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## A Message from Your COA Board Chair

by Bill Hamlet

This past month the management and board have finalized our budget for 2022. It will include a 5% increase for each of us in our assessment. So that you may better understand the drivers of this increase, I would like to share some information with you as to the make-up of our cost structure and the result on our "Capital Improvement Fund". The numbers that I will be using are comparing our 2021 budget with our 2022 budget. Total revenues are projected to be \$12,021,000 up 9.9% with expenses of \$9,805,000 up 10.5%. We project to add \$2,217,000 to our capital reserves.

In our budgetary process we have three buckets that I call basic COA, LOS (Landfall Owners Services) and LAS (Landfall Association Services). The first and largest of these are the expenses which we must incur and relate to running the COA (the conglomeration of home owners associations). The other two are the growing "for profit" businesses which we run (and on which we make reasonable gross profit returns), that give the combined operation monies to help defray larger COA assessments.

We are experiencing inflation - the wages and consumables (fuel, chemicals, mulch/sod/gravel) that everyone reads about. For salaried full time equivalent (FTEs) workers we have three groupings - security, administration and maintenance. We have maintained these combined numbers at around 90 employees even though our LOS and LAS business revenues are growing at a meaningful pace and require more workers.

Management's approach to dealing

with retention and wage pressures is to improve our salary, and importantly, benefits for our FTEs and rely more on "contracted" third party labor for the incremental workers. For quality and stability it is important for us to retain our supervisors, assistant supervisors and crew foremen in the maintenance area. The same applies to our admin and security staff.

Throughout Wilmington we are not much below the often discussed Federal Minimum Wage of \$15 an hour for the lowest rung of employees. On top of that for FTEs we incur another 28% in benefit costs (payroll taxes, health, insurance, 401(k), and workers comp) that we do not incur with "contracted labor". The hourly rate for contracted labor may run 10- 15% per hour more, but without the incremental benefit costs. Using contracted workers allows us to accordion weekly and seasonal staffing to fit our needs.

With that in mind, we have modestly decreased our FTEs' salary and benefits expense by about \$156,000 (4%) while significantly increasing our contracted labor by \$357,000 (90%) over this past year. For perspective, about \$75,000 represents a 1% increase in assessments and this expense increase represents \$201,000 or 2.7% increase in assessments. A goodly amount of this salary expense will be offset by increased revenues from LOS and LAS.

Our projected increase in consumables are in aggregate up about \$35,000 for 2022 (with each component up between 8 to 35%). Again, a good part of that

increase will be offset with increase volumes of activity in LOS and LAS. Of course there are numerous other expense line items that could be discussed but I only wanted to highlight the biggest drivers. In 2022 management will be actively looking to employ more applied technology that should help us deploy our resources more efficiently, reduce the rate of growth in manpower and improve interactions with our residents.

The cumulative result of the 2022 budget is that we will cover our increased costs and intentionally be building up our Capital Improvement Fund (CIF) by almost \$700,000. Our CIF will open 2022 at about \$1.7 million and end at about \$2.4 million. We project to spend \$1.5 million in 2022. We annually update our Reserve Study (specifically analyzing the maintenance and replacement costs of each of our capital assets) and in 2022 we will engage an outside firm to review CIF for its appropriateness to the projected needs. We believe that we are close to being adequately funded. If that proves out, then going forward we may not need as large of percentage increases in assessments.

To see our full 2020 audited financial statements please go to the resident portal and click on the Document Library, COA Resident Information. Our 2021 audit will be available in late Spring of 2022.

**Landfall Holiday Lights Contest! Enter to win!**

*See page 3 for details.*

# Maintenance Update

by Steve Hughes, Chief Operating Officer



Season Greetings everyone!

Hard to believe another year has almost come to an end. As I take a few moments to look back at 2021, it came with many high points and unfortunately some very low points. To all the residents and their families who lost loved ones this year, my thoughts and prayers are with you. May your sorrow soon ease with wonderful memories and joy of the good times. If there is anything I may do to help, please let me know.

