

| Account                          | Description                                | 2016 Budget | % Change<br>16 to 17 | \$ Change<br>16 to 17 | 2014<br>actuals | 2015<br>Actuals | 2016 Actuals AS<br>OF 08/31/16 | % actuals to<br>budget - 2016 | 2017 Budget |
|----------------------------------|--|-------------|----------------------|-----------------------|-----------------|-----------------|--------------------------------|-------------------------------|-------------|
| <b>OPERATING EXPENSES:</b>       |  |             |                      |                       |                 |                 |                                |                               |             |
| <b>Swimming Pool Expenditure</b> |  |             |                      |                       |                 |                 |                                |                               |             |
| 7110                             | Contract - Pool                            | 48,000.00   | 0.00                 | 0.00                  | 48,533.33       | 47,298.31       | 31,466.66                      | 66%                           | 48,000.00   |
| 7130                             | Supplies & Exp. - Pool/Rec                 | 6,000.00    | 33%                  | 2,000.00              | 8,213.55        | 7,703.28        | 7,908.87                       | 132%                          | 8,000.00    |
| 7170                             | Utilities-Electricity-Pool/Re              | 6,000.00    | 0%                   | 0.00                  | 5,505.76        | 6,145.36        | 4,382.63                       | 73%                           | 6,000.00    |
| 7180                             | Utilities-Telephone-Pool/Rec               | 400.00      | 0%                   | 0.00                  | 750.41          | 361.00          | 268.31                         | 67%                           | 400.00      |
| 7190                             | Utilities-Water-Pool/Rec                   | 2,800.00    | 14%                  | 400.00                | 2,762.82        | 4,068.86        | 1,966.02                       | 70%                           | 3,200.00    |
|                                  | Swimming Pool Expenditures                 | 63,200.00   | 4%                   | 2,400.00              | 65,765.87       | 65,576.81       | 45,992.49                      | 73%                           | 65,600.00   |
| <b>Common Area Maintenance</b>   |  |             |                      |                       |                 |                 |                                |                               |             |
| 7260                             | Grounds Maintenance Contract               | 99,500.00   | 0%                   | 0.00                  | 94,594.96       | 97,359.96       | 66,204.72                      | 67%                           | 99,500.00   |
| 7220                             | Common Grounds Improvement                 | 8,000.00    | 0%                   | 0.00                  | 1,050.79        | 7,575.23        | 30,841.00                      | 386%                          | 8,000.00    |
| 7290                             | Materials/Supplies                         | 200.00      | 0%                   | 0.00                  | 244.89          | 98.66           | 0.00                           | 0%                            | 200.00      |
| 7310                             | New/Replacement Trees & Shrub              | 3,000.00    | 0%                   | 0.00                  | 5,561.08        | 1,829.39        | 0.00                           | 0%                            | 3,000.00    |
| 7360                             | Storage Lot Lighting                       | 550.00      | -9%                  | -50.00                | 491.05          | 452.69          | 295.05                         | 54%                           | 500.00      |
| 7365                             | General Repairs                            | 2,500.00    | 60%                  | 1,500.00              | 3,612.92        | 6,522.95        | 505.00                         | 20%                           | 4,000.00    |
| 7370                             | Tree Maintenance/Labor                     | 24,000.00   | 8%                   | 2,000.00              | 24,905.96       | 25,685.00       | 5,765.00                       | 24%                           | 26,000.00   |
| 7390                             | Pest Control                               | 0.00        |                      |                       |                 |                 | 125.00                         |                               | 340.00      |
|                                  | Common Area Maintenance                    | 137,750.00  | 3%                   | 3,790.00              | 130,461.65      | 139,523.88      | 103,735.77                     | 75%                           | 141,540.00  |
| <b>Street Lts/Snow Rem/Trash</b> |  |             |                      |                       |                 |                 |                                |                               |             |
| 7410                             | Private Trash Hauling service              | 600.00      | -42%                 | -250.00               | 180.00          | 335.00          | 150.00                         | 25%                           | 350.00      |
| 7420                             | Snow Removal                               | 7,500.00    | 33%                  | 2,500.00              | 15,210.00       | 14,796.25       | 23,082.50                      | 308%                          | 10,000.00   |
