

INFORME DEL GERENTE PARA LA JUNTA DIRECTIVA DEL 11 DE noviembre de 2016

1. Upcoming investments to carry out: Parking, bridges North Course etc.
2. Rates for the 2017, approved by the administrator.
3. Restoration, renovation contract and Kitchen reform.
4. Report of active members and comparison with the three previous years.
5. Study the possibility establishes a rate special for old members, in order to avoid their cancelation of their fees.

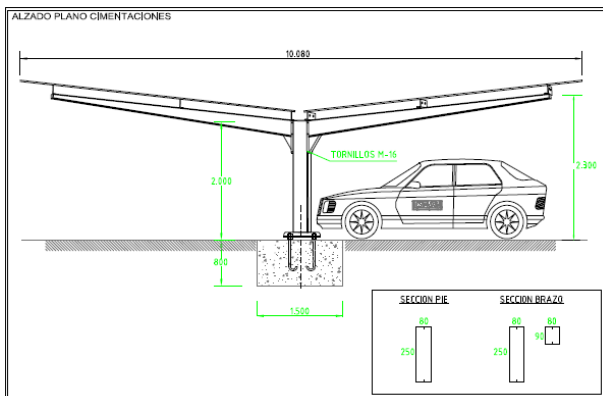
INVESTMENTS

Information of the investment that is going to perform in the parking, consistent

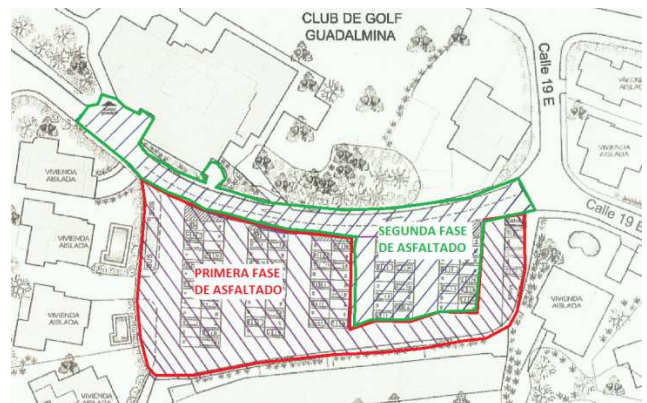
- Removal of all pergolas existing
- Elimination of flowerbeds
- Pavement of all the surface
- Placement of new pergolas

The total amount involved is 79.200 €

- 37.000 € pérgolas
- 32.900 € pavement and painting, is arranged to repair all manhole covers and grids of drainage, and is painted in a more effective way with regard to the system of parked and the increase of number of places
- Architect and licenses cost... etc 10.000 €



Detail of the Pergolas



Pavement and painting of the parking area in two phases which it is planned to be done in 48 hours at night.

Bridges over the Chopo Stream

About the investment of the Chopo Stream of it was presented the budget from Adaso constructions demolition of 4 complete wooden bridges, including removal of debris to clean point or dump, old sleepers classify in case they can be reutilized.

The amount of these works will be of 15,200 € more VAT, and the date planned of execution will be of the 28 to the 30 of November, for which the NORTH COURSE will be closed from hole 10 and forward, having been warned the responsible of different competitions and adapting the competitions to this circumstance.

Construction of buggy paths from 9th green to 10th tee and fro 10th tee to 11th green.

During the closure of the North course , from holes 10 to 18 we will build the new concrete paths from green 18th to tee 10th and fro Green 10 to tee 11.

Although we will build the concrete platform, to place a temporary wooden WC.

Reparation of Bunkers on the South Course

It has been approved for 2017 a Budget from the Company Cespesol to re built tall bunkers on the South Course , for a total Budget of 100.000 € , including the renovation of sand and construction of new drainage

FEES 2017 APPROVED BY THE SOLE ADMINISTRATOR

Fees for 2017 approved by the Sole Administrator 2017 in general an approximate increase of 3%.

The entry fees will increase 14% for the shareholder and 71% for the partner, increasing 700 € for the shareholder and 500 € for the partner, the couple will increase from 5.500 € to 6.700 €.

This increase has been motivated for two reasons, despite the fact tha the PCI has been 0% , nevertheless the most important expnditures at Guadalmina , like petrol, electricity seed, and derivated from petrol have increased much more than 3%.

In the other hand next year we have reduced the external competitions which represented in 2016 36.000 € net profit and we have also reduced the external green fees from hotels and TT.OO. for a total sum of 36.000 €.

