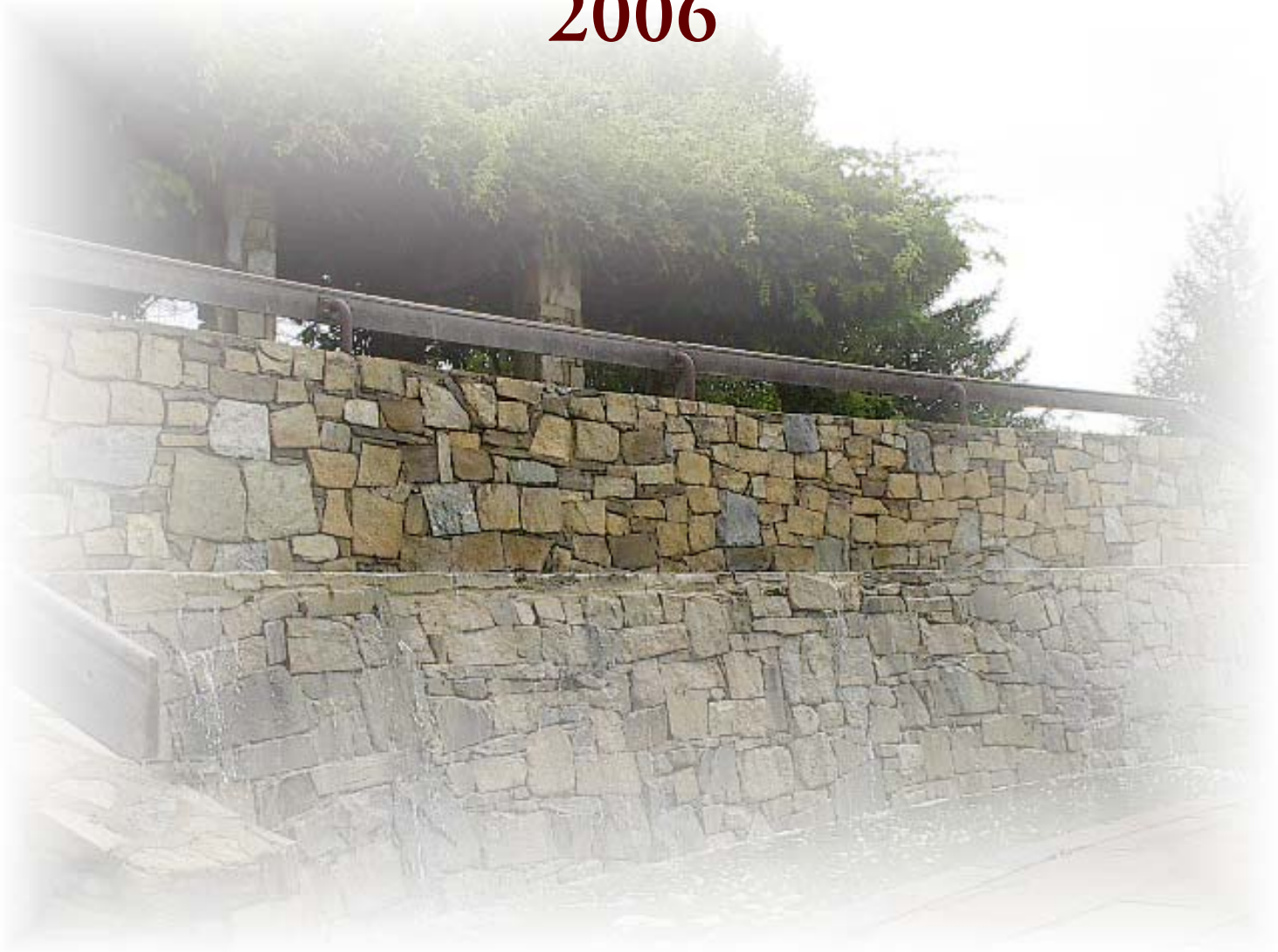


CLOPPERS MILL
COMMUNITY ASSOCIATION

REPLACEMENT RESERVE STUDY
2006



MILLER ❖ DODSON
ASSOCIATES
CAPITAL RESERVE CONSULTANTS

929 West Street, Suite 310 ❖ Annapolis, Maryland 21401
Tel: 800.850.2835 ❖ Fax: 410.268.8483
www.mdareserves.com



July 27, 2005

Mr. Stephan Willyard
COMSOURCE MANAGEMENT, INC.
16 Executive Park Court
Germantown, MD 20874

Tel: 301-916-7100
Fax: 301-916-6059

RE: CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

Dear Mr. Willyard,

Pursuant to your acceptance of our proposal of April 8, 2005, we have completed our evaluation of the Cloppers Mill Community Association in Germantown, Maryland. The purpose of this evaluation was to obtain data for the preparation of the enclosed Replacement Reserve Study.

The following sections are included in this Report:

- ~ A written narrative which includes a financial summary, additional information describing and clarifying the enclosed *Replacement Reserve Report*, and a summary of conditions found on the site;
- ~ The *Replacement Reserve Analysis* with tables listing the inventory of components, estimated replacement costs, estimated remaining life, and the graphical presentation of the calculated data;
- ~ Supporting photographs;
- ~ An *Appendix* describing the standard procedures and definitions.

Please review the narrative and data in this study with your Board of Directors. We will provide further revisions to this document if items have been improperly included or omitted, or if the Board wishes to suggest other modifications to the component inventory herein. We welcome the input and suggestions from your Board on these items. Such review and input always helps to hone the accuracy of the report. Such revisions should be requested in writing by the Board of Directors within ninety (90) days of the date of the original report.

If you have any questions regarding this report, please do not hesitate to contact my office.

Sincerely,
MILLER ♦ DODSON ASSOCIATES, INC.

James W. Dodson III
Reserve Analyst

Enclosures: Replacement Reserve Report

R:projectfiles/cloppersmill

REPLACEMENT RESERVE REPORT

CLOPPERS MILL COMMUNITY ASSOCIATION

Germantown, Maryland

July 27, 2005

Property Management by:

Mr. Stephan Willyard
COMSOURCE MANAGEMENT, INC.
16 Executive Park Court
Germantown, MD 20874
301-916-7100



929 West Street, Suite 310 Annapolis, Maryland 21401
Tel: (800) 850-2835 Fax: (410) 268-8483

www.MDAreserves.com

Replacement Reserve Report

CLOPPERS MILL COMMUNITY ASSOCIATION

Germantown, Maryland

July 27, 2005

Table of Contents

SECTION 1 Replacement Reserve Report

Financial Summary	Page 2
Replacement Reserve Analysis - Narrative	Page 3
Summary of Conditions	Page 5
Life Expectancy and Cost Estimates	Page 10
Survey Methodology	Page 10

SECTION 2 Replacement Reserve Analysis

Summary Sheet	Page A-1
Funding Methods Comparison Graph	Page A-2
Cash Flow Method Graph	Page A-3
Component Method Graph	Page A-4
Current Association Funding Graph	Page A-5
Graph of Annual Replacement Expenditures	Page A-6
Inventory of Components	Pages 1 to 5
Schedule of Replacements-Years 1 to 30	Pages 6 to 7
Cash Flow Method – Three Year Allocation of Reserves	Pages CF-1
Component Method – Three Year Allocation of Reserves	Page CM-1

SECTION 3 Appendix

Pages 1 to 4

Replacement Reserve Report

CLOPPERS MILL COMMUNITY ASSOCIATION

Germantown, Maryland

July 27, 2005

The subject property consists of 131 townhouses and 202 garden condominiums, which were built in 1995. The fieldwork for this study was conducted on July 13, 2005. The weather was sunny, and the temperature was approximately 90 degrees Fahrenheit. The survey examined common elements of the property, including the following:

1. Site facilities, including asphalt road and parking areas, curbs, sidewalks, fences and railings, site lighting, asphalt trails, fountain, and storm water management facilities.
2. Pool house exterior, including roofing, siding, windows, doors, and decks.
3. Pool house interior components, including the flooring, lighting, restrooms, water heater and filtration systems.
4. Recreational facilities, including the swimming pool, and tot lots.

Miller-Dodson Associates has visually inspected the common elements in the community in order to ascertain the remaining useful life and the replacement costs of these components.

Miller-Dodson Associates would like to acknowledge the assistance and input of Mr. Stephan Willyard. Mr. Willyard has provided very helpful insight into the history of the physical condition of many of the components of the property.

The Site Plan for Cloppers Mill by Charles P. Johnson & Associates, Inc. dated February 1992 was used as the basis for establishing the quantities of asphalt pavement, concrete sidewalk, and concrete curb and gutter.

Level of Service: This study has been performed as a Reserve Study and List of Recommended Repairs as defined under the National Reserve Study Standards that have been adopted by the Community Associations Institute. As such, a complete component inventory was established based on information regarding commonly owned components provided by the property manager and upon quantities derived from field measurement and/or quantity takeoffs from to-scale engineering drawings that have been made available. The condition of the components was ascertained from a site visit and the visual inspection of each component by the analyst. The life expectancy and the value of components are provided based in part on these observations, and the fund status and funding plan have been derived from analysis data.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

A. FINANCIAL SUMMARY

Methods of Accounting: *Important Note:* In the enclosed Replacement Reserve Analysis, the recommended annual deposit is calculated by two methods, the *Cash Flow Method* and the *Component Method*. Both methods are presented graphically, pages A-1 through A-5, with tables showing recommended annual deposits, expenditures, and balances projected over the next thirty years. Both methods of calculating Reserves are discussed in more detail below, as well as in the attached *Appendix*. It should be pointed out that most communities adopt the Cash Flow Method due to its lower annual contributions. However, the Board of Directors, in consultation with their management and accounting professionals, must decide which of the two accounting methods is more suitable for use by the Association.

Current Funding: This reserve study has been prepared for Fiscal Year 2006. The *Replacement Reserves Reported to be on Deposit* at the start of the year are reported to be \$266,280. The information concerning this balance has been supplied by the Association's representative, and confirmation or audit of the balance is beyond the scope of the study. The planned annual contribution to reserves for the Fiscal Year is \$25,992, which is equivalent to an average contribution of \$4.56 per unit per month. Based on currently projected expenditures, the Homeowners' Association will deplete the reserve fund in the year 2026 and will incur a deficit of \$26,791 in that year if annual reserve contributions are not increased. See Page A-5 for details.

Cash Flow Method: The *Minimum Recommended Annual Deposit* as calculated by the Cash Flow Method is \$42,919, which is equivalent to an average contribution of \$7.53 per unit per month. This is the uniform amount that must be placed in reserves each year until the critical year is reached in 2039, at which time, the Annual Contribution decreases. This funding level will provide an adequate amount to cover the replacement expenses that have been projected in the study and to maintain a minimum balance Threshold of \$30,745, which is equal to 3.0% of the value of the replacement inventory. It should be recognized, however, that Cash Flow Method calculations should be reviewed annually based on recent contributions and expenditures, and should be updated every three to five years based on a physical evaluation of the conditions of the components.

(Please note that the Critical Year falls outside of the 30-year period represented on the enclosed graphs and tables. In recognition of the recurring nature of replacement components, this program calculates reserve funding requirements over a 50-year period. This is done in an effort to prevent inadvertent under-funding by anticipating large funding needs beyond the 30-year study period shown in this report.)

Component Method: *Note: The Association has elected to use the Cash Flow Method of calculating the Reserve Contributions. Therefore, the Component Method calculations presented here are not germane to the Reserve Study and are provided only for comparative purposes.*

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

The *Current Funding Objective* calculated by the Component Method is \$338,163. With a reserves balance of \$266,280, the Association reserves are funded at 78.74% of this objective. The recommended *Minimum Recommended Annual Contribution* to the reserves as computed by the Component Method is \$54,022 in the first year of the study, declining to \$50,724 in the tenth year of the study. Projected annual deposits by the Component Method over the next ten years are shown on page A-4 of the Replacement Reserve Analysis.

