

TRAILMARK HOMEOWNERS ASSOCIATION, INC.

| STATUS OF ACCOUNTS | BEGINNING BALANCE | DEPOSITS | MONTHLY INTEREST | MONTH OF | ENDING | |
|---------------------------------|----------------------|--------------------|---------------------|----------------------|---------------------|--------|
| | | | | DISBURSEMENTS | BALANCE | Oct-15 |
| OPERATING ACCOUNTS | | | | | | |
| Checking - Union Bank | \$83,404.10 | \$55,598.29 | | (\$28,881.03) | \$110,121.36 | 1 |
| Debit Card - Union Bank | \$846.62 | \$0.00 | | \$0.00 | \$846.62 | 2 |
| Checking - Guaranty Bank | \$100,038.57 | \$0.00 | \$16.72 | (\$20.00) | \$100,035.29 | 3 |
| TOTAL OPERATING | \$184,289.29 | \$55,598.29 | \$16.72 | (\$28,901.03) | \$211,003.27 | |
| RESTRICTED RESERVE ACCTS | | | | | | |
| Reserve - First Bank #0162 | \$195,009.45 | \$0.00 | \$16.03 | \$0.00 | \$195,025.48 | 4 |
| Reserve - Wells Fargo | \$235,827.28 | \$0.00 | \$11.63 | | \$235,838.91 | 5 |
| TOTAL RESERVES | \$430,836.73 | \$0.00 | \$27.66 | \$0.00 | \$430,864.39 | |
| TOTALS | \$615,126.02 | \$55,598.29 | \$44.38 | (\$28,901.03) | \$641,867.66 | |

NOTES:

Trailmark Homeowners Association, Inc.
Balance Sheet Comparison - Fund
As Of 10/31/2015

| | <u>Balance</u> <u>10/31/2015</u> | <u>Balance</u> <u>9/30/2015</u> | <u>Change</u> |
|--|-------------------------------------|------------------------------------|----------------------|
| Assets | | | |
| Cash & Investments - Operating Fund | | | |
| 1060 - Checking - Union Bank | \$110,121.36 | \$83,404.10 | \$26,717.26 |
| 1061 - Debit Card - Union Bank | \$846.62 | \$846.62 | \$0.00 |
| 1150 - Checking - Guaranty Bank | \$100,035.29 | \$100,038.57 | (\$3.28) |
| <u>Cash & Investments - Operating Fund Total</u> | <u>\$211,003.27</u> | <u>\$184,289.29</u> | <u>\$26,713.98</u> |
| Cash & Investments - Reserve Fund | | | |
| 1301 - Money Market - First Bank | \$195,025.48 | \$195,009.45 | \$16.03 |
| 1302 - Money Market - Wells Fargo | \$235,838.91 | \$235,827.28 | \$11.63 |
| <u>Cash & Investments - Reserve Fund Total</u> | <u>\$430,864.39</u> | <u>\$430,836.73</u> | <u>\$27.66</u> |
| Accounts Receivable | | | |
| 1400 - Accts. Rec. - Accounts Receivable | \$24,578.88 | \$25,889.04 | (\$1,310.16) |
| <u>Accounts Receivable Total</u> | <u>\$24,578.88</u> | <u>\$25,889.04</u> | <u>(\$1,310.16)</u> |
| Current Assets - Operating Fund | | | |
| 1710 - Prepaid Taxes | \$931.00 | \$931.00 | \$0.00 |
| 1780 - Deposits | \$50.00 | \$50.00 | \$0.00 |
| <u>Current Assets - Operating Fund Total</u> | <u>\$981.00</u> | <u>\$981.00</u> | <u>\$0.00</u> |
| Assets Total | \$667,427.54 | \$641,996.06 | \$25,431.48 |
| Liabilities and Equity | | | |
| Current Liabilities - Operating Fund | | | |
| 2000 - Operating Accounts Payable | \$12,070.70 | \$3,109.50 | \$8,961.20 |
| 2010 - Accrued Expenses | \$0.00 | \$1,716.66 | (\$1,716.66) |
| 2200 - Prepaid Assessments | \$14,912.51 | \$40,819.30 | (\$25,906.79) |
| 2701 - Processing Suspense | \$770.00 | \$360.00 | \$410.00 |
| 2707 - NSF Fee Suspense | \$20.00 | \$20.00 | \$0.00 |
| <u>Current Liabilities - Operating Fund Total</u> | <u>\$27,773.21</u> | <u>\$46,025.46</u> | <u>(\$18,252.25)</u> |
| Owners' Equity | | | |
| 3000 - Initial Contribution | \$41,950.00 | \$41,438.00 | \$512.00 |
| <u>Owners' Equity Total</u> | <u>\$41,950.00</u> | <u>\$41,438.00</u> | <u>\$512.00</u> |
| <u>Operating Retained Earnings</u> | <u>\$179,912.76</u> | <u>\$179,912.76</u> | <u>\$0.00</u> |
| <u>Reserve Retained Earnings</u> | <u>\$430,557.79</u> | <u>\$430,557.79</u> | <u>\$0.00</u> |
| <u>Operating Net Income</u> | <u>(\$13,072.82)</u> | <u>(\$56,216.89)</u> | <u>\$43,144.07</u> |
| <u>Reserve Net Income</u> | <u>\$306.60</u> | <u>\$278.94</u> | <u>\$27.66</u> |
| Liabilities & Equity Total | \$667,427.54 | \$641,996.06 | \$25,431.48 |

