



THE LANDFALL VOICE

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Kenan Chapel and Great Oaks Club Presents:

Landfall Fall Festival and Car Show

Saturday, October 19 ~ 10:00 am - 2:00 pm

Halloween Celebration

rain date October 26

Recreation Site on Drysdale Drive

Sand Art and Pumpkin Painting ~ \$5

Haunted Hayride

Bake Sale

50/50 Raffle

Trick or Treat Parade

Carnival Games

Wilmington Children's Museum Exhibits & Games

Pony Rides

Classic Car Show

Plant Sale

Cookout

College Football

Mr. Magic

Caricatures

Halloween Costume Contest

For information, please visit www.kenanchapel.com or e-mail Mike Kane at kanex5@aol.com.

UPDATE FROM THE CHAIR

By Mary McKenna, COA Board Chair

We recently passed the one year anniversary of hurricane Florence and are most grateful hurricane Dorian left much less destruction behind. Our COA staff did a great job both in preparation and in cleanup for this most recent storm. The costs associated with Dorian are being absorbed in our operational budget and will not require any special assessment.

As mentioned in my last article our most recent resident survey noted strong concerns about declining aesthetics of some home sites including failing paint, turf issues, and overgrown vegetation. The COA has recently completed its annual "from the street" inspection and found issues at over 450 homesites. Letters have been sent to owners outlining these issues and requesting action to bring property into compliance. When we buy

property in our gated community we are subject to the rules, regulations and standards which are meant to maintain the aesthetics of our community, as well as to protect

our property values. If you received a letter please know our staff is available to answer your questions or concerns, but PLEASE treat them with respect. Staff are available to provide you with suggestions and quotes for landscaping work. Working together we can maintain our community to the high standards we all expect.

The board is currently working on the 2020 budget which will be approved by the end of October and then shared with our owners. Inflation, employee benefits and an aging infrastructure will likely require an increase in our assessment each year. However, after several years of 10% increases, we anticipate that number to decline for 2020 as we managed to improve our reserve position. The budget is developed based on a reserve study that anticipates future infrastructure needs. Please know that staff and board are continuously monitoring costs and seeking opportunities for savings and increased efficiencies.



COA MAINTENANCE UPDATE

By Steve Hughes, Chief of Operations



LAWN TREATMENTS

Well, the calendar tells us it is fall; however, it sure does not feel like it. Do not let the weather fool you. It is still the time to pre-emerge your lawns to control those winter weeds. In addition, a good fall fertilizer to keep your lawn's root system nice and strong for the winter as it goes dormant is equally important.

STORM DRAIN CAPACITY

Although we have not had a great deal of rain this year, when it has rained, it sure has poured. I receive plenty of questions regarding our storm system and its ability or inability to handle such frog chokers. Please keep in mind our storm systems are designed to handle just

under one inch of rain per hour. When we exceed these limits, we experience certain amounts of flooding. We have checked all the pipes in these areas to make sure that they are all functioning to their designed capacity. We will continue to do all we can in preparation for these heavy rain amounts.

PROJECTS

We have a few high visibility projects planned for this fall and winter. First of all, we will be repainting the stop bars throughout Landfall. We are also trying out some reflective paint markings on our main roads in replacement of the current reflectors that so far have not passed the impact test. The landscape beds along Pembroke Jones Drive in the

Radian Road and Quadrant Circle areas will be re-designed and replanted.

DAMAGED TREES

I am sure many of you have noticed large trees still dying from the impact of Hurricane Florence with Dorian putting the final nail in the coffin for many of them. After receiving Architectural Review Committee approval, homeowners should look at removing these trees as quickly as possible for everyone's safety. I thank you in advance for your cooperation.

Finally, I hope to see everyone at this year's Landfall Fall Festival and Car Show on Saturday, October 19 for all the fun, food and games. Have a safe and wonderful fall season!

Great Oaks Club News

By Pam Moody

From Arts in New Hanover County to Advance Planning Care – explore both with The Great Oaks Club

The Great Oaks Club welcomes Rhonda Bellamy, director of the Arts Council of Wilmington, to speak to us at our October 9 meeting at 1:00 pm regarding the impact of The Arts in New Hanover County. She will provide us with an overview of the Wilmington art scene. Come to hear about what you may be missing. At our November 13 meeting at 1:00 pm, Jason Clamme, the Engagement Manager for the Lower Cape Fear Hospice, will talk to us about the elephant in many rooms as he enlightens us with tips for advance care planning. He will help us identify health care choices and the best way to communicate them to loved ones and providers. This is a sobering, yet necessary, dialogue to be had. Both meetings will open with social time, refreshments, and a short business meeting prior to the presentations.



