## DIVACENTEL HEPOLO PREPARED BY HAMMURSWITH MANAGEMENT, INC.

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 12/31/2009 Level of Detail - Account

| Dec Act                                 | Dec Bud | Dec Var | Account                       | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---|---------|---------|-------------------------------|------------|------------|---------|------------|
|   |         |         | REVENUE                       |            |            |         |            |
|   |         |         | MOOME                         |            |            |         |            |
| 0                                       | •       | •       | INCOME                        | 0077 704   |            |         |            |
| 0                                       |         | 0       |                               | 307,781    | 307,200    | 581     | ·          |
| 0                                       |         | 0       |                               | 3,401      | 0          | 3,401   |            |
| 413                                     |         | -424    |                               | 9,640      | 10,000     | -360    | 10,000     |
| 3,287                                   | 500     | 2,787   |                               | 12,876     | 6,000      | 6,876   | 6,000      |
| 175                                     | 0       | 175     | FINES/VIOLATIONS INCOME       | 1,950      | 0          | 1,950   | 0          |
| 100                                     | 0       | 100     | LIEN FILING FEE               | 1,600      | 0          | 1,600   | 0          |
| 0                                       | 42      | -42     | SOCIAL INCOME                 | 3,207      | 500        | 2,707   | 500        |
| 225                                     | 84      | 141     | NEWSLETTER REVENUE            | 3,260      | 1,000      | 2,260   | 1,000      |
| 4,200                                   | 1,463   | 2,737   | TOTAL INCOME                  | 343,715    | 324,700    | 19,015  | 324,700    |
| 4,200                                   | 1,463   | 2,737   | TOTAL REVENUE                 | 343,715    | 324,700    | 19,015  | 324,700    |
| *************************************** |         |         |                               |            |            |         |            |
|   |         |         | EXPENSES                      |            |            |         |            |
|   |         |         | ADMINISTRATIVE EXPENSES       |            |            |         |            |
| 2,730                                   | 2,730   | 0       | MANAGEMENT                    | 32,964     | 32,750     | -214    | 32,750     |
| 633                                     | 600     | -33     | LEGAL-GENERAL                 | 2,547      | 7,200      | 4,653   | 7,200      |
| 764                                     | 550     | -214    | LEGAL-COLLECTION              | 12,876     | 6,600      | -6,276  |            |
| 0                                       | 0       | 0       | LEGAL COLLECTION-UNREMIB      | -544       | . 0        | 544     |            |
| 100                                     | 0       | -100    | LIEN FILING                   | 1,500      | 0          | -1,500  |            |
| 720                                     | 454     | -266    | LATE FEE EXPENSE              | 4,895      | 5,440      | 545     |            |
| 0                                       | 0       | 0       | INSURANCE                     | 1,645      | 1,800      | 155     | •          |
| 0                                       | 0       | 0       | AUDIT                         |            |            |         | •          |
| 0                                       | 0       | 0       | INCOME TAX                    | 2,275      | 2,050      | -225    |            |
|   |         |         |                               | 4,881      | 8,400      | 3,519   |            |
| 318                                     | 650     | 332     | ADMINISTRATIVE EXPENSE        | 6,453      | 7,800      | 1,347   |            |
| 498                                     | 708     | 210     | POSTAGE                       | 4,759      | 8,490      | 3,731   |            |
| 802                                     | 196     | -606    | COPIES                        | 2,388      | 2,345      | -43     | •          |
| 1,200                                   | 2,000   | 800     | NEWSLETTER                    | 11,561     | 12,000     | 439     |            |
| 75                                      | 0       | -75     | BANK CHARGES                  | 515        | 0          | -515    |            |
| 0                                       | 0       | 0       | DONATIONS                     | 911        | 0          | -911    | 0          |
| 7,162                                   | 1,000   | -6,162  | SOCIAL                        | 19,585     | 12,000     | -7,585  | 12,000     |
| 0                                       | 0       | 0       | BAD DEBT EXPENSE              | 2,246      | 0          | -2,246  | 0          |
| 0                                       | 84      | 84      | COVENANT COMMITTEE            | 0          | 1,000      | 1,000   | 1,000      |
| 1,050                                   | 900     | -150    | COVENANT PATROL               | 11,945     | 10,800     | -1,145  | 10,800     |
| 0                                       | 84      | 84      | DESIGN REVIEW COMMITTEE       | 0          | 1,000      | 1,000   | 1,000      |
| 0                                       | 1,000   | 1,000   | COMMON AREA                   | 4,284      | 12,000     | 7,716   | 12,000     |
| 0                                       | 84      | 84      | SAFETY COMMITTEE              | 0          | 1,000      | 1,000   | 1,000      |
| 0                                       | 84      | 84      | FINANCE COMMITTEE             | 0          | 1,000      | 1,000   | 1,000      |
| 508                                     | 100     | -408    | MISCELLANEOUS EXPENSE         | 2,545      | 1,000      | -1,545  | 1,000      |
| 16,560                                  | 11,224  | -5,336  | TOTAL ADMINISTRATIVE EXPENSES | 130,231    | 134,675    | 4,444   | 134,675    |
|   |         |         | BUILDING MAINTENANCE          |            |            |         |            |
| 1,972                                   | 0       | -1,972  | LIGHTING                      | 11,782     | 0          | -11,782 | 0          |
| 1,972                                   | 0       | -1,972  | TOTAL BUILDING MAINTENANCE    | 11,782     | 0          | -11,782 | 0          |
|   |         |         | GROUNDS MAINTENANCE           |            |            |         |            |
| 0                                       | 0       | 0       | GROUNDS / COMMON AREA         | 810        | 0          | -810    | 0          |
| 0                                       | 2,537   | 2,537   | LANDSCAPE CONTRACT            | 26,010     | 30,449     | 4,439   | 30,449     |
| 0                                       | 2,337   | 2,557   | SPRINKLER REPAIRS             | 17,068     | 4,000      | -13,068 | 4,000      |
|   |         |         |                               |            |            |         |            |
| 10,100                                  | 9,633   | -467    | TRASH REMOVAL                 | 111,113    | 115,596    | 4,483   | 115,596    |

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 12/31/2009 Level of Detail - Account

DA ALBOTTEL PITTORIC PREPARED BY THAMMS PERSON MANAGEMENT, INC.

| Dec Act | Dec Bud | Dec Var | Account                      | YTD Actual | YTD Budget | YID var | Tot Budge |
|---------|---------|---------|------------------------------|------------|------------|---------|-----------|
| 2,201   | 2,000   | -201    | SNOW REMOVAL                 | 6,168      | 12,000     | 5,832   | 12,000    |
| 12,301  | 14,170  | 1,869   | TOTAL GROUNDS MAINTENANCE    | 161,169    | 162,045    | 876     | 162,04    |
|         |         |         | UTILITIES                    |            |            |         |           |
| 104     | 150     | 46      | GAS & ELECTRICITY            | 1,630      | 1,800      | 170     | 1,800     |
| 2,313   | 2,000   | -313    | WATER & SEWER                | 24,115     | 24,000     | -115    | 24,000    |
| 2,417   | 2,150   | -267    | TOTAL UTILITIES              | 25,745     | 25,800     | 55      | 25,800    |
|         |         |         | RESERVE ADDITIONS            |            |            |         |           |
| 0       | 0       | 0       | TRANSFERS TO RESERVES        | 2,180      | 2,180      | 0       | 2,180     |
| 0       | 0       | 0       | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180      | 0       | 2,180     |
| 33,250  | 27,544  | -5,706  | TOTAL EXPENSES               | 331,107    | 324,700    | -6,407  | 324,700   |
| -29,050 | -26,081 | -2,969  | NET OPERATING INCOME         | 12,608     | 0          | 12,608  | (         |
|         | •       |         | RESERVE REVENUE              |            |            |         |           |
|         |         |         | RESERVE REVENUE              |            |            |         |           |
| 819     | 0       | 819     | INTEREST - RESERVES          | 7,251      | 0          | 7,251   | C         |
| 0       | 0       | 0       | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180   | (         |
| 819     | 0       | 819     | TOTAL RESERVE REVENUE        | 9,431      | 0          | 9,431   | (         |
| 819     | 0       | 819     | TOTAL RESERVE REVENUE        | 9,431      | 0          | 9,431   | C         |
|         |         |         | RESERVE EXPENSES             |            |            |         |           |
|         |         |         | RESERVE EXPENSES             |            |            |         |           |
| 0       | 0       | 0       | RESERVE EXPENSE-PROFESSIONAL | 625        | 0          | -625    | C         |
| 0       | 0       | 0       | RESERVE EXPENSE-FENCE        | 14,755     | 0          | -14,755 | C         |
| 0       | 0       | 0       | RESERVE EXPENSE-COMMON AREA  | 8,725      | 0          | -8,725  | C         |
| 0       | 0       | 0       | TOTAL RESERVE EXPENSES       | 24,105     | 0          | -24,105 | O         |
| 0       | 0       | 0       | TOTAL RESERVE EXPENSES       | 24,105     | 0          | -24,105 | 0         |
| -28,231 | -26,081 | -2.150  | NET INCOME                   | -2,066     | 0          | -2,066  | C         |

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#### Trailmark Homeowners Association, Inc. **BALANCE SHEET** For Period Ending 12/31/2009 HAMMER SOUTH MANAGEMENT, INC.

Level of Detail - Account

| Account                      | As Of 12/31/2009       |  |
|------------------------------|------------------------|--|
| ASSETS                       |                        |  |
|                              |                        |  |
| CURRENT ASSETS               |                        |  |
| OPERATING CHECKING - US BANK | 53,223.75              |  |
| RESERVES-1ST BANK # 0625     | 89,906.86              |  |
| RESERVES-1ST BANK # 3013     | 86,245.52              |  |
| RESERVES-1ST BANK # 0162     | 88,241.34              |  |
| RESERVES-1ST BANK # 1737     | 84,331.28              |  |
| RESERVES-1ST BANK # 6659     | 85,408.86              |  |
| RESERVES-1ST BANK # 8835     | 86,502.15              |  |
| RESERVES-1ST BANK #8520      | 8,153.34               |  |
| ACCOUNTS RECEIVABLE          | 24,129.20              |  |
| ALLOWANCE FOR DOUBTFUL ACCT  | (4,500.00)             |  |
| TOTAL CURRENT ASSETS         | 601,642.30             |  |
| OTHER ASSETS                 |                        |  |
| PREPAID EXPENSES             | 1,195.00               |  |
| DEPOSITS                     | 50.00                  |  |
| TOTAL OTHER ASSETS           | 1,245.00               |  |
| TOTAL ASSETS                 | 602,887.30             |  |
| LIADIUTIEC                   |                        |  |
| LIABILITIES                  |                        |  |
| CURRENT LIABILITIES          |                        |  |
| ACCOUNTS PAYABLE             | 11 666 00              |  |
| PREPAID ASSESSMENTS          | 11,666.00<br>46,775.99 |  |
| OTHER PAYABLES               | 768.00                 |  |
| INCOME TAX PAYABLE           | 2,881.00               |  |
| INCOME TAX LATABLE           | 2,001.00               |  |
| TOTAL CURRENT LIABILITIES    | 62,090.99              |  |
| TOTAL LIABILITIES            | 62,090.99              |  |
|                              |                        |  |
| EQUITY                       |                        |  |
| CAPITAL                      |                        |  |
| FUND BALANCE RETAINED        | 418,887.98             |  |
| WORKING CAPITAL FUND         | 29,342.00              |  |
| REPLACEMENT FUND EQUITY      | 94,631.00              |  |
|                              |                        |  |
| TOTAL CAPITAL                | 542,860.98             |  |
| Current Year Net Income      | (2,064.67)             |  |
| TOTAL EQUITY                 | 540,796.31             |  |
|                              |                        |  |
| TOTAL LIABILITIES & EQUITY   | 602,887.30             |  |

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#### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 12/31/2009

Level of Detail - Account

TRASH REMOVAL

| HAMAS ACCOUNT ACCOUNT         | Dec Act   | YTD Actual |
|-------------------------------|-----------|------------|
| REVENUE                       |           |            |
|                               |           |            |
| INCOME                        |           |            |
| ASSESSMENTS                   | 0.00      | 307,781.47 |
| OTHER INCOME                  | 0.00      | 3,400.52   |
| LATE FEES INCOME              | 413.29    | 9,640.46   |
| LEGAL FEES-COLLECTION INCOME  | 3,286.53  | 12,876.40  |
| FINES/VIOLATIONS INCOME       | 175.00    | 1,950.00   |
| LIEN FILING FEE               | 100.00    | 1,600.00   |
| SOCIAL INCOME                 | 0.00      | 3,206.50   |
| NEWSLETTER REVENUE            | 225.00    | 3,260.00   |
| TOTAL INCOME                  | 4,199.82  | 343,715.35 |
| TOTAL REVENUE                 | 4,199.82  | 343,715.35 |
|                               |           |            |
| EXPENSES                      |           |            |
| ADMINISTRATIVE EXPENSES       |           |            |
| MANAGEMENT                    | 2,730.30  | 32,963.60  |
| LEGAL-GENERAL                 | 632.50    | 2,547.18   |
| LEGAL-COLLECTION              | 764.03    | 12,876.40  |
| LEGAL COLLECTION-UNREMIB      | 0.00      | -544.03    |
| LIEN FILING                   | 100.00    | 1,500.00   |
| LATE FEE EXPENSE              | 720.00    | 4,895.00   |
| INSURANCE                     | 0.00      | 1,645.00   |
| AUDIT                         | 0.00      | 2,275.00   |
| INCOME TAX                    | 0.00      | 4,881.00   |
| ADMINISTRATIVE EXPENSE        | 317.78    | 6,452.75   |
| POSTAGE                       | 497.69    | 4,759.27   |
| COPIES                        | 802.35    | 2,387.80   |
| NEWSLETTER                    | 1,200.00  | 11,561.01  |
| BANK CHARGES                  | 75.00     | 515.00     |
| DONATIONS                     | 0.00      | 910.50     |
| SOCIAL                        | 7,162.00  | 19,585.34  |
| BAD DEBT EXPENSE              | 0.00      | 2,246.27   |
| COVENANT COMMITTEE            | 0.00      | 0.00       |
| COVENANT PATROL               | 1,050.00  | 11,945.00  |
| DESIGN REVIEW COMMITTEE       | 0.00      | 0.00       |
| COMMON AREA                   | 0.00      | 4,284.38   |
| SAFETY COMMITTEE              | 0.00      | 0.00       |
| FINANCE COMMITTEE             | 0.00      | 0.00       |
| MISCELLANEOUS EXPENSE         | 508.44    | 2,544.74   |
| TOTAL ADMINISTRATIVE EXPENSES | 16,560.09 | 130,231.21 |
| BUILDING MAINTENANCE          |           |            |
| LIGHTING                      | 1,972.40  | 11,782.40  |
| TOTAL BUILDING MAINTENANCE    | 1,972.40  | 11,782.40  |
| GROUNDS MAINTENANCE           |           |            |
| GROUNDS / COMMON AREA         | 0.00      | 810.00     |
| LANDSCAPE CONTRACT            | 0.00      | 26,009.59  |
| SPRINKLER REPAIRS             | 0.00      | 17,067.69  |
| TRACH REMOVAL                 | 10 000 00 | 111,001.00 |

10,099.80

111,112.80

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 12/31/2009 Level of Detail - Account

DAALPITEL HEROLD
PREPARED BY
THAMMS THAMMAGEMENT, INC.

| Account                      | Dec Act            | YTD Actual |
|------------------------------|--------------------|------------|
| SNOW REMOVAL                 | 2,201.00           | 6,167.50   |
| TOTAL GROUNDS MAINTENANCE    | 12,300.80          | 161,167.58 |
| UTILITIES                    |                    |            |
| GAS & ELECTRICITY            | 103.56             | 1,629.64   |
| WATER & SEWER                | 2,313.33           | 24,115.25  |
| TOTAL UTILITIES              | 2,416.89           | 25,744.89  |
| RESERVE ADDITIONS            |                    |            |
| TRANSFERS TO RESERVES        | 0.00               | 2,180.00   |
| TOTAL RESERVE ADDITIONS      | 0.00               | 2,180.00   |
| TOTAL EXPENSES               | 33,250.18          | 331,106.08 |
| NET OPERATING INCOME         | -29,050.36         | 12,609.27  |
| RESERVE REVENUE              | 100/00/00/00/00/00 |            |
| RESERVE REVENUE              |                    |            |
| INTEREST - RESERVES          | 819.06             | 7,250.95   |
| RESERVES TRANSFER - CLEARING | 0.00               | 2,180.00   |
| TOTAL RESERVE REVENUE        | 819.06             | 9,430.95   |
| TOTAL RESERVE REVENUE        | 819.06             | 9,430.95   |
| RESERVE EXPENSES             | -                  |            |
| RESERVE EXPENSES             |                    |            |
| RESERVE EXPENSE-PROFESSIONAL | 0.00               | 625.00     |
| RESERVE EXPENSE-FENCE        | 0.00               | 14,755.35  |
| RESERVE EXPENSE-COMMON AREA  | 0.00               | 8,724.54   |
| TOTAL RESERVE EXPENSES       | 0.00               | 24,104.89  |
| TOTAL RESERVE EXPENSES       | 0.00               | 24,104.89  |
| NET INCOME                   | -28,231.30         | -2,064.67  |

#### Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 11/30/2009

Budget Variance Report
UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

Budget Variance Report
For Period Ending 11/30/200
Level of Detail - Account

| RSMITH N<br>Nov Act | Nov Bud | Nov Var | Account                       | YTD Actual | YTD Budget | YTD Var | Tot Budge |
|---------------------|---------|---------|-------------------------------|------------|------------|---------|-----------|
|                     |         |         | REVENUE                       | · -        |            |         |           |
|                     |         |         | INCOME                        |            |            |         |           |
| 0                   | 0       | 0       | ASSESSMENTS                   | 307,781    | 307,200    | 581     | 307,20    |
| 0                   | 0       | 0       | OTHER INCOME                  | 3,401      | . 0        | 3,401   | · · · ·   |
| 700                 | 833     | -133    | LATE FEES INCOME              | 9,227      | 9,163      | 64      |           |
| 0                   | 500     | -500    | LEGAL FEES-COLLECTION INCOME  | 9,590      | 5,500      | 4,090   |           |
| 125                 | 0       | 125     | FINES/VIOLATIONS INCOME       | 1,775      | 0          | 1,775   |           |
| 100                 | 0       | 100     | LIEN FILING FEE               | 1,500      | 0          | 1,500   |           |
| 3,207               | 42      | 3,165   | SOCIAL INCOME                 | 3,207      | 458        | 2,749   | 50        |
| 175                 | 84      | 91      | NEWSLETTER REVENUE            | 3,035      | 916        | 2,119   | 1,00      |
| 4,307               | 1,459   | 2,848   | TOTAL INCOME                  | 339,516    | 323,237    | 16,279  | 324,70    |
| 1                   |         |         |                               |            |            | 10,213  | 324,700   |
| 4,307               | 1,459   | 2,848   | TOTAL REVENUE                 | 339,516    | 323,237    | 16,279  | 324,700   |
|                     |         |         | EXPENSES                      |            |            |         |           |
|                     |         |         | ADMINISTRATIVE EXPENSES       |            |            |         |           |
| 2,730               | 2,729   | -1      | MANAGEMENT                    | 30,233     | 30,020     | -213    | 32,750    |
| 83                  | 600     | 517     | LEGAL-GENERAL                 | 1,915      | 6,600      | 4,685   | 7,200     |
| 2,523               | 550     | -1,973  | LEGAL-COLLECTION              | 12,112     |            |         |           |
| 0                   | 0       | 0       | LEGAL COLLECTION-UNREMIB      | -544       | 6,050      | -6,062  | 6,600     |
| 0                   | 0       | 0       | LIEN FILING                   |            | 0          | 544     | (         |
| 195                 | 454     | 259     |                               | 1,400      | 0          | -1,400  | (         |
|                     |         |         | LATE FEE EXPENSE              | 4,175      | 4,986      | 811     | 5,440     |
| 0                   | 1,800   | 1,800   | INSURANCE                     | 1,645      | 1,800      | 155     | 1,800     |
| 0                   | 0       | 0       | AUDIT                         | 2,275      | 2,050      | -225    | 2,050     |
| 0                   | 0       | 0       | INCOME TAX                    | 4,881      | 8,400      | 3,519   | 8,400     |
| 128                 | 650     | 522     | ADMINISTRATIVE EXPENSE        | 6,135      | 7,150      | 1,015   | 7,800     |
| 103                 | 708     | 605     | POSTAGE                       | 4,262      | 7,782      | 3,520   | 8,490     |
| 99                  | 191     | 92      | COPIES                        | 1,585      | 2,149      | 564     | 2,345     |
| 0                   | 0       | 0       | NEWSLETTER                    | 10,361     | 10,000     | -361    | 12,000    |
| 55                  | 0       | -55     | BANK CHARGES                  | 440        | 0          | -440    | 0         |
| 0                   | 0       | 0       | DONATIONS                     | 911        | 0          | -911    | C         |
| , o                 | 1,000   | 1,000   | SOCIAL                        | 12,423     | 11,000     | -1,423  | 12,000    |
| 100                 | 0       | -100    | BAD DEBT EXPENSE              | 2,246      | 0          | -2,246  |           |
| 0                   | 83      | 83      | COVENANT COMMITTEE            | . 0        | 916        | 916     | 1,000     |
| 900                 | 900     | 0       | COVENANT PATROL               | 10,895     | 9,900      | -995    | 10,800    |
| 0                   | 83      | 83      | DESIGN REVIEW COMMITTEE       | 0          | 916        | 916     | 1,000     |
| 0                   | 1,000   | 1,000   | COMMON AREA                   | 4,284      | 11,000     | 6,716   | 12,000    |
| 0                   | 83      | 83      | SAFETY COMMITTEE              | . 0        | 916        | 916     | 1,000     |
| 0                   | 83      | 83      | FINANCE COMMITTEE             | 0          | 916        | 916     | 1,000     |
| 98                  | 50      | -48     | MISCELLANEOUS EXPENSE         | 2,036      | 900        | -1,136  | 1,000     |
| 7,014               | 10,964  | 3,950   | TOTAL ADMINISTRATIVE EXPENSES | 113,670    | 123,451    | 9,781   | 134,675   |
|                     |         |         | B.I.I. B.N.G. 41-11-1-1-1-1-1 |            |            |         |           |
| _                   | _       | _       | BUILDING MAINTENANCE          |            |            | •       |           |
|                     | 0       | 0       | LIGHTING                      | 9,810      | 0          | -9,810  | 0         |
| 0                   | 0       | 0       | TOTAL BUILDING MAINTENANCE    | 9,810      | 0          | -9,810  | 0         |
| _                   |         |         | GROUNDS MAINTENANCE           |            |            |         |           |
| 0                   | 0       | 0       | GROUNDS / COMMON AREA         | 810        | 0          | -810    | C         |
| 8,490               | 2,538   | -5,952  | LANDSCAPE CONTRACT            | 26,010     | 27,912     | 1,902   | 30,449    |
| 1,071               | 0       | -1,071  | SPRINKLER REPAIRS             | 17,068     | 4,000      | -13,068 | 4,000     |
| 1,011               |         |         |                               |            |            |         | 1,000     |

### 12/02/2009AUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 11/30/2009 Level of Detail - Account

| Nov Act | Nov Bud | Nov Var     | Account                      | YTD Actual    | YTD Budget | YTD Var     | Tot Budget  |
|---------|---------|-------------|------------------------------|---------------|------------|-------------|-------------|
| 0       | 2,000   | 2,000       | SNOW REMOVAL                 | 3,967         | 10,000     | 6,033       | 12,000      |
| 9,561   | 14,171  | 4,610       | TOTAL GROUNDS MAINTENANCE    | 148,868       | 147,875    | -993        | 162,045     |
|         |         |             | UTILITIES                    |               |            |             |             |
| 0       | 150     | 150         | GAS & ELECTRICITY            | 1,526         | 1,650      | 124         | 1,800       |
| 0       | 2,000   | 2,000       | WATER & SEWER                | 21,802        | 22,000     | 198         | 24,000      |
| 0       | 2,150   | 2,150       | TOTAL UTILITIES              | 23,328        | 23,650     | 322         | 25,800      |
|         |         |             | RESERVE ADDITIONS            |               |            |             |             |
| 0       | 0       | 0           | TRANSFERS TO RESERVES        | 2,180         | 2,180      | 0           | 2,180       |
| 0       | 0       | 0           | TOTAL RESERVE ADDITIONS      | 2,180         | 2,180      | 0           | 2,180       |
| 16,575  | 27,285  | 10,710      | TOTAL EXPENSES               | 297,856       | 297,156    | -700        | 324,700     |
| -12,268 | -25,826 | 13,558      | NET OPERATING INCOME         | 41,660        | 26,081     | 15,579      | 0           |
|         |         | <u> </u>    | RESERVE REVENUE              | <del></del> : | -          |             |             |
|         |         |             | RESERVE REVENUE              |               |            |             |             |
| 427     | 0       | 427         | INTEREST - RESERVES          | 6,432         | 0          | 6,432       | 0           |
| 0       | 0       | 0           | RESERVES TRANSFER - CLEARING | 2,180         | 0          | 2,180       | 0           |
| 427     | 0       | 427         | TOTAL RESERVE REVENUE        | 8,612         | 0          | 8,612       | 0           |
| 427     | 0       | 427         | TOTAL RESERVE REVENUE        | 8,612         | 0          | 8,612       | 0           |
|         |         | <del></del> | RESERVE EXPENSES             |               | -          | <del></del> | <del></del> |
|         |         |             | RESERVE EXPENSES             |               |            |             |             |
| 0       | 0       | 0           | RESERVE EXPENSE-PROFESSIONAL | 625           | 0          | -625        | 0           |
| 0       | 0       | 0           |                              | 14,755        | 0          | -14,755     | 0           |
| 0       | 0       | 0           |                              | 8,725         | 0          | -8,725      | 0           |
| 0       | 0       | 0           | TOTAL RESERVE EXPENSES       | 24,105        | 0          | -24,105     | 0           |
| 0       | 0       | 0           | TOTAL RESERVE EXPENSES       | 24,105        | 0          | -24,105     | 0           |
| -11,841 | -25,826 | 42.005      | NET INCOME                   | 26,167        | 26,081     | 86          | 0           |

