

Welcome

Ashland Conservancy





Board of Directors

- **President: Mr. Dave Tender**
- **Vice President: Mr. Dave Costa**
- **Secretary: Mr. Frank Falgiano**
- **(Insert Your Name Here)**



2019 Board Accomplishments

The Board, in conjunction with Committee Members, Owners, and Management, was successful in fulfilling their fiduciary duty to the HOA, as evidenced by:

- Completion of major projects
- Adherence to the operating budget
- Increase in Investment & Cash Assets to **\$829,194.97**
 - Highest ever for Ashland Conservancy
 - Reserve accounts are funds set aside by the homeowner association to pay for the replacement or repair of community property. Reserves are intended to prevent the need for special assessments.
- Control of receivable accounts to acceptable levels
 - Less than 1% of Gross Revenue
 - Slightly raising Fees 3 out of 10 years
 - 0% Fee Increase for 2020!

Legalize...Required by Law



Completed 2019 Projects

- Board Offset Service Fee Increase for the Prince William County Officers Patrolling Ashland by Negotiating the Insurance Premium to Cover the Officers.
- Siding and Trim of the Community Center was Painted.
- Over 60% of the Wrought Iron Railing was Painted.
- Two New Elliptical Machines and Three Treadmills were purchased and installed in the Fitness Center.
- Replaced one of the 20 Year Old Tanks in the Pool's Pump Room.
- Replaced and Installed a Separate Support Concrete Slab at the Hinge Post of the Pool's Gate for Function and Security.
- Repaired Play Equipment at all four Tot Lots and Replenished Mulch
- In Process of Repairing, Pointing, Cleaning, and Sealing the Main Entrance Signs at Ashland, plus the Four Pillars in the Pocket Park.
- Replaced Two Tennis Court Nets at Second Recreation Center off Fincastle.

Annual Budget - Income



ASHLAND CONSERVANCY			
ADOPTED BUDGET			
JANUARY 1, 2020 - DECEMBER 31, 2020			
NO INCREASE IN ASSOCIATION FEES			
	Adopted Budget 2020	Projected Budget 2019	Adopted Budget 2019
INCOME:			
* Single Family Assessment	\$178,500	\$178,500	\$178,500
* Town home Assessment	\$34,500	\$34,500	\$34,500
* General Assessment	\$705,960	\$705,960	\$705,960
TOTAL ASSESSMENTS	\$918,960	\$918,960	\$918,960
Total Single Family Assessment	\$86	\$86	\$86
Total Town home Assessment	\$96	\$96	\$96
OTHER INCOME			
Interest Income	\$9,000	\$8,988	\$5,000
Developer Settlement	\$0	\$0	\$0
Late Fee Income	\$3,000	\$3,153	\$3,000
Miscellaneous	\$6,000	\$7,255	\$5,000
Newsletter Advertisement	\$1,000	\$768	\$1,000
Pool Guest Pass Income	\$1,000	\$563	\$1,000
Prior Year Surplus / Deficit	\$0	\$0	\$0
Recreation Center Rentals	\$16,000	\$14,406	\$16,000
Recreational Income	\$500	\$367	\$500
Total Other Income	\$36,500	\$35,500	\$31,500
TOTAL INCOME	\$955,460	\$954,460	\$950,460
TRANSFERS			
Transfers from the Reserve			
Transfer From Reserves-Gen	\$158,000	\$0	\$70,000
Transfer From Reserves-TH	\$0	\$0	\$0
Transfer From Reserves-SFH	\$0	\$0	\$0
Total Transfer from the Reserve	\$158,000	\$0	\$70,000
Transfers To Reserves			
Transfer To Reserves - Gen	(\$60,260)	(\$90,000)	(\$90,000)
Transfer To Reserves - TH	\$0	\$0	\$0
Transfer To Reserve - SFH	\$0	\$0	\$0
Total Transfer to the Reserve	(\$60,260)	(\$90,000)	(\$90,000)
TOTAL TO & FROM RESERVE TRANSFERS	\$97,740	(\$90,000)	(\$20,000)
Total Available Revenues	\$1,053,200	\$864,460	\$930,460



