| 2017 to 2018 CONDO FEE TEST SCENARIOS (IMPLEMENTED + 4 OTHER SCENARIOS)  |                 |                  | In              | plemented          |                 | Scenario 1              |    | Scenario 2     |                  | Scenario 3 |                  | Scenario 4 |
|--|-----------------|------------------|-----------------|--------------------|-----------------|-------------------------|----|----------------|------------------|------------|------------------|------------|
|  |                 | Actual           | 4% fee increase |                    | No fee increase |                         | 59 | % fee decrease | 10% fee decrease |            | Max fee decrease |            |
|  |                 | 2017             |                 | 2018               |                 | 2018                    |    | 2018           |                  | 2018       |                  | 2018       |
| INCOME   |                 | Clara            |                 | Clara              |                 | Clara                   |    | Clara          |                  | Clara      |                  | Clara      |
| Budgeted Amount  |                 |                  | \$              | 2,016,528          | \$              | 2,016,528               | \$ | 2,016,528      | \$               | 2,016,528  | \$               | 2,016,528  |
|  |                 |                  |                 |                    | _               |                         |    |                |                  |            | _                |            |
| Assessment Income  | \$              | 1,747,452        | \$              | 1,817,350          | \$              | 1,747,452               | \$ | 1,660,079      | \$               | 1,572,707  | Ş                | 1,340,818  |
| ECSA CB Assessment   | \$              | -                |                 |                    |                 |                         |    |                |                  |            |                  |            |
| ECSA Laf Assessment  | \$              | 475 506          | _               | 100 170            | _               | 400 470                 |    | 400 470        |                  | 100 170    | _                | 400 470    |
| Other Income   | \$              | 175,506          | \$              | 199,178            | \$              | 199,178                 | -  | 199,178        | \$               | 199,178    |                  | 199,178    |
| Prior Year Profit Redistribution   | -               |                  |                 |                    | \$              | 52,321                  | -  | 52,321         | \$               | 52,321     | \$               | 52,321     |
| Excess Reserve Budget Redistribution   | -               |                  |                 |                    | \$              | 17,577                  | \$ | 38,220         | \$               | 38,220     | \$               | 38,220     |
| Excess Operating Income Redistribution   | _               | 4 000 050        | 4               | 2 24 5 5 2 2       | \$              | -                       | \$ | 66,730         | \$               | 154,102    | \$               | 385,991    |
| Total Income   | \$              | 1,922,958        | \$              | 2,016,528          | \$              | 2,016,528               | \$ | 2,016,528      | \$               | 2,016,528  | \$               | 2,016,528  |
| EXPENSES   |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Payroll  | \$              | 167,319          | \$              | 188,936            | \$              | 188,936                 | \$ | 188,936        | \$               | 188,936    | \$               | 188,936    |
| Administrative   | \$              | 1,121,333        | \$              | 1,180,688          | \$              | 1,180,688               | \$ | 1,180,688      | \$               | 1,180,688  | \$               | 1,180,688  |
| Utilities  | \$              | 7,600            | \$              | 9,500              |                 | 9,500                   | \$ | 9,500          | \$               | 9,500      | \$               | 9,500      |
| Contract   | \$              | 268,558          | \$              | 290,069            |                 | 290,069                 | \$ | 290,069        | \$               | 290,069    | \$               | 290,069    |
| Repairs & Maintenance  | \$              | 92,655           | \$              | 95,793             | _               | 95,793                  | \$ | 95,793         | \$               | 95,793     | \$               | 95,793     |
| Taxes & Licenses   | \$              | 30,000           | \$              | 15,000             | \$              | 15,000                  | \$ | 15,000         | \$               | 15,000     | \$               | 15,000     |
| Special Projects   | \$              | 57,492           | \$              | 34,413             | \$              | 34,413                  |    | 34,413         | \$               | 34,413     | \$               | 34,413     |
| CB Reserves  | \$              |                  |                 | 202,129            |                 | 202,129                 |    | 202,129        | \$               | 202,129    |                  | 202,129    |
