# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 12/31/2007 Level of Detail - Account

	Dec Act	Dec Bud	Dec Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
				REVENUE				
				INCOME				
	0	0	0	ASSESSMENTS	307,200	307,200	0	307,200
	662	0	662	OTHER INCOME	1,952	0	1,952	
	470	665	-195	LATE FEES INCOME	11,904	8,000	3,904	
	949	417	532	LEGAL FEES-COLLECTION INCOME	18,443	5,000	13,443	-
	-25	0	-25	FINES/VIOLATIONS INCOME	1,000	0,000		
	-25	0	-23 0	REPAIRS/MAINTENANCE-REIMB			1,000	
	0	0	0	SOCIAL INCOME	13,731	4.000	13,731	
	550	334	216	NEWSLETTER REVENUE	4,631 2,016	4,000 4,000	631 1,984-	•
	0	1,300	-1,300	INTEREST-OPERATING	2,016			
		1,300	-1,500	INTEREST-OF EIGHTING		15,600	-15,600	15,600
·	2,606	2,716	-110	TOTAL INCOME	360,877	343,800	17,077	343,800
	2,606	2,716	-110	TOTAL REVENUE	360,877	343,800	17,077	343,800
:		**************************************						
				EXPENSES				
				ADMINISTRATIVE EXPENSES				
	2,730	2,436	-294	MANAGEMENT	29,130	29,232	102	29,232
	0	600	600	LEGAL-GENERAL	4,179	7,200	3,021	7,200
	997	417	-580	LEGAL-COLLECTION	18,445	5,000	-13,445	5,000
	1,230	400	-830	LATE FEE EXPENSE	6,630	4,800	-1,830	4,800
	0	0	0	INSURANCE	1,548	1,800	252	
	0	0	0	AUDIT	3,725	2,050	-1,675	
	0	. 0	0	INCOME TAX	1,288	3,000	1,712	
	61	500	439	ADMINISTRATIVE EXPENSE	5,817	6,000	183	
	92	400	308	POSTAGE	6,616	4,800	-1,816	
	233	100	-133	COPIES	3,167	1,200	-1,967	
	0	1,000	1,000	NEWSLETTER	8,812	6,000	-2,812	
	0	2,000	2,000	SOCIAL	18,895	24,000	5,105	
	4,741	0	-4,741	BAD DEBT EXPENSE	6,558	0	-6,558	
	0	83	83	COVENANT COMMITTEE	29	1,000	971	
	787	83	-704	DESIGN REVIEW COMMITTEE	787	1,000	213	
	204	1,500	1,296	COMMON AREA	12,536	18,000	5,464	•
	0	83	83	SAFETY COMMITTEE	240	1,000	760	
	0	83	83	FINANCE COMMITTEE	0	1,000	1,000	
	0	200	200	MISCELLANEOUS EXPENSE	499	2,400	1,901	
,	11,075	9,885	-1,190	TOTAL ADMINISTRATIVE EXPENSES	128,901	119,482	-9,419	119,482
				CDOUNDS MAINTENANCE				
	9.500	^	9 500	GROUNDS MAINTENANCE	22 500	^	22 500	^
	3,520	2.000	-3,520	COMMON AREA IMPROVEMENT	23,506	24,000	-23,506	
	1,015	2,000	985	LANDSCAPE CONTRACT	19,545	24,000	4,455	
	1,349	7.000	-1,349	SPRINKLER REPAIRS	9,385	6,000	-3,385	
	5,960	7,000	1,040	TRASH REMOVAL	71,520	84,000	12,480	
	0	1,500	1,500	SNOW REMOVAL	10,952	9,000	-1,952	
	0	0	0	FENCE REPAIR / MAINTENANCE	204	0	-204	0
,	11,844	10,500	-1,344	TOTAL GROUNDS MAINTENANCE	135,112	123,000	-12,112	123,000
				UTILITIES				
	116	150	34	GAS & ELECTRICITY	678	1,800	1,122	1,800
	0		0		10	0	-10	
	0	2,500	2,500		11,771	30,000	18,229	
	U	2,500	2,000			,	. 5,0	,

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 12/31/2007 Level of Detail - Account

Dec Act	Dec Bud	Dec Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
116	2,650	2,534	TOTAL UTILITIES	12,459	31,800	19,341	31,800
5,800	5,800	0	RESERVE ADDITIONS TRANSFERS TO RESERVES	165,318	69,518	-95,800	69,518
5,800	5,800		TOTAL RESERVE ADDITIONS	165,318	69,518	-95,800	69,518
28,835	28,835	0	TOTAL EXPENSES	441,790	343,800	-97,990	343,800
-26,229	-26,119	-110	NET OPERATING INCOME	-80,913	0	-80,913	0
			RESERVE REVENUE				
			RESERVE REVENUE				
1,797	0	1,797	INTEREST - RESERVES	19,019	0	19,019	
5,800	0	5,800	RESERVES TRANSFER - CLEARING	165,318	0	165,318	0
7,597	0	7,597	TOTAL RESERVE REVENUE	184,337	0	184,337	0
7,597	0	7,597	TOTAL RESERVE REVENUE	184,337	0	184,337	0
			RESERVE EXPENSES				
			RESERVE EXPENSES				
0	0	0	RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
0	. 0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
-18,632	-26,119	7,487	NET INCOME	102,664	0	102,664	0

**UNAUDITED REPORT** 

PREPARED BY

HAMMERSMITH MANAGEMENT, INC.

Page

As Of 12/31/2007

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Trailmark Homeowners Association, Inc. **BALANCE SHEET** 

For Period Ending 12/31/2007

Level of Detail - Account

Account

**ASSETS** OPERATING CHECKING - US BANK 27,342.09 RESERVES-CITYWIDE BANK CD 1/14/08 27,351.60 RESERVES-1ST BANK # 0625 87,051.23 RESERVES-1ST BANK # 3013 86,361.35 RESERVES-1ST BANK # 0162 86,368.61 RESERVES-1ST BANK # 1737 108,357.02 RESERVES-1ST BANK # 6659 85,962.36 RESERVES-1ST BANK # 8835 81,333.32 ACCRUED INT REC-RESERVE FUNDS 608.00 ACCOUNTS RECEIVABLE 15,247.52 ALLOWANCE FOR DOUBTFUL ACCT (2,400.00)PREPAID EXPENSES 13,115.00 **DEPOSITS** 50.00 **TOTAL ASSETS** 616,748.10 LIABILITIES ACCOUNTS PAYABLE 12,780.00 PREPAID ASSESSMENTS 30,020.58 OTHER PAYABLES 218.44 INCOME TAX PAYABLE 1,288.00 **TOTAL LIABILITIES** 44,307.02 **EQUITY FUND BALANCE RETAINED** 346,705.66 WORKING CAPITAL FUND 27,840.00 REPLACEMENT FUND EQUITY 94,631.00 SUSPENSE 600.48 Current Year Net Income 102,663.94 **TOTAL EQUITY** 572,441.08 **TOTAL LIABILITIES & EQUITY** 616,748.10

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### Trailmark Homeowners Association, Inc. Income Statement

#### For Period Ending 12/31/2007 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account Dec Act YTD Actual REVENUE INCOME **ASSESSMENTS** 0.00 307,200.00 OTHER INCOME 662.21 1,951.61 LATE FEES INCOME 469.66 11,904.38 LEGAL FEES-COLLECTION INCOME 948.99 18,443.40 FINES/VIOLATIONS INCOME -25.00 1,000.00 REPAIRS/MAINTENANCE-REIMB 0.00 13,730.90 SOCIAL INCOME 0.00 4,631.00 **NEWSLETTER REVENUE** 550.00 2,016.00 INTEREST-OPERATING 0.00 0.00 2,605.86 **TOTAL INCOME** 360,877.29 **TOTAL REVENUE** 2,605.86 360,877.29 **EXPENSES ADMINISTRATIVE EXPENSES** MANAGEMENT 2,730.30 29,130.30 LEGAL-GENERAL 0.00 4,179.31 LEGAL-COLLECTION 996.99 18,445.40 LATE FEE EXPENSE 1,230.00 6,630.00 **INSURANCE** 0.00 1,548.00 AUDIT 0.00 3,725.00 INCOME TAX 0.00 1,288.00 ADMINISTRATIVE EXPENSE 60.94 5,816.71 **POSTAGE** 91.76 6,616.18 COPIES 233.10 3,166.65 NEWSLETTER 0.00 8,812.13 SOCIAL 0.00 18,894.94 **BAD DEBT EXPENSE** 4,741.30 6,557.51 COVENANT COMMITTEE 0.00 28.98 **DESIGN REVIEW COMMITTEE** 787.24 787.24 **COMMON AREA** 204.05 12,535.69 SAFETY COMMITTEE 0.00 240.20 FINANCE COMMITTEE 0.00 0.00 MISCELLANEOUS EXPENSE 0.00 499.26 **TOTAL ADMINISTRATIVE EXPENSES** 11,075.68 128,901.50 **GROUNDS MAINTENANCE** COMMON AREA IMPROVEMENT 3,520.00 23,505.54 LANDSCAPE CONTRACT 1,014.64 19,545.01 SPRINKLER REPAIRS 1,349.20 9,385.18 TRASH REMOVAL 5,960.00 71,520.00 SNOW REMOVAL 0.00 10,951.75 FENCE REPAIR / MAINTENANCE 0.00 204.26 **TOTAL GROUNDS MAINTENANCE** 11,843.84 135,111.74 UTILITIES 116.36 677.92 **GAS & ELECTRICITY** 0.00 9.89 **ELECTRICITY** 

11,771.48

0.01

WATER & SEWER

2

## Trailmark Homeowners Association, Inc. Income Statement For Period Ending 12/31/2007

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Level of Detail - Account

HAMMERSMITE MANAGEMENT, INC. Account	Dec Act	YTD Actual
TOTAL UTILITIES	116.37	12,459.29
RESERVE ADDITIONS		
TRANSFERS TO RESERVES	5,800.00	165,318.00
TOTAL RESERVE ADDITIONS	5,800.00	165,318.00
TOTAL EXPENSES	28,835.89	441,790.53
NET OPERATING INCOME	-26,230.03	-80,913.24
RESERVE REVENUE		
RESERVE REVENUE		
INTEREST - RESERVES	1,797.01	19,019.18
RESERVES TRANSFER - CLEARING	5,800.00	165,318.00
TOTAL RESERVE REVENUE	7,597.01	184,337.18
TOTAL RESERVE REVENUE	7,597.01	184,337.18
RESERVE EXPENSES		
RESERVE EXPENSES		
RESERVE EXPENSE-PROFESSIONAL	0.00	760.00
TOTAL RESERVE EXPENSES	0.00	760.00
TOTAL RESERVE EXPENSES	0.00	760.00
NET INCOME	-18,633.02	102,663.94

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 11/30/2007 Level of Detail - Account

Nov Act	Nov Bud	Nov Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE		-		
							•
_	_	_	INCOME				
0	0	0		307,200	307,200	0	· <b>,</b> —
122	0	122	OTHER INCOME	1,289	0	1,289	0
670	667	3	LATE FEES INCOME	11,435	7,335	4,100	8,000
692	417	275	LEGAL FEES-COLLECTION INCOME	17,494	4,583	12,911	5,000
200	0	200	FINES/VIOLATIONS INCOME	1,025	0	1,025	0
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
0	0	0	SOCIAL INCOME	4,631	4,000	631	4,000
-25	330	-355	NEWSLETTER REVENUE	1,466	3,666	-2,200	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	14,300	-14,300	15,600
1,659	2,714	-1,055	TOTAL INCOME	358,271	341,084	17,187	343,800
1,659	2,714	-1,055	TOTAL REVENUE	358,271	341,084	17,187	343,800
				<del></del>	<del></del>		
			EXPENSES				
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	26,400	26,796	396	29,232
0	600	600	LEGAL-GENERAL	4,179	6,600	2,421	7,200
744	417	-327	LEGAL-COLLECTION	17,448	4,583	-12,865	5,000
150	400	250	LATE FEE EXPENSE	5,400	4,400	-1,000	4,800
0	1,800	1,800	INSURANCE	1,548	1,800	252	1,800
0	0	0	AUDIT	3,725	2,050	-1,675	2,050
. 0	0	0	INCOME TAX	1,288	3,000	1,712	3,000
64	500	436	ADMINISTRATIVE EXPENSE	5,756	5,500	-256	6,000
1,832	400	-1,432	POSTAGE	6,524	4,400	-2,124	4,800
737	100	-637	COPIES	2,934	1,100	-1,834	1,200
0	0	0	NEWSLETTER	8,812	5,000	-3,812	6,000
22	2,000	1,978	SOCIAL	18,895	22,000	3,105	24,000
. 888	0	-888	BAD DEBT EXPENSE	1,816	. 0	-1,816	0
0	83	83	COVENANT COMMITTEE	29	917	888	1,000
0	83	83	DESIGN REVIEW COMMITTEE	0	917	917	1,000
0	1,500	1,500	LANDSCAPE COMMITTEE	12,332	16,500	4,168	18,000
0	83	83	SAFETY COMMITTEE	240	917	677	1,000
0	83	83	FINANCE COMMITTEE	0	917	917	1,000
0	200	200	MISCELLANEOUS EXPENSE	499	2,200	1,701	2,400
6,837	10,685	3,848	TOTAL ADMINISTRATIVE EXPENSES	117,825	109,597	-8,228	119,482
			GROUNDS MAINTENANCE				
16,794	0	-16,794	COMMON AREA IMPROVEMENT	19,986	0	-19,986	0
1,436	2,000	564	LANDSCAPE CONTRACT	18,530	22,000	3,470	24,000
1,576	0	-1,576	SPRINKLER REPAIRS	8,036	6,000	-2,036	6,000
11,920	7,000	-4,920	TRASH REMOVAL	65,560	77,000	11,440	
0	1,500	1,500	SNOW REMOVAL	10,952	7,500	-3,452	84,000 9,000
204	0	-204	FENCE REPAIR / MAINTENANCE	204	0	-204	9,000
31,930	10,500	-21,430	TOTAL GROUNDS MAINTENANCE	123,268	112,500	-10,768	123,000
			UTILITIE\$				
87	150	63	GAS & ELECTRICITY	562	1,650	1,088	1,800
10	0	-10	ELECTRICITY	10	0	-10	0
5,119	2,500	-2,619		11,771	27,500	-10 15,729	30,000
٠,١١٥	2,500	-2,013	THE COMPLEX	11,771	000, 21	13,129	90,000

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 11/30/2007 Level of Detail - Account

Nov Act	Nov Bud	Nov Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
5,216	2,650	-2,566	TOTAL UTILITIES	12,343	29,150	16,807	31,800
			RESERVE ADDITIONS				
5,800	5,800	0	TRANSFERS TO RESERVES	159,518	63,718	-95,800	69,518
5,800	5,800	0	TOTAL RESERVE ADDITIONS	159,518	63,718	-95,800	~∞ <b>69,518</b> атузы
49,783	29,635	-20,148	TOTAL EXPENSES	412,954	314,965	-97,989	343,800
-48,124	-26,921	-21,203	NET OPERATING INCOME	-54,683	26,119	-80,802	0
			RESERVE REVENUE				
			RESERVE REVENUE				
0	0	0		17,222	0	17,222	0
5,800	0	5,800	RESERVES TRANSFER - CLEARING	159,518	0	159,518	0
5,800	0	5,800	TOTAL RESERVE REVENUE	176,740	0	176,740	STANKE MONEMBE
5,800	0	5,800	TOTAL RESERVE REVENUE	176,740	0	176,740	medic in Original
			RESERVE EXPENSES				
0	0	0	RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
		0	TOTAL RESERVE EXPENSES	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
-42,324	-26,921	-15,403	NET INCOME	121,297	26,119	∞ · 95;178∩	E 0
					:		

#### Trailmark Homeowners Association, Inc.

#### BALANCE SHEET

UNAUDITED REPORT FOR PREPARED BY HAMMERSMITH MANAGEMENT, INC.

