



# **SANDY BRAE ANNUAL HOA MEETING**

## **JUNE 18, 2022**

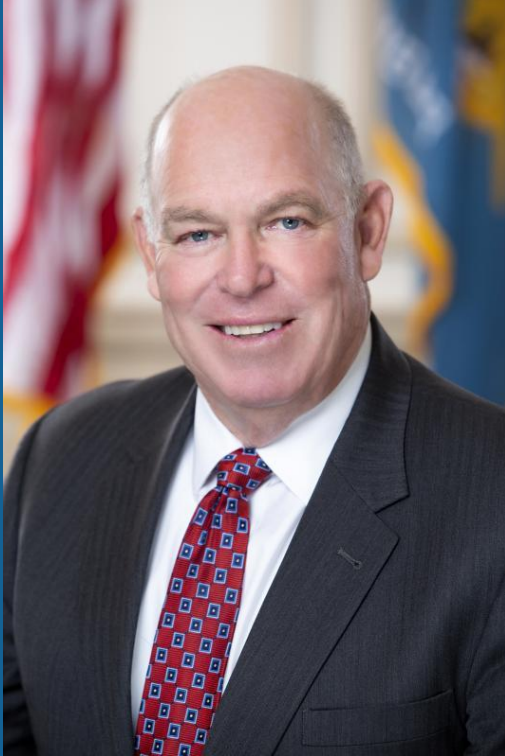


## Sandy Brae Homeowners Association Annual Meeting

June 18, 2022, Lewes Library 10am-noon

### AGENDA

- ▶ Recording residents attending
- ▶ Housekeeping announcements and verify quorum
- ▶ Call the meeting to Order and Introduction of the Board
- ▶ Approve the 2021 Annual Meeting Minutes
- ▶ Introduction of special guests and presentation
- ▶ Officer Reports:
  - President: Opening Remarks
  - Treasurer: update on 2022 financials and YTD Budget vs Actual
- ▶ Committee Reports:
  - The Roads Project – Phase 1 and Phase 2 updates
  - Covenant Review Committee
  - Architectural Review
  - Social Committee
- ▶ New Business:
  - 2022 Board Election results and discussion on community participation
  - Electronic communication is HOA primary means of reaching the residents and renters
  - 2022 Spring Yard Sale participation
  - Number of homes sold in Sandy Brae from June of 2021 till June 2022 and average price
  - Update on the proposed commercial buildings at the corner of Elm and Beech and behind the Maple Lane dead-end
- ▶ Open the floor for questions from the residents:
- ▶ Adjourn



Delaware Department of  
Transportation



**WHAT TEAMWORK LOOKS LIKE!**  
**THANK YOU!**

# OFFICER REPORT – KATHY DAVISON

- ▶ Opening Remarks
  - ▶ List of Accomplishments
  - ▶ Announcement about adjourning this meeting
- 

# 2022 ACCOMPLISHMENTS


## SANDY BRAE HAS 259 PROPERTIES WITH 253 OWNERS AND 31 ANNUAL RENTAL PROPERTIES

- ▶ 5 monthly Board meetings held either in person or by Zoom
- ▶ Maintained all financial records and posted to website
- ▶ Processed 20 AR (Architectural and Modification) forms
- ▶ Worked with residents to correct 22 violations. One resident remains in violation; fines proceeding according to the Covenants. Attorney has been heavily involved in resolving this matter.
- ▶ Worked with the residents, attorneys, and real estate agents on the 5 homes sold this year. Record listing at \$450,000 and record sale at \$440,000.
- ▶ Updated membership in HOA Leader, a professional organization for HOA's
- ▶ Published 2 quarterly newsletter sent to residents and renters by email, posted to website, and mail to anyone without email
- ▶ Updated 2022 AR Form plus new resident and new renter Welcome Letters
- ▶ Met with our webmaster, Techno Goober, to update and refresh website
- ▶ Arranged for Annual Meeting with Lewes Library
- ▶ Conducted Spring Yard Sale, arranged for ads in newspaper, put out signs, internal Facebook and eblast notices