| ECSA Reserves  | ľ               | 170,000          | -               | 202,123            | ,               | 202,123                 | ~  | 202,123        | 7                | 202,123    | · ·              | 202,223    |
| Total Expenses   | \$              | 1,922,957        | \$              | 2,016,528          | \$              | 2,016,528               | ¢  | 2,016,528      | \$               | 2,016,528  | <                | 2,016,528  |
| Supported Expense Increase (\$)  | ľ               | 1,322,337        | \$              | 93,571             | _               | 93,571                  |    | 93,571         | \$               | 93,571     |                  | 93,571     |
| Supported Expense Increase (%)   |                 |                  | 7               | 4.87%              | ,               | 4.87%                   | 7  | 4.87%          | 7                | 4.87%      | 7                | 4.87%      |
| Supported Expense mercase (70)   |                 |                  |                 | 1.0770             |                 | 1.0770                  |    | 7.0770         |                  | 1.0770     |                  | 1.077      |
| ADDITIONAL FUNDING SOURCES   |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Source 1 - 2017 Profit/(Loss)  |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Actual Income  | \$              | 1,978,180        |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Actual Expenses  | \$              | 1,925,859        |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Net Profit/(Loss) available for redistribution   | \$              | 52,321           |                 |                    | \$              | 52,321                  | \$ | 52,321         | \$               | 52,321     | \$               | 52,321     |
| 2018 budget support redistribution   |                 |                  |                 |                    | \$              | 52,321                  | \$ | 52,321         | \$               | 52,321     | \$               | 52,321     |
| Total excess available   |                 |                  |                 |                    | \$              | -                       | \$ | -              | \$               | -          | \$               | -          |
| Source 2 - 2018 Excess Reserve Budgeted Amount   | -               |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Budgeted Amount  | \$              | 202,129          |                 |                    |                 |                         |    |                |                  |            |                  |            |
|  |                 | 163,909          |                 |                    |                 |                         |    |                |                  |            |                  |            |
| Required Reserve Contribution  | \$<br><b>\$</b> |                  |                 |                    | \$              | 20 220                  |    | 20 220         |                  | 20 220     |                  | 20 220     |
| Total excess budget available for redistribution   | 1               | 38,220           |                 |                    | -               | 38,220                  | _  | 38,220         | _                | 38,220     |                  | 38,220     |
| 2018 budget support redistribution  Total excess available   |                 |                  |                 |                    | \$<br><b>\$</b> | 17,577<br><b>20,643</b> | \$ | 38,220         | \$<br><b>\$</b>  | 38,220     | \$<br><b>\$</b>  | 38,220     |
| Total excess available   |                 |                  |                 |                    | ٠               | 20,043                  | ۶  | -              | ۶                | -          | ,                | -          |
| Source 3 - Ongoing Excess Operating Income   |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| End of year 2017 operating cash  | \$              | 789,294          |                 |                    | \$              | 789,295                 | \$ | 789,295        | \$               | 789,296    | \$               | 789,297    |
| 20% of budget operating cash   | \$              | 384,591          |                 |                    | \$              | 403,306                 | \$ | 403,306        | \$               | 403,306    | \$               | 403,306    |
| Total excess Operating Income available for redistribution   | \$              | 404,703          |                 |                    | \$              | 385,989                 | \$ | 385,989        | \$               | 385,990    | \$               | 385,991    |
| 2018 budget support redistribution   |                 | ,                |                 |                    | \$              | -                       | \$ | 66,730         | \$               | 154,102    | \$               | 385,991    |
| Total excess available   |                 |                  |                 |                    | \$              | 385,989                 | \$ | 319,260        | \$               | 231,888    |                  |            |
|  |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| TYPICAL CONDO FEE ASSESSMENTS (MONTHLY)  | _               | 222              | 4               | 222                | 4               | 222                     | 4  | 201            | 4                | 300        | <u>_</u>         | 2.0        |