The *Minimum Recommended Annual Contribution* in the study year projected by the Component method is higher than the annual deposit if reserves were fully funded. This higher deposit is due in large part to the initial acceleration that results from Component Method mathematical model. However, the high first year contribution may also be dictated by significant anticipated costs to be incurred for replacement of major common elements in the first ten years of the study. Refer to the tables and in the report for more detail.

Interest, Inflation and Taxes on Reserves: This study does not take into account the interest on the reserves on deposit, nor does it account for inflation over the period of the study. We will, however, incorporate interest and inflation figures into the study at the direction of the Board of Directors using figures provided by the Board. The study also assumes that the principal on the Association's Reserves are not subject to tax.

B. REPLACEMENT RESERVE ANALYSIS

Components included: Every effort has been made to identify all items, which should be reasonably considered to be "common elements" for inclusion in this analysis. To that end, this report may have been made overly inclusive. Some of these components could be appropriately deleted from the analysis. Such deletions, however, should be made consciously, with the approval of the Board, recognizing that any future replacement of the deleted components would have to be funded from sources other than the replacement reserves. Components that are candidates for deletion:

- 1. Small components:** For ease of administration, it may be preferable to handle replacement of relatively low cost components from the annual operating budget rather than making disbursements from the reserves. Examples might be the trash cans, wood border, bike rack, and wood bench. A commonly used guideline is to use operating funds for replacement of any component with replacement cost less than \$1,000. In larger Associations, this limit is often raised to \$5,000.
- 2. Long lasting components:** The reserve schedule includes components with estimated economic lives equaling or exceeding thirty years, for example, the storm water basins, pool structure, metal roof, and windows. While some analysts would omit these components from the schedule entirely on the basis that the economic lives of these components approach that of the property as a whole, it is recommended that they be retained since dropping them might expose the Association to a large unfunded liability should the replacements be needed at some time in the future.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

- 3. Components incorrectly included:** In an effort to include all components that could reasonably be considered as "common," it is possible that some items have been included which are not the responsibility of the Association.

Components excluded: The following components have been excluded from the Replacement Reserve Analyses. If any of these exclusions have been made in error, we will reinsert the component upon the written request of the Board of Directors:

- 1. Long-lived components.** The following components are expected to have a life equal to that of the project, if properly maintained:
 - a. Community building foundations, structure, and floor slabs.
- 2. Local Municipality.** We have assumed the following components will be maintained and replaced by the local municipality (or responsible utility company):
 - a. Roads and associated improvements including curb & gutter and sidewalks and storm water facilities located within a normal right-of-way of the section of the community where the single-family homes are located.
 - b. Underground water, sewer and gas mains.
- 3. Small components.** Pursuant to our proposal, we have not included items with a value of less than \$1,000.00, or items whose replacement is funded under the operating budget. Some of these items are listed below:
 - a. Fire extinguishers.
 - b. Bulletin boards.
 - c. Smoke detectors.
 - d. Mirrors, lighting fixtures, ceiling fans, exterior floodlights, and planters in pool and pool bathhouse area.
 - e. General signage throughout the community.
 - f. Concrete mailbox pads.
 - g. Exterior shower at pool.
 - h. Small section of split rail wood fence at the end of Stag Leap Court.
- 4. Unreservable components.** The following items were omitted because they are considered to be non-capital expenses under IRS guidelines.
 - a. Painting.
 - b. Landscaping.
 - c. Future Reserve Studies.

Revisions: Revisions will be made to the Replacement Reserve Analysis in accordance with the written instructions of the Board of Directors. No additional charge is incurred for the first revision if requested in writing within three months of the date of this report.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

Updating: It is recommended to review and revise the Replacement Reserve Analysis annually to take into account replacements, which have actually occurred and known changes in replacement costs. Updating the analysis after a major replacement is made usually results in a significant reduction in the annual deposit as calculated by the Component Method. A full analysis based on a physical evaluation of the components should be performed approximately every three to five years.

C. SUMMARY OF CONDITIONS

The physical condition survey has revealed generally sound conditions, typical of similarly aged and similarly sized properties. The building structure is basically sound, and most elements of the mechanical and electrical systems remain serviceable.

The following comments pertain to the larger, more significant components in the Community's inventory and to those items that are unique or deserving of attention because of their condition or the manner in which they have been treated in the analysis.

Asphalt Pavement. The asphalt roads and parking areas throughout the community are in excellent condition. The total inventory has been measured at approximately 90,530 sf of pavement which comprises 85,080 sf around the townhomes and 5,450 around the pool area.

A new seal coat, which is a cost effective way of extending the life of the pavement, was applied in 2004 and is recommended every 5 years - a corresponding line item has been incorporated in the projected expenses of our analysis. In 2005, approximately \$12,000 in asphalt patching was scheduled. Of particular note, was the patching needed to repair the sections of sunken asphalt where the car tires rest in the parking areas.



Sunken Asphalt

In order to maintain the condition of the pavement throughout the community and to insure the longest life of the asphalt, we recommend a systematic and comprehensive maintenance program that includes:

1. Crack Sealing. All cracks should be sealed with an appropriate sealing compound to prevent water infiltration through the asphalt compound into the base. This repair should be done annually. This is an entirely different process from the seal coating discussed below. Crack sealing is normally considered a maintenance activity and is not funded from Reserves. Areas of extensive cracking or deterioration that cannot be made watertight by crack sealing should be cut out and patched.
2. Cleaning. Long-term exposure to oil or gas breaks down asphalt. Because this asphalt pavement is generally not used for long term parking, it is unlikely that frequent cleaning will be necessary. When necessary, spill areas should be cleaned, or if deterioration has penetrated the asphalt, patched. This is a

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

maintenance activity, and we have assumed that it will not be funded from Reserves.

3. Seal Coating. The asphalt should be seal coated every three to five years. For this maintenance activity to be effective in extending the life of the asphalt, the crack sealing and cleaning of the asphalt, discussed above should be done first.

Concrete Sidewalks, Curb and Gutters. All concrete components have been well maintained and are in good condition. Any problems noted are in the form of minor cracks, spalling and settlement that can be repaired by continued periodic replacement of broken sections. In 2005, approximately \$12,000 in concrete repair was scheduled for the community to fix such issues and tripping hazards.



Concrete Tripping Hazard

Because it is highly unlikely that all of the community's concrete components will fail and require replacement in the period of the study, we have programmed funds for the replacement of 30% of the inventory and spread those funds over a 30-year timeframe to reflect the incremental nature of this work. This approach assumes a failure rate of 1% per year and provides funding every three years for the repair of concrete components.

Entrance Monuments. Two stone monuments are located at the intersection of Barleycorn Lane and Cottage Field Lane as entrance monuments to the community. A stone retaining wall can also be found off of Stags Leap Terrace. Because the stonework has a very long life expectancy we have excluded replacement of these walls. We have, however included funding for the periodic tuckpointing of mortar joints as exposure to weather over an extended period of time will wash lime out of the mortar and weaken the joint. Periodic tuckpointing of these joints and replacement of damaged brick is required to extend the life of the wall. Unless the wall is damaged by settlement, this work is typically not required until the wall is approximately 35-40 years old. At that point we expect that approximately 10% of the surface area will require repair and that an additional 10 % will require repair every 10 years thereafter. However, both the wall and the monuments have missing stones and are in need of minor repair.



Damaged Stone Monument

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

Fencing - Vinyl. The vinyl fencing along Mateny Road and Barleycorn Way is in good condition. Manufacturers of vinyl fencing consider the material to be maintenance-free and often provide lifetime warranties with the purchase of this material. If this conclusion is accepted, there is no need to reserve for this very significant component. If, on the other hand, major work must be done on this component at some point in time because of vandalism, erosion, latent construction defects, etc., the cost will be high. Accordingly, we have included funding for replacement of 10% of this fencing every 10 years, and we have spread these funds over that period to cover the cost of replacing sections of fence that are occasionally damaged.



Vinyl 3-Rail Fence on Barleycorn Way

Retaining Walls - Wood. The retaining walls located at the end of Stags Leap Court and by the tot lot off of Stags Leap Terrace are in good condition. We assume that these walls will be replaced on an as necessary basis and have included them in the Analysis as a Cyclic Replacement. We recommend the Association consider one of the segmental retaining wall systems instead of the wood timber construction. These systems are impervious to the decay, which occurs even with the pressure treated wood systems. If over time the wall experiences movement, sections of the walls can be re-stacked at a very small portion of the cost of a new wall. These walls have an initial cost 15 to 30 percent greater than wood walls but once installed, are assumed to have a life equal to the community as a whole and are not included as a component in the Replacement Reserve Analysis.



Retaining Wall

Storm Water System – Townhouse Area Only. Inspection of the underground lines and structures in the townhouse area is beyond the scope of work of this study. The manhole catch basins and other drainage structures, even though they have an extremely long extended life, are included and accounted for in the reserves.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

Fountain and Park. The community area off of Stags Leap Terrace includes many reservable items which have been accounted for in the report. The fountain and the wood trellis' have significant amounts of stonework which will require the same tuckpointing described earlier. The flagstone, benches, trash cans, and asphalt trails have also been assessed.



Trellis and Flagstone

Tot Lots. The two tot lots are in good condition. Both have play structures, miscellaneous play equipment, timber borders and wood chip surfacing. We noted that the playground does not have adequate protective surface under the equipment and around it. The depth of the wood chips under sections of the play equipment has been eroded and is in need of replacement. The safety of each individual piece of playground equipment as well as the layout of the entire play area should be considered when evaluating a playground for safety. The installation and maintenance of protective surfacing under and around all equipment is crucial. Information for playground design and safety can be found in the "Handbook for Public Playground Safety", U.S. Consumer Product Safety Commission, Washington, DC 20207. (Pub. No. 325). The publication can be downloaded at www.cpsc.gov.



Worn Playground Surface

Playground Equipment. Our estimates for playground equipment are based on comparing the existing equipment with equipment of a similar size in manufacturer's catalogs. We use the pricing that is quoted by the manufacturer and add 30% for the disposal of the old equipment and the labor to install the new equipment. Accordingly, we have estimated the cost to replace each set of playground equipment to be in excess of \$10,500. A larger amount can be used if the Association is planning on selecting more elaborate replacements.



Tot Lot by Cottage Field Court

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

POOL AREA AND POOL HOUSE

Pool and Pool Deck. The concrete pool deck is in excellent condition. We have included the incremental replacement of the full deck over a 30-year period, because these surfaces suffer more deterioration from harsh pool chemicals and because local health authorities typically require rapid repair of cracks that may harbor bacteria and become hazards to bare feet. A new whitecoat for the pool is scheduled for the next year while the water heater was replaced last year.



Pool

The pool house's primary structural components appear to be in good condition. The performance of the foundation was assessed by examining the exterior perimeter of the building and visible portions of the foundation for signs of differential settlement. No significant misalignment of exterior walls or window/door frames indicating significant differential settlement was observed.

The exterior wall surfaces remain in generally good condition. Windows and doors were operational and weathertight. We did not observe any conditions related to the exterior envelope, which are likely to require major capital expenditures within the near term projection of this report.



Pool House

The roof system is in generally good condition. We did not observe any conditions related to the roofs which are likely to require major near term capital expenditures. Minor repairs had been made to the roof, but incremental repairs such as these are beneath the threshold of the reserve study.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

D. LIFE EXPECTANCY AND COST ESTIMATES

Estimated Life Left: The “Estimated Life Left in Years” column represents the number of serviceable years left in the item based on its current or repaired condition. It is not a mathematical formula directly related to “Estimated Economic Life in Years.” Some items may experience longer lives while others may experience shorter lives depending on many factors such as environment, initial quality of the component, maintenance, etc.