| 7430                             | Street Lighting (THs only)                 | 15,250.00   | 0%                   | 0.00                  | 15,107.19       | 14,832.75       | 9,748.06                       | 64%                           | 15,250.00   |
| 7435                             | Curb Painting/street repairs (THs only)    | 4,000.00    | 0%                   | 0.00                  | 8,640.30        | 8,719.00        | 986.66                         | 25%                           | 4,000.00    |
| 7440                             | Trash Clean up Day                         | 250.00      | 0%                   | 0.00                  | 185.89          | 192.71          | 150.00                         | 60%                           | 250.00      |
| 7450                             | Trash Collection                           | 108,100.00  | 5%                   | 5,400.00              | 105,743.40      | 105,743.40      | 73,685.68                      | 68%                           | 113,500.00  |
| 7460                             | Trash-Kids Pick Up                         | 100.00      | 0%                   | 0.00                  | 70.00           | 0.00            | 0.00                           | 0%                            | 100.00      |
|                                  | Street Lts/Snow Rem/Trash                  | 135,800.00  | 6%                   | 7,650.00              | 145,136.78      | 144,619.11      | 107,802.90                     | 79%                           | 143,450.00  |
| <b>Committee Expenses</b>        |  |             |                      |                       |                 |                 |                                |                               |             |
| 7510                             | Architectural Control: Expenses            | 0.00        |                      | 0.00                  | 0.00            | 0.00            | 0.00                           |                               | 0.00        |
| 7515                             | Architectural Control: Inspections         | 0.00        |                      | 0.00                  | 0.00            | 0.00            | 0.00                           |                               | 0.00        |
| 7520                             | Publicity: Newsletter Printing             | 5,000.00    | 0%                   | 0.00                  | 4,561.13        |                 | 3,304.24                       | 66%                           | 5,000.00    |
| 7525                             | Publicity: Newsletter Typing/ web maintain | 3,200.00    | -100%                | -3,200.00             | 2,915.00        | 5,498.49        | 690.00                         | 22%                           | 0.00        |
| 7530                             | Welcoming                                  | Eliminate   |                      |                       | 0.00            | 3,020.00        | 0.00                           |                               |             |
| 7550                             | Recreation: Activities                     | 1,500.00    | 0%                   | 0.00                  | 1,118.01        | 589.72          | 65.64                          | 4%                            | 1,500.00    |
| 7570                             | Recreation: Youth Activities               | 200.00      | 0%                   | 0.00                  | 125.00          | 125.00          | 150.00                         | 75%                           | 200.00      |
|                                  | Committee Expenses                         | 9,900.00    | -32%                 | -3,200.00             | 8,719.14        | 9,233.21        | 4,209.88                       | 0%                            | 6,700.00    |

| Account                        | Description                      | 2016 Budget       | % Change<br>16 to 17 | \$ Change<br>16 to 17 | 2014<br>actuals   | 2015<br>Actuals   | 2016 Actuals AS<br>OF 08/31/16 | % actuals to<br>budget - 2016 | 2017 Budget       |
|--------------------------------|----------------------------------|-------------------|----------------------|-----------------------|-------------------|-------------------|--------------------------------|-------------------------------|-------------------|
| <b>Administration Expenses</b> |                                  |                   |                      |                       |                   |                   |                                |                               |                   |
| 7603                           | Accounting & Bookkeeping         | 14,500.00         | 0%                   | 0.00                  | 13,994.80         | 14,557.90         | 9,430.48                       | 65%                           | 14,500.00         |
| 7605                           | ADP Service                      | 1,650.00          | 0%                   | 0.00                  | 1,595.00          | 1,574.50          | 1,061.68                       | 64%                           | 1,650.00          |
| 7607                           | Assistant Community Managers     | 10,500.00         | 12%                  | 1,250.00              | 9,273.64          | 11,620.01         | 7,813.81                       | 74%                           | 11,750.00         |
| 7610                           | Audit & Tax Preparation          | 3,450.00          | 1%                   | 50.00                 | 3,300.00          | 3,400.00          | 3,450.00                       | 100%                          | 3,500.00          |
