

| Acct. | 2016 Actual | 2017 Actual | 2018 Budget | 2018 Actual* | 2019 Budget |
|----------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| INCOME | | | | | |
| 311 Single Home Assessment | \$ 811,125.52 | \$ 813,142.50 | \$ 852,659.98 | \$ 853,078.55 | \$ 938,410.00 |
| 312 Townhome Assessment | \$ 27,974.00 | \$ 27,974.00 | \$ 29,465.00 | \$ 29,465.00 | \$ 31,167.85 |
| 313 Associate Memberships | \$ 1,419.00 | \$ 1,892.00 | \$ 1,992.00 | \$ 996.00 | \$ 2,107.12 |
| 318 Late Fees | \$ 3,135.78 | \$ 3,519.91 | \$ 3,500.00 | \$ 2,906.33 | \$ 3,000.00 |
| 321 Interest | \$ 45.79 | \$ 46.22 | \$ 35.00 | \$ 43.06 | \$ 35.00 |
| 331 Advertising | \$ 7,649.17 | \$ 10,393.50 | \$ 8,000.00 | \$ 13,913.00 | \$ 9,500.00 |
| 341 Pool Parties | \$ 150.00 | \$ 250.00 | \$ 300.00 | \$ - | \$ - |
| 351 Transfer Fees | \$ 5,750.00 | \$ 6,250.00 | \$ 5,000.00 | \$ 9,950.00 | \$ 6,500.00 |
| 355 Association Fines | \$ 1,645.00 | \$ 2,041.25 | \$ 300.00 | \$ 1,500.00 | \$ 300.00 |
| 356 Tree Replacement Fund | \$ - | \$ - | \$ - | \$ - | \$ - |
| 361 Pool/Tennis Keys | \$ 1,638.72 | \$ 1,520.00 | \$ 1,500.00 | \$ 1,200.00 | \$ 1,000.00 |
| 365 Other Income | \$ 863.86 | \$ 1,113.08 | \$ 500.00 | \$ 656.48 | \$ 150.00 |
| TOTAL INCOME | \$ 861,396.84 | \$ 868,142.46 | \$ 903,251.98 | \$ 913,708.42 | \$ 992,169.97 |

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| EXPENSES | | | | | |
| Administrative: | | | | | |
| 411 Salary - Business Manager | \$ 30,323.40 | \$ 31,020.96 | \$ 30,946.44 | \$ 30,946.44 | \$ 34,155.00 |
| 412 Temporary Help - Admin | \$ 6,313.80 | \$ 5,223.25 | \$ 4,502.00 | \$ 8,869.75 | \$ 7,920.00 |
| 421 Payroll Taxes (FUTA.8%/SI | \$ 486.28 | \$ 478.78 | \$ 480.87 | \$ 446.62 | \$ 475.00 |
| 423 FICA - Employers Share(7.1 | \$ 5,188.28 | \$ 5,182.47 | \$ 5,046.70 | \$ 5,541.24 | \$ 5,700.00 |
| 431 Postage | \$ 1,137.51 | \$ 1,164.06 | \$ 1,474.00 | \$ 808.85 | \$ 1,482.00 |
| 432 Printing/Copying | \$ 1,886.35 | \$ 2,286.92 | \$ 3,221.00 | \$ 2,345.21 | \$ 3,713.00 |
| 433 Equipment Repair | \$ 106.80 | \$ - | \$ 600.00 | \$ - | \$ 600.00 |
| 434 Supplies - Office | \$ 202.09 | \$ 325.79 | \$ 205.00 | \$ 309.02 | \$ 321.00 |
| 435 - Computer | \$ 2,316.42 | \$ 1,246.39 | \$ 1,255.00 | \$ 1,488.48 | \$ 1,406.00 |
| 436 Office Cleaning/Snow Shov | \$ 1,697.10 | \$ 1,094.12 | \$ 1,535.00 | \$ 1,059.12 | \$ 925.00 |
| 437 Mileage | \$ 274.48 | \$ 248.77 | \$ 245.00 | \$ - | \$ 260.00 |
| 438 Membership Fees | \$ 380.00 | \$ 360.00 | \$ 534.00 | \$ 250.00 | \$ 535.00 |
| 441 Newsletter - Printing | \$ 10,545.48 | \$ 11,082.50 | \$ 9,736.14 | \$ 11,785.65 | \$ 12,178.00 |
| 442 - Delivery | \$ 2,570.00 | \$ 2,520.00 | \$ 2,520.00 | \$ 2,520.00 | \$ 2,520.00 |
| 443 - Bags | \$ 403.20 | \$ 388.20 | \$ 425.00 | \$ 388.20 | \$ 425.00 |
| 447 Annual Meeting Costs | \$ 138.45 | \$ 542.11 | \$ 525.00 | \$ 171.62 | \$ 500.00 |
| 451 Accounting - Audit | \$ 2,750.00 | \$ 2,750.00 | \$ 2,750.00 | \$ 2,750.00 | \$ 2,900.00 |
| 452 Accounting - Bookkeeper | \$ 1,920.00 | \$ 1,920.00 | \$ 1,920.00 | \$ 1,920.00 | \$ 1,920.00 |
| 455 Bank Service Charges | \$ 23.85 | \$ 7.95 | \$ 30.00 | \$ 25.00 | \$ 30.00 |
| 461 Legal | \$ 8,113.62 | \$ 3,691.59 | \$ 5,200.00 | \$ 7,007.65 | \$ 3,766.00 |
| 471 General Insurance | \$ 45,542.26 | \$ 46,392.75 | \$ 58,712.00 | \$ 46,280.75 | \$ 62,441.00 |
| 472 Workman's Compensation | \$ 1,351.00 | \$ 1,398.00 | \$ 1,646.00 | \$ 1,475.00 | \$ 1,653.00 |
| 480 Bathroom Opening-Closing | \$ 1,335.00 | \$ 2,415.00 | \$ 4,015.00 | \$ 2,425.00 | \$ 3,160.00 |
| 483 Architectural Control | \$ 2,138.11 | \$ 1,816.34 | \$ 2,350.20 | \$ 2,222.32 | \$ 2,086.00 |
| 490 Pool/Tennis Keys | \$ 1,012.22 | \$ 425.65 | \$ 900.00 | \$ 251.18 | \$ 400.00 |
| 494 Miscellaneous Admin | \$ 829.47 | \$ 4,114.05 | \$ 544.00 | \$ 854.43 | \$ 400.00 |
| Total Administrative | \$ 128,985.17 | \$ 128,095.65 | \$ 141,318.35 | \$ 132,141.53 | \$ 151,871.00 |

