



We're halfway through 2018.

Do you know where your community's priorities are?

At the beginning of the year we often get excited about the things we want to do to make our condominium successful. We get into 'go-mode' - taking on a lot of new activities without taking time to measure the results. But with fall upon us, and calendars getting filled with annual meetings and other social or personal obligations of the holiday season, now is a great time to take stock of your condominium's performance over the past few months and confirm that your community is on track and progressing successfully.

In this quarter's newsletter you'll find some late summer and early fall seasonal tips, important budgeting terms you should be familiar with, and a reminder about vehicle safety as kids head back to school. You'll also find some great educational and informative resources for Board members through Wilson Blanchard Management's social media channels and the extensive list of webinars available through the Associa online hub.

As I reflect on our performance of serving you, I am happy to say that we've reached a few important internal milestones. We are continuing to improve our administrative support team to help enhance and assist our condominium managers on a day-to-day basis, keeping them focused on managing your condo and not bogged down in paperwork. We have also created guides for all of our staff for the new government forms we are now required to work with, which we are competent using and explaining to our clients.

I would also like to thank all of our condominium managers and support staff for their dedication, professionalism and efficiency in dealing with the major wind storm of May 4, 2018, which

affected many of the communities we manage. As you may know, Wilson Blanchard Management provides after-hours, on-call emergency phone assistance on a 24/7 basis. I would like to acknowledge the dedication of the condominium managers that fielded over 400 emergency calls within a 24-hour period during and after this storm, specifically: Laurie Reed, Darren East, Gail Cote, JJ Foulds and Kelly Gencel - but it didn't stop there! Due to storm damage also affecting the main office phone system, our receptionist also fielded all incoming calls via a cell phone until the phone lines were restored. Our fantastic team of condo managers and administrators grabbed the files from the on-call managers and ensured boards and owners were kept up-to-date on damages and ensured repair plans were followed through. Some of these emergencies included complete roofing systems being blown off structures and many reports of power failures. Once again, our talented and experienced staff are to be commended!

I hope it is apparent that we are just as dedicated to providing the best service and resources to you, our clients, for the remainder of the year as we have been in the last few months.

If you need additional support I encourage you - as always - to subscribe to the WB Blog and social media channels to keep up-to-date, and please never hesitate to reach out to our Leadership Team by contacting your local WB office.

I appreciate your continued partnership and look forward to celebrating your wins as we continue to improve our commitment to you.

Sincerely,
Brad Wells
Senior Vice President
Wilson Blanchard Management, An Associa® Company

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BUY

EAT

DO

Here are some tips for what's on sale, what's in season and what chores are smartest this season.

AUGUST

BUY: Fall flower seeds, fall bulbs, perennials

EAT: Peaches, bell peppers, tomatoes

DO: Fertilize your lawn, water plants deeply, remove diseased foliage

SEPTEMBER

BUY: Trees, flowering shrubs, grass seed

EAT: Cucumbers, apples, figs

DO: Plant bulbs, bring houseplants inside, plant trees

OCTOBER

BUY: Mums, pumpkins, spring blooming bulbs

EAT: Blackberries, cranberries, pumpkins

DO: Plant shrubs, turn compost pile, harvest fall crops

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5 Condo Budgeting Terms You Should Know

Whether you just got elected to the board of directors or you've served for years, you want to make a good impression. Knowing these common condominium budgeting terms will help you sound like you know what you're doing while you get up to speed, or serve as the refresher you need to keep growing as a community leader.

BUDGET:

The financial plan for a corporation which estimates income and expenses for a specific time period.

BALANCE SHEET:

The balance sheet is the report that gives the corporation's financial condition. A comparison of the assets of the corporation minus the liabilities gives the net worth.

GENERAL LEDGER:

The general ledger contains the accounting record for each transaction in numerical order (chart of accounts) and occurrence (date order). This accounting tool allows the board of directors and condominium manager detailed information tracking the financial transactions of the corporation.

RESERVES:

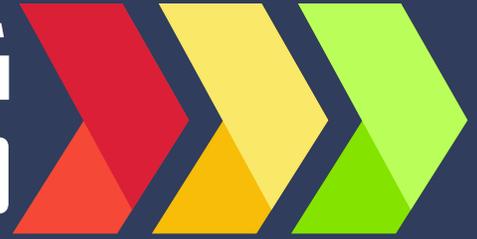
Funds set aside by a condominium corporation for the future repair of, replacement of, or additions to major components the corporation is obligated to maintain.