The increase of 3% in FEES represents roughly 60.000 € equal to the lack of incomes represented by the tow decisions abovementioned.

Please find enclosed the list of ANNUAL FEES



LISTADO DE CUOTAS AÑO 2017

2017 ANNUAL FEES

ii Último día de pago
condescuento ii
Last day payment
with discount ii
18/12/2016

			DIF €	2.016	%
ALTA DE INGRESO "TITULAR" / ENTRANCE FEE SHAREHOLDER	5.500,00		700 €	4.800,00	14,58%
ALTA DE INGRESO "CONYUGE" / ENTRANCE FEE PARTNER	1.200,00		500 €	700,00	71,43%
"A" <u>CUOTA ABONO ANUAL SIN LIMITACIÓN DE JUEGO / FULL MEMBER unlimited golf</u>					
· Pagos antes del 18 Diciembre 2016 / Payments before December 18th 2016	1.830,00	€	58 €	1.772,00	3,27%
· Pagos antes de 30/04/17 sin descuento / Payments before 30/04/17 No discount	2.033,00	€	64 €	1.969,00	3,25%
Recargo por demora a partir del 01/05/17 1% por mes de retraso / Charge for late payment from 01/05/17 1% per month					
"B" <u>CUOTA CON PAGO DE GREENFEE / ANNUAL FEE WITH PAYMENT OF GREENFEE</u>					
· Pagos antes del 18 Diciembre 2016 / Payments before December 18th 2016	1.036,00	€	36 €	1.000,00	3,60%
· Pagos antes de 30/04/17 sin descuento / Payments before 30/04/17 No discount	1.150,00	€	38 €	1.112,00	3,42%
Recargo por demora a partir del 01/05/17 1% por mes de retraso / Charge for late payment from 01/05/17 1% per month					
<u>Greenfee 18 Hovos / 18 Holes</u>	18,00	€	0 €	18,00	0,00%
<u>Greenfee 9 Hovos ** / 9 Holes**</u>	9,00	€	0 €	9,00	0,00%
* "C" <u>CUOTA "VERANO/S.SANTA Y PASCUA " CON PAGO DE GRFEE/ ANNUAL FEE SUMMER/EASTER WITH PAYMENT OF GRFEE.</u>					
· Pagos antes del 18 Diciembre 2016 / Payments before December 18th 2016	833,00	€	29 €	804,00	3,61%
· Pagos antes de 30/04/17 sin descuento / Payments before 30/04/17 No discount	925,00	€	32 €	893,00	3,58%
Recargo por demora a partir del 01/05/17 1% por mes de retraso / Charge for late payment from 01/05/17 1% per month					
<u>Greenfee 18 Hovos / 18 Holes</u>					
Greenfee S. Santa y Pascua / Easter Week green fee Del 8/04/17 al 23/04/17	18,00	€	0 €	18,00	0,00%
Greenfee Verano / Summer green fee Del 01/06/17 al 15/09/17	18,00	€	0 €	18,00	0,00%
Gfee de juego, fuera de estas fechas / Greenfee outside these dates	50,00	€	0 €	50,00	0,00%
<u>Greenfee 9 Hovos ** / 9 Holes**</u>					
Greenfee S. Santa y Pascua / Easter Week green fee Del 8/04/17 al 23/04/17	9,00	€	0 €	9,00	0,00%
Greenfee Verano / Summer green fee Del 01/06/17 al 15/09/17	9,00	€	0 €	9,00	0,00%
Gfee de juego, fuera de estas fechas / Greenfee outside these dates	26,00	€	0 €	26,00	0,00%

Upgrading of the Kitchen and renovation of the Restaurant contract.

During the first part of 2017 we will reform the kitchen downstairs, with the collaboration of the Architect Carlos Morales, we have received the budget which includes

- Detailed plans
- Diagrams of installation
- List of all the machinery that must be replaced (pending of review)
- Budget of material and of elements

As soon as the information is available we will initiate conversations with the restaurateur, with whom as you know we have a lease contract extended for one year until the third of December 2017, which can be cancelled with prior notification of 6 months, our initial idea is that the restaurateur will pay for the investments, and we will revise his monthly fees and the length of the contract. Estimated budget **200.000 €**

Study on the possibility of establish an special fee for elderly Members, and avoid them to leave.

After analyzing the evolution of annual fees, we can understand that it is not necessary to develop a fee for older members, once they decide they don't want, or they cannot use the facilities (play golf) there is no other service at Guadalmina which justify a fee.