

2021 Budget Questions Continued

Green = Board

Blue = Ryan

Name: BRIAN FENSTERMACHER

Lot Number: 329

Comments: 2021 Budget Questions

1. Please explain the \$157,440 for cable. I understand that taxes and fees may change from year to year. As of December we were paying \$11,735/month total including fees. This \$11735 is also the figured stated in the November newsletter. The 5 year contract paid is \$9340/month. So that means presently the taxes and fees are \$2395/month. The proposed 2021 budget is \$13,120/month. This means taxes and fees are going from \$2395/month to \$3780/month. That's a 57% increase in taxes and fees. Please explain. *Mediacom's charge for service can also increase. It's a standard one-sided cable company contract. They can raise their fees if they decide to do so. Its reasonable to assume an increase is upcoming, we just won't know how much until it happens. This makes budgeting for this item a challenge.*

2. I noticed that \$16,080 is budgeted for grounds repairs. But, through December we only spent \$6,884. Why is there such a large increase in the budget? Is there a special problem that you know of that will require these extra funds?

The Park experienced \$16,080 in this category for the calendar year 2020, and about \$14,000 in 2019. So that was our basis for this budget figure. The largest items in this category are usually tree trimming and weed spraying.

It looks like March has been the typical time that the tree-trimming is done to prepare for the season, so that's why we are only at \$6,884 for the nine months ended December 31, 2020.

3. Bad debt: I see on the December P&L -\$2500 in bad debt. Why would this be a negative number? The budget (according to the P&L) was \$7,650. But, the P&L shows \$-2500 over budget.

In July 2020 there was \$2,500 collected on a balance that was previously written-off as bad debt. We've not had any reason to deem any other amounts owed as uncollectible year-to-date, so that's what that \$2,500 is sitting there alone as a negative number.

4. To reduce the security service expenses, have you considered having the new office assistant work on a day when Billie is not also in the office? This way we can the office open more days and minimize the security expense. *In the past our office was staffed with 2-3 people. Although they did their best, mistakes were made because the park*

was not being managed like the multi-million-dollar community that it is. There were Park Managers living in WHP fulltime; one who now claims they did not know it was against the bylaws of the very park they were hired to serve. We are hiring trained professionals to manage our investment and to help us ensure that WHP is not only a wonderful vacation community but a financially sound investment for all owners well into the future. We were hoping to, as you suggested, reduce security service expenses once we had two people in our office. However, there have been instances where owners have been aggressive and threatening towards the office staff and the security guards and/or police department had to be called. Hopefully after the residency issue is resolved and we can go back to our original plan. The 2021-2022 budget reflects the implementation of this plan.

5. What is included in dues and subscriptions? Last year through December, we spent \$5140. The proposed budget is for \$6076. Dues and subscriptions before 2020 were only \$1000. Quick books subscription costs, and web hosting, website domain, internet related recurring expenses, Zoom, adobe software and antivirus/malware.

Name: harold king

Lot Number: 429

Comments: I received payment coupons from framer's bank I have already made January, February payments. I have automatic payment set up from my bank so I don't need payment coupons. I would rather be able to see my account online from farmer's bank. Harold unit #429 Thank you for your e-mail. We have communicated with the bank, and we have learned that owners who would like a coupon book may purchase one directly from Farmer's Bank of Williards. The Park does not have to be involved in the process, so we will offer contact information to any owners who feel there is benefit to the coupon book. We are glad to know that the automatic payment option is working for you! At this time, there isn't an option to view your account on-line, though this is a great idea and something we can discuss further. In the mean-time, if you want to know anything about your account, you can also contact Jenna Elliott, through Bergey & Company, and she will be able to help. Her number is 410-629-3170, and her email address is jenna@bergeycpa.com.

Name: John Nethken

Lot Number: 15

As I have said in the past this BOD's is leading WHP in the right direction for the good of all at this time and the future of the Park for our families to enjoy and or harvest. I Greatly appreciate the direction we are going, thanks for the people on the BOD's and others! Peace, Railroad John Nethken Lot 15 Thank you, John. We appreciate your encouraging feedback. This Board sees our Park as an investment, and we are working hard to take sound steps to protect the investment of each lot so that it can be enjoyed now and in the years to come. Thank you for recognizing our intention!

