



# Financial Statement Analysis

Prepared by the Financial Team

**Association Name:** Brambleton Community Association

**Statement Date:** March 31, 2018

## Balance Sheet Notable Items:

- These financial statements were prepared using the accrual basis of accounting as required by Generally Accepted Accounting Principles (GAAP), where income is recorded when it is earned and expenses are recorded when they are incurred.

## Cash Related Notable Items:

- None noted.

## Disbursements Notable Items:

- There was one Reserve Fund disbursements this period. \$87,675 was paid to Sonny Merryman, Inc. for a coach shuttle bus.

## Income Statement Notable Items:

- The Association has a Net Operating Surplus of \$403,298 as of 03/31/18.
- Total Assessment Income is \$3,786 over budget for the current month, yet \$27,751 under budget year-to-date. There are 799 condominiums, 2,387 townhomes, 2,127 single family and 429 common driveway units as of 3/31/18.
- Rental Fees (#43500) is negative \$1,085 for the current month due to a rental refund.
- Magazine (#BZ-2120) is \$5,069 over budget for the current month, yet \$9,931 under budget year-to-date. This line item includes an invoice from Printing Images for 1<sup>st</sup> quarter printing expense.
- Management Payroll Reimbursements (#BZ-2250) is \$6,971 over budget for the current month, yet \$9,651 under budget year-to-date. This line item consists of actual payroll through 03/23/18 and an estimate of expense through month-end.
- Employee Benefits/Fees (#BZ-2275) is \$7,084 over budget for the current month and \$11,793 over budget year-to-date. This line item includes March employee benefits.



c/o FirstService Residential  
 11351 Random Hills Rd Ste 500  
 Fairfax VA 22030

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| Brambleton Comm Assoc<br>COMPARATIVE BALANCE SHEET AS OF<br>03/31/2018 |
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| Account #                    |                               | Current Month | Prior Month  | Variance     |
|------------------------------|-------------------------------|---------------|--------------|--------------|
| <b>ASSETS</b>                |                               |               |              |              |
| <i>OPERATING CASH:</i>       |                               |               |              |              |
| 10000                        | PETTY CASH                    | 317.93        | 317.93       | 0.00         |
| 10120 BOARD                  | OPERATING CHECKING BOARD/COMM | 3,718.33      | 3,513.00     | 205.33       |
| 10120 UNIONB                 | OPERATING CHECKING UNION BANK | 856,554.14    | 980,722.84   | (124,168.70) |
|                              | TOTAL OPERATING CASH          | 860,590.40    | 984,553.77   | (123,963.37) |
| <i>CASH INVESTMENTS:</i>     |                               |               |              |              |
| 10200                        | MONEY MARKET                  | 2,161,141.53  | 2,159,134.62 | 2,006.91     |
| 10300                        | CD'S                          | 3,053,859.11  | 2,836,859.11 | 217,000.00   |
| 10800                        | INVESTMENT ACCT               | 452.09        | 143,126.85   | (142,674.76) |
|                              | TOTAL CASH INVESTMENTS        | 5,215,452.73  | 5,139,120.58 | 76,332.15    |
| <i>OTHER CURRENT ASSETS:</i> |                               |               |              |              |
| 11000                        | A/R ASSESSMENTS               | 138,418.93    | 146,266.48   | (7,847.55)   |
| 11005                        | A/R RESALE DISCL              | 6,404.43      | 3,629.60     | 2,774.83     |
| 11010                        | A/R TOWNHOME ASSMT            | 15,014.91     | 14,628.43    | 386.48       |
| 11020                        | A/R SINGLE FAM ASSMT          | 8,372.78      | 9,916.64     | (1,543.86)   |
| 11025                        | A/R ALLEY ASSMT               | 1,676.72      | 2,418.09     | (741.37)     |
| 11051                        | A/R GROUNDS MAINT             | 3,208.97      | 3,002.30     | 206.67       |
| 11600                        | A/R VIOLATIONS                | 1,370.00      | 1,370.00     | 0.00         |
| 11900                        | ALLOW FOR DOUBT ACTS          | (126,902.11)  | (141,142.59) | 14,240.48    |
| 12000                        | ACCRUED INTEREST              | 25,660.28     | 22,002.78    | 3,657.50     |
| 13000                        | A/R MISC OWNER ACCT           | 175.00        | 200.00       | (25.00)      |
| 13002                        | A/R MOWING                    | 250.00        | 250.00       | 0.00         |
| 13100                        | A/R LATE/ADMIN FEES           | 17,029.78     | 17,222.42    | (192.64)     |
| 13106                        | A/R COLLECTION CHGS           | 2,420.00      | 2,245.00     | 175.00       |
| 13107                        | A/R FORECLOSURE ADMN          | 50.00         | 100.00       | (50.00)      |
| 13125                        | A/R H/O INTEREST              | 0.00          | 202.62       | (202.62)     |
| 13150                        | A/R NSF FEES                  | 740.00        | 640.00       | 100.00       |
| 13200                        | A/R LEGAL FEES                | 8,217.51      | 8,217.51     | 0.00         |
| 15000                        | PREPAID EXPENSES              | 719,371.58    | 837,754.06   | (118,382.48) |
| 15010                        | PREPAID INSURANCE             | 81,914.29     | 8,057.50     | 73,856.79    |
| 15500                        | INTEREST WITHHOLDING          | 7,025.51      | 6,839.47     | 186.04       |
|                              | TOTAL OTHER CURRENT ASSETS    | 910,418.58    | 943,820.31   | (33,401.73)  |
| <i>NON-CURRENT ASSETS:</i>   |                               |               |              |              |
| 18000                        | FIXED ASSETS                  | 156,271.86    | 156,271.86   | 0.00         |
| 19000                        | ACCUM DEPRECIATION            | (118,193.37)  | (118,193.37) | 0.00         |
|                              | TOTAL NON-CURRENT ASSETS      | 38,078.49     | 38,078.49    | 0.00         |
|                              | TOTAL ASSETS                  | 7,024,540.20  | 7,105,573.15 | (81,032.95)  |