### Trailmark Homeowners Association, Inc. BALANCE SHEET

#### For Period Ending 11/30/2009 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

| Account                                 | As Of 11/30/2009 |   |
|---|------------------|---|
| ASSETS                                  |                  |   |
|   |                  |   |
| CURRENT ASSETS                          |                  |   |
| OPERATING CHECKING - US BANK            | 36,568.51        |   |
| RESERVES-1ST BANK # 0625                | 89,766.29        |   |
| RESERVES-1ST BANK # 3013                | 86,110.67        |   |
| RESERVES-1ST BANK # 0162                | 88,103.37        |   |
| RESERVES-1ST BANK # 1737                | 84,199.43        |   |
| RESERVES-1ST BANK # 6659                | 85,275.33        |   |
| RESERVES-1ST BANK # 8835                | 86,366.91        |   |
| RESERVES-1ST BANK #8520                 | 8,188.29         |   |
| ACCOUNTS RECEIVABLE                     | 23,612.19        |   |
| ALLOWANCE FOR DOUBTFUL ACCT             | (4,500.00)       |   |
| TOTAL CURRENT ASSETS                    | 583,690.99       |   |
| OTHER AGGETS                            |                  |   |
| OTHER ASSETS                            |                  |   |
| PREPAID EXPENSES                        | 1,195.00         |   |
| DEPOSITS                                | 50.00            |   |
| TOTAL OTHER ASSETS                      | 1,245.00         |   |
| TOTAL ASSETS                            | 584,935.99       |   |
|   |                  |   |
| LIABILITIES                             |                  |   |
|   |                  |   |
| CURRENT LIABILITIES                     |                  |   |
| ACCOUNTS PAYABLE                        | 9,365.90         |   |
| PREPAID ASSESSMENTS                     | 4,169.92         |   |
| OTHER PAYABLES - GREAT COLORADO PAYBACK | (508.44)         |   |
| INCOME TAX PAYABLE                      | 2,881.00         |   |
| TOTAL CURRENT LIABILITIES               | 15,908.38        |   |
|   |                  |   |
| TOTAL LIABILITIES                       | 15,908.38        |   |
|   |                  |   |
| EQUITY                                  |                  |   |
| CAPITAL                                 |                  |   |
| FUND BALANCE RETAINED                   | 418,887.98       |   |
| WORKING CAPITAL FUND                    | 29,342.00        |   |
| REPLACEMENT FUND EQUITY                 | 94,631.00        |   |
|   |                  |   |
| TOTAL CAPITAL                           | 542,860.98       |   |
| Current Year Net Income                 | 26,166.63        | • |
| TOTAL EQUITY                            | 569,027.61       |   |
|   |                  |   |
| TOTAL LIABILITIES & EQUITY              | 584,935.99       |   |
|   |                  |   |

### Trailmark Homeowners Association, Inc. Income Statement

#### For Period Ending 11/30/2009 Level of Detail - Account

## UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

| ENT, INC                           |                                       |            |  |
|------------------------------------|---------------------------------------|------------|--|
| Account                            | Nov Act                               | YTD Actual |  |
| REVENUE                            |                                       |            |  |
| INICOME                            |                                       |            |  |
| INCOME                             | 0.00                                  | 007.704.4  |  |
| ASSESSMENTS                        | 0.00                                  | 307,781.47 |  |
| OTHER INCOME                       | 0.00                                  | 3,400.52   |  |
| LATE FEES INCOME                   | 700.46                                | 9,227.17   |  |
| LEGAL FEES-COLLECTION INCOME       | 0.00                                  | 9,589.87   |  |
| FINES/VIOLATIONS INCOME            | 125.00                                | 1,775.00   |  |
| LIEN FILING FEE                    | 100.00                                | 1,500.00   |  |
| SOCIAL INCOME                      | 3,206.50                              | 3,206.50   |  |
| NEWSLETTER REVENUE                 | 175.00                                | 3,035.00   |  |
| TOTAL INCOME                       | 4,306.96                              | 339,515.53 |  |
| TOTAL REVENUE                      | 4,306.96                              | 339,515.53 |  |
| EXPENSES                           | · · · · · · · · · · · · · · · · · · · |            |  |
|                                    |                                       |            |  |
| ADMINISTRATIVE EXPENSES MANAGEMENT | 2,730.30                              | 30,233.30  |  |
| LEGAL-GENERAL                      | 2,730.30<br>82.50                     | · ·        |  |
|                                    |                                       | 1,914.68   |  |
| LEGAL-COLLECTION                   | 2,522.50                              | 12,112.37  |  |
| LEGAL COLLECTION-UNREMIB           | 0.00                                  | -544.03    |  |
| LIEN FILING                        | 0.00                                  | 1,400.00   |  |
| LATE FEE EXPENSE                   | 195.00                                | 4,175.00   |  |
| INSURANCE                          | 0.00                                  | 1,645.00   |  |
| AUDIT                              | 0.00                                  | 2,275.00   |  |
| INCOME TAX                         | 0.00                                  | 4,881.00   |  |
| ADMINISTRATIVE EXPENSE             | 127.96                                | 6,134.97   |  |
| POSTAGE                            | 103.19                                | 4,261.58   |  |
| COPIES                             | 98.85                                 | 1,585.45   |  |
| NEWSLETTER                         | 0.00                                  | 10,361.01  |  |
| BANK CHARGES                       | 55.00                                 | 440.00     |  |
| DONATIONS                          | 0.00                                  | 910.50     |  |
| SOCIAL                             | 0.00                                  | 12,423.34  |  |
| BAD DEBT EXPENSE                   | 100.00                                | 2,246.27   |  |
| COVENANT COMMITTEE                 | 0.00                                  | 0.00       |  |
| COVENANT PATROL                    | 900.00                                | 10,895.00  |  |
| DESIGN REVIEW COMMITTEE            | 0.00                                  | 0.00       |  |
| COMMON AREA                        | 0.00                                  | 4,284.38   |  |
| SAFETY COMMITTEE                   |                                       |            |  |
|                                    | 0.00                                  | 0.00       |  |
| FINANCE COMMITTEE                  | 0.00                                  | 0.00       |  |
| MISCELLANEOUS EXPENSE              | 97.93                                 | 2,036.30   |  |
| TOTAL ADMINISTRATIVE EXPENSES      | 7,013.23                              | 113,671.12 |  |
| BUILDING MAINTENANCE               |                                       |            |  |
| LIGHTING                           | 0.00                                  | 9,810.00   |  |
| TOTAL BUILDING MAINTENANCE         | 0.00                                  | 9,810.00   |  |
| GROUNDS MAINTENANCE                |                                       |            |  |
| GROUNDS / COMMON AREA              | 0.00                                  | 810.00     |  |
| LANDSCAPE CONTRACT                 | 8,489.80                              | 26,009.59  |  |
| SPRINKLER REPAIRS                  | 1,070.88                              | 17,067.69  |  |
| TDACH DEMOVAL                      | 0.00                                  | 101 012 00 |  |

0.00

101,013.00

TRASH REMOVAL

### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 11/30/2009

#### or Period Ending 11/30/200 Level of Detail - Account

| UNAUDITED REPORT            |
|-----------------------------|
| PREPARED BY                 |
| HAMMERSMITH MANAGEMENT, INC |

| Account                      | Nov Act        | YTD Actual |  |
|------------------------------|----------------|------------|--|
| SNOW REMOVAL                 | 0.00           | 3,966.50   |  |
| TOTAL GROUNDS MAINTENANCE    | 9,560.68       | 148,866.78 |  |
| UTILITIES                    |                |            |  |
| GAS & ELECTRICITY            | 0.00           | 1,526.08   |  |
| WATER & SEWER                | 0.00           | 21,801.92  |  |
| TOTAL UTILITIES              | 0.00           | 23,328.00  |  |
| RESERVE ADDITIONS            |                |            |  |
| TRANSFERS TO RESERVES        | 0.00           | 2,180.00   |  |
| TOTAL RESERVE ADDITIONS      | 0.00           | 2,180.00   |  |
| TOTAL EXPENSES               | 16,573.91      | 297,855.90 |  |
| NET OPERATING INCOME         | -12,266.95     | 41,659.63  |  |
| RESERVE REVENUE              |                |            |  |
| DECEDIE DEVENUE              |                |            |  |
| RESERVE REVENUE              | 4077.44        |            |  |
| INTEREST - RESERVES          | 427.44         | 6,431.89   |  |
| RESERVES TRANSFER - CLEARING | 0.00           | 2,180.00   |  |
| TOTAL RESERVE REVENUE        | 427.44         | 8,611.89   |  |
| TOTAL RESERVE REVENUE        | 427.44         | 8,611.89   |  |
| RESERVE EXPENSES             |                |            |  |
|                              |                |            |  |
| RESERVE EXPENSES             |                |            |  |
| RESERVE EXPENSE-PROFESSIONA  |                | 625.00     |  |
| RESERVE EXPENSE-FENCE        | 0.00           | 14,755.35  |  |
| RESERVE EXPENSE-COMMON ARE   | A 0.00         | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 0.00           | 24,104.89  |  |
| TOTAL RESERVE EXPENSES       | 0.00           | 24,104.89  |  |
| NET INCOME                   | 44 000 54      | 00.400.00  |  |
| MET HACCIME                  | -11,839.51<br> | 26,166.63  |  |
|                              |                |            |  |

#### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 10/31/2009 Level of Detail - Account

| UNAUDITED REPORT            |
|-----------------------------|
| PREPARED BY                 |
| HAMMERSMITH MANAGEMENT, INC |

| MMEH | ISMITH MA | Oct Bud | Oct Var     | Account                       | YTD Actual | YTD Budget | YTD Var          | Tot Budget |
|------|-----------|---------|-------------|-------------------------------|------------|------------|------------------|------------|
|      |           |         |             | REVENUE                       |            |            |                  |            |
|      |           |         |             |                               |            |            |                  |            |
|      |           |         |             | INCOME                        |            |            |                  |            |
|      | 76,800    | 76,800  | 0           | ASSESSMENTS                   | 307,781    | 307,200    | 581              | •          |
|      | 0         | 0       | 0           | OTHER INCOME                  | 3,401      | 0          | 3,401            |            |
|      | 1,345     | 833     | 512         | LATE FEES INCOME              | 8,527      | 8,330      | 197              | 10,000     |
|      | 1,015     | 500     | 515         | LEGAL FEES-COLLECTION INCOME  | 9,590      | 5,000      | 4,590            | 6,000      |
|      | 0         | 0       | 0           | FINES/VIOLATIONS INCOME       | 1,650      | 0          | 1,650            | 0          |
|      | 0         | 0       | 0           | LIEN FILING FEE               | 1,400      | 0          | 1,400            | 0          |
|      | 0         | 42      | -42         | SOCIAL INCOME                 | 0          | 416        | <del>-4</del> 16 | 500        |
|      | 175       | 84      | 91          | NEWSLETTER REVENUE            | 2,860      | 832        | 2,028            | 1,000      |
| -    | 79,335    | 78,259  | 1,076       | TOTAL INCOME                  | 335,209    | 321,778    | 13,431           | 324,700    |
|      | 79,335    | 78,259  | 1,076       | TOTAL REVENUE                 | 335,209    | 321,778    | 13,431           | 324,700    |
| =    |           |         | <del></del> |                               |            |            |                  |            |
|      |           |         |             | EXPENSES                      |            |            |                  |            |
|      |           |         |             | ADMINISTRATIVE EXPENSES       |            |            |                  |            |
|      | 2,730     | 2,729   | -1          | MANAGEMENT                    | 27,503     | 27,291     | -212             | 32,750     |
|      | 138       | 600     | 462         | LEGAL-GENERAL                 | 1,832      | 6,000      | 4,168            |            |
|      | 1,015     | 550     | -465        | LEGAL-COLLECTION              | 9,590      | 5,500      | -4,090           |            |
|      | -544      | 0       | 544         | LEGAL COLLECTION-UNREMIB      | -544       | 0          | 544              |            |
|      | 0         | 0       | 0           | LIEN FILING                   | 1,400      | 0          | -1,400           |            |
|      |           |         |             | LATE FEE EXPENSE              |            |            |                  |            |
|      | 750       | 450     | -300        |                               | 3,980      | 4,532      | 552              | •          |
|      | 1,645     | 0       | -1,645      | INSURANCE                     | 1,645      | 0.         | -1,645           |            |
|      | 0         | 0       | 0           | AUDIT                         | 2,275      | 2,050      | -225             | •          |
|      | 0         | 0       | 0           | INCOME TAX                    | 4,881      | 8,400      | 3,519            | •          |
|      | 940       | 650     | -290        | ADMINISTRATIVE EXPENSE        | 6,007      | 6,500      | 493              | 7,800      |
|      | 594       | 708     | 114         | POSTAGE                       | 4,158      | 7,074      | 2,916            | 8,490      |
|      | 323       | 194     | -129        | COPIES                        | 1,487      | 1,958      | 471              | 2,345      |
|      | 1,005     | 2,000   | 995         | NEWSLETTER                    | 10,361     | 10,000     | -361             | 12,000     |
|      | 35        | 0       | -35         | BANK CHARGES                  | 385        | 0          | -385             | 0          |
|      | 911       | 0       | -911        | DONATIONS                     | 911        | 0          | -911             | 0          |
|      | 1,051     | 1,000   | -51         | SOCIAL                        | 12,423     | 10,000     | -2,423           |            |
|      | 320       | 0       | -320        | BAD DEBT EXPENSE              | 2,146      | 0          | -2,146           | ·          |
|      |           |         | 83          | COVENANT COMMITTEE            | 2,140      | 833        | 833              |            |
|      | 0         | 83      |             |                               |            |            |                  |            |
|      | 1,125     | 900     | -225        | COVENANT PATROL               | 9,995      | 9,000      | -995             | -          |
|      | 0         | 83      | 83          | DESIGN REVIEW COMMITTEE       | 0          | 833        | 833              | •          |
|      | 0         | 1,000   | 1,000       | COMMON AREA                   | 4,284      | 10,000     | 5,716            |            |
|      | 0         | 84      | 84          | SAFETY COMMITTEE              | 0          | 833        | 833              | •          |
|      | 0         | 83      | 83          | FINANCE COMMITTEE             | 0          | 833        | 833              | 1,000      |
|      | 1,600     | 100     | -1,500      | MISCELLANEOUS EXPENSE         | 1,938      | 850        | -1,088           | 1,000      |
|      | 13,638    | 11,214  | -2,424      | TOTAL ADMINISTRATIVE EXPENSES | 106,657    | 112,487    | 5,830            | 134,675    |
|      |           |         |             | BUILDING MAINTENANCE          |            |            |                  |            |
|      | 2,770     | 0       | -2,770      | LIGHTING                      | 9,810      | 0          | -9,810           | 0          |
| -    | 2,770     | 0       | -2,770      | TOTAL BUILDING MAINTENANCE    | 9,810      | 0          | -9,810           | 0          |
|      |           |         |             | GROUNDS MAINTENANCE           |            |            |                  |            |
|      | 0         | 0       | 0           | GROUNDS / COMMON AREA         | 810        | 0          | -810             | 0          |
|      | 1,636     | 2,538   | 902         | LANDSCAPE CONTRACT            | 17,520     |            | 7,854            |            |
|      |           | 2,556   | -1,322      | SPRINKLER REPAIRS             | 15,997     |            | -11,997          |            |
|      | 1,322     |         |             |                               |            |            |                  |            |
|      | 9,831     | 9,633   | -198        | TRASH REMOVAL                 | 101,013    | 96,330     | -4,683           | 115,596    |

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 10/31/2009 Level of Detail - Account

| Oct Act                               | Oct Bud | Oct Var | Account                      | YTD Actual | YTD Budget | YTD Var  | Tot Budget |
|---------------------------------------|---------|---------|------------------------------|------------|------------|----------|------------|
| 0                                     | 0       | Ô       | SNOW REMOVAL                 | 3,967      | 8,000      | 4,033    | 12,000     |
| 12,789                                | 12,171  | -618    | TOTAL GROUNDS MAINTENANCE    | 139,307    | 133,704    | -5,603   | 162,045    |
|                                       |         |         | UTILITIES                    |            |            |          |            |
| 127                                   | 150     | 23      | GAS & ELECTRICITY            | 1,526      | 1,500      | -26      | 1,800      |
| 4,259                                 | 2,000   | -2,259  | WATER & SEWER                | 21,802     | 20,000     | -1,802   |            |
| 4,386                                 | 2,150   | -2,236  | TOTAL UTILITIES              | 23,328     | 21,500     | -1,828   | 25,800     |
|                                       |         |         | RESERVE ADDITIONS            |            |            |          |            |
| 0                                     | 0       | 0       | TRANSFERS TO RESERVES        | 2,180      | 2,180      | 0        | 2,180      |
| 0                                     | 0       | 0       | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180      | 0        | 2,180      |
| 33,583                                | 25,535  | -8,048  | TOTAL EXPENSES               | 281,282    | 269,871    | -11,411  | 324,700    |
| 45,752                                | 52,724  | -6,972  | NET OPERATING INCOME         | 53,927     | 51,907     | 2,020    | 0          |
|                                       | ·       |         | RESERVE REVENUE              |            |            | <u> </u> |            |
|                                       |         |         | RESERVE REVENUE              |            |            |          |            |
| 440                                   | 0       | 440     | INTEREST - RESERVES          | 6,004      | 0          | 6,004    | C          |
| 0                                     | 0       | 0       | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180    | (          |
| 440                                   | 0       | 440     | TOTAL RESERVE REVENUE        | 8,184      | 0          | 8,184    |            |
| 440                                   | 0       | 440     | TOTAL RESERVE REVENUE        | 8,184      | 0          | 8,184    | O          |
| · · · · · · · · · · · · · · · · · · · |         |         | RESERVE EXPENSES             |            |            |          |            |
|                                       |         |         | RESERVE EXPENSES             |            |            |          |            |
| 0                                     | 0       | 0       | RESERVE EXPENSE-PROFESSIONAL | 625        | 0          | -625     | 0          |
| 14,755                                | ٠0      | -14,755 |                              | 14,755     | 0          | -14,755  | C          |
| 0                                     | 0       | 0       | RESERVE EXPENSE-COMMON AREA  | 8,725      | 0          | -8,725   | 0          |
| 14,755                                | 0       | -14,755 | TOTAL RESERVE EXPENSES       | 24,105     | 0          | -24,105  | 0          |
| 14,755                                | 0       | -14,755 | TOTAL RESERVE EXPENSES       | 24,105     | 0          | -24,105  | o          |
| 31,437                                | 52,724  | 24 207  | NET INCOME                   | 38,006     | 51,907     | -13,901  |            |

### Trailmark Homeowners Association, Inc. BALANCE SHEET

#### For Period Ending 10/31/2009 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

Level of Detail - Account

| MMERSMITH MANAGEMENT, INC Account       | As Of 10/31/2009  |
|---|-------------------|
| ,                                       |                   |
| CURRENT ASSETS                          |                   |
| OPERATING CHECKING - US BANK            | 45,338.60         |
| RESERVES-1ST BANK # 0625                | 89,692.94         |
| RESERVES-1ST BANK # 3013                | 86,040.31         |
| RESERVES-1ST BANK # 0162                | 88,031.38         |
| RESERVES-1ST BANK # 1737                | 84,130.63         |
| RESERVES-1ST BANK # 6659                | 85,205.65         |
| RESERVES-1ST BANK # 8835                | 86,296.34         |
| RESERVES-1ST BANK #8520                 | 8,205.60          |
| ACCOUNTS RECEIVABLE                     | 27,305.07         |
| ALLOWANCE FOR DOUBTFUL ACCT             | (4,500.00)        |
| TOTAL CURRENT ASSETS                    | 595,746.52        |
|   | 333,7 13132       |
| OTHER ASSETS PREPAID EXPENSES           | 1,195.00          |
| DEPOSITS                                | 1,195.00<br>50.00 |
| DEFOSITS                                |                   |
| TOTAL OTHER ASSETS                      | 1,245.00          |
| OTAL ASSETS                             | 596,991.52        |
| ABILITIES                               |                   |
| CURRENT LIABILITIES                     |                   |
| ACCOUNTS PAYABLE                        | 11,666.00         |
| PREPAID ASSESSMENTS                     | 2,149.84          |
| OTHER PAYABLES - GREAT COLORADO PAYBACK | (508.44)          |
| NCOME TAX PAYABLE                       | 2,881.00          |
| TOTAL CURRENT LIABILITIES               | 16,188.40         |
| OTAL LIADULTICS                         | 40 400 40         |
| OTAL LIABILITIES                        | 16,188.40         |
| QUITY                                   |                   |
| CAPITAL                                 |                   |
| FUND BALANCE RETAINED                   | 418,887.98        |
| WORKING CAPITAL FUND                    | 29,278.00         |
| REPLACEMENT FUND EQUITY                 | 94,631.00         |
| TOTAL CAPITAL                           | 542,796.98        |
|   |                   |
| urrent Year Net Income                  | 38,006.14         |
| OTAL EQUITY                             | 580,803.12        |
| DTALLIADUSTICO & FOLIETA                |                   |
| TAL LIABILITIES & EQUITY                | 596,991.52        |
|   |                   |

### Trailmark Homeowners Association, Inc.

### Income Statement For Period Ending 10/31/2009 Level of Detail - Account

| UNAUDITED REPORT            |
|-----------------------------|
| PREPARED BY                 |
| HAMMERSMITH MANAGEMENT, INC |

| Account                       | Oct Act   | YTD Actual |   |
|-------------------------------|-----------|------------|---|
| REVENUE                       |           |            | _ |
| INCOME                        |           |            |   |
| ASSESSMENTS                   | 76,800.00 | 307,781.47 |   |
| OTHER INCOME                  | 0.00      | 3,400.52   |   |
| LATE FEES INCOME              | 1,345.07  | 8,526.71   |   |
| LEGAL FEES-COLLECTION INCOME  | 1,015.00  | 9,589.87   |   |
| FINES/VIOLATIONS INCOME       | 0.00      | 1,650.00   |   |
| LIEN FILING FEE               | 0.00      | 1,400.00   |   |
| SOCIAL INCOME                 | 0.00      | 0.00       |   |
| NEWSLETTER REVENUE            | 175.00    | 2,860.00   |   |
| TOTAL INCOME                  | 79,335.07 | 335,208.57 |   |
| TOTAL REVENUE                 | 79,335.07 | 335,208.57 |   |
| TOTAL NEVENOL                 |           |            |   |
| EXPENSES                      |           |            |   |
| ADMINISTRATIVE EXPENSES       |           |            |   |
| MANAGEMENT                    | 2,730.30  | 27,503.00  |   |
| LEGAL-GENERAL                 | 137.50    | 1,832.18   |   |
| LEGAL-COLLECTION              | 1,015.00  | 9,589.87   |   |
| LEGAL COLLECTION-UNREMIB      | -544.03   | -544.03    |   |
| LIEN FILING                   | 0.00      | 1,400.00   |   |
| LATE FEE EXPENSE              | 750.00    | 3,980.00   |   |
| INSURANCE                     | 1,645.00  | 1,645.00   |   |
| AUDIT                         | 0.00      | 2,275.00   |   |
| INCOME TAX                    | 0.00      | 4,881.00   |   |
| ADMINISTRATIVE EXPENSE        | 940.49    | 6,007.01   |   |
| POSTAGE                       | 593.95    | 4,158.39   |   |
| COPIES                        | 323.25    | 1,486.60   |   |
| NEWSLETTER                    | 1,004.82  | 10,361.01  |   |
| BANK CHARGES                  | 35.00     | 385.00     |   |
| DONATIONS                     | 910.50    | 910.50     |   |
| SOCIAL                        | 1,051.00  | 12,423.34  |   |
| BAD DEBT EXPENSE              | 320.32    | 2,146.27   |   |
| COVENANT COMMITTEE            | 0.00      | 0.00       |   |
| COVENANT PATROL               | 1,125.00  | 9,995.00   |   |
| DESIGN REVIEW COMMITTEE       | 0.00      | 0.00       |   |
| COMMON AREA                   | 0.00      | 4,284.38   |   |
| SAFETY COMMITTEE              | 0.00      | 0.00       |   |
| FINANCE COMMITTEE             | 0.00      | 0.00       |   |
| MISCELLANEOUS EXPENSE         | 1,600.00  | 1,938.37   |   |
| TOTAL ADMINISTRATIVE EXPENSES | 13,638.10 | 106,657.89 |   |
| BUILDING MAINTENANCE          |           |            |   |
| LIGHTING                      | 2,770.00  | 9,810.00   |   |
| TOTAL BUILDING MAINTENANCE    | 2,770.00  | 9,810.00   |   |
| GROUNDS MAINTENANCE           |           |            |   |
| GROUNDS / COMMON AREA         | 0.00      | 810.00     |   |
| LANDSCAPE CONTRACT            | 1,636.00  | 17,519.79  |   |
| SPRINKLER REPAIRS             | 1,322.19  | 15,996.81  |   |
| TRASH REMOVAL                 | 9,831.01  | 101,013.00 |   |

#### Trailmark Homeowners Association, Inc. UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC **Income Statement** For Period Ending 10/31/2009

