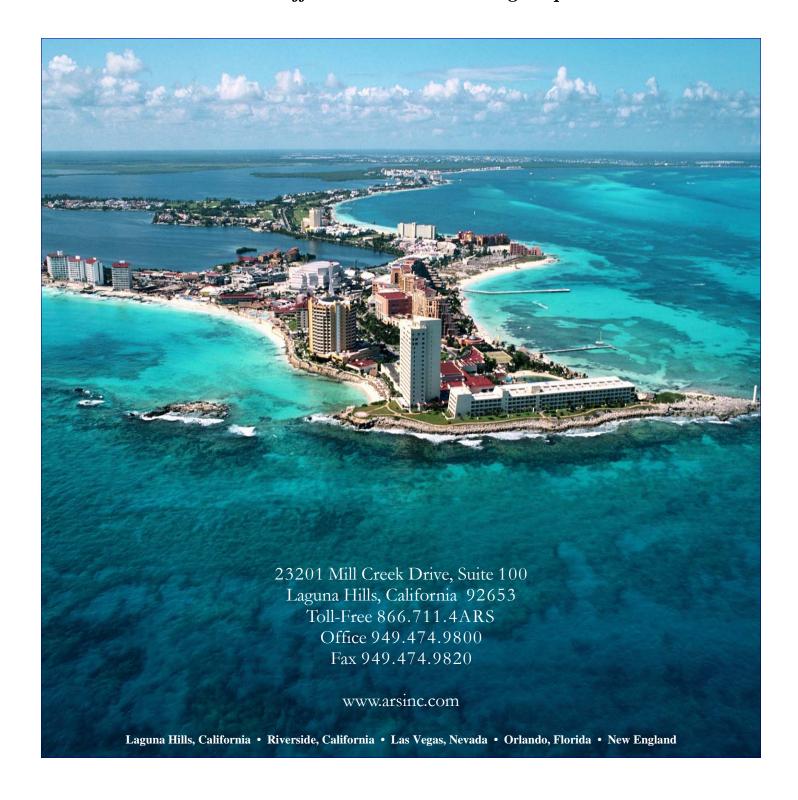


### ADVANCED RESERVE SOLUTIONS, INC.

It's simple to make something difficult, but it's difficult to make something simple.





#### Difficult challenges met with simple solutions...

Advanced Reserve Solutions, Inc. sets the industry standard for excellence in service and enables our clients to meet their long-range fiscal planning goals by providing the most accurate and comprehensive reserve analyses.



Marina Hills Community Association Laguna Niguel, California

ARS is an internationally recognized authority on reserve budgeting. Clients on three continents — North America, Europe and Asia — have chosen ARS because of our vast experience, attention to detail and unsurpassed report format.

ARS developed and uses WinReserve<sup>™</sup> reserve study software. WinReserve<sup>™</sup> is a revolutionary Microsoft Windows<sup>®</sup>-based application developed specifically for the analysis of homeowner association reserve funds. Full-color ARS reserve studies have earned rave reviews from our clients as well as our competitors.

ARS specializes in the preparation of reserve analyses. We are not involved in other unrelated fields such as construction defect investigation or construction management. Providing reserve solutions is a demanding specialty which requires focus and purpose.

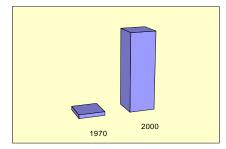
Currently, 42 million people in the United States
live in some form of homeowners association

#### It's budget time again...

### And, you're faced with developing a realistic and adequate reserve budget for the coming year and beyond...

#### You want it done right.

The Board of Directors of an association has a legal and fiduciary duty to maintain the community in a good state of repair. Individual property values are significantly impacted by the level of maintenance and upkeep provided by the association. A "healthy" reserve fund is essential to protect and maintain the association's common areas and the property values of the individual unit owners.