Covid: we all look forward to the day when this terrible virus is behind us, and it is no longer a daily topic. We do our best to operate smart and safe each and every day and, as we all know unfortunately, this is not always enough. Please everyone do all you can do to protect yourselves and your families.

Now for some of the high points of the year. As many of you have commented on the Eastwood entrance makeover, it definitely brings a wonderful feeling of home when driving through; and rest assured, with all the behind-the-scenes improve-

ments that have been made, it should stay this way for many years to come.

We continued with the construction of our wooden privacy fence project surrounding Landfall.

The new playground was installed; and with the hard work of the Building and Grounds Committee, the new base as well as the design has been a huge success. Thank you B&G and COA Board!

On this note I want to thank all the volunteers that help the COA operate effectively and smoothly each and every day. We couldn't do it without you. We are always looking for more, so if you have the time please let us know.

Even with the difficult times we are in and trying to run a business with the daily challenges of labor, rising prices, availability of goods and the record highs in inflation, I am very happy to announce this will be the most successful year in the COA history. Our landscape divisions are growing because of each and every one of you. We continue to offer more and more services to all of you not only

to keep your hard earned money in Landfall, but more importantly, to make your lives a little easier. Thank you just doesn't seem to say enough. Your continued support is so much appreciated by the entire team.

As Wilmington and surrounding areas continue to grow at record rates with the latest and greatest looks, one of our biggest challenges is to always keep our community looking fresh. So we will continue to come up with and put into place new ideas such as updated technology, landscape and hardscape plans throughout the property including landscape lighting, fountains and of course continue on with our street and storm drain maintenance and inspection programs.

So as 2021 comes to a close and 2022 begins, we will be ready to continue to make Landfall the wonderful and beautiful place you call home.

I wish everyone of you a safe and wonderful holiday season and a Happy New Year.

## Did You Know? There is a Landfall Architectural Review Committee

by Shelly Kearney, ARC Coordinator

Landfall has been truly refreshed with all the new owners and more than 300 property transfers in the last couple of years. The spirit of renewal is spilling over Landfall's homesites with many exciting projects, total landscape renovations, outdoor living areas, kitchens, and pools, as well as home enhancing additions.

The Architectural Review Committee volunteer owners are working diligently on behalf of all Landfall residents with lengthy meetings on the 2nd and 4th Mondays of each month, preceded by review of hundreds of pages of submittal information, online plan reviews, in addition to meetings with owners, site staking inspections, and unplanned last minute visits to homesites. This is not just a "shout out" to them, but also a request to you, our owners, to please include

architectural review by the Committee with your home and landscape improvement planning.

Although the number of unapproved property modifications remains relatively low, the review by the Committee members is made more difficult when submittals are hastily prepared and lack complete information. In addition, Landfall's Covenants and Security Committee has to schedule panel hearings with residents to determine what fines, if any, may be levied for violations of our rules and regulations and covenants. Needless to say, we want to avoid as many of these meetings as possible.

Please do not hesitate to contact Hannah Buntrock or me at [arc@landfall.org](mailto:arc@landfall.org) or call us at 910-256-7651, if you need and wish to make any home or landscape changes, material replace-

ments, renovations, and/or refurbishments, in addition to plant and tree additions and removals. Also, remember that the ARC guidelines and on-line forms are available at [www.landfall.org](http://www.landfall.org).

The ARC process is not difficult; however, it does require your time and attention for it to work efficiently. Hopefully, our residents bought their homes in Landfall, because they liked what they see, appreciate what they don't see because of the softening impact of adequate landscaping, and appreciate the role that the Architectural Review Committee plays in helping to maintain those standards. By working together, we can insure that Landfall remains one of the premier gated communities in the Southeast.

We hope that everyone has a wonderful holiday season and a Happy New Year.