The Great Oaks Club is a social and educational group open to all women who are Landfall residents, property owners, and/or Country Club of Landfall members. Meetings are held the second Wednesday of each month and include a wide range of programs. The organization welcomes new members. More information about the club and membership can be found on the website: greatoaksclub.com.



Thank you Landfall CERT!

Our Landfall Community Emergency Response Team (CERT) purchased and donated a defibrillator for placement at the Arboretum gatehouse.

LANDFALL FACTS

As of September 2019

Owned Lots Paying Dues	2004
Homes Complete	1765
Homes Under Construction	38
ARC Homes in Process	7
Homes for Sale	93
Lots for Sale	42
Homes Sold	83
Lots Sold	13

Landfall COA Policy Revision

On September 24, 2019 the Landfall COA board approved a revised financial collection policy. The policy will be included with the December COA assessment invoices and is posted on the Landfall website.

Finance Committee Report

By Carl Roark, Treasurer & Finance Committee Chair

Did you know our COA actually runs two major lines of business? The original focus of the COA was on maintaining the common areas (including common streets, lights, storm drains, etc.) at the highest quality level to ensure Landfall would be a premier gated community.

As Landfall developed, different developers built individual sub-communities, each of which enjoys property owner management by way of discrete Homeowners Associations (HOAs). With this self-management came the responsibility for each to maintain the streets, street lights, and intra-HOA common areas. It became obvious this approach would result in duplication of efforts and excessive costs. At the request of the various HOAs, this issue was addressed by the COA providing complete landscape services to the Associations in addition to general Landfall common areas. Thus was born the Landfall Association Services business line - (LAS). Other needed services, such as Association accounting services, were successfully added.

Past COA boards of directors and the COA management team recognized the amount of equipment and staffing needed could be most efficiently utilized by offering additional homeowner services to Landfall residents, voila - Landfall Owners Services (LOS). Logical extension yard care services were added for individual homeowners, including horticultural planning, plant

sales, installation services, debris removal, and mulching. Driven by resident demand additional service offerings have been added including gutter cleaning, handyman services, irrigation system installation and maintenance, landscape lighting, pressure washing, and pool maintenance. Virtually any "help around the house" service is available from the COA at a very competitive cost with a single phone call.

The LAS and LOS services provide all Landfall residents with a convenient, cost-effective way to maintain our community as the premier gated community in the Southeast.

Financial results as of July 2019

YTD Revenues - \$6,049,180

YTD Expenses - \$6,059,010 (includes contributions to Capital and Unrestricted Funds)

YTD Net Loss - \$9,830

The Capital and Unrestricted fund positions at July 2019 total \$993,810 and anticipated year end 2019 will be \$1,515,760.



Security News

By Chris Adam, Chief of Security

The holiday season is upon us and during this time we tend to get an influx of guests coming in and out of Landfall. It is key to make sure you are calling in your guests ahead of time to avoid long lines at the gates. There have been occasions where Security has had to turn away guests because they have not been called in and we cannot reach the homeowners to verify entry. This can create an unpleasant and unwelcoming experience for your guests which we would like to avoid.

During these holiday months some of our homeowners enjoy throwing parties and events at their homes. Please reach out to us at Landfall Security, so that we can assist you with parking and traffic cones when needed.

If you have plans to travel this holiday

season, do not forget to sign up for house checks so that we can watch over your home while you are away. It might be interesting to note that last year we had 1,626 house checks performed in October and 1,607 in November.

In order to be on the list for house checks, you must fill out our house check form and turn it in to the COA office or one of our gate houses on your way out. Please make sure you are filling out the sheet completely, providing us with accurate information, and listing an emergency contact should we need to make contact while you are away.

We hope you all enjoy this time with your loved ones and from all of us at Landfall we hope you have a wonderful and happy holiday season!

ARC Reminder

Please be reminded that all home and landscape modifications require Landfall Architectural Review Committee review and approval. This includes tree removals (both living and dead), play equipment, generators, patios, plant or tree replacements, and roof replacements. For landscaping, if the dying or overgrown landscape plant is replaced with the same type of plant, ARC review is not required. For more information on ARC submittals, forms or design requirements, please e-mail arc@landfall.org or call Shelly or Hannah at 910-256-7651.

