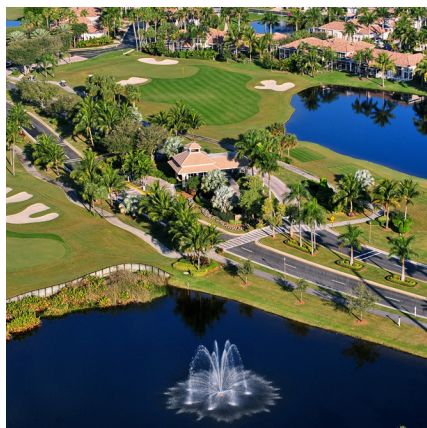




ASSOCIATION
RESERVES®

Reserve Studies for Community Associations



About Us

www.reservestudy.com

Each Year,
Thousands of Managers,
Board Members,
and Facility Directors
Trust us to Create their
Reserve Funding Plans

39+

YEARS
EXPERIENCE

100,000

RESERVE STUDIES
COMPLETED

\$14.2

BILLION FUNDING
GUIDANCE PROVIDED

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INTRODUCTION

Association Reserves is the nationwide leader in Reserve Study preparation. Established in 1986, Association Reserves has been instrumental in defining and advocating the National Reserve Study Standards endorsed by the Community Associations Institute (CAI). In our 39 plus years in business, our firm has completed over 100,000 Reserve Studies for properties of all types, including condominium and homeowners associations, community development districts, timeshare and resort properties, commercial facilities, camps, retreat centers, schools, worship facilities, municipalities and more. Our clients range from small, boutique condo properties to large master associations representing tens of thousands of owners.



Each Reserve Study is conducted with special consideration for the unique characteristics of the client property, including age, regional weather patterns, local pricing factors, and input from the Manager and Board of Directors. Our time-tested approach involves thorough research of all key factors, especially project history, projected useful life and cost data, and aesthetic standards in the local area.



Founder and CEO Robert M. Nordlund is a Professional Engineer, CAI Reserve Specialist® (#5), and former board president of his own 71-unit homeowners association. He obtained his bachelor's degree from the University of Washington in Mechanical Engineering, and is a member of the prestigious engineering honor society Tau Beta Pi. In addition, he is a past Chairman of CAI's Reserve Professionals Committee, past President of the Association of Professional Reserve Analysts (APRA), past President of CAI's Greater Los Angeles Chapter, and a frequent speaker in industry-sponsored seminars and presentations throughout the United States.

Association Reserves serves the reserve planning needs of Association-governed communities from nineteen regional offices located throughout the United States. Staffed with credentialed Reserve Specialists, we carry worker's compensation, automobile liability and general liability insurance, and will gladly provide certificates upon request.



OUR TEAM



Robert Nordlund, PE, RS
Founder and CEO



Cathy Schrader, PE
CMO/CFO



Paige Schaueremann
Director of Marketing



DJ Vlaming, RS
President
Serving Arizona & Mexico



Sean Kargari, RS
President
Serving California - LA County,
Hawaii & Nevada



Sean Andersen, RS
President
Serving California - Orange County,
Inland Empire & Coachella Valley



Matthew Swain, RS
President
Serving California - San Diego &
Imperial Counties



Derek Eckert, RS
President
Serving California - SF Bay Area,
NorCal, & Central Valley



Bryan Farley, RS
President
Serving Colorado & Utah



Will Simons, RS
President
Florida & the Southeast



Mark Bradley
President
Serving the Mid-Atlantic



Chip Munday, LSM, PCAM
President
Serving the State of New Mexico



Co-Lee Grev, AMS, PCAM, RS
President
Serving Ohio & the Northeast



Wayne Johnson
President
Serving the Carolinas



Elon Goldman, RS
President
Serving Texas, Arkansas,
& Oklahoma



Brian Weaver, PCAM
President
Serving the Tri-State Area



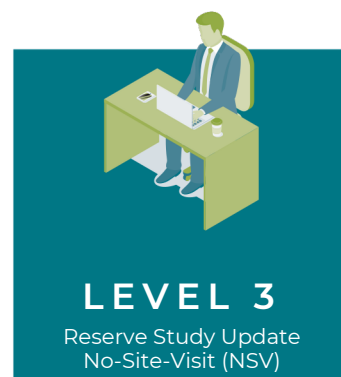
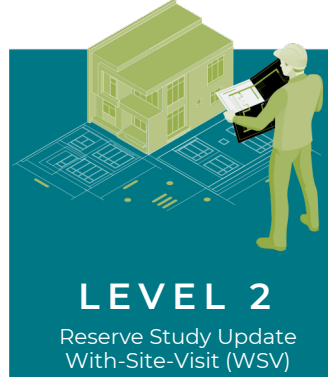
Jim Talaga, RS
President
Serving Washington & the
Pacific Northwest

FREQUENTLY ASKED QUESTIONS

WHAT'S A RESERVE STUDY?