Association living is the fastest-growing form of housing in the nation. In 1970, there were 10,000 community associations; today, there are more than 200,000.

# A prudent plan must be implemented to address the issues of long-range

#### maintenance and replacement of common areas

When your community's assets and property values are on the line, it takes strategic vision combined with superior logic-based solutions to develop a financial "blueprint" that addresses your community's future needs. ARS customizes each reserve analysis to meet the unique needs of the individual client. A dedicated effort is made to ensure that the reserve analysis accurately reflects your association's maintenance responsibilities and standards. An ARS reserve analysis is one of the most significant elements of any association's long-range plan.



Marriott's Club Son Antem Mallorca, Spain

## ARS reserve analyses provide the <u>critical link</u> between

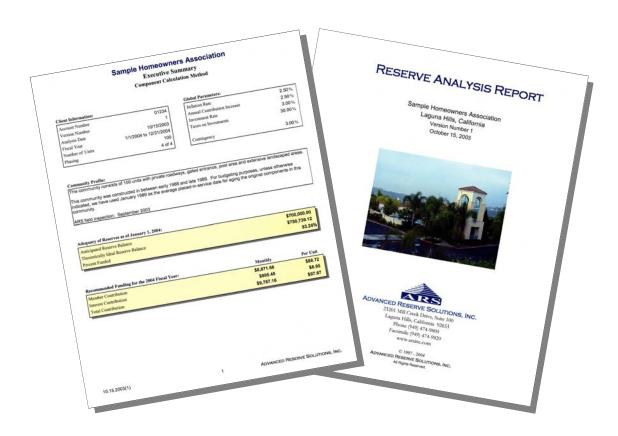
sound business judgment and good fiscal planning

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#### **Introducing the ARS Reserve Analysis** ▼

Full-color ARS reserve studies include a variety of informative and easy-to-understand summaries as well as a comprehensive detail section.

Sample reserve studies are available in Adobe PDF format at our web site: arsinc.com.

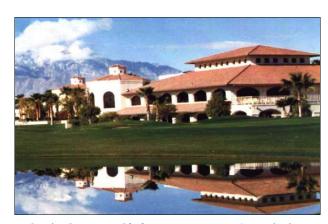


#### **Executive Summary** $\blacktriangle$ $\blacktriangle$ $\blacktriangle$

Provides general information about the client, global parameters used in the calculation of the reserve analysis as well as the core results. This single page summary provides the "adequacy of reserves" in terms of the percent funded as well as the "bottom line" recommended funding.

Our findings and recommendations are clear and concise.

ARS serves over 200,000 homeowners



Oasis Country Club Homeowners Association
Palm Desert, California

#### Calculation of Percent Funded > > >

Displays all reserve components, shown here in "category" order, along with useful life, remaining life, current replacement cost and theoretically ideal reserves. Each column is sub totaled throughout the summary and the total is displayed at the bottom.

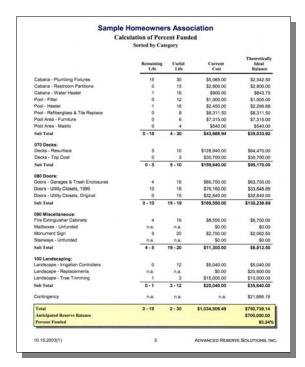
Your CPA will use this summary as part of your annual audit or review.

According to a CAI survey,
the number one reason people

"to protect property values"