Level of Detail - Account

| Account                      | Oct Act   | YTD Actual |  |
|------------------------------|-----------|------------|--|
| SNOW REMOVAL                 | 0.00      | 3,966.50   |  |
| TOTAL GROUNDS MAINTENANCE    | 12,789.20 | 139,306.10 |  |
| UTILITIES                    |           |            |  |
| GAS & ELECTRICITY            | 127.09    | 1,526.08   |  |
| WATER & SEWER                | 4,258.92  | 21,801.92  |  |
| TOTAL UTILITIES              | 4,386.01  | 23,328.00  |  |
| RESERVE ADDITIONS            |           |            |  |
| TRANSFERS TO RESERVES        | 0.00      | 2,180.00   |  |
| TOTAL RESERVE ADDITIONS      | 0.00      | 2,180.00   |  |
| TOTAL EXPENSES               | 33,583.31 | 281,281.99 |  |
| NET OPERATING INCOME         | 45,751.76 | 53,926.58  |  |
| RESERVE REVENUE              |           |            |  |
| RESERVE REVENUE              |           |            |  |
| INTEREST - RESERVES          | 440.37    | 6,004.45   |  |
| RESERVES TRANSFER - CLEARING | 0.00      | 2,180.00   |  |
| TOTAL RESERVE REVENUE        | 440.37    | 8,184.45   |  |
| TOTAL RESERVE REVENUE        | 440.37    | 8,184.45   |  |
| RESERVE EXPENSES             |           |            |  |
| RESERVE EXPENSES             |           |            |  |
| RESERVE EXPENSE-PROFESSIONAL | 0.00      | 625.00     |  |
| RESERVE EXPENSE-FENCE        | 14,755.35 | 14,755.35  |  |
| RESERVE EXPENSE-COMMON AREA  | 0.00      | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 14,755.35 | 24,104.89  |  |
| TOTAL RESERVE EXPENSES       | 14,755.35 | 24,104.89  |  |
| NET INCOME                   | 31,436.78 | 38,006.14  |  |

#### Trailmark Homeowners Association, Inc.

#### Budget Variance Report For Period Ending 09/30/2009 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

| p Act S     | Sep Bud    | Sep Var  | Account                                 | YTD Actual | YTD Budget | YTD Var     | Tot Budget |
|-------------|------------|----------|---|------------|------------|-------------|------------|
|             |            |          | REVENUE                                 |            |            |             |            |
|             |            |          | INCOME                                  |            |            |             |            |
| 0           | 0          | 0        | ASSESSMENTS                             | 230,981    | 230,400    | 581         | 307,200    |
| 0           | 0          | 0        | OTHER INCOME                            | 3,401      | . 0        | 3,401       |            |
| -200        | 833        | -1,033   | LATE FEES INCOME                        | 7,182      | 7,497      | -315        |            |
| 726         | 500        | 226      | LEGAL FEES-COLLECTION INCOME            | 8,575      | 4,500      | 4,075       |            |
| 250         | 0          | 250      | FINES/VIOLATIONS INCOME                 | 1,650      | 0          | 1,650       |            |
| 0           | 0          | 0        | LIEN FILING FEE                         | 1,400      | 0          | 1,400       |            |
| 0           | 42         | -42      | SOCIAL INCOME                           | 0          | 374        | -374        |            |
| Ō           | 84         | -84      | NEWSLETTER REVENUE                      | 2,685      | 748        | 1,937       |            |
|             | 1,459      | -683     | TOTAL INCOME                            | 255,874    | 243,519    | 12,355      | 324,700    |
|             | 1,455      | -003     | TOTAL INCOME                            | 255,614    | 240,519    | 12,355      | 324,700    |
| 776         | 1,459      | -683     | TOTAL REVENUE                           | 255,874    | 243,519    | 12,355      | 324,700    |
| <del></del> |            |          | EXPENSES                                |            |            |             |            |
|             |            |          | ADMINISTRATIVE EXPENSES                 |            |            |             |            |
| 2,930       | 2,729      | -201     | MANAGEMENT                              | 24,773     | 24,562     | -211        | 32,750     |
| 83          | 600        | 517      | LEGAL-GENERAL                           | 1,695      | 5,400      | 3,705       |            |
| 626         | 550        | -76      | LEGAL-COLLECTION                        | 8,575      | 4,950      | -3,625      |            |
| 400         | 0          | -400     | LIEN FILING                             | 1,400      | 0          | -1,400      |            |
| 770         | 454        | -316     | LATE FEE EXPENSE                        | 3,230      | 4,082      | 852         |            |
| 0           | 0          | 0        | INSURANCE                               | 0          | 0          | 0           | ,          |
| ō           | 0          | 0        | AUDIT                                   | 2,275      | 2,050      | -225        |            |
| 0           | Ō          | 0        | INCOME TAX                              | 4,881      | 8,400      | 3,519       | •          |
| 68          | 650        | 582      | ADMINISTRATIVE EXPENSE                  | 5,067      | 5,850      | 783         |            |
| 100         | 708        | 608      | POSTAGE                                 | 3,564      | 6,366      | 2,802       | •          |
| 132         | 196        | 64       | COPIES                                  | 1,163      | 1,764      | 601         | 2,34       |
| 818         | 0          | -818     | NEWSLETTER                              | 9,356      | 8,000      | -1,356      |            |
| 0           | 0          | 0        | BANK CHARGES                            | 350        | 0,000      | -350        |            |
| 0           |            | 1,000    | SOCIAL                                  | 11,372     | 9,000      |             |            |
| 15          | 1,000<br>0 | -15      | BAD DEBT EXPENSE                        | 1,826      | 9,000      | -2,372      |            |
|             |            |          | COVENANT COMMITTEE                      | 1,020      | 750        | -1,826      |            |
| 0           | 84         | 84       | ¥ = 1 = 1                               |            |            | 750         |            |
| 2,175       | 900        | -1,275   | COVENANT PATROL                         | 8,870      | 8,100      | -770<br>750 | -          |
| 0           | 84         | 84       | DESIGN REVIEW COMMITTEE                 | 0          | 750        | 750         |            |
| 0           | 1,000      | 1,000    | COMMON AREA                             | 4,284      | 9,000      | 4,716       |            |
| 0           | 83         | 83       | SAFETY COMMITTEE                        | 0          | 749        | 749         | -          |
| 0<br>52     | 84<br>50   | 84<br>-2 | FINANCE COMMITTEE MISCELLANEOUS EXPENSE | 0<br>338   | 750<br>750 | 750<br>412  |            |
|             | 9,172      | 1,003    | TOTAL ADMINISTRATIVE EXPENSES           | 93,019     | 101,273    | 8,254       | 134,675    |
|             |            |          | BUILDING MAINTENANCE                    |            |            |             |            |
| 0           | 0          | 0        | LIGHTING                                | 7,040      | 0          | -7,040      | (          |
| 0           | 0          | 0        | TOTAL BUILDING MAINTENANCE              | 7,040      |            | -7,040      | (          |
|             |            |          | GROUNDS MAINTENANCE                     |            |            |             |            |
| 0           | 0          | 0        | GROUNDS / COMMON AREA                   | 810        | 0          | -810        | (          |
| 4,632       | 2,538      | -2,094   | LANDSCAPE CONTRACT                      | 15,884     | 22,836     | 6,952       |            |
| 9,156       | 500        | -8,656   | SPRINKLER REPAIRS                       | 14,675     | 4,000      | -10,675     |            |
| 10,199      | 9,633      | -566     | TRASH REMOVAL                           | 91,182     | 86,697     | -4,485      |            |
| 0,199       | 9,033      | -500     | SNOW REMOVAL                            | 3,967      | 8,000      | 4,033       |            |
|             | U          | U        | SNOW REINDVAL                           | 3,507      | 0,000      | 4.000       | 12.000     |

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 09/30/2009 Level of Detail - Account

| Sep Act | Sep Bud | Sep Var | Account  | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---------|---------|---------|--|------------|------------|---------|------------|
| 23,987  | 12,671  | -11,316 | TOTAL GROUNDS MAINTENANCE  | 126,518    | 121,533    | -4,985  | 162,045    |
|         |         |         | UTILITIES  |            |            |         |            |
| 105     | 150     | 45      |  | 1,399      | 1,350      | -49     | 1,800      |
| 5,456   | 2,000   | -3,456  | WATER & SEWER  | 17,543     | 18,000     | 457     |            |
| 5,561   | 2,150   | -3,411  | TOTAL UTILITIES  | 40.040     | 40.850     |         | 05.000     |
| 5,561   | 2,150   | -3,411  | TOTAL OTILITIES  | 18,942     | 19,350     | 408     | 25,800     |
|         |         |         | RESERVE ADDITIONS  |            |            |         |            |
| 0       | 0       | 0       | TRANSFERS TO RESERVES  | 2,180      | 2,180      | 0       | 2,180      |
|         | 0       | 0       | TOTAL RESERVE ADDITIONS  | 2,180      | 2,180      | 0       | 2,180      |
| n= =4=  | 22 222  | 40 704  | TOTAL EVERYORS   |            |            |         |            |
| 37,717  | 23,993  | -13,724 | TOTAL EXPENSES   | 247,699    | 244,336    | -3,363  | 324,700    |
| -36,941 | -22,534 | -14.407 | NET OPERATING INCOME   | 8,175      | -817       | 8,992   | 0          |
|         |         |         | THE TOTAL PROPERTY OF THE PROP |            |            | 0,332   |            |
|         |         |         | RESERVE REVENUE  |            |            |         |            |
|         |         |         | RESERVE REVENUE  |            |            |         |            |
| 456     | 0       | 456     | INTEREST - RESERVES  | 5,564      | 0          | 5,564   | O          |
| 0       | 0       | 0       | RESERVES TRANSFER - CLEARING   | 2,180      | 0          | 2,180   |            |
| 456     |         | 456     | TOTAL RESERVE REVENUE  | 7,744      | 0          | 7,744   | 0          |
| 456     | 0       | 456     | TOTAL RESERVE REVENUE  | 7,744      | 0          | 7,744   | 0          |
|         |         |         |  |            |            |         |            |
|         |         |         | RESERVE EXPENSES   |            |            |         |            |
|         |         |         | RESERVE EXPENSES   |            |            |         |            |
| 625     | 0       | -625    | RESERVE EXPENSE-PROFESSIONAL   | 625        | 0          | -625    | 0          |
| 0       | 0       | 0       | RESERVE EXPENSE-COMMON AREA  | 8,725      | 0          | -8,725  | 0          |
| 625     | 0       | -625    | TOTAL RESERVE EXPENSES   | 9,350      | 0          | -9,350  | 0          |
| 625     | 0       | -625    | TOTAL RESERVE EXPENSES   | 9,350      | 0          | -9,350  | 0          |
| -37,110 | -22,534 | -14.576 | NET INCOME   | 6,569      | -817       | 7,386   | 0          |
|         |         |         |  |            |            | . ,     |            |
|         |         |         |  |            |            | .,,,,,, |            |

### Trailmark Homeowners Association, Inc. UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

Page

As Of 09/30/2009

#### **BALANCE SHEET**

### For Period Ending 09/30/2009

Level of Detail - Account

Account

| 710004111                    | A3 01 00/00/2000 |  |
|------------------------------|------------------|--|
| ASSETS                       |                  |  |
| OPERATING CHECKING - US BANK | 63,079.82        |  |
| RESERVES-1ST BANK # 0625     | 89,619.65        |  |
| RESERVES-1ST BANK # 3013     | 85,970.00        |  |
| RESERVES-1ST BANK # 0162     | 87,959.45        |  |
| RESERVES-1ST BANK # 1737     | 84,061.88        |  |
| RESERVES-1ST BANK # 6659     | 85,136.03        |  |
| RESERVES-1ST BANK # 8835     | 86,225.82        |  |
| RESERVES-1ST BANK #8520      | 8,189.65         |  |
| ACCOUNTS RECEIVABLE          | 20,908.26        |  |
| ALLOWANCE FOR DOUBTFUL ACCT  | (4,500.00)       |  |
| PREPAID EXPENSES             | 1,195.00         |  |
| DEPOSITS                     | 50.00            |  |
| TOTAL ASSETS                 | 607,895.56       |  |
| LIABILITIES                  |                  |  |
| ACCOUNTS PAYABLE             | 11,666.00        |  |
| PREPAID ASSESSMENTS          | 43,982.22        |  |
| INCOME TAX PAYABLE           | 2,881.00         |  |
| TOTAL LIABILITIES            | 58,529.22        |  |
|                              |                  |  |
| EQUITY                       |                  |  |
| FUND BALANCE RETAINED        | 418,887.98       |  |
| WORKING CAPITAL FUND         | 29,278.00        |  |
| REPLACEMENT FUND EQUITY      | 94,631.00        |  |
| Current Year Net Income      | 6,569.36         |  |
| TOTAL EQUITY                 | 549,366.34       |  |
| TOTAL LIABILITIES & EQUITY   | 607,895.56       |  |
| TOTAL LIADILITIES & EQUIT    | 00.650,100       |  |

#### Page

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 09/30/2009 Level of Detail - Account

| UNAUDITED REPORT            |
|-----------------------------|
| PREPARED BY                 |
| HAMMERSMITH MANAGEMENT, INC |

| -141) IIIQ                    |           |            |
|-------------------------------|-----------|------------|
| Account                       | Sep Act   | YTD Actual |
| REVENUE                       |           |            |
|                               |           |            |
| INCOME                        |           |            |
| ASSESSMENTS                   | 0.00      | 230,981.47 |
| OTHER INCOME                  | 0.00      | 3,400.52   |
| LATE FEES INCOME              | -199.92   | 7,181.64   |
| LEGAL FEES-COLLECTION INCOME  | 725.50    | 8,574.87   |
| FINES/VIOLATIONS INCOME       | 250.00    | 1,650.00   |
| LIEN FILING FEE               | 0.00      | 1,400.00   |
| SOCIAL INCOME                 | 0.00      | 0.00       |
| NEWSLETTER REVENUE            | 0.00      | 2,685.00   |
| TOTAL INCOME                  | 775.58    | 255,873.50 |
| TOTAL REVENUE                 | 775.58    | 255,873.50 |
|                               |           |            |
| EXPENSES                      |           |            |
| ADMINISTRATIVE EXPENSES       | •         |            |
| MANAGEMENT                    | 2,930.30  | 24,772.70  |
| LEGAL-GENERAL                 | 82.50     | 1,694.68   |
| LEGAL-COLLECTION              | 625.50    | 8,574.87   |
| LIEN FILING                   | 400.00    | 1,400.00   |
| LATE FEE EXPENSE              | 770.00    | 3,230.00   |
| INSURANCE                     | 0.00      | 0.00       |
| AUDIT                         | 0.00      | 2,275.00   |
| INCOME TAX                    | 0.00      | 4,881.00   |
| ADMINISTRATIVE EXPENSE        | 67.99     | 5,066.52   |
| POSTAGE                       | 99.97     | 3,564.44   |
| COPIES                        | 132.15    | 1,163.35   |
| NEWSLETTER                    | 817.75    | 9,356.19   |
| BANK CHARGES                  | 0.00      | 350.00     |
| SOCIAL                        | 0.00      | 11,372.34  |
| BAD DEBT EXPENSE              | · 15.00   | 1,825.95   |
| COVENANT COMMITTEE            | 0.00      | 0.00       |
| COVENANT PATROL               | 2,175.00  | 8,870.00   |
| DESIGN REVIEW COMMITTEE       | 0.00      | 0.00       |
| COMMON AREA                   | 0.00      | 4,284.38   |
| SAFETY COMMITTEE              | 0.00      | 0.00       |
| FINANCE COMMITTEE             | • 0.00    | 0.00       |
| MISCELLANEOUS EXPENSE         | 51.99     | 338.37     |
| TOTAL ADMINISTRATIVE EXPENSES | 8,168.15  | 93,019.79  |
| BUILDING MAINTENANCE          |           |            |
| LIGHTING                      | 0.00      | 7.040.00   |
| LIGHTING                      | 0.00      | 7,040.00   |
| TOTAL BUILDING MAINTENANCE    | 0.00      | 7,040.00   |
| GROUNDS MAINTENANCE           |           |            |
| GROUNDS / COMMON AREA         | 0.00      | 810.00     |
| LANDSCAPE CONTRACT            | 4,631.87  | 15,883.79  |
| SPRINKLER REPAIRS             | 9,155.76  | 14,674.62  |
| TRASH REMOVAL                 | 10,198.57 | 91,181.99  |
| SNOW REMOVAL                  | 0.00      | 3,966.50   |
|                               |           |            |

#### Page

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 09/30/2009 Level of Detail - Account

| UNAUDITED REPORT            |  |
|-----------------------------|--|
| PREPARED BY                 |  |
| HAMMERSMITH MANAGEMENT, INC |  |

| IEN I, INC                   |             |            |  |
|------------------------------|-------------|------------|--|
| Account                      | Sep Act     | YTD Actual |  |
| TOTAL GROUNDS MAINTENANCE    | 23,986.20   | 126,516.90 |  |
|                              |             |            |  |
| UTILITIES                    |             |            |  |
| GAS & ELECTRICITY            | 104.85      | 1,398.99   |  |
| WATER & SEWER                | 5,456.05    | 17,543.00  |  |
| TOTAL UTILITIES              | 5,560.90    | 18,941.99  |  |
| RESERVE ADDITIONS            |             |            |  |
| TRANSFERS TO RESERVES        | 0.00        | 2,180.00   |  |
| TO MOTERIA TO TELECTORE      | <b>5.00</b> | 2,700.00   |  |
| TOTAL RESERVE ADDITIONS      | 0.00        | 2,180.00   |  |
| TOTAL EVENNES                | 27 745 25   | 247 000 00 |  |
| TOTAL EXPENSES               | 37,715.25   | 247,698.68 |  |
|                              |             |            |  |
| NET OPERATING INCOME         | -36,939.67  | 8,174.82   |  |
|                              | <del></del> |            |  |
| RESERVE REVENUE              |             |            |  |
|                              |             |            |  |
| RESERVE REVENUE              |             |            |  |
| INTEREST - RESERVES          | 456.11      | 5,564.08   |  |
| RESERVES TRANSFER - CLEARING | 0.00        | 2,180.00   |  |
| TOTAL RESERVE REVENUE        | 456.11      | 7,744.08   |  |
|                              |             |            |  |
| TOTAL RESERVE REVENUE        | 456.11      | 7,744.08   |  |
|                              |             |            |  |
| RESERVE EXPENSES             |             |            |  |
| RESERVE EXPENSES             |             |            |  |
| RESERVE EXPENSE-PROFESSIONAL | 625.00      | 625.00     |  |
| RESERVE EXPENSE-COMMON AREA  | 0.00        | 8,724.54   |  |
|                              |             |            |  |
| TOTAL RESERVE EXPENSES       | 625.00      | 9,349.54   |  |
| TOTAL RESERVE EXPENSES       | 625.00      | 9,349.54   |  |
|                              |             |            |  |
| NET INCORE                   | 27 400 EE   | 6 560 26   |  |
| NET INCOME                   | -37,108.56  | 6,569.36   |  |
|                              |             |            |  |

#### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 08/31/2009 Level of Detail - Account

| UNAUDITED REPORT             |
|------------------------------|
| PREPARED BY                  |
| HAMMERSMITH MANAGEMENT, INC. |

|             |   |   | REVENUE   |         |         |        |                |
|-------------|---|---|---|---------|---------|--------|----------------|
|             |   |   |   |         |         |        |                |
|             |   |   |   |         |         |        |                |
|             |   |   | INCOME  |         |         |        |                |
| 0           | 0   | 0   | ASSESSMENTS   | 230,981 | 230,400 | 581    | 307,200        |
| 0           | 0   | 0   | OTHER INCOME  | 3,401   | 0       | 3,401  | 0              |
| 666         | 833   | -167  | LATE FEES INCOME  | 7,382   | 6,664   | 718    | 10,000         |
| 1,066       | 500   | 566   | LEGAL FEES-COLLECTION INCOME  | 7,849   | 4,000   | 3,849  | 6,000          |
| 375         | 0   | 375   | FINES/VIOLATIONS INCOME   | 1,400   | 0       | 1,400  | 0              |
| 400         | 0   | 400   | LIEN FILING FEE   | 1,400   | 0       | 1,400  | 0              |
| 0           | 42  | -42   | SOCIAL INCOME   | 0       | 332     | -332   | 500            |
| 0           | 82  | -82   | NEWSLETTER REVENUE  | 2,685   | 664     | 2,021  | 1,000          |
| 2,507       | 1,457   | 1,050   | TOTAL INCOME  | 255,098 | 242,060 | 13,038 | 324,700        |
| 2,507       | 1,457   | 1,050   | TOTAL REVENUE   | 255,098 | 242,060 | 13,038 | 324,700        |
| <del></del> |   |   |   |         |         |        |                |
|             |   |   | EXPENSES  |         |         |        |                |
|             |   |   | ADMINISTRATIVE EXPENSES   |         |         |        |                |
| 2,730       | 2,729   | -1  | MANAGEMENT  | 21,842  | 21,833  | -9     | 32,750         |
| 1,475       | 600   | -875  | LEGAL-GENERAL   | 1,612   | 4,800   | 3,188  | 7,200          |
| 1,016       | 550   | -466  | LEGAL-COLLECTION  | 7,949   | 4,400   | -3,549 | 6,600          |
| 0           | 0   | 0   | LIEN FILING   | 1,000   | 0       | -1,000 | 0              |
| 255         | 454   | 199   | LATE FEE EXPENSE  | 2,460   | 3,628   |        | 5,440          |
| 0           | 0   | 0   | INSURANCE   | . 0     | 0       | . 0    | 1,800          |
| 2,275       | 0   | -2,275  | AUDIT   | 2,275   | 2,050   | -225   | 2,050          |
| 0           | 0   | 0   | INCOME TAX  |         |         |        | 8,400          |
|             |   | 534   |   |         |         |        | 7,800          |
|             |   |   |   |         |         |        | 8,490          |
|             |   |   |   |         |         |        | 2,345          |
|             |   |   |   |         |         |        | 12,000         |
|             |   |   |   |         |         |        | 0              |
|             |   |   |   |         |         |        | 12,000         |
|             |   |   |   |         |         |        | 12,000         |
|             |   |   |   |         |         |        | 1,000          |
|             |   |   |   |         |         |        | 10,800         |
|             |   |   |   |         |         |        | 1,000          |
|             |   |   |   |         |         |        |                |
|             |   |   |   |         |         |        | 12,000         |
|             |   |   |   |         |         |        | 1,000          |
| 72          | 100   | 83<br>28  | MISCELLANEOUS EXPENSE   | 286     | 700     | 414    | 1,000<br>1,000 |
| 11,286      | 11,213  | -73   | TOTAL ADMINISTRATIVE EXPENSES   | 84,849  | 92,101  | 7,252  | 134,675        |
| •           | •   |   | DUN DING MAINTENANCE  |         | -       | -      | -              |
| ^           | ^   | ^   |   | 7.040   | •       | 7 0 10 |                |
|             |   |   | LIGHTING  | 7,040   |         | -7,040 | 0              |
| 0           | 0   | 0   | TOTAL BUILDING MAINTENANCE  | 7,040   | 0       | -7,040 | 0              |
|             |   |   | GROUNDS MAINTENANCE   |         |         |        |                |
| 0           | 0   | 0   | GROUNDS / COMMON AREA   | 810     | 0       | -810   | 0              |
| 1,636       | 2,538   | 902   | LANDSCAPE CONTRACT  | 11,252  | 20,298  | 9,046  | 30,449         |
| 2,586       | 500   | -2,086  | SPRINKLER REPAIRS   | 5,519   | 3,500   | -2,019 | 4,000          |
| 20,370      | 9,633   | -10,737   | TRASH REMOVAL   | 80,983  | 77,064  | -3,919 | 115,596        |
| 0           | 0   | 0   | SNOW REMOVAL  | 3,967   | 8,000   | 4,033  | 12,000         |
|             | 2,507 2,507 2,507 2,507 2,507 2,730 1,475 1,016 0 255 0 2,275 0 116 111 254 2,253 35 0 24 0 0 0 670 0 72 11,286 | 400 0 42 0 82   2,507 1,457   2,507 1,457   2,507 1,457    2,730 2,729 1,475 600 1,016 550 0 0 0 2,275 0 0 0 116 650 111 702 254 196 2,253 2,000 35 0 0 1,000 24 0 0 83 0 900 0 83 670 1,000 0 83 670 1,000 0 83 72 100    11,286 11,213   0 0 0 0 1,636 2,538 2,586 500 20,370 9,633 | 400       0       400         0       42       -42         0       82       -82         2,507       1,457       1,050         2,507       1,457       1,050         2,730       2,729       -1         1,475       600       -875         1,016       550       -466         0       0       0         2,275       0       -2,275         0       0       0         2,275       0       -2,275         0       0       0         116       650       534         111       702       591         254       196       -58         2,253       2,000       -253         35       0       -35         0       1,000       1,000         24       0       -24         0       83       83         0       900       900         0       0       33         0       0       33         0       0       0         11,286       11,213       -73         0       0       0 | 400     | 1400    | 400    | 400            |