A Reserve Study is a tool used by Association-governed communities to help plan financially for major common area repair & replacement projects.

We offer three levels of professional Reserve Study Services:



All of our studies cover a one year period, corresponding to the Association's current or upcoming fiscal year. Every study contains three key results:

1. A RESERVE COMPONENT LIST
detailing the scope & schedule of all repair & replacement projects

2. A CALCULATION OF RESERVE FUND STRENGTH (% FUNDED)
that measures how well the Reserve Fund has kept pace with ongoing common area deterioration

3. A CUSTOM 30-YEAR RESERVE FUNDING PLAN
that allows for timely repairs & replacements, with an emphasis on avoiding Special Assessments

FREQUENTLY ASKED QUESTIONS

WHAT TYPES OF PROJECTS OR COMPONENTS ARE INCLUDED IN A RESERVE STUDY?

Our firm helped establish the National Reserve Study Standards, which specify the following three-part test for whether a certain project qualifies for reserve funding:

- #1. MUST BE THE ASSOCIATION’S RESPONSIBILITY
- #2. THE PROJECT’S NEED AND SCHEDULE CAN BE REASONABLY ANTICIPATED
- #3. THE TOTAL COST FOR THE PROJECT IS MATERIAL IN SIZE AND CAN BE REASONABLY ESTIMATED (AND IS TO INCLUDE ALL DIRECT AND RELATED COSTS)

We typically recommend reserve funding for projects such as: asphalt resurfacing, deck sealing and restoration, elevator modernization, interior/amenity area remodeling, major mechanical systems (fire alarm, hot water, HVAC, etc.), painting/waterproofing, pool and spa expenses, roof replacement, and many more. Since every property is unique, every Component List will be different.

HOW LONG DOES THE PROCESS TAKE?

Turnaround times vary by office, but in general we offer three options: Rush (2-weeks), Standard (5-weeks), and Economy (8-weeks). The timeframe begins when we receive your signed Agreement, 50% deposit, and other documents of significance.



FREQUENTLY ASKED QUESTIONS



ARE RESERVE STUDIES REALLY THAT IMPORTANT?

Absolutely. It's fairly easy to plan and prepare for recurring operating costs like management fees, insurance premiums, landscaping contracts, and utilities, but what about the projects and expenses that DON'T happen every year? That's our specialty...identifying and forecasting reserve projects that are certain to occur, but are often overlooked or underestimated. There's no question that setting aside Reserve funds over a long period of time is the simplest, most cost-effective, and most responsible way to plan for major repair & replacement projects. The work will need to be done in a timely manner; it's up to the association to plan accordingly.

Without adequate Reserves, associations will face the unpleasant consequence of taking out costly loans, or passing special assessments, or worst, accept a drop in home values due to deteriorating conditions, deferred maintenance, and reduced curb appeal. A current, reliable Reserve Study is the first step toward long-term financial strength for every association. The absence of a current Reserve Study has serious consequences for every stakeholder:

- Managers are unable to lead the association to a better future.
- Boardmembers are unprepared and open to liability
- Homeowners are caught off guard with surprise Special Assessments

A current, reliable Reserve Study is a hallmark of well-managed associations, and an important part of a the Board's fiduciary duty to act in the best interest of their association members.



WHAT'S THE PROCESS?

1. PRELIMINARY RESEARCH AND SCHEDULING

- Project Manager is assigned to the job
- Background information is collected
- Site inspection is scheduled (if necessary)

2. SITE INSPECTION (AS NECESSARY)

- Project Manager meets with a representative of the association to ask preliminary questions
- Physical inspection of the property that includes photographing, measuring, and taking notes on all common area assets or areas that need to be included
- Time on site is dependent on size of association and amount of common area assets
- "Full" Reserve Studies will require more time on-site due to first time measurements

3. FOLLOW UP RESEARCH

- Your Project Manager organizes and interprets the raw data gathered during the site inspection, reviews measurements, notes and photographs
- The component list is established, along with life and cost estimates
 - We use historical information provided by the clients*, review any bids or estimates for upcoming work, contact current vendors if necessary, reference a construction estimating software and use our database of "actual" client projects in your area

*Including other available reports (structural, electrical, plumbing, etc.)