# 2022 Accomplishments

- ▶ Invited Senator Lopez and House Speaker Schwarzkopf to June annual meeting
- ▶ Planned for snow plowing and common area mowing. Paid for community damage done by snow plowing. Submitted plowing bills to the State for reimbursement.
- ▶ Performed bi-monthly drive arounds
- ▶ Secured funding for Phase 2 of “The Road Project”- all of Beech Drive and the entire third section. Communicated to residents ongoing updates. Began discussions on Phase 3.
- ▶ Met with DelDot to discuss and review issues with repair job done on Phase 1 of our road project
- ▶ Continued communication with the 2 developers of route one properties effecting Sandy Brae
- ▶ Covenant Review Committee met every Tuesday, beginning Sept 2021, then draft was given to attorney, then that revision was given to the Board for approval. Phase 1 of initial changes sent to vote in May. Phase 2 hopefully to be sent out in July.
- ▶ Social Committee did “Trees for the Goats” to help recycle live holiday trees, held first “Community Meet & Greet”, set-up dates for ice cream truck in the summer, and booked Halloween Stroll date.
- ▶ Held HOA Board Election.
- ▶ Installed new entrance sign at the Postal-Plantations Roads intersection; landscaped it and installed solar light

# OFFICER REPORT – JOANNE KEMPTON


- ▶ 2022 Financials
  - ▶ YTD Budget
  - ▶ Major Expenditures
    - ▶ 10K for road repair
    - ▶ 6K snow removal
    - ▶ 2K entrance Signs
    - ▶ Attorney fees
- 
- A decorative graphic consisting of several parallel white lines of varying lengths and orientations, located in the bottom right corner of the slide.

# SANDY BRAE – MAY 2022 BUDGET

	2022	2022	2022	Budget vs Actual
	Budget	May YTD Budget	May YTD Actual	Difference
INCOME				
HOA Dues	\$ 32,375.00	\$ 13,489.85	\$ 6,375.00	\$ (7,114.85)
Interest	\$ 1,000.00	\$ 416.67	\$ 5.27	\$ (411.40)
Legal Fee Income	\$ 1,500.00	\$ 625.00	\$ 565.00	\$ (60.00)
Office Services	\$ 100.00	\$ 41.67	\$ -	\$ (41.67)
Late Fees & Fines	\$ 2,500.00	\$ 1,041.67	\$ 430.00	\$ (611.67)
Total Income	\$ 37,475.00	\$ 15,614.59	\$ 7,375.27	\$ (8,239.32)
\$21598 2022 dues collected in 2021				
EXPENSES				
ADMINISTRATIVE				
Accounting	\$ 2,200.00	\$ 916.67	\$ 400.00	\$ (516.67)
Bank Service Charges	\$ -	\$ -	\$ (30.00)	\$ (30.00)
Insurance	\$ 1,700.00	\$ 708.34	\$ 1,676.00	\$ 967.66
Legal	\$ 6,500.00	\$ 2,708.34	\$ 3,270.00	\$ 561.66
Taxes	\$ 25.00	\$ 10.42	\$ 25.00	\$ 14.58
Clerical- (copies/printing, paper, ink)	\$ 5,000.00	\$ 2,083.34	\$ 947.86	\$ (1,135.48)
Community/Social Events	\$ 1,500.00	\$ 625.00	\$ 158.00	\$ (467.00)
Website (annual hosting fee & updates)	\$ 1,000.00	\$ 416.67	\$ 590.00	\$ 173.33
Meetings	\$ 715.00	\$ 297.92	\$ -	\$ (297.92)
Events/Advertising (yard sale)	\$ 150.00	\$ 62.50	\$ -	\$ (62.50)
Postage	\$ 3,000.00	\$ 1,250.00	\$ 747.22	\$ (502.78)
Permits/Fees	\$ -	\$ -	\$ 32.00	\$ 32.00
Rental Expense (PO Box)	\$ 80.00	\$ 33.34	\$ -	\$ (33.34)
Subscription/Membership	\$ 500.00	\$ 208.34	\$ 119.00	\$ (89.34)
Road Repair	\$ 15,000.00	\$ 6,250.00	\$ 10,000.00	\$ 3,750.00
Bad Debt Expense (bankruptcy)	\$ -	\$ -	\$ -	\$ -
Total Administrative Expenses	\$ 37,370.00	\$ 15,570.84	\$ 17,935.08	\$ 2,364.24
GROUNDS/ROADS				
Grounds Maintenance	\$ 6,600.00	\$ 2,750.00	\$ 2,717.37	\$ (32.63)
Snow Removal	\$ 2,000.00	\$ 833.34	\$ 4,429.00	\$ 3,595.66
Sign Maintenance	\$ 2,500.00	\$ 1,041.67	\$ -	\$ (1,041.67)
TOTAL OPERATING EXPENSES	\$ 48,470.00	\$ 20,195.84	\$ 25,081.45	\$ 4,885.60
NET INCOME	\$ (10,995.00)	\$ (4,581.25)	\$ (17,706.18)	\$ (13,124.93)