Trailmark Homeowners Association, Inc.
Budget Comparison Report - Fund
10/1/2015 - 10/31/2015

| Accounts | 10/1/2015 - 10/31/2015 | | | 1/1/2015 - 10/31/2015 | | | Annual Budget | Remaining Budget |
|------------------------------------|------------------------|--------------------|---------------------|-----------------------|---------------------|----------------------|---------------------|----------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| Income | | | | | | | | |
| Income | | | | | | | | |
| 4000 - Assessments | \$76,800.00 | \$76,800.00 | \$0.00 | \$307,200.00 | \$307,200.00 | \$0.00 | \$307,200.00 | \$0.00 |
| 4015 - Late Fees | \$1,500.00 | \$0.00 | \$1,500.00 | \$6,975.00 | \$0.00 | \$6,975.00 | \$0.00 | (\$6,975.00) |
| 4016 - Late Interest | \$10.18 | \$0.00 | \$10.18 | \$1,732.96 | \$0.00 | \$1,732.96 | \$0.00 | (\$1,732.96) |
| 4020 - Legal - Collections | \$300.00 | \$250.00 | \$50.00 | \$8,345.77 | \$2,500.00 | \$5,845.77 | \$3,000.00 | (\$5,345.77) |
| 4025 - Violation Fines | \$400.00 | \$0.00 | \$400.00 | \$1,775.00 | \$0.00 | \$1,775.00 | \$0.00 | (\$1,775.00) |
| 4315 - Newsletter | \$0.00 | \$83.33 | (\$83.33) | \$825.00 | \$833.30 | (\$8.30) | \$1,000.00 | \$175.00 |
| 4700 - Interest | \$16.72 | \$0.00 | \$16.72 | \$78.93 | \$0.00 | \$78.93 | \$0.00 | (\$78.93) |
| 4750 - Shared Maint. Agreement | \$0.00 | \$0.00 | \$0.00 | \$9,492.80 | \$0.00 | \$9,492.80 | \$0.00 | (\$9,492.80) |
| Total Income | \$79,026.90 | \$77,133.33 | \$1,893.57 | \$336,425.46 | \$310,533.30 | \$25,892.16 | \$311,200.00 | (\$25,225.46) |
| Total Income | \$79,026.90 | \$77,133.33 | \$1,893.57 | \$336,425.46 | \$310,533.30 | \$25,892.16 | \$311,200.00 | (\$25,225.46) |
| Expense | | | | | | | | |
| Administration | | | | | | | | |
| 5000 - Insurance - Master | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,646.00 | \$1,646.00 |
| 5010 - Management Fee | \$2,750.00 | \$2,750.00 | \$0.00 | \$27,500.00 | \$27,500.00 | \$0.00 | \$33,000.00 | \$5,500.00 |
| 5020 - Legal - Collections | \$300.00 | \$250.00 | (\$50.00) | \$8,345.77 | \$2,500.00 | (\$5,845.77) | \$3,000.00 | (\$5,345.77) |
| 5142 - Legal - General | \$0.00 | \$83.33 | \$83.33 | \$0.00 | \$833.30 | \$833.30 | \$1,000.00 | \$1,000.00 |
| 5170 - Audit & Tax Preparation | \$0.00 | \$0.00 | \$0.00 | \$300.00 | \$300.00 | \$0.00 | \$300.00 | \$0.00 |
| 5176 - Reserve Study | \$0.00 | \$0.00 | \$0.00 | \$1,900.00 | \$0.00 | (\$1,900.00) | \$0.00 | (\$1,900.00) |
| 5180 - Computer/Web Maintenance | \$0.00 | \$62.50 | \$62.50 | \$74.50 | \$625.00 | \$550.50 | \$750.00 | \$675.50 |
| 5385 - Taxes and Licenses | \$0.00 | \$0.00 | \$0.00 | \$175.00 | \$175.00 | \$0.00 | \$175.00 | \$0.00 |
| 5490 - Bad Debt | \$498.26 | \$0.00 | (\$498.26) | \$4,851.98 | \$0.00 | (\$4,851.98) | \$0.00 | (\$4,851.98) |
| 5525 - Postage, Printing, Copies | \$602.63 | \$391.67 | (\$210.96) | \$3,236.31 | \$3,916.70 | \$680.39 | \$4,700.00 | \$1,463.69 |
| 5595 - Newsletter | \$0.00 | \$166.67 | \$166.67 | \$1,507.50 | \$1,666.70 | \$159.20 | \$2,000.00 | \$492.50 |
| 5630 - Meeting/Minutes | \$0.00 | \$41.67 | \$41.67 | \$0.00 | \$416.70 | \$416.70 | \$500.00 | \$500.00 |