All submittals must be accompanied by the submittal cover sheet or the modification to existing home form which are available in the ARC Guidelines at the COA office or on the Landfall website at www.landfall.org/arc.

CPR & First Aid Classes for Landfall Residents & CCL Members

Arranged by Landfall Community
Emergency Response Team (CERT)

**SAVE THESE DATES: October 29 and
November 7**

Consider spending just 3 hours to
learn how you can help loved ones,
neighbors, or friends in an emergency.

CPR training: learn updated and
refined techniques for infant, child,
and adult CPR, relieving choking, and
using automatic electronic
defibrillators (AEDs). **First aid** covers
everyday emergencies – stroke,
sprains, breaks, heat issues, bleeding,
severe allergic reactions, seizures,
etc. Classes are taught by American
Heart Association instructors from
First Hands CPR, Inc.

Class limit: 10 students. American
Heart Association certificate (good
for 2 years) issued. Take home a
workbook with clear, step-by-step
instructions and illustrations, and also
Quick Reference Guides for various
emergency conditions.

Where: Landfall COA Board Room.

Class Fee: \$45 for one class (CPR or
first aid) or both CPR and first aid
classes for \$65.

To register: 1) Use "tear-off" form
2) visit <http://www.landfallcert.com>
to download form; or 3) pick up form
at the COA front desk. Mail form,
along with check to "Landfall CERT"
to: Debbie Socha; 2015 Bay Colony
Lane; Wilmington NC 28405 or email
Dsocha@ec.rr.com for drop-off
directions.

Registration deadlines: For Oct 29
class: Fri, Oct 25; for Nov 7 class:
Tues, Nov 5.

Cancellation Policy: Cancel more
than 48 hours before the start of the
class, your check will be returned or
shredded. Cancel less than 48 hours
before the start of the class, your
check will be deposited. However,
credit will be applied to any future
CPR or first aid classes.

Lakeside Party

By Sue Pevonka

On Sunday, September 8, 65+ neighbors from Lakeside Villas gathered for an evening of fabulous food, fun and fellowship. We all had much to celebrate with the passing of Dorian. Feeling blessed!



LANDFALL CERT CPR/FIRST AID CLASS REGISTRATION

_____ First Aid	Tuesday, Oct 29	9:30 am to 12:30 pm
_____ CPR	Tuesday, Oct 29	1:30 pm to 4:30 pm
_____ CPR	Thursday, Nov 7	9:30 am to 12:30 pm
_____ First Aid	Thursday, Nov 7	1:30 pm to 4:30 pm

Name _____ Phone _____

Address _____ Email _____

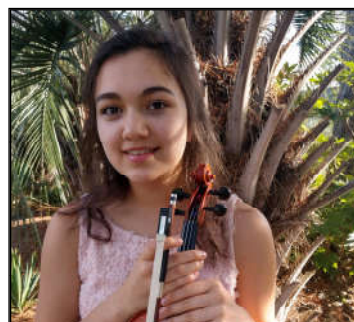
The Frank H. Kenan Chapel Presents



"The Winners"

Wilmington Symphony Concerto Competition Winners and Brooklyn Arts Music Academy Bach Double Competition Winners

When: November 17, 2019 at 5:00 pm at Kenan Chapel



The Kenan Chapel is thrilled and honored to present two winners each from two very prestigious music competitions. The Wilmington Symphony Young Artists Concerto Competition is held each year and the 2019 winners are Tanya Hanano, a mezzo soprano vocalist winner of the UNCW division and pianist, Douglas Han, winner of the middle school competition. The 2019 Brooklyn Arts Music Academy (BAMA) Bach Double Competition winners are the two very talented violinists: Isabella Garcia and Joshua Gibbs. Concert begins at 5:00 pm with a reception following at the Country Club of Landfall. Complimentary tickets will be available at the NE branch of the New Hanover County Library beginning November 11th. Please consider a generous donation to help us continue this wonderful music program at Kenan Chapel. Please see Kenanchapel.com and "Like" us on Facebook for up to date information.

The Investors Roundtable of Wilmington (IRT) Meetings: November 7 and December 5 12:00 pm at Country Club of Landfall



The speaker at the IRT November 7 meeting will be Wayne LeSage, Jr, CFA who is Partner, Client Relations with Coho Partners, Ltd.