serve as board members is

Distribution of Current Reserve Funds				
Sorted by Remaining Life				
	Remaining Life	Theoretically Ideal Balance	Assigned Reserves	
Cabana - Ceramic Tile, Exterior	0	\$2,439.04	\$2,439.04	
Cabana - Restroom Partitions	0	\$2,800.00	\$2,800.00	
Decks - Top Coat	0	\$30,700.00	\$30,700.00	
Doors - Utility Closets, Original	0	\$32,640.00	\$32,640.00	
Landscape - Irrigation Controllers	0	\$5,040.00	\$5,040.00	
Landscape - Replacements	n.a.	\$20,600.00	\$20,600.00	
Mailboxes - Unfunded	n.a.	\$0.00	\$0.00	
Painting - Red Curbs	0	\$796.25	\$796.25	
Painting - Woodwork	0	\$66,408.00	\$66,408.00	
Painting - Wrought Iron, Units	0	\$3,675.00	\$3,675.00	
Pool - Filter	0	\$1,000.00	\$1,000.00	
Pool - Refiberglass & Tile Replace	0	\$8,311.50	\$8,311.50	
Pool Area - Furniture	0	\$7,315.00	\$7,315.00	
Pool Area - Mastic	0	\$540.00	\$540.00	
Roofs - Flat, Original	0	\$72,594.00	\$72,594.00	
Stairways - Unfunded	n.a.	\$0.00	\$0.00	
Streets - Asphalt, Repair	0	\$2,519.00	\$2,519.00	
Streets - Asphalt, Slurry Seal	0	\$5,038.00	\$5,038.00	
Streets - Concrete, Unfunded	n.a.	\$0.00	\$0.00	
Access - Gate Operator, Entrance	1	\$2,025.00	\$2 025 00	
Access - Phone System	1	\$3.825.00	\$3,825.00	
Cabana - Water Heater	1	\$843.75	\$843.75	
Landscape - Tree Trimming	1	\$10,000.00	\$10,000.00	
Painting - Wrought Iron, Grounds	1	\$2,238.89	\$2,238.89	
Pool - Heater	1	\$2,296.88	\$2,296.88	
Access - Gate Operator, Exit	4	\$1,350.00	\$1,350.00	
Cabana - Doors	4	\$1,421.05	\$1,421.05	
Doors - Garages & Trash Enclosures	4	\$83,750.00	\$63,750.00	
Fire Extinguisher Cabinets	4	\$6,750.00	\$6,750.00	
Lighting - Buildings	4	\$8,897.37	\$8,897.37	
Painting - Stucco & Masonry	4	\$40,456.13	\$40,456.13	
Decks - Resurface	5	\$64,470.00	\$64,470.00	
Fencing - Wrought Iron, Perimeter	5	\$13,272.04	\$13,272.04	
Fencing - Wrought Iron, Pool Area	5	\$8,097.19	\$8,097.19	
Monument Sign	5	\$2,062.50	\$2,062.50	
Roofs - Flat, 1997	7	\$4,192.74	\$4,192.74	
10.15.2003(1)	4	ADVANCED RESERVE SOLUTIONS, INC.		





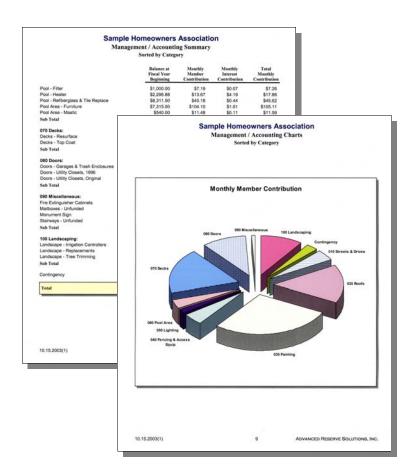
Aliso Viejo Community Association
Aliso Viejo, California

#### **◀ ◀ ■ Distribution of Reserve Funds**

Displays all reserve components, shown here in "ascending remaining life" order, along with theoretically ideal reserves and assigned reserves.

The assigned reserves column shows the amount of existing reserve funds that were assigned to each component during the first step in the component method calculation process.

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### **◀ ◀ ■ Management/Accounting Summary & Charts**

Summary displays all reserve components, shown here in "category" order, along with fund balance at fiscal year beginning and, monthly member, interest and total contributions. Each column is sub totaled throughout the summary and the total is displayed at the bottom.

