

The Salem Fields Focus

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Trash Pick Up Schedule

Mondays: Trash & Recycling

Thursdays: Trash Only

Trash cans may be placed out no earlier than 6:00 pm the evening before pick up and put away by 10:00 PM the day of pick up.

Please note trash cans must be stored out of public view on non-trash days. All trash must be in a County Waste trash can. The crews will not pick up bagged trash that is not in an approved can.

Please call County Waste to arrange for any white goods or bulk pick-up needs.
540-899-7722

If normal pick up day falls on the holidays listed below, pick up will then be the following day.

Thanksgiving Day, Christmas Day.

Message From The Board

General Comment:

This last bi-monthly issue of the Focus contains a copy of the SFCA Budget for 2017. With prior general Assessments of \$62.00 for five (5) years and \$63.00 for the past three (3) years, your current and past Directors have provided over time, quality services for our Association at a very reasonable assessment. That quality service will be a bit more expensive in 2017 as noted in the enclosed 2017 Budget. The required formal notification of the 2017 Budget will soon be received via mail. There are additional comments in this Focus. Please read them.

Collection of Assessments:

Every Association member, thru property ownership in the Salem Fields Community Association has accepted the covenant obligation to support their Association. This is accomplished by paying an annual assessment payment of which the Board of Directors allows to be paid on a monthly basis. It is not acceptable for the majority of the Association members to shoulder the financial burden of those members that do not feel the obligation to do so. Therefore, the following policy will apply in 2017 to Association members whose assessment account is not paid in full by that time.

Effective after 12/13/2016, any Association member whose assessment account is not paid in full will not be allowed to pay on a monthly basis in 2017 resulting in the full 2017 assessment due and payable by 1/01/2017. Any such members annual account not paid in full by 01/01/2017 will be subject to terms found in the SFCA Policy, No.1 Collection of Assessments which includes eventual forwarding to the SFCA collections attorney.

Please check your assessment account to avoid any such possibility. Again, please honor your obligation as your Board of Directors will do theirs.

Cont. pg. 3 >>>



Directory

Directors/Officers:

President	Lucien C. Fievet
Vice President	Vernon Chute
Secretary	Lisa Woerner
Treasurer	Peggy Moynahan
Director At Large	Christina Wanzer

On-Site Office:

On Site Manager **Mark Hastings**
SFCA.Manager@fsresidential.com
Assistant Manager **Diana Hardee**
Diana.Hardee@fsresidential.com
Covenants Inspector **Tony Hareras**
Anthony.Hareras@fsresidential.com

Board of Directors 2016 Meeting Schedule:

January 26, 2016	7:00PM
February 23, 2016	7:00PM
March 22, 2016	7:00PM
April 26, 2016	7:00PM
May 24, 2016	7:00PM
June 28, 2016 - Annual	7:00PM
July 26, 2016	7:00PM
August 23, 2016	7:00PM
September 27, 2016	7:00PM
October 25, 2016	7:00PM
November 22, 2016	7:00PM
December 27, 2016	7:00PM

Emergency Contacts:

Mary Washington Hospital
(540) 741-1100
Spotsylvania Regional Hospital
(540) 498-4000
Fire (Non-Emergency)
(540) 507-7936
Sheriff (Non-Emergency)
(540) 582-7115
Animal Control
(540) 582-7115
Dominion Towing
(540) 479-1044

Covenants Meeting Schedule:

November 15, 2016	7:00PM
December 20, 2016	7:00PM

Covenants Committee:

David Fecher	Chair
Kay Aszman	Co-Chair
Chris Harris	Member
Iris Short	Member
Sandy Royston	Member
Jackie Brett	Member
Open Positions (1)	

Villa Meeting Schedule:

November 7, 2016	1:00PM
December 5, 2016	1:00PM

Villa Meeting Committee:

Steven Downing	Chair
Silvana Woods	Secretary
Bobby Hayden	Member
Bea Fulcher	Member
Lynn Morrison	Member
Open Positions (2)	

Salem Fields Community Center
 11125 Rappahannock Drive
 Fredericksburg, VA 22407

(540) 548-3487
www.SalemFieldsCommunity.com

Continued >>>

Message From The Board



Parking:

A comprehensive report on the subject of additional parking spaces in Salem Fields is being finalized and includes conclusions on the responsibility of Salem Fields Community Association and the availability of reserved common area for such use. The summarized report determined that the Salem Fields Community Association is not responsible for providing additional parking in Salem Fields. The financial expense to the specific areas involved would be significant and would require a special assessment for that entire area. There is also a daunting administrative process involved.

New Street Lights on Rappahannock Drive:

Rappahannock Electric Cooperative has begun replacing street lights along Rappahannock Drive and Salem Fields Boulevard. The street light bulbs are being replaced with brighter, energy efficient LED lighting and new lamp hoods.

Trees along Rappahannock Drive:

Previous dead and removed trees will soon be replaced now that Fall weather is upon us. Those ugly, dead trees on Rappahannock Drive will finally be gone.