Coho Partners is a boutique investment firm focused on the implementation of a single investment discipline. Wayne's topic will be "Managing Risk in the U.S. Stock Market".

Wayne joined Coho Partners in 2014. He is responsible for working closely with institutions, families, individuals and members of the Coho Investment Committee to engage in all aspects of the firm's client service needs. Wayne has 17 years of experience in the investment management industry and is a partner of the firm.

Wayne graduated from the University

of Notre Dame with a Bachelor of Business Administration in Finance and received an MBA in Finance from The Wharton School of the University of Pennsylvania. He earned the right to use the Chartered Financial Analyst designation.



The speaker at the IRT December 5 meeting will be Clay Dunnagan, Managing Partner of Anchor Capital, who will speak about a private equity approach to investing in small cap public equities.

Clay founded Anchor Capital in 2008. His prior experience included roles in Fortune 500 corporate finance, investment banking, strategy consulting and early stage technology ventures. In 1999, he co-founded an artificial intelligence (AI) software company (acquired by Intel in 2015), then led business development for a digital content software company. Clay holds an undergraduate degree from

North Carolina State University and an MBA from UNC-Chapel Hill Kenan-Flagler Business School. He is a past President of the North Carolina Museum of Art Foundation Board, currently serves as Chairperson of the Woodberry Forest School Class of 2021 Parent Giving Committee and serves as a member of the Development Committee for the Walthour Moss Foundation in Southern Pines, NC.

The Investors Roundtable of Wilmington (IRT) is an educational forum for the presentation and exchange of financial, economic and business information to assist private investors in the management of their individual financial assets. Monthly meetings are held at the Country Club of Landfall. Lunch is served at noon, followed by the featured speaker and a question-and-answer period ending by 1:30 pm. New members and guests are welcome. If you would like to attend, please contact Cliff Brock at cliffbrock@ec.rr.com one week before the meeting.

LANDFALL COA
1749 DRYSDALE DRIVE
WILMINGTON, NC 28405

PRSRT.STD.
US POSTAGE
PAID
WILMINGTON NC
PERMIT #42

New Owners & Recent Transfers

Daniel & Susan Gasman
2005 Spinnaker Place
of Wilmington, NC

Margaret Lowe
2010 Bay Colony Lane
of Wilmington, NC

Judd & Ruth Van Sickle
2113 Harborway Drive
of Wilmington, NC

Martin & Cindi Owens
1900 Odyssey Drive
of Charlotte, NC

Ali Vahdati
2109 Bay Colony Lane
of Wilmington, NC

Minoo Modaresnezhad
2109 Bay Colony Lane
of Wilmington, NC

Brian Ecclesine
729 Arboretum Drive
of Wilmington, NC



Walter & Andrea Frueh
7134 Saybrook Drive
of Oradell, NJ

Russ Bryan
813 Oak Creek Place
of Wilmington, NC

Cailin Williams
1708 Landfall Drive
of Raleigh, NC

Tom and Susan Laughon
1630 Verrazzano Drive
of Wrightsville Beach, NC

Charlie Duff
1004 Deepwood Place
of Wilmington, NC

Tim King
1004 Deepwood Place
of Wilmington, NC

Scott & Karen Gerow
2345 Ocean Point Drive
of Wilmington, NC



Tom & Linda Haller
2020 Pelican Reach Place
of Wilmington, NC

Marie Desmangles
1713 Signature Place
of Ashburn, VA

Jeff & Kristine Jarrett
1133 Arboretum Drive
of Wilmington, NC

Brandon & Katie Walsh
308 Moss Tree Drive
of Richmond, VA

Johanna Currin
2002 Leith Court
of Wilmington, NC

Stephen Mueller
2009 Seawind Lane
of Greensboro, NC

Christian McKemie
2101 Medeira Court
of Wilmington, NC



Erin Cuellar
2101 Medeira Court
of Wilmington, NC

Kerry & Sherre Avant
1830 Gleneagles Lane
of Winston Salem, NC

Beverly Thomas
1400 Regatta Drive
of Wilmington, NC



**THE VOICE IS PRODUCED BY THE
COMMUNICATIONS COMMITTEE:**

JEWELL JESSUP, EDITOR

KATHERINE MCKENZIE, COA LIAISON

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