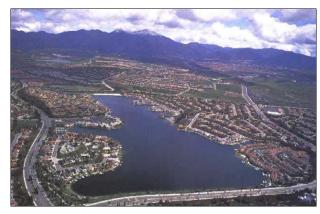
Charts show the information in an easy-tounderstand, full-color graphic format.

Your treasurer or property manager will use this summary to reallocate reserves on your balance sheet and to prepare the annual budget.

## A "healthy" reserve fund will decrease or eliminate the need for special assessments



The Lodge at Mountain Village Telluride, Colorado



**Lake Mission Viejo Association**Mission Viejo, California



Marriott's Phuket Beach Club Phuket, Thailand



Spinnaker Bay Slip Owners Association Long Beach, California

#### **Annual Expenditure Summary > >**



Displays all anticipated expenditures for each year of the projection period, typically 30 years.

Board members and homeowners will appreciate the simplicity of this information.

Sample Homeowners Association Annual Expenditure Detail				
2004 Fiscal Year				
Cabana - Ceramic Tile, Exterior		\$2,439.04		
Cabana - Restroom Partitions		\$2,800.00		
Decks - Top Coat		\$30,700.00		
Doors - Utility Closets, Original		\$32,640.00		
Landscape - Irrigation Controllers		\$5,040.00		
Painting - Red Curbs		\$796.25		
Painting - Woodwork		\$66,408.00		
Painting - Wrought Iron, Units		\$3,675.00		
Pool - Filter		\$1,000.00		
Pool - Refiberglass & Tile Replace		\$8,311.50		
Pool Area - Furniture		\$7,315.00		
Pool Area - Mastic		\$540.00		
Roofs - Flat, Original		\$72.594.00		
Streets - Asphalt, Repair		\$2.519.00		
Streets - Asphalt, Slurry Seal		\$5,038.00		
Total		\$241,815.79		
2005 Fiscal Year				
Access - Gate Operator, Entrance		\$2,306.25		
Access - Phone System		\$4,356.25		
Cabana - Water Heater		\$922.50		
Landscape - Tree Trimming		\$15,375.00		
Painting - Wrought Iron, Grounds		\$3,492.18		
Pool - Heater		\$2,511.25		
Total		\$28,963.43		
2006 Fiscal Year				
Painting - Red Curbs		\$836,62		
Total		\$836.62		
2008 Fiscal Year				
Access - Gate Operator, Exit		\$2,483.58		
Cabana - Doors		\$1,986.86		
Doors - Garages & Trash Enclosures		\$89,132.89		
Fire Extinguisher Cabinets		\$9,437.60		
Landscape - Tree Trimming		\$16,557.19		
Lighting - Buildings		\$12,439.97		
Painting - Red Curbs		\$879.06		
Painting - Stucco & Masonry		\$89,293.41		
Painting - Woodwork		\$73,300.94		
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**Palmia Community Association** Mission Viejo, California

Reserve expenditures are essential to maintain property values

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#### Projections & Charts ▼ ▼ ▼

Projections show the beginning balance, reserve contribution, interest earned, expenditures, ending balance, theoretically ideal ending balance and percent funded for each year in the projection period (typically 30 years).

Full-color charts show the same information in an easy-to-understand graphic format.

Every member of the Board will appreciate the long-range plan depicted on these pages.