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| Brambleton Comm Assoc<br>COMPARATIVE BALANCE SHEET AS OF<br>03/31/2018 |
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| Account #                            |                                   | Current Month | Prior Month  | Variance    |
|--------------------------------------|-----------------------------------|---------------|--------------|-------------|
| <b>LIABILITIES AND OWNERS EQUITY</b> |                                   |               |              |             |
| <i>CURRENT LIABILITIES:</i>          |                                   |               |              |             |
| 20100                                | ACCOUNTS PAYABLE                  | 672,720.44    | 750,141.44   | 77,421.00   |
| 20200                                | ACCRUED EXPENSES                  | 775,534.01    | 829,620.97   | 54,086.96   |
| 21000                                | SALARIES PAYABLE                  | 20,100.51     | 44,196.96    | 24,096.45   |
| 21050                                | VACATION PAYABLE                  | 10,069.63     | 10,069.63    | 0.00        |
| 21300                                | PAYROLL TAX PAYABLE               | 3,330.00      | 7,322.00     | 3,992.00    |
| 22000                                | PREPAID ASSESSMENTS               | 476,901.65    | 477,934.64   | 1,032.99    |
|                                      |                                   | -----         | -----        | -----       |
|                                      | TOTAL CURRENT LIABILITIES         | 1,958,656.24  | 2,119,285.64 | 160,629.40  |
| <i>LONG TERM LIABILITIES:</i>        |                                   |               |              |             |
| 29997                                | TRANSFER CHG-DUE FSR              | 100.00        | 100.00       | 0.00        |
| 29998                                | REFUND/FORFEIT                    | 0.00          | 374.10       | 374.10      |
|                                      |                                   | -----         | -----        | -----       |
|                                      | TOTAL LONG TERM LIABILITIES       | 100.00        | 474.10       | 374.10      |
| <i>OWNERS EQUITY:</i>                |                                   |               |              |             |
| 38000 38000                          | RESERVES REPLACEMENT RESERVES     | 1,608,155.47  | 1,668,084.47 | 59,929.00   |
| 38000 38250                          | RESERVES RECREATION               | 443,834.12    | 431,922.12   | (11,912.00) |
| 38000 38300                          | RESERVES CAPITAL IMPROVEMENT      | 1,003,068.00  | 1,003,068.00 | 0.00        |
| 38000 38310                          | RESERVES TOWNHOME                 | 824,876.50    | 796,180.50   | (28,696.00) |
| 38000 39660                          | RESERVES SINGLE FAMILY            | 541,058.50    | 535,741.50   | (5,317.00)  |
| 30500                                | RETAINED EARNINGS                 | 241,493.60    | 241,493.60   | 0.00        |
|                                      | NET EXCESS/(DEFICIT)              | 403,297.77    | 309,323.22   | (93,974.55) |
|                                      |                                   | -----         | -----        | -----       |
|                                      | TOTAL OWNERS EQUITY               | 5,065,783.96  | 4,985,813.41 | (79,970.55) |
|                                      |                                   | -----         | -----        | -----       |
|                                      | TOTAL LIABILITIES & OWNERS EQUITY | 7,024,540.20  | 7,105,573.15 | 81,032.95   |
|                                      |                                   | =====         | =====        | =====       |



