

NORTHAMPTON ASSOCIATION MEETING
August 1, 2018

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MOMENT OF SILENCE. President Dave Morrissey called the quarterly Association meeting to order at 10:00 a.m. with a moment of silence remembering those whom we have lost.

COMINGS & GOINGS. Since our last meeting we have lost Ernestine Favaro, Arky Markham, Janet Price, and Laura Cranshaw.

Marjorie Ewing will return soon to her home on Butternut Lane.

Newly settled on our campus are Joan Borgos and Philip Eck, Joan Bernardini, Elly Rumelt, Rowena and Gary Roodman, and Edie Denney. Sarah Ismael will arrive soon at 60 Goldenchain and Jean Miller at 62 Goldenchain. 14 Butternut is in contract. There is quite a long waiting list, so turnover is rapid.

SHOUT OUTS. Thanks to Butternut Lane for catering a lovely buffet today despite having three homes without residents. Thanks to Rowena and Gary Roodman for donation of a treadmill. Thanks to a dozen or so volunteers who worked on trail improvements and saved labor costs of \$892 which can now be applied to further trail work. Appreciation to all who have volunteered to assist with Meeting House events—the 90's party, the kebab lunch, and the ice cream social. Residents are invited to help themselves to ice cream now filling the freezer in the kitchen. Volunteer help allows us to use our china and protect the environment from disposal of paper products. Thanks also to Bonnie and Sarah for their help at our events. And thanks to Bob Buhner for hosting the Triple Crown parties. The butterfly garden is looking lovely thanks to volunteer efforts. And a special thanks to Bonnie for taking the initiative to wash windows at the Meeting House! Gratitude was expressed to Butternut residents for their visits to Marjorie Ewing during her recuperation.

MINUTES from the July 11, 2018 Council Meeting were approved.

TREASURER'S REPORT (and other financial matters). Donations for use of meeting rooms produced income of \$125.06. Expenses for Wednesday lunches, the butterfly garden, and gifts for departing association officers totaled \$765.09. The checking account balance for May through July was \$6,765.78. The CD balance was \$5,085.14 after interest of \$19.05.

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PROPERTY COMMITTEE. Current members of the Property Committee are Hans Van Heyst, Fran Volkmann, Joan Cenedella, and Rebecca Wondriska. Joan and Rebecca replace Janet Price and Cynthia Stanton.

ALARM SYSTEMS IN TOWNHOMES. Carol Neubert explained the operation of the four emergency systems in our homes. **1) The smoke alarm** is on the ceiling in the bedroom near the light. A green light shows it is activated. It relays emergency messages to the Meeting House office via computer. It is hard wired with a battery backup. Facilities staff change the battery annually. It may give false alarms because of steam from the bathroom or from dust. The office will call the home to verify an emergency. **2) The carbon monoxide detector** is not hard wired. It is battery operated, and the battery must be changed annually. It is labeled "First Alert" and is on the wall in the hall. It produces four loud beeps which indicate you should leave the home and call 911. **3)** There is an **emergency pull cord** on the wall in all bedrooms and bathrooms. When the cord is pulled down firmly the toggle switch goes down, an alarm on the porch sounds and flashes a light, a dedicated computer system at the Meeting House or Inn is notified, and you will receive a call to verify the nature of the emergency. Stop the alarm by pushing the toggle up to its original position and call the Meeting House or Inn to cancel the alert. Neighbors will also be aware of this alarm sounding. **4) The Pendant,** worn around the neck. is effective only within the boundaries of the campus. When you push the button in the middle of the pendant a light flashes and an alert is sent to a computer in the Meeting House. You will get a call to verify the emergency. If you are able, call 911 to get immediate attention. Every resident will receive in the cubby a chart explaining these systems. We will be notified when Facilities staff is coming around to change batteries.

MANAGEMENT REPORTS. FACILITIES by Mike Strycharz. At 90% the **sprinkler system** is as fully functional as it will be. Much of the system operates during the night so is not seen by residents, but all areas are watered once daily. Residents who are certain theirs are not working should notify the office so that work orders can be compiled to justify the \$300 cost of a single tech call. There will be reseeding of grass in the fall along the wood line, and grass will be restored around the tree removal areas.

Paradise City is now replacing the front gardens of all townhomes where there will be new move-ins.

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Daphne Stevens expressed concerns about **weed seeds in the compost** being used.

Joe Kulin and others objected to the use of **Roundup** which is known to be highly toxic. Roundup is spot applied every two weeks, but residents have not been informed about when that will occur. Daphne also noted that the young men who apply the toxins are not wearing protective gear. Fertilizers applications also raise concern about toxins. Mike Strycharz offered that using safe products had not been effective and that weeds can be pulled instead of applying roundup, but the cost will be greater. Dale LaBonte asked Mike to provide an estimate on the cost of hand weeding the gardens.

Volunteers are needed for a resident committee which will be led by Joe to study the problem. Dave Morrissey asked for a report before the next association meeting.

The plan for the **Blue House** guest suite is complete. Work should be complete by the end of September, and then cleaning and furnishing of the remainder of the first floor will take place.

FINANCE presented by Frank Sansom.

Occupancy			
As of 5/31/2018	Inn	Townhomes	Total
Inventory	48	138	186
Actual	90%	94%	93%
Budgeted	73%	97%	91%

This is the first time in years we have see occupancy above budget and a positive cash flow.

