Resolution Worksheet

Date: July 15, 2026

Suggested Motion:

"I move to approve the proposal from John Marshall Bank as the financial advisor."

2^{nd}:

Vote:

	In Favor	Opposed	Abstained	Absent
Caitlin Counihan				
Robin Davis				
Dan Ebeling				
Lucille Eddy				
Elaine Lawler				
Paula Martori				
Scott Mulrooney				
Jillian Sharples				
Jim Wicker				

Financial Advisors Proposals
Parkfairfax Unit Owners Association

WHAT KIND OF INVESTMENTS CAN AN HOA MAKE?

Under the *Virginia Condominium Act*, funds held in a fiduciary capacity (such as reserve funds) must be invested according to the community's governing instruments. Our governing instruments (bylaws, administrative resolutions and declarations) follow the *Prudent Investor Rule*, limiting choices to highly secure, liquid, and conservative options to protect capital. Because the purpose of these reserve funds is to repair or replace major capital components, such as roofs and boilers, speculative investments are not allowed.

Typical allowable investments include:

- Insured Bank Products: Checking and savings accounts.
- Certificates of Deposit (CDs): Must be insured by the FDIC.
- Treasury Bills and Notes: Backed by the full faith and credit of the U.S. government.
- Money Market Funds: Specifically, those invested in short-term U.S. government obligations.

REASON FOR DISCUSSION

Parkfairfax entrusts its financial advisor with the responsibility of safeguarding and growing association reserves. With the move to First Service, their financial advisor department had reached out to us regarding a possible move over to their services. Parkfairfax has been using Wells Fargo Advisors for many years and has had a productive relationship. With the previous treasurer voicing some concerns about effective investment strategies, we have done some preliminary investigation into other investment advisors.

Key concerns:

- Poor Communication and Responsiveness – A financial advisor should provide clear, timely, and understandable explanations of investment decisions, market conditions, and financial performance. We are looking for a partner who will give advice and commentary to the Board as required.
- Failure to Demonstrate Value – Advisory fees should be matched by measurable value, including sound investment management, strategic planning, and proactive recommendations.
- Need for a Fresh Perspective – Periodically reviewing professional service providers is a best practice for organizations responsible for significant financial assets. A competitive review process can identify firms with stronger expertise, better reporting tools, lower fees, or more effective investment strategies.

PROPOSAL SUMMARY

Several financial advisory firms gave proposals. All firms offer professionally managed fixed-income portfolios, individual bonds and bond ladders, Certificates of Deposit (CDs), U.S.

JOHN MARSHALL BANK

Comprehensive BANKING PROPOSAL

Prepared for: Parkfairfax Unit Owners Association

Parkfairfax

INTRODUCTION

John Marshall Bank is a commercially focused community bank with assets surpassing $2.35 Billion. JMB is headquartered in Reston, VA and we have eight branch locations in the Northern Virginia, Maryland, and DC areas. The Bank has achieved significant growth by meeting the banking needs of the local communities we serve. This growth was achieved by building relationships and not by acquiring other banks. Our legal lending limit is $47.4 million. Our most recent CRA examination yielded a satisfactory rating.

ABOUT US

Since 2006, John Marshall Bank has been providing businesses and individuals with the right balance of personalized, accessible, and exceptional service with the latest banking technology. Our knowledgeable team of experts is committed to providing optimum service to help our customers achieve their financial goals — from the boardroom to building their first home and everywhere in between.

We pride ourselves on our commitment to the community, both professionally as bankers but also as active members on the Boards of a variety of nonprofit and professional organizations we serve. Our team is quite involved in a volunteer capacity and financial support of business organizations and community nonprofit organizations.

