



**PRICING POLICY  
SIENNA RESIDENTIAL ASSOCIATION  
SIENNA COMMUNITY ASSOCIATION**

STATE OF TEXAS                   §  
  §  
COUNTY OF FORT BEND       §

This Pricing Policy for Sienna Plantation Community Association, Inc., sometimes doing business as Sienna Community Association, and Sienna Plantation Residential Association, Inc., sometimes doing business as Sienna Residential Association is hereby adopted by the Board of Directors of Sienna Community Association and the Board of Directors for Sienna Residential Association (collectively referred to herein as the “Boards”), with the approval of TOLL-GTIS PROPERTY OWNER, LLC, a Texas limited liability company (“Declarant”).

WHEREAS, the property encumbered by this Policy is (i) that property restricted by the Second Amended and Restated Declaration of Covenants, Conditions and Restrictions for Sienna Plantation (Sienna Plantation Residential Association, Inc.) recorded under Clerk’s File No. 2012104699 in the Official Public Records of Fort Bend County, Texas (the “Declaration”), as same may be amended from time to time, and any other property which has been or may be annexed thereto and made subject to the authority of the Sienna Plantation Residential Association, Inc. (“SPRAI”), and (ii) that property restricted by the Sienna Plantation Amended and Restated Master Covenant (Sienna Plantation Community Association, Inc.), filed under Clerk’s File No. 2019035843 in the Official Public Records of Fort Bend County, Texas, as same has been or may be amended from time to time (“Covenant”), and any other property which has been or may be subsequently annexed thereto and made subject to the authority of the Sienna Plantation Community Association, Inc. (“SPCAI”); and

WHEREAS, the Covenant and the Declaration are collectively referred to herein as the “Declarations”; and

WHEREAS, the programs, services or facilities that are the subject of this Policy are managed either by SPRAI or SPCAI (collectively referred to herein as “Associations”); and

WHEREAS, the Boards, with the approval of Declarant, hereby adopt this Policy pursuant to the authority set forth in the Declarations.

NOW, THEREFORE, BE IT RESOLVED THAT the Boards do hereby adopt this Policy which will become effective upon recording of same. This Policy replaces any previously recorded or implemented policies or guidelines that address the subjects contained herein.

**PURPOSE**

To establish a Policy for determining pricing for programs, services, facilities and various other fee based items. The Association Board of Directors authorizes Association staff to set fees based upon cost recovery categories identified in this Policy.



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## **PRICE ESTABLISHMENT**

The following categories of pricing have been established which correlate to 1) the benefit of the service, program or item to the individual or 2) the benefit of the community as a whole, or 3) a combination of these two. Per the pricing categories below, a percentage cost recovery range will be added on, if applicable, to the total cost of providing the program, service, or facility use. The total cost includes all direct and indirect costs.

In each pricing analysis, staff shall utilize the pricing model developed and updated annually by the Association to determine the total costs associated with providing the program, service, facility, or item. Direct costs are typically hard costs for materials, labor/instruction, facility rental fees, equipment, promotion, etc. directly associated with providing the program, service, facility, or item. Indirect costs represent costs often defined as "overhead," which commonly include facility operation costs (utilities, maintenance, cleaning, etc.), administration/management staff costs, related software costs, and related insurance and reserve costs.

The price established for programs, services, or facility use will be set based upon where they belong in the below categories. Pricing will be updated regularly by Staff based upon updates to the pricing model.

## **PRICE CATEGORIES**

### **1. FULL COST RECOVERY PLUS**

**Priced to cover total costs (direct and indirect), plus 20% - 30% net to Association**

- a. Offers more customized benefits to the individual as opposed to community overall (primarily individual driven)
- b. Typically specialized instruction
- c. Examples include:
  - Instructional Classes
  - Private lessons/instruction
  - Sport Leagues
  - Camps
  - Rental of a facility for private function
  - Non-profit/community groups use outside of the defined non-profit/community group "no-fee" hours (refer to Facility Rental Policy)

### **2. FULL COST RECOVERY LIMITED**

**Priced to cover total costs, plus 10% - 20% net to Association**

- a. Offers some direct benefit to community and individual
- b. Examples primarily include:
  - Swim lessons
  - Fitness/health classes
  - Broad based tennis programs

### **3. NOMINAL COST RECOVERY**

**Priced to recover a nominal portion of the total costs**

- a. Offers some direct benefit to community and individual
- b. All residents invited to participate; however, some programs/events may be tailored to certain group interest
- c. Limited capacity/spaces for participation

- d. Nominal fee is set to encourage registered participants to attend the program/event and helps discourage 'no shows' (typically between \$5-\$20; dependent on the program/event)
- e. Examples may include:
  - Father/Daughter Dance
  - Specialty Nights
  - Field Trips
  - Community Garage Sale