For Period Ending 11/30/2007 Level of Detail - Account

As Of 11/30/2007

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ASSETS	
OPERATING CHECKING - US BANK	21,447.29
RESERVES-CITYWIDE BANK CD 1/14/08	27,351.60
RESERVES-1ST BANK # 0625	86,751.05
RESERVES-1ST BANK # 3013	86,063.55
RESERVES-1ST BANK # 0162	86,070.78
RESERVES-1ST BANK # 1737	108,023.37
RESERVES-1ST BANK # 6659	85,665.94
RESERVES-1ST BANK # 8835	75,262.19
ACCRUED INT REC-RESERVE FUNDS	608.00
ACCOUNTS RECEIVABLE	21,729.23
ALLOWANCE FOR DOUBTFUL ACCT	(2,400.00)
PREPAID EXPENSES	13,115.00
DEPOSITS	50.00
TOTAL ASSETS	609,738.00
LIABILITIES	
ACCOUNTS PAYABLE	12,780.00
PREPAID ASSESSMENTS	4,595.90
INCOME TAX PAYABLE	1,288.00
TOTAL LIABILITIES	18,663.90
EQUITY	
Egoni	
FUND BALANCE RETAINED	346,705.66
WORKING CAPITAL FUND	27,840.00
REPLACEMENT FUND EQUITY	94,631.00
SUSPENSE	600.48
Current Year Net Income	121,296.96
TOTAL EQUITY	591,074.10
TOTAL LIABILITIES & EQUITY	000 700 00
IOIAL LIABILITES & EQUIT	609,738.00

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### Trailmark Homeowners Association, Inc. Income Statement

#### For Period Ending 11/30/2007 Level of Detail - Account

UNAUDITED REPORT PREPARED BY

Account Nov Act YTD Actual HAMMERSMITH MANAGENREVENUE INCOME **ASSESSMENTS** 0.00 307,200.00 OTHER INCOME 122.24 1,289.40 LATE FEES INCOME 670.17 11,434.72 LEGAL FEES-COLLECTION INCOME 17,494.41 692.06 FINES/VIOLATIONS INCOME 200.00 1,025.00 REPAIRS/MAINTENANCE-REIMB 0.00 13,730.90 SOCIAL INCOME 0.00 4,631.00 **NEWSLETTER REVENUE** -25.00 1,466.00 INTEREST-OPERATING 0.00 0.00 **TOTAL INCOME** 1,659.47 358,271.43 **TOTAL REVENUE** 1,659.47 358,271.43 **EXPENSES ADMINISTRATIVE EXPENSES** VSES# MANAGEMENT 2,400.00 26,400.00 **LEGAL-GENERAL** 0.00 4,179.31 LEGAL-COLLECTION 744.06 17,448.41 LATE FEE EXPENSE 150.00 5,400.00 INSURANCE 0.00 1,548.00 **AUDIT** 0.00 3,725.00 INCOME TAX 0.00 1,288.00 ADMINISTRATIVE EXPENSE 64.44 5,755,77 POSTAGE 1,831.71 6,524.42 COPIES 737.46 2,933.55 **NEWSLETTER** 0.00 8,812.13 SOCIAL 21.57 18,894.94 **BAD DEBT EXPENSE** 888.06 1,816.21 COVENANT COMMITTEE 0.00 28.98 **DESIGN REVIEW COMMITTEE** 0.00 0.00 LANDSCAPE COMMITTEE 0.00 12,331.64 SAFETY COMMITTEE 0.00 240.20 FINANCE COMMITTEE 0.00 0.00 MISCELLANEOUS EXPENSE 0.00 499.26 **TOTAL ADMINISTRATIVE EXPENSES** 6,837.30 117,825.82 ----WSES! **GROUNDS MAINTENANCE** COMMON AREA IMPROVEMENT 16,794.22 19.985.54 LANDSCAPE CONTRACT 1,435.92 18,530.37 SPRINKLER REPAIRS 1,576.46 8,035.98 TRASH REMOVAL 11,920.00 65,560.00 SNOW REMOVAL 10,951.75 0.00 FENCE REPAIR / MAINTENANCE 204.26 204.26 **TOTAL GROUNDS MAINTENANCE** 31,930.86 123,267.90 UTILITIES **GAS & ELECTRICITY** 87.36 561.56 **ELECTRICITY** 9.89 9.89 **WATER & SEWER** 5,119.20 11,771.47

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 11/30/2007 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY HAMMERSMITH MANAGEMENT, INC.

Account	Nov Act	YTD Actual	
TOTAL UTILITIES	5,216.45	12,342.92	
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	159,518.00	
TOTAL RESERVE ADDITIONS	5,800.00	159,518.00	
TOTAL EXPENSES	49,784.61	412,954.64	
NET OPERATING INCOME	-48,125.14	-54,683.21	
RESERVE REVENUE		<del></del>	
RESERVE REVENUE			
INTEREST - RESERVES	0.00	17,222.17	
RESERVES TRANSFER - CLEARING	5,800.00	159,518.00	
TOTAL RESERVE REVENUE	5,800.00	176,740.17	
TOTAL RESERVE REVENUE	5,800.00	176,740.17	
RESERVE EXPENSES			
RESERVE EXPENSES			
RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
NET INCOME	-42,325.14	121,296.96	

#### Trailmark Homeowners Association, Inc.

## Budget Variance Report For Period Ending 10/31/2007 Level of Detail - Account

Oct Act	Oct Bud	Oct Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE			-	
			INCOME				
76,800	76,800	0	ASSESSMENTS	307,200	307,200	0	307,200
0	0	0	OTHER INCOME	1,167	0	1,167	C
2,207	665	1,542	LATE FEES INCOME	10,765	6,668	4,097	8,000
1,221	417	804	LEGAL FEES-COLLECTION INCOME	16,802	4,166	12,636	5,000
0	0	0	FINES/VIOLATIONS INCOME	825	0	825	
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	C
-190	400	-590	SOCIAL INCOME	4,631	4,000	631	4,000
0	334	-334	NEWSLETTER REVENUE	1,491	3,336	-1,845	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	13,000	-13,000	15,600
80,038	79,916	122	TOTAL INCOME	356,612	338,370	18,242	343,800
80,038	79,916	122	TOTAL REVENUE	356,612	338,370	18,242	343,800
			EVDENCEC				
			EXPENSES				
0.400	0.400	20	ADMINISTRATIVE EXPENSES	04.000	04.000		
2,400 515	2,436	36	MANAGEMENT	24,000	24,360	360	29,232
	600	85	LEGAL-GENERAL	4,179	6,000	1,821	7,200
1,421	417	-1,004	LEGAL-COLLECTION	16,704	4,166	-12,538	5,000
315	400	. 85	LATE FEE EXPENSE	5,250	4,000	-1,250	4,800
0	0	0	INSURANCE	1,548	0	-1,548	1,800
2,050	0	-2,050	AUDIT	3,725	2,050	-1,675	2,050
0	0	0	INCOME TAX	1,288	3,000	1,712	3,000
216	500	284	ADMINISTRATIVE EXPENSE	5,691	5,000	-691	6,000
682	400	-282	POSTAGE	4,693	4,000	-693	4,800
456	100	-356	COPIES	2,196	1,000	-1,196	1,200
0	1,000	1,000	NEWSLETTER	8,812	5,000	-3,812	6,000
0	2,000	2,000	SOCIAL	18,873	20,000	1,127	24,000
-130	0	130	BAD DEBT EXPENSE	928	0	-928	0
0	83	83	COVENANT COMMITTEE	29	833	804	1,000
0	83	83	DESIGN REVIEW COMMITTEE	0	833	833	1,000
0	1,500	1,500	LANDSCAPE COMMITTEE	12,332	15,000	2,668	18,000
0	83	83	SAFETY COMMITTEE	240	833	593	1,000
0	83	83	FINANCE COMMITTEE	0	833	833	1,000
0	200	200	MISCELLANEOUS EXPENSE	499	2,000	1,501	2,400
7,925	9,885	1,960	TOTAL ADMINISTRATIVE EXPENSES	110,987	98,908	-12,079	119,482
			GROUNDS MAINTENANCE				
0	0	0	COMMON AREA IMPROVEMENT	3,191	0	-3,191	0
2,872	2,000	-872	LANDSCAPE CONTRACT	17,094	20,000	2,906	24,000
0	0	0	SPRINKLER REPAIRS	6,460	6,000	-460	6,000
5,960	7,000	1,040	TRASH REMOVAL	53,640	70,000	16,360	84,000
0	0	0	SNOW REMOVAL	10,952	6,000	-4,952	9,000
8,832	9,000	168	TOTAL GROUNDS MAINTENANCE	91,337	102,000	10,663	123,000
			UTILITIES				
144	150	6	GAS & ELECTRICITY	474	1,500	1,026	1,800
7,178	2,500	-4,678	WATER & SEWER	6,652	25,000	18,348	30,000

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 10/31/2007 Level of Detail - Account

0	Oct Act	Oct Bud	Oct Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
	7,322	2,650	-4,672	TOTAL UTILITIES	7,126	26,500	19,374	31,800
				RESERVE ADDITIONS				
	5,800	5,800	0		153,718	57,918	-95,800	69,518
	5,800	5,800	0	TOTAL RESERVE ADDITIONS	153,718	57,918	-95,800	69,518
	29,879	27,335	-2,544	TOTAL EXPENSES	363,168	285,326	-77,842	343,800
_	<del></del> :							
	50,159	52,581	-2,422	NET OPERATING INCOME	-6,556	53,044	-59,600	0
				RESERVE REVENUE			<del></del> -	
				RESERVE REVENUE				
	4,001	0	4,001	INTEREST - RESERVES	17,222	0	17,222	0
	5,800	0	5,800	RESERVES TRANSFER - CLEARING	153,718	0	153,718	0
	9,801	0	9,801	TOTAL RESERVE REVENUE	170,940	0	170,940	
	9,801	0	9,801	TOTAL RESERVE REVENUE	170,940	0	170,940	0
	<del></del> :			RESERVE EXPENSES	· · · · · · · · · · · · · · · · · · ·			······
				DECEDUE EXPENSES				
	0	0	0	RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
-	0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
	0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
	59,960	52,581	7,379	NET INCOME	163,624	53,044	110,580	0

### Trailmark Homeowners Association, Inc. BALANCE SHEET

#### For Period Ending 10/31/2007 Level of Detail - Account

UNAUDITED REPORT PREPARED BY

HAMMERSMITH MANAGEMENT, INC. Account

As Of 10/31/2007

	A3 O1 10/31/2001
ASSETS	
OPERATING CHECKING - US BANK	64,585.29
RESERVES-CITYWIDE BANK CD 1/14/08	27,351.60
RESERVES-1ST BANK # 0625	86,751.05
RESERVES-1ST BANK # 3013	86,063.55
RESERVES-1ST BANK # 0162	86,070.78
RESERVES-1ST BANK # 1737	102,223.37
RESERVES-1ST BANK # 6659	85,665.94
RESERVES-1ST BANK # 8835	75,262.19
ACCRUED INT REC-RESERVE FUNDS	608.00
ACCOUNTS RECEIVABLE	26,928.01
ALLOWANCE FOR DOUBTFUL ACCT	(2,400.00)
PREPAID EXPENSES	13,115.00
DEPOSITS	50.00
TOTAL ASSETS	652,274.78
LIABILITIES	
ACCOUNTS PAYABLE	12,780.00
PREPAID ASSESSMENTS	4,435.54
OTHER PAYABLES	436.00
INCOME TAX PAYABLE	1,288.00
TOTAL LIABILITIES	18,939.54
EQUITY	
FUND BALANCE RETAINED	346,705.66
WORKING CAPITAL FUND	27,776.00
REPLACEMENT FUND EQUITY	94,631.00
SUSPENSE	600.48
Current Year Net Income	163,622.10
TOTAL EQUITY	633,335.24
TOTAL LIADULTICO & FOLLITY	
TOTAL LIABILITIES & EQUITY	652,274.78

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 10/31/2007 Level of Detail - Account

UNAUDITED REPORT
hrebyten by
HAMMERSMITH MANAGEMENT, INC.
A COMMISSION IN THE INTERIOR

Account	Oct Act	YTD Actual
REVENUE		<del>.</del>
INCOME		
ASSESSMENTS	76,800.00	307,200.00
OTHER INCOME	0.00	1,167.16
LATE FEES INCOME	2,207.27	10,764.55
LEGAL FEES-COLLECTION INCOME	1,220.50	16,802.35
FINES/VIOLATIONS INCOME	0.00	825.00
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90
SOCIAL INCOME	-190.00	4,631.00
NEWSLETTER REVENUE	0.00	1,491.00
INTEREST-OPERATING	0.00	0.00
TOTAL INCOME	80,037.77	356,611.96
TOTAL REVENUE	80,037.77	356,611.96
:		
EXPENSES		
ADMINISTRATIVE EXPENSES		
MANAGEMENT	2,400.00	24,000.00
LEGAL-GENERAL	515.00	4,179.31
LEGAL-COLLECTION	1,420.50	16,704.35
LATE FEE EXPENSE	315.00	5,250.00
INSURANCE	0.00	1,548.00
AUDIT	2,050.00	3,725.00
INCOME TAX	0.00	1,288.00
ADMINISTRATIVE EXPENSE	215.54	5,691.33
POSTAGE	682.14	4,692.71
COPIES	455.70	2,196.09
NEWSLETTER	0.00	8,812.13
SOCIAL	0.00	18,873.37
BAD DEBT EXPENSE	-129.75	928.15
COVENANT COMMITTEE	0.00	28.98
DESIGN REVIEW COMMITTEE	0.00	0.00
LANDSCAPE COMMITTEE	0.00	12,331.64
SAFETY COMMITTEE	0.00	240.20
FINANCE COMMITTEE		
MISCELLANEOUS EXPENSE	0.00	0.00
WIGGELLANEOUS EXPENSE	0.00	499.26
TOTAL ADMINISTRATIVE EXPENSES	7,924.13	110,988.52
GROUNDS MAINTENANCE		
COMMON AREA IMPROVEMENT	0.00	3,191.32
LANDSCAPE CONTRACT	2,871.84	17,094.45
SPRINKLER REPAIRS	0.00	6,459.52
TRASH REMOVAL	5,960.00	53,640.00
SNOW REMOVAL	0.00	10,951.75
TOTAL GROUNDS MAINTENANCE	8,831.84	91,337.04
UTILITIES		
GAS & ELECTRICITY	143.53	474.20
WATER & SEWER	7,178.20	6,652.27
AMILING OLWLIN	1,110.20	0,002.27

#### Page

#### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 10/31/2007 Level of Detail - Account

UNAUDITED REPORT	
PREPARED BY	
HAMMERSMITH MANAGEMENT, INC	<u>)</u> .

