



Annual Meeting

November 18, 2017



Annual Meeting - November 18, 2017

❖ Determination of Quorum

President's Welcome & Introduction



Board of Directors

Steve Melnick, President

Lynn Ball, Vice President

Vince Ricci, Secretary & Treasurer

Michelle Pinnock-Harper

Robert Temple

Penny Welliver

Preferred Management Associates

Laurie Gonzalez, Community Manager

Yvonne Teta, Assistant Community Manager

Agenda



Annual Meeting

Saturday, November 18, 2017

1:00 pm - Clubhouse

1. Call to Order and Determination of Quorum
2. President's Welcome and Introduction
3. 2017 Capital Improvements and Other Projects
4. Financial Report & Update
5. Officer Kenny Palmer of SARPD: Community Update
6. BMLC Restated & Amended Bylaws
7. New Board of Directors seated
8. Q & A
9. Adjournment

Community Associations Institute (CAI)

CAI is an international organization dedicated to building better communities by providing members with access to information in this rapidly changing industry with practical knowledge and insights from leaders in the field, best practices, research and tools you can use every day.

CAI provides information, resources and education programs to help Managers and Boards keep current on the latest news, laws and issues affecting community associations, and the homeowners who call them home.

CAI advocates on behalf of common-interest communities and industry professionals before legislatures, regulatory bodies and the courts.

CAI conducts research and serves as an international clearinghouse for information, innovations and best practices in community association development, governance and management.



Blue Mountain Lake awarded the Gold Star by CAI!



CAI's Gold Star Community program recognizes those communities that work hard to develop and maintain standards, encourage community participation, maintain fiscal stability and positively impact the quality of life for residents.

On January 1, 2016, the Blue Mountain Lake Club did not meet the strict criteria set by CAI to apply for this Gold Star distinction. However, after a little under 2 years of hard work by your Board of Directors and your Preferred Management Associates team, the Blue Mountain Lake Club was ready to submit its Gold Star Community Application.

On October 21, 2017 the Association received notification that we were awarded the Gold Star Community recognition!



Blue Mountain Lake awarded the Gold Star by CAI!



What does the CAI Gold Star Community recognition mean for Blue Mountain Lake?

- ❖ The Gold Star achievement underscores the fact that Blue Mountain Lake is managed utilizing the best practices in community association management.
- ❖ The Gold Star achievement promotes the fact that the Blue Mountain Lake Club is financially healthy with adequate reserves for future needs.
- ❖ The Gold Star achievement enhances the marketability of the Blue Mountain Lake Club to potential homebuyers by recognizing sound management and community involvement.
- ❖ The Gold Star achievement means that your Blue Mountain Lake Board of Directors, along with your Management Team, have taken the necessary steps to protect and improve the quality of life and value of property in the community.



2017 Capital Improvements & Other Projects



Clubhouse:

- ❖ New Siding
- ❖ New Gutters
- ❖ New Entrance Door
- ❖ Landscape Upgrades
- ❖ Flagpole with American Flag
- ❖ New Refrigerator & Stove
- ❖ New A/C Unit
- ❖ New 67" Smart T.V.
- ❖ New WiFi Surround Sound
- ❖ New tables and chairs
- ❖ Interior Bathrooms Upgraded
- ❖ Parking lot seal-coated and freshly lined
- ❖ New entrance to restrooms
- ❖ New presentation podium



2017 Capital Improvements & Other Projects

Pool(s) & Spray Park:

- ❖ Filter Upgrades
- ❖ Pump house: New siding & gutters
- ❖ Exterior (Pool) bathrooms upgraded
- ❖ New lounge chairs
- ❖ New Umbrellas
- ❖ Flagpole with American Flag
- ❖ Spray Park - Spray Umbrellas repaired now operable
- ❖ Water Holding tank repaired - longer running time
- ❖ Paver repairs around Pool as well as entrance area



2017 Capital Improvements & Other Projects



Mail Pod

- ❖ Landscaping Upgrades
- ❖ New Gutters
- ❖ New flagpole and American Flag

Gazebo

- ❖ Stair repairs
- ❖ Gutters installed
- ❖ Fresh coat of paint
- ❖ New motion lights installed

