



LANDFALL COUNCIL OF ASSOCIATIONS, INC.  
2023  
ANNUAL INFORMATIONAL MEETING







# OPENING REMARKS LANDFALL COA CHAIR

- **Governance Structure of the Landfall Council of Associations, Inc.**
  - We are an HOA and are governed by Local, State & Federal Laws as well as Landfall's Governing Documents & Rules and Regulations.
- **Concerns and Issues in 2022**
  - Out of Compliance Properties
  - R&R Amendments pertaining to Electric Bikes, Authorized Access, etc.
- **Volunteer Involvement**
  - Board
  - Committee







# LANDFALL COUNCIL OF ASSOCIATIONS, INC.

## ~ BOARD OF DIRECTORS ~

- **Kelly Garnett**                      **District 1**                      **Secretary, Architectural Review Committee (ARC) Liaison**
- **Mike Hamby**                      **District 2**                      **Vice Chairman, Covenants & Security Committee Liaison, Finance Committee**
- **Jason Lumpkin**                      **District 3**                      **Finance Committee**
- **Bill Hamlet**                      **District 4**                      **Building & Grounds Committee (B&G) Liaison**
- **Gary Caison**                      **District 5**                      **Chairman, Human Resources, Voice Editor Liaison**
- **Steve Rogers**                      **At-Large**                      **Nominating Committee Liaison, Finance Committee**
- **Wayne Roberts**                      **At-Large**                      **Treasurer, Finance Committee Chair, Human Resources Liaison**



# LANDFALL COUNCIL OF ASSOCIATIONS, INC. ~ COMMITTEES CHAIRS ~

- **Architectural Review Committee (ARC)**  
**Tim Gardner, Chair**
- **Buildings & Grounds Committee (B&G)**  
**Denise Hendershot, Chair**
- **Landfall Community Garden Subcommittee (LCG)**  
**Tom Thompson & Cathy Crumpton, Co-Chairs**
- **Communications Committee (Landfall Voice)**  
**Muffy Pepper, Editor**
- **Covenants & Security Committee (C&S)**  
**Hal Hendershot, Chair**
- **Finance Committee**  
**Wayne Roberts, Chair**
- **Nominating Committee**  
**Julie Colclaser, Chair**



**Landfall**  
**SECURITY**

## COVENANTS & SECURITY COMMITTEE

### ABDi Gate Access Software

- Mobile App
- Guest Arrival Confirmation

### A Word From the Chief

- Informative Communications on Current Concerns
- Helpful Reminders
- Notification of COA Board Approved Rules Amendments

### Surrounding Development

- Landfall Task Force ~ When We Know You'll Know
- NCDOT & City of Wilmington





# CENTER POINT

***Following completion of Drysdale Extension, the first phase plans development of 6 Acres, to include this Multi Use Facility including luxury apartments, Pool, Retail and Restaurants***



***Rendering from Wilmington Biz***



## TRAFFIC LEVELS MONDAY – SUNDAY, 24 HOURS, 7 DAYS

<b>Gate</b>	<b>December 2022</b>	<b>September 2022</b>	<b>June 2022</b>	<b>March 2022</b>	<b>December 2021</b>
<b>Arboretum</b>	<b>19,231</b>	<b>17,962</b>	<b>19,801</b>	<b>18,915</b>	<b>20,572</b>
<b>Eastwood</b>	<b>13,981</b>	<b>15,014</b>	<b>16,513</b>	<b>11,842</b>	<b>13,374</b>
<b>Drysdale</b>	<b>13,205</b>	<b>12,715</b>	<b>13,656</b>	<b>11,944</b>	<b>13,002</b>
<b>Total</b>	<b>46,417</b>	<b>45,691</b>	<b>49,970</b>	<b>42,701</b>	<b>46,948</b>