BANK HIGHLIGHTS

- $1.97 billion in loans
- Over 140 employees
- Earned 5-Star highest rating for financial strength by Bauer Financial
- Strong, well-capitalized, and liquid balance sheet
- 8 branch locations including, Arlington, Alexandria, DC, Leesburg, Reston, Rockville, Tysons, Woodbridge
- In 2025, scored an A Rating for excellent financial health by Lending Tree
- Ranked in the top 1% in Bank Director's 2025 Top 200 Best U.S. Banks list with asset size between $1 billion and $5 billion
- Maintains very strong credit quality of loans
- Tenured executive management team with extensive experience serving the DC Metro market

Your relationship with John Marshall Bank includes:

- A team of banking experts committed to helping you achieve your goals
- Dedicated relationship manager attentive to your needs
- Exceptional value, service, and convenience
- Technologically advanced, fraud prevention financial tools
- Local decisions, prompt and personal response

> **We welcome your business, and look forward to being a trustworthy resource for all of your banking needs**

PUTTING THE COMMUNITY FIRST

When it comes to knowing the people you serve, no one does it better than the associations, like yours, that live and work in the community day in and day out. As a community bank, we at John Marshall Bank, understand the importance of being involved in and assisting the communities we are a part of. Our team of dedicated experts are equipped to help you navigate your financials so you can get back to the important business of serving the community.

JMB RECOMMENDATIONS

After reviewing your account statements and activity we recommend the following banking solutions:

Supreme Business Money Market Account

Recommended for businesses looking to earn interest on excess balances while maintaining liquidity.

Our Supreme Money Market account is an interest-bearing savings solution designed to maximize returns on higher balances.

Key features include:

- Minimum opening deposit: $100,000
- Minimum balance requirement: $2,500
- $12 monthly service fee (waived with a $2,500 average balance)
- **No limits on the number of transfers**
- Flexible internal fund transfers and immediate access to funds

This account offers **tiered interest rates** based on the account balance (effective 6/1/2026).

Exception priced rates can be requested and can be tailored to meet your specific investment objectives.

	Rate:	APY:
$0.00 - $99,999.99	0.05%	0.05%
$100,000.00 - $2,500,000.00	1.83%	1.85%
$2,500,000.01+	0.05%	0.05%

CD's

We offer Certificates of Deposit with a variety of terms, providing a secure way to earn competitive, fixed interest rates over a specified period. We can ladder CD's base on your investment needs.

Our current CD promo is a 8 month at 4.25% APY

Our standard CD terms and rates are listed below:

Term	Minimum Deposit to Open	Daily Balance to Earn Annual Percentage Yield	Interest Rate	Annual Percentage Yield
Certificates of Deposit and Individual Retirement Accounts[6]				
6 Months[7]	$500	$500	3.590%	3.65%
12 Months[7]	$500	$500	3.687%	3.75%
18 Months[7]	$500	$500	3.445%	3.50%
2 Years[7]	$500	$500	3.445%	3.50%
3 Years[7]	$500	$500	3.445%	3.50%
4 Years[7]	$500	$500	3.445%	3.50%
5 Years[7]	$500	$500	3.445%	3.50%

Insured Cash Sweep (ICS)

With ICS, your funds are eligible for multi-million-dollar FDIC insurance with the flexibility to place your funds in either a demand deposit account or a money market deposit account, both through IntraFi. Regardless of what you choose, or if you choose both, we will provide a monthly statement that contains your balances and all the other information you need to know. Can't wait until the end of the month? You can access your account information at any time through our Online Banking Platform.

Rates are available upon request and can be tailored to meet your specific investment objectives..

Certificate of Deposit Account Registry Service (CDARS)

Through CDARS, we offer up to $50 million in FDIC insurance coverage on CD investments. We provide an intuitive statement that summarizes all of your CD holdings into one statement, allowing for easier record-keeping. This all-in-one system will allow you to deal with your accounts and financials with significantly less administrative burdens.

Rates are available upon request and can be tailored to meet your specific investment objectives.

IMPLEMENTATION OVERVIEW

A successful transition of existing business banking services requires coordination, communication and oversight to ensure that all elements of day-to-day business operations are migrated without any disruption. Below is an outline of the procedures to expect as part of our onboarding process:

Establish Required Deposit Accounts

a. Gather corporate organizing documents and personal identification for authorized signers.
b. Provide account enrollment documents for signature by authorized signers.
c. Determine a transition time-period:
   - immediately set-up accounts;
   - fund accounts.

Originate Treasury Services

a. Provide treasury services applications for signature by authorized signers.
b. Primary online banking administrator will self-enroll for Business Online Banking.
c. Schedule an on-site appointment to install requested treasury services and provide training for all online users.

Transition of Banking Activities

a. John Marshall Bank can assist in migrating auto-debits and credits, originated by third parties, from incumbent bank to newly established JMB accounts.
b. Bank verification letters, confirming establishment of new accounts, can be provided as needed.
c. Checks, deposits tickets, and other required materials will be delivered.