| 7612                           | Bad Debt Expense                 | 3,500.00          | -43%                 | -1,500.00             | 1,893.63          | 73.78             | 0.00                           | 0%                            | 2,000.00          |
| 7615                           | Bank Service Charges             | 25.00             | 0%                   | 0.00                  | 36.00             | 122.50            | 0.00                           | 0%                            | 25.00             |
| 7620                           | Community Manager                | 27,800.00         | 0%                   | 0.00                  | 22,947.64         | 26,732.21         | 13,787.23                      | 50%                           | 27,800.00         |
| 7623                           | Employee Bonuses                 | 1,500.00          | -33%                 | -500.00               | 1,500.00          | 1,500.00          | 0.00                           | 0%                            | 1,000.00          |
| 7625                           | Delinquency Processing           | 4,000.00          | 0%                   | 0.00                  | 4,955.00          | 5,265.00          | 2,855.00                       | 71%                           | 4,000.00          |
| 7630                           | Insurance and Bonds              | 8,600.00          | 10%                  | 900.00                | 8,415.00          | 9,485.96          | 6,227.96                       | 72%                           | 9,500.00          |
| 7640                           | Collections Attorney             | 38,000.00         | -21%                 | -8,000.00             | 42,572.12         | 29,241.11         | 17,437.18                      | 46%                           | 30,000.00         |
| 7639                           | General Counsel                  | 3,000.00          | 0%                   | 0.00                  | 785.50            | 2,123.00          | 4,027.60                       | 134%                          | 3,000.00          |
| new                            | Collections Attorney - NJF       | 0.00              |                      |                       | 0.00              | 0.00              |                                |                               | 0.00              |
| 7650                           | Mileage Reimbursement            | 600.00            | 17%                  | 100.00                | 582.67            | 572.80            | 554.18                         | 92%                           | 700.00            |
| 7652                           | quarterly invoices               | 3,100.00          | 16%                  | 500.00                | 2,971.50          | 3,599.04          | 2,756.32                       | 89%                           | 3,600.00          |
| 7655                           | NCA Annual Board Reg in VA       | 450.00            | 0%                   | 0.00                  | 425.27            | 359.82            | 55.95                          | 12%                           | 450.00            |
| 7660                           | Office Equipment & expenses      | 1,500.00          | 0%                   | 0.00                  | 139.79            | 480.11            | 555.12                         | 37%                           | 1,500.00          |
| 7662                           | Office Mailings/Postage (Summit) | 1,500.00          | 0%                   | 0.00                  | 2,293.13          | 1,770.64          | 1,186.07                       | 79%                           | 1,500.00          |
| 7665                           | Office Security Sys Monitoring   | 340.00            | 0%                   | 0.00                  | 483.48            | 328.48            | 218.99                         | 64%                           | 340.00            |
| 7667                           | Office & Web Page Supplies/Ex    | 1,500.00          | 0%                   | 0.00                  | 1,928.78          | 1,623.24          | 1,098.35                       | 73%                           | 1,500.00          |
| 7670                           | P.O. Box                         | 100.00            | 0%                   | 0.00                  | 100.00            | 102.00            | 106.00                         | 106%                          | 100.00            |
| 7672                           | Postage (office)                 | 1,700.00          | 0%                   | 0.00                  | 1,413.21          | 1,756.49          | 505.14                         | 30%                           | 1,700.00          |
| 7674                           | Printing (office)                | 700.00            | 0%                   | 0.00                  | 83.66             | 1,057.05          | 353.85                         | 51%                           | 700.00            |
| 7675                           | Rent-Meeting Room                | 75.00             | 233%                 | 175.00                | 75.00             | 400.00            | 250.00                         | 333%                          | 250.00            |
| 7677                           | Returned Checks                  |                   |                      | 0.00                  | -4.00             | 100.00            | 0.00                           |                               | 0.00              |