# Finance Report

By Dick Rosenmeier, Treasurer & Finance Committee Chair

My financial message continues to be very positive for 2021. The community support of our LOS program has yielded funds to offset our dues increase. Now off to 2022, which will be my last year, the Board has approved our 2022 budget. The pressures of inflation and addition of new and retention of existing employees has forced us to compete with other organizations in the wage area. Our starting salaries are considerably lower than McDonalds.

The budget also includes the annual cost of our street repavement and storm water repairs, which amount to \$1,048,000. Additionally, we are forced to update our technology for the gate entry system. This cost is budgeted at \$27,550. We also need to prepare for the multitude of surrounding projects that can have a major effect on our access roads and gate systems. On a positive note, we project to have the capital improvement fund at \$2,148,604 which is an increase of \$165,000.

## Financial results as of October 2021

**YTD Revenues -** \$9,564,443  
**YTD Expenses -** \$9,154,943 (includes \$1,781,767 contributions to Capital and Unrestricted Funds)  
**YTD Net Income -** \$409,500  
The Capital and Unrestricted fund positions at October 2021 total \$2,676,786 and anticipated year end 2021 will be approximately \$2,148,604.

# Chief of Security News

by Chris Adam, Landfall COA Security Chief

After the difficult year we all faced in 2020, 2021 seems to have flown by. It is so hard to believe that it is already December. We hope that each of you had a wonderful Thanksgiving and will continue to enjoy the holidays ahead! In doing so, please allow us to offer a few helpful reminders to consider at this time of year.

Due to the increased level of scams during the holiday season, we would like to bring your awareness to a few that we feel noteworthy. One of the expected scams is the Shipping Notification Scam. Individuals who choose to shop online are susceptible to this scam as it targets shoppers who require delivery of their purchases by distributing shipping notifications and confirmations that are actually phishing tactics. A file attached to the email message is one of the biggest indicators that you have received a fraudulent phishing email. With a lot of people using texting as a way to commu-

nicate with family and friends, there is also a Text Message Scam circulating. This scam tricks cell phone users into providing their banking information under false pretenses. Here are a few ways this scam is being introduced to the public. One way suggests that you have a service that will cost some amount of money should you not cancel right away by clicking a link in the message. Another one may assume the identity of your bank and ask you to "verify" your pin number to reactivate your card. We want to help our owners stay knowledgeable about popular schemes going on so that you can reduce your likelihood of becoming a victim of fraud and/or identity theft. If you receive a text or email from an unfamiliar source you should not respond and delete it right away.

If you have plans to travel this holiday season, don't forget to sign up for house checks so that we can watch over your

# Holiday Lights Contest

by Glenda Hay

The Holiday Lights competition for individual homes returns again this year. Glenda Hay, together with her judging committee, will run a competition for Best Holiday Lighting. The Country Club of Landfall has kindly donated 3 gift certificates valid for a dinner for two at CCL for our winners. If you wish to enter the contest, please email your name & address to glhay-lights@gmail.com.

Closing date for entry is Sunday, December 17th. A list and route will be arranged and provided for all residents so that you may view the entries. This proved to be very well received last year. May the best decorator win!!

## 2022 Landfall COA Board Election

On December 7, the Landfall COA Board approved electronic voting for the 2022 Board of Directors Election. The seats for District #3 and District #5 are up for election. Candidate descriptions and ballots will be sent out via emailed links in late January. Please ensure that your email address on file with the COA is current. There are a few owners that do not have an email address and those owners will receive their ballot via US post.

home while you are away. 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. You can pick up this form at the COA office or you can submit remotely for a house check at <https://www.landfall.org/security/house-check-request-online-submission/>. Please make sure you are filling out the form completely, providing us with accurate information, and listing an emergency contact.

Please be sure that you are registering your guests name and email through the resident portal. This will aid them upon entry and help avoid any delays at the gates. Also, if you plan to have a holiday party, please let us know so that we can assist you with parking and provide cones as needed.