Post Origination Review

a. Schedule a follow-up appointment, typically 60 – 90 days after account transition, to review account structures, confirm all appropriate services are operating as expected.
b. Address any new or previously unaddressed service requests.

DEDICATED JMB SUPPORT TEAM

Your Dedicated John Marshall Bank Support Team

JMB employs a team management approach for you, providing subject matter experts to assist with all aspects of your banking relationship. Our goal as a team is to make banking easy, efficient and convenient.

Jennifer Ferrara

Senior Vice President

Commercial Relationship Manager

703-289-5954

jferrara@johnmarshallbank.com

Rodney Francisque

VP - Branch Manager, Alexandria

703-289-5963

rfrancisque@johnmarshallbank.com

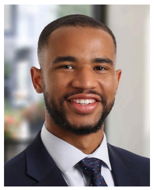
April 2026

Prepared for

Park Fairfax

Own your tomorrow®

Your team



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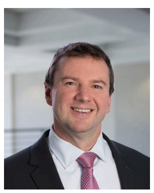

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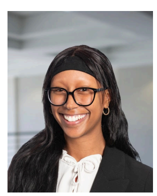

Keshia Keene

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(703)299-3260

Schwab is headquartered in Westlake, Texas, with major employment centers nationwide and branch offices in more than 400 locations across the United States as well as in London, Hong Kong, Singapore, and Puerto Rico. More information on Schwab is available at **aboutschwab.com**.

Why choose Schwab

As your organization's wealth and investments grow, your financial needs become more complex, requiring personalized solutions and specialized expertise.

For over 50 years, we've built our reputation by putting investors first and providing:

- A full spectrum of choices—from self-directed to fully managed—for helping you build and manage your investments.
- Products, services, and financial planning that put your needs at the center.

At Schwab, working with you is personal. Your financial goals are unique. And we believe the service you receive should reflect that. You will always have information, tools, support, and services available through Schwab.com or by reaching out directly to your Schwab Consultant.

Many ways to invest with us

At Schwab, we believe in the power of choice. You can choose one, multiple, or all of them depending on your needs.

Self-directed investing

- Easy-to-use tools for buying and selling stocks, ETFs, and more
- Resources to build a portfolio, research investments, and discover new ideas
- Tools to help you track performance and plan for your future

Active trading

- Award-winning thinkorswim® platforms
- Extensive library of trader-focused educational resources
- Strategy, platform, and product support from our trade desk

Automated investing

- A diversified portfolio of ETFs built by a robo-advisor
- Daily monitoring and automatic rebalancing

Wealth and investment management solutions

- Comprehensive wealth management with a dedicated advisor backed by an experienced team
- A personalized approach for a competitive fee
- Professionally managed portfolio solutions to meet your specific needs

Portfolio management and personalized guidance

Today's financial landscape is complex. But with the advice and collaboration of professionals at Schwab, you can plan for today, tomorrow, and the future.

*Neither the tax-loss harvesting strategy nor any discussion herein is intended as tax advice, and Charles Schwab Investment Management, Inc. does not represent that any particular tax consequences will be obtained. Tax-loss harvesting involves certain risks including unintended tax implications. Investors should consult with their tax advisors and refer to the Internal Revenue Service (IRS) website at www.irs.gov about the consequences of tax-loss harvesting.

Wealth Management Solutions
Investments are just one aspect of wealth planning. Your tax rate impacts your investment returns. Your borrowing impacts your insurance needs. That's why Schwab connects key facets of your financial situation—so you can see what's missing to maximize your organization's wealth.

Schwab Wealth Advisory™
Professional wealth management on your terms

Schwab Advisor Network®
Referral to a local independent advisor for complex, specialized needs

Investment Management Solutions
We also offer professionally managed portfolios that aim to meet specific investment goals like steady income, diversification, or personalized indexing. We can work with your organization to assess your financial needs and recommend portfolios that may be appropriate.