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| Brambleton Comm Assoc<br><b>INCOME STATEMENT</b><br>03/31/2018 |
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|                    | CURRENT<br>ACTUAL              | CURRENT<br>BUDGET          | VARIANCE                | Y-T-D<br>ACTUAL         | Y-T-D<br>BUDGET            | Y-T-D<br>VARIANCE       | ANNUAL<br>BUDGET        | BUDGET<br>REMAINING      |                             |
|--------------------|--------------------------------|----------------------------|-------------------------|-------------------------|----------------------------|-------------------------|-------------------------|--------------------------|-----------------------------|
| INCOME:            |                                |                            |                         |                         |                            |                         |                         |                          |                             |
| ASSESSMENT INCOME: |                                |                            |                         |                         |                            |                         |                         |                          |                             |
| 41000              | RESIDENTIAL ASSESSMENTS        | 297,780.93                 | 298,878                 | 1,097.07                | 890,051.49                 | 915,877                 | 25,825.51               | 3,677,256                | 2,787,204.51                |
| 40000 40000        | OWNER ONE-TIME ASSESSMENTS     | 9,000.00                   | 11,458                  | 2,458.00                | 32,500.00                  | 34,374                  | 1,874.00                | 137,500                  | 105,000.00                  |
| 41040              | RECREATION ASSESSMENTS         | 44,485.83                  | 45,028                  | 542.17                  | 133,002.69                 | 133,376                 | 373.31                  | 547,943                  | 414,940.31                  |
| 40100              | BUILDER ONE-TIME ASSESSMENTS   | 27,500.00                  | 11,458                  | (16,042.00)             | 48,000.00                  | 34,374                  | (13,626.00)             | 137,500                  | 89,500.00                   |
| 41100              | COMMUNITY SERVICES ASSESSMENTS | 505,325.74                 | 511,247                 | 5,921.26                | 1,511,232.26               | 1,516,085               | 4,852.74                | 6,213,676                | 4,702,443.34                |
| 41030              | CONDOMINIUM ASSESSMENTS        | 39,550.45                  | 39,551                  | 0.55                    | 118,651.35                 | 118,653                 | 1.65                    | 474,606                  | 355,954.65                  |
| 41020              | SF DETACHED ASSESSMENTS        | 38,641.16                  | 38,846                  | 204.84                  | 115,497.70                 | 115,589                 | 91.30                   | 465,368                  | 349,870.46                  |
| 41010              | SF ATTACHED ASSESSMENTS        | 64,280.24                  | 65,099                  | 818.76                  | 192,093.36                 | 195,623                 | 3,529.64                | 810,987                  | 618,893.84                  |
| 41025              | COMMON DRIVEWAY ASSESSMENT     | 5,659.26                   | 5,583                   | (76.26)                 | 16,961.90                  | 16,749                  | (212.90)                | 66,998                   | 50,036.10                   |
| 41051              | GROUNDS MAINT FEE              | 29,960.60                  | 31,250                  | 1,289.40                | 89,366.36                  | 94,408                  | 5,041.64                | 399,060                  | 309,693.64                  |
|                    | TOTAL ASSESSMENT INCOME        | <u>1,062,184.21</u>        | <u>1,058,398</u>        | <u>(3,786.21)</u>       | <u>3,147,357.11</u>        | <u>3,175,108</u>        | <u>27,750.89</u>        | <u>12,930,894</u>        | <u>9,783,536.85</u>         |
| OTHER INCOME:      |                                |                            |                         |                         |                            |                         |                         |                          |                             |
| 42000 42000        | INTEREST INCOME                | 6,919.91                   | 4,583                   | (2,336.91)              | 19,814.01                  | 13,749                  | (6,065.01)              | 55,000                   | 35,185.99                   |
| 42000 42003        | HOMEOWNER INTEREST             | 4.85                       | 167                     | 162.15                  | 695.06                     | 501                     | (194.06)                | 2,000                    | 1,304.94                    |
| 44300              | ACTIVITY INCOME                | 8,005.89                   | 20,758                  | 12,752.11               | 53,595.59                  | 37,982                  | (15,613.59)             | 175,000                  | 121,404.41                  |
| 43450              | POOL PASS/GUEST FEES           | 0.00                       | 0                       | 0.00                    | 2,516.10                   | 0                       | (2,516.10)              | 4,000                    | 1,483.90                    |
| 43453              | POOL CONCESSIONS INC           | 0.00                       | 0                       | 0.00                    | 0.00                       | 0                       | 0.00                    | 2,000                    | 2,000.00                    |
| 43500              | RENTAL FEES                    | (1,085.00)                 | 4,000                   | 5,085.00                | 125.00                     | 12,000                  | 11,875.00               | 48,000                   | 47,875.00                   |
| 43100              | LATE FEES                      | 6,150.00                   | 5,000                   | (1,150.00)              | 15,850.00                  | 15,000                  | (850.00)                | 60,000                   | 44,150.00                   |
| 43770              | RESALE PACKAGES                | 6,825.00                   | 3,167                   | (3,658.00)              | 10,750.00                  | 9,501                   | (1,249.00)              | 38,000                   | 27,250.00                   |
| 43000 43001        | MISCELLANEOUS INCOME           | 400.00                     | 250                     | (150.00)                | 1,050.00                   | 750                     | (300.00)                | 3,000                    | 1,950.00                    |
| 43200              | LEGAL FEE INCOME               | 842.28                     | 2,083                   | 1,240.72                | 5,577.37                   | 6,249                   | 671.63                  | 25,000                   | 19,422.63                   |
| 43106              | COLLECTION FEES                | 575.00                     | 750                     | 175.00                  | 2,532.00                   | 2,250                   | (282.00)                | 9,000                    | 6,468.00                    |
| 44350 44353        | PROGRAMMING (ACTIVITIES) INCOM | 5,375.00                   | 2,232                   | (3,143.00)              | 6,708.91                   | 3,112                   | (3,596.91)              | 22,000                   | 15,291.09                   |
| 43750              | ADVERTISING INCOME             | 600.00                     | 5,000                   | 4,400.00                | 9,025.00                   | 15,000                  | 5,975.00                | 60,000                   | 50,975.00                   |
| 44000              | BAD DEBT RECOVERY              | 0.00                       | 0                       | 0.00                    | 1,243.13                   | 0                       | (1,243.13)              | 0                        | (1,243.13)                  |
| 43000 43900        | MISC INC VIOLATION FEES        | 0.00                       | 83                      | 83.00                   | 0.00                       | 249                     | 249.00                  | 1,000                    | 1,000.00                    |
| 43000 44600        | MISC INC PUD                   | 0.00                       | 500                     | 500.00                  | 0.00                       | 1,500                   | 1,500.00                | 6,000                    | 6,000.00                    |
|                    | TOTAL OTHER INCOME             | <u>34,612.93</u>           | <u>48,573</u>           | <u>13,960.07</u>        | <u>129,482.17</u>          | <u>117,843</u>          | <u>(11,639.17)</u>      | <u>510,000</u>           | <u>380,517.83</u>           |
|                    | TOTAL INCOME                   | <u><u>1,096,797.14</u></u> | <u><u>1,106,971</u></u> | <u><u>10,173.86</u></u> | <u><u>3,276,839.28</u></u> | <u><u>3,292,951</u></u> | <u><u>16,111.72</u></u> | <u><u>13,440,894</u></u> | <u><u>10,164,054.68</u></u> |
| EXPENSES:          |                                |                            |                         |                         |                            |                         |                         |                          |                             |
| ADMINISTRATIVE:    |                                |                            |                         |                         |                            |                         |                         |                          |                             |
| BZ 1000            | OFFICE SUPPLIES                | 961.24                     | 1,000                   | 38.76                   | 1,651.38                   | 3,000                   | 1,348.62                | 12,000                   | 10,348.62                   |
| BZ 1015            | BAC APPAREL                    | 372.84                     | 1,000                   | 627.16                  | 372.84                     | 1,500                   | 1,127.16                | 3,400                    | 3,027.16                    |
| BZ 1030            | SOFTWARE                       | 0.00                       | 2,654                   | 2,654.00                | 0.00                       | 7,962                   | 7,962.00                | 31,850                   | 31,850.00                   |
| BZ 1050            | OFFICE EQUIPMENT               | 1,164.94                   | 1,250                   | 85.06                   | 4,142.83                   | 3,750                   | (392.83)                | 15,000                   | 10,857.17                   |



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Brambleton Comm Assoc  
 INCOME STATEMENT  
 03/31/2018