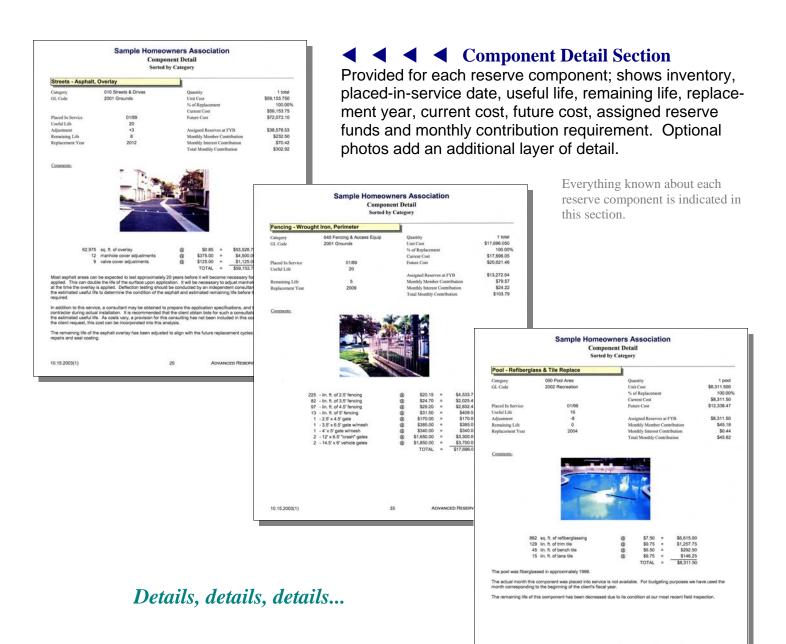




Trabuco Highlands Community Association
Trabuco Canyon, California

CAI estimates that U.S. associations hold \$18 billion in total reserve funds

ARS clients contribute over \$7 million per month into their reserve funds which total close to \$500 million





Desert Shores Community Association Las Vegas, Nevada

The ARS reserve analysis

is unparalleled in the industry

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#### **Noteworthy Clients V**









Marriott's Grand Vista Resort Orlando, Florida



Newport Coast Master Association Newport Coast, California



**Hamilton Cove Homeowners Association** Avalon, Catalina Island, California



Marriott's Grande Ocean Resort Hilton Head Island, South Carolina



**Century Hill Homeowners Association** Century City, California



**Ritz Carlton Bachelor Gulch Resort** Bachelor Gulch, Colorado

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Coto de Caza Master Association Coto de Caza, California



**Nautical Villas Homeowners Association** Silver Lakes, California



Lake Las Vegas Community Association Lake Las Vegas, Nevada



601 Lido Homeowners Association Newport Beach, California



**Tuscany Hills Community Association** Lake Elsinore, California



Marriott's Cypress Harbour Resort Orlando, Florida







**▲** See arsinc.com For Additional Clients From Around The World

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#### **Client References**

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Palmia Community Association Fran Davis, PCAM® CCAM® (949) 472-5075



Sun Lakes Country Club Association
Banning, California

California Court Community Association Charles Bicknell, Board Member (949) 588-0929

Lake Forest II Community Association Cindy Christenson, Finance Manager (949) 586-0860

Canyon Estates Community Association Sandy Meyer, PCAM® CCAM® (949) 458-9828



Heritage Palms Homeowners Association Indio, California

UCI Housing Authority Andrew Herndon, Vice President (949) 824-2424

Trabuco Highlands Community Association Dori Kagan, CCAM<sup>®</sup> (949) 582-7770

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Lake Mission Viejo Association Chuck Leonard, General Manager (949) 770-9619

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Add Your Name Here

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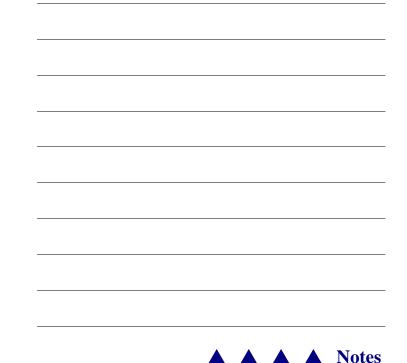


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ARS is proud to be an active member of Community Associations Institute



Orange County Regional Chapter • Greater Los Angeles Chapter Coachella Valley (California) Chapter • Greater Inland Empire Chapter Southern Nevada Chapter • Georgia Chapter • Central Florida Chapter Massachusetts Chapter • New Hampshire Chapter

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