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 08/31/2009 Level of Detail - Account

| Aug Act     | Aug Bud | Aug Var     | Account                      | YTD Actual | YTD Budget  | YTD Var | Tot Budget  |
|-------------|---------|-------------|------------------------------|------------|-------------|---------|-------------|
| 24,592      | 12,671  | -11,921     | TOTAL GROUNDS MAINTENANCE    | 102,531    | 108,862     | 6,331   | 162,045     |
|             |         |             | UTILITIES                    |            | •           |         |             |
| 982         | 150     | -832        | GAS & ELECTRICITY            | 1,294      | 1,200       | -94     | 1,800       |
| 3,464       | 2,000   | -1,464      | WATER & SEWER                | 12,087     | 16,000      | 3,913   | 24,000      |
| 4,446       | 2,150   | -2,296      | TOTAL UTILITIES              | 13,381     | 17,200      | 3,819   | 25,800      |
|             |         |             | RESERVE ADDITIONS            |            |             |         |             |
| 0           | 0       | 0           |                              | 2,180      | 2,180       | 0       | 2,180       |
| 0           | 0       | 0           | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180       | 0       | 2,180       |
| 40,324      | 26,034  | -14,290     | TOTAL EXPENSES               | 209,981    | 220,343     | 10,362  | 324,700     |
| -37,817     | -24,577 | -13,240     | NET OPERATING INCOME         | 45,117     | 21,717      | 23,400  | 0           |
|             |         |             | RESERVE REVENUE              |            |             |         |             |
|             |         |             | RESERVE REVENUE              |            |             |         |             |
| 456         | 0       | 456         | INTEREST - RESERVES          | 5,108      | 0           | 5,108   | 0           |
| 0           | 0       | 0           | RESERVES TRANSFER - CLEARING | 2,180      | 0           | 2,180   | 0           |
| 456         | 0       | 456         | TOTAL RESERVE REVENUE        | 7,288      | 0           | 7,288   | o           |
| 456         | 0       | 456         | TOTAL RESERVE REVENUE        | 7,288      | 0           | 7,288   | 0           |
| =====       |         |             |                              |            | <del></del> |         |             |
|             |         |             | RESERVE EXPENSES             |            |             |         |             |
|             |         |             | RESERVE EXPENSES             |            |             |         |             |
| 0           | 0       | 0           |                              | 8,725      | 0           | -8,725  | 0           |
| 0           | 0       | 0           | TOTAL RESERVE EXPENSES       | 8,725      | 0           | -8,725  | 0           |
| 0           | 0       | 0           | TOTAL RESERVE EXPENSES       | 8,725      | 0           | -8,725  | 0           |
| -37,361     | -24,577 | -12,784     | NET INCOME                   | 43,680     | 21,717      | 21,963  | 0           |
| <del></del> |         | <del></del> |                              |            | <del></del> |         | <del></del> |

604,483.97

### UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

**TOTAL LIABILITIES & EQUITY** 

## Trailmark Homeowners Association, Inc. BALANCE SHEET For Period Ending 08/31/2009 Level of Detail - Account

Account As Of 08/31/2009 **ASSETS** OPERATING CHECKING - US BANK 41,726.07 RESERVES-1ST BANK # 0625 89,543.98 RESERVES-1ST BANK # 3013 85,897.41 RESERVES-1ST BANK # 0162 87,885.18 RESERVES-1ST BANK # 1737 83,990.90 85,064.15 RESERVES-1ST BANK # 6659 RESERVES-1ST BANK #8835 86,153.02 RESERVES-1ST BANK #8520 23,552.08 **ACCOUNTS RECEIVABLE** 23,926.18 ALLOWANCE FOR DOUBTFUL ACCT (4,500.00)PREPAID EXPENSES 1,195.00 50.00 **DEPOSITS** 604,483.97 **TOTAL ASSETS** LIABILITIES 11,666.00 **ACCOUNTS PAYABLE** 3,526.07 PREPAID ASSESSMENTS 2,881.00 INCOME TAX PAYABLE 18,073.07 **TOTAL LIABILITIES EQUITY FUND BALANCE RETAINED** 418,887.98 29,214.00 WORKING CAPITAL FUND 94,631.00 REPLACEMENT FUND EQUITY 43,677.92 Current Year Net Income 586,410.90 **TOTAL EQUITY** 

## UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

#### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 08/31/2009 Level of Detail - Account

| Account                       | Aug Act                                 | YTD Actual |
|-------------------------------|---|------------|
| REVENUE                       | , | - "        |
| INCOME                        |   |            |
| ASSESSMENTS                   | 0.00                                    | 230,981.47 |
| OTHER INCOME                  | 0.00                                    | 3,400.52   |
| LATE FEES INCOME              | 665.57                                  | 7,381.56   |
| LEGAL FEES-COLLECTION INCOME  | 1,066.06                                | 7,849.37   |
| FINES/VIOLATIONS INCOME       | 375.00                                  | 1,400.00   |
| LIEN FILING FEE               | 400.00                                  | 1,400.00   |
| SOCIAL INCOME                 | 0.00                                    | 0.00       |
| NEWSLETTER REVENUE            | 0.00                                    | 2,685.00   |
| TOTAL INCOME                  | 2,506.63                                | 255,097.92 |
| TOTAL REVENUE                 | 2,506.63                                | 255,097.92 |
| :<br>EXPENSES                 |   |            |
| ADMINISTRATIVE EXPENSES       |   |            |
| MANAGEMENT                    | 2,730.30                                | 21,842.40  |
| LEGAL-GENERAL                 | 1,474.68                                | 1,612.18   |
| LEGAL-COLLECTION              | 1,016.06                                | 7,949.37   |
| LIEN FILING                   | 0.00                                    | 1,000.00   |
| LATE FEE EXPENSE              | 255.00                                  | 2,460.00   |
| INSURANCE                     | 0.00                                    | 0.00       |
| AUDIT                         | 2,275.00                                | 2,275.00   |
| INCOME TAX                    | 0.00                                    | 4,881.00   |
| ADMINISTRATIVE EXPENSE        | 115.81                                  | 4,998.53   |
| POSTAGE                       | 110.62                                  | 3,464.47   |
| COPIES                        | 254.40                                  | 1,031.20   |
|                               | 2,252.95                                | 8,538.44   |
| NEWSLETTER<br>BANK CHARGES    | 35.00                                   | 350.00     |
|                               | 0.00                                    | 11,372.34  |
| SOCIAL PAR DERT EXPENSE       | 23.88                                   | 1,810.95   |
| BAD DEBT EXPENSE              |   | •          |
| COVENANT COMMITTEE            | 0.00                                    | 0.00       |
| COVENANT PATROL               | 0.00                                    | 6,695.00   |
| DESIGN REVIEW COMMITTEE       | 0.00                                    | 0.00       |
| COMMON AREA                   | 670.00                                  | 4,284.38   |
| SAFETY COMMITTEE              | 0.00                                    | 0.00       |
| FINANCE COMMITTEE             | 0.00                                    | 0.00       |
| MISCELLANEOUS EXPENSE         | 72.00                                   | 286.38     |
| TOTAL ADMINISTRATIVE EXPENSES | 11,285.70                               | 84,851.64  |
| BUILDING MAINTENANCE          |   | <b>_</b>   |
| LIGHTING                      | 0.00                                    | 7,040.00   |
| TOTAL BUILDING MAINTENANCE    | 0.00                                    | 7,040.00   |
| GROUNDS MAINTENANCE           |   |            |
| GROUNDS / COMMON AREA         | 0.00                                    | 810.00     |
| LANDSCAPE CONTRACT            | 1,636.00                                | 11,251.92  |
| ODDINIZI ED DEDAIDO           | 2,585.55                                | 5,518.86   |
| SPRINKLER REPAIRS             |   | •          |
| TRASH REMOVAL                 | 20,369.62                               | 80,983.42  |

### Trailmark Homeowners Association, Inc. Income Statement

#### For Period Ending 08/31/2009 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

| Account                      | Aug Act    | YTD Actual |  |
|------------------------------|------------|------------|--|
| TOTAL GROUNDS MAINTENANCE    | 24,591.17  | 102,530.70 |  |
| UTILITIES                    |            |            |  |
| GAS & ELECTRICITY            | 981.70     | 1,294.14   |  |
| WATER & SEWER                | 3,464.25   | 12,086.95  |  |
| With a devel                 |            |            |  |
| TOTAL UTILITIES              | 4,445.95   | 13,381.09  |  |
| RESERVE ADDITIONS            |            |            |  |
| TRANSFERS TO RESERVES        | 0.00       | 2,180.00   |  |
| TOTAL RESERVE ADDITIONS      | 0.00       | 2,180.00   |  |
| TOTAL EXPENSES               | 40,322.82  | 209,983.43 |  |
| NET OPERATING INCOME         | -37,816.19 | 45,114.49  |  |
| RESERVE REVENUE              |            |            |  |
| RESERVE REVENUE              |            |            |  |
| INTEREST - RESERVES          | 455.81     | 5,107.97   |  |
| RESERVES TRANSFER - CLEARING | 0.00       | 2,180.00   |  |
| TOTAL RESERVE REVENUE        | 455.81     | 7,287.97   |  |
| TOTAL RESERVE REVENUE        | 455.81     | 7,287.97   |  |
| RESERVE EXPENSES             |            |            |  |
| RESERVE EXPENSES             |            |            |  |
| RESERVE EXPENSE-COMMON AREA  | 0.00       | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 0.00       | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 0.00       | 8,724.54   |  |
| NET INCOME                   | -37,360.38 | 43,677.92  |  |
|                              |            |            |  |

#### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 07/31/2009 Level of Detail - Account

| UNAUDIT     | TED REPORT      |
|-------------|-----------------|
| PREP        | PARED BY        |
| HAMMERSMITH | MANAGEMENT, INC |

| INCOME   76,800  | Jul Act | Jul Bud     | Jul Var | Account                       | YTD Actual | YTD Budget | YTD Var | Tot Budge |
|--|---------|-------------|---------|-------------------------------|------------|------------|---------|-----------|
| 76,800   76,800   0  |         |             |         | REVENUE                       |            |            |         |           |
| 20   |         |             |         |                               |            |            |         |           |
| 1,351   833  |         | 76,800      | -       |                               |            | 230,400    |         | 307,200   |
| 1,791   500  |         | 0           | 20      | OTHER INCOME                  | 3,401      | 0          | 3,401   | t         |
| 500  | 1,351   | 833         | 518     | LATE FEES INCOME              | 6,716      | 5,831      | 885     | 10,000    |
| 0 0 0 0 1,000 0 0 40 40 40 50CIAL INCOME 0 290 290 350 84 266 NEWSLETTER REVENUE 2,685 582 2,103 80,812 78,267 2,565 TOTAL INCOME 252,691 240,603 11,988 80,812 78,267 2,555 TOTAL REVENUE 252,591 240,603 11,988  EXPENSES   ***BADMINISTRATIVE EXPENSES**  ***ADMINISTRATIVE EXPENSES**  138 600 462 LEGAL-GENERAL 138 4,200 4,062 1,941 550 -1,391 LEGAL-OCLLECTION 6,933 3,850 -3,083 100 0 -100 LIEN FILING 1,000 0 -1,000 405 450 45 LATE FEE EXPENSE 2,205 3,174 969 100 0 0 10 NISURANCE 0 0 0 0 0 0 0 0 AUDIT 0 2,056 2,056 0 0 0 0 NISURANCE 0 0 0,000 0 0 0 0 AUDIT 0 2,056 2,056 0 0 0 0 NICOME TAX 4,881 8,400 3,519 964 650 -314 ADMINISTRATIVE EXPENSE 4,883 4,550 -333 664 708 44 POSTAGE 3,354 4,955 1,602 1311 196 65 COPIES 7777 1,372 596 1,216 0 -1,216 NEWSLETTER 6,285 6,000 2265 1311 196 45 COPIES 7777 1,372 596 1,216 0 -1,216 NEWSLETTER 6,285 6,000 2265 131 100 1,000 396 SOCIAL 111,372 7,000 4,372 152 0 -152 BAD DEST EXPENSE 1,767 0 -3,155 1,216 0 -1,216 NEWSLETTER 6,285 6,000 2265 0 133 83 COVENANT PATROL 6,695 6,300 -395 1,205 900 -1,125 COVENANT PATROL 6,695 6,300 -395 0 83 83 DESIGN REVIEW COMMITTEE 0 583 583 0 1,000 1,000 COMMON AREA 3,614 7,000 3,368 0 84 84 SAFETY COMMITTEE 0 583 583 0 83 FINANCE COMMITTEE 0 583 583 0 80 83 FINANCE COMMITTEE 0 583 583 0 80 83 FINANCE COMMITTEE 0 583 583 0 80 80 80 80 80 80 80 80 80 80 80 80 80  | 1,791   | 500         | 1,291   | LEGAL FEES-COLLECTION INCOME  | 6,783      | 3,500      | 3,283   | 6,000     |
| 0  | 500     | 0           | 500     | FINES/VIOLATIONS INCOME       | 1,025      | 0          | 1,025   | (         |
| 350   84   266   NEWSLETTER REVENUE   2,685   582   2,103  | 0       | 0           | 0       | LIEN FILING FEE               | 1,000      | 0          | 1,000   | (         |
| B0,812   78,257   2,555   TOTAL INCOME   252,591   240,603   11,988   80,812   78,257   2,555   TOTAL REVENUE   252,591   240,603   11,988   SEXPENSES   | 0       | 40          | -40     | SOCIAL INCOME                 | 0          | 290        | -290    | 500       |
| EXPENSES   ADMINISTRATIVE EXPENSES   ADMINISTRATIVE EXPENSES   19,101   19,102   19,104   -8   19,101   19,102   19,104   -8   19,101   19,102   19,104   -8   19,101   19,101   19,102   19,104   -8   19,101   19,101   19,102   19,104   -8   19,101   19,101   19,102   19,104   19,101   19,101   19,101   19,101   19,101   19,101   19,101   19,101   19,101   19,101   19,101   19,100   19,000   19, | 350     | 84          | 266     | NEWSLETTER REVENUE            | 2,685      | 582        | 2,103   | 1,000     |
| EXPENSES   | 80,812  | 78,257      | 2,555   | TOTAL INCOME                  | 252,591    | 240,603    | 11,988  | 324,70    |
| ADMINISTRATIVE EXPENSES  | 80,812  | 78,257      | 2,555   | TOTAL REVENUE                 | 252,591    | 240,603    | 11,988  | 324,700   |
| ADMINISTRATIVE EXPENSES  |         | <del></del> |         | EVDENCES                      |            |            |         |           |
| 2,730  |         |             |         |                               |            |            |         |           |
| 138  | 9 790   | 9 790       | 4       |                               | 10 110     | 10 104     | ٥       | 32,750    |
| 1,941 550 -1,391 LEGAL-COLLECTION 6,933 3,850 -3,083 100 0 -100 LIEN FILING 1,000 0 -1,000 405 450 45 LATE FEE EXPENSE 2,205 3,174 969 0 0 0 0 INSURANCE 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |         |             |         |                               |            |            |         |           |
| 100  |         |             |         |                               |            |            |         |           |
| 405  |         |             |         |                               |            |            |         |           |
| 0         0         0         INSURANCE         0         2,050         2,050         0         0         0         0         0         0         0         0         0         0         0         0         0         1,019         0         3,519         9         0         3,519         9         0         3,519         0         3,519         0         3,519         0         3,354         4,550         3,333         664         708         44         POSTAGE         3,354         4,956         1,602 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |         |             |         |                               |            |            |         |           |
| 0         0         0         AUDIT         0         2,050         2,050           0         0         0         INCOME TAX         4,881         8,400         3,519           964         650         -314         ADMINISTRATIVE EXPENSE         4,883         4,550         -333           664         708         44         POSTAGE         3,354         4,956         1,602           131         196         65         COPIES         777         1,372         595           1,216         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -45         BANK CHARGES         315         0         -315           104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON ARE   |         |             |         |                               |            |            |         | 5,440     |
| 0         0         0         INCOME TAX         4,881         8,400         3,519           964         650         -314         ADMINISTRATIVE EXPENSE         4,883         4,550         -333           664         708         44         POSTAGE         3,354         4,956         1,602           131         196         65         COPIES         777         1,372         595           1,216         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -45         BANK CHARGES         315         0         -315           104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000  |         |             | -       |                               |            |            |         | 1,80      |
| 964 650 -314 ADMINISTRATIVE EXPENSE 4,883 4,550 -333 664 708 44 POSTAGE 3,354 4,956 1,602 131 196 65 COPIES 777 1,372 595 1,216 0 -1,216 NEWSLETTER 6,285 6,000 -286 45 0 -45 BANK CHARGES 315 0 -315 104 1,000 896 SOCIAL 11,372 7,000 -4,372 152 0 -152 BAD DEBT EXPENSE 1,787 0 -1,787 -750 83 833 COVENANT COMMITTEE 0 583 583 2,025 900 -1,125 COVENANT PATROL 6,695 6,300 -395 0 83 83 DESIGN REVIEW COMMITTEE 0 583 583 0 1,000 1,000 COMMON AREA 3,614 7,000 3,386 0 84 84 SAFETY COMMITTEE 0 583 583 0 83 BINANCE COMMITTEE 0 583 583 583 0 83 BINANCE COMMITTEE 0 583 583 583 0 50 50 MISCELLANEOUS EXPENSE 214 600 386 9,865 9,166 -699 TOTAL ADMINISTRATIVE EXPENSES 73,565 80,888 7,323   |         |             |         |                               |            |            |         | 2,05      |
| 664         708         44         POSTAGE         3,354         4,956         1,602           131         196         65         COPIES         777         1,372         595           1,216         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -45         BANK CHARGES         315         0         -315           104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT COMMITTEE         0         583         583           2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISC   |         |             | _       |                               |            |            |         | 8,400     |
| 131         196         65         COPIES         777         1,372         595           1,216         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -45         BANK CHARGES         315         0         -315           104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT COMMITTEE         0         583         583           2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         MISCELLANEOUS EXPENSE   |         |             |         |                               |            |            |         | 7,80      |
| 1,216         0         -1,216         NEWSLETTER         6,285         6,000         -285           45         0         -45         BANK CHARGES         315         0         -315           104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT COMMITTEE         0         583         583           2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE <td>664</td> <td>708</td> <td>44</td> <td></td> <td></td> <td>4,956</td> <td></td> <td></td>   | 664     | 708         | 44      |                               |            | 4,956      |         |           |
| 45   | 131     | 196         | 65      | COPIES                        |            |            | 595     | -         |
| 104         1,000         896         SOCIAL         11,372         7,000         -4,372           152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT COMMITTEE         0         583         583           2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           0         0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROU  | 1,216   | 0           | -1,216  | NEWSLETTER                    | 6,285      | 6,000      | -285    | 12,000    |
| 152         0         -152         BAD DEBT EXPENSE         1,787         0         -1,787           -750         83         833         COVENANT COMMITTEE         0         583         583           2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           0         0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040   | 45      | 0           | -45     | BANK CHARGES                  | 315        | 0          | -315    | (         |
| -750 83 833 COVENANT COMMITTEE 0 583 583 2,025 900 -1,125 COVENANT PATROL 6,695 6,300 -395 0 83 83 DESIGN REVIEW COMMITTEE 0 583 583 0 1,000 1,000 COMMON AREA 3,614 7,000 3,386 0 84 84 SAFETY COMMITTEE 0 583 583 0 83 83 FINANCE COMMITTEE 0 583 583 0 50 50 MISCELLANEOUS EXPENSE 214 600 386  9,865 9,166 -699 TOTAL ADMINISTRATIVE EXPENSES 73,565 80,888 7,323  BUILDING MAINTENANCE 0 0 0 TOTAL BUILDING MAINTENANCE 7,040 0 -7,040  GROUNDS MAINTENANCE 7,040 0 -7,040  GROUNDS MAINTENANCE 7,040 0 -7,040  GROUNDS / COMMON AREA 810 0 -810 1,636 2,538 902 LANDSCAPE CONTRACT 9,616 17,760 8,144 1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67  | 104     | 1,000       | 896     | SOCIAL                        | 11,372     | 7,000      | -4,372  | 12,000    |
| 2,025         900         -1,125         COVENANT PATROL         6,695         6,300         -395           0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE         7,040         0         -7,040           0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500   | 152     | 0           | -152    | BAD DEBT EXPENSE              | 1,787      | 0          | -1,787  | (         |
| 0         83         83         DESIGN REVIEW COMMITTEE         0         583         583           0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           BUILDING MAINTENANCE           0         0         0         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         GROUNDS MAINTENANCE         7,040         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67  | -750    | 83          | 833     | COVENANT COMMITTEE            | 0          | 583        | 583     | 1,000     |
| 0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           BUILDING MAINTENANCE           0         0         0         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67  | 2,025   | 900         | -1,125  | COVENANT PATROL               | 6,695      | 6,300      | -395    | 10,800    |
| 0         1,000         1,000         COMMON AREA         3,614         7,000         3,386           0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           BUILDING MAINTENANCE           0         0         0         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67  |         |             |         | DESIGN REVIEW COMMITTEE       |            |            | 583     | 1,000     |
| 0         84         84         SAFETY COMMITTEE         0         583         583           0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         0         LIGHTING         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67   |         |             |         |                               | 3,614      |            |         |           |
| 0         83         83         FINANCE COMMITTEE         0         583         583           0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         0         LIGHTING         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67  |         |             |         |                               |            |            |         | 1,000     |
| 0         50         50         MISCELLANEOUS EXPENSE         214         600         386           9,865         9,166         -699         TOTAL ADMINISTRATIVE EXPENSES         73,565         80,888         7,323           BUILDING MAINTENANCE           0         0         0         LIGHTING         7,040         0         -7,040           GROUNDS MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67  |         |             |         | ·                             |            |            |         |           |
| BUILDING MAINTENANCE  0 0 0 LIGHTING 7,040 0 -7,040  0 0 0 TOTAL BUILDING MAINTENANCE 7,040 0 -7,040  GROUNDS MAINTENANCE  0 0 0 GROUNDS / COMMON AREA 810 0 -810  1,636 2,538 902 LANDSCAPE CONTRACT 9,616 17,760 8,144  1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67  |         |             |         |                               |            |            |         |           |
| 0         0         0         LIGHTING         7,040         0         -7,040           0         0         0         TOTAL BUILDING MAINTENANCE         7,040         0         -7,040           GROUNDS MAINTENANCE           0         0         0         GROUNDS / COMMON AREA         810         0         -810           1,636         2,538         902         LANDSCAPE CONTRACT         9,616         17,760         8,144           1,979         500         -1,479         SPRINKLER REPAIRS         2,933         3,000         67   | 9,865   | 9,166       | -699    | TOTAL ADMINISTRATIVE EXPENSES | 73,565     | 80,888     | 7,323   | 134,67    |
| 0 0 0 TOTAL BUILDING MAINTENANCE 7,040 0 -7,040  GROUNDS MAINTENANCE  0 0 0 GROUNDS / COMMON AREA 810 0 -810  1,636 2,538 902 LANDSCAPE CONTRACT 9,616 17,760 8,144  1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67   | _       |             | -       |                               |            | -          |         |           |
| GROUNDS MAINTENANCE  0 0 0 GROUNDS / COMMON AREA 810 0 -810  1,636 2,538 902 LANDSCAPE CONTRACT 9,616 17,760 8,144  1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67  |         | 0           | 0       | LIGHTING                      | 7,040      |            | -7,040  |           |
| 0       0       0       GROUNDS / COMMON AREA       810       0       -810         1,636       2,538       902       LANDSCAPE CONTRACT       9,616       17,760       8,144         1,979       500       -1,479       SPRINKLER REPAIRS       2,933       3,000       67   | 0       | 0           | 0       | TOTAL BUILDING MAINTENANCE    | 7,040      | 0          | -7,040  |           |
| 1,636       2,538       902       LANDSCAPE CONTRACT       9,616       17,760       8,144         1,979       500       -1,479       SPRINKLER REPAIRS       2,933       3,000       67  |         |             |         | GROUNDS MAINTENANCE           |            |            |         |           |
| 1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67  | 0       | 0           | 0       | GROUNDS / COMMON AREA         | 810        | 0          | -810    | I         |
| 1,979 500 -1,479 SPRINKLER REPAIRS 2,933 3,000 67  | 1,636   | 2,538       | 902     | LANDSCAPE CONTRACT            | 9,616      | 17,760     | 8,144   | 30,449    |
|  | 1,979   |             | -1,479  | SPRINKLER REPAIRS             | 2,933      | 3,000      | 67      | 4,000     |
|  | 10,100  | 9,633       | -467    | TRASH REMOVAL                 | 60,614     | 67,431     | 6,817   | 115,596   |
| 0 0 0 SNOW REMOVAL 3,967 8,000 4,033   |         |             |         | SNOW REMOVAL                  |            |            |         |           |

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# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 07/31/2009 Level of Detail - Account

| Jul Act  | Jul Bud | Jul Var | Account                      | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|----------|---------|---------|------------------------------|------------|------------|---------|------------|
| 13,715   | 12,671  | -1,044  | TOTAL GROUNDS MAINTENANCE    | 77,940     | 96,191     | 18,251  | 162,045    |
|          |         |         | UTILITIES                    |            |            |         |            |
| 20       | 150     | 130     | GAS & ELECTRICITY            | 312        | 1,050      | 738     | 1,800      |
| 7,125    | 2,000   | -5,125  | WATER & SEWER                | 8,623      | 14,000     | 5,377   | 24,000     |
| 7,145    | 2,150   | -4,995  | TOTAL UTILITIES              | 8,935      | 15,050     | 6,115   | 25,800     |
|          |         |         | RESERVE ADDITIONS            |            |            |         |            |
| 0        | 0       | 0       | TRANSFERS TO RESERVES        | 2,180      | 2,180      | 0       | 2,180      |
| 0        | 0       | 0       | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180      | 0       | 2,180      |
| 30,725   | 23,987  | -6,738  | TOTAL EXPENSES               | 169,660    | 194,309    | 24,649  | 324,700    |
| 50,087   | 54,270  | -4,183  | NET OPERATING INCOME         | 82,931     | 46,294     | 36,637  | 0          |
|          |         |         | RESERVE REVENUE              |            |            |         |            |
|          |         |         | RESERVE REVENUE              |            |            |         |            |
| 520      | 0       | 520     | INTEREST - RESERVES          | 4,652      | 0          | 4,652   | C          |
| 0        | 0       | 0       | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180   | С          |
| 520      | 0       | 520     | TOTAL RESERVE REVENUE        | 6,832      | 0          | 6,832   | 0          |
| 520      | 0       | 520     | TOTAL RESERVE REVENUE        | 6,832      | 0          | 6,832   | 0          |
| <u> </u> |         |         | RESERVE EXPENSES             |            |            |         |            |
|          |         |         | RESERVE EXPENSES             |            |            |         |            |
| 0        | 0       | 0       | ·                            | 8,725      | 0          | -8,725  | C          |
| 0        | 0       | 0       | TOTAL RESERVE EXPENSES       | 8,725      | 0          | -8,725  | 0          |
| 0        | 0       | 0       | TOTAL RESERVE EXPENSES       | 8,725      | 0          | -8,725  | 0          |
|          | 54,270  |         | NET INCOME                   | 81,038     | 46,294     | 34,744  |            |