|         |                                      | CURRENT<br>ACTUAL | CURRENT<br>BUDGET | VARIANCE           | Y-T-D<br>ACTUAL   | Y-T-D<br>BUDGET | Y-T-D<br>VARIANCE | ANNUAL<br>BUDGET | BUDGET<br>REMAINING |
|---------|--------------------------------------|-------------------|-------------------|--------------------|-------------------|-----------------|-------------------|------------------|---------------------|
| BZ 1025 | IT SOLUTIONS/SUPPORT                 | 1,934.15          | 2,333             | 398.85             | 11,573.51         | 6,999           | (4,574.51)        | 28,000           | 16,426.49           |
| BZ 1100 | POSTAGE                              | 1,841.02          | 1,273             | (568.02)           | 2,221.91          | 3,761           | 1,539.09          | 24,000           | 21,778.09           |
| BZ 1150 | PRINTING/COPYING                     | 645.60            | 3,333             | 2,687.40           | 12,406.28         | 9,999           | (2,407.28)        | 40,000           | 27,593.72           |
| BZ 1175 | OFFICE LEASE                         | 3,750.00          | 3,750             | 0.00               | 11,250.00         | 11,250          | 0.00              | 45,000           | 33,750.00           |
| BZ 1200 | OFFICE TELECOMMUNICATIONS            | 1,298.09          | 1,167             | (131.09)           | 3,243.25          | 3,501           | 257.75            | 14,000           | 10,756.75           |
| BZ 1250 | BANK CHARGES                         | 5.00              | 100               | 95.00              | 180.00            | 300             | 120.00            | 1,200            | 1,020.00            |
| BZ 1275 | BAD DEBT EXPENSE                     | 425.00            | 1,333             | 908.00             | 3,643.76          | 3,999           | 355.24            | 16,000           | 12,356.24           |
| BZ 1300 | MISCELLANEOUS EXPENSE                | 0.00              | 417               | 417.00             | 0.00              | 1,251           | 1,251.00          | 5,000            | 5,000.00            |
| BZ 1350 | COST OF COLLECTIONS                  | 1,375.00          | 3,000             | 1,625.00           | 5,515.86          | 9,000           | 3,484.14          | 36,000           | 30,484.14           |
| BZ 1400 | INCOME TAXES                         | 18,000.00         | 11,097            | (6,903.00)         | 18,000.00         | 11,097          | (6,903.00)        | 15,000           | (3,000.00)          |
| BZ 1410 | PROPERTY TAXES                       | 0.00              | 0                 | 0.00               | 0.00              | 782             | 782.00            | 5,100            | 5,100.00            |
| BZ 1450 | INSURANCE                            | 6,643.21          | 8,167             | 1,523.79           | 20,885.98         | 24,501          | 3,615.02          | 98,000           | 77,114.02           |
| BZ 1500 | SOCIAL ACTIVITIES                    | 5,735.47          | 9,441             | 3,705.53           | 16,989.72         | 11,675          | (5,314.72)        | 215,000          | 198,010.28          |
| BZ 1525 | PERMITTING/FEES                      | 0.00              | 1,257             | 1,257.00           | 110.00            | 1,467           | 1,357.00          | 7,000            | 6,890.00            |
| BZ 1535 | VOL RECRUITMENT/RET                  | 0.00              | 0                 | 0.00               | 0.00              | 0               | 0.00              | 8,500            | 8,500.00            |
| BZ 1545 | PROGRAMMING EXPENSES                 | 0.00              | 67                | 67.00              | 0.00              | 201             | 201.00            | 800              | 800.00              |
| BZ 1575 | COMMUNITY PARTNRSHP                  | 0.00              | 0                 | 0.00               | 0.00              | 4,000           | 4,000.00          | 5,500            | 5,500.00            |
| BZ 1600 | BOARD/COMMITTEE EXPENSE              | 381.39            | 300               | (81.39)            | 1,101.34          | 900             | (201.34)          | 8,500            | 7,398.66            |
|         | <b>TOTAL ADMINISTRATIVE</b>          | <b>44,532.95</b>  | <b>52,939</b>     | <b>8,406.05</b>    | <b>113,288.66</b> | <b>120,895</b>  | <b>7,606.34</b>   | <b>634,850</b>   | <b>521,561.34</b>   |
|         | <b>PROFESSIONAL SERVICES:</b>        |                   |                   |                    |                   |                 |                   |                  |                     |
| BZ 2000 | LEGAL FEES                           | 1,038.50          | 1,000             | (38.50)            | 1,238.50          | 3,000           | 1,761.50          | 12,000           | 10,761.50           |
| BZ 2005 | LEGAL-COLLECTIONS                    | 4,117.98          | 4,583             | 465.02             | 15,350.96         | 13,749          | (1,601.96)        | 55,000           | 39,649.04           |
| BZ 2050 | AUDIT/TAX RETURNS                    | 0.00              | 0                 | 0.00               | 0.00              | 0               | 0.00              | 14,000           | 14,000.00           |
| BZ 2100 | MANAGEMENT FEES                      | 12,500.00         | 12,500            | 0.00               | 37,500.00         | 37,500          | 0.00              | 150,000          | 112,500.00          |
| BZ 2120 | MAGAZINE                             | 12,569.25         | 7,500             | (5,069.25)         | 12,569.25         | 22,500          | 9,930.75          | 90,000           | 77,430.75           |
| BZ 2125 | COMMUNICATIONS & GRAPHIC SERVI       | 6,019.74          | 2,000             | (4,019.74)         | 7,926.99          | 6,000           | (1,926.99)        | 24,000           | 16,073.01           |
| BZ 2130 | WEBSITE                              | 581.48            | 833               | 251.52             | 1,744.44          | 2,499           | 754.56            | 10,000           | 8,255.56            |
| BZ 2175 | TRAINING & EDUCATION                 | 1,626.21          | 0                 | (1,626.21)         | 6,777.21          | 10,000          | 3,222.79          | 17,000           | 10,222.79           |
| BZ 2180 | DUES & SUBSCRIPTIONS                 | 1,669.99          | 255               | (1,414.99)         | 3,170.97          | 765             | (2,405.97)        | 3,060            | (110.97)            |
| BZ 2200 | CONSULTING/ENGINEERING               | 0.00              | 2,000             | 2,000.00           | 0.00              | 2,000           | 2,000.00          | 15,000           | 15,000.00           |
| BZ 2250 | MANAGEMENT PAYROLL REIMBURSEME       | 86,477.00         | 79,506            | (6,971.00)         | 231,034.38        | 240,685         | 9,650.62          | 1,088,920        | 857,885.62          |
| BZ 2275 | EMPLOYEE BENEF/FEES                  | 25,232.81         | 18,149            | (7,083.81)         | 66,240.26         | 54,447          | (11,793.26)       | 217,784          | 151,543.74          |
|         | <b>TOTAL PROFESSIONAL SERVICE</b>    | <b>151,832.96</b> | <b>128,326</b>    | <b>(23,506.96)</b> | <b>383,552.96</b> | <b>393,145</b>  | <b>9,592.04</b>   | <b>1,696,764</b> | <b>1,313,211.04</b> |
|         | <b>RESERVE CONTRIBUTIONS-GENERAL</b> |                   |                   |                    |                   |                 |                   |                  |                     |
| BZ 3050 | GENERAL RESERVES                     | 27,746.00         | 27,746            | 0.00               | 83,238.00         | 83,238          | 0.00              | 332,948          | 249,710.00          |
|         | <b>TOTAL RESERVES-GENERAL</b>        | <b>27,746.00</b>  | <b>27,746</b>     | <b>0.00</b>        | <b>83,238.00</b>  | <b>83,238</b>   | <b>0.00</b>       | <b>332,948</b>   | <b>249,710.00</b>   |
|         | <b>MAINTENANCE &amp; SERVICES:</b>   |                   |                   |                    |                   |                 |                   |                  |                     |
| BZ 4000 | WATER/SEWER                          | 0.00              | 183               | 183.00             | 0.00              | 549             | 549.00            | 2,200            | 2,200.00            |



c/o FirstService Residential  
 11351 Random Hills Rd Ste 500  
 Fairfax VA 22030