| 5701 - Board of Directors Expense | \$0.00 | \$83.33 | \$83.33 | \$0.00 | \$833.30 | \$833.30 | \$1,000.00 | \$1,000.00 |
| 5702 - Design Review Committee | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,500.00 | \$1,500.00 | \$1,500.00 | \$1,500.00 |
| 5704 - Social Committee | \$0.00 | \$1,666.67 | \$1,666.67 | \$15,711.81 | \$16,666.70 | \$954.89 | \$20,000.00 | \$4,288.19 |
| 5705 - Finance Committee | \$0.00 | \$16.67 | \$16.67 | \$0.00 | \$166.70 | \$166.70 | \$200.00 | \$200.00 |
| 5706 - Common Area Committee | \$0.00 | \$83.33 | \$83.33 | \$718.20 | \$833.30 | \$115.10 | \$1,000.00 | \$281.80 |
| 5708 - Communication Committee | \$186.45 | \$41.67 | (\$144.78) | \$635.13 | \$416.70 | (\$218.43) | \$500.00 | (\$135.13) |
| 5710 - Safety Committee | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$500.00 | \$500.00 | \$500.00 | \$500.00 |
| 5735 - Storage | \$0.00 | \$154.17 | \$154.17 | \$1,140.00 | \$1,541.70 | \$401.70 | \$1,850.00 | \$710.00 |
| 5805 - Bank Charges | \$20.00 | \$8.33 | (\$11.67) | \$40.00 | \$83.30 | \$43.30 | \$100.00 | \$60.00 |
| 5882 - Domain Email | \$0.00 | \$0.00 | \$0.00 | \$174.01 | \$0.00 | (\$174.01) | \$0.00 | (\$174.01) |
| 5900 - Miscellaneous | \$0.00 | \$0.00 | \$0.00 | \$101.31 | \$0.00 | (\$101.31) | \$0.00 | (\$101.31) |
| 5950 - Contingency | \$0.00 | \$16.03 | \$16.03 | \$0.00 | \$160.30 | \$160.30 | \$192.36 | \$192.36 |
| Total Administration | \$4,357.34 | \$5,816.04 | \$1,458.70 | \$66,411.52 | \$60,635.40 | (\$5,776.12) | \$73,913.36 | \$7,501.84 |
| Grounds | | | | | | | | |
| 6200 - Landscape Contract | \$1,716.66 | \$1,666.67 | (\$49.99) | \$17,166.60 | \$16,666.70 | (\$499.90) | \$20,000.00 | \$2,833.40 |
| 6210 - Snow Removal | \$0.00 | \$2,417.00 | \$2,417.00 | \$7,227.75 | \$9,667.00 | \$2,439.25 | \$14,500.00 | \$7,272.25 |
| 6220 - Sprinkler Repairs | \$2,192.99 | \$1,000.00 | (\$1,192.99) | \$8,766.82 | \$7,000.00 | (\$1,766.82) | \$7,000.00 | (\$1,766.82) |
| 6250 - Exterminating | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 |
| 6270 - Fences | \$305.00 | \$714.00 | \$409.00 | \$1,470.00 | \$5,000.00 | \$3,530.00 | \$5,000.00 | \$3,530.00 |
| 6378 - Trees/Shrubs/Plants | \$0.00 | \$714.00 | \$714.00 | \$13,684.35 | \$5,000.00 | (\$8,684.35) | \$5,000.00 | (\$8,684.35) |
| 6400 - General Grounds Maintenance | \$578.00 | \$0.00 | (\$578.00) | \$2,710.75 | \$0.00 | (\$2,710.75) | \$0.00 | (\$2,710.75) |
| 6410 - Grounds Contracts Extra | \$0.00 | \$778.00 | \$778.00 | \$45,479.51 | \$6,222.00 | (\$39,257.51) | \$7,000.00 | (\$38,479.51) |
| 6443 - Holiday Lighting | \$0.00 | \$0.00 | \$0.00 | \$4,945.00 | \$0.00 | (\$4,945.00) | \$10,000.00 | \$5,055.00 |
| Total Grounds | \$4,792.65 | \$7,289.67 | \$2,497.02 | \$101,450.78 | \$49,805.70 | (\$51,645.08) | \$68,750.00 | (\$32,700.78) |
| Shared Maintenance | | | | | | | | |
| 6850 - Shared Exp. Agreement | \$9,800.00 | \$0.00 | (\$9,800.00) | \$43,529.15 | \$0.00 | (\$43,529.15) | \$0.00 | (\$43,529.15) |
| Total Shared Maintenance | \$9,800.00 | \$0.00 | (\$9,800.00) | \$43,529.15 | \$0.00 | (\$43,529.15) | \$0.00 | (\$43,529.15) |