#### 08/03/2009 ITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

### Trailmark Homeowners Association, Inc. BALANCE SHEET For Period Ending 07/31/2009

Level of Detail - Account

| Account                      | As Of 07/31/2009 |
|------------------------------|------------------|
| ASSETS                       |                  |
| OPERATING CHECKING - US BANK | 78,510.12        |
| RESERVES-1ST BANK # 0625     | 89,468.37        |
| RESERVES-1ST BANK # 3013     | 85,824.88        |
| RESERVES-1ST BANK # 0162     | 87,810.97        |
| RESERVES-1ST BANK # 1737     | 83,919.98        |
| RESERVES-1ST BANK # 6659     | 84,992.33        |
| RESERVES-1ST BANK # 8835     | 86,080.28        |
| RESERVES-1ST BANK #8520      | 23,534.10        |
| ACCOUNTS RECEIVABLE          | 24,362.80        |
| ALLOWANCE FOR DOUBTFUL ACCT  | (4,500.00)       |
| PREPAID EXPENSES             | 1,195.00         |
| DEPOSITS                     | 50.00            |
| TOTAL ASSETS                 | 641,248.83       |
|                              |                  |
| LIABILITIES                  |                  |
| ACCOUNTS PAYABLE             | 11,666.00        |
| PREPAID ASSESSMENTS          | 2,994.55         |
| INCOME TAX PAYABLE           | 2,881.00         |
| TOTAL LIABILITIES            | 17,541.55        |
|                              |                  |
| EQUITY                       |                  |
| FUND BALANCE RETAINED        | 418,887.98       |
| WORKING CAPITAL FUND         | 29,150.00        |
| REPLACEMENT FUND EQUITY      | 94,631.00        |
| Current Year Net Income      | 81,038.30        |
| TOTAL EQUITY                 | 623,707.28       |
|                              |                  |
| TOTAL LIABILITIES & EQUITY   | 641,248.83       |
|                              |                  |

## UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

## Trailmark Homeowners Association, Inc. Income Statement For Period Ending 07/31/2009 Level of Detail - Account

| Account                       | Jul Act   | YTD Actual  |
|-------------------------------|-----------|-------------|
| REVENUE                       |           |             |
| INCOME                        |           |             |
| ASSESSMENTS                   | 76,800.00 | 230,981.47  |
| OTHER INCOME                  | 20.00     | 3,400.52    |
| LATE FEES INCOME              | 1,350.53  | 6,715.99    |
| LEGAL FEES-COLLECTION INCOME  | 1,791.00  | 6,783.31    |
| FINES/VIOLATIONS INCOME       | 500.00    | 1,025.00    |
| LIEN FILING FEE               | 0.00      | 1,000.00    |
| SOCIAL INCOME                 | 0.00      | 0.00        |
| NEWSLETTER REVENUE            | 350.00    | 2,685.00    |
| TOTAL INCOME                  | 80,811.53 | 252,591.29  |
| OTAL REVENUE                  | 80,811.53 | 252,591.29  |
| =                             |           | <del></del> |
| XPENSES                       |           |             |
| ADMINISTRATIVE EXPENSES       |           |             |
| MANAGEMENT                    | 2,730.30  | 19,112.10   |
| LEGAL-GENERAL                 | 137.50    | 137.50      |
| LEGAL-COLLECTION              | 1,941.00  | 6,933.31    |
| LIEN FILING                   | 100.00    | 1,000.00    |
| LATE FEE EXPENSE              | 405.00    | 2,205.00    |
| INSURANCE                     | 0.00      | 0.00        |
| AUDIT                         | 0.00      | 0.00        |
| INCOME TAX                    | 0.00      | 4,881.00    |
| ADMINISTRATIVE EXPENSE        | 964.35    | 4,882.72    |
| POSTAGE                       | 663.60    | 3,353.85    |
| COPIES                        | 131.40    | 776.80      |
| NEWSLETTER                    | 1,215.60  | 6,285.49    |
| BANK CHARGES                  | 45.00     | 315.00      |
| SOCIAL                        | 104.23    | 11,372.34   |
| BAD DEBT EXPENSE              | 151.51    | 1,787.07    |
| COVENANT COMMITTEE            | -750.00   | 0.00        |
| COVENANT PATROL               | 2,025.00  | 6,695.00    |
| DESIGN REVIEW COMMITTEE       | 0.00      | 0.00        |
| COMMON AREA                   | 0.00      | 3,614.38    |
| SAFETY COMMITTEE              | 0.00      | 0.00        |
| FINANCE COMMITTEE             | 0.00      | 0.00        |
| MISCELLANEOUS EXPENSE         | 0.00      | 214.38      |
| _                             |           |             |
| TOTAL ADMINISTRATIVE EXPENSES | 9,864.49  | 73,565.94   |
| BUILDING MAINTENANCE          |           | ***         |
| LIGHTING -                    | 0.00      | 7,040.00    |
| TOTAL BUILDING MAINTENANCE    | 0.00      | 7,040.00    |
| GROUNDS MAINTENANCE           |           |             |
| GROUNDS / COMMON AREA         | 0.00      | 810.00      |
| LANDSCAPE CONTRACT            | 1,636.00  | 9,615.92    |
| SPRINKLER REPAIRS             | 1,978.66  | 2,933.31    |
| Of Tallace Tallace            |           |             |
| TRASH REMOVAL                 | 10,099.80 | 60,613.80   |

### UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

## Trailmark Homeowners Association, Inc. Income Statement For Period Ending 07/31/2009 Level of Detail - Account

| TOTAL GROUNDS MAINTENANCE         13,714.46         77,939.53           UTILITIES         GAS & ELECTRICITY         20.02         312.44           WATER & SEWER         7,124.68         8,622.70           TOTAL UTILITIES         7,144.70         8,935.14           RESERVE ADDITIONS         0.00         2,180.00           TOTAL RESERVE ADDITIONS         0.00         2,180.00           TOTAL EXPENSES         30,723.65         169,660.61           NET OPERATING INCOME         50,087.88         82,930.68           RESERVE REVENUE         INTEREST - RESERVES         519.56         4,652.16           RESERVE REVENUE         519.56         6,832.16         6,832.16           TOTAL RESERVE REVENUE         519.56         6,832.16         6,832.16           RESERVE EXPENSES         RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54 | Account  | Jul Act   | YTD Actual |
|---|--|-----------|------------|
| GAS & ELECTRICITY 20.02 312.44 WATER & SEWER 7,124.68 8,622.70  TOTAL UTILITIES 7,144.70 8,935.14  RESERVE ADDITIONS TRANSFERS TO RESERVES 0.00 2,180.00  TOTAL RESERVE ADDITIONS 0.00 2,180.00  TOTAL EXPENSES 30,723.65 169,660.61  NET OPERATING INCOME 50,087.88 82,930.68  RESERVE REVENUE INTEREST - RESERVES 519.56 4,652.16 RESERVES TRANSFER - CLEARING 0.00 2,180.00  TOTAL RESERVE REVENUE 519.56 6,832.16  TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES 0.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54   | TOTAL GROUNDS MAINTENANCE  | 13,714.46 | 77,939.53  |
| GAS & ELECTRICITY 20.02 312.44 WATER & SEWER 7,124.68 8,622.70 TOTAL UTILITIES 7,144.70 8,935.14  RESERVE ADDITIONS TRANSFERS TO RESERVES 0.00 2,180.00  TOTAL RESERVE ADDITIONS 0.00 2,180.00  TOTAL EXPENSES 30,723.65 169,660.61  NET OPERATING INCOME 50,087.88 82,930.68  RESERVE REVENUE INTEREST - RESERVES 519.56 4,652.16 RESERVES TRANSFER - CLEARING 0.00 2,180.00  TOTAL RESERVE REVENUE 519.56 6,832.16  TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES O.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54   | LITHUITIES   |           |            |
| TOTAL UTILITIES 7,144.70 8,935.14  RESERVE ADDITIONS TRANSFERS TO RESERVES 0.00 2,180.00  TOTAL RESERVE ADDITIONS 0.00 2,180.00  TOTAL EXPENSES 30,723.65 169,660.61  NET OPERATING INCOME 50,087.88 82,930.68  RESERVE REVENUE INTEREST - RESERVES 519.56 4,652.16 RESERVES TRANSFER - CLEARING 0.00 2,180.00  TOTAL RESERVE REVENUE 519.56 6,832.16  TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES 0.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54  |  | 20.02     | 312.44     |
| RESERVE ADDITIONS         0.00         2,180.00           TOTAL RESERVE ADDITIONS         0.00         2,180.00           TOTAL EXPENSES         30,723.65         169,660.61           NET OPERATING INCOME         50,087.88         82,930.68           RESERVE REVENUE         519.56         4,652.16           RESERVES TRANSFER - CLEARING         0.00         2,180.00           TOTAL RESERVE REVENUE         519.56         6,832.16           TOTAL RESERVE REVENUE         519.56         6,832.16           RESERVE EXPENSES         6,832.16         6,832.16           RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54  | WATER & SEWER  | 7,124.68  | 8,622.70   |
| RESERVE ADDITIONS         0.00         2,180.00           TOTAL RESERVE ADDITIONS         0.00         2,180.00           TOTAL EXPENSES         30,723.65         169,660.61           NET OPERATING INCOME         50,087.88         82,930.68           RESERVE REVENUE         519.56         4,652.16           RESERVES TRANSFER - CLEARING         0.00         2,180.00           TOTAL RESERVE REVENUE         519.56         6,832.16           TOTAL RESERVE REVENUE         519.56         6,832.16           RESERVE EXPENSES         RESERVE EXPENSES         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54  | TOTAL LITERITIES   | 7 144 70  | 8 935 14   |
| TRANSFERS TO RESERVES 0.00 2,180.00  TOTAL RESERVE ADDITIONS 0.00 2,180.00  TOTAL EXPENSES 30,723.65 169,660.61  NET OPERATING INCOME 50,087.88 82,930.68  RESERVE REVENUE  INTEREST - RESERVES 519.56 4,652.16  RESERVES TRANSFER - CLEARING 0.00 2,180.00  TOTAL RESERVE REVENUE 519.56 6,832.16  TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  RESERVE EXPENSES  O.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54  | TO THE OTHER DESIGNATION OF THE PERSON OF TH | 1,144.10  | 0,500.14   |
| TOTAL RESERVE ADDITIONS  0.00  2,180.00  TOTAL EXPENSES  30,723.65  169,660.61  NET OPERATING INCOME  50,087.88  82,930.68  RESERVE REVENUE  INTEREST - RESERVES RESERVES TRANSFER - CLEARING  10.00  TOTAL RESERVE REVENUE  519.56  6,832.16  TOTAL RESERVE REVENUE  519.56  6,832.16  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES 0.00  8,724.54  TOTAL RESERVE EXPENSES  0.00  8,724.54   | RESERVE ADDITIONS  |           |            |
| TOTAL EXPENSES 30,723.65 169,660.61  NET OPERATING INCOME 50,087.88 82,930.68  RESERVE REVENUE  RESERVE REVENUE INTEREST - RESERVES 519.56 4,652.16 RESERVES TRANSFER - CLEARING 0.00 2,180.00  TOTAL RESERVE REVENUE 519.56 6,832.16  TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES O.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54   | TRANSFERS TO RESERVES  | 0.00      | 2,180.00   |
| NET OPERATING INCOME         50,087.88         82,930.68           RESERVE REVENUE  | TOTAL RESERVE ADDITIONS  | 0.00      | 2,180.00   |
| RESERVE REVENUE  RESERVE REVENUE INTEREST - RESERVES RESERVES TRANSFER - CLEARING TOTAL RESERVE REVENUE TOTAL RESERVE REVENUE TOTAL RESERVE REVENUE TOTAL RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSES TOTAL RESERVE EXPENSES  0.00 8,724.54 TOTAL RESERVE EXPENSES 0.00 8,724.54   | TOTAL EXPENSES   | 30,723.65 | 169,660.61 |
| RESERVE REVENUE       519.56       4,652.16         RESERVES TRANSFER - CLEARING       0.00       2,180.00         TOTAL RESERVE REVENUE       519.56       6,832.16         TOTAL RESERVE REVENUE       519.56       6,832.16         RESERVE EXPENSES       8       6,832.16         RESERVE EXPENSES       0.00       8,724.54         TOTAL RESERVE EXPENSES       0.00       8,724.54         TOTAL RESERVE EXPENSES       0.00       8,724.54         TOTAL RESERVE EXPENSES       0.00       8,724.54  | NET OPERATING INCOME   | 50,087.88 | 82,930.68  |
| INTEREST - RESERVES   | RESERVE REVENUE  |           |            |
| INTEREST - RESERVES   | DECEDIE DEVENUE  |           |            |
| RESERVES TRANSFER - CLEARING         0.00         2,180.00           TOTAL RESERVE REVENUE         519.56         6,832.16           TOTAL RESERVE REVENUE         519.56         6,832.16           RESERVE EXPENSES         8         8           RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54           TOTAL RESERVE EXPENSES         0.00         8,724.54  |  | 519.56    | 4.652.16   |
| TOTAL RESERVE REVENUE 519.56 6,832.16  RESERVE EXPENSES RESERVE EXPENSES RESERVE EXPENSE-COMMON AREA 0.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54  TOTAL RESERVE EXPENSES 0.00 8,724.54  |  |           |            |
| RESERVE EXPENSES  RESERVE EXPENSES RESERVE EXPENSE-COMMON AREA  TOTAL RESERVE EXPENSES  0.00  8,724.54  TOTAL RESERVE EXPENSES  0.00  8,724.54  | TOTAL RESERVE REVENUE  | 519.56    | 6,832.16   |
| RESERVE EXPENSES RESERVE EXPENSE-COMMON AREA  TOTAL RESERVE EXPENSES  0.00  8,724.54  TOTAL RESERVE EXPENSES  0.00  8,724.54  | TOTAL RESERVE REVENUE  | 519.56    | 6,832.16   |
| TOTAL RESERVE EXPENSES  0.00  8,724.54  TOTAL RESERVE EXPENSES  0.00  8,724.54  | RESERVE EXPENSES   |           |            |
| TOTAL RESERVE EXPENSES  0.00  8,724.54  TOTAL RESERVE EXPENSES  0.00  8,724.54  |  |           |            |
| TOTAL RESERVE EXPENSES 0.00 8,724.54  |  | 0.00      | 8,724.54   |
|   | TOTAL RESERVE EXPENSES   | 0.00      | 8,724.54   |
| NET INCOME 50 507 44 94 020 20  | TOTAL RESERVE EXPENSES   | 0.00      | 8,724.54   |
| NET INCOME 50,007,44 87,038,30  | NET INCOME   | 50,607.44 | 81,038.30  |

**UNAUDITED REPORT** 

308

0

-308

SNOW REMOVAL

3,967

8,000

4,033

12,000

### Trailmark Homeowners Association, Inc. **Budget Variance Report**

For Period Ending 06/30/2009 Level of Detail - Account

|                        | EPARED B    |                     | For Period Ending 06/30/                |                 |            |               |                |
|------------------------|-------------|---------------------|---|-----------------|------------|---------------|----------------|
|                        |             |                     | Level of Detail - Accou                 | nt              |            |               |                |
| TAMMERSMITI<br>Jun Act |             | ⊒WENT, I<br>Jun Var | Account                                 | YTD Actual      | YTD Budget | YTD Var       | Tot Budge      |
|                        |             |                     | REVENUE                                 | V.1             |            |               | . ot zaago     |
|                        |             |                     |   |                 |            |               |                |
| _                      | _           |                     | INCOME                                  |                 |            |               |                |
| 0                      | 0           | 0                   |   | 154,181         | 153,600    | 581           | 307,200        |
| 0                      | 0           | 0                   |   | 3,381           | 0          | 3,381         | (              |
| 431                    | 833         | -402                | LATE FEES INCOME                        | 5,365           | 4,998      | 367           | 10,000         |
| 735                    | 500         | 235                 | LEGAL FEES-COLLECTION INCOME            | 4,992           | 3,000      | 1,992         | 6,000          |
| 375                    | 0           | 375                 | FINES/VIOLATIONS INCOME                 | 525             | 0          | 525           | (              |
| 100                    | 0           | 100                 | LIEN FILING FEE                         | 1,000           | 0          | 1,000         | (              |
| 0                      | 42          | -42                 | SOCIAL INCOME                           | 0               | 250        | -250          | 500            |
| 600                    | 82          | 518                 | NEWSLETTER REVENUE                      | 2,335           | 498        | 1,837         | 1,000          |
| 2,241                  | 1,457       | 784                 | TOTAL INCOME                            | 171,779         | 162,346    | 9,433         | 324,700        |
| 2,241                  | 1,457       | 784                 | TOTAL REVENUE                           | 171,779         | 162,346    | 9,433         | 324,700        |
|                        |             | <del></del>         |   |                 | :          |               |                |
|                        |             |                     | EXPENSES                                |                 |            |               |                |
|                        |             |                     | ADMINISTRATIVE EXPENSES                 |                 |            |               |                |
| 2,730                  | 2,730       | 0                   | MANAGEMENT                              | 16,382          | 16,375     | -7            | 32,750         |
| 0                      | 600         | 600                 | LEGAL-GENERAL                           | 0               | 3,600      | 3,600         |                |
| 735                    | 550         | -185                | LEGAL-COLLECTION                        | 4,992           | 3,300      | -1,692        |                |
| 100                    | 0           | -100                | LIEN FILING                             | 900             | 0          | -900          |                |
| 0                      | 454         | 454                 | LATE FEE EXPENSE                        | 1,800           | 2,724      | 924           |                |
| 0                      | 0           | 0                   | INSURANCE                               | 0               | 0          | 0             |                |
| 0                      | 0           | 0                   | AUDIT                                   | 0               | 2,050      | 2,050         |                |
| 0                      | 0           | 0                   | INCOME TAX                              | 4,881           | 8,400      | 3,519         | 8,400          |
| 884                    | 650         | -234                | ADMINISTRATIVE EXPENSE                  | 3,918           | 3,900      | -18           | 7,800          |
| 951                    | 708         | -243                | POSTAGE                                 | 2,690           | 4,248      | 1,558         | 8,490          |
| 0                      | 196         | 196                 | COPIES                                  | 645             | 1,176      | 531           | 2,345          |
| 1,185                  | 2,000       | 815                 | NEWSLETTER                              | 5,070           | 6,000      | 930           | 12,000         |
| 45                     | 2,000       | -45                 | BANK CHARGES                            | 270             | 0,000      | -270          | 12,000         |
|                        |             |                     | SOCIAL                                  |                 |            |               |                |
| 10,579<br>32           | 1,000<br>0  | -9,579<br>-32       | BAD DEBT EXPENSE                        | 11,268<br>1,636 | 6,000<br>0 | -5,268        | 12,000         |
| 0                      | 84          | 84                  | COVENANT COMMITTEE                      | 750             | 500        | -1,636        |                |
| 675                    | 900         | 225                 | COVENANT COMMITTEE                      | 4,670           |            | -250<br>730   | 1,000          |
|                        |             | 225<br>84           |   |                 | 5,400      |               | 10,800         |
| 0                      | 84          |                     | DESIGN REVIEW COMMITTEE                 | 0               | 500        | 500           | 1,000          |
| 645                    | 1,000<br>83 | 355<br>83           | COMMON AREA<br>SAFETY COMMITTEE         | 3,614           | 6,000      | 2,386         | 12,000         |
| 0                      |             |                     |   | 0               | 499        | 499           | 1,000          |
| 0                      | 84<br>100   | 84<br>100           | FINANCE COMMITTEE MISCELLANEOUS EXPENSE | 0<br>214        | 500<br>550 | 500<br>336    | 1,000<br>1,000 |
| 18,561                 | 11,223      | -7,338              | TOTAL ADMINISTRATIVE EXPENSES           | 63,700          | 71,722     | 8,022         | 134,675        |
| ·                      |             |                     |   |                 |            | ·             | ·              |
| 0                      | 0           | 0                   | BUILDING MAINTENANCE<br>LIGHTING        | 7,040           | 0          | -7,040        | (              |
|                        |             |                     | TOTAL BUILDING MAINTENANCE              | 7,040           |            | -7,040        |                |
| ·                      | •           | •                   |   | -,              | v          | .,            | •              |
| ^                      | ^           | ^                   | GROUNDS / COMMON AREA                   | 940             | ^          | 040           | ,              |
| 1 636                  | 0           | 0                   |   | 810             | 15 333     | -810<br>7.242 | 20.440         |
| 1,636                  | 2,538       | 902                 | LANDSCAPE CONTRACT                      | 7,980           | 15,222     | 7,242         | 30,449         |
| 60                     | 1,000       | 940                 |   | 955             | 2,500      | 1,545         | 4,000          |
| 0                      | 9,633       | 9,633               | TRASH REMOVAL                           | 50,514          | 57,798     | 7,284         | 115,596        |
| 200                    | r           | 200                 | COMPANY TALEBUT WAS I                   |                 |            |               |                |

### o7/01/2009 audited Report Prepared by ammersmith Management, Inc.

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 06/30/2009 Level of Detail - Account

| . Jun Act     | Jun Bud       | Jun Var     | Account                      | YTD Actual    | YTD Budget  | YTD Var | Tot Budget |
|---------------|---------------|-------------|------------------------------|---------------|-------------|---------|------------|
| 2,004         | 13,171        | 11,167      | TOTAL GROUNDS MAINTENANCE    | 64,226        | 83,520      | 19,294  | 162,045    |
|               |               |             | UTILITIES                    |               |             |         |            |
| 92            | 150           | 58          |                              | 292           | 900         | 608     | 1,800      |
| 0             | 2,000         | 2,000       |                              | 1,498         | 12,000      | 10,502  | •          |
|               |               | <del></del> |                              |               |             |         |            |
| 92            | 2,150         | 2,058       | TOTAL UTILITIES              | 1,790         | 12,900      | 11,110  | 25,800     |
|               |               |             | RESERVE ADDITIONS            |               |             |         |            |
| 0             | 0             | 0           |                              | 2,180         | 2,180       | 0       | 2,180      |
|               |               |             |                              | ·             | <u> </u>    |         |            |
| 0             | 0             | 0           | TOTAL RESERVE ADDITIONS      | 2,180         | 2,180       | 0       | 2,180      |
| 20,657        | 26,544        | 5,887       | TOTAL EXPENSES               | 138,936       | 170,322     | 31,386  | 324,700    |
|               |               |             |                              |               |             |         | —————      |
| -18,416       | -25,087       | 6 674       | NET OPERATING INCOME         | 20.040        |             |         |            |
| -10,410       | -25,067       | 0,071       | NET OPERATING INCOME         | 32,843        | -7,976      | 40,819  | 0          |
|               | <del></del> : | · · · · · · |                              |               |             |         |            |
|               |               |             | RESERVE REVENUE              |               |             |         |            |
|               |               |             | RESERVE REVENUE              |               |             |         |            |
| 475           | 0             | 475         |                              | 4,133         | 0           | 4,133   | 0          |
| 0             | 0             | 0           | RESERVES TRANSFER - CLEARING | 2,180         | 0           | 2,180   | Ō          |
| 475           |               | 475         | TOTAL RESERVE REVENUE        |               |             |         |            |
| 410           | •             | 473         | TOTAL RESERVE REVENUE        | 6,313         | 0           | 6,313   | 0          |
| 475           | 0             | 475         | TOTAL RESERVE REVENUE        | 6,313         | 0           | 6,313   | 0          |
|               |               |             |                              | <del></del> : |             |         |            |
|               |               |             | RESERVE EXPENSES             |               |             |         |            |
|               |               |             |                              |               |             |         |            |
|               |               |             | RESERVE EXPENSES             |               |             |         |            |
| 0             | 0             | 0           | RESERVE EXPENSE-COMMON AREA  | 8,725         | 0           | -8,725  | 0          |
| 0             | 0             | 0           | TOTAL RESERVE EXPENSES       | 8,725         |             | -8,725  |            |
|               |               |             |                              | -7            | ·           | -,+     | J          |
| 0             | 0             | 0           | TOTAL RESERVE EXPENSES       | 8,725         | 0           | -8,725  | 0          |
| <del></del>   |               |             |                              |               |             |         |            |
| -17,941       | -25,087       | 7,146       | NET INCOME                   | 30,431        | -7,976      | 38,407  | 0          |
| <del></del> ; | <del></del>   | <del></del> |                              |               | <del></del> |         |            |