Entrance Fee Activity	
	Total as of 5/31/2018
Refunds Paid	\$(1,262,960)
New Entrance Fees	\$1,510,000
Net Entrance Fees	\$247,040

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Cash Net Operating Margin			
As of 5/31/2018	Actual	Budget	Variance
Revenue	\$2,122,721	\$1,988,170	\$134,551
Expense	\$1,965,461	\$1,967,395	\$(1,934)
Cash, Net Income (Loss)	\$157,260	\$20,775	\$136,485
N. O. M.	7.4%	1.1%	

Change in Net Assets			
As of 5/31/2018	Actual	Budget	Variance
Revenue	\$2,329,349	\$2,102,695	\$226,654
Expense	\$2,573,006	\$2,581,970	\$(8,964)
Non-Operating Revenue	\$11,362	\$-0-	\$11,362
Change in Net Assets	\$(232,295)	\$(479,275)	\$246,980

Statement of Financial Position	
	5/31/2018
Assets	\$22,928,968
Liabilities	\$43,922,555
Net Assets	\$(20,993,587)

The liabilities are what is owed back to residents.

Days Cash on Hand
<ul style="list-style-type: none"> • 133 days cash on hand • 150 days is benchmark • YTD cash flow: decrease - \$36K

Volunteers are needed for an advisory resident committee being formed for the budgeting process. Joe Kulin stepped up. There will be September and October meetings to review budget assumptions. We can also send another representative to the Finance Committee to take Don Levitan's seat. At this time only Peter Van

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Pelt serves on the committee to represent Lathrop residents. Please let Dave Morrissey know of your interest.

MANAGEMENT REPORTS. MARKETING by Suzie Dickson Moyer. There are 33 new reservation list deposits for a total on the reservation list of 172. As of July 17, 2018, Northampton and Easthampton townhomes are 100% sold and occupied. The Inn has 98% occupancy with 47 of 48 sold and occupied. The overall total is 99% sold and occupied. That is the highest level in the Kendal system. As to sales turnover year to date Northampton has eight townhomes sold and under renovation, Easthampton six, and the Inn eight units.

Suzie maintains an internal waitlist for current residents interested in transferring to a different unit on either campus.

Word of mouth has served effectively as a marketing tool, and less advertising is being purchased now.

Suzie will be away for two weeks but on her return, she will have office hours in Northampton on Tuesdays.

MASTER PLAN by Thom Wright. Thom was greeted by sustained applause.

He reported that Master Plan B has become Master Plan C. The overall goal is ultimately to generate \$1 - \$1.5 million yearly through the operating budget to create a capital fund for addressing deferred and ongoing maintenance needs.

Specific goals within the plan are 1) to receive initial financing through a local bank to avoid issuance and interest costs associated with BANS (Bond Anticipation Notes); 2) to keep permanent debt to \$20 - \$22 million to facilitate private bond placement; 3) to create a new Commons building on the model of the Northampton Meeting House for resident activities, minimizing intrusion on space in the Inn; 4) to develop a Memory Neighborhood of 17 units to meet the needs of residents and others; 4) to increase the number of Inn units to 54 while budgeting for occupancy of 48; 5) to add only 32 units to the Easthampton townhomes, all on the north field, just enough to meet our financial goals; and 6) to redevelop and improve the Northampton Meeting House.

Next steps are to 1) test assumptions about entrance and monthly fees; 2) refine new townhome design (currently 15% larger than the existing townhomes, not including the two-story homes; 3) allocate and design interior spaces in the

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Commons with resident involvement in the process; 4) strive for highest possible LEED certification (Leadership in Energy and Environmental Design).

FOLLOW UP/STATUS OF PREVIOUS BUSINESS

Dave is looking for volunteers to form a committee on use of the monies received from Community Fund donations for fitness equipment and activities.

Paradise City will meet with each lane to discuss the landscaping plan.

There is still no response from the city on the Bridge Street intersection.

The newly painted lines on Shallowbrook do seem to have helped mitigate speeding.

NEW BUSINESS

As noted above, volunteers are needed for the Operating Budget Advisory Committee.

There will be a sign-up sheet for energy conservation consultations. Solutions may be found through MassSave or The Energy Specialists (Mike Greenwood), the insulation installer who modified a number of townhomes last year.

If we choose to do further trail work, there are funding grants available which have a February 1 deadline. There will be a discussion at the November meeting.

Also, for discussion at the November meeting, the contract with Comcast cable expires in January, and the company does not plan to renew the current agreement.

Dave encouraged taking advantage of the Meeting House, both for planned events and for its facilities such as the new tv with subscriptions to Netflix, Amazon Prime, and Hulu, as well as the grill on the back porch.

For all questions listed above, residents should provide feedback to their lane rep for discussion during the next Council meeting.

New Medicare cards are in the mail for our area. They can be laminated in the office.

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There are voter registration forms in the office. Candidates for the September 4 primary, Chelsea Kline and Ryan O'Donnell will visit our campus on August 20 and 21 respectively. Jo Comerford has previously visited. There will be van service morning and afternoon to the polling place at Jackson Street School. O'Donnell and Comerford are write-in candidates. Information on how to vote correctly for a write-in candidate will be made available here at Lathrop before election day.

Dave requested suggestions for interesting Wednesday themed luncheons.

The Northampton Scrabble Club will be meeting on Mondays at 4:30 in the Meeting House (except for the first Monday of the month.)

NEXT COUNCIL MEETING

Wednesday, September 5, 2018 at 10:00 a. m.

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