Equity: ThomasPartners® Strategies
Created to build a more reliable source of income through stock dividends

Broadly Diversified: Schwab Managed Portfolios™ & Windhaven® Strategies
Actively managed portfolios consisting of broadly diversified mutual funds or exchange-traded funds (ETFs)

Fixed Income: Wasmer Schroeder® Strategies
A fixed income solution designed to help provide a steady income source while adding portfolio diversification

Direct Indexing: Schwab Personalized Indexing®
A separately managed account that offers a personalized direct indexing strategy which can be personalized and allows for automatic tax-loss harvesting*

We know the power of choice is important. So in addition to our lineup of best-in-class proprietary solutions, we offer Managed Account Select® It unlocks access to a wide range of strategies managed by professional, third-party asset managers. And having the freedom to choose from separately managed accounts means greater flexibility to meet your specific investing needs and goals.

Automated Investing Solution
Our robo-advisor can help build and manage your portfolio, so you don't have to.

Schwab Intelligent Portfolios®
Our robo-advisor simplifies investing by building, monitoring, and automatically rebalancing a diversified portfolio based on your goals. Plus, you can get help from Schwab professionals anytime, 24/7.

How we protect your assets[1]

A financial commitment to our clients.

Market conditions are always evolving. And so are we. That's why we're so focused on maintaining our financial health—so we can help you maintain yours.

- Your securities—like stocks, bonds, mutual funds, ETFs, or money market funds—held at Schwab are yours. The **SEC's Customer Protection Rule** safeguards customer assets at brokerage firms by preventing firms from using customer assets to finance their own proprietary businesses.
- **Clients' fully paid securities are segregated** from other firm assets and held by third-party depository institutions and custodians with reporting and auditing requirements by government regulators in place. In the very unlikely event that Schwab should become insolvent, these segregated securities are not available to general creditors and are protected against creditors' claims.

Member SIPC

Schwab is a member of the Securities Investor Protection Corporation (SIPC), which protects the securities and cash in a customer's brokerage account up to $500,000 (including $250,000 for claims of cash). SIPC does not protect against the decline in value of customer securities. Commodity interests, futures contracts, and cash in futures accounts are not protected by SIPC.

Learn more at **sipc.org**.

Additional brokerage insurance

Schwab maintains additional insurance on brokerage accounts should SIPC limits be exhausted. The combined coverage protects securities and cash up to an aggregate of $600 million and is limited to a combined return to any customer from a trustee, SIPC, and London insurers of $150 million, including cash of up to $1,150,000.

Learn more at **schwab.com/legal/account-protection**.

FDIC-insured

Funds deposited at Charles Schwab Bank, SSB, are insured, in aggregate, up to $250,000, based on account ownership type, by the Federal Deposit Insurance Corporation (FDIC).

Learn more at **schwab.com/legal/fdic-insurance**.

The Schwab Security Guarantee

To give our clients peace of mind, we provide the Schwab Security Guarantee.[2] Schwab will cover 100% of any losses in any of your Schwab accounts due to unauthorized activity.

We are committed to safeguarding your accounts and the privacy of your information. To protect you, we continually review and update our privacy policies (**schwab.com/legal/privacy**) as necessary.

To ensure your protection under this guarantee, we ask that you:

- Safeguard your account access information.
- Report any unauthorized transactions to us as quickly as possible.

Read more about the terms of the guarantee at **schwab.com/schwabsafe/security-guarantee**.

Corporate citizenship

Charles Schwab has been awarded for our commitment to our local communities and our employees.

Schwab was "Named one of this year's Most Community-Minded Businesses" By The Civic 50 Points of Light 2025

In 2024:

12,300+ employees volunteered to give back to their communities.

$15.4M granted by Charles Schwab Foundation, including $2.5 million for employee matching gifts.

3,950+ nonprofits served through direct grants, volunteerism, and matching gifts.

1.8M youth benefited from financial education and other community grants provided by Charles Schwab Foundation.

Investment management solutions

We offer professionally managed portfolios that aim to meet specific investment goals like steady income, diversification, or personalized indexing. You own the individual securities, instead of pooling your assets with other investors. A Schwab Financial Consultant can work with you to assess your financial needs and recommend portfolios that may be appropriate for you.

Investment management solutions

Equity

Created to build a more reliable source of income through stock dividends.

Fixed Income

A fixed income solution designed to help provide a steady income source while adding portfolio diversification.

Broadly Diversified

Actively managed portfolios consisting of broadly diversified mutual funds or exchange-traded funds (ETFs).