RESERVES-1ST BANK # 0625

RESERVES-1ST BANK # 3013

RESERVES-1ST BANK # 0162

RESERVES-1ST BANK # 1737

RESERVES-1ST BANK # 6659

RESERVES-1ST BANK #8835

RESERVES-1ST BANK #8520

ACCOUNTS RECEIVABLE

PREPAID EXPENSES

**ACCOUNTS PAYABLE** 

**INCOME TAX PAYABLE** 

**TOTAL LIABILITIES** 

PREPAID ASSESSMENTS

**DEPOSITS** 

LIABILITIES

**TOTAL ASSETS** 

**ASSETS** 

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

For Period Ending 06/30/2009 HAMMERSMITH MANAGEMENT, INC Level of Detail - Account Account As Of 06/30/2009 OPERATING CHECKING - US BANK 62,779.82 89,382.64 85,742.64 87,736.82 83,839.57 84,910.89 85,997.80 26,497.77 22,822.72 ALLOWANCE FOR DOUBTFUL ACCT (2,400.00)13,115.00 50.00 640,475.67 11,919.00 38,936.83 5,118.00 55,973.83

Page

1

**EQUITY** 

| FUND BALANCE RETAINED WORKING CAPITAL FUND | 430,417.98<br>29,022.00 |
|--|-------------------------|
| REPLACEMENT FUND EQUITY                    | 94,631.00               |
| Current Year Net Income                    | 30,430.86               |
| TOTAL EQUITY                               | 584,501.84              |
|  |                         |
| TOTAL LIABILITIES & EQUITY                 | 640,475.67              |

#### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 06/30/2009 Level of Detail - Account

| UNAUDITED REPORT            |  |
|-----------------------------|--|
| PREPARED BY                 |  |
| HAMMERSMITH MANAGEMENT, INC |  |

| Account                       | Jun Act       | VTD A -4            |
|-------------------------------|---------------|---------------------|
| REVENUE                       | Juli Act      | YTD Actual          |
|                               |               |                     |
| INCOME                        |               |                     |
| ASSESSMENTS                   | 0.00          | 154,181.47          |
| OTHER INCOME                  | 0.00          | 3,380.52            |
| LATE FEES INCOME              | 430.52        | 5,365.46            |
| LEGAL FEES-COLLECTION INCOME  | 735.00        | 4,992.31            |
| FINES/VIOLATIONS INCOME       | 375.00        | 525.00              |
| LIEN FILING FEE               | 100.00        | 1,000.00            |
| SOCIAL INCOME                 | 0.00          | 0.00                |
| NEWSLETTER REVENUE            | 600.00        | 2,335.00            |
| TOTAL INCOME                  | 2,240.52      | 171,779.76          |
| TOTAL REVENUE                 | 2,240.52      | 171,779.76          |
| :                             |               |                     |
| EXPENSES                      |               |                     |
| ADMINISTRATIVE EXPENSES       |               |                     |
| MANAGEMENT                    | 2,730.30      | 16,381.80           |
| LEGAL-GENERAL                 | 0.00          | 0.00                |
| LEGAL-COLLECTION              | 735.00        | 4,992.31            |
| LIEN FILING                   | 100.00        | 900.00              |
| LATE FEE EXPENSE              | 0.00          | 1,800.00            |
| INSURANCE                     | 0.00          | 0.00                |
| AUDIT                         | 0.00          | 0.00                |
| INCOME TAX                    | 0.00          | 4,881.00            |
| ADMINISTRATIVE EXPENSE        | 883.81        | 3,918.37            |
| POSTAGE                       | 950.61        | 2,690.25            |
| COPIES                        | 0.00          | 645.40              |
| NEWSLETTER                    | 1,185.00      | 5,069.89            |
| BANK CHARGES                  | 45.00         | 270.00              |
| SOCIAL                        | 10,578.66     | 11,268.11           |
| BAD DEBT EXPENSE              | 32.23         | 1,635.56            |
| COVENANT COMMITTEE            | 0.00          | 750.00              |
| COVENANT PATROL               | 675.00        | 4,670.00            |
| DESIGN REVIEW COMMITTEE       | 0.00          | 0.00                |
| COMMON AREA                   | 645.00        | 3,614.38            |
| SAFETY COMMITTEE              | 0.00          | 0.00                |
| FINANCE COMMITTEE             | 0.00          | 0.00                |
| MISCELLANEOUS EXPENSE         | 0.00          | 214.38              |
| TOTAL ADMINISTRATIVE EXPENSES | 18,560.61     | 63,701.45           |
| BUILDING MAINTENANCE          |               |                     |
| LIGHTING                      | 0.00          | 7,040.00            |
|                               | 0.00          | 7,040.00            |
| TOTAL BUILDING MAINTENANCE    | 0.00          | 7,040.00            |
| GROUNDS MAINTENANCE           |               |                     |
| GROUNDS / COMMON AREA         | 0.00          | 810.00              |
| LANDSCAPE CONTRACT            | 1,636.00      | 7,979.92            |
| 2 "12001"                     |               | . ,                 |
| SPRINKLER REPAIRS             | 60.00         | 954.65              |
|                               | 60.00<br>0.00 | 954.65<br>50,514.00 |

### UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 06/30/2009 Level of Detail - Account

| Account                      | Jun Act    | YTD Actual |  |
|------------------------------|------------|------------|--|
| TOTAL GROUNDS MAINTENANCE    | 2,003.50   | 64,225.07  |  |
|                              |            |            |  |
| UTILITIES                    | 0.1.7.1    |            |  |
| GAS & ELECTRICITY            | 91.54      | 292.42     |  |
| WATER & SEWER                | 0.00       | 1,498.02   |  |
| TOTAL UTILITIES              | 91.54      | 1,790.44   |  |
| RESERVE ADDITIONS            |            |            |  |
| TRANSFERS TO RESERVES        | 0.00       | 2,180.00   |  |
| TOTAL RESERVE ADDITIONS      | 0.00       | 2,180.00   |  |
| TOTAL EXPENSES               | 20,655.65  | 138,936.96 |  |
| NET OPERATING INCOME         | -18,415.13 | 32,842.80  |  |
| RESERVE REVENUE              |            |            |  |
| RESERVE REVENUE              |            |            |  |
| INTEREST - RESERVES          | 474.50     | 4,132.60   |  |
| RESERVES TRANSFER - CLEARING | 0.00       | 2,180.00   |  |
| TOTAL RESERVE REVENUE        | 474.50     | 6,312.60   |  |
|                              | 414.00     | 0,512.00   |  |
| TOTAL RESERVE REVENUE        | 474.50     | 6,312.60   |  |
| RESERVE EXPENSES             |            |            |  |
| RESERVE EXPENSES             |            |            |  |
| RESERVE EXPENSE-COMMON AREA  | 0.00       | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 0.00       | 8,724.54   |  |
| TOTAL RESERVE EXPENSES       | 0.00       | 8,724.54   |  |
| NET INCOME                   | -17,940.63 | 30,430.86  |  |
|                              |            |            |  |

# 06/01/2009 UNA UDITED REPORT PROPARED BY MANAGEMENT, INC

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 05/31/2009 Level of Detail - Account

| May Act | May Bud | May Var | Account                       | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---------|---------|---------|-------------------------------|------------|------------|---------|------------|
|         |         |         | REVENUE                       |            |            |         |            |
|         |         |         | INCOME                        |            |            |         |            |
| 581     | 0       | 581     | ASSESSMENTS                   | 154,181    | 153,600    | 581     | 307,200    |
| 0       | 0       | 0       | OTHER INCOME                  | 3,381      | 0          | 3,381   | 0          |
| 724     | 833     | -109    | LATE FEES INCOME              | 4,935      | 4,165      | 770     | 10,000     |
| 1,046   | 500     | 546     | LEGAL FEES-COLLECTION INCOME  | 4,257      | 2,500      | 1,757   |            |
| 0       | 0       | 0       | FINES/VIOLATIONS INCOME       | 150        | 0          | 150     | 0          |
| 100     | 0       | 100     | LIEN FILING FEE               | 900        | 0          | 900     | C          |
| 0       | 40      | -40     | SOCIAL INCOME                 | 0          | 208        | -208    | 500        |
| 300     |         | 216     | NEWSLETTER REVENUE            | 1,735      | 416        | 1,319   | 1,000      |
| 2,751   | 1,457   | 1,294   | TOTAL INCOME                  | 169,539    | 160,889    | 8,650   | 324,700    |
| 2,751   | 1,457   | 1,294   | TOTAL REVENUE                 | 169,539    | 160,889    | 8,650   | 324,700    |
|         |         |         | EXPENSES                      |            |            |         |            |
|         |         |         | ADMINISTRATIVE EXPENSES       |            |            |         |            |
| 2,730   | 2,729   | -1      | MANAGEMENT                    | 13,652     | 13,645     | -7      | 32,750     |
| 2,700   | 600     | 600     | LEGAL-GENERAL                 | 10,002     | 3,000      | 3,000   | 7,200      |
| 1,046   | 550     | -496    | LEGAL-COLLECTION              | 4,257      | 2,750      | -1,507  | 6,600      |
| 0       | 0       | 0       | LIEN FILING                   | 800        | 2,730      | -800    | 0,000      |
| 240     | 454     | 214     | LATE FEE EXPENSE              | 1,800      | 2,270      | 470     | 5,440      |
| 0       | 0       | 0       | INSURANCE                     | 0          | 0          | 0       | 1,800      |
| 0       | 2,050   | 2,050   | AUDIT                         | 0          | 2,050      | 2,050   | 2,050      |
| 0       | 8,400   | 8,400   | INCOME TAX                    | 4,881      | 8,400      | 3,519   | 8,400      |
| 407     | 650     | 243     | ADMINISTRATIVE EXPENSE        | 3,035      | 3,250      | 215     | 7,800      |
| 95      | 708     | 613     | POSTAGE                       | 1,740      | 3,540      | 1,800   | 8,490      |
| 113     | 196     | 83      | COPIES                        | 645        | 980        | 335     | 2,345      |
| 42      | 0       | -42     | NEWSLETTER                    | 3,885      | 4,000      | 115     | 12,000     |
| 35      | 0       | -35     | BANK CHARGES                  | 225        | . 0        | -225    | C          |
| 0       | 1,000   | 1,000   | SOCIAL                        | 689        | 5,000      | 4,311   | 12,000     |
| 292     | 0       | -292    | BAD DEBT EXPENSE              | 1,603      | . 0        | -1,603  | . (        |
| 0       | 83      | 83      | COVENANT COMMITTEE            | 750        | 416        | -334    | 1,000      |
| 975     | 900     | -75     | COVENANT PATROL               | 3,995      | 4,500      | 505     | 10,800     |
| 0       | 83      | 83      | DESIGN REVIEW COMMITTEE       | 0          | 416        | 416     | 1,000      |
| -16,575 | 1,000   | 17,575  | COMMON AREA                   | 2,969      | 5,000      | 2,031   | 12,000     |
| 0       | 83      | 83      | SAFETY COMMITTEE              | 0          | 416        | 416     | 1,000      |
| 0       | 83      | 83      | FINANCE COMMITTEE             | 0          | 416        | 416     | 1,000      |
| 0       | 50      | 50      | MISCELLANEOUS EXPENSE         | 214        | 450        | 236     | 1,000      |
| -10,600 | 19,619  | 30,219  | TOTAL ADMINISTRATIVE EXPENSES | 45,140     | 60,499     | 15,359  | 134,675    |
|         |         |         | BUILDING MAINTENANCE          |            |            |         |            |
| 7,040   | 0       | -7,040  | LIGHTING                      | 7,040      | 0          | -7,040  | C          |
| 7,040   | 0       | -7,040  | TOTAL BUILDING MAINTENANCE    | 7,040      | 0          | -7,040  | 0          |
|         |         |         | GROUNDS MAINTENANCE           |            |            |         |            |
| 810     | 0       | -810    | GROUNDS / COMMON AREA         | 810        | 0          | -810    | C          |
| 1,636   | 2,538   | 902     | LANDSCAPE CONTRACT            | 6,344      | 12,684     | 6,340   | 30,449     |
| 0       | 500     | 500     | SPRINKLER REPAIRS             | 895        | 1,500      | 605     | 4,000      |
| 10,100  | 9,633   | -467    | TRASH REMOVAL                 | 50,514     | 48,165     | -2,349  | 115,596    |
| 1,228   | 0       | -1,228  | SNOW REMOVAL                  | 3,659      | 8,000      | 4,341   | 12,000     |

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# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 05/31/2009 Level of Detail - Account

Unaudited Report
Prepared by
Hammersmith Management, Inc.
May Bud May Va

| May Act     | May Bud | May Var | Account                                      | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|-------------|---------|---------|--|------------|------------|---------|------------|
| 13,774      | 12,671  | -1,103  | TOTAL GROUNDS MAINTENANCE                    | 62,222     | 70,349     | 8,127   | 162,045    |
|             |         |         | UTILITIES                                    |            |            |         |            |
| 112         | 150     | 38      | GAS & ELECTRICITY                            | 201        | 750        | 549     | 1,800      |
| 1,454       | 2,000   | 546     | WATER & SEWER                                | 1,498      | 10,000     | 8,502   | 24,000     |
| 1,566       | 2,150   | 584     | TOTAL UTILITIES                              | 1,699      | 10,750     | 9,051   | 25,800     |
|             |         |         | RESERVE ADDITIONS                            |            |            |         |            |
| 0           | 0       | 0       | TRANSFERS TO RESERVES                        | 2,180      | 2,180      | 0       | 2,180      |
|             | 0       | 0       | TOTAL RESERVE ADDITIONS                      | 2,180      | 2,180      | 0       | 2,180      |
| 11,780      | 34,440  | 22,660  | TOTAL EXPENSES                               | 118,281    | 143,778    | 25,497  | 324,700    |
| -9,029      | -32,983 | 23,954  | NET OPERATING INCOME                         | 51,258     | 17,111     | 34,147  | 0          |
|             |         |         | RESERVE REVENUE                              |            |            |         |            |
|             |         |         | RESERVE REVENUE                              |            |            |         |            |
| 0           | 0       | 0       | INTEREST - RESERVES                          | 3,658      | 0          | 3,658   | 0          |
| 0           | 0       | 0       | RESERVES TRANSFER - CLEARING                 | 2,180      | 0          | 2,180   | 0          |
| 0           | 0       | 0       | TOTAL RESERVE REVENUE                        | 5,838      |            | 5,838   | 0          |
| 0           | 0       | 0       | TOTAL RESERVE REVENUE                        | 5,838      | 0          | 5,838   | 0          |
|             |         |         | RESERVE EXPENSES                             |            |            |         | ****       |
| 8,725       | 0       | -8,725  | RESERVE EXPENSES RESERVE EXPENSE-COMMON AREA | 8,725      | 0          | -8,725  | . 0        |
| 8,725       | 0       | -8,725  | TOTAL RESERVE EXPENSES                       | 8,725      | 0          | -8,725  | 0          |
| 8,725       | 0       | -8,725  | TOTAL RESERVE EXPENSES                       | 8,725      | 0          | -8,725  | 0          |
| -17,754     | -32,983 | 15,229  | NET INCOME                                   | 48,371     | 17,111     | 31,260  | 0          |
| <del></del> |         |         |  |            | :          |         |            |

UNAUDITED REPORT

PREPARED BY

HAMMERSMITH MANAGEMENT, INC

Trailmark Homeowners Association, Inc.

Page

623,288.06

**BALANCE SHEET** 

### For Period Ending 05/31/2009

Level of Detail - Account

Account As Of 05/31/2009 **ASSETS** OPERATING CHECKING - US BANK 45,609.06 RESERVES-1ST BANK # 0625 89,305.01 RESERVES-1ST BANK # 3013 85,668.18 RESERVES-1ST BANK # 0162 87,670.62 RESERVES-1ST BANK # 1737 83,766.76 RESERVES-1ST BANK # 6659 84,837.15 RESERVES-1ST BANK # 8835 85,923.11 RESERVES-1ST BANK #8520 26,472.80 ACCOUNTS RECEIVABLE 23,270.37 ALLOWANCE FOR DOUBTFUL ACCT (2,400.00)PREPAID EXPENSES 13,115.00 **DEPOSITS** 50.00 **TOTAL ASSETS** 623,288.06 LIABILITIES **ACCOUNTS PAYABLE** 11,919.00 PREPAID ASSESSMENTS 3,808.59 INCOME TAX PAYABLE 5,118.00 **TOTAL LIABILITIES** 20,845.59 **EQUITY** FUND BALANCE RETAINED 430,417.98 WORKING CAPITAL FUND 29,022.00 REPLACEMENT FUND EQUITY 94,631.00 **Current Year Net Income** 48,371.49 **TOTAL EQUITY** 602,442.47 **TOTAL LIABILITIES & EQUITY** 

### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 05/31/2009 Level of Detail - Account

| UNAUDITED REPORT       |     |
|------------------------|-----|
| PREPARED BY            |     |
| HAMMERSMITH MANAGEMENT | INC |

| Account                            | May Act           | YTD Actual |  |
|------------------------------------|-------------------|------------|--|
| REVENUE                            |                   |            |  |
|                                    |                   |            |  |
| INCOME                             |                   |            |  |
| ASSESSMENTS                        | 581.47            | 154,181.47 |  |
| OTHER INCOME                       | 0.00              | 3,380.52   |  |
| LATE FEES INCOME                   | 724.41            | 4,934.94   |  |
| LEGAL FEES-COLLECTION INCOME       | 1,046.00          | 4,257.31   |  |
| FINES/VIOLATIONS INCOME            | 0.00              | 150.00     |  |
| LIEN FILING FEE                    | 100.00            | 900.00     |  |
| SOCIAL INCOME                      | 0.00              | 0.00       |  |
| NEWSLETTER REVENUE                 | 300.00            | 1,735.00   |  |
| TOTAL INCOME                       | 2,751.88          | 169,539.24 |  |
| TOTAL REVENUE                      | 2,751.88          | 169,539.24 |  |
|                                    |                   |            |  |
| EXPENSES                           |                   |            |  |
| ADMINISTRATIVE EXPENSES            |                   |            |  |
| MANAGEMENT                         | 2,730.30          | 13,651.50  |  |
| LEGAL-GENERAL                      | 0.00              | 0.00       |  |
| LEGAL-COLLECTION                   | 1,046.00          | 4,257.31   |  |
| LIEN FILING                        | 0.00              | 800.00     |  |
| LATE FEE EXPENSE                   | 240.00            | 1,800.00   |  |
| INSURANCE                          | 0.00              | 0.00       |  |
| AUDIT                              | 0.00              | 0.00       |  |
| INCOME TAX                         | 0.00              | 4,881.00   |  |
| ADMINISTRATIVE EXPENSE             | 407.24            | 3,034.56   |  |
| POSTAGE                            | 94.75             | 1,739.64   |  |
| COPIES                             | 113.40            | 645.40     |  |
| NEWSLETTER                         | 42.32             | 3,884.89   |  |
| BANK CHARGES                       | 35.00             | 225.00     |  |
| SOCIAL                             | 0.00              | 689.45     |  |
| BAD DEBT EXPENSE                   | 292.23            | 1,603.33   |  |
| COVENANT COMMITTEE                 | 0.00              | 750.00     |  |
| COVENANT PATROL                    | 975.00            | 3,995.00   |  |
| DESIGN REVIEW COMMITTEE            | 0.00              | 0.00       |  |
| COMMON AREA                        | -16,574.54        | 2,969.38   |  |
| SAFETY COMMITTEE                   | 0.00              | 0.00       |  |
| FINANCE COMMITTEE                  | 0.00              | 0.00       |  |
| MISCELLANEOUS EXPENSE              | 0.00              | 214.38     |  |
| TOTAL ADMINISTRATIVE EXPENSES      | -10,598.30        | 45,140.84  |  |
| BUILDING MAINTENANCE               |                   |            |  |
| LIGHTING                           | 7,040.00          | 7,040.00   |  |
| 2.5111110                          |                   |            |  |
| TOTAL BUILDING MAINTENANCE         | 7,040.00          | 7,040.00   |  |
| GROUNDS MAINTENANCE                |                   |            |  |
| GROUNDS / COMMON AREA              | 810.00            | 810.00     |  |
| LANDSCAPE CONTRACT                 | 1,636.00          | 6,343.92   |  |
|                                    |                   | 004.05     |  |
| SPRINKLER REPAIRS                  | 0.00              | 894.65     |  |
| SPRINKLER REPAIRS<br>TRASH REMOVAL | 0.00<br>10,099.80 | 50,514.00  |  |

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06/01/2009 UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 05/31/2009 Level of Detail - Account

| Account                      | May Act    | YTD Actual                                 |   |
|------------------------------|------------|--|---|
| TOTAL GROUNDS MAINTENANCE    | 13,773.30  | 62,221.57                                  | _ |
|                              |            |  |   |
| UTILITIES                    | 444 50     | 222.22                                     |   |
| GAS & ELECTRICITY            | 111.56     | 200.88                                     |   |
| WATER & SEWER                | 1,454.46   | 1,498.02                                   |   |
| TOTAL UTILITIES              | 1,566.02   | 1,698.90                                   |   |
| RESERVE ADDITIONS            |            |  |   |
| TRANSFERS TO RESERVES        | 0.00       | 2,180.00                                   |   |
| TOTAL RESERVE ADDITIONS      | 0.00       | 2,180.00                                   |   |
| TOTAL EXPENSES               | 11,781.02  | 118,281.31                                 |   |
| NET OPERATING INCOME         | -9,029.14  | 51,257.93                                  |   |
| RESERVE REVENUE              |            | 1 1 20 20 20 20 20 20 20 20 20 20 20 20 20 |   |
| RESERVE REVENUE              |            |  |   |
| INTEREST - RESERVES          | 0.00       | 3,658.10                                   |   |
| RESERVES TRANSFER - CLEARING | 0.00       | 2,180.00                                   |   |
| TOTAL RESERVE REVENUE        | 0.00       | 5,838.10                                   |   |
| TOTAL RESERVE REVENUE        | 0.00       | 5,838.10                                   |   |
| RESERVE EXPENSES             |            |  |   |
| RESERVE EXPENSES             |            |  |   |
| RESERVE EXPENSE-COMMON AREA  | 8,724.54   | 8,724.54                                   |   |
| TOTAL RESERVE EXPENSES       | 8,724.54   | 8,724.54                                   |   |
| TOTAL RESERVE EXPENSES       | 8,724.54   | 8,724.54                                   |   |
| NET INCOME                   | -17,753.68 | 48,371.49                                  |   |
|                              |            |  |   |

UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 04/30/2009 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    |
| 3,164   | 0       | 3,164   | OTHER INCOME                  | 3,381      | 0          | 3,381   | 0          |
| 1,535   | 833     | 702     | LATE FEES INCOME              | 4,211      | 3,332      | 879     | 10,000     |
| 650     | 500     | 150     | LEGAL FEES-COLLECTION INCOME  | 3,211      | 2,000      | 1,211   | 6,000      |
| 75      | 0       | 75      | FINES/VIOLATIONS INCOME       | 150        | 0          | 150     | . 0        |
| 0       | 0       | 0       | LIEN FILING FEE               | 800        | 0          | 800     | 0          |
| 0       | 42      | -42     | SOCIAL INCOME                 | 0          | 168        | -168    | 500        |
| 1,100   | 82      | 1,018   | NEWSLETTER REVENUE            | 1,435      | 332        | 1,103   | 1,000      |
| 83,324  | 78,257  | 5,067   | TOTAL INCOME                  | 166,788    | 159,432    | 7,356   | 324,700    |
| 83,324  | 78,257  | 5,067   | TOTAL REVENUE                 | 166,788    | 159,432    | 7,356   | 324,700    |
|         |         |         |                               |            | :          |         |            |
|         |         |         | EXPENSES                      |            |            |         |            |
| 0.700   | 0.700   | ,       | ADMINISTRATIVE EXPENSES       |            |            |         |            |
| 2,730   | 2,729   | -1      | MANAGEMENT                    | 10,921     | 10,916     | -5      | 32,750     |
| 0       | 600     | 600     | LEGAL-GENERAL                 | 0          | 2,400      | 2,400   | 7,200      |
| 650     | 550     | -100    | LEGAL-COLLECTION              | 3,211      | 2,200      | -1,011  | 6,600      |
| 700     | 0       | -700    | LIEN FILING                   | 800        | · 0        | -800    | 0          |
| 375     | 454     | 79      | LATE FEE EXPENSE              | 1,560      | 1,816      | 256     | 5,440      |
| 0       | 0       | 0       | INSURANCE                     | 0          | 0          | 0       | 1,800      |
| 0       | 0       | 0       | AUDIT                         | 0          | 0          | 0       | 2,050      |
| 0       | 0       | 0       | INCOME TAX                    | 4,881      | 0          | -4,881  | 8,400      |
| 995     | 650     | -345    | ADMINISTRATIVE EXPENSE        | 2,627      | 2,600      | -27     | 7,800      |
| 534     | 708     | 174     | POSTAGE                       | 1,645      | 2,832      | 1,187   | 8,490      |
| 239     | 196     | -43     | COPIES                        | 532        | 784        | 252     | 2,345      |
| 1,624   | 2,000   | 376     | NEWSLETTER                    | 3,843      | 4,000      | 157     | 12,000     |
| 45      | 0       | -45     | BANK CHARGES                  | 190        | 0          | -190    | 0          |
| 0       | 1,000   | 1,000   | SOCIAL                        | 689        | 4,000      | 3,311   | 12,000     |
| 1,230   | 0       | -1,230  | BAD DEBT EXPENSE              | 1,311      | 0          | -1,311  | 0          |
| 0       | 83      | 83      | COVENANT COMMITTEE            | 750        | 333        | -417    | 1,000      |
| 920     | 900     | -20     | COVENANT PATROL               | 3,020      | 3,600      | 580     | 10,800     |
| 0       | 83      | 83      | DESIGN REVIEW COMMITTEE       | 0          | 333        | 333     | 1,000      |
| 1,105   | 1,000   | -105    | COMMON AREA                   | 19,544     | 4,000      | -15,544 | 12,000     |
| 0       | 84      | 84      | SAFETY COMMITTEE              | 0          | 333        | 333     | 1,000      |
| 0       | 83      | 83      | FINANCE COMMITTEE             | 0          | 333        | 333     | 1,000      |
| 0       | 100     | 100     | MISCELLANEOUS EXPENSE         | 214        | 400        | 186     | 1,000      |
| 11,147  | 11,220  | 73      | TOTAL ADMINISTRATIVE EXPENSES | 55,738     | 40,880     | -14,858 | 134,675    |
|         |         | _       | GROUNDS MAINTENANCE           |            |            |         |            |
| 3,272   | 2,538   | -734    | LANDSCAPE CONTRACT            | 4,708      | 10,146     | 5,438   | 30,449     |
| 0       | 1,000   | 1,000   | SPRINKLER REPAIRS             | 895        | 1,000      | 105     | 4,000      |
| 10,100  | 9,633   | -467    | TRASH REMOVAL                 | 40,414     | 38,532     | -1,882  | 115,596    |
| 0       | 2,000   | 2,000   | SNOW REMOVAL                  | 2,432      | 8,000      | 5,568   | 12,000     |
| 13,372  | 15,171  | 1,799   | TOTAL GROUNDS MAINTENANCE     | 48,449     | 57,678     | 9,229   | 162,045    |
|         |         |         | UTILITIES                     |            |            |         |            |
| 20      | 150     | 130     | GAS & ELECTRICITY             | 89         | 600        | 511     | 1,800      |
|         |         |         |                               |            |            |         |            |