We, at Landfall Security, hope you have a wonderful holiday season!



## Frequent Visitor Barcode Renewals

Frequent visitor barcodes are set to expire on December 31st. The \$35.00 annual fee is due to renew the barcode pass for the 2022 calendar year without interruption.

Please send \$35.00 for each existing barcode already authorized along with the name of whom the barcode is to be renewed. Make checks payable to Landfall COA and send to 1749 Drysdale Drive, Wilmington, NC 28405.

Those eligible for frequent visitor barcodes are resident status individuals, renters and immediate non-resident family members which include: spouse, parents and grandparents, children (including adopted and step) and grandchildren, brothers and sisters, mother-in-law and father-in-law, brothers-in-law and sisters-in-law, and daughters-in-law and sons-in-law.

## Resident Email Address Update

If you have not already done so, please be reminded to provide your up-to-date email contact information to the Landfall COA by emailing [coa@landfall.org](mailto:coa@landfall.org). This is necessary for set up of your resident portal account to sign in guests, authorize service personnel, as well as update your Landfall directory information or choose to not be included. As the COA moves toward a more technology - based information environment, utilization of the COA website for news and updates will be streamlined and interactive.

## 2022 Landfall Voice

For 2022, the Landfall Voice newsletter will be published online and you will receive email notification of the posting. If you wish to receive a mailed copy, please notify us via email to [coa@landfall.org](mailto:coa@landfall.org) or mail your request to 1749 Drysdale Drive, Wilmington, NC 28405.

## Holiday Lights throughout Landfall

by Glenda Hay

Thank you to all those who have commented on the holiday lights provided by the Landfall Council of Associations. The response has been overwhelmingly positive.

Additionally, we would like to thank all of you who have generously sponsored funds to wrap holiday lights on various lamp posts throughout the community for a little extra sparkle this year. A special "Thank You" goes to Merrette and Mandy Moore who have sponsored funds to wrap lights on lamp posts at ten main intersections along Pembroke Jones Drive, Deer Island Lane, and Arboretum Drive as well as Saybrook Bridge on Arboretum Drive.

Many other owners sponsored lamp posts at their streets and/or collected donations from multiple owners and residents this year to make this possible:

Doris Chew  
Chris and Brandi Mason  
Stephany Del Re  
Kiplyn Duffy  
Giovanni Point HOA  
Todd and Mary Godin  
Glenda Hay  
Tracy Hodgson  
Ashley Lalier  
Jennifer Lancaster  
Peter Langer  
Sherry Mercer  
Nancy and Tim Mihle  
Mary Miller  
Mandy and Merrette Moore  
Pierre and Ronel Naude  
Janine Pugh  
Diane Swain

We hope that everyone enjoys these holiday lights located throughout the Landfall community and hope that this program can be expanded each year to add to the holiday cheer.

## Dangerous Intersection Alert in Memory of Jan Anstatt

From Chuck Owens

Our Landfall community has recently experienced the loss of one of our good friends and neighbors, Jan Anstatt, in a tragic accident at the very dangerous intersection of Market Street and Station Road. The family and friends, as well as the COA Board wanted to bring to the attention of our residents the increasing traffic congestion and risks that exist just outside of our gates. This intersection is one of the most dangerous in the county and every resident should be reminded that making a LEFT TURN from Station Road onto Market Street is exceedingly hazardous and should always be avoided. All drivers are encouraged to take an alternate route, i.e., use Gordon Road where turns at the Market Street intersection are controlled and managed by traffic lights.

Over the next several years we are anticipating a number of road construction projects around the Landfall community and significant changes to the roadways. These projects include the Drysdale Drive Extension, the Eastwood Road Flyover, as well as current and additional changes to Military Cutoff Road (MCO) and Market Street.

Additionally, with the holidays being just around the corner, even more vehicular traffic is expected to be added to these already congested areas. Please, remember to always remain alert and practice patience when traversing these areas!