# LANDFALL ARCHITECTURAL REVIEW 2022 ARC STATS

- **32 New Homes**
- **56 Material Replacements**
- **25 Fence Installations**
- **27 Generator Installations**
- **5 Play Equipment Installations**
- **77 ARC On Site Reviews & Owner Meetings**
- **17 Landscape Renovations**
- **111 Additions & Modifications**
- **34 Swimming Pool Installations**
- **26 Home Color Changes**
- **6 Solar Panel Installations**
- **76 Revised Approved Plan Submittals**
- **144 Approved Tree Removals**
- **80 Vacant Lots Remain in Landfall**





# LANDFALL STANDARDS COMPLIANCE PROCESS 2022

- **109 Properties Entered the Compliance Process for Home and/or Landscape Concerns**
- **92 of these Properties were Brought into Compliance by Year End**
- **17 Currently Remain in a Phase of the Compliance Process**





# OPERATIONS REPORT 2022

*Financial information provided pending the final 2022 Audit*

<b>Amounts have been rounded</b>	<b>Operating</b>
<b>Revenue</b>	<b>\$ 12,748,710</b>
<b>Expenses</b>	<b><u>\$ 10,054,630</u></b>
<b>Balance</b>	<b>\$ 2,694,080</b>
<b>Transfers to Improvement Funds</b>	
<b>Capital Improvement Fund Contributions</b>	<b>\$ 2,286,840</b>
• <b>Additional CIF Contribution (Excess Income Buydown)</b>	<b>\$ 213,520</b>
• <b>Additional CIF Contribution (Excess Income Allocated by the COA Board)</b>	<b><u>\$ 193,720</u></b>
<b>Contribution Balance</b>	<b>\$ 2,694,080</b>
<b>Revenue Over/(Under) Expenses</b>	<b>\$ 0</b>





# 2022 CAPITAL IMPROVEMENT FUND ACTUALS

*Financial information provided pending the final 2022 Audit*

<b>Beginning Balance</b>	<b>\$ 2,447,780</b>
<b>Contributions (Includes Interest Income)</b>	<b>\$ 2,340,320</b>
<b>Additional Contribution from Excess Income</b>	<b>\$ 407,240</b>
<b>Expenditures Include:</b>	
• <b>Streets</b>	<b>\$ 694,920</b>
• <b>Equipment &amp; Vehicles</b>	<b>\$ 444,440</b>
• <b>Stormwater Systems</b>	<b>\$ 327,050</b>
• <b>Perimeter Walls &amp; Fencing</b>	<b>\$ 167,580</b>
• <b>Building Repairs &amp; Improvements</b>	<b>\$ 110,300</b>
• <b>Pond Improvements</b>	<b>\$ 95,710</b>
• <b>Irrigation System Pumps</b>	<b>\$ 45,510</b>
• <b>Street Lights</b>	<b>\$ 37,750</b>
• <b>Gate &amp; Entry Systems</b>	<b>\$ 28,030</b>
• <b>Other</b>	<b>\$ 17,240</b>
<b>Ending Balance</b>	<b>\$ 3,226,810</b>