# OFFICER REPORT – JOHN LUZZI

- Database – Make sure you getting emails
  - Facebook – 106 members
  - 48 email campaigns
  - 4 annual newsletters
  - Website Information – Meetings, Events, etc.
  - Website Face-lift
  - Volunteers?
- 
- A decorative graphic consisting of several parallel white lines of varying lengths, slanted diagonally from the bottom right towards the top right, set against a blue gradient background.

# COMMITTEE REPORTS

- **Road Project – Phase 1 and 2**
  - Phase 1 Inspection dates & repairs
  - Phase 2 – Now.
- **Covenant Review Committee – Lorie Seaman**
  - Phase 1 – Ballots mailed out May 21.
  - Phase 2 – Projected mail-out in July 2022
- **Architectural Review – Kathy Davison**
- **Social Committee – Tim Sherman – Chair**
  - Cup R Cone Dates
  - Next Community Meet & Greet
  - Halloween Stroll

# NEW BUSINESS

- 2022 Board Election results and discussion on community participation

Sandy Brae Board Elections	
77 total ballots received (3 unqualified)	
Kathy Davison	74
Helena Hannah	73
Joanne Kempton	72
John Luzzi	74
Lorie Seaman	73

# NEW BUSINESS


- Electronic communication is HOA primary means of reaching the residents and renters



# How many Clicks? Who's reading?

Monthly SBHOA Meeting Minutes	Month			
	March	April	May	
<b>Total Emails Sent</b>	263	263	266	
<b>Total Successfully Sent (no bounce-backs)</b>	263	262	266	
<b>Total Opened</b>	281	282	330	
<b>Actual Single Homes Opened</b>	181	171	269	
<b>Homes Clicked on Linked Read Minutes</b>	87	99	131	
<b>Actual # of Homes Opened Minutes</b>	49	66	88	
<b>% of Residents Actually Opening and Reading Minutes</b>	27%	39%	33%	<b>25% (64 residents)</b>

# NEW BUSINESS

- 2022 Spring Yard Sale participation
    - 17 homes on Friday, and 23 on Saturday
    - Next Yard Sale is September 17, and 18 – Rain or Shine
  - Number of homes sold in Sandy Brae from June of 2021 till June 2022 and average price
- 



**Jessica Harrison**  
 RE/MAX Realty Group Rehoboth  
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 Cell: (302) 850-2021

**FOR SALE**

Property Type is 'Residential' Subdivision County State is 'BANDY BRAE (SUSSEX DE)' Status is one of 'Coming Soon', 'Active' Status is 'Closed' Status Contractual Search Date is 06/17/2022 to 05/13/2021