| Studio (0.22% share)   | \$              | 320              |                 | 333                |                 | 320                     | \$ | 304            | \$               | 288        | \$               | 246        |
| 1 BR (0.3% share)  | \$              | 437              | \$              | 454                | \$              | 437                     | \$ | 415            | \$               | 393        | \$               | 335        |
| 2 BR/2.5 BA (0.55% share)  | \$              | 801              | \$              | 833                | \$              | 801                     | \$ | 761            | \$               | 721        | \$               | 615        |
| 3 BR/3.5 BA/Roof deck (0.8% share)   | \$              | 1,165            | \$              | 1,212              | \$              | 1,165                   | \$ | 1,107          | \$               | 1,048      | \$               | 894        |
| 2017 to 2018 condo fee change  | _               |                  |                 | 4.00%              |                 | 0.00%                   |    | -5.00%         |                  | -10.00%    |                  | -23.27%    |
| * Budgeted/Calculated Capital Reserve numbers from May 26, 2015 reserve study by Tho   | mas D           | owney Ltd avails | able t          | o owners from      | n GH4           | Α                       |    |                |                  |            |                  |            |
| * 2017 actual numbers from the December 2017 statements available to owners from GH  |                 | ocy Ltd dvalle   |                 | C 5 WIICI 5 11 011 |                 |                         |    |                |                  |            |                  |            |
|  | A               |                  | -               |                    |                 |                         |    |                |                  |            |                  |            |
| <ul> <li>* 2018 budget from annual budget &amp; condo fee letter mailed to owners by GHA</li> <li>* Ongoing Excess Operating Income can be found in the following Balance Sheet locations</li> </ul> |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |
| * Equity: Prior Year's Retained Earnings and Net Surplus   |                 |                  | -               |                    |                 |                         |    |                |                  |            |                  |            |
|  |                 |                  |                 |                    |                 |                         |    |                |                  |            |                  |            |

| 2016 TO 2018 CLARA BARTON BUDGETS                       |          |                    |     |              |        |           |
|---|----------|--------------------|-----|--------------|--------|-----------|
|   |          | 2016               |     | 2017         |        | 2018      |
| INCOME  |          | Clara              |     | Clara        |        | Clara     |
| Assessment Income                                       | \$       | 1,712,592.00       | \$  | 1,747,452    | \$     | 1,817,350 |
| ECSA CB Assessment                                      |          |                    | \$  | -            |        |           |
| ECSA Laf Assessment                                     |          |                    | \$  | -            |        |           |
| Other Income  | \$       | 161,530.00         | \$  | 175,506      | \$     | 199,178   |
| Total Income  | \$       | 1,874,122          | \$  | 1,922,958    | \$     | 2,016,528 |
| EXPENSES  |          |                    |     |              |        |           |
| Payroll   | \$       | 178,078.00         | \$  | 167,319      | \$     | 188,936   |
| Administrative  | \$       | 1,161,681.00       | \$  | 1,121,333    | \$     | 1,180,688 |
| Utilities   | \$       | 7,300.00           | \$  | 7,600        | \$     | 9,500     |
| Contract  | \$       | 247,016.00         | \$  | 268,558      | \$     | 290,069   |
| Repairs & Maintenance                                   | \$       | 57,805.00          | \$  | 92,655       | \$     | 95,793    |
| Taxes & Licenses  | \$       | 15,000.00          | \$  | 30,000       | \$     | 15,000    |
| Special Projects  | \$       | 41,450.00          | \$  | 57,492       | \$     | 34,413    |
| CB Reserves   | \$       | 165,792.00         | \$  | 178,000      | \$     | 202,129   |
| ECSA Reserves   | \$       | -                  | \$  | -            | \$     | -         |
| Total Expenses  | \$       | 1,874,122          | \$  | 1,922,957    | \$     | 2,016,528 |
| YEARLY PROFIT   |          |                    |     |              |        |           |
| Actual Income   |          |                    | \$  | 1,978,180    |        |           |
| Actual Expenses   |          |                    | \$  | 1,925,859    |        |           |
| Net Profit/(Loss)                                       |          |                    | \$  | 52,321       |        |           |
| TYPICAL CONDO FEE ASSESSMENTS (MONTHLY)                 |          |                    |     |              |        |           |