All modifications, additions, or removals to the home and landscaping require Architectural Review Committee review and approval.

Visit [www.landfall.org/arc](http://www.landfall.org/arc) for ARC Guidelines and Forms.

## Frank H. Kenan Chapel Welcomes:



**UNCW Professor Nancy King presenting UNC WOOP!**

**When: January 30, 2022 at 5:00 p.m. at Kenan Chapel**

You don't want to miss Nancy King presenting her talented singer-actors from UNC WOOP! (UNCW School

of Music's Opera Outreach Project) for an afternoon journey through great arias and duets of favorite moments from opera and Broadway, accompanied by Elizabeth Loparits, piano. These young talented students from our UNCW always exceed our expectations.

Concert begins at 5 p.m. Complimentary tickets will be available at the NE Branch of the New Hanover County Library on January 24. Note that there will be a reception that follows the 5:00 p.m. concert at the Country Club of Landfall. For more information about this wonderful program and how to support the Kenan Chapel Foundation please visit [Kenanchapel.com](http://Kenanchapel.com).

### Holiday Office Schedule

The COA office will close at 12:00 pm on December 23, and will reopen on December 27 at 8:00 am. The COA office will also be closed on December 31 for the New Year's Day holiday and will reopen on January 3. Please plan ahead for guests by updating your resident portal account or by calling 910-256-5311.

## The Great Oaks Club 2022

*By Janet Pruden*

The Great Oaks Club will start off the new year with a meeting on January 12th. Come meet new and old friends and hear our speaker discuss the issue: Are we at war with our genes?

Our guest speaker will be William Stewart, PhD., a drug researcher whose career has taken him to several major pharmaceutical companies and studies of diseases including cancer, heart disease, arthritis, and Alzheimer's. Dr. Stewart will discuss the emergence of chronic disease since the advent of agriculture and the relationship of those changes to accelerated biological aging in our Western culture.

The club is open to all women who are Landfall residents, property owners, and/or Country Club of Landfall members. Meetings are at 1:00PM and held on the second Wednesday of the month from now through May and are held at the Country Club of Landfall (Nicklaus course).

Please go to our website: [www.greatoaksclub.com](http://www.greatoaksclub.com) to find out more information or to register by sending an email under Contact section.

### Christmas Tree Pick Up

The COA Maintenance department will begin early morning tours to pick up undecorated Christmas trees on January 3 and will continue pick up until February 1. If pick up of your tree is missed, please email [maintenance@landfall.org](mailto:maintenance@landfall.org).

## Keep New Hanover Beautiful (KNHB) is Making a Difference!

*By Dick Brightman*

As we head into the fall season, we look back to a year of many accomplishments. None of these would have had any success without the dedication and devotion of our passionate core of volunteers and UNCW interns - THANK YOU!! Here are some highlights of our year so far...

In March we spearheaded a Tree Planting Initiative, made possible by a grant awarded by Keep America Beautiful (KAB) and UPS. Our volunteers planted 250 native or fruiting trees, plants, and bushes in several locations in the City of Wilmington.

Our cleanup partnership with Cape Fear River Watch continues to be as strong as ever! Our monthly 2nd Saturday Cleanup volunteers have spent 271 hours cleaning up 1,555 pounds of trash and recyclables. In June we jointly participated in the KAB-Great American Cleanup, where 100 volunteers cleaned up 1,174.80 pounds of trash

and recyclables across 5 sites. Last month, nearly 150 KNHB volunteers picked up 1,180 pounds of trash across 9 different sites for the International Coastal Cleanup, an initiative of the Ocean Conservancy.

We were happy when CCL Sports Center donated over 100 empty tennis ball cans for use in collecting discarded cigarette butts during our county-wide cleanups. Speaking of, our Cigarette Butt Litter Campaign is still growing! We have collected and recycled approximately 1,451,000 butts (about 1,451 pounds) since the program's inception. Only 548 pounds to go before reaching one ton! We've been able to collect all these butts thanks to the 400 cigarette butt canisters that we've installed and continually service throughout New Hanover County. TerraCycle (the company that recycles the butts) reports that KNHB is ranked #8 in the country for the recycling of cigarette butts (including cities,

municipalities, cruise lines, etc.)!