ENT	, INC. Account	Oct Act	YTD Actual	
2	TOTAL UTILITIES	7,321.73	7,126.47	
	RESERVE ADDITIONS			
	TRANSFERS TO RESERVES	5,800.00	153,718.00	
	TOTAL RESERVE ADDITIONS	5,800.00	153,718.00	
	TOTAL EXPENSES	29,877.70	363,170.03	
	TO THE EXILENCE			
	NET OPERATING INCOME	50,160.07	-6,558.07	
	RESERVE REVENUE			
	RESERVE REVENUE			
	INTEREST - RESERVES	4,001.20	17,222.17	
	RESERVES TRANSFER - CLEARING			
	RESERVES TRANSFER - CLEARING	5,800.00	153,718.00	
	TOTAL RESERVE REVENUE	9,801.20	170,940.17	
	TOTAL RESERVE REVENUE	9,801.20	170,940.17	
	RESERVE EXPENSES			
	RESERVE EXPENSES			
	RESERVE EXPENSE-PROFESSIONA	L 0.00	760.00	
	TOTAL RESERVE EXPENSES	0.00	760.00	
•	TOTAL RESERVE EXPENSES	0.00	760.00	
ı	NET INCOME	59,961.27	163,622.10	

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 09/30/2007 Level of Detail - Account

Sep Act	Sep Bud	Sep Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
		•	REVENUE			,	<u>-</u>
			INCOME				
0	٥	0		220.400	220 400	•	007.000
0	0	0		230,400	230,400	0	307,200
547	667	-120		1,167	0	1,167	0
0	417	-120 -417	LATE FEES INCOME	8,557	6,003	2,554	8,000
			LEGAL FEES-COLLECTION INCOME	15,582	3,749	11,833	5,000
50	0	50	FINES/VIOLATIONS INCOME	825	0	825	0
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	. 0	13,731	0
4,821	400	4,421	SOCIAL INCOME	4,821	3,600	1,221	4,000
725	334	391	NEWSLETTER REVENUE	1,491	3,002	-1,511	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	11,700	-11,700	15,600
6,143	3,118	3,025	TOTAL INCOME	276,574	258,454	18,120	343,800
6,143	3,118	3,025	TOTAL REVENUE	276,574	258,454	18,120	343,800
			EXPENSES	,			
ŧ							
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	21,600	21,924	324	29,232
750	600	-150	LEGAL-GENERAL	3,664	5,400	1,736	7,200
-650	417	1,067	LEGAL-COLLECTION	15,284	3,749	-11,535	5,000
930	400	-530	LATE FEE EXPENSE	4,935	3,600	-1,335	4,800
1,548	0	-1,548	INSURANCE	1,548	0	-1,548	1,800
0	0	0	AUDIT	1,675	2,050	375	2,050
0	0	0	INCOME TAX	1,288	3,000	1,712	3,000
1,597	500	-1,097	ADMINISTRATIVE EXPENSE	5,476	4,500	-976	6,000
366	400	34	POSTAGE	4,011	3,600	-411	4,800
0	100	100	COPIES	1,740	900	-840	1,200
1,437	0	-1,437	NEWSLETTER	8,812	4,000	-4,812	6,000
6,026	2,000	4,026	SOCIAL	18,873	18,000	-873	24,000
0	0	0	BAD DEBT EXPENSE	1,058	0	-1,058	0
0	83	83	COVENANT COMMITTEE	29	750	721	1,000
-480	83	563	DESIGN REVIEW COMMITTEE	0	750	750	1,000
2,631	1,500	-1,131	LANDSCAPE COMMITTEE	12,332	13,500	1,168	18,000
0	83	83	SAFETY COMMITTEE	240	750	510	1,000
0	83	83	FINANCE COMMITTEE	0	750	750	1,000
0	200	200	MISCELLANEOUS EXPENSE	499	1,800	1,301	2,400
16,555	8,885	-7,670	TOTAL ADMINISTRATIVE EXPENSES	103,064	89,023	-14,041	119,482
			GROUNDS MAINTENANCE				
1,437	0	-1,437	COMMON AREA IMPROVEMENT	3,191	0	-3,191	0
0	2,000	2,000	LANDSCAPE CONTRACT	14,223	18,000	3,777	24,000
786	1,000	214	SPRINKLER REPAIRS	6,460	6,000	-460	6,000
0	7,000	7,000	TRASH REMOVAL	47,680	63,000	15,320	84,000
0	0	0	SNOW REMOVAL	10,952	6,000	-4,952	9,000
2,223	10,000	7,777	TOTAL GROUNDS MAINTENANCE	82,506	93,000	10,494	123,000
			UTILITIES				
180	150	-30	GAS & ELECTRICITY	331	1,350	1,019	1,800
0	2,500	2,500	WATER & SEWER	-526	22,500	23,026	30,000

#### Trailmark Homeowners Association, Inc.

## Budget Variance Report For Period Ending 09/30/2007 Level of Detail - Account

Sep Act	Sep Bud	Sep Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
180	2,650	2,470	TOTAL UTILITIES	-195	23,850	24,045	31,800
			RESERVE ADDITIONS				
5,800	5,800	0		147,918	52,118	-95,800	69,518
5,800	5,800		TOTAL RESERVE ADDITIONS	147,918	52,118	-95,800	69,518
24,758	27,335	2,577	TOTAL EXPENSES	333,293	257,991	-75,302	343,800
-18,615	-24,217	5,602	NET OPERATING INCOME	-56,719	463	-57,182	0
<del> </del>			RESERVE REVENUE				<u> </u>
			RESERVE REVENUE				
1,642	0	1,642	INTEREST - RESERVES	13,221	0	13,221	C
5,800	0	5,800	RESERVES TRANSFER - CLEARING	147,918	0	147,918	0
7,442	0	7,442	TOTAL RESERVE REVENUE	161,139	0	161,139	0
7,442	0	7,442	TOTAL RESERVE REVENUE	161,139	0	161,139	0
			RESERVE EXPENSES				
			RESERVE EXPENSES				
0	0	0		760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
-11,173	-24,217	13,044	NET INCOME	103,660	463	103,197	0

### Trailmark Homeowners Association, Inc. BALANCE SHEET

#### For Period Ending 09/30/2007

U۱	IAUDITED REPORT
	PREPARED BY

Level of Detail - Account

PREPARED BY Account	As Of 09/30/2007
ASSETS HISMITH MANAGEMENT, INC.	
OPERATING CHECKING - US BANK	25,429.12
RESERVES-CITYWIDE BANK CD 1/14/08	27,112.42
RESERVES-1ST BANK # 0625	112,649.73
RESERVES-1ST BANK # 3013	100,367.33
RESERVES-1ST BANK # 0162	100,374.50
RESERVES-1ST BANK # 1737	99,110.64
RESERVES-1ST BANK # 6659	99,972.66
ACCRUED INT REC-RESERVE FUNDS	608.00
ACCOUNTS RECEIVABLE	18,660.71
ALLOWANCE FOR DOUBTFUL ACCT	(2,400.00)
PREPAID EXPENSES	13,115.00
DEPOSITS	50.00
TOTAL ASSETS	595,050.11
LIABILITIES	
ACCOUNTS PAYABLE	12,780.00
PREPAID ASSESSMENTS	8,208.62
INCOME TAX PAYABLE	1,288.00
TOTAL LIABILITIES	22,276.62
	<del></del>
EQUITY	
FUND BALANCE RETAINED	346,705.66
WORKING CAPITAL FUND	27,776.00
REPLACEMENT FUND EQUITY	94,631.00
Current Year Net Income	103,660.83
TOTAL EQUITY	572,773.49
TOTAL LIABILITIES & EQUITY	595,050.11

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 09/30/2007 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account	Sep Act	YTD Actual	
REVENUE			·
INCOME			
ASSESSMENTS	0.00	230,400.00	
OTHER INCOME	0.00	1,167.16	
LATE FEES INCOME	546.61	8,557.28	
LEGAL FEES-COLLECTION INCOME	0.00	15,581.85	
FINES/VIOLATIONS INCOME	50.00	825.00	
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90	
SOCIAL INCOME	4,821.00	4,821.00	
NEWSLETTER REVENUE	725.00	1,491.00	
INTEREST-OPERATING	0.00	0.00	
TOTAL INCOME	6,142.61	276,574.19	
TOTAL REVENUE	6,142.61	276,574.19	
EXPENSES			
ADMINISTRATIVE EXPENSES			
MANAGEMENT	2,400.00	21,600.00	
LEGAL-GENERAL	750.00	3,664.31	•
LEGAL-COLLECTION	-650.00	15,283.85	
LATE FEE EXPENSE	930.00	4,935.00	
INSURANCE	1,548.00	1,548.00	
AUDIT	0.00	1,675.00	
INCOME TAX	0.00	1,288.00	
ADMINISTRATIVE EXPENSE	1,597.25	5,475.79	
POSTAGE	366.18	4,010.57	
COPIES	0.00	1,740.39	
NEWSLETTER	1,436.58	8,812.13	
SOCIAL	6,025.70	18,873.37	
BAD DEBT EXPENSE	0.00	1,057.90	
COVENANT COMMITTEE	0.00	28.98	
DESIGN REVIEW COMMITTEE	-479.78	0.00	
LANDSCAPE COMMITTEE	2,631.38	12,331.64	
SAFETY COMMITTEE	0.00	240.20	
FINANCE COMMITTEE	0.00	0.00	
MISCELLANEOUS EXPENSE	0.00	499.26	
		<u> </u>	
TOTAL ADMINISTRATIVE EXPENSES	16,555.31	103,064.39	
GROUNDS MAINTENANCE			
COMMON AREA IMPROVEMENT	1,437.20	3,191.32	
LANDSCAPE CONTRACT	0.00	14,222.61	
SPRINKLER REPAIRS	786.38	6,459.52	
TRASH REMOVAL	0.00	47,680.00	
SNOW REMOVAL	0.00	10,951.75	
TOTAL GROUNDS MAINTENANCE	2,223.58	82,505.20	
UTILITIES			
GAS & ELECTRICITY	179.80	330.67	
WATER & SEWER	0.00	-525.93	

#### Trailmark Homeowners Association, Inc.

#### Income Statement

#### For Period Ending 09/30/2007 Level of Detail - Account

UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

IGEMENT, INC. Account	Sep Act	YTD Actual	
TOTAL UTILITIES	179.80	-195.26	
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	147,918.00	
TOTAL DESERVE ARRITORS			•
TOTAL RESERVE ADDITIONS	5,800.00	147,918.00	
TOTAL EXPENSES	24,758.69	333,292.33	
NET OPERATING INCOME	-18,616.08	-56,718.14	
		<del></del>	
RESERVE REVENUE			
RESERVE REVENUE			
INTEREST - RESERVES	1,642.04	13,220.97	
RESERVES TRANSFER - CLEARING	5,800.00	147,918.00	
TOTAL RESERVE REVENUE	7,442.04	161,138.97	
TOTAL RESERVE REVENUE	7,442.04	161,138.97	
RESERVE EXPENSES			
RESERVE EXPENSES			
RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
NET INCOME	-11,174.04	103,660.83	
		<u> </u>	

#### Trailmark Homeowners Association, In **Budget Variance Report** For Period Ending 08/31/2007 Level of Detail - Account

Aug Act	Aug Bud	Aug Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE			-	
			INCOME				
	0 0	0	ASSESSMENTS	230,400	230,400	0	307,200
1,15	0 0	1,150	OTHER INCOME	1,167	0	1,167	0
73	4 667	67	LATE FEES INCOME	8,011	5,336	2,675	8,000
2,99	9 417	2,582	LEGAL FEES-COLLECTION INCOME	15,582	3,332	12,250	5,000
20	0 0	200	FINES/VIOLATIONS INCOME	775	0	775	0
	0 0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
	0 400	-400	SOCIAL INCOME	0	3,200	-3,200	4,000
2	5 334	-309	NEWSLETTER REVENUE	766	2,668	-1,902	4,000
	0 1,300	-1,300	INTEREST-OPERATING	0	10,400	-10,400	15,600
5,10	8 3,118	1,990	TOTAL INCOME	270,432	255,336	15,096	343,800
5,10	8 3,118	1,990	TOTAL REVENUE	270,432	255,336	15,096	343,800
	= =====		EXPENSES	· · · · · · · · · · · · · · · · · · ·			
			ADMINISTRATIVE EXPENSES				
2,40		36		19,200	19,488	288	29,232
-2		625		2,914	4,800	1,886	7,200
3,67		-3,257		15,934	3,332	-12,602	5,000
34		55		4,005	3,200	-805	4,800
	0 0	0		0	0	0	1,800
	0 0	0		1,675	2,050	375	2,050
	0 0	0		1,288	3,000	1,712	3,000
30		197		3,879	4,000	121	6,000
1,73		-1,337	•	3,644	3,200	-444	4,800
18 1,65		-87 -653		1,740	800	-940	1,200
	3 1,000 0 2,000	-033 2,000		7,376	4,000	-3,376	6,000
		1,031	BAD DEBT EXPENSE	12,848	16,000	3,152	24,000
-1,03 2		1,031		1,058 29	0 667	-1,058	4.000
	9 63 0 83	83	DESIGN REVIEW COMMITTEE	480	667 667	638	1,000
5,80				9,700		187	1,000
	0 83			9,700 240	12,000 667	2,300 427	18,000
	0 83	83		240	667		1,000
59		-398				667	1,000
		-380	MISCELLANEOUS EXPENSE	499	1,600	1,101	2,400
15,67	5 9,885	-5,790	TOTAL ADMINISTRATIVE EXPENSES	86,509	80,138	-6,371	119,482
			GROUNDS MAINTENANCE				
	0 0	0		1,754	0	-1,754	0
2,93		-932	LANDSCAPE CONTRACT	14,223	16,000	1,777	24,000
3,73		-2,737	SPRINKLER REPAIRS	5,673	5,000	-673	6,000
11,92	0 7,000	-4,920	TRASH REMOVAL	47,680	56,000	8,320	84,000
16	2 0	-162	SNOW REMOVAL	10,952	6,000	-4,952	9,000
18,75	1 10,000	-8,751	TOTAL GROUNDS MAINTENANCE	80,282	83,000	2,718	123,000
			UTILITIES				
9	3 150	57	GAS & ELECTRICITY	151	1,200	1,049	1,800
24	4 2,500	2,256	WATER & SEWER	-526	20,000	20,526	30,000
					· · · · · · · · · · · · · · · · · · ·		

## Trailmark Homeowners Association, In Budget Variance Report For Period Ending 08/31/2007

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	Aug Act	Aug Bud	Aug Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
	337	2,650	2,313	TOTAL UTILITIES	-375	21,200	21,575	31,800
				RESERVE ADDITIONS				
	95,800	5,800	-90,000	TRANSFERS TO RESERVES	142,118	46,318	-95,800	69,518
_	95,800	5,800	-90,000	TOTAL RESERVE ADDITIONS	142,118	46,318	-95,800	69,518
	130,563	28,335	-102,228	TOTAL EXPENSES	308,534	230,656	-77,878	343,800
=	-125,455	-25,217	-100,238	NET OPERATING INCOME	-38,102	24,680	-62,782	0
=				RESERVE REVENUE			·	
				RESERVE REVENUE				
	0	0	0		11,579	0	11,579	0
	95,800	0	95,800	RESERVES TRANSFER - CLEARING	142,118	0	142,118	0
_	95,800	0	95,800	TOTAL RESERVE REVENUE	153,697	0	153,697	0
_	95,800	0	95,800	TOTAL RESERVE REVENUE	153,697	0	153,697	0
_				RESERVE EXPENSES				
				RESERVE EXPENSES				
	0	0	0	RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
-	0		0	TOTAL RESERVE EXPENSES	760	0	-760	0
	0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
=	-29,655	-25,217	-4,438	NET INCOME	114,835	24,680	90,155	0

604,550.19

#### -

# UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

**TOTAL LIABILITIES & EQUITY** 

### Trailmark Homeowners Association, In BALANCE SHEET For Period Ending 08/31/2007

Level of Detail - Account

	Account	As Of 08/31/2007
ASSETS		
OPERATING CHECKING	- US BANK	41,454.31
RESERVES-CITYWIDE BA	ANK CD 1/14/08	27,112.42
RESERVES-1ST BANK#	0625	160,403.14
RESERVES-1ST BANK #	3013	93,490.87
RESERVES-1ST BANK#	0162	99,973.73
RESERVES-1ST BANK#	1737	78,490.74
RESERVES-1ST BANK#	6659	72,674.34
ACCRUED INT REC-RESI	ERVE FUNDS	608.00
ACCOUNTS RECEIVABLE	<u> </u>	19,577.64
ALLOWANCE FOR DOUB	TFUL ACCT	(2,400.00)
PREPAID EXPENSES		13,115.00
DEPOSITS		50.00
TOTAL ASSETS		604,550.19
ACCOUNTS PAYABLE		12,780.00
PREPAID ASSESSMENTS	8	6,572.66
INCOME TAX PAYABLE		1,288.00
TOTAL LIABILITIES		20,640.66
EQUITY		
FUND BALANCE RETAIN	ED	346,705.66
WORKING CAPITAL FUNI	D	27,648.00
REPLACEMENT FUND EC	QUITY	94,631.00
SUSPENSE		90.00
		114,834.87
Current Year Net Income		114,004.01