Basketball Courts

- ❖ New backboards
- ❖ Fencing completed with new gate

Boat Launch Area

- ❖ New Aluminum Boat Dock

Guard House

- ❖ New lighting
- ❖ New gutters



2017 Capital Improvements & Other Projects



Operations Office:

- ❖ New gutters
- ❖ Landscape upgrades (provided by the Blue Mountain Beautification Committee)
- ❖ Parking lot paved and lined

Common Areas:

- ❖ New Photo I.D. Badging System
- ❖ Seasonal Food Truck - Electrical upgrades provided



2017 Capital Improvements & Other Projects



Road Paving:

- ❖ Archers Mark (100%)
- ❖ Bowwood Court (100%)
- ❖ Cabinsglade Court (100%)
- ❖ Meadowsage Court (100%)
- ❖ Southshore Meadows (bottom section)

Manor & Patio Home Driveway Repair and Sealcoating

- ❖ All minor repairs were paid for by the Association
- ❖ Management and the Board coordinated the seal coating of all Manor & Patio home driveways for a reduced cost to the unit owner. (Brushy Mountain area will be done in the Spring 2018).

2017 Capital Improvements & Other Projects

Storm Water Maintenance

- ❖ Reunion Ridge & Pocahontas: Section of road pipe replaced, reshaped road swales along 450' of Reunion Ridge, cleaned and regraded and rebuilt headwall on either side of road pipe at corner (@ Pocahontas).
- ❖ Regraded corner of Meadowsage & Escoll
- ❖ Escoll Dr adjacent to pool: Cleaned out both ends of road pipe and regraded area along Escoll that meets this pipe to allow for better flow.
- ❖ Southshore & BML to Lake: cleaned out road pipe that ends at lakes edge.
- ❖ Removed small trees and bushes in swales throughout the community.



2017 Financial Update

BMLC is financially sound.



- As of 12/31/2015 we had a combined total of \$409,526 in our Operating and Reserve Accounts.
- As of 12/31/2016 we had a combined total of \$671,774 in our Operating and Reserve Account (after spending a total of \$78,243 on Capital upgrades and improvements).
- On 12/31/2017 we anticipate a combined total of \$668,000* in our Operating and Reserve accounts (after spending a total of \$330,050 on capital upgrades and improvements - as shown in the previous slides).

**This exact total will depend on BMLC's income and cost experiences during November and December (i.e. payments received from dues; snow and ice removal costs).*

2017 Financial Update



What are the factors the Board attributes to the difference between our financial improvements for each 2016 and 2017 over the base year of 2015?

- Substantial savings in management costs.
- Savings resulting from implementation of new collection methods. (YTD we have collected \$122,868 in past due assessments with no cost to the Association).
- Dedicated, efficient use of management - our new management team is dedicated 100% to BMLC and is well organized from a maintenance view with checklists of what must be done.

2017 Financial Update



Earlier this year the Board commissioned a professional firm to develop a comprehensive reserve study (excluding roads, since that had been done separately in 2016). The Board has the results of the study which were used for long range planning and budget purposes.

The Board has passed an Operating and Capital Budget for 2018. The budgets will be published on the BMLC website (www.bluemountainlake.org) as well as available at the Operations Office.