We have donated 70 new cigarette butt canisters to our partners at the City of Wilmington Recycling & Solid Waste Division to replace those that are damaged or don't function. And they are a big part of our ongoing campaign to keep cigarette butt litter out of our environment. Thank you!

Last but not least, our Seabin Project is also thriving! In addition to the new units awarded to KNHB from KAB and Santa Fe Natural Tobacco two years ago, we've received 2 more units from the local chapter of Surfrider Foundation and the Ocean Conservancy.

Here is a picture of our latest Seabin:

For more information please visit our website:

[keepnhcbeautiful.org](http://keepnhcbeautiful.org).



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New Owners & Recent Transfers

Robert & Laura Nute 2051 Odyssey Drive of Portsmouth, NH	Theresa McKeever 849 Bedminister Lane of Wilmington, NC	Daniel P. & Rachel Kendall 824 Gull Point Road of Wilmington, NC
David & Michele Brouse 613 Dundee Drive of Wilmington, NC	William & Sherry Wojciechowski 2220 Moreland Drive of Wilmington, NC	Mark & Karen Lampkin 1446 Quadrant Circle of Wilmington, NC
Lee S. & Deborah L. Steinmeyer 1305 Regatta Drive of Leland, NC	Kenneth L. & Susan Wiggins 1140 Turnberry Lane of Marathon Key, FL	Brian & Janice Coleman 2232 Fox Hunt Lane of Wilmington, NC
Craig & Mariana Davis 1111 Pembroke Jones Drive of Wilmington, NC	Ryan & Rachel Lisk 1232 Great Oaks Drive of Wilmington, NC	Aidan & Michelle Mayne 2016 Seawind Lane of Wilmington, NC
Joseph & Ashleigh Norris 313 Fair Lakes Drive of Wilmington, NC	William T. & Kristen Walrond 624 Bedminister Lane of Wilmington, NC	Yanet Diaz Grenell 2001 Marsh Harbor Place of Wilmington, NC
Lindsey E. Hess 7122 Saybrook Drive of Wilmington, NC	Martha Jennings 1204 Great Oaks Drive of Wilmington, NC	Eric & Jackie Silver 1413 Quadrant Circle of Wilmington, NC
Raymond & Irene Nudy 1110 Pembroke Jones Drive of Wilmington, NC	Adam & Amanda Cole 1124 Harborway Place of Wilmington, NC	Sherry Jones 1208 Rising Tide Court of Holly Springs, NC
Marc Jerome & Joanne Shapiro 1208 Forest Island Place of Wilmington, NC	Erik C. & Candice Horbach 708 Windswept Place of Wilmington, NC	Kathleen McLean 1244 Arboretum Drive of Wilmington, NC
Edward D. & Margaret Simmons 2212 Fox Hunt Lane of Wilmington, NC	Michael & Sharon Harms 513 Moss Tree Drive of Wilmington, NC	Jay Craig & Patricia Starling 2004 Wycliffe Court of Wilmington, NC
Michael Cory & Lisa Marie Mesler 1829 Gleneagles Lane of Wilmington, NC	Michael & Beth Ann Boguski 2305 Ocean Point Drive of Wilmington, NC	Christopher Todd Pietsch 1526 Landalee Lane of Wilmington, NC

LANDFALL FACTS

November 2021 year to date

Owned Lots Paying Dues . . . . .	2019
Homes Complete. . . . .	1819
Homes Under Construction. . . . .	52
ARC Homes in Process. . . . .	11
Homes for Sale. . . . .	9
Lots for Sale. . . . .	5
Homes Sold. . . . .	137
Lots Sold. . . . .	21

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