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### Page

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 04/30/2009 Level of Detail - Account

| Apr Act | Apr Bud | Apr Var | Account                                 | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---------|---------|---------|---|------------|------------|---------|------------|
| 42      | 2,150   | 2,108   | TOTAL UTILITIES                         | 133        | 8,600      | 8,467   | 25,800     |
| 0       | 0       | 0       | RESERVE ADDITIONS TRANSFERS TO RESERVES | 2,180      | 2,180      | 0       | 2,180      |
| 0       | 0       | 0       | TOTAL RESERVE ADDITIONS                 | 2,180      | 2,180      | 0       | 2,180      |
| 24,561  | 28,541  | 3,980   | TOTAL EXPENSES                          | 106,500    | 109,338    | 2,838   | 324,700    |
| 58,763  | 49,716  | 9,047   | NET OPERATING INCOME                    | 60,288     | 50,094     | 10,194  | 0          |
|         |         |         | RESERVE REVENUE                         |            | ,          |         |            |
|         |         |         | RESERVE REVENUE                         |            |            |         |            |
| 523     | 0       | 523     | INTEREST - RESERVES                     | 3,658      | 0          | 3,658   | 0          |
| 0       | 0       | 0       | RESERVES TRANSFER - CLEARING            | 2,180      | 0          | 2,180   | 0          |
| 523     | 0       | 523     | TOTAL RESERVE REVENUE                   | 5,838      | 0          | 5,838   | 0          |
| 523     | 0       | 523     | TOTAL RESERVE REVENUE                   | 5,838      | 0          | 5,838   | 0          |
| 59,286  | 49,716  | 9,570   | NET INCOME                              | 66,126     | 50,094     | 16,032  | 0          |
|         |         |         |   |            |            |         |            |

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### Trailmark Homeowners Association, Inc. BALANCE SHEET

### For Period Ending 04/30/2009 Level of Detail - Account

UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

Level of Detail - Account

| Account                      | As Of 04/30/2009 |
|------------------------------|------------------|
| ASSETS                       |                  |
| OPERATING CHECKING - US BANK | 49,607.33        |
| RESERVES-1ST BANK # 0625     | 89,305.01        |
| RESERVES-1ST BANK # 3013     | 85,668.18        |
| RESERVES-1ST BANK # 0162     | 87,670.62        |
| RESERVES-1ST BANK # 1737     | 83,766.76        |
| RESERVES-1ST BANK # 6659     | 84,837.15        |
| RESERVES-1ST BANK # 8835     | 85,923.11        |
| RESERVES-1ST BANK #8520      | 35,197.34        |
| ACCOUNTS RECEIVABLE          | 27,222.10        |
| ALLOWANCE FOR DOUBTFUL ACCT  | (2,400.00)       |
| PREPAID EXPENSES             | 13,115.00        |
| DEPOSITS                     | 50.00            |
| TOTAL ASSETS                 | 639,962.60       |
| LIABILITIES                  |                  |
| ACCOUNTS PAYABLE             | 11,919.00        |
| PREPAID ASSESSMENTS          | 2,729.45         |
| INCOME TAX PAYABLE           | 5,118.00         |
| TOTAL LIABILITIES            | 19,766.45        |
| EQUITY                       |                  |
| FUND BALANCE RETAINED        | 430,417.98       |
| WORKING CAPITAL FUND         | 29,022.00        |
| REPLACEMENT FUND EQUITY      | 94,631.00        |
| Current Year Net Income      | 66,125.17        |
| TOTAL EQUITY                 | 620,196.15       |
|                              | 620.000.00       |
| TOTAL LIABILITIES & EQUITY   | 639,962.60<br>   |
|                              | <del></del>      |

**UNAUDITED REPORT** 

PREPARED BY

### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 04/30/2009

### Level of Detail - Account

| PHEMARED BY             | Level of Detail - Ac                    | count        |            |
|-------------------------|---|--------------|------------|
| MMERSMITH MANAGEMENT, I | Account                                 | Apr Act      | YTD Actual |
| 1.20.2.000              | REVENUE                                 |              |            |
|                         | INCOME                                  |              |            |
|                         | ASSESSMENTS                             | 76,800.00    | 153,600.00 |
|                         | OTHER INCOME                            | 3,163.55     | 3,380.52   |
|                         | LATE FEES INCOME                        | 1,534.98     | 4,210.53   |
|                         | LEGAL FEES-COLLECTION INCOME            | 650.00       | 3,211.31   |
|                         | FINES/VIOLATIONS INCOME                 | 75.00        | 150.00     |
|                         | LIEN FILING FEE                         | 0.00         | 800.00     |
|                         | SOCIAL INCOME                           | 0.00         | 0.00       |
|                         | NEWSLETTER REVENUE                      | 1,100.00     | 1,435.00   |
|                         | TOTAL INCOME                            | 83,323.53    | 166,787.36 |
|                         | TOTAL REVENUE                           | 83,323.53    | 166,787.36 |
|                         |   | <del></del>  |            |
|                         | EXPENSES                                |              |            |
|                         | ADMINISTRATIVE EXPENSES                 |              |            |
|                         | MANAGEMENT                              | 2,730.30     | 10,921.20  |
|                         | LEGAL-GENERAL                           | 0.00         | 0.00       |
|                         | LEGAL-COLLECTION                        | 650.00       | 3,211.31   |
|                         | LIEN FILING                             | 700.00       | 800.00     |
|                         | LATE FEE EXPENSE                        | 375.00       | 1,560.00   |
|                         | INSURANCE                               | 0.00         | 0.00       |
|                         | AUDIT                                   | 0.00         | 0.00       |
|                         | INCOME TAX                              | 0.00         | 4,881.00   |
|                         | ADMINISTRATIVE EXPENSE                  | 994.73       | 2,627.32   |
|                         | POSTAGE                                 | 534.37       | 1,644.89   |
|                         | COPIES                                  | 239.20       | 532.00     |
|                         | NEWSLETTER                              | 1,624.37     | 3,842.57   |
|                         | BANK CHARGES                            | 45.00        | 190.00     |
|                         | SOCIAL                                  | 0.00         | 689.45     |
|                         | BAD DEBT EXPENSE                        | 1,230.25     | 1,311.10   |
|                         | COVENANT COMMITTEE                      | 0.00         | 750.00     |
|                         | COVENANT PATROL                         | 920.00       | 3,020.00   |
|                         | DESIGN REVIEW COMMITTEE                 | 0.00         | 0.00       |
|                         | COMMON AREA                             | 1,105.04     | 19,543.92  |
|                         |   | 0.00         | 0.00       |
|                         | SAFETY COMMITTEE                        |              | 0.00       |
|                         | FINANCE COMMITTEE MISCELLANEOUS EXPENSE | 0.00<br>0.00 | 214.38     |
|                         | TOTAL ADMINISTRATIVE EXPENSES           | 11,148.26    | 55,739.14  |
|                         | TOTAL ADMINISTRATIVE EXPENSES           | 11,140.20    | 55,755.14  |
|                         | GROUNDS MAINTENANCE LANDSCAPE CONTRACT  | 3,272.00     | 4,707.92   |
| _                       |   | 0.00         | 894.65     |
| •                       | SPRINKLER REPAIRS                       | 10,099.80    | 40,414.20  |
|                         | TRASH REMOVAL<br>SNOW REMOVAL           | 0.00         | 2,431.50   |
|                         | TOTAL GROUNDS MAINTENANCE               | 13,371.80    | 48,448.27  |
|                         | UTILITIES                               |              |            |
|                         | GAS & ELECTRICITY                       | 20.14        | 89.32      |
|                         |   | 04.70        | 42.50      |

21.78

WATER & SEWER

43.56

### 05/05/2009 UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 04/30/2009 Level of Detail - Account

| Account                      | Apr Act                                 | YTD Actual |
|------------------------------|---|------------|
| TOTAL UTILITIES              | 41.92                                   | 132.88     |
| RESERVE ADDITIONS            |   |            |
| TRANSFERS TO RESERVES        | 0.00                                    | 2,180.00   |
| TOTAL RESERVE ADDITIONS      | 0.00                                    | 2,180.00   |
| TOTAL EXPENSES               | 24,561.98                               | 106,500.29 |
| NET OPERATING INCOME         |   |            |
| NET OPERATING INCOME         | 58,761.55                               | 60,287.07  |
| RESERVE REVENUE              |   |            |
| RESERVE REVENUE              |   |            |
| INTEREST - RESERVES          | 522.81                                  | 3,658.10   |
| RESERVES TRANSFER - CLEARING | 0.00                                    | 2,180.00   |
| TOTAL RESERVE REVENUE        | 522.81                                  | 5,838.10   |
| TOTAL RESERVE REVENUE        | 522.81                                  | 5,838.10   |
|                              | ======================================= |            |
| NET INCOME                   | 59,284.36                               | 66,125.17  |
|                              | ======================================= |            |

### Trailmark Homeowners Association, Inc. 9

| Trailitaik Homeowners Associatio |
|----------------------------------|
| Budget Variance Report           |
| For Period Ending 03/31/2009     |
| Level of Detail - Account        |
|                                  |

| Mar Act     | Mar Bud | Mar Var | Account                       | YTD Actual                            | YTD Budget | YTD Var | Tot Budge |
|-------------|---------|---------|-------------------------------|---------------------------------------|------------|---------|-----------|
|             |         |         | REVENUE                       |                                       |            |         |           |
|             |         |         | INCOME                        |                                       |            |         |           |
| 0           | 0       | 0       | ASSESSMENTS                   | 76,800                                | 76,800     | 0       | 307,20    |
| 0           | 0       | 0       | OTHER INCOME                  | 217                                   | 0          | 217     | •         |
| 420         | 833     | -413    | LATE FEES INCOME              | 2,676                                 | 2,499      | 177     |           |
| 540         | 500     | 40      | LEGAL FEES-COLLECTION INCOME  | 2,561                                 | 1,500      | 1,061   | 6,00      |
| 25          | 0       | 25      | FINES/VIOLATIONS INCOME       | . 75                                  | 0          | 75      |           |
| 700         | o       | 700     | LIEN FILING FEE               | 800                                   | 0          | 800     |           |
| 0           | 42      | -42     | SOCIAL INCOME                 | 0                                     | 126        | -126    |           |
| ō           | 84      | -84     | NEWSLETTER REVENUE            | 335                                   | 250        | 85      |           |
| 1,685       | 1,459   | 226     | TOTAL INCOME                  | 83,464                                | 81,175     | 2,289   | 324,70    |
| 1,685       | 1,459   | 226     | TOTAL REVENUE                 | 83,464                                | 81,175     | 2,289   | 324,70    |
| <del></del> |         |         |                               | · · · · · · · · · · · · · · · · · · · |            |         |           |
|             |         |         | EXPENSES                      |                                       |            |         |           |
|             |         |         | ADMINISTRATIVE EXPENSES       |                                       |            |         |           |
| 2,730       | 2,729   | -1      | MANAGEMENT                    | 8,191                                 | 8,187      | -4      | 32,75     |
| 0           | 600     | 600     | LEGAL-GENERAL                 | 0                                     | 1,800      | 1,800   | 7,20      |
| 540         | 550     | 10      | LEGAL-COLLECTION              | 2,561                                 | 1,650      | -911    | 6,60      |
| 100         | 0       | -100    | LIEN FILING                   | 100                                   | 0          | -100    |           |
| 840         | 454     | -386    | LATE FEE EXPENSE              | 1,185                                 | 1,362      | 177     | 5,44      |
| 0           | 0       | 0       | INSURANCE                     | 0                                     | 0          | 0       | 1,80      |
| 0           | 0       | 0       | AUDIT                         | 0                                     | 0          | 0       | 2,05      |
| 0           | 0       | 0       | INCOME TAX                    | 4,881                                 | 0          | -4,881  | 8,40      |
| 91          | 650     | 559     | ADMINISTRATIVE EXPENSE        | 1,633                                 | 1,950      | 317     |           |
| 124         | 708     | 584     | POSTAGE                       | 1,111                                 | 2,124      | 1,013   | 8,49      |
| 95          | 196     | 101     | COPIES                        | 293                                   | 588        | 295     | 2,34      |
| 425         | 0       | -425    | NEWSLETTER                    | 2,218                                 | 2,000      | -218    | 12,00     |
| 55          | 0       | -55     | BANK CHARGES                  | 145                                   | 0          | -145    |           |
| 689         | 1,000   | 311     | SOCIAL                        | 689                                   | 3,000      | 2,311   | 12,00     |
| -124        | 0       | 124     | BAD DEBT EXPENSE              | 81                                    | 0          | -81     | ,         |
| 0           | 84      | 84      | COVENANT COMMITTEE            | 750                                   | 250        | -500    | 1,00      |
| 1,200       | 900     | -300    | COVENANT PATROL               | 2,100                                 | 2,700      | 600     | 10,80     |
| 0           | 84      | 84      | DESIGN REVIEW COMMITTEE       | 2,100                                 | 250        | 250     | 1,00      |
| 1,512       | 1,000   | -512    | COMMON AREA                   | 18,439                                | 3,000      | -15,439 | 12,00     |
| 0           | 83      | 83      | SAFETY COMMITTEE              | 0                                     | 249        | 249     | 1,00      |
| 0           | 84      | 84      | FINANCE COMMITTEE             | 0                                     | 250        | 250     | 1,00      |
| 0           | 100     | 100     | MISCELLANEOUS EXPENSE         | 214                                   | 300        | 86      | 1,00      |
| 8,277       | 9,222   | 945     | TOTAL ADMINISTRATIVE EXPENSES | 44,591                                | 29,660     | -14,931 | 134,67    |
|             |         |         | GROUNDS MAINTENANCE           |                                       |            |         |           |
| 0           | 2,538   | 2,538   | LANDSCAPE CONTRACT            | 1,436                                 | 7,608      | 6,172   | 30,44     |
| 0           | 0       | 0       | SPRINKLER REPAIRS             | 895                                   | 0          | -895    | 4,00      |
| 9,981       | 9,633   | -348    | TRASH REMOVAL                 | 30,314                                | 28,899     | -1,415  | 115,59    |
| 363         | 2,000   | 1,637   | SNOW REMOVAL                  | 2,432                                 | 6,000      | 3,568   | 12,00     |
| 10,344      | 14,171  | 3,827   | TOTAL GROUNDS MAINTENANCE     | 35,077                                | 42,507     | 7,430   | 162,04    |
|             |         |         | UTILITIES                     |                                       |            |         |           |
| 20          | 150     | 130     | GAS & ELECTRICITY             | 69                                    | 450        | 381     | 1,80      |
|             |         |         |                               |                                       |            |         |           |

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 03/31/2009 Level of Detail - Account

|   | Mar Act | Mar Bud | Mar Var | Account                      | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---|---------|---------|---------|------------------------------|------------|------------|---------|------------|
|   | 20      | 2,150   | 2,130   | TOTAL UTILITIES              | 91         | 6,450      | 6,359   | 25,800     |
|   |         |         |         | RESERVE ADDITIONS            |            |            |         |            |
|   | -690    | 0       | 690     | TRANSFERS TO RESERVES        | 1,490      | 2,180      | 690     | 2,180      |
|   | -690    | 0       | 690     | TOTAL RESERVE ADDITIONS      | 1,490      | 2,180      | 690     | 2,180      |
|   | 17,951  | 25,543  | 7,592   | TOTAL EXPENSES               | 81,249     | 80,797     | -452    | 324,700    |
| ٠ | -16,266 | -24,084 | 7,818   | NET OPERATING INCOME         | 2,215      | 378        | 1,837   | 0          |
|   |         |         |         | RESERVE REVENUE              |            |            |         |            |
|   |         |         |         | RESERVE REVENUE              |            |            |         |            |
|   | 637     | 0       | 637     | INTEREST - RESERVES          | 2,445      | 0          | 2,445   | 0          |
|   | 0       | 0       | 0       | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180   | 0          |
|   | 637     | 0       | 637     | TOTAL RESERVE REVENUE        | 4,625      | 0          | 4,625   | 0          |
|   | 637     | 0       | 637     | TOTAL RESERVE REVENUE        | 4,625      | 0          | 4,625   | 0          |
|   | -15,629 | -24,084 |         | NET INCOME                   | 6,840      | 378        | 6,462   | 0          |
|   |         |         |         |                              |            |            |         | •          |

### Trailmark Homeowners Association, Inc. BALANCE SHEET

### For Period Ending 03/31/2009 Level of Detail - Account

UNAUDITED REPORT
PREPARED BY
HAMMERSMITH MANAGEMENT, INC

Account As Of 03/31/2009

Page

| Account                      | AS Of 03/31/2009 |
|------------------------------|------------------|
| ASSETS                       |                  |
| OPERATING CHECKING - US BANK | 36,985.27        |
| RESERVES-1ST BANK # 0625     | 89,219,70        |
| RESERVES-1ST BANK # 3013     | 85,586.34        |
| RESERVES-1ST BANK # 0162     | 87,596.86        |
| RESERVES-1ST BANK # 1737     | 83,686.74        |
| RESERVES-1ST BANK # 6659     | 84,756.11        |
| RESERVES-1ST BANK # 8835     | 85,841.03        |
| RESERVES-1ST BANK #8520      | 35,168.58        |
| ACCOUNTS RECEIVABLE          | 21,213.33        |
| ALLOWANCE FOR DOUBTFUL ACCT  | (2,400.00)       |
| PREPAID EXPENSES             | 13,115.00        |
| DEPOSITS                     | 50.00            |
| TOTAL ASSETS                 | 620,818.96       |
|                              |                  |
| LIABILITIES                  |                  |
| ACCOUNTS PAYABLE             | 11,919.00        |
| PREPAID ASSESSMENTS          | 42,934.17        |
| INCOME TAX PAYABLE           | 5,118.00         |
| TOTAL LIABILITIES            | 59,971.17        |
|                              |                  |
| EQUITY                       |                  |
| FUND BALANCE RETAINED        | 430,417.98       |
| WORKING CAPITAL FUND         | 28,958.00        |
| REPLACEMENT FUND EQUITY      | 94,631.00        |
| Current Year Net Income      | 6,840.81         |
| TOTAL EQUITY                 | 560,847.79       |
|                              |                  |
| TOTAL LIABILITIES & EQUITY   | 620,818.96       |
|                              |                  |
|                              |                  |

### Trailmark Homeowners Association, Inc. Income Statement UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC For Period Ending 03/31/2009 Level of Detail - Account

| Account                       | Mar Act   | YTD Actual |
|-------------------------------|-----------|------------|
| VENUE                         |           |            |
| 1100117                       |           |            |
| INCOME                        |           |            |
| ASSESSMENTS                   | 0.00      | 76,800.00  |
| OTHER INCOME                  | 0.00      | 216.97     |
| LATE FEES INCOME              | 419.62    | 2,675.55   |
| LEGAL FEES-COLLECTION INCOME  | 540.00    | 2,561.31   |
| FINES/VIOLATIONS INCOME       | 25.00     | 75.00      |
| LIEN FILING FEE               | 700.00    | 800.00     |
| SOCIAL INCOME                 | 0.00      | 0.00       |
| NEWSLETTER REVENUE            | 0.00      | 335.00     |
| TOTAL INCOME                  | 1,684.62  | 83,463.83  |
| OTAL REVENUE                  | 1,684.62  | 83,463.83  |
| <del>-</del>                  |           |            |
| XPENSES                       |           |            |
| ADMINISTRATIVE EXPENSES       |           |            |
| MANAGEMENT                    | 2,730.30  | 8,190.90   |
| LEGAL-GENERAL                 | 0.00      | 0.00       |
| LEGAL-COLLECTION              | 540.00    | 2,561.31   |
| LIEN FILING                   | 100.00    | 100.00     |
| LATE FEE EXPENSE              | 840.00    | 1,185.00   |
| INSURANCE                     | 0.00      | 0.00       |
| AUDIT                         | 0.00      | 0.00       |
| INCOME TAX                    | 0.00      | 4,881.00   |
| ADMINISTRATIVE EXPENSE        | 91.09     | 1,632.59   |
| POSTAGE                       | 123.70    | 1,110.52   |
| COPIES                        | 95.10     | 292.80     |
| NEWSLETTER                    | 425.00    | 2,218.20   |
| BANK CHARGES                  | 55.00     | 145.00     |
| SOCIAL                        | 689.45    | 689.45     |
| BAD DEBT EXPENSE              | -124.15   | 80.85      |
| COVENANT COMMITTEE            | 0.00      | 750.00     |
| COVENANT PATROL               | 1,200.00  | 2,100.00   |
| DESIGN REVIEW COMMITTEE       | 0.00      | 0.00       |
| COMMON AREA                   | 1,511.68  | 18,438.88  |
| SAFETY COMMITTEE              | 0.00      | 0.00       |
| FINANCE COMMITTEE             | 0.00      | 0.00       |
| MISCELLANEOUS EXPENSE         | 0.00      | 214.38     |
| TOTAL ADMINISTRATIVE EXPENSES | 8,277.17  | 44,590.88  |
| COOLINDS MAINTENANCE          |           |            |
| GROUNDS MAINTENANCE           | 0.00      | 4 405 00   |
| LANDSCAPE CONTRACT            | 0.00      | 1,435.92   |
| SPRINKLER REPAIRS             | 0.00      | 894.65     |
| TRASH REMOVAL                 | 9,981.03  | 30,314.40  |
| SNOW REMOVAL                  | 363.00    | 2,431.50   |
| TOTAL GROUNDS MAINTENANCE     | 10,344.03 | 35,076.47  |
| UTILITIES                     |           |            |
| GAS & ELECTRICITY             | 20.02     | 69.18      |
| WATER & SEWER                 | 0.00      | 21.78      |

# Trailmark Homeowners Association, Inc. Income Statement For Period Ending 03/31/2009 Level of Detail - Account

| Account `                    | Mar Act    | YTD Actual                            |
|------------------------------|------------|---------------------------------------|
| TOTAL UTILITIES              | 20.02      | 90.96                                 |
| RESERVE ADDITIONS            |            | ,                                     |
| TRANSFERS TO RESERVES        | -690.13    | 1,489.87                              |
| TOTAL RESERVE ADDITIONS      | -690.13    | 1,489.87                              |
| TOTAL EXPENSES               | 17,951.09  | 81,248.18                             |
|                              |            | · · · · · · · · · · · · · · · · · · · |
| NET OPERATING INCOME         | -16,266.47 | 2,215.65                              |
| RESERVE REVENUE              |            |                                       |
| RESERVE REVENUE              |            |                                       |
| INTEREST - RESERVES          | 636.75     | 2,445.16                              |
| RESERVES TRANSFER - CLEARING | 0.00       | 2,180.00                              |
| TOTAL RESERVE REVENUE        | 636.75     | 4,625.16                              |
| TOTAL RESERVE REVENUE        | 636.75     | 4,625.16                              |
| NET INCOME                   | -15,629.72 | 6,840.81                              |
|                              |            | -,                                    |