Brambleton Comm Assoc  
 INCOME STATEMENT  
 03/31/2018

|             | CURRENT<br>ACTUAL            | CURRENT<br>BUDGET | VARIANCE | Y-T-D<br>ACTUAL | Y-T-D<br>BUDGET | Y-T-D<br>VARIANCE | ANNUAL<br>BUDGET | BUDGET<br>REMAINING |              |
|-------------|------------------------------|-------------------|----------|-----------------|-----------------|-------------------|------------------|---------------------|--------------|
| BZ 4050     | COMMON ELECTRICITY           | 2,472.95          | 1,757    | (715.95)        | 8,363.00        | 5,766             | (2,597.00)       | 28,000              | 19,637.00    |
| BZ 4052     | FEATURE/IRRIG ELEC           | 666.95            | 1,000    | 333.05          | 1,920.11        | 3,000             | 1,079.89         | 29,000              | 27,079.89    |
| BZ 4054     | STREETLIGHT ELECTRIC         | 6,430.64          | 6,000    | (430.64)        | 16,352.67       | 18,000            | 1,647.33         | 80,000              | 63,647.33    |
| BZ 4100     | GAS                          | 652.27            | 500      | (152.27)        | 2,331.65        | 1,500             | (831.65)         | 6,000               | 3,668.35     |
| BZ 4150     | LANDSCAPE MAINT CONT         | 77,960.41         | 109,583  | 31,622.59       | 243,640.41      | 328,749           | 85,108.59        | 1,315,000           | 1,071,359.59 |
| BZ 4155     | LANDSCAPE PROJECTS           | 0.00              | 0        | 0.00            | 9,664.00        | 0                 | (9,664.00)       | 30,000              | 20,336.00    |
| BZ 4160     | IRRIGATION CONTRACT          | 0.00              | 10,000   | 10,000.00       | 19,000.00       | 30,000            | 11,000.00        | 120,000             | 101,000.00   |
| BZ 4165     | FERTILIZATION CONT           | 0.00              | 9,167    | 9,167.00        | 18,000.00       | 27,501            | 9,501.00         | 110,000             | 92,000.00    |
| BZ 4175     | TREE PRUNING/MAINTENANCE     | 0.00              | 0        | 0.00            | 0.00            | 0                 | 0.00             | 40,000              | 40,000.00    |
| BZ 4200     | SNOW REMOVAL                 | 14,423.56         | 10,000   | (4,423.56)      | 16,057.83       | 20,000            | 3,942.17         | 30,000              | 13,942.17    |
| BZ 4250     | JANITORIAL CONTRACT          | 2,275.00          | 2,750    | 475.00          | 9,027.71        | 8,250             | (777.71)         | 33,000              | 23,972.29    |
| BZ 4300     | HVAC MAINT CONTRACT          | 0.00              | 0        | 0.00            | 819.00          | 0                 | (819.00)         | 8,000               | 7,181.00     |
| BZ 4325     | PEST CONTROL                 | 0.00              | 0        | 0.00            | 0.00            | 0                 | 0.00             | 1,600               | 1,600.00     |
| BZ 4350     | FIRE/SEC SYS MONIT           | 780.72            | 667      | (113.72)        | 780.72          | 2,001             | 1,220.28         | 8,000               | 7,219.28     |
| BZ 4375     | PATROL SERVICES              | 0.00              | 417      | 417.00          | 0.00            | 1,251             | 1,251.00         | 5,000               | 5,000.00     |
| BZ 4400     | TRASH REMOVAL                | 188.48            | 208      | 19.52           | 512.74          | 624               | 111.26           | 2,500               | 1,987.26     |
| BZ 4500     | FLORAL ROTATIONS             | 0.00              | 0        | 0.00            | 0.00            | 0                 | 0.00             | 25,000              | 25,000.00    |
| BZ 4550     | IRRIGATION REPAIRS           | 4,518.46          | 5,000    | 481.54          | 4,518.46        | 5,000             | 481.54           | 67,000              | 62,481.54    |
| BZ 4600     | IRRIGATION WATER             | 4,374.00          | 354      | (4,020.00)      | (74,601.23)     | 786               | 75,387.23        | 212,000             | 286,601.23   |
| BZ 4650     | RETENTION POND MAINT         | 5,800.00          | 5,473    | (327.00)        | 11,300.00       | 8,605             | (2,695.00)       | 45,000              | 33,700.00    |
| BZ 4700     | GEN REPAIR & MAINT           | 40.99             | 1,250    | 1,209.01        | 3,442.64        | 3,750             | 307.36           | 15,000              | 11,557.36    |
| BZ 4710     | STREETLIGHT REPAIRS          | 632.48            | 500      | (132.48)        | 1,115.14        | 1,500             | 384.86           | 6,000               | 4,884.86     |
| BZ 4750     | MAINT SUPPLIES & EQP         | 620.28            | 875      | 254.72          | 1,248.92        | 2,625             | 1,376.08         | 10,500              | 9,251.08     |
| BZ 4755     | DOG WASTE SUPPLIES           | 70.55             | 5,000    | 4,929.45        | 291.62          | 5,000             | 4,708.38         | 15,500              | 15,208.38    |
| BZ 4760     | RENTAL EQUIP/TRUCKS          | 0.00              | 0        | 0.00            | 0.00            | 0                 | 0.00             | 3,000               | 3,000.00     |
| BZ 4775     | VEHICLE EXPENSES             | 1,461.14          | 2,083    | 621.86          | 5,790.04        | 6,249             | 458.96           | 25,000              | 19,209.96    |
| 70000 70000 | CAPITAL EXPENSES             | 0.00              | 0        | 0.00            | 28,179.51       | 0                 | (28,179.51)      | 0                   | (28,179.51)  |
|             | TOTAL MAINTENANCE & SERVIC   | 123,368.88        | 172,767  | 49,398.12       | 327,754.94      | 480,706           | 152,951.06       | 2,272,300           | 1,944,545.06 |
|             | LIMITED COMMON EXPENSES:     |                   |          |                 |                 |                   |                  |                     |              |
| BZ 5000     | TELECOMMUNICATIONS SERVICES  | 506,408.48        | 509,260  | 2,851.52        | 1,512,919.32    | 1,524,299         | 11,379.68        | 6,213,676           | 4,700,756.28 |
|             | TOTAL LIMITED COMMON EXPS    | 506,408.48        | 509,260  | 2,851.52        | 1,512,919.32    | 1,524,299         | 11,379.68        | 6,213,676           | 4,700,756.28 |
|             | SINGLE FAMILY ATTACHED (TH): |                   |          |                 |                 |                   |                  |                     |              |
| BZ 6000     | TRASH SERVICE                | 32,150.00         | 33,560   | 1,410.00        | 95,474.00       | 99,516            | 4,042.00         | 411,631             | 316,157.20   |
| BZ 6010     | GROUNDS MAINTENANCE          | 31,230.00         | 32,084   | 854.00          | 93,222.00       | 95,383            | 2,161.00         | 399,060             | 305,838.00   |
| BZ 6025     | REPAIR/MAINT/SUPPLY          | 0.00              | 417      | 417.00          | 406.35          | 1,251             | 844.65           | 5,000               | 4,593.65     |
| BZ 6050     | SNOW REMOVAL                 | 0.00              | 8,000    | 8,000.00        | 6,382.36        | 38,000            | 31,617.64        | 50,000              | 43,617.64    |
| BZ 6100     | STREET/PARKING RESERVES      | 28,696.00         | 28,696   | 0.00            | 86,088.00       | 86,088            | 0.00             | 344,356             | 258,268.00   |
|             | TOTAL SINGLE FAMILY ATTACH   | 92,076.00         | 102,757  | 10,681.00       | 281,572.71      | 320,238           | 38,665.29        | 1,210,047           | 928,474.49   |