4. REPORT PREPARATION & DELIVERY

- Your Project Manager reviews the current financials to calculate Reserve Fund Strength and create a Funding Plan recommendation
- The final Reserve Study is completed
- All Reserve Study related files are posted online for password-protected 24/7 access throughout the duration of your fiscal year
- Client is given access to our online funding software, uPlanIt for the remainder of the budget season to evaluate various "What if?" scenarios.

THE OAKS AT CALABASAS

- Reserves dropped \$400,000 in 2006 to \$40,000 at the end of 2007
- The board had dipped into Reserves for operating purposes without paying back the Reserves
- The previous HOA president misallocated funds, overpaid for service contracts, and approved inappropriate deals within the HOA
- The association worked with Association Reserves to create a plan to get them back on track that included a raise in assessments
- Robert Nordlund assisted the homeowners in a lawsuit against the HOA that supported the financial decisions moving forward
- Facts, analysis, and explanations provided by Association Reserves helped The Oaks at Calabasas rebuild trust with it's homeowners



MATER DOLOROSA RETREAT CENTER

- Like many institutions, Mater Dolorosa took a casual approach to maintenance funding with no plan in place
- Management & board decided to invest in a Reserve Study conducted by Association Reserves
- After outlining all of Mater Dolorosa's components, it was found that the retreat center was hundreds of thousands behind in what was needed to successfully repair and replace on time
- Mater Dolorosa has now been fully funded for years, thanks to a clear plan laid out by their Reserve Study



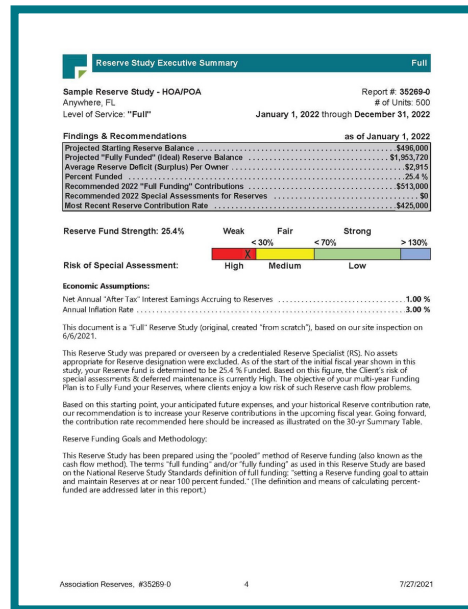
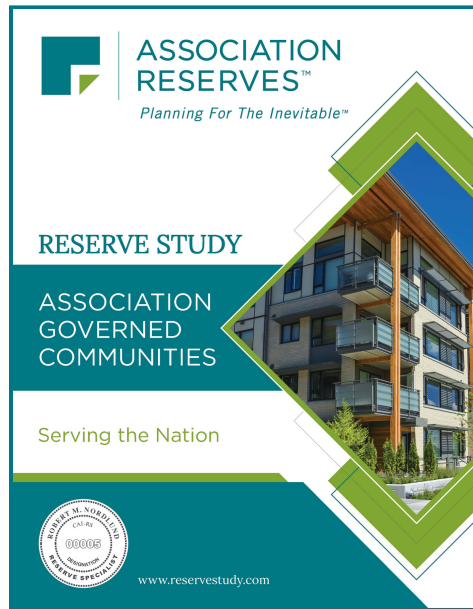
MISSION DEL ORO HOA

- Mission Del Oro was in the unfortunate situation of being involved with a builder lawsuit and needing structural fixes
- Some funds were received from the lawsuit, but the association used existing Reserve funds to cover the costs not reimbursed by the lawsuit
- The 2008 recession hit the association hard and a special assessment was looming - the association was barely over 30% funded
- Armed with an Association Reserves Reserve Study, the board was able to prioritize projects and complete money saving upgrades
- Since 2008, Mission Del Oro has steadily increased to levels consistently over 70% funded with low risk of special assessments



WHAT CAN I EXPECT TO SEE IN MY RESERVE STUDY?

Simple, easy-to-read summary of recommendations, with a clear,
organized listing of Reserve components.