Name: Beverly Quimby

Lot Number: 083

Comments: Perhaps if you quit frivolously spending our money, especially the amount you've spent on the attorney, (which I'm still waiting for those fees) we'd have a real healthy reserve account. Please stop destroying our park!!! **The invoices have been approved by the attorney and they will be available for inspection, by appointment, in the office. The reserve study and commentary was posted 3/3/21.**

- **See Excerpt here:** The park was started in February 1983. Per the audited financial statements dated March 31, 2020, the park had \$305,000 in reserves. That's an **average** net contribution of \$8,300 per year (after any expenses).
 - So, \$68k is 8 times greater than the average historical contribution.
 - (I'm ignoring the time value of money here, but this is just an illustration to provide perspective on past and current contributions, which is valid.)

This Board is on track to deposit 70k this year.

Read more on the financials page of the website, under the link for Reserve Study 2020.

Name: Jon Gilmore

Lot Number: 117

Comments: Hello,

Please consider these questions to be added to the topic of Reserve Study.

Thanks!!!

1. Page #57; Deck House;

Normal life span remaining years of service cost to replace

10 - 60 years 3 - 37 years 650,173.00

Q: Does the replacement cost look exorbitant to you?

If you look on page B. 11. You can see the \$650,173 is the estimated replacement cost of all the piers, decking, bulkheads over the life of the study, so that seems reasonable to me.

2. Page # 24 lists:

Electric cart - number of units = 3 will be needed between now and 40 years from now.

Q: Do we still have one?

Q: Is it in service?

Q: What purpose will an electric cart serve? **It is for sale. We are not sure why it was purchased. Maintaining it has been expensive, and employees have reported it to be less than helpful.**

3. Asphalt pavement, mill & overlay

Timberline page 17 year 10 cost 216,278.00

Timberline page 40 year 54 cost 216,278.00

Q: No accounting for inflation over 44 years (cost increase vs materials and labor)?

The costs listed on those pages are all in today's dollars, and then they apply an inflation rate later on in their calculation.

4. Pool fence scheduled for replacement 2059.

Q: Isn't there already an issue with the fence?

5. Will homeowners have a vote on acceptance of the Reserve Study's recommendations, including the amount of funds to be deposited into the WHP Reserve account(s)?

Not directly but indirectly. The homeowners elect a Board to manage the park and adopt the budget, which includes reserve contribution levels.

6. How much did the Board spend on the Reserve Study?

\$6,260. Its important to note that MD homeowners act requires an HOA to do a reserve study periodically, every 5 years I think.

7. Was Ed and/or Lynnette's resignation in any way related to the Reserve Study?

This would be an appropriate question for Ed or Lynnette.

8. Should the Reserve Study's recommendations be approved, what would be an estimated amount of monthly dues, including payments for cable?

If the board decided to fully fund the recommended amount in the study, it would raise the monthly dues by about \$9.50 per lot.

9. Has one of the Park's Reserve Fund Accounts already surpassed the maximum for FDIC protection?

No, the purpose of the ICS product is to spread the amounts over enough FDIC insured banks so that all the funds are fully insured. The park only has to deal with Farmer's Bank of Willards, but we get the FDIC protection of as many banks as necessary to stay under the \$250k limit.

10. What is Bergey&Co.'s opinion on the Reserve Study, and appropriateness for WHP?

A reserve study is useful as a guide for planning but ultimately it is a giant guess. And the guess gets wilder the longer you go out into the future. Funding \$68k versus the reserve study's \$121k is reasonable for the current circumstances, and compared to historical contributions it's a huge step in the correct direction.

Name: BRIAN FENSTERMACHER

Lot Number: 329

Comments: Budget question: In a previous question, someone else asked what the "other professional" fees of \$16,500 was spent on. You answered: Reserve study, Audit & tax return, staffing service, web design. Could we get a breakdown of what \$ amounts went to each of these? Also what company did we pay for staffing service and what company for web design.

In the new budget, other professional fees are listed as \$1500. Specifically what is this for and what companies are we planning to contract for these services?