STATEMENT OF INCOME AND EXPENSE:

The statement of income and expense is probably the most important management tool a board of directors and condominium manager have available to them. The monthly review of the statement of income and expense will inform the board of directors and condominium manager if they are on plan compared to the budget (projected income to date and projected expenses to date). It also allows the board of directors to make educated decisions concerning expenditures for service.



HOW TO SLOW DOWN SPEEDING VEHICLES IN YOUR CONDO



Fall is right around the corner and with outside maintenance needing to be done and kids going back to school, your community can be quite active. It's no secret that speeding cars on private roads is an extreme issue that can result in serious consequences. Give your residents peace of mind and use these tips for slowing down speeding vehicles.

1. CONTACT LOCAL LAW ENFORCEMENT.

Even if your roads are private, your corporation may be able to enlist the support of local law enforcement to conduct periodic patrols of your community. Periodic and unannounced visits by the authorities could have a significant impact in creating a culture of accountability in your corporation.

2. USE SIGNAGE.

Wherever possible, post signs around your community that remind residents and guests of your speed limits. In addition to speed limits, it's important to remind motorists what is at stake if they don't abide by your traffic rules. Simple signage like "Children at Play" can be effective reminders of the importance of driving cautiously.

3. IMPLEMENT SPEED DETECTION DEVICES.

In recent years, technology has afforded condominium corporations with the ability to utilize many of the same devices used by law enforcement agencies. Fixed and moveable solutions are available to record speeds, capture license plates of speeding vehicles, and report on infractions. Some devices even have the ability to instantly send board members and management personnel a text message or email containing video of speeding vehicles.

4. INSTALL TRAFFIC CALMING DEVICES.

Devices like speed bumps, speed humps, speed cushions, and rumble strips have long been the go-to method for condos to effectively deal with speeding vehicles. Installation of these devices can vary greatly in cost, but there are many affordable solutions available. Before committing to installing these devices in your community, consult your local municipal department, as roadway ownership and building codes may control the type of devices that are permissible. A civil engineer who specializes in traffic control may also serve as a great resource for determining the most effective devices and locations for installation based on your community's traffic patterns.

5. UTILIZE TRAFFIC ENFORCEMENT SERVICES.

Speeding motorists on private roadways has become such a problem that it has led to the growth of a new industry – traffic enforcement. These services, where available, charge a fee for periodic visits to your community to employ various methods for identifying and recording speeding vehicles.

6. EMPHASIZE COMMUNICATION.

Proactive and consistent communication is one of the most effective ways of curtailing any undesirable behaviour in a condominium community. Whatever your preferred method of communication, ensure that you continue to remind owners of the dangers posed by speeding.

7. READ YOUR GOVERNING DOCUMENTS.

Before introducing speed detection solutions and traffic calming devices, be sure to consult your corporation's governing documents. Your documents should offer guidelines for your board of directors regarding the ability to install devices or signage on the condominium's common areas. Rule enforcement procedures should also be addressed in these documents. If you need additional assistance, be sure to seek the opinion of a qualified legal professional.

8. DON'T GIVE UP!

Combatting speeding in your community can often feel like a difficult and never ending battle, but it is an important one. Creating a culture of safety in your community takes time, effort, and consistency. Various remedies are available and are worth exploring. It could save a life!

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Smart Board = Strong Community

When board members commit to honing their skills, keeping up with condominium trends, and learning industry best practices, everyone in the community wins.

As part of the Associa family, Wilson Blanchard Management shares with our managed properties the extensive portfolio of educational materials provided by our parent company.

Associa's in-depth webinars led by in-house experts, cover the topics boards need to know to run their communities more effectively and with easy, anytime access, you can learn whenever and wherever you want!

Visit hub.associaonline.com/webinars to discover expert-led webinars on topics your board cares about most, including:

- Budgeting
- Planning
- Preventive maintenance
- Managing homeowner conflict (coming soon!)
- And more!

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Have an idea for future Condo Connection or webinar topics?
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