BRA Brambleton Comm Assoc  
For Banks BZ-BU to BZ-UB  
For All Vendors

FirstService Residential  
11351 Random Hills Road  
Suite 500  
Fairfax VA 22030

| Vendor | Name                     | Invoice Date | Voucher Description  | Check  | Check Date | Amount     |
|--------|--------------------------|--------------|----------------------|--------|------------|------------|
| &18945 | Todd Noel                | 03/05/2018   | Refund               | 070267 | 03/05/2018 | 8,291.58   |
| &18941 | Gotam Kumar              | 02/28/2018   | Refund               | 070268 | 03/09/2018 | 188.43     |
| &18941 | Gotam Kumar              | 02/28/2018   | Refund               | 070268 | 03/09/2018 | 185.67     |
| &18965 | Shane Costa              | 03/14/2018   | Refund               | 070270 | 03/15/2018 | 188.19     |
| &18953 | Brian Summers            | 03/19/2018   | REFUND               | 070271 | 03/19/2018 | 7,497.00   |
| &18982 | James Burgess            | 03/22/2018   | Refund               | 070272 | 03/26/2018 | 172.22     |
| &18983 | Denver Durham            | 03/22/2018   | Refund               | 070273 | 03/26/2018 | 197.22     |
| &18983 | Denver Durham            | 03/22/2018   | Refund               | 070273 | 03/26/2018 | 197.22     |
| &18984 | Peter Eelman             | 03/22/2018   | Refund               | 070274 | 03/26/2018 | 219.43     |
| DELAGE | DE LAGE LANDEN           | 02/24/2018   | Copier Lease 1802    | 102235 | 03/01/2018 | 422.38     |
| FSRDC0 | FIRSTSERVICE RESIDENTIAL | 02/01/2018   | Financial Mgnt 1802  | 102236 | 03/01/2018 | 12,500.00  |
| FSRDC0 | FIRSTSERVICE RESIDENTIAL | 01/01/2018   | Financial Mgnt 1801  | 102236 | 03/01/2018 | 23,930.22  |
| FSRDC0 | FIRSTSERVICE RESIDENTIAL | 01/01/2018   | Financial Mgnt 1801  | 102236 | 03/01/2018 | -900.00    |
| CAINAT | CAI                      | 12/20/2017   | CAI Dues Martin      | 102237 | 03/01/2018 | 132.00     |
| VERI12 | VERIZON                  | 02/15/2018   | CC Fios 1802         | 102238 | 03/01/2018 | 8.57       |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42564Blu Ele 1802    | 102239 | 03/01/2018 | 27.21      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42557Mag Ele 1802    | 102240 | 03/01/2018 | 26.42      |
| WEXBAN | WEX BANK                 | 02/24/2018   | Vehicle Fuel 1803    | 102241 | 03/07/2018 | 1,079.35   |
| FSRDC0 | FIRSTSERVICE RESIDENTIAL | 03/01/2018   | Financial Mgnt 1803  | 102242 | 03/07/2018 | 12,500.00  |
| NOVATE | NORTHERN VIRGINIA        | 03/01/2018   | Bulk Fios 1802       | 102243 | 03/07/2018 | 503,343.50 |
| NOVEC3 | NOVEC                    | 02/27/2018   | 23503Qui Ele 1803    | 102244 | 03/07/2018 | 280.28     |
| NOVEC3 | NOVEC                    | 02/27/2018   | 42255Pal Ele 1803    | 102245 | 03/07/2018 | 1,477.17   |
| USIIN3 | USI INSURANCE SERVICES   | 01/30/2018   | Umbrella Insur 2018  | 102246 | 03/07/2018 | 10,450.00  |
| SONNYM | SONNY MERRYMAN INC       | 03/12/2018   | Bus Purchase         | 102247 | 03/07/2018 | 87,675.00  |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42395Reg ele 1803    | 102248 | 03/08/2018 | 294.60     |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22825Hig ele 1803    | 102249 | 03/08/2018 | 70.13      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22910Bel ele 1803    | 102250 | 03/08/2018 | 26.42      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22756Tuc ele 1803    | 102251 | 03/08/2018 | 26.42      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42669Leg ele 1803    | 102252 | 03/08/2018 | 28.32      |
| NOVEC3 | NOVEC                    | 02/22/2018   | LegPar ele 1803      | 102253 | 03/08/2018 | 47.50      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22867Vic Ele 1803    | 102254 | 03/08/2018 | 93.23      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22754Bro Ele 1803    | 102255 | 03/08/2018 | 27.09      |
| NOVEC3 | NOVEC                    | 02/22/2018   | 23010Par ele 1803    | 102256 | 03/08/2018 | 201.54     |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42645Reg ele 1803    | 102257 | 03/08/2018 | 9.59       |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42645Reg ele 1803    | 102258 | 03/08/2018 | 474.29     |
| NOVEC3 | NOVEC                    | 02/22/2018   | 42649Leg ele 1803    | 102259 | 03/08/2018 | 96.77      |
| NOVEC3 | NOVEC                    | 02/26/2018   | minerva 1803         | 102260 | 03/08/2018 | 3,109.13   |
| NOVEC3 | NOVEC                    | 02/27/2018   | 23527Bel ele 1803    | 102261 | 03/08/2018 | 27.32      |
| NOVEC3 | NOVEC                    | 02/27/2018   | 42380Gra ele 1803    | 102262 | 03/08/2018 | 515.19     |
| NOVEC3 | NOVEC                    | 02/22/2018   | 22755Swe ele 1802    | 102263 | 03/08/2018 | 27.32      |
| COMMW2 | COMMONWEALTH DIGITAL     | 03/07/2018   | Printing 1803        | 102264 | 03/08/2018 | 14.97      |
| LCSA00 | LOUDOUN WATER            | 02/23/2018   | hydrant meter 1803   | 102265 | 03/08/2018 | 10.00      |
| PROTE2 | PROTECTION 1 ALARM       | 02/22/2018   | CC Alarm 2018        | 102266 | 03/08/2018 | 415.32     |
| HASLE3 | TOTALFUNDS BY HASLER     | 02/25/2018   | postage 1803         | 102267 | 03/08/2018 | 500.00     |
| ACKERM | ACKERMAN SECURITY SYSTEM | 02/22/2018   | CC security 2018     | 102268 | 03/08/2018 | 365.40     |
| CHADWI | CHADWICK, WASHINGTON,    | 03/06/2018   | Legal 1803           | 102269 | 03/12/2018 | 5,915.80   |
| COMMW2 | COMMONWEALTH DIGITAL     | 02/28/2018   | Printer costs 1803   | 102270 | 03/12/2018 | 253.01     |
| VERIZ2 | VERIZON                  | 02/28/2018   | Corner Fios 201803   | 102271 | 03/12/2018 | 107.79     |
| BPARIS | BRIAN PARISE             | 03/03/2018   | Comedians            | 102272 | 03/12/2018 | 2,300.00   |
| VERI12 | VERIZON                  | 03/01/2018   | 23503Qui Fios 1803   | 102273 | 03/12/2018 | 53.95      |
| ALLTR1 | ALL TRAFIC SOLUTIONS     | 02/23/2018   | All Traffic 2018     | 102274 | 03/12/2018 | 1,500.00   |
| CTYLO2 | COUNTY OF LOUDOUN DEPT   | 02/28/2018   | Landfill 1803        | 102275 | 03/12/2018 | 146.94     |
| HERIT1 | HERITAGE LNDSCP SVC LLC  | 03/05/2018   | Trash Cleanup        | 102276 | 03/12/2018 | 2,025.00   |
| SPRIN5 | SPRINT                   | 03/09/2018   | Cell Phone 1803      | 102277 | 03/16/2018 | 212.81     |
| PRO-TE | PRO-TECH SERVICE CO INC  | 10/25/2017   | Tennis Light Rpr     | 102278 | 03/16/2018 | 632.48     |
| REPUBL | REPUBLIC SERVICES        | 01/28/2018   | Trash Contract 1801  | 102279 | 03/16/2018 | 70,069.84  |
| REPUBL | REPUBLIC SERVICES        | 02/28/2018   | Trash Contract 1802  | 102279 | 03/16/2018 | 70,284.00  |
| SRUSCH | STACEY RUSCH             | 03/12/2018   | MM Personality 1803  | 102280 | 03/16/2018 | 400.00     |
| RESTO5 | RESTON LIMOUSINE         | 03/12/2018   | RovDinner Bus        | 102281 | 03/16/2018 | 157.50     |
| WASHIN | WASHINGTON GAS           | 03/06/2018   | 22650Bea Ele 1803    | 102282 | 03/16/2018 | 215.72     |
| WASHIN | WASHINGTON GAS           | 03/06/2018   | 42645Rea gas 1803    | 102283 | 03/16/2018 | 564.52     |
| WASHIN | WASHINGTON GAS           | 03/06/2018   | 42255Pal Ele 1803    | 102284 | 03/16/2018 | 4.75       |
| COMMW2 | COMMONWEALTH DIGITAL     | 03/15/2018   | Printing fees 1803   | 102285 | 03/16/2018 | 162.68     |
| HERIT1 | HERITAGE LNDSCP SVC LLC  | 03/09/2018   | TH w/ GM 1802        | 102286 | 03/16/2018 | 31,086.00  |
| TRAVEL | TRAVELERS                | 03/08/2018   | Liab. Insurance 2018 | 102287 | 03/16/2018 | 14,143.00  |
| TRAVEL | TRAVELERS                | 03/08/2018   | Auto Comm Insure 18  | 102288 | 03/16/2018 | 55,732.00  |
| DOMPOW | DOMINION VIRGINIA POWER  | 03/08/2018   | 22650Bea Ele 1803    | 102289 | 03/16/2018 | 1,136.54   |
| DOMPOW | DOMINION VIRGINIA POWER  | 03/12/2018   | 22740Par Ele 1803    | 102290 | 03/16/2018 | 218.00     |
| DOMPOW | DOMINION VIRGINIA POWER  | 03/12/2018   | 22695Cot ele 1803    | 102291 | 03/16/2018 | 32.00      |