Information regarding question #1 :

10:18 AM
03/09/21
Accrual Basis

White Horse Park Community Association
Transaction Detail By Account
April 1, 2020 through March 9, 2021

Type	Date	Num	Name	Memo	Debit	Credit	Balance
PROFESSIONAL FEES							
Other Professional							
Bill	04/01/2020	38345	Quality Staffing Services, Inc.	Admin week of 3/29/20	101.25		101.25
Bill	04/23/2020		millerdodson	Reserve Study - Deposit	2,191.00		2,292.25
Bill	04/30/2020	38467	Quality Staffing Services, Inc.	Admin week of 4/26/20	180.00		2,472.25
Bill	05/11/2020	38491	Quality Staffing Services, Inc.	Admin week of 5/3/20	641.25		3,113.50
Bill	05/15/2020	38523	Quality Staffing Services, Inc.	Admin week of 5/10/20	900.00		4,013.50
Bill	05/23/2020	38523	Quality Staffing Services, Inc.	Admin week of 5/17/20	900.00		4,913.50
Bill	05/29/2020	2781	M & M Computer Services	Search for old BoD Minutes; backup	125.00		5,038.50
Bill	06/01/2020	38577	Quality Staffing Services, Inc.	Admin week of 5/24/20	112.50		5,151.00
Bill	07/22/2020	35189	Wigglesworth, Layton, Moyers & Cha...	Audit & Tax Returns - FY 19/20	6,250.00		11,401.00
Bill	07/22/2020	8747	millerdodson	Reserve Study - Final	4,069.00		15,470.00
Deposit	08/20/2020	102924	Worcester County Board of Education	Deposit		211.00	15,259.00
Bill	08/31/2020		Roland E. Powell Convention Center	Meeting Expenses Deposit 11/14/20 ...	240.00		15,499.00
Total Other Professional					15,710.00	211.00	15,499.00
Total PROFESSIONAL FEES					15,710.00	211.00	15,499.00
TOTAL					15,710.00	211.00	15,499.00

Question #2- staffing services

Name: Bill HAMILTON

Lot Number: 196

Comments: Good Morning!

I have several questions about WHP's finances and the draft 2021-22 budget, all related to Legal Fees. (adjusted based on owner request)

1. My first question is about WHP's residency court case legal fees: A January 8, 2020 letter from WHP's attorney James Almond to WHP BOD President Melissa Peters provided an estimated cost per WHP lot owner of \$25 to \$30 for his legal services in the residency court case. Multiplying those estimated costs by 465 lots gives an estimated range of \$11,625 to \$13,950 (for simplicity, let's call it \$12K to \$14K). Legal services paid out by WHP from January 2020 through December 2020 can be easily found in the

monthly P&L reports. Please note that I haven't included the legal costs paid out after December 2020, but we'll get back to that in my next question. 2019-2020 budget year YTD professional legal fees were \$11,903 for January 20, 2020 YTD and \$23,699 for March 2020 YTD (difference: \$11,796 for January ? March 2020). April to December 2020 YTD legal fees were \$21,555, for total legal fees paid in 2020 of \$33,351 (\$11,796 + \$21,555, for simplicity, let's call it \$33K). My question is simply, how much of the estimated \$12K-\$14K is included in the \$33K we paid out in 2020? I know several others have asked for more detailed legal fee information; I'm only asking "how much for the residency case?" and "how much for everything else?" I'd really hope the BOD can answer this question without going back to Mr. Almand ? with all the closed session BOD meetings over litigation, the running cost to WHP should certainly have been one of the discussion topics. **Mr. Almand's invoices are on file in the office. If you would like to inspect them, you are welcome to schedule an appointment with Billie to do so. The cost was estimated prior to COVID. As was previously stated, the postponement requested by the full-time group wasn't anticipated, nor was it anticipated that there would be so many delays in the submission of information that has been requested by the county in order for a settlement to be considered. We have needed to seek advice for many matters associated with running the park in the midst of a pandemic, violations of ECC rules/issues with structures not being permitted, various and assorted challenges arising from misinformation and false allegations that have come to us, issues with unofficial social media pages, etc. This has been a challenging time for our governing body, but we are committed to doing things that will not lead to future litigations for our Park moving forward.**

3. My third question concerns the proposed Legal Fees in the 2021-22 budget, which have more than doubled, from \$20K in 2020-21 to \$42K in 2021-22. My question(s), what is the reason for the increase in budgeted Legal Fees, and can you provide an estimated breakdown (e.g., Residency Court Case; Rewriting of Governing Documents; Advice to BOD; etc.) of the estimated budgeted Legal Fees? **We requested an estimate, from Mr. Almand, on the anticipated expense of the litigation and the amending of our governing documents. He estimated between 36-42k depending on the amount of time he will have to spend on the litigation. It was not broken down further than that.**

As time permits, I may have additional budget questions for the BOD. However, the lack of a narrative explaining the changes in the budget makes it more difficult to compare the proposed budget to the current year's budget ? a number of expenses have changed budget categories and it takes more time to find and compare the differences in the two years' budgets.