# 09/06/2007 UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

#### Trailmark Homeowners Association, In Income Statement For Period Ending 08/31/2007 Level of Detail - Account

Account	Aug Act	YTD Actual	
REVENUE			
INCOME			
ASSESSMENTS	0.00	230,400.00	
OTHER INCOME	1,150.49	1,167.16	
LATE FEES INCOME	733.53	8,010.67	•
LEGAL FEES-COLLECTION INCOME	2,999.43	15,581.85	
FINES/VIOLATIONS INCOME	200.00	775.00	
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90	
SOCIAL INCOME	0.00	0.00	
NEWSLETTER REVENUE	25.00	766.00	
INTEREST-OPERATING	0.00	0.00	
TOTAL INCOME	5,108.45	270,431.58	
TOTAL REVENUE	5,108.45	270,431.58	
EXPENSES			
ADMINISTRATIVE EVDENCES			
ADMINISTRATIVE EXPENSES  MANAGEMENT	2 400 00	19 200 00	
	2,400.00	19,200.00	
LEGAL-GENERAL	-24.54	2,914.31	
LEGAL-COLLECTION	3,673.97	15,933.85	
LATE FEE EXPENSE	345.00	4,005.00	
INSURANCE	0.00	0.00	
AUDIT	0.00	1,675.00	
INCOME TAX	0.00	1,288.00	
ADMINISTRATIVE EXPENSE	302.77	3,878.54	
POSTAGE	1,737.12	3,644.39	
COPIES	187.10	1,740.39	
NEWSLETTER	1,652.59	7,375.55	
SOCIAL	0.00	12,847.67	
BAD DEBT EXPENSE	-1,031.21	1,057.90	
COVENANT COMMITTEE	28.98	28.98	
DESIGN REVIEW COMMITTEE	0.00	479.78	
LANDSCAPE COMMITTEE	5,805.07	9,700.26	
SAFETY COMMITTEE	0.00	240.20	
FINANCE COMMITTEE	0.00	0.00	
MISCELLANEOUS EXPENSE	598.00	499.26	
TOTAL ADMINISTRATIVE EXPENSES	15,674.85	86,509.08	
GROUNDS MAINTENANCE			
COMMON AREA IMPROVEMENT	0.00	1,754.12	
LANDSCAPE CONTRACT	2,931.84	14,222.61	
SPRINKLER REPAIRS	3,737.22	5,673.14	
TRASH REMOVAL		-	
SNOW REMOVAL	11,920.00 162.00	47,680.00 10,951.75	
TOTAL GROUNDS MAINTENANCE	18,751.06	80,281.62	
UTILITIES			
GAS & ELECTRICITY	93.27	150.87	
WATER & SEWER	244.05	-525.93	
TALLIX & SETTLIX	244.00	-020.50	

#### Trailmark Homeowners Association, In Income Statement For Period Ending 08/31/2007 Level of Detail - Account

## UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

/•	Account	Aug Act	YTD Actual
·	TOTAL UTILITIES	337.32	-375.06
	RESERVE ADDITIONS		
	TRANSFERS TO RESERVES	95,800.00	142,118.00
	TOTAL RESERVE ADDITIONS	95,800.00	142,118.00
•	TOTAL EXPENSES	130,563.23	308,533.64
	NET OPERATING INCOME	-125,454.78	-38,102.06
i	RESERVE REVENUE		
	RESERVE REVENUE		
	INTEREST - RESERVES	0.00	11,578.93
	RESERVES TRANSFER - CLEARING	95,800.00	•
	RESERVES TRANSPER - CLEARING	95,600.00	142,118.00
	TOTAL RESERVE REVENUE	95,800.00	153,696.93
	TOTAL RESERVE REVENUE	95,800.00	153,696.93
J	RESERVE EXPENSES		
	RESERVE EXPENSES		
	RESERVE EXPENSE-PROFESSIONAL	0.00	700.00
	RESERVE EXPENSE-PROFESSIONAL	0.00	760.00
	TOTAL RESERVE EXPENSES	0.00	760.00
•	TOTAL RESERVE EXPENSES	0.00	760.00
			<del></del>
١	NET INCOME	-29,654.78	114,834.87

#### Trailmark Homeowners Association, Inc.

#### **Budget Variance Report** For Period Ending 07/31/2007 Level of Detail - Account

	Jul Act	Jul Bud	Jul Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
				REVENUE				
				INCOME ·				
	76,800	76,800	0	ASSESSMENTS	230,400	230,400	0	307,200
	0	0	0	OTHER INCOME	17	0	17	Ó
f.	1,668	667	1,001	LATE FEES INCOME	7,277	4,669	2,608	8,000
	1,141	417	724	LEGAL FEES-COLLECTION INCOME	12,582	2,915	9,667	5,000
	325	0	325	FINES/VIOLATIONS INCOME	575	0	575	0
	0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	ō	13,731	0
	Ō	400	-400	SOCIAL INCOME	0	2,800	-2,800	4,000
	0	334	-334	NEWSLETTER REVENUE	741	2,334	-1,593	4,000
	0	1,300	-1,300	INTEREST-OPERATING	0	9,100	-1,393 -9,100	
		1,500	-1,500	·		<del></del>	-9,100	15,600
٠	79,934	79,918	16	TOTAL INCOME	265,323	252,218	13,105	343,800
	79,934	79,918	16	TOTAL REVENUE	265,323	252,218	13,105	343,800
-				EXPENSES				
				ADMINIOTO ATIVE EVDENOCO				
	0.000	0.400	404	ADMINISTRATIVE EXPENSES	40.000	47.000	0.50	
	2,600	2,436	-164	MANAGEMENT	16,800	17,052	252	29,232
	900	600	-300	LEGAL-GENERAL	2,939	4,200	1,261	7,200
	849	417	-432	LEGAL-COLLECTION	12,260	2,915	<b>-</b> 9,345	5,000
	630	400	-230	LATE FEE EXPENSE	3,660	2,800	-860	4,800
	0	0	0	INSURANCE	0	0	0	1,800
	0	0	0	AUDIT	1,675	2,050	375	2,050
	0	0	0	INCOME TAX	1,288	3,000	1,712	3,000
	1,114	500	-614	ADMINISTRATIVE EXPENSE	3,576	3,500	-76	6,000
	500	400	-100	POSTAGE	1,907	2,800	893	4,800
	235	100	-135	COPIES	1,553	700	-853	1,200
	50	0	-50	NEWSLETTER	5,723	3,000	-2,723	6,000
	232	2,000	1,768	SOCIAL	12,848	14,000	1,152	24,000
	0	0	. 0	BAD DEBT EXPENSE	2,089	0	-2,089	0
	0	83	83	COVENANT COMMITTEE	0	583	583	1,000
	0	83	83	DESIGN REVIEW COMMITTEE	480	583	103	1,000
	2,025	1,500	-525	LANDSCAPE COMMITTEE	3,895	10,500	6,605	18,000
	0 2,020	83	83	SAFETY COMMITTEE	240	583		
	0	83	83	FINANCE COMMITTEE			343	1,000
	80	200	120	MISCELLANEOUS EXPENSE	0 -99	583 1,400	583 1,499	1,000 2,400
•	9,215	8,885	-330	TOTAL ADMINISTRATIVE EXPENSES	70,834	70,249	-585	119,482
				GROUNDS MAINTENANCE				
	0	0	0	COMMON AREA IMPROVEMENT	1,754	0	-1,754	0
	1,436	2,000	564	LANDSCAPE CONTRACT	11,291	14,000	2,709	24,000
	301	1,000	699	SPRINKLER REPAIRS	1,936	4,000	2,064	6,000
	0	7,000	7,000	TRASH REMOVAL	35,760	49,000	13,240	84,000
	0	7,000	7,000	SNOW REMOVAL	10,790	6,000	-4,790	9,000
-	1,737	10,000	8,263	TOTAL GROUNDS MAINTENANCE	61,531	73,000	11,469	123,000
				UTILITIES				
	EA	450	O.C.		E0	4.050	000	4 000
	54	150	96 3 500	GAS & ELECTRICITY	58 770	1,050	992	1,800
	0	2,500	2,500	WATER & SEWER	<b>-770</b>	17,500	18,270	30,000
_	54	2,650	2,596	TOTAL UTILITIES	-712	18,550	19,262	31,800

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 07/31/2007 Level of Detail - Account

Jul Act	Jul Bud	Jul Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			RESERVE ADDITIONS				
5,800	5,800	0	TRANSFERS TO RESERVES	46,318	40,518	-5,800	69,518
5,800	5,800	0	TOTAL RESERVE ADDITIONS	46,318	40,518	-5,800	69,518
16,806	27,335	10,529	TOTAL EXPENSES	177,971	202,317	24,346	343,800
63,128	52,583	10,545	NET OPERATING INCOME	87,352	49,901	37,451	0
			RESERVE REVENUE				
			RESERVE REVENUE				
1,851	0	1,851	INTEREST - RESERVES	11,579	0	11,579	0
5,800	0	5,800	RESERVES TRANSFER - CLEARING	46,318	0	46,318	0
7,651	0	7,651	TOTAL RESERVE REVENUE	57,897	0	57,897	
7,651	0	7,651	TOTAL RESERVE REVENUE	57,897	0	57,897	0
			RESERVE EXPENSES		:		
			RESERVE EXPENSES				
0	0	0	RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
0	. 0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
70,779	= 52,583	18,196	NET INCOME	144,489	49,901	94,588	0

REPLACEMENT FUND EQUITY

**TOTAL LIABILITIES & EQUITY** 

Current Year Net Income

SUSPENSE

**TOTAL EQUITY** 

### Trailmark Homeowners Association, Inc. BALANCE SHEET

For Period Ending 07/31/2007 Level of Detail - Account

### UNAUDITED REPORT Page PREPARED BY HAMMERSMITH MANAGEMENT, INC.

94,631.00

144,489.65

617,299.36

629,767.98

65.00

Account	As Of 07/31/2007
ASSETS	
OPERATING CHECKING - US BANK	164,622.31
RESERVES-CITYWIDE BANK CD 1/14/08	27,112.42
RESERVES-1ST BANK # 0625	64,603.14
RESERVES-1ST BANK # 3013	93,490.87
RESERVES-1ST BANK # 0162	99,973.73
RESERVES-1ST BANK # 1737	78,490.74
RESERVES-1ST BANK # 6659	72,674.34
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	21,313.43
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	629,767.98
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	6,316.62
TOTAL LIABILITIES	12,468.62
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	27,520.00

### Trailmark Homeowners Association, Inc. Income Statement

#### For Period Ending 07/31/2007 Level of Detail - Account

ıc.	UNAUDITED REPORT Page
	PREPARED BY
H	IAMMERSMITH MANAGEMENT, INC.

Account	Jul Act	YTD Actual	
REVENUE			
INCOME			
ASSESSMENTS	76,800.00	230,400.00	
OTHER INCOME	0.00	16.67	
LATE FEES INCOME	1,668.02	7,277.14	
LEGAL FEES-COLLECTION INCOME			
FINES/VIOLATIONS INCOME	1,141.00	12,582.42	
REPAIRS/MAINTENANCE-REIMB	325.00	575.00	· ·
	0.00	13,730.90	
SOCIAL INCOME	0.00	0.00	
NEWSLETTER REVENUE	0.00	741.00	
INTEREST-OPERATING	0.00	0.00	
TOTAL INCOME	79,934.02	265,323.13	•
TOTAL REVENUE	79,934.02	265,323.13	
=			
EXPENSES			
ADMINISTRATIVE EXPENSES			
MANAGEMENT	2,600.00	16,800.00	
LEGAL-GENERAL	900.03	2,938.85	
LEGAL-COLLECTION	849.00	12,259.88	
LATE FEE EXPENSE	630.00	3,660.00	
INSURANCE	0.00	0.00	
AUDIT			
	0.00	1,675.00	
INCOME TAX	0.00	1,288.00	
ADMINISTRATIVE EXPENSE	1,113.76	3,575.77	
POSTAGE	500.42	1,907.27	
COPIES	235.14	1,553.29	×*
NEWSLETTER	50.00	5,722.96	
SOCIAL	232.21	12,847.67	
BAD DEBT EXPENSE	0.00	2,089.11	
COVENANT COMMITTEE	0.00	0.00	
DESIGN REVIEW COMMITTEE	0.00	479.78	
LANDSCAPE COMMITTEE	2,025.00	3,895.19	
SAFETY COMMITTEE	0.00	240.20	
FINANCE COMMITTEE	0.00	0.00	
MISCELLANEOUS EXPENSE	79.99	-98.74	
TOTAL ADMINISTRATIVE EXPENSES	9,215.55	70,834.23	•
GROUNDS MAINTENANCE			
COMMON AREA IMPROVEMENT	0.00	1,754.12	
LANDSCAPE CONTRACT	1,435.92	11,290.77	
SPRINKLER REPAIRS	301.15	1,935.92	
TRASH REMOVAL	0.00	35,760.00	
SNOW REMOVAL	0.00	10,789.75	
TOTAL GROUNDS MAINTENANCE	1,737.07	61,530.56	
HTR ITIES			
UTILITIES	54.40	== ^^	
GAS & ELECTRICITY	54.42	57.60	
WATER & SEWER	0.00	-769.98	
TOTAL LITH ITIES		740.00	

54.42

-712.38

**TOTAL UTILITIES** 

#### Trailmark Homeowners Association, Inc. Income Statement

For Period Ending 07/31/2007 Level of Detail - Account UNAUDITED REPORT Page
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account	Jul Act	YTD Actual	
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	46,318.00	
TOTAL RESERVE ADDITIONS	5,800.00	46,318.00	* -
TOTAL EXPENSES	16,807.04	177,970.41	
			-
NET OPERATING INCOME	63,126.98	87,352.72	
RESERVE REVENUE			
RESERVE REVENUE			
INTEREST - RESERVES	1,851.39	11,578.93	
RESERVES TRANSFER - CLEARING	5,800.00	46,318.00	
TOTAL RESERVE REVENUE	7,651.39	57,896.93	
TOTAL RESERVE REVENUE	7,651.39	57,896.93	
RESERVE EXPENSES			•
RESERVE EXPENSES			
RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
NET INCOME	70,778.37	144,489.65	
		· · · · · · · · · · · · · · · · · · ·	

#### Trailmark Homeowners Association, Inc.

#### Budget Variance Report For Period Ending 06/30/2007 Level of Detail - Account

	Jun Act	Jun Bud	Jun Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
				REVENUE				
				•				
				INCOME	•			
	0	0	0	ASSESSMENTS	153,600	153,600	. 0	307,200
	O	0	0	OTHER INCOME	. 17	0	17	0
	637	667	-30	LATE FEES INCOME	5,609	4,002	1,607	8,000
	1,844	417	1,427	LEGAL FEES-COLLECTION INCOME	11,441	2,498	8,943	5,000
-	175	0	175	FINES/VIOLATIONS INCOME	250	0	250	- 0
	, 0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
	-100	0	-100	LIEN FILING FEE	0	0	. 0	0
	. 0	400	-400	SOCIAL INCOME	0	2,400	-2,400	4,000
	353	334	19	NEWSLETTER REVENUE	741	2,000	-1,259	4,000
	0	1,300	-1,300	INTEREST-OPERATING	0	7,800	-7,800	15,600
	2,909	3,118	-209	TOTAL INCOME	185,389	172,300	13,089	343,800
	2,909	3,118	-209	TOTAL REVENUE	185,389	172,300	13,089	343,800
				EXPENSES		-		
		÷	. •	ADMINISTRATIVE EXPENSES				
	2,200	2,436	236	MANAGEMENT	14,200	14,616	416	29,232
	2,200		400	LEGAL-GENERAL	2,039			
				LEGAL-COLLECTION		3,600	1,561	7,200
	1,819		-1,402		11,411	2,498	-8,913	5,000
	420		-20	LATE FEE EXPENSE	3,030	2,400	-630	4,800
	. 0		0	INSURANCE	0	0	. 0	1,800
	0	,	. 0	AUDIT	1,675	2,050	375	2,050
	0		. 0	INCOME TAX	1,288	3,000	1,712	3,000
	123		377	ADMINISTRATIVE EXPENSE	2,462	3,000	538	6,000
	197		203	POSTAGE	1,407	2,400	993	4,800
	406		-306	COPIES	1,318	600	-718	1,200
	2,050		-1,050	NEWSLETTER	5,673	3,000	-2,673	6,000
	8,303		-6,303	SOCIAL	12,615	12,000	-615	24,000
	1,805	and the second second	-1,805	BAD DEBT EXPENSE	2,089	0	-2,089	0
				COVENANT COMMITTEE	0	500	500	1,000
			83	DESIGN REVIEW COMMITTEE	480	500	20	
	627			LANDSCAPE COMMITTEE	1,870	9,000	7,130	18,000
	240	83	-157	SAFETY COMMITTEE	240	500	260	1,000
	a	83	. 83	FINANCE COMMITTEE	0	500	500	1,000
	- O	200	200	MISCELLANEOUS EXPENSE	-179	1,200	1,379	2,400
	18,390	9,885	-8,505	TOTAL ADMINISTRATIVE EXPENSES	61,618	61,364	-254	119,482
				GROUNDS MAINTENANCE				
	0	0	0	COMMON AREA IMPROVEMENT	1,754	0	-1,754	0
	1,436	2,000	564	LANDSCAPE CONTRACT	9,855	12,000	2,145	24,000
	1,635	1,000	-635	SPRINKLER REPAIRS	1,635	3,000	1,365	6,000
	11,920	7,000	-4,920	TRASH REMOVAL	35,760	42,000	6,240	84,000
	. 0	0	0	SNOW REMOVAL	10,790	6,000	-4,790	9,000
	14,991	10,000	-4,991	TOTAL GROUNDS MAINTENANCE	59,794	63,000	3,206	123,000
				UTILITIES				
	. · · · · · · · · · · · · · · · · · · ·	150	150	GAS & ELECTRICITY	3	900	897	1,800