BRA Brambleton Comm Assoc  
For Banks BZ-BU to BZ-UB  
For All Vendors

FirstService Residential  
11351 Random Hills Road  
Suite 500  
Fairfax VA 22030

| Vendor | Name                   | Invoice Date | Voucher Description  | Check  | Check Date | Amount    |
|--------|------------------------|--------------|----------------------|--------|------------|-----------|
| VERI12 | VERIZON                | 03/07/2018   | BC Phone             | 102292 | 03/16/2018 | 104.06    |
| VERIZ2 | VERIZON                | 03/09/2018   | CC Fios 1803         | 102293 | 03/19/2018 | 12.71     |
| VERIZ2 | VERIZON                | 03/09/2018   | Corner Fios 1803     | 102294 | 03/19/2018 | 232.46    |
| BRA000 | BRAMBLETON CA          | 03/01/2018   | Reserves 1803        | 102295 | 03/20/2018 | 73,671.00 |
| BRAMBL | BRAMBLETON TOWN CENTER | 12/29/2017   | Office Lease 1804    | 102296 | 03/22/2018 | 3,750.00  |
| CRYSTL | CRYSTAL AQUATICS INC   | 03/13/2018   | Pool Mgnt #1         | 102297 | 03/26/2018 | 35,500.00 |
| NOVEC3 | NOVEC                  | 03/22/2018   | 42564Blu Ele 1803    | 102298 | 03/28/2018 | 27.21     |
| NOVEC3 | NOVEC                  | 03/22/2018   | 22755Swe Ele 1803    | 102299 | 03/28/2018 | 27.32     |
| NOVEC3 | NOVEC                  | 03/22/2018   | 42557Mag ele 1803    | 102300 | 03/28/2018 | 26.42     |
| AT&TMO | AT&T MOBILITY          | 03/05/2018   | Cell Phone 1803      | 102301 | 03/28/2018 | 235.53    |
| KWIKKO | KWIK KOPY PRINTING     | 03/16/2018   | Telecom Survey       | 102302 | 03/28/2018 | 4,191.60  |
| CIRACO | CIRACOM, INC           | 03/25/2018   | IT Supprt 1803       | 102303 | 03/28/2018 | 1,934.15  |
| CIRACO | CIRACOM, INC           | 03/25/2018   | Pool phone cnversn   | 102303 | 03/28/2018 | 450.00    |
| STAP04 | STAPLES                | 03/15/2018   | Office supplies 1803 | 102304 | 03/28/2018 | 416.71    |
| AMEEXP | AMERICAN EXPRESS       | 03/13/2018   | AMex 1803            | 102305 | 03/28/2018 | 6,826.64  |
| VERI12 | VERIZON                | 03/16/2018   | Corner Phone 1803    | 102306 | 03/28/2018 | 55.09     |
| USIIN3 | USI INSURANCE SERVICES | 03/25/2018   | Terrorism Coverage   | 102307 | 03/28/2018 | 175.00    |
| USTREA | UNITED STATES TREASURY | 03/21/2018   | 4TH QTR 2017 TAX     | 300287 | 03/21/2018 | 13,500.00 |
| VADEPT | VA DEPT OF TAXATION    | 03/21/2018   | 4TH QTR 2017 TAX     | 300288 | 03/21/2018 | 4,500.00  |