Thanks, in advance, for your responses! **Thank you for reaching out!**

Name: Ed Scheiner

Lot Number: 254

Comments: Comments / Thoughts/ Question on the January Financials and Format changes. Though I am an advocate of Consolidating or Collapsing the financial data for monthly reporting

I find the current suggestion to be Less than Adequate and Transparent. My reasoning is as follows.

1. Materiality is a general rule for deciding the line definition for information. For this reason I point to the Line Professional as needing proper definition in any financial report for WHP. The spending level dictates the transparency.
2. A report of more than One Page is more than what I think most people will actually read with interest or transparency.
3. The Summary Report is not essential and really is misleading. The A/R information could be added at the end of the P/L Report
4. The Reserve Reports are unnecessary as the P/L actually could include the bank name and interest rate on the lines for Reserve Accounts.
5. Missing from the January reports and I believe the BOD should provide a Responsible Commentary / Explanation of Material Spending and Budget Variances
Below I would like entertained the following Line Definition for spending
6. The Utility handling is not correct as Neither the Receipts nor the Expenses are Operation generated. These are Reimbursement lines for costs paid on behalf of membership and billed / collected. Therefore they are not in theory or in practice an income or expense and improperly defined.

Income
Monthly Assessment
Waterfront Income
Total Income

Utilities (Net)

Operating Expenses
Clubhouse
Marina
Equipment
Automobile
Taxes
Bad Debt
Office (Print, Dues, Postage, Etc)
Professional-Accounting (Materiality)
" " " -Legal
" " " -Other
Repairs- Electrical
" " -Grounds
" " -Other
Contracts These are fixed/legally committed
" " -Heat and A/C
" " -Security and Alarm
" " -Trash
" " -Insurance
" " -Lawn
Total Operating Expenses

Reserves:
Major Repair/ Replacement General (Bank %) \$/mo.
Marina/ Waterfront (Bank%) \$/mo

Net Income

Less is More.

A One Page Commentary of explanation should accompany the BOD and Management to explain the spending and items not included by=ut to be included subsequently with receipt of billing. eg Legal Cost.

Membership is entitled to proper reporting to meet the Layman Understanding of finances not to meet a convoluted report that unpurposefully disguises the events requiring member dues.

Question on the January Financial

Generally I feel \$500 is a material value for determining the need for explanation for an organization of WHP size.

1. Utility \$55,000 unbilled???
2. Marina \$1,400?
3. Professional-Legal What is the Estimate or Actual cost since September with no billing from attorney? The attorney certainly had to file his partnership info and taxes with this number. Why were they not billed or processed WHP???
4. Security- \$6,000??
5. Trash \$500?
6. A/R Reduced Delinquency/ Total while early increases
 - Specifics for \$1,000 collections?
 - 30, 60, 90 day increases look to be harbingers of future issues. WHAT are the common reasons or items in these delinquencies?

Direct Response: Hi Ed... You worked with the accountants to design the reports, so your criticism of them is a bit confusing to Ryan and to us.

BOD and accountants don't understand what you are asking with your questions.

Ed's Response:

Yes I did work with Bergey on a Format that was not utilized. No confusion. The Utilities breakout I show was part of my discussion and suggestion. The Reduction in the lines to Major category for the minor items was too part of my design. The Consolidation of Professionals is very poor reporting. It will open the bod to Transparency issues for obvious reasons that you may not intend.

These should be part of the Member Questions Posting in the Comments the bod makes to the membership

See attached that I sent to Bergey Dec 29, 2020 The attachment was a proposed format for the 2021-2022 Budget, not the financial report.

In addition: *You sent an email inquiring about the Residency Declaration amendment. The matter will be addressed in the March 2021 newsletter, and an e-mail blast went out on 3/12 regarding the amendment.*

Ed Scheiner comments regarding the Reserve Study:

Notes:

1. Physically Visible. The Reserve Study was completed with the Limitation on making comments and valuations on only those items that were in Plain view being able to be measured. Excluded would be those items Underground or Hidden from view or measurement by their natural state such as utilities (electric, water and sewer lines). **Yes.**
2. This should be stated as electrical, water and sewer. These exclusions as noted in Note 1 are due to their natural state (not visible). The estimate compiled by the Treasurer and Bergey & Associates is supported by the information comprised in the Summary of Fixed Assets through the years from WHP Accounting Records. It demonstrates only Partial at best remediation of these systems has taken place and at least 15 years ago with an long term life expectancy of possibly maximum 40 years.
Electrical \$465,000
Water and Sewer \$335,000
 - See email December 22, 2020 Bergey and WHP BOD.
3. This paragraph is forgetting the WHP BOD :
 - Ordered the Reserve Study begun April 1, 2020 in new budget year
 - Received the Initial Copy for review June, 2020
 - Was reminded on at least 4 occasions by the Treasurer to meet and review and setup discussion with Miller Dodson as early as June, 2020. Not until January 2021 did WHP decide on discussion and meeting for new budget purposes. **The estimates for electric and water weren't completed until this time.**
 - The BOD in emails had been reminded the importance to meet and discuss as this would be the FIRST Important piece of information for the upcoming Budget 2021-2022 discussions and considerations.
 - Certain BOD members decided neither to nor at the Budget Discussions in January and put off use for the next BOD. This is supported by the current Notice to Membership on the Reserve Study without any PLAN Provided only a reference to a goal. **This Board has its responsibilities to handle. At this time, we want to make owners aware of the recommendations and implications. All of this is new to WHP, our professional accountant supports the position that we are on the correct path at this time. We aren't going to tell future Boards what to do. They know the goal now. They will know their resources, and hopefully between professional management and owner awareness, we will remain on the correct path. *Funding the reserve, past the draft budgeted point, is in the hands of the community for fiscal year 2021-2022. We have a plan to contribute, again, as we did this year, with the action of developing a new habit of meeting the budgeted goal for saving.***
 - **If owners want to contribute more, please make it known. The budget is approved at the end of March. The Board is open to the action, but also trying to be respectful of the fact that we are involved in an expensive lawsuit, continuing to need legal advice on various and assorted matters, needing to revise our documents, and in the middle of a pandemic.***
- It is important to note that in all documents related to the Duties of an Association BOD The Reserves are highlighted as the Primary Duty.

4. This area is of Greatest Concern and of Significant Danger when considering that the BOD DID NOT Institute or Utilize the long known Reserve Study Information into the Budget 2021-2022. Worse yet is the Reserve Contribution is decreased despite the Reserve Study significantly noting the unfavorable condition of the reserves. Add to this the comment that IF the Cable expected increase in fees for surcharge do not take place the \$3.00 would be assigned to the reserve contribution. This is significant is Labeling the Reserve Behind the Cable or and after thought. Again Cable and Reserves are NOT Connected So why reference them here as connected? **There is no connection. You have a certain number of dollars, and each can only be spent once.**

5. How is the Reserve Question connected to the Residency Legal Action????? **Again, no connection-just anticipated significant financial strain. Once the matter is resolved, we will have more money to work with. There is NONE!!!!**

This is pure fantasy and Smoke and Mirrors. The deflection of the Reserve Responsibility to somehow being a matter of the Legal Action WHP is involved is an attempt to *Punt The Ball Down the Road* to a New BOD or to not perform the fiduciary responsibility of the BOD primary duties with the reserves. BUT to answer the BOD question What happens IF the Residency Legal Action goes on for some time and the need for a Significant Sum of the Reserve Funds is required for an event that is likely to happen and it depletes the fund to dangerous levels or completely exhausts the fund????? What this *Kicking the ball Down the Road* is in fact doing is Not Facing the Truth and Responsibility on Reserve Contribution Increase needed now for Safety and Health of WHP Finances and Operations. **The Board is curious why you left without seeing this project through. None of us is more powerful than another, and majority can carry any motion. Why quit before all of this was shared? Why not coordinate the presentation, communicate with owners, and continue to advocate for your position? You have done a great service to the Park by advocating for the reserve study. Your position on meeting the recommended contribution is respected by the Board. The backlash related to dues increases is something that the Board is also concerned about, especially in the midst of the pandemic, litigation, and financial hardship experienced by some.**

6. The Goal referred to here is NOT STATED or Thought Out by the BOD or they would have offered as option(s).

The Actual Approach that should be taken that is effective and lessens the pain felt by all is to schedule this over a Three (3) Year period e.g. Year 1= \$5.00/ mo., Year 2= \$4.00/ mo, Year 3- \$1.00/ mo. As of now it would wise as well to budget a study of the electrical, ware and sewer infrastructure to verify the adequacy of the estimates. No such funds are in the budget currently. At the third year a new reserve study should be done. **We don't have control over future Boards. We have shared information and recommendations. There comes a point where we also have to have faith in the community. We have faith that people will run for the Board who have the best interest of the future of WHP in mind. We also have faith that owners will research candidates and vote wisely. Beyond that, when our terms are up, the next Board will have authority to manage.**

BUT the First Problem the BOD IN FACT REDUCED the funding or member contribution approximately \$3,000 this budget despite having knowledge of the Reserve Study notice and the Implications on the future member strain from Potential Special Assessments required if a significant event happens and did happen in the past with the roads.