Annual Budget - Expenses

GENERAL EXPENSES:			
UTILITIES			
Electricity	\$17,000	\$15,372	\$17,000
Gas	\$5,000	\$3,641	\$5,000
Telephone	\$7,500	\$7,383	\$7,500
Water/Sewer	\$16,500	\$12,683	\$16,500
Sub-total	\$46,000	\$39,079	\$46,000
CONTRACTED SERVICES			
Entrance's) Maintenance-Plants/flowers/landscaping	\$12,000	\$10,000	\$12,000
Grounds Maintenance - General Contract	\$29,000	\$28,000	\$28,000
Grounds Maintenance - Townhouse	\$18,000	\$17,000	\$17,000
Grounds Maintenance - Single Family	\$0	\$0	\$0
Snow Removal - Rec. Facility	\$5,000	\$4,000	\$6,000
Snow Removal - Common Areas	\$5,000	\$4,000	\$6,000
Snow Removal - Townhouses	\$7,000	\$8,545	\$6,000
Trash Service Town homes	\$15,000	\$16,948	\$14,000
Trash Service Single Family	\$201,000	\$186,701	\$187,000
HVAC Contract - Rec. Facility	\$5,000	\$5,000	\$5,000
Copier Contract - Office	\$3,000	\$2,800	\$2,800
Fitness Center Contract	\$4,000	\$3,750	\$3,750
Police Patrol - PWCP Off Duty Officers	\$55,000	\$49,000	\$49,000
Sub-total	\$359,000	\$335,744	\$336,550
REPAIRS & MAINTENANCE			
Seasonal Décor	\$1,000	\$0	\$1,000
General Repairs & Maintenance-Common Spaces	\$6,000	\$5,400	\$7,000
General Repairs & Maintenance-Single Family	\$500	\$320	\$500
General Repairs & Maintenance- Town Home	\$1,000	\$570	\$1,000
Over seeding	\$1,000	\$0	\$1,000
Irrigation	\$4,000	\$2,000	\$7,000
Painting Exterior	\$0	\$0	\$2,000
Playground Inspections / Equipment Repairs	\$6,000	\$5,131	\$4,000
Tree Maintenance & Removal	\$2,000	\$2,400	\$2,000
Tennis/Basketball Court Maintenance	\$2,000	\$0	\$2,000
Playground Surface Maintenance	\$3,000	\$0	\$4,000
Sub-total	\$26,500	\$15,821	\$31,500
INSURANCE			
Property & Liability (include D&O)	\$20,000	\$31,000	\$31,000
Sub-total	\$20,000	\$31,000	\$31,000



Annual Budget - Expenses

CLUBHOUSE EXPENSES			
General Building Repairs-Community Center	\$8,000	\$7,922	\$8,000
Cleaning Contract / Handyman	\$7,000	\$6,400	\$7,000
Carpet Cleaning	\$2,100	\$2,070	\$1,600
Alarm System / Security Contract	\$18,500	\$17,500	\$17,500
Fitness Center Equipment	\$4,000	\$2,800	\$3,000
Exterminating	\$1,500	\$1,177	\$1,500
Maintenance Supplies (filters, etc)	\$3,000	\$2,600	\$2,000
Fire Protection	\$1,000	\$0	\$0
Sub-total	\$45,100	\$40,469	\$40,600
TOTAL GENERAL OPERATING EXPENSES			
	\$895,200	\$802,352	\$860,460
CAPITAL IMPROVEMENTS*			
Pool Furniture - Umbrellas - Chairs - Tables	\$2,000	\$0	\$2,000
Landscaping Upgrades	\$10,000	\$0	\$10,000
Irrigation Upgrades	\$10,000	\$0	\$20,000
Clubhouse Renovation Interior / Exterior	\$2,000	\$11,040	\$10,000
Community Center Parking Lot - Resurface	\$46,000	\$0	\$0
Concrete Slab Replacement	\$5,000	\$0	\$5,000
HVAC System Replacement	\$0	\$0	\$0
Tennis / Basketball Repairs	\$3,000	\$0	\$3,000
Paint Interior - Exterior as Needed	\$0	\$0	\$5,000
Main Entrance Monument / Pillar Renovations	\$0	\$24,780	\$0
Lighting Exterior / Interior	\$5,000	\$4,100	\$5,000
Fitness Center Equipment / Renovations	\$5,000	\$22,000	\$10,000
Pool White Coating	\$70,000	\$0	\$0
Sub-total	\$158,000	\$61,920	\$70,000
TOTAL EXPENSES			
	\$1,053,200	\$864,272	\$930,460
Surplus/ (Deficit)			
	\$0.00	\$188.00	\$0.00