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 06/30/2007 Level of Detail - Account

	Jun Act	Jun Bud	Jun Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
	0	2,650	2,650	TOTAL UTILITIES	-767	15,900	16,667	31,800
	5,800	5,800	. 0	RESERVE ADDITIONS TRANSFERS TO RESERVES	40,518	34,718	-5,800	69,518
	5,800	5,800	0	TOTAL RESERVE ADDITIONS	40,518	34,718	-5,800	69,518
	39,181	28,335	-10,846	TOTAL EXPENSES	161,163	174,982	13,819	343,800
·	-36,272	-25,217	-11,055	NET OPERATING INCOME	24,226	-2,682	26,908	0
• .				RESERVE REVENUE				· .
•				RESERVE REVENUE				•
	1,458	0	1,458		9,728	0	9,728	0
	5,800	. 0	5,800		40,518	. 0	40,518	
	7,258	0	7,258	TOTAL RESERVE REVENUE	50,246	0	50,246	0
	7,258	. 0	7,258	TOTAL RESERVE REVENUE	50,246	0	50,246	0
			· .	RESERVE EXPENSES				· · · · · · · · · · · · · · · · · · ·
	. 0	0	0	RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
	0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
	0	0	. 0	TOTAL RESERVE EXPENSES	760	. 0	-760	0
	-29,014	-25,217	-3,797	NET INCOME	73,712	-2,682	76,394	0
						<del></del> -	·	-

### Trailmark Homeowners Association, Inc. BALANCE SHEET

For Period Ending 06/30/2007 Level of Detail - Account UNAUDITED REPOR<sup>Page</sup>
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account As Of 06/30/2007

ASSETS			
OPERATING CHECKING - US BANK		124,558.61	
RESERVES-CITYWIDE BANK CD 1/14/08		26,877.88	
RESERVES-1ST BANK # 0625	•	70,161.84	
RESERVES-1ST BANK # 3013		93,107.22	
RESERVES-1ST BANK # 0162		99,563.48	
RESERVES-1ST BANK # 1737		78,168.64	
RESERVES-1ST BANK # 6659		60,814.79	
ACCRUED INT REC-RESERVE FUNDS		1,050.00	
ACCOUNTS RECEIVABLE		20,344.06	
ALLOWANCE FOR DOUBTFUL ACCT		(9,600.00)	
ACCOUNTS RECEIVABLE-BUILDER		(1,928.00)	
PREPAID EXPENSES		17,915.00	
DEPOSITS		50.00	
TOTAL ASSETS		581,083.52	
		<u> </u>	
	•		
LIABILITIES			
			•
ACCOUNTS PAYABLE		6,152.00	-
PREPAID ASSESSMENTS		28,539.53	•
TOTAL LIABILITIES		34,691.53	
			•
EQUITY			
FUND BALANCE RETAINED		350,593.71	
WORKING CAPITAL FUND	•	27,456.00	
REPLACEMENT FUND EQUITY		94,631.00	
Current Year Net Income		73,711.28	
TOTAL EQUITY		546,391.99	
TOTAL LIABILITIES & FOLUTY		E04 000 F0	
TOTAL LIABILITIES & EQUITY		581,083.52	
	•	<del></del>	

#### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 06/30/2007 Level of Detail - Account

**UNAUDITED REPORT** PREPARED BY HAMMERSMITH MANAGEMENT, INC.

Account	Jun Act	YTD Actual	
REVENUE			
	•		
INCOME	•		
ASSESSMENTS	0.00	153,600.00	
OTHER INCOME	0.00	16.67	
LATE FEES INCOME	636.88	5,609.12	
LEGAL FEES-COLLECTION INCOME	1,844.02	11,441.42	
FINES/VIOLATIONS INCOME	175.00	250.00	•
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90	
LIEN FILING FEE	-100.00	0.00	
SOCIAL INCOME	0.00	0.00	
NEWSLETTER REVENUE	353.00	741.00	• • • • • • • • • • • • • • • • • • •
INTEREST-OPERATING	0.00	0.00	
TOTAL INCOME	2,908.90	185,389.11	•
	•		
TOTAL REVENUE	2,908.90	185,389.11	
•			
EXPENSES			
ADMINISTRATIVE EXPENSES			
MANAGEMENT	2,200.00	14,200.00	·
LEGAL-GENERAL	200.00	2,038.82	
LEGAL-COLLECTION	1,819.48	11,410.88	
LATE FEE EXPENSE	420.00	3,030.00	
INSURANCE	0.00	0.00	
AUDIT	0.00	1,675.00	
INCOME TAX	0.00	1,288.00	
ADMINISTRATIVE EXPENSE	123.16	2,462.01	
POSTAGE	197.18		
COPIES		1,406.85	
NEWSLETTER	406.40	1,318.15	
	2,050.00	5,672.96	
SOCIAL DAD DEDT EXPENSE	8,303.12	12,615.46	
BAD DEBT EXPENSE	1,804.64	2,089.11	:
COVENANT COMMITTEE	0.00	0.00	
DESIGN REVIEW COMMITTEE	0.00	479.78	
LANDSCAPE COMMITTEE	626.74	1,870.19	
SAFETY COMMITTEE	240.20	240.20	
FINANCE COMMITTEE	0.00	0.00	* * * * * * * * * * * * * * * * * * *
MISCELLANEOUS EXPENSE	0.00	-178.73	
TOTAL ADMINISTRATIVE EXPENSES	18,390.92	61,618.68	
GROUNDS MAINTENANCE	:	•	
COMMON AREA IMPROVEMENT	0.00	1,754.12	
LANDSCAPE CONTRACT	1,435.92	9,854.85	•
SPRINKLER REPAIRS	1,435.92	9,654.65 1,634.77	
TRASH REMOVAL	1,634.77	35,760.00	
SNOW REMOVAL	0.00		
SINOW KEINIOVAL	0.00	10,789.75	
TOTAL GROUNDS MAINTENANCE	14,990.69	59,793.49	
UTILITIES			
GAS & ELECTRICITY	0.00	3.18	•
WATER & SEWER	0.00	-769.98	

#### Trailmark Homeowners Association, Inc.

### Income Statement For Period Ending 06/30/2007 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account	Jun Act	YTD Actual	
TOTAL UTILITIES	0.00	-766.80	
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	40,518.00	
			•
TOTAL RESERVE ADDITIONS	5,800.00	40,518.00	
TOTAL EXPENSES	39,181.61	161,163.37	
NET OPERATING INCOME	-36,272.71	24 225 74	•
NET OFERATING INCOME	-30,272.71	24,225.74	
RESERVE REVENUE			
NEOERAE NEAEROE			
RESERVE REVENUE			
INTEREST - RESERVES	1,457.89	9,727.54	
RESERVES TRANSFER - CLEARING	5,800.00	40,518.00	
TOTAL RESERVE REVENUE	7,257.89	50,245.54	
TOTAL RESERVE REVENUE	7,257.89	50,245.54	
		·	
RESERVE EXPENSES			
RESERVE EXPENSES			
RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
		· ·	
NET INCOME	-29,014.82	73,711.28	
			•

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 05/31/2007 Level of Detail - Account

 May Act	May Bud	May Var	Account	YTĐ Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE				
			INCOME				
0	0	0	ASSESSMENTS	153,600	153,600	0	307,200
0	0	0	OTHER INCOME	17	0	17	0
1,072	667	405	LATE FEES INCOME	4,972	3,335	1,637	8,000
1,109	417	692	LEGAL FEES-COLLECTION INCOME	9,597	2,081	7,516	5,000
25	0	25	FINES/VIOLATIONS INCOME	75	0	75	0
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
100	0	100	LIEN FILING FEE	100	0	100	0
0	400	-400	SOCIAL INCOME	0	2,000	-2,000	4,000
0	334	-334	NEWSLETTER REVENUE	388	1,666	-1,278	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	6,500	-6,500	15,600
-320	0	-320	WORKING CAPITAL	0	0	0	0
1,986	3,118	-1,132	TOTAL INCOME	182,480	169,182	13,298	343,800
1,986	3,118	-1,132	TOTAL REVENUE	182,480	169,182	13,298	343,800
			EXPENSES				
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	12,000	12,180	180	29,232
475	600	125	LEGAL-GENERAL	1,839	3,000	1,161	7,200
1,109	417	-692	LEGAL-COLLECTION	9,591	2,081	-7,510	
285	400	115	LATE FEE EXPENSE	2,610	2,000	-610	
0	0	0	INSURANCE	0	0	0	· · ·
0	2,050	2,050	AUDIT	1,675	2,050	375	•
0	3,000	3,000	INCOME TAX	1,288	3,000	1,712	
75	500	425	ADMINISTRATIVE EXPENSE	2,339	2,500	161	6,000
80	400	320	POSTAGE	1,210	2,000	790	
111	100	-11	COPIES	912	500	-412	
1,457	0	-1,457	NEWSLETTER	3,623	2,000	-1,623	6,000
70	2,000	1,930	SOCIAL	4,312	10,000	5,688	
0	0		BAD DEBT EXPENSE	284	0	-284	
0	83	83	COVENANT COMMITTEE	0	417	417	1,000
194	83	-111	DESIGN REVIEW COMMITTEE	480	417	-63	1,000
0	1,500	1,500	LANDSCAPE COMMITTEE	1,243	7,500	6,257	18,000
0	83	83	SAFETY COMMITTEE	0	417	417	1,000
0	83	83	FINANCE COMMITTEE	0	417	417	1,000
0	200	200	MISCELLANEOUS EXPENSE	-179	1,000	1,179	2,400
6,256	13,935	7,679	TOTAL ADMINISTRATIVE EXPENSES	43,227	51,479	8,252	119,482
			GROUNDS MAINTENANCE				
972	0	-972	COMMON AREA IMPROVEMENT	1,754	0	-1,754	
1,436	2,000	564	LANDSCAPE CONTRACT	8,419	10,000	1,581	
0	1,000	1,000	SPRINKLER REPAIRS	0	2,000	2,000	•
5,960	7,000	1,040	TRASH REMOVAL	23,840	35,000	11,160	84,000
0	0	0	SNOW REMOVAL	10,790	6,000	-4,790	9,000
8,368	10,000	1,632	TOTAL GROUNDS MAINTENANCE	44,803	53,000	8,197	123,000
			UTILITIES				
0	150	150	GAS & ELECTRICITY	3	750	747	1,800
0	2,500	2,500	WATER & SEWER	-770	12,500	13,270	30,000
Ū	2,000	2,000		,,,	.2,000	,	30,030

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Page

### Trailmark Homeowners Association, Inc.

### Budget Variance Report For Period Ending 05/31/2007 Level of Detail - Account

 May Act	May Bud	May Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
0	2,650	2,650	TOTAL UTILITIES	-767	13,250	14,017	31,800
			RESERVE ADDITIONS				
5,800	5,800	0	TRANSFERS TO RESERVES	34,718	28,918	-5,800	69,518
5,800	5,800	0	TOTAL RESERVE ADDITIONS	34,718	28,918	-5,800	69,518
20,424	32,385	11,961	TOTAL EXPENSES	121,981	146,647	24,666	343,800
-18,438	-29,267	10,829	NET OPERATING INCOME	60,499	22,535	37,964	0
			RESERVE REVENUE				
			RESERVE REVENUE				
3,045	0	3,045	INTEREST - RESERVES	8,270	0	8,270	0
5,800	0	5,800	RESERVES TRANSFER - CLEARING	34,718	0	34,718	0
8,845	0	8,845	TOTAL RESERVE REVENUE	42,988	0	42,988	0
8,845	0	8,845	TOTAL RESERVE REVENUE	42,988	0	42,988	0
			RESERVE EXPENSES				
			RESERVE EXPENSES				
0	0	0	RESERVE EXPENSE-PROFESSIONAL	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
0	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
-9,593	-29,267	19,674	NET INCOME	102,727	22,535	80,192	0

## Trailmark Homeowners Association, Inc. BALANCE SHEET

For Period Ending 05/31/2007 Level of Detail - Account UNAUDITED REPORT Page
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account

As Of 05/31/2007

ASSETS	
OPERATING CHECKING - US BANK	135,512.40
RESERVES-CITYWIDE BANK CD 1/14/08	26,877.88
RESERVES-1ST BANK # 0625	64,143.05
RESERVES-1ST BANK # 3013	92,759.36
RESERVES-1ST BANK # 0162	99,191.50
RESERVES-1ST BANK # 1737	77,876.59
RESERVES-1ST BANK #6659	60,587.58
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	22,330.86
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	586,766.22
	<del></del>
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	5,335.41
TOTAL LIABILITIES	11,487.41
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	27,328.00
REPLACEMENT FUND EQUITY	94,631.00
Current Year Net Income	102,726.10
TOTAL EQUITY	575,278.81
	**************************************
TOTAL LIABILITIES & EQUITY	586,766.22

#### Trailmark Homeowners Association, Inc.

# Income Statement For Period Ending 05/31/2007 Level of Detail - Account

# UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

Account	May Act	YTD Actual
REVENUE	w	-
INCOME		
ASSESSMENTS	0.00	153,600.00
OTHER INCOME	0.00	16.67
LATE FEES INCOME		
LEGAL FEES-COLLECTION INCOME	1,072.26 1,109.00	4,972.24 9,597.40
FINES/VIOLATIONS INCOME	25.00	•
REPAIRS/MAINTENANCE-REIMB	0.00	75.00
LIEN FILING FEE	100.00	13,730.90
SOCIAL INCOME	0.00	100.00
NEWSLETTER REVENUE	0.00	0.00 388.00
INTEREST-OPERATING	0.00	0.00
WORKING CAPITAL	-320.00	0.00
TOTAL INCOME		182,480.21
	-	
TOTAL REVENUE	1,986.26	182,480.21
EXPENSES		
ADMINISTRATIVE EXPENSES		
MANAGEMENT	2,400.00	12,000.00
LEGAL-GENERAL	475.00	1,838.82
LEGAL-COLLECTION	1,109.00	9,591.40
LATE FEE EXPENSE	285.00	2,610.00
INSURANCE	0.00	0.00
AUDIT	0.00	1,675.00
INCOME TAX	0.00	1,288.00
ADMINISTRATIVE EXPENSE	75.33	2,338.85
POSTAGE	80.13	1,209.67
COPIES	111.35	911.75
NEWSLETTER	1,457.40	3,622.96
SOCIAL	70.00	4,312.34
BAD DEBT EXPENSE	0.00	284.47
COVENANT COMMITTEE	0.00	0.00
DESIGN REVIEW COMMITTEE	194.40	479.78
LANDSCAPE COMMITTEE	0.00	1,243.45
SAFETY COMMITTEE	0.00	0.00
FINANCE COMMITTEE	0.00	0.00
MISCELLANEOUS EXPENSE	0.00	-178.73
TOTAL ADMINISTRATIVE EXPENSES	6,257.61	43,227.76
GROUNDS MAINTENANCE		
COMMON AREA IMPROVEMENT	972.00	1,754.12
LANDSCAPE CONTRACT	1,435.92	8,418.93
SPRINKLER REPAIRS	0.00	0.00
TRASH REMOVAL	5,960.00	23,840.00
SNOW REMOVAL	0.00	10,789.75
TOTAL GROUNDS MAINTENANCE	8,367.92	44,802.80
UTILITIES		
GAS & ELECTRICITY	0.00	3.18
MATED & CEMED	0.00	760.00

