

EXHIBIT A

**SOMERSETT OWNER'S ASSOCIATION
MANAGEMENT PROPOSALS FINANCIAL IMPACT COMPARISON**

| | <u>Associa</u> | | <u>CAMCO</u> | | <u>Eugene Burger Mq Corp EBMC</u> | | <u>First Service Residential</u> | | <u>Mgmt Trust</u> | | <u>Taylor</u> | |
|--|----------------|------------------|--------------|------------------|-----------------------------------|------------------|----------------------------------|------------------|-------------------|------------------|---------------|------------------|
| | Base Rate | Annual Impact | Base Rate | Annual Impact | Base Rate | Annual Impact | Base Rate | Annual Impact | Base Rate | Annual Impact | Base Rate | Annual Impact |
| Management Fees | | | | | | | | | | | | |
| Monthly Fee | \$ 9,300 | | \$ 6,703 | | \$ 17,000 | | \$ 9,530 | | \$ 8,400 | | \$ 5,700 | |
| Annual Cost to SOA | | \$111,600 | | \$ 80,436 | | \$204,000 | | \$114,360 | | \$100,800 | | \$ 68,400 |
| Initial Set up Fee | | \$ 1,000 | | none | | \$ 8,500 | | n/a | | none | | none |
| Net Management Fee First Year | | \$112,600 | | \$ 80,436 | | \$212,500 | | \$114,360 | | \$100,800 | | \$ 68,400 |
| Staffing | | | | | | | | | | | | |
| Salary/wages base rate | | | | | | | | | | | | |
| Benefits, taxes, insurance | | | | | | | | | | | | |
| Admin or Supervising fee | 4% | \$ 36,400 | 8% | \$ 72,800 | 6.25% | \$ 56,875 | 10% | \$ 91,000 | 7% ⁽¹⁾ | \$ 49,000 | 0% | none |
| Payroll or admin fee per employee (10 FTEs for comparison) | | \$ 4,550 | | none listed | | \$ 1,500 | | \$ 22,080 | | none | | \$ 12,000 |
| Net Payroll or Personnel Fee (excludes salary & wages) | | \$ 40,950 | | \$ 72,800 | | \$ 58,375 | | \$113,080 | | \$ 49,000 | | \$ 12,000 |
| Total Management & Staffing Costs | | \$153,550 | | \$153,236 | | \$270,875 | | \$227,440 | | \$149,800 | | \$ 80,400 |

\$700,000 as base rate, for comparison purposes only

\$210,000 (30% of base rate for benefits, payroll taxes, insurance (average cost))

(1) Mgmt Trust proposes a 37% fee over base wages that includes benefits and their administrative fee. To compare that structure with all the others, their admin fee is calculated at 7% and the other 30% is included in the estimated benefits and taxes).