Direct Indexing

A separately managed account offer that provides direct indexing strategies and can be a core component of your portfolio.

Third-Party Managed Products

You'll also have access to third-party managed products. And regardless of what you choose, professional management liberates you from critical time-consuming tasks like monitoring the markets and rebalancing.

Wasmer Schroeder® Strategies

Fixed Income

A fixed income solution designed to help provide a steady income source while adding portfolio diversification.

Wasmer Schroeder Strategies[3] offer a wide range of fixed income separately managed accounts across the duration, credit, and tax-efficiency spectrums. The choices are broken down into actively managed or bond ladder portfolio strategies, with both taxable and tax-exempt debt securities. With a number of choices available, you and your investing goals determine which options are right for you.

For important risks and disclosures please see "Disclosures."

Benefits

Wasmer Schroeder® Strategies come with a highly experienced, specialized team that manages the portfolios and works to find the right opportunities for each strategy's objective. This team relies on the 35+ years of knowledge that have made Wasmer Schroeder Strategies what they are today.

35+ years
of separately managed account (SMA) fixed income experience

$32 billion+
in SMA assets under management

13 portfolio managers
dedicated to SMA fixed income strategies

22 analysts
covering municipal and corporate issuers

120+ firms
offer Wasmer Schroeder Strategies to provide fixed income solutions

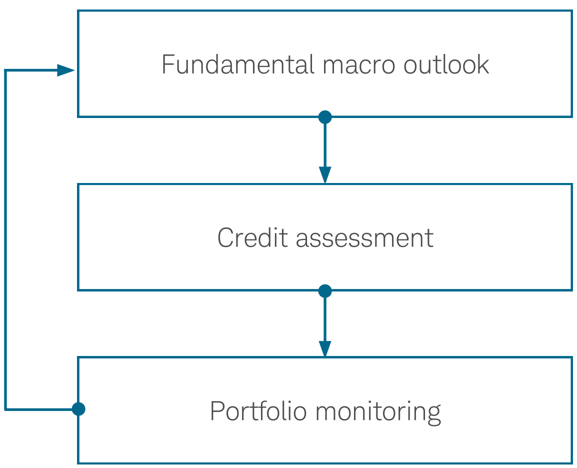
Source: Schwab Asset Management. June 30, 2025.

Investment philosophy

There are two philosophical pillars that guide the management of Wasmer Schroeder Strategies:

- First, our in-house research efforts and trading capabilities seek to exploit the inefficiencies we believe are inherent in traditional benchmarks and certain sectors of the bond markets.
- Second, we manage our strategies using a disciplined and risk-controlled approach:
    - We typically do not make directional bets on interest rates or the shape of the yield curve.
    - We seek to mitigate credit risk through diversification, ensuring that multiple securities and issuers are incorporated into portfolios in order to reduce single-issuer risk.
    - We implement and verify this disciplined approach through the use of trading and research technology.

Investment process:



We begin by developing a macroeconomic outlook to help determine the relevant composition of a diversified set of sectors that meet our investment objectives for the strategy.

The next step is individual security selection, where our in-house research team analyzes individual issuers for inclusion in portfolios using a variety of techniques and technologies.

Finally, we monitor client portfolios regularly for consistency with the goals and execution of the strategy.

Features

Simple

- Open an account within 24 hours.
- Get started with an irrevocable contribution of cash, securities, or other non-cash assets.
- No minimum initial contribution.

Tax-Smart

- Get a current-year tax deduction.
- Potentially eliminate capital gains tax on appreciated assets.
- Contribute cash, securities, or appreciated assets.
- Make additional contributions at any time.

Versatile

- Choose from a wide range of investment pools or manage your account with the help of an advisor.
- Receive acknowledgment for your grants or give anonymously if you prefer.

Convenient

- Recommend grants online or through the Schwab Mobile app ($50 minimum amount per grant).
- No minimum annual distribution requirement.
- Recommend grants to the charities of your choice whenever you want.

DAF account minimums: $0 for a core account; $100,000 for a professionally managed account.
For complete details, **see account fees and minimums**.

Cash solutions

Choose from cash solutions that provide competitive yields. Compare the products, features, and benefits of each one to help you find the cash solution that fits your needs.