0.00

-769.98

WATER & SEWER

## Trailmark Homeowners Association, Inc.

# Income Statement For Period Ending 05/31/2007 Level of Detail - Account

Account	May Act	YTD Actual	
TOTAL UTILITIES	0.00	-766.80	
RESERVE ADDITIONS TRANSFERS TO RESERVES	5,800.00	34,718.00	
TOTAL RESERVE ADDITIONS	5,800.00	34,718.00	
TOTAL EXPENSES	20,425.53	121,981.76	
NET OPERATING INCOME	-18,439.27	60,498.45	
RESERVE REVENUE			
RESERVE REVENUE	3,045.47	8,269.65	
RESERVES TRANSFER - CLEARING	5,800.00	34,718.00	
TOTAL RESERVE REVENUE	8,845.47	42,987.65	
TOTAL RESERVE REVENUE	8,845.47	42,987.65	
RESERVE EXPENSES			
RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
TOTAL RESERVE EXPENSES	0.00	760.00	
NET INCOME	-9,593.80	102,726.10	

### Budget Variance Report For Period Ending 04/30/2007 Level of Detail - Account

Apr Act	Apr Bud	Apr Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE				
			INCOME				
76,800	76,800	0	ASSESSMENTS	153,600	153,600	0	307,200
17	0	17	OTHER INCOME	17	0	17	0
828	667	161	LATE FEES INCOME	3,900	2,668	1,232	8,000
3,042	417	2,625	LEGAL FEES-COLLECTION INCOME	8,488	1,664	6,824	5,000
0	0	0	FINES/VIOLATIONS INCOME	50	0	50	0
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
0	400	-400	SOCIAL INCOME	0	1,600	-1,600	4,000
378	334	44	NEWSLETTER REVENUE	388	1,332	-944	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	5,200	-5,200	15,600
0	0	0	WORKING CAPITAL	320	0	320	0
81,065	79,918	1,147	TOTAL INCOME	180,494	166,064	14,430	343,800
81,065	79,918	1,147	TOTAL REVENUE	180,494	166,064	14,430	343,800
			EXPENSES				
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	9,600	9,744	144	29,232
0	600	600	LEGAL COLLECTION	1,364	2,400	1,036	7,200
3,042	417	-2,625	LEGAL-COLLECTION	8,482	1,664	-6,818	5,000
540	400	-140	LATE FEE EXPENSE	2,325	1,600	-725	4,800
0	0	0	INSURANCE AUDIT	1 675	0	0	1,800
0	0	0	INCOME TAX	1,675	0	-1,675	2,050
974	500	- <b>47</b> 4	ADMINISTRATIVE EXPENSE	1,288 2,264	2,000	-1,288 <b>-</b> 264	3,000 6,000
509	400	-109	POSTAGE	1,130	1,600	470	4,800
127	100	-27	COPIES	800	400	-400	1,200
0	1,000	1,000	NEWSLETTER	2,166	2,000	-166	6,000
4,099	2,000	-2,099	SOCIAL	4,242	8,000	3,758	24,000
0	0	0	BAD DEBT EXPENSE	284	0	-284	0
0	83	83	COVENANT COMMITTEE	0	333	333	1,000
0	83	83	DESIGN REVIEW COMMITTEE	285	333	48	1,000
0	1,500	1,500	LANDSCAPE COMMITTEE	1,243	6,000	4,757	18,000
0	83	83	SAFETY COMMITTEE	0	333	333	1,000
0	83	83	FINANCE COMMITTEE	0	333	333	1,000
0	200	200	MISCELLANEOUS EXPENSE	-179	800	979	2,400
11,691	9,885	-1,806	TOTAL ADMINISTRATIVE EXPENSES	36,969	37,540	571	119,482
			GROUNDS MAINTENANCE				
0	0	0	COMMON AREA IMPROVEMENT	782	0	-782	0
0	2,000	2,000	LANDSCAPE CONTRACT	6,983	8,000	1,017	24,000
0	1,000	1,000	SPRINKLER REPAIRS	0	1,000	1,000	6,000
0	7,000	7,000	TRASH REMOVAL	17,880	28,000	10,120	84,000
59	1,500	1,441	SNOW REMOVAL	10,790	6,000	-4,790	9,000
59	11,500	11,441	TOTAL GROUNDS MAINTENANCE	36,435	43,000	6,565	123,000
			UTILITIES				
0	150	150	GAS & ELECTRICITY	3	600	597	1,800
0	2,500	2,500	WATER & SEWER	-770	10,000	10,770	30,000

### Trailmark Homeowners Association, Inc.

## **Budget Variance Report** For Period Ending 04/30/2007

Laval	ωf	Detail	- Account
TEAGI	U.	Detail	- ACCOUNT

Apr Act	Apr Bud	Apr Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
(	2,650	2,650	TOTAL UTILITIES	-767	10,600	11,367	31,800
			RESERVE ADDITIONS				
11,600	5,800	-5,800		28,918	23,118	-5,800	69,518
11,600	5,800	-5,800	TOTAL RESERVE ADDITIONS	28,918	23,118	-5,800	69,518
23,350	29,835	6,485	TOTAL EXPENSES	101,555	114,258	12,703	343,800
57,715	50,083	7,632	NET OPERATING INCOME	78,939	51,806	27,133	0
Vaniture 1 - 1 1 - 2 1   2   1   1   2			RESERVE REVENUE				
			RESERVE REVENUE				
1,658	3 0	1,658		5,224	0	5,224	0
11,600	0	11,600	RESERVES TRANSFER - CLEARING	28,918	0	28,918	0
13,258	3 0	13,258	TOTAL RESERVE REVENUE	34,142	0	34,142	0
13,258	3 0	13,258	TOTAL RESERVE REVENUE	34,142	0	34,142	0
			RESERVE EXPENSES				
			RESERVE EXPENSES				
(	0	0		760	0	-760	0
	0	0	TOTAL RESERVE EXPENSES	760	0	-760	. 0
C	0	0	TOTAL RESERVE EXPENSES	760	0	-760	0
70,973	50,083	20,890	NET INCOME	112,321	51,806	60,515	0

# BALANCE SHEET For Period Ending 04/30/2007 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Page

Account

As Of 04/30/2007

Account	As Of 04/30/2007
ASSETS	
OPERATING CHECKING - US BANK	147,555.30
RESERVES-CITYWIDE BANK CD 1/14/08	26,877.88
RESERVES-1ST BANK # 0625	63,719.87
RESERVES-1ST BANK # 3013	92,016.21
RESERVES-1ST BANK # 0162	92,621.67
RESERVES-1ST BANK # 1737	77,252.68
RESERVES-1ST BANK-CD	60,102.18
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	26,575.92
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	594,208.71
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	3,760.10
TOTAL LIABILITIES	9,912.10
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	26,752.00
REPLACEMENT FUND EQUITY	94,631.00
Current Year Net Income	112,319.90
TOTAL EQUITY	584,296.61
	· · · · · · · · · · · · · · · · · · ·
TOTAL LIABILITIES & EQUITY	594,208.71

## Trailmark Homeowners Association, Inc.

# Income Statement For Period Ending 04/30/2007 Level of Detail - Account

Account	Apr Act	YTD Actual
REVENUE		
INCOME		
ASSESSMENTS	76,800.00	153,600.00
OTHER INCOME	16.67	16.67
LATE FEES INCOME	827.89	3,899.98
LEGAL FEES-COLLECTION INCOME	3,042.22	8,488.40
FINES/VIOLATIONS INCOME	0.00	50.00
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90
SOCIAL INCOME	0.00	0.00
NEWSLETTER REVENUE	378.00	
		388.00
INTEREST-OPERATING	0.00	0.00
WORKING CAPITAL	0.00	320.00
TOTAL INCOME	81,064.78	180,493.95
TOTAL REVENUE	81,064.78	180,493.95
;		
EXPENSES		
ADMINISTRATIVE EXPENSES		
MANAGEMENT	2,400.00	9,600.00
LEGAL-GENERAL	0.00	1,363.82
LEGAL-COLLECTION	3,042.22	8,482.40
LATE FEE EXPENSE	540.00	2,325.00
INSURANCE	0.00	0.00
AUDIT	0.00	
INCOME TAX	0.00	1,675.00
•		1,288.00
ADMINISTRATIVE EXPENSE	974.42	2,263.52
POSTAGE	509.23	1,129.54
COPIES	127.49	800.40
NEWSLETTER	0.00	2,165.56
SOCIAL	4,099.47	4,242.34
BAD DEBT EXPENSE	0.00	284.47
COVENANT COMMITTEE	0.00	0.00
DESIGN REVIEW COMMITTEE	0.00	285.38
LANDSCAPE COMMITTEE	0.00	1,243.45
SAFETY COMMITTEE	0.00	0.00
FINANCE COMMITTEE	0.00	0.00
MISCELLANEOUS EXPENSE	0.00	-178.73
TOTAL ADMINISTRATIVE EXPENSES	11,692.83	36,970.15
GROUNDS MAINTENANCE		
COMMON AREA IMPROVEMENT	0.00	782.12
LANDSCAPE CONTRACT	0.00	6,983.01
SPRINKLER REPAIRS	0.00	0.00
TRASH REMOVAL	0.00	17,880.00
SNOW REMOVAL	59.25	10,789.75
TOTAL GROUNDS MAINTENANCE	59.25	36,434.88
UTILITIES		
UTILITIES GAS & ELECTRICITY	0.00	3.18

#### **Income Statement** For Period Ending 04/30/2007 Level of Detail - Account

TOTAL UTILITIES 0.00 -766.80  RESERVE ADDITIONS TRANSFERS TO RESERVES 11,600.00 28,918.00  TOTAL RESERVE ADDITIONS 11,600.00 28,918.00  TOTAL EXPENSES 23,352.08 101,556.23  NET OPERATING INCOME 57,712.70 78,937.72  RESERVE REVENUE INTEREST - RESERVES 1,657.80 5,224.18 RESERVES TRANSFER - CLEARING 11,600.00 28,918.00  TOTAL RESERVE REVENUE 13,257.80 34,142.18  TOTAL RESERVE REVENUE 13,257.80 34,142.18  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES O.00 760.00  TOTAL RESERVE EXPENSES 0.00 760.00	Account	Apr Act	YTD Actual	
TRANSFERS TO RESERVES 11,600.00 28,918.00  TOTAL RESERVE ADDITIONS 11,600.00 28,918.00  TOTAL EXPENSES 23,352.08 101,556.23  NET OPERATING INCOME 57,712.70 78,937.72  RESERVE REVENUE INTEREST - RESERVES 1,657.80 5,224.18 RESERVES TRANSFER - CLEARING 11,600.00 28,918.00  TOTAL RESERVE REVENUE 13,257.80 34,142.18  TOTAL RESERVE REVENUE 13,257.80 34,142.18  RESERVE EXPENSES O.00 760.00	TOTAL UTILITIES	0.00	-766.80	
TRANSFERS TO RESERVES 11,600.00 28,918.00  TOTAL RESERVE ADDITIONS 11,600.00 28,918.00  TOTAL EXPENSES 23,352.08 101,556.23  NET OPERATING INCOME 57,712.70 78,937.72  RESERVE REVENUE INTEREST - RESERVES 1,657.80 5,224.18 RESERVES TRANSFER - CLEARING 11,600.00 28,918.00  TOTAL RESERVE REVENUE 13,257.80 34,142.18  TOTAL RESERVE REVENUE 13,257.80 34,142.18  RESERVE EXPENSES O.00 760.00	DECEDIZE ADDITIONS			
TOTAL RESERVE ADDITIONS  11,600.00  28,918.00  TOTAL EXPENSES  23,352.08  101,556.23  NET OPERATING INCOME  57,712.70  78,937.72  RESERVE REVENUE  INTEREST - RESERVES  RESERVES TRANSFER - CLEARING  11,600.00  28,918.00  TOTAL RESERVE REVENUE  13,257.80  34,142.18  TOTAL RESERVE REVENUE  13,257.80  34,142.18  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  O.00  760.00  TOTAL RESERVE EXPENSES  0.00  760.00				
TOTAL EXPENSES 23,352.08 101,556.23  NET OPERATING INCOME 57,712.70 78,937.72  RESERVE REVENUE INTEREST - RESERVES 1,657.80 5,224.18 RESERVES TRANSFER - CLEARING 11,600.00 28,918.00  TOTAL RESERVE REVENUE 13,257.80 34,142.18  TOTAL RESERVE REVENUE 13,257.80 34,142.18  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES O.00 760.00	TRANSFERS TO RESERVES	11,600.00	28,918.00	
NET OPERATING INCOME         57,712.70         78,937.72           RESERVE REVENUE           INTEREST - RESERVES         1,657.80         5,224.18           RESERVES TRANSFER - CLEARING         11,600.00         28,918.00           TOTAL RESERVE REVENUE         13,257.80         34,142.18           TOTAL RESERVE REVENUE         13,257.80         34,142.18           RESERVE EXPENSES         RESERVE EXPENSES         760.00           TOTAL RESERVE EXPENSES         0.00         760.00	TOTAL RESERVE ADDITIONS	11,600.00	28,918.00	
RESERVE REVENUE           INTEREST - RESERVES         1,657.80         5,224.18           RESERVES TRANSFER - CLEARING         11,600.00         28,918.00           TOTAL RESERVE REVENUE         13,257.80         34,142.18           TOTAL RESERVE REVENUE         13,257.80         34,142.18           RESERVE EXPENSES           RESERVE EXPENSES         0.00         760.00           TOTAL RESERVE EXPENSES         0.00         760.00	TOTAL EXPENSES	23,352.08	101,556.23	
RESERVE REVENUE           INTEREST - RESERVES         1,657.80         5,224.18           RESERVES TRANSFER - CLEARING         11,600.00         28,918.00           TOTAL RESERVE REVENUE         13,257.80         34,142.18           TOTAL RESERVE REVENUE         13,257.80         34,142.18           RESERVE EXPENSES           RESERVE EXPENSES         0.00         760.00           TOTAL RESERVE EXPENSES         0.00         760.00	NET OPERATING INCOME	57 742 70	79 027 72	
RESERVE REVENUE           INTEREST - RESERVES         1,657.80         5,224.18           RESERVES TRANSFER - CLEARING         11,600.00         28,918.00           TOTAL RESERVE REVENUE         13,257.80         34,142.18           TOTAL RESERVE REVENUE         13,257.80         34,142.18           RESERVE EXPENSES           RESERVE EXPENSES         0.00         760.00           TOTAL RESERVE EXPENSES         0.00         760.00	NET OFERATING INCOME	=======================================	10,931.12	
INTEREST - RESERVES	RESERVE REVENUE			
RESERVES TRANSFER - CLEARING       11,600.00       28,918.00         TOTAL RESERVE REVENUE       13,257.80       34,142.18         TOTAL RESERVE REVENUE       13,257.80       34,142.18         RESERVE EXPENSES         RESERVE EXPENSES       0.00       760.00         TOTAL RESERVE EXPENSES       0.00       760.00	RESERVE REVENUE			
RESERVES TRANSFER - CLEARING       11,600.00       28,918.00         TOTAL RESERVE REVENUE       13,257.80       34,142.18         TOTAL RESERVE REVENUE       13,257.80       34,142.18         RESERVE EXPENSES         RESERVE EXPENSES       0.00       760.00         TOTAL RESERVE EXPENSES       0.00       760.00	INTEREST - RESERVES	1,657.80	5,224.18	
TOTAL RESERVE REVENUE  13,257.80  34,142.18  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSE-PROFESSIONAL  10.00  760.00  TOTAL RESERVE EXPENSES  0.00  760.00	RESERVES TRANSFER - CLEARING		28,918.00	
TOTAL RESERVE REVENUE 13,257.80 34,142.18  RESERVE EXPENSES  RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL 0.00 760.00  TOTAL RESERVE EXPENSES 0.00 760.00	TOTAL RESERVE REVENUE	13,257.80	34,142.18	
RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSE-PROFESSIONAL 0.00 760.00  TOTAL RESERVE EXPENSES 0.00 760.00	TOTAL DESCRIPTION	40.057.00		
RESERVE EXPENSES RESERVE EXPENSE-PROFESSIONAL 0.00 760.00  TOTAL RESERVE EXPENSES 0.00 760.00	TOTAL RESERVE REVENUE	13,257.80	34,142.18	
TOTAL RESERVE EXPENSES 0.00 760.00  760.00	RESERVE EXPENSES			
TOTAL RESERVE EXPENSES 0.00 760.00	RESERVE EXPENSES			
	RESERVE EXPENSE-PROFESSIONAL	0.00	760.00	
TOTAL RESERVE EXPENSES 0.00 760.00	TOTAL RESERVE EXPENSES	0.00	760.00	
	TOTAL RESERVE EXPENSES	0.00	760.00	
NET INCOME 70,970.50 112,319.90	NET INCOME	70,970.50	112,319.90	