Cyclical Funding: The concrete sidewalk, curb and gutters, and pool deck are components that are typically replaced in stages rather than all in one time period. For this reason, these items were placed in the cyclic replacement section of the reserve schedule, at full replacement value.

Partial Funding: Several of the replacement items have been funded at less than 100 percent of their full replacement value. This is done in an effort to keep reserve contributions at a reasonable level, on the theory that many of these components will never be replaced in their entirety. Items such as the concrete sidewalk, curb, and gutters may be replaced in part over a period of years. However, catastrophic failure is not anticipated, and therefore is not fully funded. The percentage of funding may be adjusted in future years based on historical data and actual experience. All other components were placed in the normal replacement sections at full estimated replacement cost with replacement time estimates based on current conditions and historical data.

E. SURVEY METHODOLOGY

Valuation: The replacement reserve analysis depends upon estimates of total useful life, life remaining and replacement cost. These estimates were obtained from Government standards, published estimating manuals, recent experience on comparable properties and engineering judgment. We believe that the analysis will provide a useful guide for planning. Actual experience in replacing equipment may differ significantly from the projections in the analysis because of conditions beyond our control, such as maintenance practices, inflation, variations in pricing and market conditions, future technological developments and regulatory actions.

CLOPPERS MILL COMMUNITY ASSOCIATION
Replacement Reserve Report

Analyst's Credentials: Mr. James W. Dodson, III holds a Bachelors Degree in Finance and Accounting from Washington and Lee University and a Masters Degree in Business Administration from the Terry School of Business at the University of Georgia where he specialized in Commercial Real Estate. In his career he has performed due diligence and financial analyses for real estate transactions and performed Reserve Studies for clients of Miller Dodson Associates, Inc.

End of Report

Respectfully Submitted,
MILLER ❖ DODSON ASSOCIATES, INC

James W. Dodson III
Reserve Analyst

Filed:R:projectfiles/cloppersmill

APPENDIX Section A

PROCEDURES AND DEFINITIONS USED IN THE REPLACEMENT RESERVE SCHEDULE

A. Replacement Reserve Analysis

- **Analysis methods.** The Replacement Reserve industry generally recognizes two different methods of accounting for Replacement Reserve Analysis. Due to the difference in accounting methodologies, these methods lead to different calculated values for the *Minimum Annual Contribution* to the Reserves. The results of both methods are presented in this report. The Association should obtain the advice of its accounting professional as to which method is more appropriate for this Association. The two methods are:

1. **Component Method.** This method is a time tested mathematical model developed by HUD in the early 1980's. It treats each item in the replacement schedule as an individual line item budget. Generally, the *Minimum Annual Contribution* to Reserves is higher when calculated by the Component Method. The mathematical model for this method works as follows:

First, the total *Current Objective* is calculated, which is the reserve amount that would have accumulated had all of the items on the schedule been funded from initial construction at their current replacement costs. Next, the *Reserve Currently on Deposit* (as reported by the Association) are distributed to the components in the schedule in proportion to the *Current Objective*. The *Minimum Annual Deposit* for each component is equal to the Estimated Replacement Cost, minus the Reserves on Hand, divided by the years of life remaining.

2. **Cash Flow Method.** The Cash Flow Method is sometimes referred to as the "Pooling Method." It calculates the minimum constant annual contribution to reserves (*Minimum Annual Deposit*) required to meet projected expenditures, without allowing TOTAL reserves on hand to fall below the specified minimum level in any year. This method usually results in a calculated requirement for annual contribution somewhat less than that arrived at by the Component Method of analysis.

First, the *Minimum Recommended Reserve Level to be Held on Account* is determined based on the age, condition, and replacement cost of the individual components. The mathematical model then allocates the estimated replacement costs to the future years in which they are projected to occur. Based on these expenditures, it then calculates the minimum constant yearly contribution (*Minimum Annual Deposit*) to the reserves necessary to keep the reserve balance at the end of each year above the *Minimum Recommended Reserve Level to be Held on Account*. The Cash Flow Analysis assumes that the Association will have authority to use all of the reserves on hand for replacements as the need occurs. This method usually results in a *Minimum Annual Deposit* that is less than that arrived at by the Component Analysis.

- **Adjusted Cash Flow Analysis.** This program has the ability to modify the Cash Flow Method to take into account forecasted inflation and interest rates, thereby producing an *Adjusted Cash Flow Analysis*. Attempting to forecast future inflation and interest rates and the impact of changing technology is highly tenuous. Therefore, in most cases it is preferable to make a new schedule periodically rather than attempt to project far into the future. We will provide more information on this type of analysis upon request.

- **Unit costs.** Unit costs are developed using nationally published standards and estimating guides, and are adjusted by state or region. In some instances, recent data received in the course of our work is used to modify these figures.

Contractor proposals or actual cost experience may be available as part of the Association records. This is useful information that should be incorporated into your report. Please bring any such available data to our attention, preferably before the report is commenced.

- **Replacement vs. repair and maintenance.** A Replacement Reserve Study addresses the required funding for Capital Replacement Expenditures. This should not be confused with operational costs or cost of repairs or maintenance.

B. Definitions

- **Adjusted Cash Flow Analysis.** Cash flow analysis adjusted to take into account annual cost increases due to inflation, and interest earned on invested reserves. In this method, the annual contribution is assumed to grow annually at the inflation rate.
- **Annual Deposit if Reserves Were Fully Funded.** Shown on the Summary Sheet, "A" in the Component Method summary, this would be the amount of the Annual Deposit needed if the *Reserves Currently on Deposit* were equal to the *Total Current Objective*.
- **Cash Flow Analysis.** See *Cash Flow Method*, above.
- **Component Analysis.** See *Component Method*, above.
- **Contingency.** An allowance for unexpected requirements. Roughly the same as the *Minimum Recommended Reserve Level to be Held on Account* used in the *Cash Flow Method* of analysis.
- **Critical Year.** In the *Cash Flow Analysis*, a year in which the reserves on hand are projected to fall to the established minimum level. See *Minimum Recommended Reserve Level to be Held on Account*
 - **Current Objective.** *This* is the reserve amount that would have accumulated had the item been funded from initial construction at its current replacement costs. It is equal to the *estimated replacement cost* divided by the estimated economic life, times the number of years expended (the difference between the *Estimated Economic Life* and the *Estimated Life Left*). The *Total Current Objective* can be thought of as the amount of reserves the Association should now have on hand based on the sum of all of the Current Objectives.
- **Cyclic Replacement Item.** A component item that typically begins to fail after an initial period (*Estimated Initial Replacement*), but which will be replaced in increments over a number of years (the *Estimated Replacement Cycle*). The Reserve Analysis program divides the number of years in the *Estimated Replacement Cycle* into five equal increments. It then allocates the *Estimated Replacement Cost* equally over those five increments. (As distinguished from *Normal Replacement Items*, see below)
- **Normal Replacement Schedules.** A component item that typically begins to fail after an initial period (*Estimated Initial Replacement*), but which will be replaced in increments over a number of years (the *Estimated Replacement Cycle*).
- **Estimated Economic Life.** Used in the *Normal Replacement Schedules*. This represents the industry average number of years that a new item should be expected to last until it has to be replaced. This figure is sometimes modified by climate, region, or original construction conditions.

- **Estimated Economic Life Left.** Used in the *Normal Replacement Schedules*. Number of years until the item is expected to need replacement. Normally, this number would be considered to be the difference between the *Estimated Economic Life* and the age of the item. However, this number must be modified to reflect maintenance practice, climate, original construction and quality, or other conditions. For the purpose of this report, this number is determined by the Reserve Analyst based on the present condition of the item relative to the actual age.
- **Estimated Initial Replacement.** For a *Cyclic Replacement Item* (see above), the number of years until the replacement cycle is expected to begin.
- **Estimated Replacement Cycle.** For a *Cyclic Replacement Item*, the number of years over which the remainder of the component's replacement occurs.
- **Minimum Annual Deposit.** Shown on the Summary Sheet, "A-1." The calculated requirement for annual contribution to reserves as calculated by the *Cash Flow Method* (see above).
- **Minimum Deposit in the Study Year.** Shown on the Summary Sheet, "A-1." The calculated requirement for contribution to reserves in the study year as calculated by the Component Method (see above).
- **Minimum Recommended Reserve Level to be Held on Account.** Shown on the Summary Sheet, "A" this number is used in the Cash Flow Method only, this is the prescribed level below which the reserves will not be allowed to fall in any year. This amount is determined based on the age, condition, and replacement cost of the individual components. This number is normally given as a percentage of the total Estimated Replacement Cost of all reserve components.
- **Normal Replacement Item.** A component of the property that, after an expected economic life, is replaced in its entirety. (As distinguished from *Cyclic Replacement Items*, see above.)
- **Normal Replacement Schedules.** The list of Normal Replacement Items by category or location. These items appear on pages designated.
- **Number of Years of the Study.** The number of years into the future for which expenditures are projected and reserve levels calculated. This number should be large enough to include the projected replacement of every item on the schedule, at least once. This study covers a 40-year period.
- **One Time Deposit Required to Fully Fund Reserves.** Shown on the Summary Sheet, "A-1" in the Component Method summary, this is the difference between the *Total Current Objective* and the *Reserves Currently on Deposit*.
- **Reserves Currently on Deposit.** Shown on the Summary Sheet, "A-1", this is the amount of accumulated reserves as reported by the Association in the current year.
- **Reserves on Hand.** Shown in the *Cyclic Replacement* and *Normal Replacement Schedules*, this is the amount of reserves allocated to each component item in the *Cyclic* or *Normal Replacement* schedules. This figure is based on the ratio of *Reserves Currently on Deposit* divided by the total *Current Objective*.
- **Replacement Reserve Study.** An analysis of all of the components of the common property of the Association for which a need for replacement should be anticipated within the economic life of the property as a whole. The analysis involves estimation for each component of its estimated Replacement Cost, Estimated Economic Life, and Estimated Life Left. The objective of the study is to calculate a recommended annual contribution to the Association's Replacement Reserve Fund.
- **Total Replacement Cost.** Shown on the Summary Sheet, "A-1", this is total of the Estimated Replacement Costs for all items on the schedule if they were to be replaced once.

- **Unit Replacement Cost.** Estimated replacement cost for a single unit of a given item on the schedule.
- **Unit (of Measure).** The following abbreviations are used in this report:
EA: each FT: feet LS: lump sum SF: square feet

APPENDIX

Section B

PROCEDURES USED IN THE PREPARATION OF THE LIST OF RECOMMENDED REPAIRS

REPAIR COSTS

Cost range estimates given in the enclosed repair list assume that all work by a given trade will be done together as a single project. If repairs are done piece-meal, the costs would be significantly higher. The costs of any repairs to be funded out of the Reserve Fund should be subtracted from the *Reserves Currently on Deposit* figure. The Board or Property Manager should coordinate this decision with the Reserve Analyst as part of the revision process.

COMPLETION OF REPAIRS

The enclosed Replacement Reserve Analysis assumes that all repairs cited in the Repair List will be completed within a twelve-month period of time. *Estimated Life Left* in the Replacement Reserve Study has been factored under this assumption. Any deletions from the repair list may result in major inaccuracies in the Replacement Reserve Analysis.

SAFETY ISSUES

If safety issues have been cited, they should be given the highest priority and should be done immediately upon receipt of this report. The Board must recognize that from a liability standpoint, they have been made aware of the existence of these unsafe conditions, if any, once the report is delivered for their review.

UNIT COSTS

Nationally published standards and standard estimating manuals have been used in the development of this report. Contractor proposals or actual cost experience may be available as part of the Association records. We will adjust our figures to conform to your experience if the material or information is disclosed to us and/or made available for our use.

REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

GENERAL INFORMATION:

2006	Study Year
\$266,280	Replacement Reserves reported to be on deposit at start of Study Year
\$1,024,829	Estimated value of all Components included in the Replacement Reserve Inventory

The information shown in this Summary does not account for interest earned on Replacement Reserves on deposit, nor does it include adjustments for inflation. For more information see the attached Appendix.

REPORTED CURRENT FUNDING DATA:

\$25,992 REPORTED CURRENT ANNUAL CONTRIBUTION TO REPLACEMENT RESERVES

\$4.56 Per unit current monthly contribution to Replacement Reserves

CASH FLOW METHOD CALCULATIONS:

\$42,919 MINIMUM RECOMMENDED ANNUAL CONTRIBUTION TO REPLACEMENT RESERVES

\$7.53	Per unit minimum recommended monthly contribution to Replacement Reserves
\$30,745	Recommended minimum Replacement Reserve Funding Threshold (3.0 percent)
2039	First year Reserves fall to minimum recommended level (Design Year)

COMPONENT METHOD CALCULATIONS:

\$54,022 MINIMUM RECOMMENDED ANNUAL CONTRIBUTION TO RESERVES (IN STUDY YEAR)

\$9.48	Per unit minimum recommended monthly contribution to Replacement Reserves
\$338,163	Current Funding Objective
78.74%	Funding Percentage
\$71,883	One time deposit required to fully fund Replacement Reserves
\$47,274	Annual Contribution to Replacement Reserves if Reserves were fully funded.

PROJECT INFORMATION:

PROPERTY MANAGED BY:	MAJOR COMPONENTS IN ANALYSIS:	TYPE OF PROPERTY:
Comsource Management, Inc.	Asphalt Roads, Concrete Curb and Gutters,	Townhomes/Single Family
Mr. Stephan Willyard	Concrete Sidewalks, Pool, Pool House,	# OF UNITS:
16 Executive Park Court	Fountain, Lighting, Fences, Tot Lots.	475
Germantown, MD 20874	PROPERTY LOCATION:	YEAR BUILT:
301 - 916-7100	Germantown, MD	1995

NOTES:

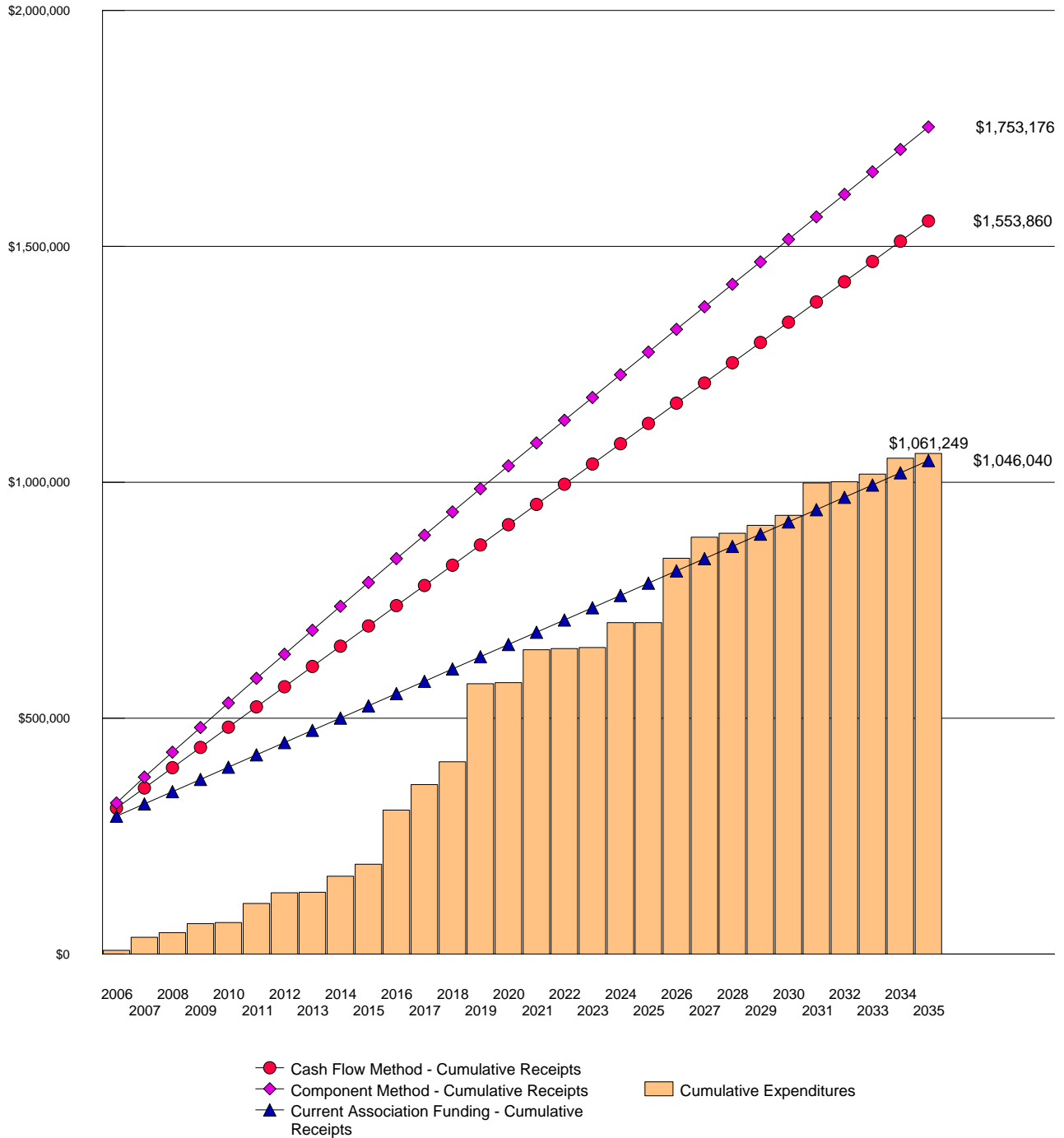
This Analysis conforms to the National Reserve Study Standards of the Community Associations Institute adopted in 1998. This Association uses a fiscal year that covers the period of January 1 through December 31.

REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

Funding Methods Comparison Graph - Cumulative Receipts and Expenditures

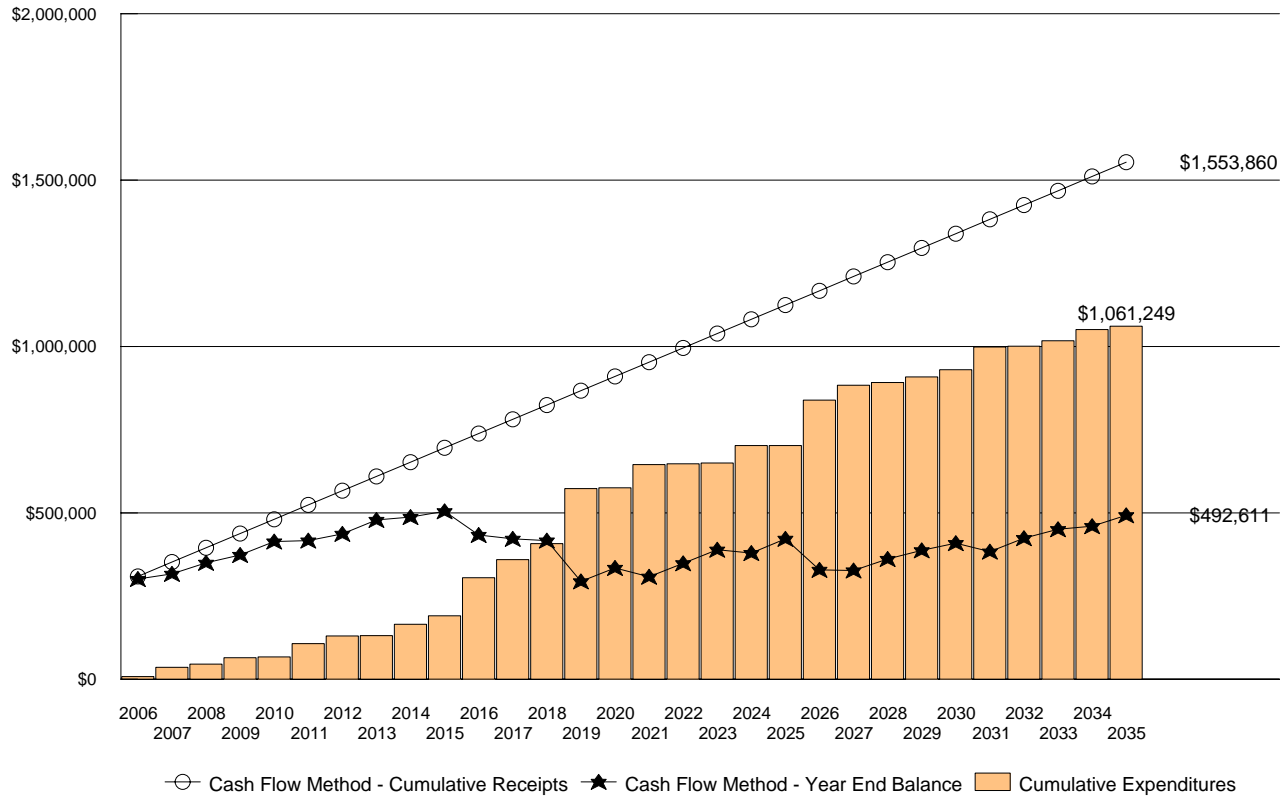


REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

Cash Flow Method - Cumulative Receipts and Expenditures Graph



Cash Flow Method Data - Years 1 through 30

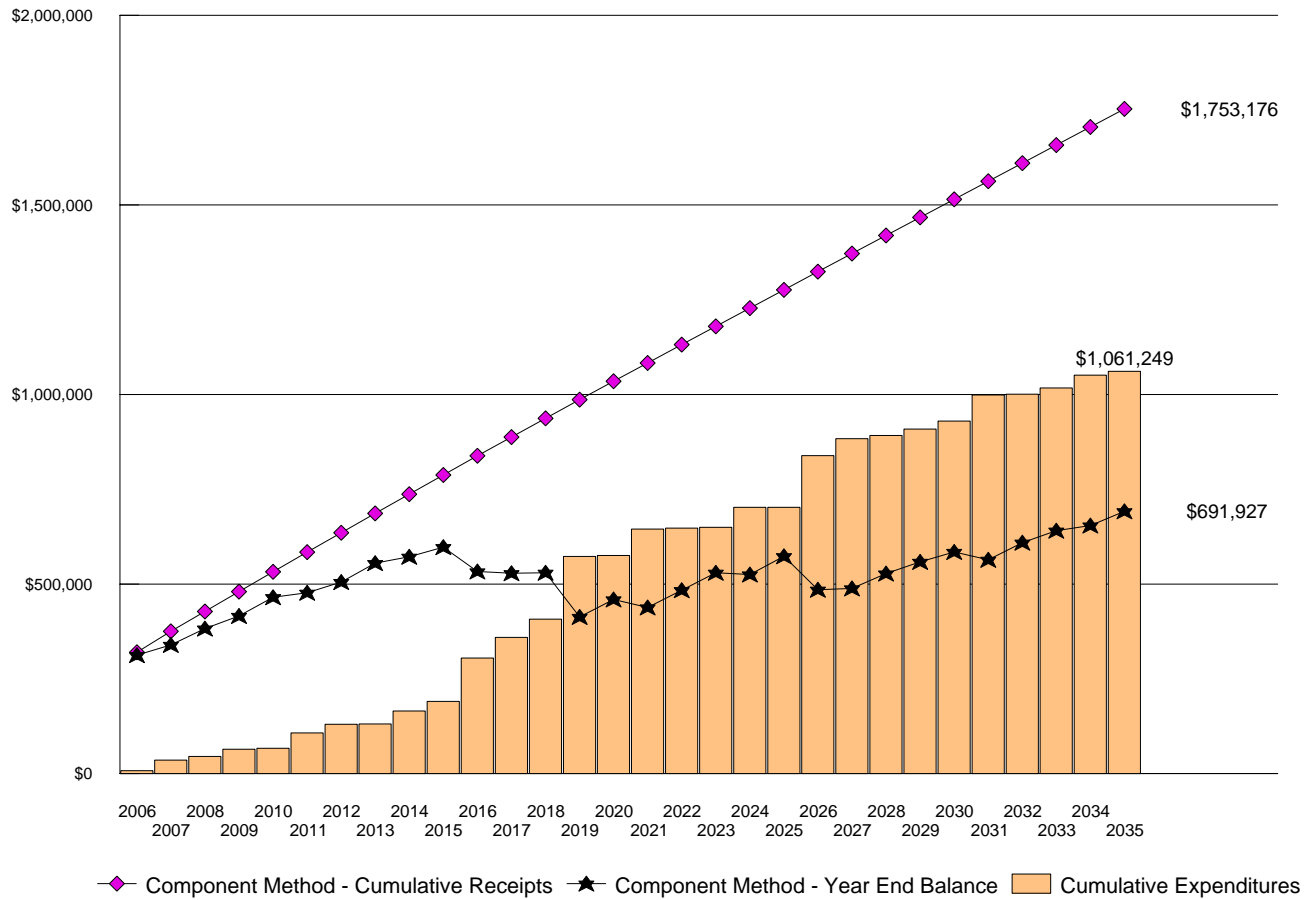
Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	TEN YEAR SUMMARIES
Starting balance	\$266,280										
Annual deposit	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	
Expenditures	\$7,846	\$27,776	\$9,732	\$19,113	\$2,400	\$40,360	\$22,798	\$872	\$34,131	\$25,535	Expenditures: \$190,564
Year end balance	\$301,353	\$316,496	\$349,684	\$373,490	\$414,009	\$416,569	\$436,690	\$478,737	\$487,526	\$504,910	Receipts: \$695,473
Minimum rec. funding lvl.	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	
Cumulative expenditures	\$7,846	\$35,622	\$45,354	\$64,467	\$66,867	\$107,227	\$130,026	\$130,898	\$165,028	\$190,564	
Cumulative receipts	\$309,199	\$352,119	\$395,038	\$437,957	\$480,877	\$523,796	\$566,715	\$609,635	\$652,554	\$695,473	
Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Expenditures: \$511,924
Annual deposit	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	Receipts: \$431,209
Expenditures	\$114,466	\$54,301	\$48,190	\$165,457	\$2,400	\$69,784	\$2,400	\$2,172	\$52,754	\$0	
Year end balance	\$433,364	\$421,982	\$416,711	\$294,174	\$334,693	\$307,828	\$348,347	\$389,095	\$379,260	\$422,179	
Minimum rec. funding lvl.	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	
Cumulative expenditures	\$305,029	\$359,330	\$407,521	\$572,977	\$575,377	\$645,162	\$647,562	\$649,734	\$702,488	\$702,488	
Cumulative receipts	\$738,393	\$781,312	\$824,231	\$867,151	\$910,070	\$952,989	\$995,909	\$1,038,828	\$1,081,747	\$1,124,667	
Year	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	Expenditures: \$358,761
Annual deposit	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	\$42,919	Receipts: \$431,219
Expenditures	\$136,415	\$44,611	\$8,432	\$16,842	\$21,298	\$68,500	\$2,400	\$16,207	\$33,856	\$10,200	
Year end balance	\$328,684	\$326,992	\$361,479	\$387,557	\$409,178	\$383,597	\$424,116	\$450,828	\$459,892	\$492,611	
Minimum rec. funding lvl.	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	\$30,745	
Cumulative expenditures	\$838,903	\$883,514	\$891,946	\$908,787	\$930,086	\$998,586	\$1,000,986	\$1,017,193	\$1,051,049	\$1,061,249	FIRST TRANSITION YEAR 2039
Cumulative receipts	\$1,167,586	\$1,210,505	\$1,253,425	\$1,296,344	\$1,339,263	\$1,382,183	\$1,425,102	\$1,468,021	\$1,510,941	\$1,553,860	

REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

Component Method - Cumulative Receipts and Expenditures Graph



Component Method Data - Years 1 through 30

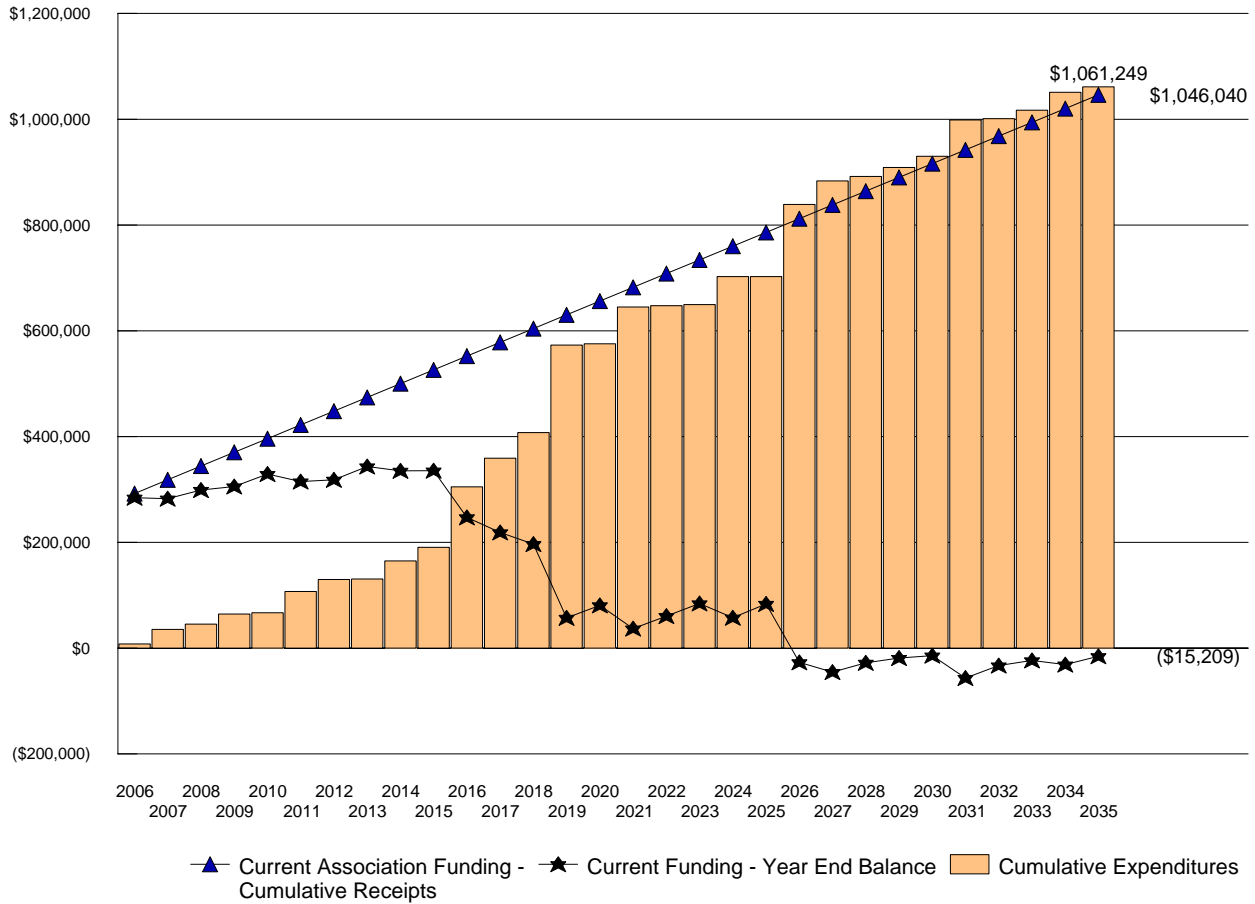
Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	TEN YEAR SUMMARIES
Starting balance	\$266,280										Expenditures: \$190,564 Receipts: \$787,768
Annual deposit	\$54,022	\$54,983	\$52,621	\$52,267	\$52,090	\$52,090	\$51,167	\$50,762	\$50,762	\$50,724	
Expenditures	\$7,846	\$27,776	\$9,732	\$19,113	\$2,400	\$40,360	\$22,798	\$872	\$34,131	\$25,535	
Year end balance	\$312,455	\$339,662	\$382,551	\$415,704	\$465,395	\$477,125	\$505,494	\$555,384	\$572,016	\$597,205	
Cumulative Expenditures	\$7,846	\$35,622	\$45,354	\$64,467	\$66,867	\$107,227	\$130,026	\$130,898	\$165,028	\$190,564	Expenditures: \$511,924 Receipts: \$490,263
Cumulative Receipts	\$320,302	\$375,284	\$427,905	\$480,172	\$532,262	\$584,353	\$635,520	\$686,282	\$737,044	\$787,768	
Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	
Annual deposit	\$50,435	\$49,612	\$49,424	\$49,153	\$48,475	\$48,475	\$48,185	\$48,185	\$48,185	\$48,118	
Expenditures	\$114,466	\$54,301	\$48,190	\$165,457	\$2,400	\$69,784	\$2,400	\$2,172	\$52,754	\$0	Expenditures: \$358,761 Receipts: \$479,187
Year end balance	\$533,174	\$528,484	\$529,718	\$413,414	\$459,489	\$438,179	\$483,964	\$529,978	\$525,409	\$573,528	
Cumulative Expenditures	\$305,029	\$359,330	\$407,521	\$572,977	\$575,377	\$645,162	\$647,562	\$649,734	\$702,488	\$702,488	
Cumulative Receipts	\$838,203	\$887,815	\$937,238	\$986,391	\$1,034,866	\$1,083,340	\$1,131,526	\$1,179,711	\$1,227,897	\$1,276,015	
Year	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	
Annual deposit	\$48,118	\$47,735	\$47,702	\$47,702	\$47,702	\$47,679	\$47,634	\$47,634	\$47,628	\$47,628	
Expenditures	\$136,415	\$44,611	\$8,432	\$16,842	\$21,298	\$68,500	\$2,400	\$16,207	\$33,856	\$10,200	
Year end balance	\$485,231	\$488,354	\$527,624	\$558,484	\$584,887	\$564,066	\$609,300	\$640,727	\$654,500	\$691,927	
Cumulative Expenditures	\$838,903	\$883,514	\$891,946	\$908,787	\$930,086	\$998,586	\$1,000,986	\$1,017,193	\$1,051,049	\$1,061,249	
Cumulative Receipts	\$1,324,133	\$1,371,868	\$1,419,570	\$1,467,271	\$1,514,973	\$1,562,652	\$1,610,286	\$1,657,920	\$1,705,548	\$1,753,176	

REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

Current Association Funding - Cumulative Receipts and Expenditures Graph



Current Funding Data - Years 1 through 30

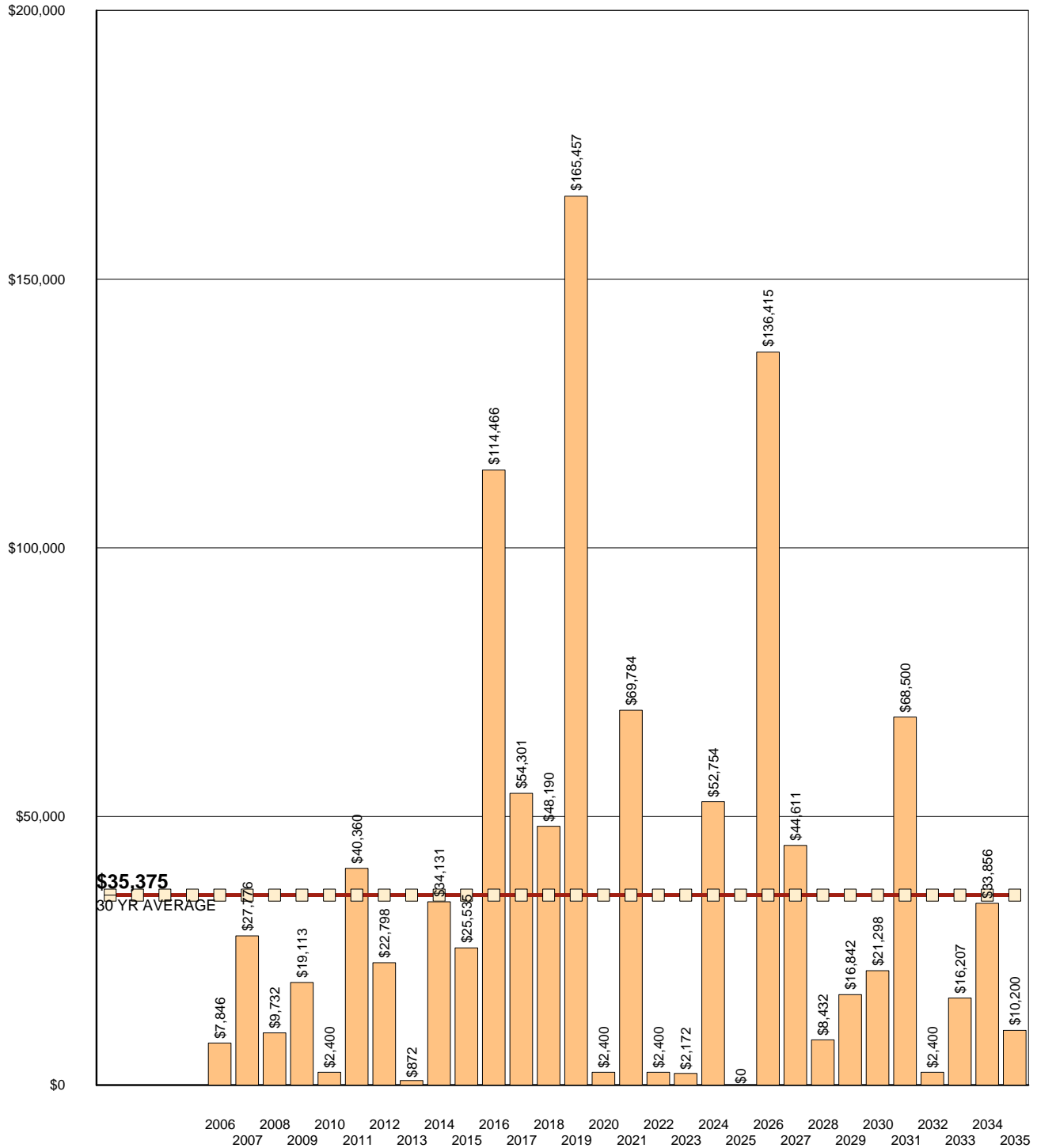
Year	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	TEN YEAR SUMMARIES
Starting balance	\$266,280										Expenditures: \$190,564 Receipts: \$526,200
Annual deposit	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	
Expenditures	\$7,846	\$27,776	\$9,732	\$19,113	\$2,400	\$40,360	\$22,798	\$872	\$34,131	\$25,535	
Year end balance	\$284,426	\$282,642	\$298,902	\$305,781	\$329,373	\$315,005	\$318,198	\$343,318	\$335,180	\$335,636	Expenditures: \$511,924 Receipts: \$259,920
Cumulative Expenditures	\$7,846	\$35,622	\$45,354	\$64,467	\$66,867	\$107,227	\$130,026	\$130,898	\$165,028	\$190,564	
Cumulative Receipts	\$292,272	\$318,264	\$344,256	\$370,248	\$396,240	\$422,232	\$448,224	\$474,216	\$500,208	\$526,200	
Year	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	
Annual deposit	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	Expenditures: \$358,761 Receipts: \$259,920
Expenditures	\$114,466	\$54,301	\$48,190	\$165,457	\$2,400	\$69,784	\$2,400	\$2,172	\$52,754	\$0	
Year end balance	\$247,163	\$218,854	\$196,655	\$57,191	\$80,783	\$36,990	\$60,582	\$84,402	\$57,640	\$83,633	
Cumulative expenditures	\$305,029	\$359,330	\$407,521	\$572,977	\$575,377	\$645,162	\$647,562	\$649,734	\$702,488	\$702,488	Expenditures: \$358,761 Receipts: \$259,920
Cumulative receipts	\$552,192	\$578,184	\$604,176	\$630,168	\$656,160	\$682,152	\$708,144	\$734,136	\$760,128	\$786,120	
Year	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	
Annual deposit	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	\$25,992	Expenditures: \$358,761 Receipts: \$259,920
Expenditures	\$136,415	\$44,611	\$8,432	\$16,842	\$21,298	\$68,500	\$2,400	\$16,207	\$33,856	\$10,200	
Year end balance	(\$26,791)	(\$45,410)	(\$27,850)	(\$18,699)	(\$14,006)	(\$56,514)	(\$32,922)	(\$23,137)	(\$31,001)	(\$15,209)	
Cumulative Expenditures	\$838,903	\$883,514	\$891,946	\$908,787	\$930,086	\$998,586	\$1,000,986	\$1,017,193	\$1,051,049	\$1,061,249	Receipts: \$259,920
Cumulative Receipts	\$812,112	\$838,104	\$864,096	\$890,088	\$916,080	\$942,072	\$968,064	\$994,056	\$1,020,048	\$1,046,040	

REPLACEMENT RESERVE ANALYSIS

Cloppers Mill

July 13, 2005

Graph of Annual Replacement Expenditures



REPLACEMENT RESERVE INVENTORY

Cloppers Mill

July 13, 2005

INVENTORY OF COMPONENTS - INTERVAL REPLACEMENT

ITEM #	COMPONENT	UNIT	NUMBER OF UNITS	UNIT REPLACEMENT COST (\$)	COMPLETE CYCLE (YRS)	INITIAL REPLACEMENT (YRS)	TOTAL REPLACEMENT COST (\$)
1	Concrete Sidewalk @ 30%	sf	6145	\$7.00	30	6	\$43,015
	1229 units to be replaced in 2012						\$8,603
	1229 units to be replaced in 2018						\$8,603
	1229 units to be replaced in 2024						\$8,603
	1229 units to be replaced in 2030						\$8,603
	1229 units to be replaced in 2036						\$8,603
2	Concrete Curb & Gutters @ 30%	lf	3045	\$21.00	30	9	\$63,945
	609 units to be replaced in 2015						\$12,789
	609 units to be replaced in 2021						\$12,789
	609 units to be replaced in 2027						\$12,789
	609 units to be replaced in 2033						\$12,789
	609 units to be replaced in 2039						\$12,789
3	Concrete Pool - Deck	sf	5535	\$7.00	30	6	\$38,745
	1107 units to be replaced in 2012						\$7,749
	1107 units to be replaced in 2018						\$7,749
	1107 units to be replaced in 2024						\$7,749
	1107 units to be replaced in 2030						\$7,749
	1107 units to be replaced in 2036						\$7,749

COMMENTS:

The interval components listed on this page are programmed to be replaced in 5 projects spaced at equal intervals after the initial replacement.

The concrete deck at the pool includes the 375 sf of concrete around the wading pool, as well as the 610 sf of sidewalk, curb and gutter around the pool house.

REPLACEMENT RESERVE INVENTORY**Cloppers Mill****July 13, 2005****INVENTORY OF COMPONENTS - NORMAL REPLACEMENT**

ITEM #		UNIT	NUMBER OF UNITS	UNIT REPLACEMENT COST (\$)	NORMAL ECONOMIC LIFE (YRS)	REMAINING ECONOMIC LIFE (YRS)	TOTAL REPLACEMENT COST (\$)
SITE IMPROVEMENTS							
4	Asphalt - Milling/Overlay	sf	85,080	\$1.75	20	13	\$148,890
5	Asphalt - Patching @5%	sf	4,254	\$3.50	10	8	\$14,889
6	Asphalt - Seal Coating	sf	85,080	\$0.16	5	3	\$13,613
7	Asphalt Paths @ 20%	sf	1,061	\$2.40	3	none	\$2,546
8	Arbor - Wood	ea	3	\$1,500.00	25	15	\$4,500
9	Brick Paver	sf	162	\$17.00	25	15	\$2,754
10	Fencing - Vinyl (3 rail)	lf	3,955	\$28.00	30	20	\$110,740
11	Streetlights - Aluminum	ea	13	\$1,500.00	25	5	\$19,500
12	Mailboxes	ea	475	\$70.00	25	15	\$33,250
13	Tuckpointing - Monuments/Walls	sf	335	\$6.00	10	2	\$2,010
14	Fountain - Flagstone	sf	1,490	\$14.00	20	12	\$20,860
15	Fountain - Masonry/Tuckpointing	sf	150	\$6.00	10	2	\$900
16	Fountain - Pump	ea	1	\$1,500.00	15	6	\$1,500
17	Fountain - Wood Trellis	ls	2	\$5,100.00	20	9	\$10,200
18	Wood Retaining Walls - Stags Leap Ct	sf	350	\$45.00	20	10	\$15,750
19	Wood Retaining Walls - Park	sf	150	\$45.00	20	10	\$6,750
20	Storm Water Basins	ea	5	\$10,000.00	40	30	\$50,000

COMMENTS:

The replacement costs for the streetlights includes wiring.

REPLACEMENT RESERVE INVENTORY

Cloppers Mill

July 13, 2005

INVENTORY OF COMPONENTS - NORMAL REPLACEMENT

ITEM #		UNIT	NUMBER OF UNITS	UNIT REPLACEMENT COST (\$)	NORMAL ECONOMIC LIFE (YRS)	REMAINING ECONOMIC LIFE (YRS)	TOTAL REPLACEMENT COST (\$)
TOT LOTS							
21	Playground Equipment - Cottage Field	ea	1	\$17,000.00	20	10	\$17,000
22	Wood Chips - Cottage Field Tot Lot	sf	2,000	\$1.00	5	3	\$2,000
23	Wood Border - Stags Leap	lf	180	\$9.50	15	10	\$1,710
24	Benches - Cottage Field	ea	4	\$400.00	20	10	\$1,600
25	Trash Cans - Cottage Field	ea	1	\$275.00	15	8	\$275
26	Playground Equipment - Stags Leap(1)	ea	1	\$14,300.00	15	10	\$14,300
27	Playground Equipment - Stags Leap(2)	ea	1	\$10,500.00	15	10	\$10,500
28	Wood Chips - Stags Leap	sf	2,900	\$1.00	5	none	\$2,900
29	Wood Border - Stags Leap	lf	90	\$9.50	15	10	\$855
30	Streelights (Steel) - Stags Leap	ea	5	\$2,000.00	30	5	\$10,000
31	Benches (Metal) - Stags Leap	ea	13	\$450.00	20	10	\$5,850
32	Trash Cans (Metal) - Stags Leap	ea	7	\$375.00	20	10	\$2,625

COMMENTS:

The playground equipment costs includes disposal of the old set and an upgrade to a playground set made of metal and composite plastic.