**4. NO COST RECOVERY**

**No fee and no net income**

- a. Offers significant/primary benefit to community
- b. Open to community as a whole
- c. Commonly includes events funded by the Sienna Community Services Foundation, the Sienna Community Association's Community Enhancement Fund, or a sponsor
- d. Some components of these events may have related nominal fees (i.e. food/beverages, participant booth fee, photos, goods for sale)
- e. Non-profit/community groups use within the defined "no-fee" non-profit/community group use hours and policies (refer to related Facility Rental Policy)
- f. Examples primarily include:
  - Community events (concerts, outdoor movies, festivals, fairs, KidFish)

**5. NON-PROGRAM/EVENT COST RECOVERY**

**Priced to recover total costs**

- a. Offers primary benefit to individual; only needed for those who desire to access a certain facility
- b. Addresses a need for a specific property related service; individual benefit
- c. Examples include:
  - ID cards for facility access
  - Key for tennis court access for the individual's use;
  - Property modification requests

<b>Policy Name</b>	<b>Approved/Finalized</b>	<b>Revised</b>
Pricing Policy		October 21, 2020
Pricing Guidelines	December 2008 (no filing/recording)	

[SIGNATURE PAGES FOLLOW]

CERTIFICATION

I hereby certify that, as President of the Sienna Community Association, the foregoing Policy was approved on the 21<sup>st</sup> day of October, 2020, at a meeting of the Board of Directors at which a quorum was present.

DATED, this the 21<sup>st</sup> day of October, 2020.

*Jimmie F. Jenkins*

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Jimmie F. Jenkins, President

STATE OF TEXAS

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COUNTY OF Fort Bend

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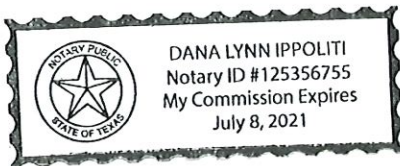
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BEFORE ME, on this day personally appeared Jimmie F. Jenkins, the President of the Sienna Community Association, known by me to be the person whose name is subscribed to this instrument, and acknowledged to me that he executed the same for the purposes herein expressed, in the capacity herein stated, and as the act and deed of said corporation.

Given under my hand and seal this the 21<sup>st</sup> day of October, 2020.

*Dana Lynn Ippoliti*

\_\_\_\_\_  
Notary Public – State of Texas



**CERTIFICATION**

I hereby certify that, as Secretary/Treasurer of the Sienna Residential Association, the foregoing Policy was approved on the 19<sup>th</sup> day of October, 2020, at a meeting of the Board of Directors at which a quorum was present.

DATED, this the 19<sup>th</sup> day of October, 2020.

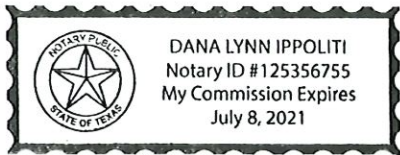
  
\_\_\_\_\_  
Derek Goff, Secretary/Treasurer

STATE OF TEXAS                   §  
  §  
COUNTY OF FORT BEND       §

BEFORE ME, on this day personally appeared Derek Goff, the Secretary/Treasurer of the Sienna Residential Association, known by me to be the person whose name is subscribed to this instrument, and acknowledged to me that he executed the same for the purposes herein expressed, in the capacity herein stated, and as the act and deed of said corporation.

Given under my hand and seal this the 19<sup>th</sup> day of October, 2020.

  
\_\_\_\_\_  
Notary Public – State of Texas





APPROVED, this the 21<sup>st</sup> day of October, 2020.

TOLL-GTIS PROPERTY OWNER, LLC, a Texas limited liability company

By: JF Jenkins

Printed Name: Jimmie F Jenkins

Title: Authorized Representative

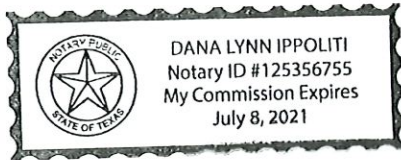
THE STATE OF TEXAS

COUNTY OF Fort Bend

This instrument was acknowledged before me this 21<sup>st</sup> day of October, 2020, by Jimmie F. Jenkins, Authorized Rep. of Toll-GTIS Property Owner, LLC, a Texas limited liability company, on behalf of said company.

Dana Lippoliti

Notary Public – State of Texas



FILED AND RECORDED  
OFFICIAL PUBLIC RECORDS

Laura Richard

Laura Richard, County Clerk

Fort Bend County Texas

December 11, 2020 03:59:19 PM

FEE: \$36.00 DP2

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