### 03/04/2009 UNAUDITED REPORT PREPARED BY HAMMERSWITH MANAGEMENT, INC

## Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 02/28/2009 Level of Detail - Account

| Feb Act    | Feb Bud | Feb Var | Account                       | YTD Actual | YTD Budget   | YTD Var | Tot Budget |
|------------|---------|---------|-------------------------------|------------|--------------|---------|------------|
|            |         |         | REVENUE                       |            |              |         |            |
|            |         |         | INCOME                        |            |              |         |            |
| 0          | 0       | . 0     | ASSESSMENTS                   | 76 900     | 76 800       | ^       | 207 000    |
| 0          | 0       | 0       |                               | 76,800     | 76,800       | 0       |            |
|            |         |         | OTHER INCOME                  | 217        | 0            | 217     |            |
| 743<br>467 | 833     | -90     | LATE FEES INCOME              | 2,256      | 1,666        | 590     |            |
|            | 500     | -33     | LEGAL FEES-COLLECTION INCOME  | 2,021      | 1,000        | 1,021   |            |
| 0          | 0       | 0       | FINES/VIOLATIONS INCOME       | 50         | 0            | 50      |            |
| 100        | 0       | 100     | LIEN FILING FEE               | 100        | 0            | 100     | _          |
| 0          | 42      | -42     | SOCIAL INCOME                 | 0          | 84           | -84     |            |
| 150        | 82      | 68      | NEWSLETTER REVENUE            | 335        | 166          | 169     | 1,000      |
| 1,460      | 1,457   | 3       | TOTAL INCOME                  | 81,779     | 79,716       | 2,063   | 324,700    |
| 1,460      | 1,457   | 3       | TOTAL REVENUE                 | 81,779     | 79,716       | 2,063   | 324,700    |
|            |         |         | EXPENSES                      |            |              |         |            |
|            |         |         |                               |            |              |         |            |
| 0.700      | 0.700   | _       | ADMINISTRATIVE EXPENSES       | E 40.      | <b>F</b> 100 | _       | A6         |
| 2,730      | 2,729   | -1      | MANAGEMENT                    | 5,461      | 5,458        | -3      | •          |
| 0          | 600     | 600     | LEGAL-GENERAL                 | 0          | 1,200        | 1,200   |            |
| 467        | 550     | 83      | LEGAL-COLLECTION              | 2,021      | 1,100        | -921    | 6,600      |
| 345        | 454     | 109     | LATE FEE EXPENSE              | 345        | 908          | 563     | •          |
| 0          | 0       | 0       | INSURANCE                     | 0          | 0            | 0       | ,          |
| 0          | 0       | 0       | AUDIT                         | 0          | 0            | 0       | 2,050      |
| 4,881      | 0       | -4,881  | INCOME TAX                    | 4,881      | 0            | -4,881  | 8,400      |
| -359       | 650     | 1,009   | ADMINISTRATIVE EXPENSE        | 1,542      | 1,300        | -242    | 7,800      |
| 135        | 708     | 573     | POSTAGE                       | 987        | 1,416        | 429     | 8,490      |
| 137        | 196     | 59      | COPIES                        | 198        | 392          | 194     | 2,345      |
| 1,793      | 2,000   | 207     | NEWSLETTER                    | 1,793      | 2,000        | 207     | 12,000     |
| 45         | 0       | -45     | BANK CHARGES                  | 90         | 0            | -90     | 0          |
| 0          | 1,000   | 1,000   | SOCIAL                        | 0          | 2,000        | 2,000   | 12,000     |
| 205        | 0       | -205    | BAD DEBT EXPENSE              | 205        | 0            | -205    | . 0        |
| 750        | 83      | -667    | COVENANT COMMITTEE            | 750        | 166          | -584    | 1,000      |
| 0          | 900     | 900     | COVENANT PATROL               | 900        | 1,800        | 900     |            |
| 0          | 83      | 83      | DESIGN REVIEW COMMITTEE       | 0          | 166          | 166     | 1,000      |
| 11,415     | 1,000   | -10,415 | COMMON AREA                   | 16,927     | 2,000        | -14,927 | 12,000     |
| 0          | 83      | 83      | SAFETY COMMITTEE              | 0          | 166          | 166     | 1,000      |
| 0          | 83      | 83      | FINANCE COMMITTEE             | 0          | 166          | 166     | 1,000      |
| 214        | 100     | -114    | MISCELLANEOUS EXPENSE         | 214        | 200          | -14     | 1,000      |
| 22,758     | 11,219  | -11,539 | TOTAL ADMINISTRATIVE EXPENSES | 36,314     | 20,438       | -15,876 | 134,675    |
|            |         |         | GROUNDS MAINTENANCE           |            |              |         |            |
| 0          | 2,538   | 2,538   | LANDSCAPE CONTRACT            | 1,436      | 5,070        | 3,634   | 30,449     |
| 0          | . 0     | . 0     | SPRINKLER REPAIRS             | 895        | 0            | -895    | 4,000      |
| 20,333     | 9,633   | -10,700 | TRASH REMOVAL                 | 20,333     | 19,266       | -1,067  | 115,596    |
| 487        | 2,000   | 1,513   | SNOW REMOVAL                  | 2,069      | 4,000        | 1,931   | 12,000     |
| 20,820     | 14,171  | -6,649  | TOTAL GROUNDS MAINTENANCE     | 24,733     | 28,336       | 3,603   | 162,045    |
|            |         |         | UTILITIES                     |            |              |         |            |
| 29         | 150     | 121     | GAS & ELECTRICITY             | 49         | 300          | 251     | 1,800      |
|            |         |         |                               |            |              |         |            |
| 0          | 2,000   | 2,000   | WATER & SEWER                 | 22         | 4,000        | 3,978   | 24,000     |

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 02/28/2009 Level of Detail - Account

| Feb Act | Feb Bud | Feb Var | Account                      | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---------|---------|---------|------------------------------|------------|------------|---------|------------|
|         |         |         | RESERVE ADDITIONS            |            |            |         |            |
| 0       | 0       | 0       | TRANSFERS TO RESERVES        | 2,180      | 2,180      | 0       | 2,180      |
| 0       | 0       | 0       | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180      | 0       | 2,180      |
| 43,607  | 27,540  | -16,067 | TOTAL EXPENSES               | 63,298     | 55,254     | -8,044  | 324,700    |
| -42,147 | -26,083 | -16,064 | NET OPERATING INCOME         | 18,481     | 24,462     | -5,981  | 0          |
|         |         |         | RESERVE REVENUE              |            |            |         |            |
|         |         |         | RESERVE REVENUE              |            |            |         |            |
| 836     | 0       | 836     | INTEREST - RESERVES          | 1,808      | 0          | 1,808   | 0          |
| 0       | 0       | 0       | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180   | 0          |
| 836     | 0       | 836     | TOTAL RESERVE REVENUE        | 3,988      | 0          | 3,988   | 0          |
| 836     | 0       | 836     | TOTAL RESERVE REVENUE        | 3,988      | 0          | 3,988   | 0          |
| -41,311 | -26,083 | -15,228 | NET INCOME                   | 22,469     | 24,462     | -1,993  | 0          |
|         |         |         |                              |            |            |         |            |

### 03/04/2009 **UNAUDITED REPORT** PREPARED BY HAMMERSMITH MANAGEMENT, INC

### Trailmark Homeowners Association, Inc. **BALANCE SHEET** For Period Ending 02/28/2009 Level of Detail - Account

| Account                      | As Of 02/28/2009 |
|------------------------------|------------------|
| ASSETS                       |                  |
| OPERATING CHECKING . HE DANK | 40 555 47        |
| OPERATING CHECKING - US BANK | 13,555.47        |
| RESERVES-1ST BANK # 0625     | 89,003.21        |
| RESERVES-1ST BANK # 3013     | 85,378.66        |
| RESERVES-1ST BANK # 0162     | 87,404.28        |
| RESERVES-1ST BANK # 1737     | 83,483.68        |
| RESERVES-1ST BANK # 6659     | 84,550.45        |
| RESERVES-1ST BANK # 8835     | 85,632.75        |
| RESERVES-1ST BANK #8520      | 35,095.45        |
| ACCOUNTS RECEIVABLE          | 21,874.93        |
| ALLOWANCE FOR DOUBTFUL ACCT  | (2,400.00)       |
| PREPAID EXPENSES             | 13,115.00        |
| DEPOSITS                     | 50.00            |
| TOTAL ASSETS                 | 596,743.88       |
|                              |                  |
|                              |                  |
| LIABILITIES                  |                  |
| ACCOUNTS PAYABLE             | 11,919.00        |
| PREPAID ASSESSMENTS          | 3,485.37         |
| INCOME TAX PAYABLE           | 5,118.00         |
| TOTAL LIABILITIES            | 20,522.37        |
| TOTAL LIABLITIES             | 20,322.37        |
|                              |                  |
| EQUITY                       |                  |
| FUND BALANCE RETAINED        | 430,417.98       |
| WORKING CAPITAL FUND         | 28,702.00        |
| REPLACEMENT FUND EQUITY      | 94,631.00        |
| Current Year Net Income      | 22,470.53        |
| TOTAL EQUITY                 | 576,221.51       |
| I O I DE EWOII I             | 3/0,221.31       |
|                              |                  |
| TOTAL LIABILITIES & EQUITY   | 596,743.88       |
|                              |                  |

### HAMMERSMITH MANAGEMENT, INC PREPARED BY TRO93R G3TIQUANU

### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 02/28/2009 Level of Detail - Account

| Account                       | Feb Act           | YTD Actual        |
|-------------------------------|-------------------|-------------------|
| REVENUE                       |                   |                   |
| MOOME                         |                   |                   |
| INCOME<br>ASSESSMENTS         | 0.00              | 70 900 00         |
|                               | 0.00              | 76,800.00         |
| OTHER INCOME                  | 0.00              | 216.97            |
| LATE FEES INCOME              | 742.92            | 2,255.93          |
| LEGAL FEES-COLLECTION INCOME  | 467.06            | 2,021.31          |
| FINES/VIOLATIONS INCOME       | 0.00              | 50.00             |
| LIEN FILING FEE               | 100.00            | 100.00            |
| SOCIAL INCOME                 | 0.00              | 0.00              |
| NEWSLETTER REVENUE            | 150.00            | 335.00            |
| TOTAL INCOME                  | 1,459.98          | 81,779.21         |
| TOTAL REVENUE                 | 1,459.98          | 81,779.21         |
| :                             |                   | - <u> </u>        |
| EXPENSES                      |                   |                   |
| ADMINISTRATIVE EXPENSES       |                   |                   |
| MANAGEMENT                    | 2,730.30          | 5,460.60          |
| LEGAL-GENERAL                 | 0.00              | 0.00              |
| LEGAL-COLLECTION              | 467.06            | 2,021.31          |
| LATE FEE EXPENSE              | 345.00            | 345.00            |
| INSURANCE                     | 0.00              | 0.00              |
| AUDIT                         | 0.00              | 0.00              |
| INCOME TAX                    | 4,881.00          | 4,881.00          |
| ADMINISTRATIVE EXPENSE        | -359.47           | 1,541.50          |
| POSTAGE                       | 134.64            | 986.82            |
| COPIES                        | 136.65            | 197.70            |
| NEWSLETTER                    | 1,793.20          | 1,793.20          |
| BANK CHARGES                  | 45.00             | 90.00             |
| SOCIAL                        | 0.00              | 0.00              |
| BAD DEBT EXPENSE              | 205.00            | 205.00            |
| COVENANT COMMITTEE            | 750.00            | 750.00            |
| COVENANT PATROL               | 0.00              | 900.00            |
| DESIGN REVIEW COMMITTEE       | 0.00              |                   |
| COMMON AREA                   | 0.00<br>11,414.54 | 0.00<br>16,927.20 |
|                               |                   |                   |
| SAFETY COMMITTEE              | 0.00              | 0.00              |
| FINANCE COMMITTEE             | 0.00              | 0.00              |
| MISCELLANEOUS EXPENSE         | 214.38            | 214.38            |
| TOTAL ADMINISTRATIVE EXPENSES | 22,757.30         | 36,313.71         |
| GROUNDS MAINTENANCE           |                   |                   |
| LANDSCAPE CONTRACT            | 0.00              | 1,435.92          |
| SPRINKLER REPAIRS             | 0.00              | 894.65            |
| TRASH REMOVAL                 | 20,333.37         | 20,333.37         |
| SNOW REMOVAL                  | 486.50            | 2,068.50          |
| TOTAL GROUNDS MAINTENANCE     | 20,819.87         | 24,732.44         |
| UTILITIES                     |                   |                   |
| GAS & ELECTRICITY             | 29.26             | 49.16             |
| WATER & SEWER                 | 0.00              | 21.78             |
| TOTAL UTILITIES               | 29.26             | 70.94             |
| TOTAL UTILITIES               | 49.40             | 10.94             |

### Trailmark Homeowners Association, Inc. Income Statement For Period Ending 02/28/2009 Level of Detail - Account

## Unaudited Report Prepared by Hammersmith Management, Inc.

|         | Account                  | Feb Act    | YTD Actual |
|---------|--------------------------|------------|------------|
| RESE    | RVE ADDITIONS            |            |            |
| TRAN    | SFERS TO RESERVES        | 0.00       | 2,180.00   |
| TOTA    | L RESERVE ADDITIONS      | 0.00       | 2,180.00   |
| TOTAL   | EXPENSES                 | 43,606.43  | 63,297.09  |
| NET OP  | ERATING INCOME           | -42,146.45 | 18,482.12  |
| RESER'  | VE REVENUE               |            |            |
| RESE    | RVE REVENUE              |            |            |
| INTER   | REST - RESERVES          | 835.78     | 1,808.41   |
| RESE    | RVES TRANSFER - CLEARING | 0.00       | 2,180.00   |
| TOTA    | L RESERVE REVENUE        | 835.78     | 3,988.41   |
| TOTAL   | RESERVE REVENUE          | 835.78     | 3,988.41   |
| NET INC | COME                     | -41,310.67 | 22,470.53  |
|         |                          |            |            |

### Trailmark Homeowners Association, Inc. **Budget Variance Report** For Period Ending 01/31/2009 Level of Detail - Account

| Jan Act | Jan Bud | Jan Var | Account                       | YTD Actual | YTD Budget | YTD Var | Tot Budge |
|---------|---------|---------|-------------------------------|------------|------------|---------|-----------|
|         |         |         | REVENUE                       |            |            |         |           |
|         |         |         | INCOME                        |            |            |         |           |
| 76,800  | 76,800  | 0       |                               | 76,800     | 76,800     | 0       | 307,20    |
| 217     | 0       | 217     | OTHER INCOME                  | 217        | 70,000     | 217     | •         |
| 1,513   | 833     | 680     | LATE FEES INCOME              | 1,513      | 833        | 680     |           |
| 1,554   | 500     | 1,054   | LEGAL FEES-COLLECTION INCOME  | 1,554      | 500        | 1,054   |           |
| 50      | 0       | 50      | FINES/VIOLATIONS INCOME       | 50         | 0          | 50      |           |
| 0       | 42      | -42     | SOCIAL INCOME                 | 0          | 42         | -42     |           |
| 185     | 84      | 101     | NEWSLETTER REVENUE            | 185        | 84         | 101     |           |
| 80,319  | 78,259  | 2,060   | TOTAL INCOME                  | 80,319     | <br>78,259 | 2,060   |           |
|         |         |         |                               |            |            |         | -         |
| 80,319  | 78,259  | 2,060   | TOTAL REVENUE                 | 80,319     | 78,259     | 2,060   | 324,70    |
|         |         |         | EXPENSES                      |            |            |         |           |
|         |         |         | ADMINISTRATIVE EXPENSES       |            |            |         |           |
| 2,730   | 2,729   | -1      | MANAGEMENT                    | 2,730      | 2,729      | -1      | 32,75     |
| 0       | 600     | 600     | LEGAL-GENERAL                 | 0          | 600        | 600     | 7,20      |
| 1,554   | 550     | -1,004  | LEGAL-COLLECTION              | 1,554      | 550        | -1,004  | 6,60      |
| 0       | 454     | 454     | LATE FEE EXPENSE              | 0          | 454        | 454     |           |
| 0       | 0       | 0       | INSURANCE                     | 0          | 0          | 0       |           |
| 0       | 0       | 0       | AUDIT                         | 0          | 0          | 0       |           |
| 0       | 0       | 0       | INCOME TAX                    | 0          | 0          | 0       |           |
| 1,901   | 650     | -1,251  | ADMINISTRATIVE EXPENSE        | 1,901      | 650        | -1,251  | 7,80      |
| 852     | 708     | -144    | POSTAGE                       | 852        | 708        | -144    |           |
| 61      | 196     | 135     | COPIES                        | · 61       | 196        | 135     | 2,34      |
| 0       | 0       | 0       | NEWSLETTER                    | 0          | 0          | 0       |           |
| 45      | 0       | -45     | BANK CHARGES                  | 45         | 0          | -45     |           |
| 0       | 1,000   | 1,000   | SOCIAL                        | 0          | 1,000      | 1,000   | 12,00     |
| 0       | 83      | 83      | COVENANT COMMITTEE            | 0          | 83         | 83      |           |
| 900     | 900     | 0       | COVENANT PATROL               | 900        | 900        | 0       |           |
| 0       | 83      | 83      | DESIGN REVIEW COMMITTEE       | 0          | 83         | 83      | • • •     |
| 5,513   | 1,000   | -4,513  | COMMON AREA                   | 5,513      | 1,000      | -4,513  | 12,00     |
| 0       | 83      | 83      | SAFETY COMMITTEE              | 0          | 83         | 83      | 1,00      |
| 0       | 83      | 83      | FINANCE COMMITTEE             | 0          | 83         | 83      |           |
| 0       | 100     | 100     | MISCELLANEOUS EXPENSE         | 0          | 100        | 100     |           |
| 13,556  | 9,219   | -4,337  | TOTAL ADMINISTRATIVE EXPENSES | 13,556     | 9,219      | -4,337  | 134,67    |
|         |         |         | GROUNDS MAINTENANCE           |            |            |         |           |
| 1,436   | 2,532   | 1,096   | LANDSCAPE CONTRACT            | 1,436      | 2,532      | 1,096   | 30,449    |
| 895     | 0       | -895    | SPRINKLER REPAIRS             | 895        | 0          | -895    | 4,00      |
| 0       | 9,633   | 9,633   | TRASH REMOVAL                 | 0          | 9,633      | 9,633   | 115,59    |
| 1,582   | 2,000   | 418     | SNOW REMOVAL                  | 1,582      | 2,000      | 418     | 12,000    |
| 3,913   | 14,165  | 10,252  | TOTAL GROUNDS MAINTENANCE     | 3,913      | 14,165     | 10,252  | 162,04    |
|         |         |         | UTILITIES                     |            |            |         |           |
| 20      | 150     | 130     | GAS & ELECTRICITY             | 20         | 150        | 130     |           |
| 22      | 2,000   | 1,978   | WATER & SEWER                 | 22         | 2,000      | 1,978   | 24,000    |
|         |         |         |                               |            |            |         |           |

RESERVE ADDITIONS

# Trailmark Homeowners Association, Inc. Budget Variance Report For Period Ending 01/31/2009 Level of Detail - Account

| Jan Act | Jan Bud | Jan Var | Account                      | YTD Actual | YTD Budget | YTD Var | Tot Budget |
|---------|---------|---------|------------------------------|------------|------------|---------|------------|
| 2,180   | 2,180   | 0       | TRANSFERS TO RESERVES        | 2,180      | 2,180      | 0       | 2,180      |
| 2,180   | 2,180   | 0       | TOTAL RESERVE ADDITIONS      | 2,180      | 2,180      | 0       | 2,180      |
| 19,691  | 27,714  | 8,023   | TOTAL EXPENSES               | 19,691     | 27,714     | 8,023   | 324,700    |
| 60,628  | 50,545  | 10,083  | NET OPERATING INCOME         | 60,628     | 50,545     | 10,083  | 0          |
|         |         |         | RESERVE REVENUE              |            |            | -       | •          |
|         |         |         | RESERVE REVENUE              |            |            |         |            |
| 973     | 0       | 973     | INTEREST - RESERVES          | 973        | 0          | 973     | 0          |
| 2,180   | 0       | 2,180   | RESERVES TRANSFER - CLEARING | 2,180      | 0          | 2,180   | 0          |
| 3,153   | 0       | 3,153   | TOTAL RESERVE REVENUE        | 3,153      | 0          | 3,153   | 0          |
| 3,153   | 0       | 3,153   | TOTAL RESERVE REVENUE        | 3,153      | 0          | 3,153   | 0          |
| 63,781  | 50,545  | 13,236  | NET INCOME                   | 63,781     | 50,545     | 13,236  | 0          |
|         |         |         |                              |            |            |         |            |

### Trailmark Homeowners Association, Inc. **BALANCE SHEET** For Period Ending 01/31/2009

UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

Level of Detail - Account

| MMERSMITH MANAGEMENT, INC Account | As Of 01/31/2009 |
|-----------------------------------|------------------|
| ASSETS                            |                  |
| OPERATING CHECKING - US BANK      | 52,616.15        |
| RESERVES-1ST BANK # 0625          | 88,866.70        |
| RESERVES-1ST BANK # 3013          | 85,247.71        |
| RESERVES-1ST BANK # 0162          | 87,280.21        |
| RESERVES-1ST BANK # 1737          | 83,355.64        |
| RESERVES-1ST BANK # 6659          | 84,420.77        |
| RESERVES-1ST BANK # 8835          | 85,501.41        |
| RESERVES-1ST BANK #8520           | 35,050.26        |
| ACCOUNTS RECEIVABLE               | 24,896.72        |
| ALLOWANCE FOR DOUBTFUL ACCT       | (2,400.00)       |
| PREPAID EXPENSES                  | 13,115.00        |
| DEPOSITS                          | 50.00            |
| TOTAL ASSETS                      | 638,000.57       |
| LIABILITIES                       |                  |
| ACCOUNTS PAYABLE                  | 11,919.00        |
| PREPAID ASSESSMENTS               | 3,390.77         |
| INCOME TAX PAYABLE                | 5,118.00         |
| TOTAL LIABILITIES                 | 20,427.77        |
| EQUITY                            | <del></del>      |
| FUND BALANCE RETAINED             | 430,417.98       |
| WORKING CAPITAL FUND              | 28,702.00        |
| REPLACEMENT FUND EQUITY           | 94,631.00        |
| SUSPENSE                          | 40.62            |
| Current Year Net Income           | 63,781.20        |
| TOTAL EQUITY                      | 617,572.80       |
|                                   |                  |

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## Trailmark Homeowners Association, Inc. Income Statement For Period Ending 01/31/2009 Level of Detail - Account

## UNAUDITED REPORT PREPARED BY HAMMERSMITH MANAGEMENT, INC

| Account  | Jan Act       | VTD Actual |
|--|---------------|------------|
| REVENUE  | Jan Act       | YTD Actual |
| MEAGINGE   |               |            |
| INCOME   |               |            |
| ASSESSMENTS  | 76,800.00     | 76,800.00  |
| OTHER INCOME   | 216.97        | 216.97     |
| LATE FEES INCOME   | 1,513.01      | 1,513.01   |
| LEGAL FEES-COLLECTION INCOM  |               | 1,554.25   |
| FINES/VIOLATIONS INCOME  | 50.00         | 50.00      |
| SOCIAL INCOME  | 0.00          | 0.00       |
| NEWSLETTER REVENUE   | 185.00        | 185.00     |
| THE THE COLUMN TO THE COLUMN T | 100,00        | 100.00     |
| TOTAL INCOME   | 80,319.23     | 80,319.23  |
| FOTAL REVENUE  | 80,319.23     | 80,319.23  |
| EXPENSES   |               |            |
|  |               |            |
| ADMINISTRATIVE EXPENSES  | 0.700.00      | 0.700.00   |
| MANAGEMENT   | 2,730.30      | 2,730.30   |
| LEGAL-GENERAL  | 0.00          | 0.00       |
| LEGAL-COLLECTION   | 1,554.25      | 1,554.25   |
| LATE FEE EXPENSE   | 0.00          | 0.00       |
| INSURANCE  | 0.00          | 0.00       |
| AUDIT  | 0.00          | 0.00       |
| INCOME TAX   | 0.00          | 0.00       |
| ADMINISTRATIVE EXPENSE   | 1,900.97      | 1,900.97   |
| POSTAGE  | 852.18        | 852.18     |
| COPIES   | 61.05         | 61.05      |
| NEWSLETTER   | 0.00          | 0.00       |
| BANK CHARGES   | 45.00         | 45.00      |
| SOCIAL   | 0.00          | 0.00       |
| COVENANT COMMITTEE   | 0.00          | 0.00       |
| COVENANT PATROL  | 900.00        | 900.00     |
| DESIGN REVIEW COMMITTEE  | 0.00          | 0.00       |
| COMMON AREA  | 5,512.66      | 5,512.66   |
| SAFETY COMMITTEE   | 0.00          | 0.00       |
| FINANCE COMMITTEE  | 0.00          | 0.00       |
| MISCELLANEOUS EXPENSE  | 0.00          | 0.00       |
| TOTAL ADMINISTRATIVE EXPENS  | SES 13,556.41 | 13,556.41  |
| GROUNDS MAINTENANCE  |               |            |
| LANDSCAPE CONTRACT   | 1,435.92      | 1,435.92   |
| SPRINKLER REPAIRS  | 894.65        | 894.65     |
| TRASH REMOVAL  | 0.00          | 0.00       |
|  |               |            |
| SNOW REMOVAL   | 1,582.00      | 1,582.00   |
| TOTAL GROUNDS MAINTENANCE  | 3,912.57      | 3,912.57   |
| UTILITIES  |               |            |
| GAS & ELECTRICITY  | 19.90         | 19.90      |
| WATER & SEWER  | 21.78         | 21.78      |
| TOTAL UTILITIES  | 41.68         | 41.68      |
|  |               |            |

**RESERVE ADDITIONS** 

### oz/os/2009 Unaudited Report Prepared by Hammersmith Management, Inc. 02/03/2009

### Trailmark Homeowners Association, Inc. **Income Statement** For Period Ending 01/31/2009 Level of Detail - Account

| ,   | Account                    | Jan Act   | YTD Actual |  |
|-----|----------------------------|-----------|------------|--|
| TR  | ANSFERS TO RESERVES        | 2,180.00  | 2,180.00   |  |
| то  | OTAL RESERVE ADDITIONS     | 2,180.00  | 2,180.00   |  |
| тот | AL EXPENSES                | 19,690.66 | 19,690.66  |  |
| NET | OPERATING INCOME           | 60,628.57 | 60,628.57  |  |
| RES | ERVE REVENUE               |           |            |  |
| RE  | SERVE REVENUE              |           |            |  |
| INT | TEREST - RESERVES          | 972.63    | 972.63     |  |
| RE  | SERVES TRANSFER - CLEARING | 2,180.00  | 2,180.00   |  |
| то  | TAL RESERVE REVENUE        | 3,152.63  | 3,152.63   |  |
| тот | AL RESERVE REVENUE         | 3,152.63  | 3,152.63   |  |
| NET | INCOME                     | 63,781.20 | 63,781.20  |  |
|     |                            |           |            |  |