REPLACEMENT RESERVE INVENTORY

Cloppers Mill

July 13, 2005

INVENTORY OF COMPONENTS - NORMAL REPLACEMENT

ITEM #		UNIT	NUMBER OF UNITS	UNIT REPLACEMENT COST (\$)	NORMAL ECONOMIC LIFE (YRS)	REMAINING ECONOMIC LIFE (YRS)	TOTAL REPLACEMENT COST (\$)
	POOL and POOL HOUSE (PH)						
33	PH Asphalt - Milling/Overlay	sf	5,450	\$1.75	20	10	\$9,538
34	PH Asphalt - Patching @5%	sf	273	\$3.50	5	3	\$954
35	PH Asphalt - Seal Coating	sf	5,450	\$0.16	5	2	\$872
36	Pool Structure	sf	6,380	\$32.00	40	31	\$204,160
37	Pool Coping	lf	389	\$25.00	20	11	\$9,725
38	Pool Waterline Tiles	lf	389	\$14.00	10	1	\$5,446
39	Pool Whitecoat	sf	6,380	\$3.50	10	1	\$22,330
40	Pool Pumps	ea	3	\$750.00	10	2	\$2,250
41	Pool Filter System	ea	3	\$5,600.00	20	11	\$16,800
42	Pool Handrail/Ladders	ea	3	\$200.00	15	10	\$600
43	Lifeguard Stand	ea	3	\$3,000.00	15	10	\$9,000
44	Pool Furniture @ 20%	ls	1	\$2,400.00	2	none	\$2,400
45	Picnic Tables	ea	2	\$650.00	15	2	\$1,300
46	Bike Rack	lf	6	\$50.00	15	5	\$300
47	Wood Bench	ea	2	\$350.00	10	5	\$700
48	Water Fountain	ea	3	\$1,000.00	30	20	\$3,000
49	Pool Chain Link Fence 6'	lf	437	\$15.00	20	10	\$6,555
50	Pool Chain Link Fence 4'	lf	46	\$10.50	20	10	\$483

COMMENTS:

Pool quantities include the 9'x28' wading pool.

REPLACEMENT RESERVE INVENTORY**Cloppers Mill****July 13, 2005****INVENTORY OF COMPONENTS - NORMAL REPLACEMENT**

ITEM #		UNIT	NUMBER OF UNITS	UNIT REPLACEMENT COST (\$)	NORMAL ECONOMIC LIFE (YRS)	REMAINING ECONOMIC LIFE (YRS)	TOTAL REPLACEMENT COST (\$)
	POOL and POOL HOUSE (PH) - cont'd						
51	PH Metal Roof	sf	2,500	\$5.75	35	25	\$14,375
52	PH EIFS Siding - Recoat	sf	2,320	\$3.00	10	5	\$6,960
53	PH Windows	sf	165	\$40.00	35	25	\$6,600
54	PH Metal Doors	ea	4	\$550.00	25	10	\$2,200
55	PH Entry Doors	ea	2	\$950.00	25	15	\$1,900
56	PH Commodes	ea	7	\$850.00	30	20	\$5,950
57	PH Urinals	ea	3	\$800.00	30	20	\$2,400
58	PH Toilet Partitions	ea	7	\$550.00	20	10	\$3,850
59	PH Wash Basins	ea	7	\$375.00	30	20	\$2,625
60	PH Showers	ea	8	\$450.00	30	20	\$3,600
61	PH Ceramic Tile	sf	165	\$9.00	25	15	\$1,485
62	PH Hot Water Heater	ea	1	\$2,500.00	20	20	\$2,500

COMMENTS:

REPLACEMENT RESERVE INVENTORY**Cloppers Mill****July 13, 2005****SCHEDULE OF REPLACEMENTS - YEARS ONE TO FIFTEEN**

2006		2007		2008	
Wood Chips - Stags Leap	\$2,900	Pool Whitecoat	\$22,330	Pool Furniture @ 20%	\$2,400
Asphalt Paths @ 20%	\$2,546	Pool Waterline Tiles	\$5,446	Pool Pumps	\$2,250
Pool Furniture @ 20%	\$2,400			Tuckpointing - Monuments/Walls	\$2,010
				Picnic Tables	\$1,300
				Fountain - Masonry/Tuckpointing	\$900
				PH Asphalt - Seal Coating	\$872
Total Scheduled Replacements	\$7,846	Total Scheduled Replacements	\$27,776	Total Scheduled Replacements	\$9,732
2009		2010		2011	
Asphalt - Seal Coating	\$13,613	Pool Furniture @ 20%	\$2,400	Streetlights - Aluminum	\$19,500
Asphalt Paths @ 20%	\$2,546			Streetlights (Steel) - Stags Leap	\$10,000
Wood Chips - Cottage Field Tot l	\$2,000			PH EIFS Siding - Recoat	\$6,960
PH Asphalt - Patching @5%	\$954			Wood Chips - Stags Leap	\$2,900
				Wood Bench	\$700
				Bike Rack	\$300
Total Scheduled Replacements	\$19,113	Total Scheduled Replacements	\$2,400	Total Scheduled Replacements	\$40,360
2012		2013		2014	
Concrete Sidewalk @ 30%	\$8,603	PH Asphalt - Seal Coating	\$872	Asphalt - Patching @5%	\$14,889
Concrete Pool - Deck	\$7,749			Asphalt - Seal Coating	\$13,613
Asphalt Paths @ 20%	\$2,546			Pool Furniture @ 20%	\$2,400
Pool Furniture @ 20%	\$2,400			Wood Chips - Cottage Field Tot l	\$2,000
Fountain - Pump	\$1,500			PH Asphalt - Patching @5%	\$954
				Trash Cans - Cottage Field	\$275
Total Scheduled Replacements	\$22,798	Total Scheduled Replacements	\$872	Total Scheduled Replacements	\$34,131
2015		2016		2017	
Concrete Curb & Gutters @ 30%	\$12,789	Playground Equipment - Cottage	\$17,000	Pool Whitecoat	\$22,330
Fountain - Wood Trellis	\$10,200	Wood Retaining Walls - Stags L	\$15,750	Pool Filter System	\$16,800
Asphalt Paths @ 20%	\$2,546	Playground Equipment - Stags L	\$14,300	Pool Coping	\$9,725
		Playground Equipment - Stags L	\$10,500	Pool Waterline Tiles	\$5,446
		PH Asphalt - Milling/Overlay	\$9,538		
		Lifeguard Stand	\$9,000		
		Wood Retaining Walls - Park	\$6,750		
		Pool Chain Link Fence 6'	\$6,555		
		Other Replacements	\$25,073		
Total Scheduled Replacements	\$25,535	Total Scheduled Replacements	\$114,466	Total Scheduled Replacements	\$54,301
2018		2019		2020	
Fountain - Flagstone	\$20,860	Asphalt - Milling/Overlay	\$148,890	Pool Furniture @ 20%	\$2,400
Concrete Sidewalk @ 30%	\$8,603	Asphalt - Seal Coating	\$13,613		
Concrete Pool - Deck	\$7,749	Wood Chips - Cottage Field Tot l	\$2,000		
Asphalt Paths @ 20%	\$2,546	PH Asphalt - Patching @5%	\$954		
Pool Furniture @ 20%	\$2,400				
Pool Pumps	\$2,250				
Tuckpointing - Monuments/Walls	\$2,010				
Fountain - Masonry/Tuckpointing	\$900				
Other Replacements	\$872				
Total Scheduled Replacements	\$48,190	Total Scheduled Replacements	\$165,457	Total Scheduled Replacements	\$2,400

REPLACEMENT RESERVE INVENTORY**Cloppers Mill****July 13, 2005****SCHEDULE OF REPLACEMENTS - YEARS SIXTEEN TO THIRTY**

2021		2022		2023	
Mailboxes	\$33,250	Pool Furniture @ 20%	\$2,400	Picnic Tables	\$1,300
Concrete Curb & Gutters @ 30%	\$12,789			PH Asphalt - Seal Coating	\$872
PH EIFS Siding - Recoat	\$6,960				
Arbor - Wood	\$4,500				
Wood Chips - Stags Leap	\$2,900				
Brick Paver	\$2,754				
Asphalt Paths @ 20%	\$2,546				
PH Entry Doors	\$1,900				
Other Replacements	\$2,185				
Total Scheduled Replacements	\$69,784	Total Scheduled Replacements	\$2,400	Total Scheduled Replacements	\$2,172
2024		2025		2026	
Asphalt - Patching @5%	\$14,889	No Scheduled Replacements		Fencing - Vinyl (3 rail)	\$110,740
Asphalt - Seal Coating	\$13,613			PH Commodes	\$5,950
Concrete Sidewalk @ 30%	\$8,603			PH Showers	\$3,600
Concrete Pool - Deck	\$7,749			Water Fountain	\$3,000
Asphalt Paths @ 20%	\$2,546			Wood Chips - Stags Leap	\$2,900
Pool Furniture @ 20%	\$2,400			PH Wash Basins	\$2,625
Wood Chips - Cottage Field Tot	\$2,000			PH Hot Water Heater	\$2,500
PH Asphalt - Patching @5%	\$954			Pool Furniture @ 20%	\$2,400
				Other Replacements	\$2,700
Total Scheduled Replacements	\$52,754			Total Scheduled Replacements	\$136,415
2027		2028		2029	
Pool Whitecoat	\$22,330	Pool Furniture @ 20%	\$2,400	Asphalt - Seal Coating	\$13,613
Concrete Curb & Gutters @ 30%	\$12,789	Pool Pumps	\$2,250	Wood Chips - Cottage Field Tot	\$2,000
Pool Waterline Tiles	\$5,446	Tuckpointing - Monuments/Walls	\$2,010	PH Asphalt - Patching @5%	\$954
Asphalt Paths @ 20%	\$2,546	Fountain - Masonry/Tuckpointing	\$900	Trash Cans - Cottage Field	\$275
Fountain - Pump	\$1,500	PH Asphalt - Seal Coating	\$872		
Total Scheduled Replacements	\$44,611	Total Scheduled Replacements	\$8,432	Total Scheduled Replacements	\$16,842
2030		2031		2032	
Concrete Sidewalk @ 30%	\$8,603	PH Metal Roof	\$14,375	Pool Furniture @ 20%	\$2,400
Concrete Pool - Deck	\$7,749	Playground Equipment - Stags L	\$14,300		
Asphalt Paths @ 20%	\$2,546	Playground Equipment - Stags L	\$10,500		
Pool Furniture @ 20%	\$2,400	Lifeguard Stand	\$9,000		
		PH EIFS Siding - Recoat	\$6,960		
		PH Windows	\$6,600		
		Wood Chips - Stags Leap	\$2,900		
		Wood Border - Stags Leap	\$1,710		
		Other Replacements	\$2,155		
Total Scheduled Replacements	\$21,298	Total Scheduled Replacements	\$68,500	Total Scheduled Replacements	\$2,400
2033		2034		2035	
Concrete Curb & Gutters @ 30%	\$12,789	Asphalt - Patching @5%	\$14,889	Fountain - Wood Trellis	\$10,200
Asphalt Paths @ 20%	\$2,546	Asphalt - Seal Coating	\$13,613		
PH Asphalt - Seal Coating	\$872	Pool Furniture @ 20%	\$2,400		
		Wood Chips - Cottage Field Tot	\$2,000		
		PH Asphalt - Patching @5%	\$954		
Total Scheduled Replacements	\$16,207	Total Scheduled Replacements	\$33,856	Total Scheduled Replacements	\$10,200