Cash solutions[13]

For savings and investment cash:

- Certificates of deposit (CDs)—Protect your principal and earn a fixed rate of return with CDs from Schwab CD OneSource®.
- Schwab Money Funds™—Earn income while seeking stability of capital and liquidity.
- Schwab Bank Investor Savings™—Save on bank fees and keep your liquid savings growing.

For everyday cash:

- Uninvested cash in your brokerage account—Earn interest and use uninvested cash to trade, invest, and manage daily expenses.
- Schwab Bank Investor Checking™, linked to a Schwab One® brokerage account—Save on bank fees, manage daily expenses, and transfer cash to your brokerage account for trading and investing.

FirstService Financial

CASH MANAGEMENT

Parkfairfax Condominium

Parkfairfax Condominium
Portfolio Analysis
Balances as of December 31, 2025

Current Cash Position

Category	Account Type	Institution	Balances	Interest Rate	Net Annual Interest
Reserves	Money Market Account	Bank United*	1,883,796	1.24%	$ 23,359
Wells Fargo:					
Reserves	Cash Deposits	Wells Fargo	512,958	0.10%	513
Reserves	Money Market Fund	US Treasuries	5,393,240	3.52%	189,842
Reserves	CD maturing 6/15/2026	BMW Bank	245,000	4.65%	11,393
Reserves	CD maturing 12/22/2026	Optum Bank	245,000	4.65%	11,393
Reserves	CD maturing 6/12/2028	Valley National Bank	240,000	4.15%	9,960
		Totals	**$ 8,519,994**	***2.89%***	**$ 246,459**

Alternative Allocation

Category	New/Existing Account	Account Type	Institution	Balances	Interest Rate	Net Annual Interest
Reserves	new account	Money Market Account	Metro Comm Bank*	$ 1,883,796	3.30%	$ 62,165
Financial Northeastern Companies:						
Reserves	new balance	Money Market Fund	US Treasuries	2,906,198	3.52%	102,298
Reserves		CD maturing 6/15/2026	BMW Bank	245,000	4.65%	11,393
Reserves	new UST	6 month treasury	US Treasury	500,000	3.43%	17,150
Reserves		CD maturing 12/22/2026	Optum Bank	245,000	4.65%	11,393
Reserves	new CD	12 month CD	Valley National Bank	250,000	3.70%	9,250
Reserves	new UST	12 month treasury	US Treasury	500,000	3.31%	16,550
Reserves	new CD	18 month CD	Valley National Bank	250,000	3.70%	9,250
Reserves	new UST	18 month treasury	US Treasury	500,000	3.30%	16,500
Reserves	new UST	24 month treasury	US Treasury	500,000	3.31%	16,550
Reserves	new CD	24 month CD	Valley National Bank	250,000	3.70%	9,250
Reserves		36 month CD	Valley National Bank	240,000	4.15%	9,960
Reserves	new CD	48 month CD	Valley National Bank	250,000	3.70%	9,250
			Totals	**$ 8,519,994**	***3.53%***	**$ 300,958**

Incremental Annual Interest Income $ 54,499

** Insured Cash Sweep - all balances are FDIC protected*

Rates are for guidance only and cannot be guaranteed. The rates illustrated are as of the day of the analysis. Actual rates would depend on the interest rate environment once the account is open and funded. FirstService Financial receives compensation from partner financial institutions for our assistance in the development, placement, service and maintenance of our banking programs. Any compensation received by FirstService Financial is paid directly by participating financial institutions.

FirstService Financial Inc.
Creating value one step at a time

Financial Northeastern Companies

Simplify the Process of Investing Your Assets with
DTC Eligible Certificates of Deposit

Administrative Ease + Access to Hundreds of Issuers without Sacrificing Yield or Security

Financial Northeastern, an industry leader in Bank Funding, has an extensive inventory of DTC eligible Certificates of Deposit. Some of the advantages offered by book entry only CDs include:

- **SELECTION.** The hundreds of issuers available for selection in the brokered CD market place expand your choices exponentially.
- **SINGLE ACCOUNT.** All of your DTC eligible CDs can be held in one centralized account that provides single statement convenience and online account access. DTC is a book-entry system, so ownership interest is represented by an entry in your account.
- **PAPERWORK REDUCTION.** Eliminate the need for signature cards, W9s, collection and processing of interest checks and multiple money wires.
- **NO MORE FAXES.** No fax needed for the CD set-up or to have your funds wired back to you upon maturity. All interest and principal payments are automatically credited to your account and dispersed at your direction.
- **COST-EFFECTIVE.** No fees to purchase new issue CDs. No fees to open or maintain your account. No fees to wire in or out of your account at FNC.
- **SECURITY.** DTC eligible, book entry only, CDs are eligible for FDIC insurance, up to the current allowable maximum.