|               |  |              |  |      |  |              |
|---------------|--|--------------|--|------|--|--------------|
| Entity Totals |  | 1,079,459.84 |  | 0.00 |  | 1,079,459.84 |
|---------------|--|--------------|--|------|--|--------------|

|                  |              |
|------------------|--------------|
| Computer Checks: | 1,061,459.84 |
| Manual Checks:   | 0.00         |
| Direct Credits:  | 18,000.00    |

**BRAMBLETON COMMUNITY ASSOCIATION**

**CASH ACCOUNTS AS OF MARCH 31, 2018**

| <b>G.L. #</b> | <b>FINANCIAL INSTITUTION</b>  | <b>TYPE OF ACCOUNT</b> | <b>STATEMENT DATE</b> | <b>1 TIME FREE W/D</b> | <b>RATE</b> | <b>MATURITY DATE</b> | <b>AMOUNT</b>          |
|---------------|-------------------------------|------------------------|-----------------------|------------------------|-------------|----------------------|------------------------|
| 10000         |                               | Petty Cash             |                       |                        |             |                      | \$ 317.93              |
| 10120-BOARD   | Capital One                   | Petty Cash Checking    | 03/31/18              |                        |             |                      | \$ 3,718.33            |
| 10120-UNIONB  | Union Bank                    | Operating              | 03/31/18              |                        | 0.25%       |                      | \$ 856,554.14          |
| 10200-CAPONE  | Capital One                   | Money Market           | 03/31/18              |                        | 1.21%       |                      | \$ 229,066.66          |
| 10200-CITY    | City National Bank            | Money Market           | 03/31/18              |                        | 1.16%       |                      | \$ 212,712.05          |
| 10200-CONGRE  | Congressional Bank            | Money Market           | 03/31/18              |                        | 1.00%       |                      | \$ 248,679.25          |
| 10200-NEBANK  | NE Community Bank             | Money Market           | 03/31/18              |                        | 1.16%       |                      | \$ 248,981.33          |
| 10200-ONEWES  | OneWest Bank                  | Money Market           | 03/31/18              |                        | 1.00%       |                      | \$ 250,188.89          |
| 10200-USBNK2  | US Bank                       | Money Market           | 03/31/18              |                        | 1.11%       |                      | \$ 971,513.35          |
| 10800-SMITH   | Morgan Stanley Smith Barney   | Investment             | 03/31/18              |                        | 0.10%       |                      | \$ 452.09              |
| 10300-BZ-056  | MS Bank                       | 11 Mo CD               |                       |                        | 1.90%       | 07/31/18             | \$ 126,000.00          |
| 10300-BZ-049  | Wells Fargo Bank              | 24 Mo CD               |                       |                        | 1.05%       | 08/03/18             | \$ 120,000.00          |
| 10300-BZ-046  | Firsttrust Bank               | 36 Mo CD               |                       |                        | 1.35%       | 09/03/18             | \$ 254,515.55          |
| 10300-BZ-050  | Comenity Bank                 | 24 Mo CD               |                       |                        | 1.15%       | 07/25/19             | \$ 200,000.00          |
| 10300-BZ-047  | Green Bank                    | 44 Mo CD               |                       |                        | 1.75%       | 09/08/19             | \$ 248,214.12          |
| 10300-BZ-059  | Alliance Bank                 | 13 Mo CD               |                       |                        | 1.45%       | 01/26/19             | \$ 245,000.00          |
| 10300-BZ-061  | Ally Bank                     | 24 Mo CD               |                       |                        | 2.40%       | 03/16/20             | \$ 217,000.00          |
| 10300-BZ-052  | Discover Bank                 | 48 Mo CD               |                       |                        | 1.85%       | 12/14/20             | \$ 200,000.00          |
| 10300-BZ-048  | First Virginia Community Bank | 60 Mo CD               |                       |                        | 1.70%       | 01/04/21             | \$ 249,129.44          |
| 10300-BZ-051  | JP Morgan Bank                | 60 Mo CD               |                       |                        | 1.50%       | 07/29/21             | \$ 200,000.00          |
| 10300-BZ-053  | State Bank Of India           | 60 Mo CD               |                       |                        | 2.05%       | 12/13/21             | \$ 220,000.00          |
| 10300-BZ-054  | Wells Fargo Bank              | 60 Mo CD               |                       |                        | 2.10%       | 12/14/21             | \$ 130,000.00          |
| 10300-BZ-058  | Amex Centurion Bank           | 60 Mo CD               |                       |                        | 2.35%       | 05/03/22             | \$ 245,000.00          |
| 10300-BZ-055  | Comenity Bank                 | 60 Mo CD               |                       |                        | 2.30%       | 07/19/22             | \$ 200,000.00          |
| 10300-BZ-060  | Goldman Sachs Bank            | 60 Mo CD               |                       |                        | 2.50%       | 12/06/22             | \$ 199,000.00          |
| <b>TOTAL</b>  |                               |                        |                       |                        |             |                      | <b>\$ 6,076,043.13</b> |

Note: Investments are sorted by maturity date. Any investment maturing with 90 days of this report are in bold.