Trailmark Homeowners Association, Inc.
Budget Comparison Report - Fund
10/1/2015 - 10/31/2015

| Accounts | 10/1/2015 - 10/31/2015 | | | 1/1/2015 - 10/31/2015 | | | Annual Budget | Remaining Budget |
|-----------------------------|------------------------|--------------------|---------------------|-----------------------|---------------------|----------------------|---------------------|----------------------|
| | Actual | Budget | Variance | Actual | Budget | Variance | | |
| 6700 - Gas & Electric | \$88.32 | \$91.67 | \$3.35 | \$889.19 | \$916.70 | \$27.51 | \$1,100.00 | \$210.81 |
| 6710 - Water & Sewer | \$5,320.52 | \$2,083.33 | (\$3,237.19) | \$21,977.64 | \$20,833.30 | (\$1,144.34) | \$25,000.00 | \$3,022.36 |
| 6760 - Trash | \$11,524.00 | \$11,869.72 | \$345.72 | \$115,240.00 | \$118,697.20 | \$3,457.20 | \$142,436.64 | \$27,196.64 |
| Total Utilities | \$16,932.84 | \$14,044.72 | (\$2,888.12) | \$138,106.83 | \$140,447.20 | \$2,340.37 | \$168,536.64 | \$30,429.81 |
| Total Expense | \$35,882.83 | \$27,150.43 | (\$8,732.40) | \$349,498.28 | \$250,888.30 | (\$98,609.98) | \$311,200.00 | (\$38,298.28) |
| Operating Net Income | \$43,144.07 | \$49,982.90 | (\$6,838.83) | (\$13,072.82) | \$59,645.00 | (\$72,717.82) | \$0.00 | \$13,072.82 |
| Reserve Income | | | | | | | | |
| <u>Reserve Income</u> | | | | | | | | |
| 8700 - Taxable Interest | \$27.66 | \$0.00 | \$27.66 | \$306.60 | \$0.00 | \$306.60 | \$0.00 | (\$306.60) |
| Total Reserve Income | \$27.66 | \$0.00 | \$27.66 | \$306.60 | \$0.00 | \$306.60 | \$0.00 | (\$306.60) |
| Total Reserve Income | \$27.66 | \$0.00 | \$27.66 | \$306.60 | \$0.00 | \$306.60 | \$0.00 | (\$306.60) |
| Reserve Net Income | \$27.66 | \$0.00 | \$27.66 | \$306.60 | \$0.00 | \$306.60 | \$0.00 | (\$306.60) |
| Net Income | \$43,171.73 | \$49,982.90 | (\$6,811.17) | (\$12,766.22) | \$59,645.00 | (\$72,411.22) | \$0.00 | \$12,766.22 |