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| Land Maintenance: | | | | | |
| 511 Salary - Landscape | \$ 21,317.88 | \$ 21,957.00 | \$ 22,637.00 | \$ 22,637.04 | \$ 23,479.10 |
| 521 Pruning & Spraying | \$ 5,782.75 | \$ 4,913.00 | \$ 7,516.00 | \$ 1,496.00 | \$ 7,795.60 |
| 541 Land Contract | \$ 54,081.00 | \$ 55,703.04 | \$ 55,065.00 | \$ 57,429.60 | \$ 59,568.00 |
| 551 R/M - Walkways | \$ 6,360.00 | \$ 4,335.98 | \$ 8,590.00 | \$ 10,061.08 | \$ 8,909.55 |
| 552 R/M - Trees | \$ 22,550.00 | \$ 20,954.50 | \$ 23,610.00 | \$ 23,360.00 | \$ 24,488.29 |
| 553 Sprinkler Contract | \$ 14,600.00 | \$ 14,600.00 | \$ 15,200.00 | \$ 14,600.00 | \$ 15,330.00 |
| 554 R/M - Sod, RR Ties, Bench | \$ 3,577.25 | \$ 2,565.00 | \$ 4,240.00 | \$ 16,110.50 | \$ 4,397.73 |
| 555 R/M - Sprinkler | \$ 23,973.12 | \$ 29,367.23 | \$ 32,992.00 | \$ 21,992.04 | \$ 25,000.00 |
| 561 Flower Beds | \$ 8,079.25 | \$ 5,755.00 | \$ 8,660.00 | \$ 3,320.00 | \$ 6,982.15 |
| 562 Special Projects & Repairs | \$ 1,325.00 | \$ 16,378.06 | \$ 2,696.00 | \$ 1,120.00 | \$ 2,796.29 |
| 563 Tree Replacement Expense | \$ 4,764.00 | \$ 6,445.00 | \$ 6,700.00 | \$ 1,006.00 | \$ 6,949.24 |
| 570 Fence Repairs | \$ 25,134.00 | \$ 23,038.60 | \$ 27,240.00 | \$ 29,551.60 | \$ 28,253.33 |
| 575 Miscellaneous Landscape | \$ 1,503.79 | \$ 1,350.12 | \$ 1,350.00 | \$ 883.87 | \$ 1,400.22 |
| Total Land Maintenance | \$ 193,048.04 | \$ 207,362.53 | \$ 216,496.00 | \$ 203,567.73 | \$ 215,349.50 |