

## ASHBURN FARM ASSOCIATION

### 2012 Budget

	FY 2009 Actual	FY 2010 Actual	FY 2011 Budget	FY 2012 Draft Budget	Percentage Change from FY2011
<b>Revenue</b>					
Assessments	\$ 2,811,790	\$ 3,001,562	\$ 3,103,472	\$ 3,051,750	-1.7%
Investment Revenue	78,965	82,877	65,000	60,900	-6.3%
Disclosure Packets	31,525	30,006	30,000	35,000	16.7%
Advertising	54,080	60,070	58,000	58,000	0.0%
Events income	8,501	7,900	8,000	8,000	0.0%
Amenities income	313,615	92,934	57,100	78,000	36.6%
Misc income	83,115	74,686	87,900	69,000	-21.5%
<b>Total Revenue</b>	<b>\$ 3,381,591</b>	<b>\$ 3,350,035</b>	<b>\$ 3,409,472</b>	<b>\$ 3,360,650</b>	<b>-1.4%</b>
<b>Expenses</b>					
<b>General &amp; Administrative</b>					
Payroll & Benefits	\$ 647,465	\$ 709,416	\$ 733,800	\$ 700,100	-4.6%
Office expenses	57,783	53,888	72,950	106,155	45.5%
Bad Debt	35,824	15,821	20,000	18,000	-10.0%
Auditor	7,400	6,250	7,000	7,000	0.0%
Legal	79,466	62,501	65,000	65,000	0.0%
Accounting Services	84,824	88,154	91,050	94,237	3.5%
Communications/Newsletter	61,160	62,882	64,000	66,000	3.1%
Insurance	54,585	50,930	51,983	43,070	-17.1%
Reserve Study	4,900	-	-	-	100.0%
Subtotal G&A	\$ 1,033,406	\$ 1,049,840	\$ 1,105,783	\$ 1,099,562	-0.6%
<b>Operations</b>					
Landscaping	415,782	420,080	419,536	421,000	0.3%
Snow Removal	59,224	159,356	53,000	47,500	-10.4%
Trash Collection	685,937	613,750	622,128	660,492	6.2%
Pool Management/Maint/Repair	274,478	274,929	266,760	250,500	-6.1%
Asset maintenance/repair	94,312	80,320	107,600	122,126	13.5%
Misc cost of operations	51,926	10,566	16,600	1,606	-90.3%
Subtotal operations	\$ 1,581,660	\$ 1,559,002	\$ 1,485,624	\$ 1,503,224	1.2%
Utilities	138,782	121,192	155,500	122,600	-21.2%
Fed & State Taxes	-	7,457	16,500	8,250	-50.0%
Committee Programs	67,486	64,034	63,800	64,850	1.6%
Reserve Contributions	477,296	511,100	582,265	562,164	-3.5%
<b>Total Expenses</b>	<b>\$ 3,298,631</b>	<b>\$ 3,312,624</b>	<b>\$ 3,409,472</b>	<b>\$ 3,360,650</b>	<b>-1.4%</b>

ASSESSMENT SUMMARY	Annual FY 2011	Proposed Annual FY 2012	Percent Change (+/-)	Quarterly FY 2011	Proposed Quarterly FY 2012
Single Family	\$766	\$779	1.7%	\$191.50	\$194.75
Townhouse	\$973	\$922	-5.5%	\$243.25	\$230.50
Condominium / Apartment	\$553	\$545	-1.5%	\$138.25	\$136.25