2020 Projects

- Complete Entrance Monument / Pillars Refurbishing.
- Resurface, Stripe, & Seal the 20 Plus Year Front Parking Lot of the Community Center.
- White Coat the Pool to Pass Inspection.
- Hire a Landscape Architect to Produce a 5 Year Plan of Action for Ashland.
- Hire an Irrigation Specialist to Provide Recommendation in Replacing the 20 Plus Year Old Irrigation System at Ashland.
- Hire an Engineering Consultant to Provide a Reasonable Option in the Repair of Ashland Tennis and Basketball Courts.
- Implement Phase Two of the Light Fixture Replacement to LED Type Fixtures.
- Assessment of Landscaping to Improve the Town Home Section.
- Finalize the Feasibility of Installing an Entrance Monument at the Hovnanian Section.



Capital Expenses

- Club House
- Club House Parking Lot
- Town House Parking Lot
- Tot Lots (4)
- Entrances (3) / Pocket Parks
- Fitness Center
- Pool
- Basketball Courts (2)
- Tennis Courts (4)



What sets Ashland apart from other developments...See above!



Draft Five Year Plan

<u>CAPITAL EXPENSE PROJECTS</u>	<u>2020</u>	<u>2020 ACTION</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>
REFURBISH ENTRANCE / POCKET PARK MONUMENTS	\$ 28,000	2019-20 IMPLEMENT					
RESURFACE, SEAL, STRIPE FRONT PARKING LOT	\$ 46,000	IMPLEMENT (GET QUOTES)	\$ 5,000				
REPLACE LIGHT FIXTURES AT FITNESS CENTER - LED	\$ 2,000	IMPLEMENT					
WHITE COAT POOL	\$ 70,000	IMPLEMENT (GET QUOTES)					
REPAIR TENNIS COURTS - HIRE CONSULTANT	\$ 1,000	IMPLEMENT					
REPAIR BASKETBALL COURTS	\$ 1,000	HIRE CONSULTANT					
REPLACE CYCLONE FENCE	TBD						
RESURFACE, SEAL, STRIPE TOWN HOME PARKING LOT	TBD			\$ 75,000			
REPLACE REMAINING LIGHT FIXTURES WITH LED	TBD						
INSTALL NEW LED FLOOD LIGHTS - COMMUNITY CTR	\$ 3,000						
REPLACE DEFECTIVE IRRIGATION SYSTEM - CONSULT.	\$ 1,000	HIRE CONSULTANT					
LANDSCAPE PLAN - HIRE LANDSCAPE ARCHTECT	\$ 2,000	LANDSCPE ARCH					
REPLACE 21 YEAR OLD TOT LOT EQUIPMENT			\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	
LANDSCAPE TOWN HOME SECTION - MAJOR	\$ 3,000	LANDSCPE ARCH					
INSTALL ORNAMENTS/SL TREES THROUGHOUT	\$ 5,000			\$ 5,000		\$ 5,000	
REPLACE FITNESS EQUIPMENT AS NEEDED	\$ 5,000		\$ 5,000		\$ 5,000		\$ 5,000
INSTALL SECOND STORAGE SHED			\$ 30,000				
ASSESS ROOF - GUTTERS AND DOWNSPOUTS	TBD						
POINT / REPAIR / CLEAN / SEAL BRICK SURFACES	TBD			\$ 25,000			
REPAIR / REPLACE DEFECTIVE CONCRETE SURFACES	\$ 5,000		\$ 5,000		\$ 5,000		
REPAIR / REPLACE WROUGHT IRON FENCE				\$ 10,000		\$ 10,000	
REPLACE TRIM WITH PVC						\$ 25,000	
REPLACE CC WINDOWS				\$ 50,000			
REPAIR / REPLACE RETAINING WALLS	TBD						
REPAIR / REPLACE POOL FURNITURE	\$ 2,000		\$ 2,000		\$ 2,000		\$ 2,000
MODERNIZE FITNESS CENTER BATHROOMS			\$ 20,000		\$ 20,000		
INSPECT / SEAL FOUNDATION						\$ 30,000	
REPLACE PLUMBING FIXTURES (IF REQUIRED)			\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	
TOTAL	\$ 174,000		\$ 78,000	\$ 176,000	\$ 43,000	\$ 81,000	