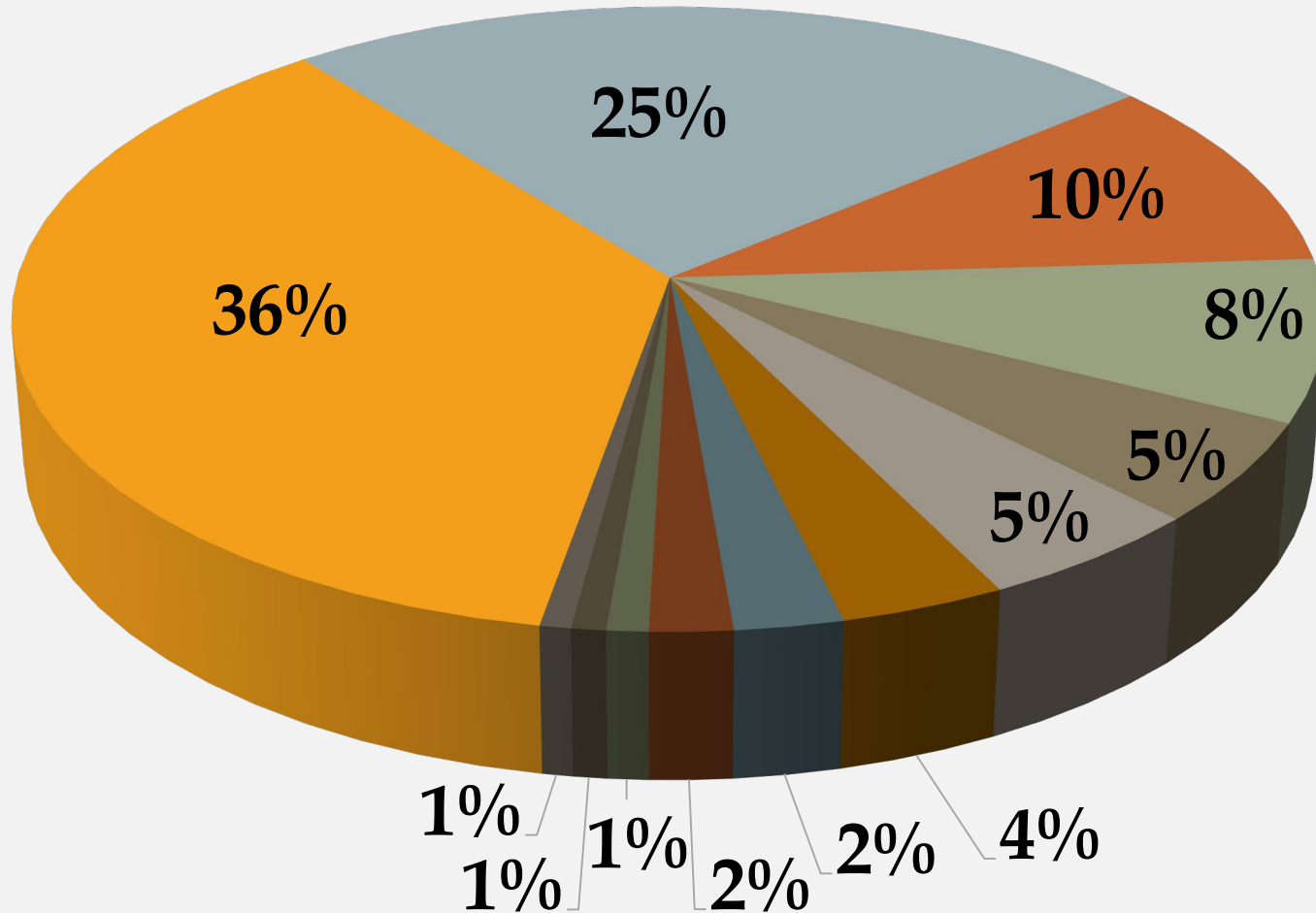


# LANDFALL COUNCIL OF ASSOCIATIONS, INC. 2023 BUDGET

	<b>Operating</b>
<b>Revenue</b>	<b>\$ 13,413,430</b>
<b>Expenses</b>	<b>\$ 11,182,410</b>
<b>Contributions to Capital Improvement Funds (CIF)</b>	
<b>CIF Contributions from Assessments</b>	<b>\$ 2,156,020</b>
<b>CIF Contributions from LAS &amp; LOS</b>	<b>\$ 75,000</b>
<b>Revenue Over/(Under) Expenses</b>	<b>\$ 0</b>



# TOTAL CIF 2023 EXPENDITURES



- Streets 36%
- Stormwater Systems 25%
- Equipment & Vehicles 10%
- Perimeter Walls & Fencing 8%
- Pond Improvements 5%
- Gate & Entry Systems 5%
- Sidewalk Engineer Survey 4%
- Street Lights 2%
- Information Systems Technology & Software 2%
- Irrigation System Pumps 1%
- COA Server 1%
- Other 1%