| 7678                           | reserve study                    | 0.00              |                      | 0.00                  | 4,650.00          |                   | 0.00                           |                               | 0.00              |
| 7680                           | Taxes - Income (Federal)         | 750.00            | 33%                  | 250.00                | 0.00              | 1,867.00          | 800.00                         | 107%                          | 1,000.00          |
| 7681                           | Taxes - State                    | 0.00              | #DIV/0!              | 500.00                |                   | 786.00            | 0.00                           |                               | 500.00            |
| 7683                           | Taxes - Other                    | Eliminate         |                      |                       | 0.00              |                   | 0.00                           |                               |                   |
| 7685                           | Taxes - Payroll                  | 3,000.00          | 0%                   | 0.00                  | 2,873.51          | 3,152.66          | 1,738.33                       | 58%                           | 3,000.00          |
| 7687                           | Taxes - Unemployment             | Eliminate         |                      |                       | 0.00              |                   | 0.00                           |                               |                   |
| 7690                           | Telephone (office and cell)      | 2,400.00          | 0%                   | 0.00                  | 2,137.51          | 2,495.73          | 1,859.10                       | 77%                           | 2,400.00          |
|                                | Administration Expenses          | 134,240.00        | -5%                  | -6,275.00             | 131,421.84        | 126,147.03        | 78,128.34                      | 58%                           | 127,965.00        |
|                                | <b>TOTAL OPERATING EXPENSES</b>  | <b>480,890.00</b> | <b>1%</b>            | <b>4,365.00</b>       | <b>481,505.28</b> | <b>485,100.04</b> | <b>339,869.38</b>              |                               | <b>485,255.00</b> |
| RESERVES                       | Description                      | 2016 Budget       | % change             | \$ change             | 2014 actual       | 2015 acutal       | 2015 actual                    | 2017 Budget                   | Column2           |
| <b>Contributions</b>           |                                  |                   |                      |                       |                   |                   |                                |                               |                   |
| 8000                           | Common Area Reserve Contribution | 36,000.00         | 6.81                 | 2,450.00              | 30,000.00         | 36,000.00         | 18,000.00                      | 38,450.00                     |                   |

| Account                         | Description  | 2016 Budget | % Change<br>16 to 17 | \$ Change<br>16 to 17 | 2014<br>actuals             | 2015<br>Actuals | 2016 Actuals AS<br>OF 08/31/16 | % actuals to<br>budget - 2016 | 2017 Budget |
|---------------------------------|--|-------------|----------------------|-----------------------|-----------------------------|-----------------|--------------------------------|-------------------------------|-------------|
| 8001                            | Common Area Reserve - eminent domain earnings                      | 0.00        |                      | 0.00                  | 0.00                        | 0.00            | 0.00                           | 0.00                          |             |
|                                 | 609.00 Residences (quarterly)                                      | \$14.78     | 6.81                 | 1.01                  |                             |                 |                                | \$15.78                       |             |
| 8005                            | Street/Curb Reserve Contribution                                   | 77,500.00   | 2%                   | 1,450.00              | 70,000.00                   | 72,000.00       | 38,750.00                      | 78,950.00                     |             |
|                                 | 524.00 Town homes (quarterly)                                      | \$36.98     | 2%                   | \$0.69                |                             |                 |                                | \$37.67                       |             |
| 8010/6400                       | Interest Contribution  | 0.00        |                      |                       | 2,482.18                    | 17,862.28       | 1,904.00                       | 2,000.00                      |             |
|                                 | Reserve Contribution   | 113,500.00  |                      |                       | 102,482.18                  | 125,862.28      | 58,654.00                      | 119,400.00                    |             |
| <b>INCOME:</b>                  |  |             |                      |                       |                             |                 |                                |                               | 2017 Budget |
| 6000                            | Assessment Income  | 580,090.00  |                      |                       |                             |                 | 435,061.14                     | 588,855.00                    |             |