7. Miller Dodson is a highly respected professional organization that came highly recommended by the WHP Auditors and Accountants. To suggest the Reserve Study is a Giant Guess is very much an insult to the integrity of the Miller Dodson and the professional work they performed. Consider this too. If this is just guess work Why did the WHP BOD decide to pay \$6,500 for someone's Guess Work????? **We received helpful**

information. We are at the start. We are molding the future. The study is comprised of estimates. Billie is going to further evaluate items and document improvements. Moving forward, we will have a record, and the accuracy will improve as we go along.

The next Board will have the opportunity to pick up the ball. The election is in the hands of the people. Who will run, and who will vote? Right now is about the future of WHP and what the people want. Reserve, lawsuit, all of it. We are giving things our best effort. Please stick with your plan of running for the Board if you wish to see this through.

Joan Dannelly
Lot 31

Good morning! I assume when we have a "Reserve Study" that it would be an analysis of the fund, whether we are using the funds for the correct purposes and is it financially sound in order to avoid special assessments. This study seems to report for what purpose it is to be used. We already knew the answer to that question. Did not address whether we are maintaining it at an acceptable level. The financial matters are addressed in the report. Up until now, an average of 8k went into the reserve each year. This year, we are on track to deposit 70k. In order to meet the recommendation of the reserve study, we would deposit 121k which would require an increase of approximately another \$9.50 per lot per month for the upcoming fiscal year. The recommendation doesn't include inflation, so the amount would adjust in years to come. We don't have enough money in the reserve. If we stayed on the current track with deposits, we would run out of money in approximately 11 years based on the reserve study estimates.

Brad Weber

I wanted to ask why we cannot pull the meter on delinquent accounts for electric. If you are delinquent on your residential service here, you get one notice saying you are delinquent and a second notice saying when your service will be shut off. It is my understanding that Doug would go around replacing meters so service could easily be shut off.

You pull the meter put plastic caps on the prongs and put meter back on. We have consulted with our attorney regarding this action, and it is not legally advised due to the liability it poses to the Park. We believe we are being as aggressive as is legally advised to collect payments from owners.

Instead of raising HOA fees did the board look at possibly doing a onetime charge of say \$50.00 per unit. That would roughly be a little over \$23,000 or \$75.00 -\$100 per unit. As an annual fee, a concept like this could work. We are looking to ultimately fund the reserve to be able to repair and replace major items without having to impose a significant special assessment on the membership in the years to come. In order to properly fund our savings and pay the bills, a dues increase seems to be the best avenue. We receive angry feedback if we raise dues a few dollars, so asking owners to pay \$50 or more might not be received well. To call it 'one time' wouldn't be a fair statement because in order to properly fund the reserve, it would need to be done every year, at least. In the proposed budget 2021-2022 budget, our dues would go up \$6 per month-which equates to \$72 for the year. In order to meet the reserve study recommendation, the dues would need to go up \$15.50 per lot per month (an additional \$9.50

per month), which would cost each owner an additional total of \$186 for the year. Because of all of the added expenses anticipated this fiscal year due to the pandemic and the litigation, we are taking it slow, and increasing as needed (\$6 per lot per month) to provide the cash flow to take care of what needs to be paid while continuing to develop the habit of meeting the budgeted reserve contribution goal (which hasn't been consistently achieved in the past). Your idea could work, in the future, or as part of a hybrid approach to fund the reserve, depending on how our expenses shake out. We are confident these topics will receive further consideration by future Boards, as well, as we continue on the path to restoring financial health for WHP. We are also holding an open forum to discuss matters such as these related to the Reserve Study and the Budget. Our Park Manager, Accountant, and BOD will be present. It will be held on Zoom on 3/18/21 from 6:30pm-7:30pm. Thank you for reaching out with your thoughts and ideas!