# CAPITAL IMPROVEMENT FUND

**2022 CIF Balance**

**\$ 3,226,810**

**2023 Budget**

**2023 CIF Contributions**

**\$ 2,231,020**

**2023 CIF Expenditures**

**\$ 2,215,090**

**2023 Projected Balance Year End**

**\$ 3,242,740**





# CAPITAL IMPROVEMENT FUND THROUGH THE YEARS

Year	Beginning CIF Balance	Contributions	Less Expenditures	Ending CIF Balance	Budget for Streets & Stormwater
2018	\$ 547,000	\$ 1,819,000	\$ 810,000	\$ 1,556,000	\$ 942,000
2019	\$ 1,556,000	\$ 1,962,000	\$ 2,113,000	\$ 1,405,000	\$ 957,000
2020	\$ 1,405,000	\$ 2,283,000	\$ 1,704,000	\$ 1,984,000	\$ 981,000
2021	\$ 1,984,000	\$ 2,541,000	\$ 2,077,000	\$ 2,448,000	\$ 1,005,000
*2022	\$ 2,448,000	\$ 2,748,000	\$ 1,969,000	\$ 3,227,000	\$ 1,048,000

*\*Financial information provided pending the final 2022 Audit*





**LANDFALL  
COUNCIL OF  
ASSOCIATIONS,  
INC.**

~  
**TEAM PRESENT  
THIS EVENING**  
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- **Steve Hughes**
    - Carly McNamee
    - Raquel Salado
  - **Roxanne Powell**
    - Robbie Morgan
  - **Charles Carr**
    - Che Yang, Kimberly DeRosier, Robin Carroll
  - **Eric Luke**
  - **Joanna Newton**
  - **Chris Adam**
    - Dan Clements
  - **Shelly Kearney**
    - Hannah Buntrock
    - Crystal Dunning
  - **Mike Williams**
    - Louise Griswold, Patti Trochelman, Colleen Gibbs
- Chief Operating Officer**  
**Executive Assistant to COO**  
**Maintenance Administrative Assistant**  
**Chief Administrative Officer**  
**Executive Assistant to CAO**  
**Financial Controller**  
**Staff Accountants**  
**Superintendent**  
**Human Resources Director**  
**Chief of Security**  
**Assistant Chief of Security**  
**COA & ARC Coordinator**  
**ARC Coordinator**  
**Quality Control Coordinator**  
**Office Manager**  
**Receptionists**



## 2022 GOALS ACHIEVED

- Updated the Capital Improvement Fund (CIF) Five Year Reserve Plan Completed by a Third Party Vendor, Reserve Advisors
- Continued Ongoing Dialogue with the City of Wilmington and North Carolina Department of Transportation Related to Surrounding Development and Road Projects in our Area
- New Gate Access Software Program Contract with ABDi, Applications by Design
- Sidewalk Engineer Survey, Initial Phase Completed





# 2023 GOALS

- **Accounting & Maintenance Software to Accommodate On-Line Payments and Streamline Maintenance Work Order and Invoicing Processes**
- **Biennial Demographic Owner Survey**
- **Sidewalk Engineer Survey Completion with Board Consideration of Next Steps**
- **Continue the Perimeter Fencing Project**



# BUILDINGS & GROUNDS COMMITTEE

- **Landfall Community Garden Subcommittee (LCG)**
  - Total of 77 Garden Beds
- **All Shared Common Areas Landscaping to Include the Temple Gardens Renovations**
- **Power Line Project**
- **Focus Groups to Concentrate Efforts in Specific Areas**





# LAS & LOS

## LAS

**Services 18 Homeowner Associations' Landscaping and Routine Maintenance Needs**

**AND**

**Provides 15 Homeowners Associations' Accounting and Administrative Services**

## LOS

**Growth Over the Years of the LOS Program**

**Maintenance & Landscaping Services**

**Services Offered & Resident Satisfaction**





# 2023 UPCOMING IMPROVEMENT PROJECTS

- **Road Projects-Resurfacing Planned**
- **Perimeter Fencing**
  - **Upcoming Locations**
- **Sports Court Restoration**
- **Sealcoating Projects**



**Thank You for Joining Us this Evening!**

**Q & A**

**Your Landfall Council of Associations, Inc.**