Executive Summary Table Report # 35289-0 Full

# Component	Useful Life (yrs)	Rem. Useful Life (yrs)	Current Average Cost
Site and Grounds			
2107 Concrete Sidewalks - Repair	4	0	\$20,200
2119 Pavers (Roadways) - Replace	40	35	\$175,500
2120 Pavers (Walkways) - Replace	40	35	\$33,250
2123 Asphalt - Seal/Repair	4	0	\$125,500
2125 Asphalt - Resurfacing	20	18	\$1,220,000
2137 Site Fencing (Metal) - Replace	25	20	\$23,100
2145 Entry/Exit Gates - Replace	25	20	\$19,950
2150 Fountain/Water Feature - Refurbish	10	5	\$137,000
2157 Refurbish Walks - Repair/Repaint	7	2	\$84,168
2168 Mailboxes (Wood) - Replace	20	15	\$95,300
2169 Sign/Monument - Refurbish/Replace	20	15	\$40,450
2175 Site Pole Lights - Replace	25	20	\$174,000
2181 Outdoor Site Furniture - Replace	15	10	\$30,250
Building Exterior			
2307 Awnings (Door/Entry) - Replace	10	5	\$4,370
2308 Shade/Canopy - Replace	10	5	\$171,500
2343 Building Exterior - Seal/Repaint	7	1	\$13,700
2367 Windows & Doors (Common) - Replace	40	35	\$44,000
2377 Roofs (Mod. Shingles) - Replace	20	15	\$34,150
2383 Roofs (Tile) - Replace	25	20	\$426,500
Mechanical/Electrical/Plumbing			
2501 Intercom/Entry Systems - Replace	10	5	\$3,825
2507 Barcode Readers - Replace	10	5	\$20,250
2508 Gate Operators - Replace	10	5	\$14,800
2511 Barrier Arm Operators - Replace	10	5	\$41,800
2519 Vibration/Lift - Replace	30	25	\$11,470
2522 HVAC System (Clubhouse) - Replace	15	10	\$445,900
2522 HVAC System (Guardhouse) - Replace	15	9	\$2,405
2522 HVAC System (Pro Shop) - Replace	15	9	\$3,170
2543 Security Cameras - Upgrade/Replace	10	5	\$28,450
2549 Generator - Replace	40	35	\$114,050
2557 Fire Alarm System - Modernize	20	15	\$28,450
2595 Irrigation Pump Stations - Replace	20	15	\$339,000
2597 Irrigation Controllers - Replace	15	10	\$18,950
2598 Pond Fountains - Replace	10	5	\$31,700
2599 Golf Carts - Replace	10	5	\$14,200

Clubhouse
 Association Reserves, #35289-0 6 7/27/2021



Large, color-coded
charts and tables to
illustrate long-term
implications

HERE'S A SAMPLE OF OUR INVENTORY APPENDIX PAGES.

We devote a half-page summary to every single component included in your Reserve Study.

Useful Life & Remaining Useful Life Estimates

Full Color Photographs

Descriptive, detailed commentary

Accurate cost estimates, and description of information source

Comp #: 2797 Pool Equipment - Maintain/Replace **Quantity: Numerous Components**

Location: Enclosures adjacent to pool deck
Funded?: Yes.
History:
Comments: Includes (2) 1.5-HP pumps, (4) 7.5-HP pumps, (3) 1-HP pumps, (1) 3-HP pump, (1) 2-HP pump, and numerous standard grid filters. Pool and spa pumps, filters and other miscellaneous equipment can be repaired or replaced for relatively low cost in most cases. However, if multiple repairs or replacements are required at the same time, then it may be warranted to use Reserve funds for these expenses. An allowance for ongoing projects is recommended here based on our experience with other properties.

Useful Life:
5 years

Remaining Life:
0 years



Best Case: \$ 3,280

Worst Case: \$ 5,460

Lower allowance to repair/replace equipment Higher allowance

Cost Source: AR Cost Database

Comp #: 2812 Tennis Courts (Har-Tru) - Resurface **Quantity: (8) Courts**

Location: Tennis courts
Funded?: Yes.
History:
Comments: Har-Tru (sometimes called "American clay") courts must be resurfaced periodically to restore adequate slope and depth of playing surface. Recommended project involves the use of grading equipment to remove excess material from downslope areas and addition of material to upslope areas. Project also includes removal and replacement of playing lines. Ideal surface depth is 1", with a 1" in 30' slope to allow for proper drainage. Costs can vary depending on amount of re-sloping required, along with any other repairs needed to restore good playing surface. If done on a regular, recommended interval, there should be no need for more substantial projects. Maintenance and repair costs for court irrigation systems should be considered an Operating expense.

Useful Life:
5 years

Remaining Life:
0 years



Best Case: \$ 43,700

Worst Case: \$ 52,400

Lower estimate to resurface Higher estimate

Cost Source: AR Cost Database

Association Reserves, #35269-0

85

7/27/2021

WHY SHOULD WE CHOOSE ASSOCIATION RESERVES?