REPLACEMENT RESERVE ALLOCATION

Cloppers Mill

July 13, 2005

CASH FLOW METHOD - THREE YEAR ALLOCATION OF REPLACEMENT RESERVES

Item #	Component	Estimated Replacement Cost	Allocation of Reserves on Deposit	2006			2007			2008		
				Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance
INTERVAL COMPONENTS												
1	Concrete Sidewalk @ 30%	43,015	8,603			8,603			8,603	6,375		14,978
2	Concrete Curb & Gutters @ 30%	63,945	12,789			12,789			12,789			12,789
3	Concrete Pool - Deck	38,745	7,749			7,749			7,749	5,742		13,491
NORMAL COMPONENTS												
SITE IMPROVEMENTS												
4	Asphalt - Milling/Overlay	148,890										
5	Asphalt - Patching @5%	14,889	14,889			14,889			14,889			14,889
6	Asphalt - Seal Coating	13,613	27,226			27,226			27,226			27,226
7	Asphalt Paths @ 20%	2,546	10,186		(2,546)	7,639			7,639	1,887		9,526
8	Arbor - Wood	4,500										
9	Brick Paver	2,754										
10	Fencing - Vinyl (3 rail)	110,740										
11	Streetlights - Aluminum	19,500	19,500			19,500			19,500			19,500
12	Mailboxes	33,250										
13	Tuckpointing - Monuments/Wall	2,010	2,010			2,010			2,010	1,489	(2,010)	1,489
14	Fountain - Flagstone	20,860								15,457		15,457
15	Fountain - Masonry/Tuckpointing	900	900			900			900	667	(900)	667
16	Fountain - Pump	1,500	1,500			1,500			1,500			1,500
17	Fountain - Wood Trellis	10,200	10,200			10,200			10,200			10,200
18	Wood Retaining Walls - Stags Lc	15,750	10,418	5,332		15,750			15,750			15,750
19	Wood Retaining Walls - Park	6,750	4,465	2,285		6,750			6,750			6,750
20	Storm Water Basins	50,000										
TOT LOTS												
21	Playground Equipment - Cottage	17,000	11,245	5,755		17,000			17,000			17,000
22	Wood Chips - Cottage Field Tot	2,000	4,000			4,000			4,000			4,000
23	Wood Border - Stags Leap	1,710	1,131	579		1,710			1,710			1,710
24	Benches - Cottage Field	1,600	1,058	542		1,600			1,600			1,600
25	Trash Cans - Cottage Field	275	275			275			275			275
26	Playground Equipment - Stags Lc	14,300	9,459	4,841		14,300			14,300			14,300
27	Playground Equipment - Stags Lc	10,500	6,946	3,554		10,500			10,500			10,500
28	Wood Chips - Stags Leap	2,900	7,718	982	(2,900)	5,800			5,800			5,800
29	Wood Border - Stags Leap	855	566	289		855			855			855
30	Streelights (Steel) - Stags Leap	10,000	10,000			10,000			10,000			10,000
31	Benches (Metal) - Stags Leap	5,850	3,870	1,980		5,850			5,850			5,850
32	Trash Cans (Metal) - Stags Leap	2,625	1,736	889		2,625			2,625			2,625
POOL and POOL HOUSE (PH)												
33	PH Asphalt - Milling/Overlay	9,538	6,309	3,229		9,538			9,538			9,538
34	PH Asphalt - Patching @5%	954	1,908			1,908			1,908			1,908
35	PH Asphalt - Seal Coating	872	1,744			1,744			1,744	646	(872)	1,518
36	Pool Structure	204,160										
37	Pool Coping	9,725		747		747	7,687		8,433	1,292		9,725
38	Pool Waterline Tiles	5,446	5,446	418		5,864	4,305	(5,446)	4,723	723		5,446
39	Pool Whitecoat	22,330	22,330	1,715		24,045	17,650	(22,330)	19,364	2,966		22,330
40	Pool Pumps	2,250	2,250			2,250			2,250	1,667	(2,250)	1,667
41	Pool Filter System	16,800		1,290		1,290	13,279		14,569	2,231		16,800
42	Pool Handrail/Ladders	600	397	203		600			600			600
43	Lifeguard Stand	9,000	5,953	3,047		9,000			9,000			9,000
44	Pool Furniture @ 20%	2,400	13,588	812	(2,400)	12,000			12,000	1,778	(2,400)	11,378
45	Picnic Tables	1,300	1,300			1,300			1,300		(1,300)	
46	Bike Rack	300	300			300			300			300
47	Wood Bench	700	700			700			700			700
48	Water Fountain	3,000										
49	Pool Chain Link Fence 6'	6,555	4,336	2,219		6,555			6,555			6,555
50	Pool Chain Link Fence 4'	483	319	164		483			483			483
POOL and POOL HOUSE (PH)												

REPLACEMENT RESERVE ALLOCATION

Cloppers Mill

July 13, 2005

CASH FLOW METHOD - THREE YEAR ALLOCATION OF REPLACEMENT RESERVES

Item #	Component	Estimated Replacement Cost	Allocation of Reserves on Deposit	2006			2007			2008		
				Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance
51	PH Metal Roof	14,375										
52	PH EIFS Siding - Recoat	6,960	6,960			6,960			6,960			6,960
53	PH Windows	6,600										
54	PH Metal Doors	2,200	1,455	745		2,200			2,200			2,200
55	PH Entry Doors	1,900										
56	PH Commodes	5,950										
57	PH Urinals	2,400										
58	PH Toilet Partitions	3,850	2,547	1,303		3,850			3,850			3,850
59	PH Wash Basins	2,625										
60	PH Showers	3,600										
61	PH Ceramic Tile	1,485										
62	PH Hot Water Heater	2,500										

REPLACEMENT RESERVE ALLOCATION

Cloppers Mill

July 13, 2005

COMPONENT METHOD - THREE YEAR ALLOCATION OF REPLACEMENT RESERVES

Item #	Component	Estimated Replacement Cost	Allocation of Reserves on Deposit	2006			2007			2008		
				Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance
INTERVAL COMPONENTS												
1	Concrete Sidewalk @ 30%	43,015	12,645	1,752		14,397	1,752		16,149	1,752		17,902
2	Concrete Curb & Gutters @ 30%	63,945	14,770	2,381		17,151	2,381		19,533	2,381		21,914
3	Concrete Pool - Deck	38,745	11,390	1,578		12,968	1,578		14,546	1,578		16,124
NORMAL COMPONENTS												
SITE IMPROVEMENTS												
4	Asphalt - Milling/Overlay	148,890	35,172	8,123		43,295	8,123		51,418	8,123		59,540
5	Asphalt - Patching @5%	14,889	1,172	1,524		2,696	1,524		4,221	1,524		5,745
6	Asphalt - Seal Coating	13,613	2,144	2,867		5,011	2,867		7,878	2,867		10,746
7	Asphalt Paths @ 20%	2,546	2,005	541	(2,546)		849		849	849		1,698
8	Arbor - Wood	4,500	1,276	202		1,477	202		1,679	202		1,880
9	Brick Paver	2,754	781	123		904	123		1,027	123		1,151
10	Fencing - Vinyl (3 rail)	110,740	26,160	4,028		30,188	4,028		34,215	4,028		38,243
11	Streetlights - Aluminum	19,500	11,670	1,305		12,975	1,305		14,280	1,305		15,585
12	Mailboxes	33,250	9,426	1,489		10,915	1,489		12,404	1,489		13,893
13	Tuckpointing - Monuments/Wall	2,010	1,108	301		1,409	301		1,709		(2,010)	
14	Fountain - Flagstone	20,860	5,749	1,162		6,911	1,162		8,074	1,162		9,236
15	Fountain - Masonry/Tuckpointing	900	496	135		631	135		765	135	(900)	
16	Fountain - Pump	1,500	630	124		754	124		879	124		1,003
17	Fountain - Wood Trellis	10,200	4,016	618		4,634	618		5,253	618		5,871
18	Wood Retaining Walls - Stags Lc	15,750	5,581	924		6,505	924		7,430	924		8,354
19	Wood Retaining Walls - Park	6,750	2,392	396		2,788	396		3,184	396		3,580
20	Storm Water Basins	50,000	8,859	1,327		10,186	1,327		11,513	1,327		12,840
TOT LOTS												
21	Playground Equipment - Cottage	17,000	6,024	998		7,022	998		8,020	998		9,017
22	Wood Chips - Cottage Field Tot	2,000	315	421		736	421		1,157	421		1,579
23	Wood Border - Stags Leap	1,710	359	123		482	123		605	123		728
24	Benches - Cottage Field	1,600	567	94		661	94		755	94		849
25	Trash Cans - Cottage Field	275	87	21		108	21		128	21		149
26	Playground Equipment - Stags Lc	14,300	3,003	1,027		4,030	1,027		5,057	1,027		6,084
27	Playground Equipment - Stags Lc	10,500	2,205	754		2,959	754		3,713	754		4,467
28	Wood Chips - Stags Leap	2,900	2,284	616	(2,900)		580		580	580		1,160
29	Wood Border - Stags Leap	855	180	61		241	61		302	61		364
30	Streelights (Steel) - Stags Leap	10,000	6,299	617		6,916	617		7,533	617		8,150
31	Benches (Metal) - Stags Leap	5,850	2,073	343		2,416	343		2,760	343		3,103
32	Trash Cans (Metal) - Stags Leap	2,625	930	154		1,084	154		1,238	154		1,392
POOL and POOL HOUSE (PH)												
33	PH Asphalt - Milling/Overlay	9,538	3,380	560		3,939	560		4,499	560		5,059
34	PH Asphalt - Patching @5%	954	150	201		351	201		552	201		753
35	PH Asphalt - Seal Coating	872	275	199		474	199		673	199	(872)	
36	Pool Structure	204,160	32,152	5,375		37,528	5,375		42,903	5,375		48,278
37	Pool Coping	9,725	3,063	555		3,618	555		4,173	555		4,729
38	Pool Waterline Tiles	5,446	3,431	1,008		4,438	1,008		5,446		(5,446)	
39	Pool Whitecoat	22,330	14,067	4,132		18,198	4,132	(22,330)		2,233		2,233
40	Pool Pumps	2,250	1,240	337		1,577	337		1,913	337	(2,250)	
41	Pool Filter System	16,800	5,292	959		6,251	959		7,210	959		8,169
42	Pool Handrail/Ladders	600	126	43		169	43		212	43		255
43	Lifeguard Stand	9,000	1,890	646		2,536	646		3,183	646		3,829
44	Pool Furniture @ 20%	2,400	1,890	510	(2,400)		1,200		1,200	1,200	(2,400)	
45	Picnic Tables	1,300	819	160		979	160		1,140	160	(1,300)	
46	Bike Rack	300	142	26		168	26		194	26		221
47	Wood Bench	700	220	80		300	80		380	80		460
48	Water Fountain	3,000	709	109		818	109		927	109		1,036
49	Pool Chain Link Fence 6'	6,555	2,323	385		2,707	385		3,092	385		3,477
50	Pool Chain Link Fence 4'	483	171	28		199	28		228	28		256
POOL and POOL HOUSE (PH)												

REPLACEMENT RESERVE ALLOCATION**Cloppers Mill****July 13, 2005****COMPONENT METHOD - THREE YEAR ALLOCATION OF REPLACEMENT RESERVES**

Item #	Component	Estimated Replacement Cost	Allocation of Reserves on Deposit	2006			2007			2008		
				Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance	Deposits	Expenses	Year End Balance
51	PH Metal Roof	14,375	2,911	441		3,352	441		3,793	441		4,233
52	PH EIFS Siding - Recoat	6,960	2,192	795		2,987	795		3,781	795		4,576
53	PH Windows	6,600	1,336	202		1,539	202		1,741	202		1,944
54	PH Metal Doors	2,200	970	112		1,082	112		1,194	112		1,306
55	PH Entry Doors	1,900	539	85		624	85		709	85		794
56	PH Commodes	5,950	1,406	216		1,622	216		1,838	216		2,055
57	PH Urinals	2,400	567	87		654	87		742	87		829
58	PH Toilet Partitions	3,850	1,364	226		1,590	226		1,816	226		2,042
59	PH Wash Basins	2,625	620	95		716	95		811	95		907
60	PH Showers	3,600	850	131		981	131		1,112	131		1,243
61	PH Ceramic Tile	1,485	421	67		487	67		554	67		620
62	PH Hot Water Heater	2,500		119		119	119		238	119		357