FNC can help you develop a streamlined, fully-insured portfolio of CDs from its vast array of issuers. Make the decision today to take advantage of the cost savings and paperwork reduction.

Please contact FNC to leverage our 39 years of investing and funding experience.

investments@financialnortheastern.com

100 Passaic Avenue • Fairfield, NJ 07004
800-362-4141 • www.FinancialNortheastern.com

Offices in
Miami, FL, Dublin, OH and Austin, TX

FirstService Financial

Partner Broker Benefits

FirstService Financial's cash management team is dedicated to providing our clients with top-tier investment solutions and services. We have carefully crafted our offerings to ensure maximum value, transparency, and efficiency for our investors. Our approach encompasses competitive pricing, comprehensive reporting, and a suite of modern services designed to streamline your cash management experience.

Below, we outline the key features of our program, demonstrating our unwavering commitment to meeting your financial needs with precision, expertise, and care.

- **Pricing**
  - Minimum compensation on treasury bills (all brokers charge a commission for T Bills. This group takes the minimum, which affects the rate given).
  - No annual fees
- **Reporting**
  - Monthly maturing product reports to ensure proactive reinvestment
  - Weekly / Daily rate sheets for CDs and Treasuries
  - Available cash balance reports
- **Service**
  - Electronically downloaded statements
  - ACH transfers
  - Streamlined Account transfer/opening process
  - Dedicated team of professionals
  - Layer of support within FSR's ecosystem
  - Internal FirstService signer (a board member will not have to verbally confirm purchases / provide personal information)
  - Online read-only access

DISCLOSURE: For our services, FirstService Financial receives a monthly administration fee from participating financial institutions. This fee is paid directly by the financial institutions and does not impact the yield our clients earn on their funds. The fee received by FirstService Financial varies as it is individually negotiated with each financial institution.

Cash Management

Safely maximizing growth

Expert management of your association's money has a tremendous impact on the success of your community. FirstSerivce Financial's team of highly trained financial professionals provide customized solutions for thousands of communities, helping to navigate the complex association investment landscape and deliver results that meet your community's unique needs.

To find out how our cash management solutions will benefit your community, visit firstservicefinancial.com

Solutions that simplify

Maximizing yield on investments

Vendor Payables

Account Maintenance

Fraud Prevention

Receivables Management

Resident payment services

Up to $100M in FDIC with 100% principal protection

35+
long-term banking partners

3X
industry earnings via market leading rates

24-48 hr
account opening

FirstService Financial

Reserve investment program

How your board benefits

Higher Interest Rates

You earn market-leading, stable rates through our long-term bank partners.

- $6 billion in client deposits leveraged to negotiate exclusive, preferred rates.
- No fees on money market account or CD investments.
- One-stop-shop with access to commercial bank money market accounts and CDs, brokered products, and innovative institutional investment solutions.

Partnership Approach

Your community has access to superior products and services plus exclusive advocacy for FirstService Residential clients.

- Reserve fund allocation based on liquidity and reserve study needs, determined in collaboration with property managers, board members, and client accounting.
- Proactive engagement when attractive rates come to market, when CDs mature or when accounts exceed FDIC limits.
- Banking partner relationship management which anticipates specific community association needs.
- Fraud protection, detection, and risk mitigation through technology, close bank relationships, and support services.

Convenience and Efficiency

It's easier for you to do business.

- Streamlined account opening process through our internal treasury teams.
- Electronic signature technology (DocuSign) for signature cards and bank documents.
- Secure file transfer platform for downloading bank statements within the first five days of the month.
- Enhanced deposit insurance solutions up to $100 million per Tax ID in one account, on one statement at a competitive interest rate.