| Studio (0.22% share)                                    | \$       | 314                | \$  | 320          | \$     | 333       |
| 1 BR (0.3% share)                                       | \$       | 428                | \$  | 437          | \$     | 454       |
| 2 BR/2.5 BA (0.55% share)                               | \$       | 785                | \$  | 801          | \$     | 833       |
| 3 BR/3.5 BA/Roof Deck (0.8% share)                      | \$       | 1,142              | \$  | 1,165        | \$     | 1,212     |
| * 2017 actual numbers from the December 2017 sta        | temen    | ts available to ov | νne | ers from GHA | \<br>\ |           |
| $^st$ 2016 and 2018 budget from annual budget $\&$ conc | lo fee l | etter mailed to d  | wn  | ers by GHA   |        |           |

|   |            | TIONS         |          |              |      |                  |        |                  |          |                  |                 |
|---|------------|---------------|----------|--------------|------|------------------|--------|------------------|----------|------------------|-----------------|
|   |            | 2015          |          | 2016         |      | 2017             | 2018   | (May YTD)        |          | 2018             | 2019            |
| Clara Barton  |            |               |          |              |      |                  |        |                  |          |                  |                 |
| Beginning Capital Expenditure Reserves  | \$         | 1,756,437     | \$       | 1,484,137    | \$   | 1,638,637        |        |                  | \$       | 1,797,772        | \$<br>1,961,683 |
| Budgeted Capital Expenditures   | \$         | 422,300       | \$       | -            | \$   | -                |        |                  | \$       | -                | \$<br>-         |
| Required Capital Reserve Contribution   | \$         | 150,000       | \$       | 154,500      | \$   | 159,135          |        |                  | \$       | 163,909          | \$<br>168,826   |
| Required Ending Capital Reserves  | \$         | 1,484,137     | \$       | 1,638,637    | \$   | 1,797,772        |        |                  | \$       | 1,961,681        | \$<br>2,130,50  |
|   |            |               |          |              |      |                  |        |                  |          |                  |                 |
| Actual Beginning Capital Reserves   |            |               |          |              |      |                  |        |                  |          |                  |                 |
| Actual/Budgeted Capital Reserve Contribution  | _          |               |          |              | \$   | 180,876          | \$     | 89,145           | \$       | 202,129          |                 |
| Actual Ending Capital Reserves  |            |               |          |              | \$   | 2,227,969        |        |                  |          |                  |                 |
| Overfunding (\$)  |            |               |          |              | \$   | 430,197          |        |                  |          |                  |                 |
| Funding Level (%)   |            |               |          |              |      | 123.9%           |        |                  |          |                  |                 |
| 2020 Planned Beginning Funding Level  |            |               |          |              | \$   | 2,130,507        |        |                  |          |                  |                 |
| 2020 Planned Ending Funding Level   |            |               |          |              | \$   | 2,304,398        |        |                  |          |                  |                 |
| Matching 100% Funded Date   |            |               |          |              |      | July 2020        |        |                  |          |                  |                 |
| Actual/Budgeted Capital Reserve Contribution  |            |               |          |              | \$   | 180,876          | \$     | 89,145           | \$       | 202,129          |                 |
| Required Capital Reserve Contribution   |            |               |          |              | \$   | 159,135          | -      | 68,295           | \$       | 163,909          |                 |
| Excess Capital Reserve Contribution   |            |               |          |              | \$   | 21,741           |        | 20,850           | \$       | 38,220           |                 |
|   |            |               |          |              |      |                  |        |                  |          |                  |                 |
|   |            | 2015          |          | 2016         |      | 2017             |        |                  |          | 2018             | 2019            |
| ECSA (Shared amenities such as pool, club room, etc)                                |            |               |          |              |      |                  |        |                  |          |                  |                 |
| Beginning Capital Expenditure Reserves  | \$         | 310,045       | <u> </u> | 294,545      |      | 339,865          |        |                  | \$       | 386,545          | \$<br>434,625   |