2018 Operating Budget Adopted

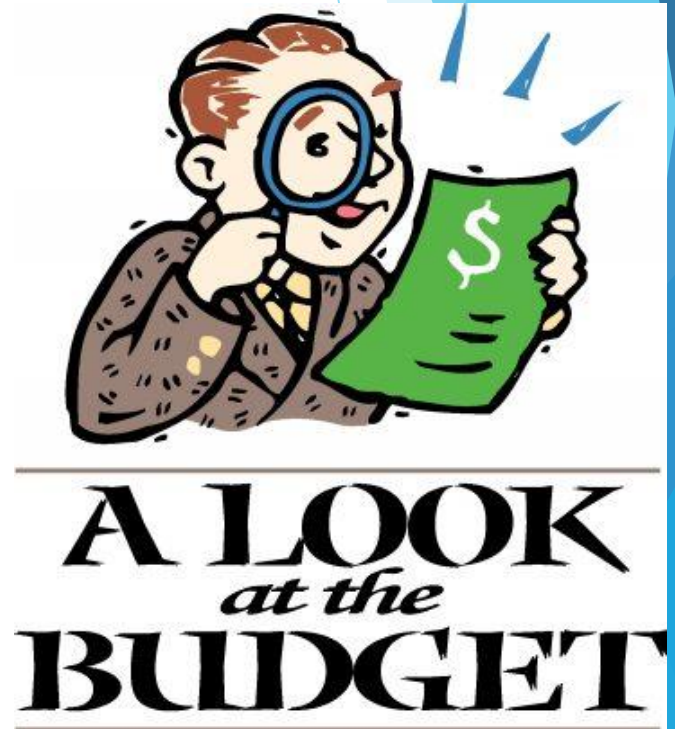


Blue Mountain Lake Club: 2018 Adopted Operating Budget	
REVENUE:	
Dues Estate Homes Improved @ \$1,140.00	\$ 725,040.00
Dues Estate Homes Vacant @ \$855.00	8,550.00
Dues Estate Homes Combined @ \$1,567.56	6,270.24
Annual Dues Manor Homes @ \$1,596.00	138,852.00
Annual Dues Patio Homes @ \$1,716.00	85,800.00
Admin. Fee Income	4,668.00
Resale Cert. Income	7,500.00
Miscellaneous Income	2,500.00
Capital Imp. Fee Income.	20,000.00
Capital Imp. Fee to Cap. Imp. Acct.	(20,000.00)
Garden Club Income	480.00
Clubhouse Rent Income	5,000.00
Construction Fee Income	-
Dues Discounts	(4,359.87)
Allocation to Reserves	(120,000.00)
Uncollectible Debt	(125,386.59)
Maint. Building Rental Income	3,600.00
Food Truck Rental Income	500.00
Rental Registration Income	1,690.00
Manor & Patio Home Pest Control Income	1,462.80
Cap. Imp. Interest Income	-
TOTAL INCOME	\$ 742,166.58

BUDGET
APPROVED

2018 Operating Budget Adopted

OPERATING EXPENSES BY LINE ITEM			
ADMINISTRATION EXPENSE:		LAKES/DAM EXPENSE:	
Management Fees	244,617.42	Lake Maintenance	12,252.00
Office Supplies	1,100.00	Dam Maintenance	1,000.00
Accounting Software	5,400.00	Stormwater Management	4,482.15
Printing	2,500.00	Total Lake/Dam	\$ 17,734.15
Postage	3,000.00	BUILDING OPERATIONS EXPENSE:	
Newsletter	1,325.00	Operations Office	500.00
Insurance	32,888.00	Clubhouse	2,000.00
Accounting Services	8,500.00	Maintenance Buildings	1,000.00
Legal Fees	6,000.00	Gazebo	500.00
Legal Fees - Collections	5,500.00	Guard House	100.00
Interest Expense	418.00	Pools-Spray Park	16,000.00
Answer Service	1,260.00	Pest Control (All Buildings)	1,375.00
Meeting Expense	475.00	Pest Control (Common Areas)	1,500.00
Bank Fees	5,075.00	Total Building Operations	\$ 22,975.00
Dues, Subscriptions & Education	3,500.00	MANOR HOME EXPENSES:	
Community Events	7,000.00	Manor Home Snow Removal	16,600.00
Miscellaneous Expense	2,898.21	Manor Home Landscaping	26,820.00
Total Administration	\$ 331,456.63	Manor Home Gen. Maint./Repairs	2,000.00
MAINTENANCE OPERATIONS:		Manor Home Pest Control Expenses	731.40
Vehicle Fuel	3,700.00	Total Manor Home	\$ 46,151.40
Vehicle Repairs	2,500.00	PATIO HOME EXPENSES:	
Portable Toilet	955.00	Patio Home Snow Removal	9,875.00
Cleaning Service	2,300.00	Patio Home Landscaping	26,874.00
General - Common Areas	1,500.00	Patio Home Gen. Maint./Repairs	-
Total Maintenance Operations	\$ 10,955.00	Patio Home Pest Control Expenses	731.40
UTILITIES EXPENSE:		Total Patio Home	\$ 37,480.40
Guard House Electric	1,470.00	CONTRACTED EXPENSES:	
Clubhouse Electric	5,605.00	Trash Removal	4,640.00
Pool Pump Electric	3,223.00	Security Services	97,900.00
Flood Light Electric	350.00	Snow Removal - Roadways	62,500.00
Gazebo Electric	690.00	Alarm Monitoring	837.00
Office Electric	2,200.00	Equipment Leasing	5,000.00
Pole Barn Electric	1,282.00	Landscape Contract	27,792.00
Brushy Entrance	310.00	Total Contracted	\$ 198,669.00
Cornerstone Entrance	305.00	EMPLOYMENT EXPENSE:	
Water/Sewer Office	795.00	Pool Staff	\$ 40,000.00
Water/Sewer Maintenance	335.00	Support Staff	10,190.00
Water/Sewer Clubhouse	1,000.00	Total Employment	\$ 50,190.00
Water/Sewer Pool	1,450.00	TOTAL OPERATING EXPENSES:	
Telephone/Internet - Office	2,385.00		742,166.58
Security Cell ~ 570-242-4504	795.00		
Telephone ~ Guard House	760.00		
Internet/TV ~ Clubhouse	3,600.00		
Total Utilities	\$ 26,555.00		



