch Pond Acres | 60 | 56 | 2,780 | 93% | \$49.64 | |
| Jennifer Lane | 9 | 7 | 700 | 78% | 100.00 | The 7 individual contributed twice in 2018 |
| Ridge | 45 | 34 | 4,901 | 76% | 144.15 | |
| Shady Nook | 125 | 125 | 9,900 | 100% | 79.20 | Note 1 |
| Shepards Island | 30 | 23 | 1,125 | 77% | 48.91 | |
| Walden | 42 | 39 | 1,950 | 93% | 50.00 | |
| Whitehouse Road/Balch Lake Assoc | 40 | 35 | 1,950 | 88% | 55.71 | |
| Wise Cove | 62 | 15 | 1,370 | 24% | 91.33 | 96 lots with 62 owners; billing change - \$360 for 2019 |
| Wyman Point | 107 | 43 | 2,305 | 40% | 53.60 | 134 lots with 107 owners; includes \$1,000 general contribution |
| No Association - Unknown Address | 19 | 15 | 1,325 | 79% | 88.33 | |
| Totals / Averages | 630 | 469 | 32,356 | 74% | \$68.99 | |

Note 1: Receive one check from Shady Nook (amount / \$50 - no names) plus individual contributions. No way of knowing if the original contributors were in the check from Shady Nook. Today, the individual contributions not counted. On 1/7/2019, Fred Lemire indicated 125 camps. My contribution spreadsheet had 146 camps contributing. I reduced by 21 to match the 125 (100% participation).