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Maintaining Home Values

- “Community amenities include a swimming pool with a swim team, tennis courts, parks, play-grounds, a clubhouse and a fitness center.”
- “The family-oriented community has plenty of places for kids to play and activities to keep families busy.”
- “The local schools are highly rated, considered to be among the best in this part of Prince William County.”



Homes are not on the Market Long in Ashland!



Committees

- **Architectural Review and Covenants Committee (ARCC)** ★
 - ARCC is the only Committee sanctioned by the Bylaws. Duties include meeting once a month to review and render decisions on modification applications and conducting annual inspections of the community.
- **Budget & Finance**
 - Budget and Finance Committee is involved in budget preparation and the financial reportings. They work closely with the Board Treasurer and make recommendations as they relate to financial improvement of the Association.
- **Community Open Spaces**
 - Main focus is the review and recommendation of landscaping contracts for common grounds as well as recommendations for other common grounds.
- **Events** ★
 - Events Committee hosts all Ashland community sponsored events such as Fall Festival, Cookies with Santa, a Valentine dinner, bi-annual yard sales, ice cream socials, and movie nights.
- **Pool**
 - Pool Committee oversees the pools upkeep and operation. The members guide the board on the selection of the pool management company and work jointly with the Ashland Stingrays swim team to ensure all community members are provided with the best swimming environment possible.
- **Communications Committee**
 - Assists with monthly newsletter, oversees Conservancy Web Page, promotes safe and efficient communications methods between Ashland BoD and HOA homeowners.



Nothing Happens Without Volunteers!



Events



- Easter Egg Hunt
- Community Yard Sale (2)
- Summer BBQ
- Volunteer Appreciation Day
- Ice Cream Social
- Pizza Party
- Halloween Decorating Contest
- New Residents Social
- Cookies with Santa
- Christmas Decorating Contest



We Need Your Help to Keep Events Running Strong!



Improve Communications

- News Letter
 - Monthly
- E-mail
 - When ever needed
 - Fast
 - 70% participation
- Mail (USPS)
 - Official
 - Expensive
- Face Book Group
 - Unofficial
 - Not every one on
- Twitter
 - Not enough people using
- Web Site
 - Needs work
 - Associated cost



One Size Does Not Fit All



Let's Also Improve Our F2F Communication

- **Coffee Hour**
 - Monthly in the morning at the Club House
- **B&B**
 - Steak House, Quarterly (?)
- **Soap Box**
 - At the monthly meeting
 - Speak your piece for three minutes
- **Formally Address the Board**
 - Monthly meeting
 - Prior notification required
- You tell us...



What works best?



Contact Info

Community Center Staff

(703) 878-6733

AshlandGM@Comcast.net

www.AshlandConservancy.com



Final Thoughts

John F. Kennedy

1917—1963

*“Ask not what your HCA
can do for you,
ask what you can do
for your HCA”*