We started in this business in 1986, and have since conducted over 80,000 Reserve Studies nationwide, as well as many international projects. In that time, we've inspected properties of all shapes and sizes, from small, boutique condo associations to sprawling CDDs and HOAs. Our staff members earn and maintain the Reserve Specialist® credential administered by the Community Associations Institute (CAI), the international authority on all aspects of community association living. We don't take a one-size-fits-all approach to our work, because we know that every association is different, and we take the time and care to ensure our results will help you to make wise decisions regarding the long-term care of your physical and financial assets. From our first phone call to final delivery of your study, we hold ourselves to the highest standards of professionalism. We pride ourselves on delivering a first-rate product, because we know you're putting your trust in our hands. That's why the vast majority of our clients come back to us year after year for updates, building a relationship that lasts for decades.

1986 100,000+ \$ 14.2

YEAR
STARTED

RESERVE STUDIES
COMPLETED

BILLION FUNDING
GUIDANCE PROVIDED

WHAT'S THE NEXT STEP?

You can request a Reserve Study Proposal online and expect to receive a bid letter and agreement within 2-3 days .

If you'd like us to get started, just sign the Agreement and return it to us by mail, fax, or email, along with your 50% deposit. We'll let you know what else we need to get started on your study and (if necessary) contact you to schedule your site inspection.

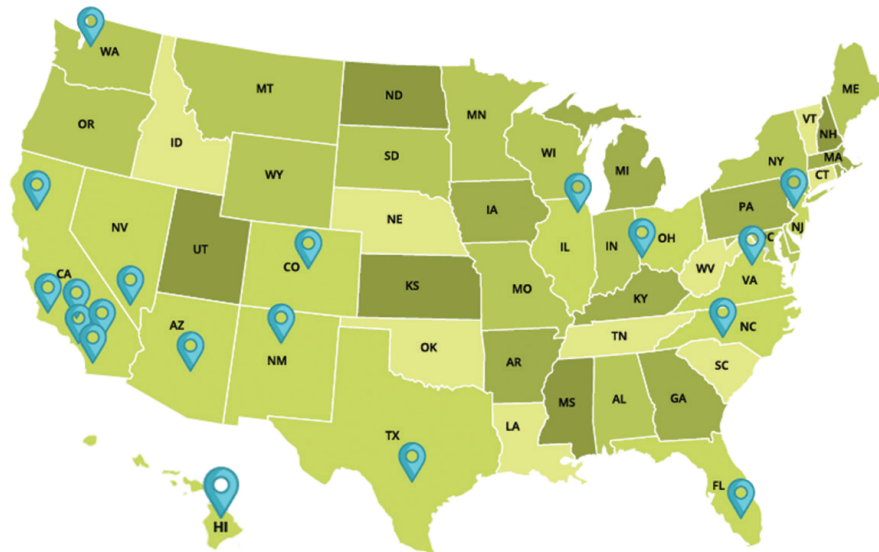
IF YOU HAVE ANY OTHER QUESTIONS, DON'T HESITATE TO CONTACT US ANYTIME!

RESERVESTUDY.COM

 <https://www.reservestudy.com/>

 Office: (800) 733-1365

 Fax: (800) 733-1581



REFERENCES AND TESTIMONIALS

You don't get to be in business for over 39 years without building a great reputation. Here's what some of our clients have had to say about us recently:

"As the owner of a fairly large property management company, I have been using Association Reserves since the firm was founded. Excellent staff, timely responses, easy to understand reports, and changing reports has never been problematic! I cannot recommend Association Reserves highly enough."

"Association Reserves provides incredible service, knowledge and professionalism. "

"Until now, I had yet to see a Reserve Study whose overview so "user" friendly. Any novice may pick it up and understand the concepts behind a Reserve Study. Very impressive. To add to that, our Project Manager could not be more responsive in answering any of our questions and bending over backwards to work with us."

"I have been in this business since 1998 and not everyone understands how HOAs and Boards work. Association Reserves employees do, which makes my job easier."

REFERENCES AND TESTIMONIALS

"Our Board could not be more pleased with the report we have received and the manner in which the study was conducted. We highly recommend Association Reserves to prepare your Reserve Study."

"We have worked with Association Reserves for several years. This is a process which can be very cumbersome to say the least, but Association Reserves has streamlined the process and with their help it has been painless and very successful."

"The Association Reserves representatives have been very friendly and professional and have been very responsive to our needs."

"Association Reserves far exceeded my expectations in terms of ease of access to our Reserve Study report on the internet, and quality of service."

Client references provided upon request.