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 03/31/2007 Level of Detail - Account

Mar Act	Mar Bud	Mar Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE				
			MOONE				
٥	Λ	Δ.	INCOME ASSESSMENTS	76 900	76 808	0	207.000
0	0	0		76,800	76,800	0	•
261	667	-406	LATE FEES INCOME	3,072	2,001	1,071	8,000
2,015	417	1,598	LEGAL FEES-COLLECTION INCOME	5,446	1,247	4,199	•
0	0	0	FINES/VIOLATIONS INCOME	50	0	50	
0	0	0	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
0	400	-400	SOCIAL INCOME NEWSLETTER REVENUE	0	1,200	-1,200	4,000
0	334	-334		10	998	-988	4,000
120	1,300	-1,300	INTEREST-OPERATING	0	3,900	-3,900	15,600
128	0	128	WORKING CAPITAL	320	0	320	0
2,404	3,118	-714	TOTAL INCOME	99,429	86,146	13,283	343,800
2,404	3,118	-714	TOTAL REVENUE	99,429	86,146	13,283	343,800
			EXPENSES	<del></del>			
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	7,200	7,308	108	29,232
665	600	-65	LEGAL-GENERAL	1,364	1,800	436	7,200
2,115	417	-1,698	LEGAL-COLLECTION	5,440	1,247	-4,193	5,000
1,050	400	-650	LATE FEE EXPENSE	1,785	1,200	-585	4,800
0	0	0	INSURANCE	0	0	0	1,800
-1,675	0	1,675	AUDIT	1,675	0	-1,675	2,050
1,288	0	-1,288	INCOME TAX	1,288	0	-1,288	3,000
189	500	311	ADMINISTRATIVE EXPENSE	1,289	1,500	211	6,000
52	400	348	POSTAGE	620	1,200	580	4,800
59	100	41	COPIES	673	300	-373	1,200
1,041	0	-1,041	NEWSLETTER	2,166	1,000	-1,166	6,000
0	2,000	2,000	SOCIAL	- 143	6,000	5,857	24,000
0	0	0	BAD DEBT EXPENSE	284	0	-284	0
0	83	83	COVENANT COMMITTEE	0	250	250	1,000
0	83	83	DESIGN REVIEW COMMITTEE	285	250	-35	1,000
1,186	1,500	314	LANDSCAPE COMMITTEE	1,243	4,500	3,257	18,000
0	83	83	SAFETY COMMITTEE	0	250	250	1,000
0	83	83	FINANCE COMMITTEE	0	250	250	1,000
0	200	200	MISCELLANEOUS EXPENSE	-179	600	779	2,400
8,370	8,885	515	TOTAL ADMINISTRATIVE EXPENSES	25,276	27,655	2,379	119,482
			GROUNDS MAINTENANCE				
0	0	0	COMMON AREA IMPROVEMENT	782	0	-782	0
2,328	2,000	-328	LANDSCAPE CONTRACT	6,983	6,000	-983	24,000
0	0	0	SPRINKLER REPAIRS	0	0	0	6,000
11,920	7,000	-4,920	TRASH REMOVAL	17,880	21,000	3,120	84,000
646	1,500	854	SNOW REMOVAL	10,731	4,500	-6,231	9,000
14,894	10,500	-4,394	TOTAL GROUNDS MAINTENANCE	36,376	31,500	-4,876	123,000
			UTILITIES				
0	150	150	GAS & ELECTRICITY	3	450	447	1,800
0	2,500	2,500	WATER & SEWER	-770	7,500	8,270	30,000
0	2,650	2,650	TOTAL UTILITIES	-767	7,950	8,717	31,800

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 03/31/2007 Level of Detail - Account

Mar Act	Mar Bud	Mar Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			RESERVE ADDITIONS				
5,800	5,800	0	TRANSFERS TO RESERVES	17,318	17,318	0	69,518
5,800	5,800	0	TOTAL RESERVE ADDITIONS	17,318	17,318	0	69,518
29,064	27,835	-1,229	TOTAL EXPENSES	78,203	84,423	6,220	343,800
-26,660	-24,717	-1,943	NET OPERATING INCOME	21,226	1,723	19,503	0
			RESERVE REVENUE	***************************************			
			RESERVE REVENUE				
1,304	0	1,304	INTEREST - RESERVES	3,566	0	3,566	0
5,800	0	5,800	RESERVES TRANSFER - CLEARING	17,318	0	17,318	0
7,104	0	7,104	TOTAL RESERVE REVENUE	20,884		20,884	0
7,104	0	7,104	TOTAL RESERVE REVENUE	20,884	0	20,884	0
			RESERVE EXPENSES				
			RESERVE EXPENSES				
760	0	-760		760	0	-760	0
760	0	-760	TOTAL RESERVE EXPENSES	760		-760	0
760	0	-760	TOTAL RESERVE EXPENSES	760	0	-760	0
-20,316	-24,717	4,401	NET INCOME	41,350	1,723	39,627	0
	<del></del>				=======================================		

## BALANCE SHEET

For Period Ending 03/31/2007 Level of Detail - Account

#### UNAUDITED NEPORT PREPARED BY PREPARED BY HAMMERSMITH MANAGEMENT, INC.

Page

Account

Account	AS OI 03/31/2007
ASSETS	
OPERATING CHECKING - US BANK	118,532.76
RESERVES-CITYWIDE BANK CD 1/14/08	26,647.90
RESERVES-1ST BANK # 0625	57,730.72
RESERVES-1ST BANK # 3013	91,658.37
RESERVES-1ST BANK # 0162	92,261.47
RESERVES-1ST BANK # 1737	76,952.25
RESERVES-1ST BANK-CD	54,081.98
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	16,487.35
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	541,839.80
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	22,457.69
TOTAL LIABILITIES	28,609.69
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	26,752.00
REPLACEMENT FUND EQUITY	94,631.00
SUSPENSE	(96.00)
Current Year Net Income	41,349.40
TOTAL EQUITY	513,230.11
TOTAL LIABILITIES & EQUITY	541,839.80

# Income Statement For Period Ending 03/31/2007 Level of Detail - Account

# UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC.

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Page

		HAMMEROMITH MULANCEMENT
Account	Mar Act	YTD Actual
REVENUE	·	
INCOME		
ASSESSMENTS	0.00	76,800.00
LATE FEES INCOME	260.83	3,072.09
LEGAL FEES-COLLECTION INCOME	2,015.00	5,446.18
FINES/VIOLATIONS INCOME	0.00	50.00
REPAIRS/MAINTENANCE-REIMB	0.00	13,730.90
SOCIAL INCOME	0.00	0.00
NEWSLETTER REVENUE	0.00	10.00
INTEREST-OPERATING		
WORKING CAPITAL	0.00	0.00
WORKING CAPITAL	128.00	320.00
TOTAL INCOME	2,403.83	99,429.17
TOTAL REVENUE	2,403.83	99,429.17
EXPENSES		
ADMINISTRATIVE EXPENSES		
MANAGEMENT	2,400.00	7,200.00
LEGAL-GENERAL	665.00	1,363.82
LEGAL-COLLECTION	2,115.00	5,440.18
LATE FEE EXPENSE	1,050.00	1,785.00
INSURANCE	0.00	0.00
AUDIT	-1,675.00	1,675.00
INCOME TAX	1,288.00	1,288.00
ADMINISTRATIVE EXPENSE	189.48	1,289.10
POSTAGE	51.62	620.31
COPIES	58.60	672.91
NEWSLETTER	1,041.00	
SOCIAL	0.00	2,165.56 142.87
BAD DEBT EXPENSE		
COVENANT COMMITTEE	0.00	284.47
DESIGN REVIEW COMMITTEE	0.00 0.00	0.00
		285.38
LANDSCAPE COMMITTEE	1,185.86	1,243.45
SAFETY COMMITTEE	0.00	0.00
FINANCE COMMITTEE	0.00	0.00
MISCELLANEOUS EXPENSE	0.00	-178.73
TOTAL ADMINISTRATIVE EXPENSES	8,369.56	25,277.32
GROUNDS MAINTENANCE		
COMMON AREA IMPROVEMENT	0.00	782.12
LANDSCAPE CONTRACT	2,327.67	6,983.01
SPRINKLER REPAIRS	0.00	0.00
TRASH REMOVAL	11,920.00	17,880.00
SNOW REMOVAL	645.50	10,730.50
TOTAL GROUNDS MAINTENANCE	14,893.17	36,375.63
UTILITIES		
GAS & ELECTRICITY	0.00	3.18
WATER & SEWER	0.00	-769.98
<u>-</u>		<u></u>

0.00

-766.80

**TOTAL UTILITIES** 

UNAUDITED REPORT

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## Trailmark Homeowners Association, Inc.

### Income Statement For Period Ending 03/31/2007 Level of Detail - Account

207010120141171	.oooant	UNAUDITED REP	ORT
		PREPARED BY	/
Account	Mar Act	HAMMEHSMITH MANAGE	i Barana
		THE PROPERTY OF THE PROPERTY O	WENT, INC.
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	17,318.00	
	2,222.22	,6.1010	
TOTAL RESERVE ADDITIONS	5,800.00	17,318.00	
TOTAL REGERVE ADDITIONS	5,000.00	17,310.00	
TOTAL EXPENSES	20 002 72	70.004.45	
TOTAL EXPENSES	29,062.73	78,204.15	
NET OPERATING INCOME	-26,658.90	21,225.02	
RESERVE REVENUE			
RESERVE REVENUE			
INTEREST - RESERVES	1,304.33	3,566.38	
RESERVES TRANSFER - CLEARING	5,800.00	17,318.00	
		,	
TOTAL RESERVE REVENUE	7,104.33	20,884.38	
	.,,	20,004.00	
TOTAL RESERVE REVENUE	7,104.33	20,884.38	
TOTAL RECEIVE REVENUE	7,104.33	20,864.36	
		=======================================	
DECERVE EVDENCES			
RESERVE EXPENSES			
RESERVE EXPENSES			
RESERVE EXPENSE-PROFESSIONAL	760.00	760.00	
		<del> </del>	
TOTAL RESERVE EXPENSES	760.00	760.00	
x.			
TOTAL RESERVE EXPENSES	760.00	760.00	
NET INCOME	-20,314.57	41,349.40	
	~0,017.07	77,0-00	
		*	

### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 02/28/2007 Level of Detail - Account

Feb Act	Feb Bud	Feb Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE		-		
			INCORE				
0	0	0	INCOME ASSESSMENTS	76,800	76 900	0	207 200
939	667	272	LATE FEES INCOME		76,800	0	•
	417	-417	LEGAL FEES INCOME	2,811	1,334	1,477	8,000
0		- <del>4</del> 17	FINES/VIOLATIONS INCOME	3,431	830	2,601	5,000
0	0	0	REPAIRS/MAINTENANCE-REIMB	50 43.734	0	50	
0	400	-400	SOCIAL INCOME	13,731	0	13,731	0
		-324		0	800	-800	•
10 0	334 1,300	-1,300	NEWSLETTER REVENUE INTEREST-OPERATING	10	664	-654	4,000
128	0.300	128	WORKING CAPITAL	0 192	2,600	-2,600 192	15,600
		120	WORKING CAPITAL	192	0	192	0
1,077	3,118	-2,041	TOTAL INCOME	97,025	83,028	13,997	343,800
1,077	3,118	-2,041	TOTAL REVENUE	97,025	83,028	13,997	343,800
<del></del>	<del></del>		EXPENSES				
	<b>.</b>		ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	4,800	4,872	72	29,232
0	600	600	LEGAL-GENERAL	699	1,200	501	7,200
0	417	417	LEGAL-COLLECTION	3,325	830	-2,495	5,000
315	400	85	LATE FEE EXPENSE	735	800	65	4,800
0	0	0	INSURANCE	0	0	0	1,800
1,675	0	-1,675	AUDIT	3,350	0	-3,350	2,050
0	0	0	INCOME TAX	0	0	0	3,000
111	500	389	ADMINISTRATIVE EXPENSE	1,100	1,000	-100	6,000
104	400	296	POSTAGE	569	800	231	4,800
246	100	-146	COPIES	614	200	-414	1,200
0	1,000	1,000	NEWSLETTER	1,125	1,000	-125	6,000
0	2,000	2,000	SOCIAL	143	4,000	3,857	24,000
284	0	-284	BAD DEBT EXPENSE	284	0	-284	0
0	83	83	COVENANT COMMITTEE	0	167	167	1,000
0	83	83	DESIGN REVIEW COMMITTEE	285	167	-118	1,000
0	1,500	1,500	LANDSCAPE COMMITTEE	58	3,000	2,942	18,000
0	83	83	SAFETY COMMITTEE	0	167	167	1,000
0	83	83	FINANCE COMMITTEE	0	167	167	1,000
-179	200	379	MISCELLANEOUS EXPENSE	-179	400	579	2,400
4,956	9,885	4,929	TOTAL ADMINISTRATIVE EXPENSES	16,908	18,770	1,862	119,482
			GROUNDS MAINTENANCE				
0	0	0	COMMON AREA IMPROVEMENT	782	0	-782	0
2,328	2,000	-328	LANDSCAPE CONTRACT	4,655	4,000	-655	24,000
0	0	0	SPRINKLER REPAIRS	0	0	0	6,000
5,960	7,000	1,040	TRASH REMOVAL	5,960	14,000	8,040	84,000
980	1,500	520	SNOW REMOVAL	10,085	3,000	-7,085	9,000
9,268	10,500	1,232	TOTAL GROUNDS MAINTENANCE	21,482	21,000	-482	123,000
			UTILITIES				
0	150	150	GAS & ELECTRICITY	3	300	297	1,800
ō	2,500	2,500	WATER & SEWER	-770	5,000	5,770	30,000
	2,650	2,650	TOTAL UTILITIES	-767	5,300	6,067	31,800
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# Trailmark Homeowners Association, Inc. Budget Variance Report

#### For Period Ending 02/28/2007 Level of Detail - Account

Feb Bud	Feb Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
		RESERVE ADDITIONS				
5,800	0	TRANSFERS TO RESERVES	11,518	11,518	0	69,518
5,800	0	TOTAL RESERVE ADDITIONS	11,518	11,518	0	69,518
28,835	8,811	TOTAL EXPENSES	49,141	56,588	7,447	343,800
-25,717	6,770	NET OPERATING INCOME	47,884	26,440	21,444	0
		RESERVE REVENUE			-	
		RESERVE REVENUE				
0	1,498	INTEREST - RESERVES	2,262	0	2,262	0
0	5,800	RESERVES TRANSFER - CLEARING	11,518	0	11,518	0
	7,298	TOTAL RESERVE REVENUE	13,780		13,780	0
0	7,298	TOTAL RESERVE REVENUE	13,780	0	13,780	0
-25,717	14,068	NET INCOME	61,664	26,440	35,224	0
	5,800 5,800 28,835 -25,717 0 0 0	5,800 0 5,800 0 28,835 8,811 -25,717 6,770 0 1,498 0 5,800 0 7,298 0 7,298	### RESERVE ADDITIONS   5,800	RESERVE ADDITIONS   11,518   5,800   0 TOTAL RESERVE ADDITIONS   11,518   28,835   8,811 TOTAL EXPENSES   49,141     -25,717   6,770 NET OPERATING INCOME   47,884     RESERVE REVENUE   0 1,498 INTEREST - RESERVES   2,262   0 5,800 RESERVES TRANSFER - CLEARING   11,518     0 7,298 TOTAL RESERVE REVENUE   13,780   0 7,298 TOTAL RESERVE REVENUE   13,780     13,780     13,780	RESERVE ADDITIONS 5,800 0 TRANSFERS TO RESERVES 11,518 11,518 5,800 0 TOTAL RESERVE ADDITIONS 11,518 11,518 28,835 8,811 TOTAL EXPENSES 49,141 56,588  -25,717 6,770 NET OPERATING INCOME 47,884 26,440  RESERVE REVENUE  RESERVE REVENUE  0 1,498 INTEREST - RESERVES 2,262 0 0 5,800 RESERVES TRANSFER - CLEARING 11,518 0  0 7,298 TOTAL RESERVE REVENUE 13,780 0  0 7,298 TOTAL RESERVE REVENUE 13,780 0	RESERVE ADDITIONS 5,800 0 TRANSFERS TO RESERVES 11,518 11,518 0 5,800 0 TOTAL RESERVE ADDITIONS 11,518 11,518 0 28,835 8,811 TOTAL EXPENSES 49,141 56,588 7,447  -25,717 6,770 NET OPERATING INCOME 47,884 26,440 21,444  RESERVE REVENUE  RESERVE REVENUE  0 1,498 INTEREST - RESERVES 2,262 0 2,262 0 5,800 RESERVES TRANSFER - CLEARING 11,518 0 11,518  0 7,298 TOTAL RESERVE REVENUE 13,780 0 13,780 0 7,298 TOTAL RESERVE REVENUE 13,780 0 13,780

# Trailmark Homeowners Association, Inc. BALANCE SHEET

For Period Ending 02/28/2007 Level of Detail - Account UNAUDITED REPORT<sup>9e</sup> <sup>1</sup>
PREPARED BY
HAMMERSMITH MANAGEMENT, INC.