To learn more about how our reserve investment program will benefit your community, visit firstservicefinancial.com

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Treasury securities, money market funds (for liquidity needs) and other cash management solutions for operating reserves. Here are some short summaries of their proposals (full proposal included after this memo).

John Marshall Bank

John Marshall Bank presented a proposal tailored to the financial needs of community associations and is designed to improve the management of the Association's reserve funds while offering modern treasury management tools and dedicated local support. The proposal emphasizes personalized service, local decision-making, and banking solutions designed to maximize earnings while maintaining liquidity and protecting Association funds. John Marshall Bank's proposal provides a full-service solution focused on secure cash management, enhanced FDIC insurance protection, fraud prevention, and personalized customer service.

Charles Schwab

The proposal emphasizes a disciplined, long-term investment strategy utilizing diversified fixed-income portfolios, customized to align with the Association's reserve funding needs, liquidity requirements, and risk tolerance. Charles Schwab's proposal focuses on providing professional investment management for the Association's reserve funds through customized fixed-income portfolios and active portfolio oversight. The proposal emphasizes capital preservation, competitive risk-adjusted returns, and disciplined investment management supported by experienced advisors, comprehensive reporting, and a broad range of investment solutions tailored to the Association's long-term reserve funding objectives.

First Service Financial (current management firm)

The proposal focuses on maximizing returns on reserve funds while maintaining liquidity, FDIC protection, and operational efficiency through a network of more than 35 long-term banking partners. The FirstService Financial proposal is designed to provide the Association with a centralized cash management and reserve investment program that combines competitive investment returns, expanded FDIC insurance coverage, enhanced fraud protection, and administrative efficiencies. The proposal places particular emphasis on simplifying banking operations, leveraging FirstService Residential's banking relationships to obtain preferred rates, and providing ongoing support for reserve investment management while reducing the administrative burden on the Board.

Wells Fargo (current provider)

The Wells Fargo Advisors proposal focuses on providing a conservative reserve investment strategy that emphasizes safety, liquidity, and predictable income through a diversified ladder of FDIC-insured brokered Certificates of Deposit. By combining short- and long-term maturities with centralized account administration, the proposal seeks to maximize interest income while simplifying portfolio management and ensuring reserve funds remain available as capital projects are scheduled.

Proposal from Wells Fargo Advisors

	Amount	Maturity	Date	Approx rate
*	$245,000.00	2 mo	6/15/26	4.65%
	$245,000.00	6 mo	11/1/26	3.85%
	$245,000.00	6 mo	11/1/26	3.85%
*	$245,000.00	8 mo	12/22/26	4.65%
	$245,000.00	9 mo	2/1/27	3.90%
	$245,000.00	9 mo	2/1/27	3.90%
	$245,000.00	1 yr	5/1/27	3.90%
	$245,000.00	1 yr	5/1/27	3.90%
	$245,000.00	1 yr	5/1/27	3.90%
	$245,000.00	1 1/2 yr	11/1/27	3.95%
	$245,000.00	1 1/2 yr	11/1/27	3.95%
	$245,000.00	1 1/2 yr	11/1/27	3.95%
	$245,000.00	2 yr	5/1/28	4.00%
	$245,000.00	2 yr	5/1/28	4.00%
	$245,000.00	2 yr	5/1/28	4.00%
*	$240,000.00	2 yr 2 mo	6/12/28	4.15%
	$245,000.00	2 1/2 yr	11/1/28	4.00%
	$245,000.00	2 1/2 yr	11/1/28	4.00%
	$245,000.00	2 1/2 yr	11/1/28	4.00%
	$245,000.00	3 yr	5/1/29	4.00%
	$245,000.00	3 yr	5/1/29	4.00%
	$245,000.00	3 yr	5/1/29	4.00%
	$245,000.00	4 yr	5/1/30	4.00%
	$245,000.00	4 yr	5/1/30	4.05%
	$245,000.00	4yr	5/1/30	4.05%
	$6,120,000.00			
	$600,000.00	Money Market (rough estimate as a balance)		
	$6,720,000.00			

* Existing CD

Generally, CDs may not be withdrawn prior to maturity. CDs are FDIC insured up to $250,000 per depositor per insured depository institution for each account ownership category. CDs may be issued by out of state institutions.

Periodic interest payments are not reinvested into the CD.

The annual percentage yield is as of 05/04/26 and subject to availability.