

TrailMark  
2011 Board Approved Budget

	2011 Budget Approved	2010 Budget		2011 Budget	Percentage of Budget																																																																					
<b>ASSESSMENTS</b>	307,200	307,200	Management Fee	32,760	10.1%																																																																					
Other Income	0	0	Collection Expenses (Attorney, Late Notices, Lien Filing, Bad Debt)	17,800	5.5%																																																																					
Late Fees Income	6,000	7,500	Insurance (Property, D&O, Umbrella Liability)	1,760	0.5%																																																																					
Legal Fees - Collections Income	8,000	10,000	Accounting (Tax, Audit, Bank Charges)	3,825	1.2%																																																																					
Legal Fee-Reimb Prior Yr	0	0	Administration (Copies, Faxes, Coupons, Postage, Website, Newsletter, etc.)	19,000	5.9%																																																																					
Fines/Violations Income	0	0	Social Committee	15,000	4.6%																																																																					
Lien Filing fee - Prior Yr	0	0	Grounds Maintenance (Landscaping, Sprinklers, Lighting, Common Area Committee)	55,585	17.2%																																																																					
Lien Filing fee	800	1,200	Other Committees (Safety, Design Review, Covenant, Finance)	3,500	1.1%																																																																					
Social Income	500	500	Trash Removal	130,894	40.5%																																																																					
Advertising	1,000	1,000	Snow Removal	12,000	3.7%																																																																					
Working Capital	0	0	Electricity	1,800	0.6%																																																																					
<b>TOTAL INCOME</b>	<b>323,500</b>	<b>327,400</b>	Water	25,076	7.8%																																																																					
			Reserves	0	0.0%																																																																					
			Total Expenses	319,000																																																																						
<b>ADMINISTRATIVE EXPENSE</b>																																																																										
Management Fee	32,760	33,570	<b>2011 Assessment Amount (Per Unit Per Quarter)</b>																																																																							
Legal General	5,000	5,000	<p><b>2011 TrailMark Budget Breakdown</b></p> <table border="1"> <thead> <tr> <th>Category</th> <th>Amount</th> <th>Percentage</th> </tr> </thead> <tbody> <tr><td>Trash Removal</td><td>130,894</td><td>40.5%</td></tr> <tr><td>Grounds</td><td>55,585</td><td>17.2%</td></tr> <tr><td>Management</td><td>32,760</td><td>10.1%</td></tr> <tr><td>Water</td><td>25,076</td><td>7.8%</td></tr> <tr><td>Social</td><td>15,000</td><td>4.6%</td></tr> <tr><td>Administration</td><td>19,000</td><td>5.9%</td></tr> <tr><td>Reserves</td><td>0</td><td>0.0%</td></tr> <tr><td>Insurance</td><td>1,760</td><td>0.5%</td></tr> <tr><td>Accounting</td><td>3,825</td><td>1.2%</td></tr> <tr><td>Committees</td><td>3,500</td><td>1.1%</td></tr> <tr><td>Snow Removal</td><td>12,000</td><td>3.7%</td></tr> <tr><td>Electricity</td><td>1,800</td><td>0.6%</td></tr> <tr><td>Collection</td><td>17,800</td><td>5.5%</td></tr> <tr><td>Social</td><td>15,000</td><td>4.6%</td></tr> <tr><td>Insurance</td><td>1,760</td><td>0.5%</td></tr> <tr><td>Accounting</td><td>3,825</td><td>1.2%</td></tr> <tr><td>Administration</td><td>19,000</td><td>5.9%</td></tr> <tr><td>Reserves</td><td>0</td><td>0.0%</td></tr> <tr><td>Insurance</td><td>1,760</td><td>0.5%</td></tr> <tr><td>Accounting</td><td>3,825</td><td>1.2%</td></tr> <tr><td>Administration</td><td>19,000</td><td>5.9%</td></tr> <tr><td>Reserves</td><td>0</td><td>0.0%</td></tr> </tbody> </table>			Category	Amount	Percentage	Trash Removal	130,894	40.5%	Grounds	55,585	17.2%	Management	32,760	10.1%	Water	25,076	7.8%	Social	15,000	4.6%	Administration	19,000	5.9%	Reserves	0	0.0%	Insurance	1,760	0.5%	Accounting	3,825	1.2%	Committees	3,500	1.1%	Snow Removal	12,000	3.7%	Electricity	1,800	0.6%	Collection	17,800	5.5%	Social	15,000	4.6%	Insurance	1,760	0.5%	Accounting	3,825	1.2%	Administration	19,000	5.9%	Reserves	0	0.0%	Insurance	1,760	0.5%	Accounting	3,825	1.2%	Administration	19,000	5.9%	Reserves	0	0.0%
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Late Fee Expense	4,000	4,500																																																																								
Insurance	1,760	1,800																																																																								
Audit	2,575	2,460																																																																								
Tax	750	5,000																																																																								
Administrative Expense	7,500	8,000																																																																								
Postage	3,000	5,000																																																																								
Copies	3,000	2,500																																																																								
Communications	5,000	12,000																																																																								
Bank Charges	500	450																																																																								
Social	15,000	13,820																																																																								
Bad Debt	5,000	2,000																																																																								
Covenant Committee	500	1,000																																																																								
Covenant Patrol	0	10,800																																																																								
Design Review Committee	500	1,000																																																																								
Common Area Committee	1,500	12,000																																																																								
Safety Committee	500	1,000																																																																								
Finance Committee	500	1,000																																																																								
<b>TOTAL ADMINISTRATIVE EXP</b>	<b>98,145</b>	<b>132,900</b>																																																																								
<b>BUILDING MAINTENANCE</b>																																																																										
Holiday Lighting	5,000	5,500																																																																								
<b>TOTAL BUILDING MAINT</b>	<b>5,000</b>	<b>5,500</b>																																																																								
<b>GROUNDS</b>																																																																										
Landscape Contract	17,000	20,000																																																																								
Landscape Improvements	10,500	0																																																																								
Sprinkler Repairs	15,000	7,500																																																																								
Flowers, Plants, Trees, Shrubs	3,000	0																																																																								
Trash Removal	130,894	122,000																																																																								
Snow Removal	12,000	12,000																																																																								
<b>TOTAL GROUNDS</b>	<b>188,394</b>	<b>161,500</b>																																																																								
<b>UTILITIES</b>																																																																										
Gas & Electricity	1,800	1,800																																																																								
Water & Sewer	25,076	24,000																																																																								
<b>TOTAL UTILITIES EXPENSES</b>	<b>26,876</b>	<b>25,800</b>																																																																								
<b>CONTINGENCY</b>	<b>5,085</b>																																																																									
<b>RESERVE TRANSFER</b>	<b>0</b>	<b>0</b>																																																																								
<b>TOTAL OPERATING EXPENSES</b>	<b>323,500</b>	<b>325,700</b>																																																																								
<b>NET OPERATING INCOME</b>	<b>(0)</b>	1,700																																																																								