Account	As Of 02/28/2007
ASSETS	
OPERATING CHECKING - US BANK	107 504 00
RESERVES-CITYWIDE BANK CD 1/14/08	127,564.08 26,647.90
RESERVES-1ST BANK # 0625	20,047.90 60,446.94
RESERVES-1ST BANK # 3013	91,326.99
RESERVES-1ST BANK # 0162	91,927.91
RESERVES-1ST BANK # 1737	76,674.04
RESERVES-1ST BANK-CD	45,204.58
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	17,996.05
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	545,275.49
LIADUITIES	
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	5,482.81
TOTAL LIABILITIES	11,634.81
	<del></del>
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	26,752.00
REPLACEMENT FUND EQUITY	94,631.00
Current Year Net Income	61,663.97
TOTAL EQUITY	533,640.68
TOTAL LIABILITIES & EQUITY	545,275.49

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## Trailmark Homeowners Association, Inc.

### **Income Statement** For Period Ending 02/28/2007 Level of Detail - Account

INCOME ASSESSMENTS LATE FEES INCOME LEGAL FEES-COLLECTION INCOME FINES/VIOLATIONS INCOME REPAIRS/MAINTENANCE-REIMB SOCIAL INCOME	0.00 938.54 0.00 0.00	76,800.00 2,811.26	
ASSESSMENTS LATE FEES INCOME LEGAL FEES-COLLECTION INCOME FINES/VIOLATIONS INCOME REPAIRS/MAINTENANCE-REIMB	938.54 0.00		
LATE FEES INCOME LEGAL FEES-COLLECTION INCOME FINES/VIOLATIONS INCOME REPAIRS/MAINTENANCE-REIMB	938.54 0.00		
LEGAL FEES-COLLECTION INCOME FINES/VIOLATIONS INCOME REPAIRS/MAINTENANCE-REIMB	0.00	2,811.26	
FINES/VIOLATIONS INCOME REPAIRS/MAINTENANCE-REIMB			
REPAIRS/MAINTENANCE-REIMB	0.00	3,431.18	
		50.00	
SOCIAL INCOME	0.00	13,730.90	
	0.00	0.00	
NEWSLETTER REVENUE	10.00	10.00	
INTEREST-OPERATING	0.00	0.00	
WORKING CAPITAL	128.00	192.00	
TOTAL INCOME	1,076.54	97,025.34	
TOTAL REVENUE	1,076.54	97,025.34	
=		<del></del>	
EXPENSES			
ADMINISTRATIVE EXPENSES			
MANAGEMENT	2,400.00	4,800.00	
LEGAL-GENERAL	0.00	698.82	
LEGAL-COLLECTION	0.00	3,325.18	
LATE FEE EXPENSE	315.00	735.00	
INSURANCE	0.00	0.00	
AUDIT	1,675.00	3,350.00	
INCOME TAX	0.00	0.00	
ADMINISTRATIVE EXPENSE	111.25	1,099.62	
POSTAGE	103.57	568.69	
COPIES	245.70	614.31	
NEWSLETTER	0.00	1,124.56	
SOCIAL	0.00	142.87	
BAD DEBT EXPENSE	284.47	284.47	
COVENANT COMMITTEE	0.00	0.00	
DESIGN REVIEW COMMITTEE	0.00	285.38	
LANDSCAPE COMMITTEE	0.00	57.59	
SAFETY COMMITTEE	0.00	0.00	
FINANCE COMMITTEE	0.00	0.00	
MISCELLANEOUS EXPENSE	-178.73	-178.73	
TOTAL ADMINISTRATIVE EXPENSES	4,956.26	16,907.76	
GROUNDS MAINTENANCE			
COMMON AREA IMPROVEMENT	0.00	782.12	
LANDSCAPE CONTRACT	2,327.67	4,655.34	
SPRINKLER REPAIRS	0.00	0.00	
TRASH REMOVAL	5,960.00	5,960.00	
SNOW REMOVAL	980.00	10,085.00	
TOTAL GROUNDS MAINTENANCE	9,267.67	21,482.46	
UTILITIES			
GAS & ELECTRICITY	0.00	3.18	
WATER & SEWER	0.00	-769.98	
TOTAL UTILITIES	0.00	-766. <b>8</b> 0	

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# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 02/28/2007

Level of Detail - Account

Account	Feb Act	YTD Actual	
RESERVE ADDITIONS			
TRANSFERS TO RESERVES	5,800.00	11,518.00	
TOTAL RESERVE ADDITIONS	5,800.00	11,518.00	
	•	·	
TOTAL EXPENSES	20,023.93	49,141.42	
NET OPERATING INCOME	-18,947.39	47,883.92	
	<del></del>		
RESERVE REVENUE			
RESERVE REVENUE			
INTEREST - RESERVES	1,498.18	2,262.05	
RESERVES TRANSFER - CLEARING	5,800.00	11,518.00	
TOTAL RESERVE REVENUE	7 200 48	42 700 05	
TOTAL RESERVE REVENUE	7,298.18	13,780.05	
TOTAL RESERVE REVENUE	7,298.18	13,780.05	
NET INCOME	-11,649.21	61,663.97	
	=======================================		

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 01/31/2007 Level of Detail - Account

Jan Act	Jan Bud	Jan Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			REVENUE				
			INCOME				
76,800	76,800	0	ASSESSMENTS	76,800	76,800	0	307,200
1,873	667	1,206	LATE FEES INCOME	1,873	667	1,206	8,000
3,431	413	3,018	LEGAL FEES-COLLECTION INCOME	3,431	413	3,018	5,000
50	0	50	FINES/VIOLATIONS INCOME	50	0	50	
13,731	0	13,731	REPAIRS/MAINTENANCE-REIMB	13,731	0	13,731	0
0	400	-400	SOCIAL INCOME	0	400	-400	4,000
0	330	-330	NEWSLETTER REVENUE	0	330	-330	4,000
0	1,300	-1,300	INTEREST-OPERATING	0	1,300	-1,300	15,600
64	0	64		64	0	64	
95,949	79,910	16,039	TOTAL INCOME	95,949	79,910	16,039	343,800
95,949	79,910	16,039	TOTAL REVENUE	95,949	79,910	16,039	343,800
				<del></del>			
			EXPENSES				
			ADMINISTRATIVE EXPENSES				
2,400	2,436	36	MANAGEMENT	2,400	2,436	36	29,232
699	600	-99		699	600	-99	7,200
3,325	413	-2,912	LEGAL-COLLECTION	3,325	413	-2,912	5,000
420	400	-20	LATE FEE EXPENSE	420	400	-20	4,800
0	0	0	INSURANCE	0	0	0	1,800
1,675	. 0	-1,675	AUDIT	1,675	0	-1,675	2,050
0	0	0	INCOME TAX	0	0	0	3,000
988	500	-488	ADMINISTRATIVE EXPENSE	988	500	-488	6,000
465	400	-65	POSTAGE	465	400	-65	4,800
369	100	-269	COPIES	369	100	-269	1,200
<b>1</b> ,125	0	-1,125	NEWSLETTER .	1,125	0	-1,125	6,000
143	2,000	1,857	SOCIAL	143	2,000	1,857	24,000
0	83	83	COVENANT COMMITTEE	0	83	83	1,000
285	83	-202	DESIGN REVIEW COMMITTEE	285	83	-202	1,000
58	1,500	1,442	LANDSCAPE COMMITTEE	58	1,500	1,442	18,000
0	83	83	SAFETY COMMITTEE	0	83	83	1,000
0	83	83		0	83	83	1,000
. 0	200	200	MISCELLANEOUS EXPENSE	0	200	200	2,400
11,952	8,881	-3,071	TOTAL ADMINISTRATIVE EXPENSES	11,952	8,881	-3,071	119,482
			GROUNDS MAINTENANCE				
782	0	-782		782	0	-782	0
2,328	2,000	-328		2,328	2,000	-328	24,000
0	0	0		0	0	0	6,000
0	7,000	7,000		0	7,000	7,000	84,000
9,105	1,500	-7,605		9,105	1,500	-7,605	9,000
12,215	10,500	-1,715	TOTAL GROUNDS MAINTENANCE	12,215	10,500	-1,715	123,000
			UTILITIES				
^	450	4.47		•	455	<i>4</i> 4 T	4.000
-770	150 2,500	147 3,270	GAS & ELECTRICITY WATER & SEWER	-770	150 2,500	147 3,270	1,800 30,000
				-170		<u> </u>	
-767	2,650	3,417	TOTAL UTILITIES	-767	2,650	3,417	31,800

#### Page

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 01/31/2007 Level of Detail - Account

Jan Act	Jan Bud	Jan Var	Account	YTD Actual	YTD Budget	YTD Var	Tot Budget
			RESERVE ADDITIONS				
5,718	5,718	0	TRANSFERS TO RESERVES	5,718	5,718	0	69,518
5,718	5,718	0	TOTAL RESERVE ADDITIONS	5,718	5,718	0	69,518
29,118	27,749	-1,369	TOTAL EXPENSES	29,118	27,749	-1,369	343,800
66,831	52,161	14,670	NET OPERATING INCOME	66,831	52,161	14,670	0
			RESERVE REVENUE				
			RESERVE REVENUE				
764	0	764	INTEREST - RESERVES	764	0	764	0
5,718	0	5,718	RESERVES TRANSFER - CLEARING	5,718	0	5,718	0
6,482	0	6,482	TOTAL RESERVE REVENUE	6,482	0	6,482	0
6,482	0	6,482	TOTAL RESERVE REVENUE	6,482	0	6,482	0
73,313	52,161	21,152	NET INCOME	73,313	52,161	21,152	0

### **BALANCE SHEET** For Period Ending 01/31/2007

Level of Detail - Account

Page

Unaudited Report
Prepared by
Hammersmith Management, Inc.
As of 01/31/2007

Account

ASSETS	<del></del>
OPERATING CHECKING - US BANK	63,364.52
RESERVES-CITYWIDE BANK CD 1/14/08	26,541.81
RESERVES-CITYWIDE BANK CD 7/14/08	26,444.93
RESERVES-CITYWIDE BANK CD 1/14/08	26,647.90
RESERVES-CITYWIDE BANK CD 1/14/10	26,543.40
RESERVES-1ST BANK # 0625	54,450.81
RESERVES-1ST BANK # 3013	90,937.28
RESERVES-1ST BANK # 0162	91,535.64
RESERVES-1ST BANK # 1737	76,346.86
RESERVES-1ST BANK-CD	45,011.69
ACCRUED INT REC-RESERVE FUNDS	1,050.00
ACCOUNTS RECEIVABLE	21,389.56
ALLOWANCE FOR DOUBTFUL ACCT	(9,600.00)
ACCOUNTS RECEIVABLE-BUILDER	(1,928.00)
PREPAID EXPENSES	17,915.00
DEPOSITS	50.00
TOTAL ASSETS	556,701.40
LIABILITIES	
ACCOUNTS PAYABLE	6,152.00
PREPAID ASSESSMENTS	5,259.51
TOTAL LIABILITIES	11,411.51
EQUITY	
FUND BALANCE RETAINED	350,593.71
WORKING CAPITAL FUND	26,752.00
REPLACEMENT FUND EQUITY	94,631.00
Current Year Net Income	73,313.18
TOTAL EQUITY	545,289.89
TOTAL LIABILITIES & EQUITY	556,701.40

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 01/31/2007 Level of Detail - Account

Unaudited Report

Prepared by

Hammersmith Management, Inc.

		, imitable colonial manages
Account	Jan Act	YTD Actual
REVENUE		
INCOME		
ASSESSMENTS	76,800.00	76 900 00
LATE FEES INCOME		76,800.00 1,872.72
·	1,872.72 3,431.18	
LEGAL FEES-COLLECTION INCOME FINES/VIOLATIONS INCOME		3,431.18
	50.00	50.00
REPAIRS/MAINTENANCE-REIMB	13,730.90	13,730.90
SOCIAL INCOME	0.00	0.00
NEWSLETTER REVENUE	0.00	0.00
INTEREST-OPERATING	0.00	0.00
WORKING CAPITAL	64.00	64.00
TOTAL INCOME	95,948.80	95,948.80
OTAL REVENUE	95,948.80	95,948.80
	·	·
XPENSES		
ADMINISTRATIVE EXPENSES		
MANAGEMENT	2,400.00	2,400.00
LEGAL-GENERAL	698.82	698.82
LEGAL-COLLECTION	3,325.18	3,325.18
LATE FEE EXPENSE	420.00	420.00
INSURANCE	0.00	0.00
AUDIT	1,675.00	1,675.00
INCOME TAX	0.00	0.00
ADMINISTRATIVE EXPENSE	988.37	988.37
POSTAGE	465.12	465.12
COPIES	368.61	368.61
NEWSLETTER	1,124.56	1,124.56
SOCIAL	142.87	142.87
COVENANT COMMITTEE	0.00	0.00
DESIGN REVIEW COMMITTEE	285.38	285.38
LANDSCAPE COMMITTEE	57.59	57.59
SAFETY COMMITTEE	0.00	0.00
FINANCE COMMITTEE	0.00	0.00
MISCELLANEOUS EXPENSE	0.00	0.00
TOTAL ADMINISTRATIVE EXPENSES	11,951.50	11,951.50
GROUNDS MAINTENANCE		
COMMON AREA IMPROVEMENT	782.12	782.12
LANDSCAPE CONTRACT	2,327.67	2,327.67
SPRINKLER REPAIRS	0.00	0.00
TRASH REMOVAL	0.00	0.00
SNOW REMOVAL	9,105.00	9,105.00
TOTAL GROUNDS MAINTENANCE	12,214.79	12,214.79
UTUTEO		
UTILITIES		2.42
GAS & ELECTRICITY	3.18	3.18
WATER & SEWER	-769.98	-769.98

**-7**66.80

-766.80

**TOTAL UTILITIES** 

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 01/31/2007

Level of Detail - Account

# Unaudited Reports 2 Prepared by Hammersmith Management, Inc.

Account	Jan Act	YTD Actual
RESERVE ADDITIONS		, , , , , , , , , , , , , , , , , , , ,
TRANSFERS TO RESERVES	5,718.00	5,718.00
TOTAL RESERVE ADDITIONS	5,718.00	5,718.00
TOTAL EXPENSES	29,117.49	29,117.49
NET OPERATING INCOME	66,831.31	66,831.31
		<u></u>
RESERVE REVENUE		
RESERVE REVENUE		
INTEREST - RESERVES	763.87	763.87
RESERVES TRANSFER - CLEARING	5,718.00	5,718.00
TOTAL RESERVE REVENUE	6,481.87	6,481.87
TOTAL RESERVE REVENUE	6,481.87	6,481.87
NET INCOME	73,313.18	73,313.18