## Results Statistics | Residential Sale

Listings as of 6/17/2022 at 2:59 pm, Page 1 of 2

#	MLS #	Address	City	Bds	Bths	Yr Blt	Acres	Abv Grd SF	CL\$/SqFt	List Price	CL Price	Concess	CL Date	CLP%LP	DOM
<b>Listings: Closed</b>															
1	DESU185154	34233 Beech Dr	Lewes	3	3	0	0.35	2,300	\$121.74	\$290,000	\$280,000	\$0	07/23/2021	96.55	18
2	DESU2010484	18483 Cedar Dr	Lewes	3	2	1981	0.25	1,344	\$245.54	\$349,900	\$330,000	\$5,000	03/01/2022	94.31	48
3	DESU2019914	34006 Mulberry Ln	Lewes	3	2	1985	0.22	1,260	\$281.75	\$369,000	\$355,000	\$0	05/23/2022	96.21	0
4	DESU2005912	34101 Juniper Dr	Lewes	2	2	1992	0.36	1,900	\$197.37	\$399,000	\$375,000	\$0	10/29/2021	93.98	12
5	DESU175522	34096 Mulberry Ln	Lewes	4	3	1997	0.30	2,025	\$192.59	\$399,000	\$390,000	\$10,000	07/14/2021	97.74	33
6	DESU2002624	34324 Beech Dr	Lewes	3	2	2000	0.39	1,700	\$235.29	\$389,900	\$400,000	\$0	09/09/2021	102.59	10
7	DESU2014770	34297 Beech Dr	Lewes	3	2	1992	0.42	1,800	\$244.44	\$450,000	\$440,000	\$0	05/13/2022	97.78	15
8	DESU2020142	34079 Beech Dr	Lewes	3	2	1979	0.39	1,596	\$275.69	\$399,900	\$440,000	\$0	06/17/2022	110.03	4
9	DESU2005896	34122 Mulberry Ln	Lewes	4	3	1997	0.36	2,100	\$214.05	\$449,500	\$449,500	\$0	12/30/2021	100.00	6
		<b>Min</b>		2	2.0	0	0.22	1,260	\$121.74	\$290,000	\$280,000	\$0		93.98	0
		<b>Max</b>		4	3.0	2000	0.42	2,300	\$281.75	\$450,000	\$449,500	\$10,000		110.03	48
		<b>Avg</b>		3	2.3	1769	0.34	1,781	\$223.16	\$388,467	\$384,389	\$1,667		98.80	16
		<b>Med</b>		3	2.0	1992	0.36	1,800	\$235.29	\$399,000	\$390,000	\$0		97.74	12
<b>9</b>	<b>Total Listings</b>	<b>Average for all:</b>		3	2.3	1769	0.34	1,781	\$223.16	\$388,467	\$384,389	\$1,667		98.80	16
		<b>Median for all:</b>		3	2.0	1992	0.36	1,800	\$235.29	\$399,000	\$390,000	\$0		110.03	12

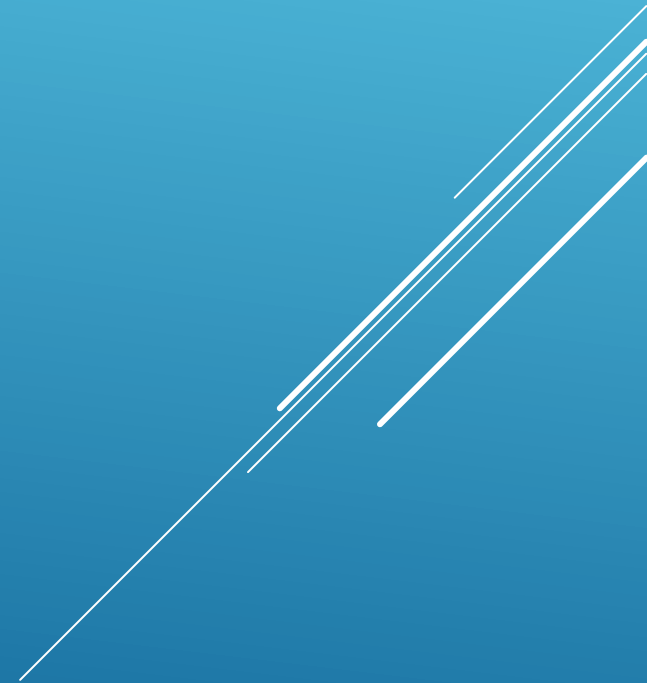
Presented by: Jessica White Harrison

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# NEW BUSINESS

- Update on the proposed commercial buildings at the corner of Elm and Beech and behind the Maple Lane dead-end





# THESE ARE THE DON'TS

Fireworks are against the law, and against our covenants.

Not picking up after your pet is against the law, and disrespectful to your neighbors

Don't leave untagged, unregistered vehicles in the driveway

Don't start an outside project without getting an AR approval

# THESE ARE THE DO'S

Join

If you can't join the Board, join a committee.

Stop

Stop complaining and be part of the solution.

Be

Be kind, its free.

Please

Please open your emails from the HOA. We are moving to a paper free communication.

BIZARROCOMICS.COM

Facebook.com/BizarroComics

The neighborhood association said I could have a bird feeder but they didn't specify what kind.



Open the floor  
for questions  
from the  
residents???



Thank you!