| Budgeted Capital Expenditures   | \$         | 59,500        | \$       | -            | \$   | -                |        |                  | \$       | -                | \$<br>10,400    |
| Required Capital Reserve Contribution   | \$         | 44,000        | \$       | 45,320       | \$   | 46,680           |        |                  | \$       | 48,080           | \$<br>49,522    |
| Required Ending Capital Reserves  | \$         | 294,545       | \$       | 339,865      | \$   | 386,545          |        |                  | \$       | 434,625          | \$<br>473,747   |
| Actual Beginning Capital Reserves   |            |               |          |              |      |                  |        |                  |          |                  |                 |
| Actual /Budgeted Capital Reserve Contribution                                       |            |               |          |              | \$   | 65,338           | \$     | 24,321           | \$       | 56,080           |                 |
| Actual Ending Capital Reserves  |            |               |          |              | \$   | 502,615          |        |                  |          |                  |                 |
| Overfunding (\$)  |            |               |          |              | \$   | 116,070          |        |                  |          |                  |                 |
| Funding Level (%)   |            |               |          |              |      | 130.0%           |        |                  |          |                  |                 |
| 2020 Planned Beginning Funding Level  |            |               |          |              | \$   | 473,747          |        |                  |          |                  |                 |
| 2020 Planned Ending Funding Level   |            |               |          |              | \$   | 524,755          |        |                  |          |                  |                 |
| Matching 100% Funded Date   |            |               |          |              |      | July 2020        |        |                  |          |                  |                 |
| Astural /Dudastad Carrital Desarros Contribution                                    |            |               |          |              | \$   | CE 220           | 4      | 24 224           | ۲.       | FC 000           |                 |
| Actual /Budgeted Capital Reserve Contribution Required Capital Reserve Contribution | _          |               |          |              | \$   | 65,338<br>46,680 | -      | 24,321<br>20,033 | \$<br>\$ | 56,080<br>48,080 |                 |
| Excess Capital Reserve Contribution   |            |               |          |              | \$   | 18,658           | -      | 4,288            | \$       | 8,000            |                 |
|   |            |               |          |              | 7    | 20,000           | 7      | ,,               | 7        | 3,000            |                 |
|   |            | 2015          |          | 2016         |      | 2017             |        |                  |          | 2018             | 2019            |
| Clara Barton + ECSA   | 1.         |               |          |              |      |                  |        |                  |          |                  |                 |
| Beginning Reserves Sum  | \$         | 2,066,482     | -        | 1,778,682    | -    | 1,978,502        |        |                  | \$       | 2,184,317        | \$<br>2,396,306 |
| Ending Reserves Sum   | \$         | 1,778,682     | \$       | 1,978,502    | \$   | 2,184,317        |        |                  | \$       | 2,396,306        | \$<br>2,604,254 |
| Actual Reserves Sum   |            |               |          |              | \$   | 2,730,584        |        |                  |          |                  |                 |
| Overfunding (Excess Total Reserves \$)  |            |               |          |              | \$   | 546,267          |        |                  |          |                  |                 |
| Funding Level   |            |               |          |              |      | 125.0%           |        |                  |          |                  |                 |
|   |            |               |          |              |      |                  |        |                  |          |                  |                 |
| * 2018 budget from annual budget & condo fee letter m                               |            |               |          |              |      |                  |        |                  |          |                  |                 |
| * Budgeted/Calculated Capital Reserve numbers from M                                | lay 26, 20 | 015 reserve s | study    | by Thomas Do | owne | y Ltd available  | to owr | ners from GH     | IA       |                  |                 |
| * A street as well as a fire as the December 2017 fire a sigl star                  | tements    | available to  | owne     | rs from GHA  |      |                  |        |                  |          |                  |                 |
| <ul> <li>Actual numbers from the December 2017 financial state</li> </ul>           | terrieries |               |          |              |      |                  |        |                  |          |                  |                 |