|                                 | 524.00 Town homes (quarterly)                                      | \$244.57    | 1.51%                | \$3.70                |                             |                 |                                | \$248.27                      |             |
|                                 | 85.00 Single Family Homes (quarterly)                              | \$198.42    | 1.51%                | \$3.00                |                             |                 |                                | \$201.42                      |             |
| 6210                            | Late Fees (old) Delinquency Admin Reimb (new)                      | 2,000.00    | 0.00                 | 0.00                  | 6,392.28                    | 6,392.28        | 5,627.33                       | 2,000.00                      |             |
| 6100                            | Disclosure packet inspections                                      | 1,800.00    |                      |                       | 2,800.00                    | 2,800.00        | 1,550.00                       | 1,800.00                      |             |
| 6212                            | Legal Fee Reimbursement  | 5,000.00    | 0.00                 | 0.00                  | 12,343.45                   | 12,343.45       | 10,936.46                      | 5,000.00                      |             |
| 6220                            | Miscellaneous Income   | 1,500.00    | 0.00                 | 0.00                  | 1,006.43                    | 1,006.43        | 25.00                          | 1,500.00                      |             |
| 6235                            | Newsletter Ad Income   | 1,000.00    | -50.00               | -500.00               | 1,225.50                    | 1,225.50        | 116.25                         | 500.00                        |             |
| 6254                            | Pool Fees  | 2,000.00    | 0.00                 | 0.00                  | 3,492.00                    | 3,492.00        | 2,122.00                       | 2,000.00                      |             |
| 6280                            | Storage Lot Fees   | 900.00      | 0.00                 | 0.00                  | 990.00                      | 990.00          | 85.00                          | 900.00                        |             |
| 6402                            | Interest Income, Operations Accounts                               | 100.00      | 0.00                 | 0.00                  | 100.47                      | 100.47          | 249.07                         | 100.00                        |             |
|                                 | Total Income   | 592,590.00  |                      |                       | 28,350.13                   | 28,350.13       | 454,222.25                     | 600,855.00                    |             |
| <b>Total Operating Expenses</b> |  |             |                      |                       |                             |                 |                                |                               |             |
|                                 |  | 485,255.00  |                      |                       | <b>Total NCA residences</b> |                 | 364,803.00                     |                               |             |
|                                 | - Other Income   | 13,800.00   |                      |                       |                             |                 |                                |                               |             |
|                                 | - Street Lighting/curb painting                                    | 19,250.00   |                      |                       |                             |                 |                                |                               |             |
|                                 | Common Operating Expenses  | 452,205.00  | divided by           | 609.00                |                             |                 | =                              | 742.54                        |             |
|                                 | Quarterly Common Operating Expenses per Residence                  |             |                      |                       | \$185.63                    |                 |                                | \$185.63                      |             |
|                                 | Quarterly Common Area reserve contributions (total NCA residences) |             |                      |                       | \$15.78                     |                 |                                | \$15.78                       |             |
|                                 | Quarterly Street/Curb reserve contribution (TH only)               |             |                      |                       | n/a                         |                 |                                | \$37.67                       |             |
|                                 | Quarterly street lighting/curb painting (TH only)                  |             |                      |                       | n/a                         |                 |                                | \$9.18                        |             |
|                                 | Proposed Quarterly assessment                                      |             |                      |                       | \$201.42                    |                 |                                | \$248.27                      |             |