SARPD: BMLC Community Update



BMLC Liaison: Officer Kenneth Palmer





Amended & Restated Bylaws



Welcome the Blue Mountain Lake Club 2017 - 2018 Board of Directors



Per the Election Policy Resolution, an election shall not be required when it is not contested, meaning, there are less candidates than the number of vacancies that exist. In such an uncontested election, there is no need for a formal vote by ballot and the election will be decided by acclamation (electoral victory without opposition).

There were three (3) seats open and only one (1) candidate submitted their packet. The two (2) remaining seats will be filled by appointment by the Board.

The candidate that submitted his packet and whom is automatically seated today is Steve Melnick.

Please join me in welcoming your 2017 - 2018 Board of Directors

Welcome the Blue Mountain Lake Club 2017 - 2018 Board of Directors



- ❖ Michelle Pinnock-Harper
- ❖ Steve Melnick
- ❖ Vincent Ricci
- ❖ Robert Temple
- ❖ Penny Welliver

ALL COMMON AREAS OF THE BLUE MOUNTAIN LAKE CLUB ARE SUBJECT TO ALL PRIVATE PROPERTY LAWS.

- Common Areas of Blue Mountain Lake (i.e. Lake, Gazebo, Boat Launch, Clubhouse, Playgrounds, Mail Pod, Clubhouse, Basketball Courts, Tennis Courts, Recreational Field, Pools, Spray Park, and Walking Trails) are for use by BMLC Members in Good Standing and their guests.
- A valid BMLC I.D. badge is required, at all times, when using any common area. All guests must be accompanied by the BMLC Member when using the BMCL Common Areas.
- You must present your valid BMLC I.D. to security or management when requested.
- Should you fail to present your valid BMLC I.D. when requested, you will be asked to leave the premises. Should you fail to comply, local authorities may be contacted.
- Posted hours of operation for all BMLC Common areas must be followed.
- Music is prohibited on BMLC common areas (except for community events and/or private party rentals).
- Littering is prohibited and those that are caught will be subject to a fine per the BMLC Rules & Regulations.
- Abusive or threatening behavior towards management or security, by BMLC residents and/or their guests is prohibited and violators will be subject to a fine per the BMLC Rules and Regulations.

As a Member of The Blue Mountain Lake Club you are obligated to abide by these predetermined Rules and Regulations as found in the Associations governing documents. Your cooperation is appreciated by your neighbors and ensures that Blue Mountain Lake continues to be a premier community in the Poconos.