Message From Management

Mark Hastings *CMCA, AMS*

Contact Information: SFCA.Manager@fsresidential.com



Assessments

As we come to the end of 2016, I want to take the opportunity to recognize the Boards actions regarding late and unpaid assessments. The Board of Directors has worked diligently to improve the status of delinquencies, which affects not only operations but all owners as well. I would like to take a moment and address the most common issues we see with assessments.

Pay by Mail: Since your payment is due by the first of the month, if you pay by mail, you should have your payment in the mail by the 25th of each month. The USPS can take up to 5 days to deliver first class mail. In 2017, management will not recommend waivers for payments postmarked later that the 25th.

Bill Pay or Paylease: These too are mail service systems. While you may think Paylease or your bank Bill Pay system is an electronic transfer, it is not. They use first class mail. In 2017, management will not recommend waivers for payments postmarked later that the 25th. This applies as well to Bill pay checks dated later than the 25th.

Direct Debit: Provided you maintain an adequate balance, you can never be late with our Direct Debit system. To sign up to Direct Debit, please contact the office.

In the event you have lost or did not receive your coupon, you are still obligated to pay your assessment! Mail your payment with your address noted in the memo column by the 25th to:

Salem Fields Community Association
c/o First Service Residential
P.O. BOX 11983
Newark, NJ 07101

The Treasurer's Report

Financial Report 8/31/2016 9/30/2016

INCOME

Assessment Income	\$101,592.00	\$101,592.00
Interest Income	\$1,013.75	\$1,027.83
Late Fee	\$2,832.00	\$3,220.00
Legal Fee/Collection Fees	\$0.00	\$0.00
Violation Fees	\$450.00	\$0.00
Resale Fee	\$1,500.00	\$1,800.00
Recreation Income	\$360.00	\$60.00
Rental Income	\$370.00	\$120.00
Advertising Income	\$235.00	\$210.00
Miscellaneous Income	\$35.00	\$50.00
Bad Debt	\$0.00	\$0.00
TOTAL INCOME	\$108,387.75	\$108,079.83

EXPENSES

Administration	\$8,054.22	\$9,403.86
Repair/Maintenance	\$303.67	\$4,450.84
Common Area Maintenance	\$17,682.34	\$55,056.69
Utilities	\$5,391.87	\$4,125.79
Trash	\$20,044.75	\$20,044.75
Pool Operation	\$13,479.07	\$9,821.53
Community Center	\$3,116.10	\$2,192.61
Professional Fees	\$31,995.86	\$22,597.06
Taxes & Licenses	\$782.01	\$0.00
Villa Meeting House	\$1,508.11	\$1,373.99
Attached Villas	\$6,574.83	\$6,574.83
Detached Villas	\$3,082.25	\$3,082.25
Townhouses	\$0.00	\$0.00
TOTAL EXPENSES	\$112,015.08	\$138,724.20

Reserves and interest	\$13,959.75	\$13,973.83
Total Expenses and Reserves	\$125,974.83	\$152,698.03
TOTAL EXCESS/DEFICIT	(\$17,587.08)	(\$44,618.20)

** General Reserves Expenditures include \$810.00 for new pool filters and \$4,080 for the playground enhancement.

CASH

Operating Funds	\$85,060.98	\$57,914.36
Money Market Funds	\$1,183,790.00	\$1,174,915.69
CD Funds	\$774,153.42	\$775,291.03
Investment Account	\$453.07	\$453.07
TOTAL CASH FUNDS	\$2,043,457.47	\$2,008,574.15

Respectfully submitted by: Peggy Moynahan, *Treasurer*

Questions? Please email SFCA.BoardofDirectors@gmail.com

Salem Fields Budget 2017

On pages 6-8 of the Focus Newsletter, you will find the Budget for the 2017 year. You will also receive a copy of the budget in the mail. Your Board of Directors have made every effort to control operating and administrative costs in order to keep the assessment fee as low as possible while continuing to provide quality services for our community.

The "monthly" assessment will increase to: Single Family \$65.00, Townhouse \$73.00, Attached Villas \$111.00, Detached Villas \$115.00.

Payment coupons have been ordered by FirstService Residential and should be delivered to you by mid-December. If you have not received your coupons by late December, please contact the Customer Care Call Center at 703-385-1133 or (540) 891-8677. Owners already set up on the FirstService Residential Automatic Debit Program will NOT receive coupon booklets.

We encourage Homeowners to consider other alternate payment options:

Automatic Debit Program: Through this program, FirstService Residential automatically deducts the assessment from your bank account on the first day of the month payment is due. This eliminates the possibility of a payment being missed or lost in the mail and the Association charging a late fee to your account as a result. Any increases are automatically updated for this program.

Credit Cards and E-Checks (through PayLease): You can make a one-time e-payment or schedule recurring e-payments by visiting www.fsresidential.com and clicking on "make a payment" at the top of the page. With this program, fees are charged by the third party service provider for one-time e-checks and credit card payments. Recurring e-checks are processed with no fees.

If you currently utilize a personal online bill-paying service to pay your assessments, please verify that the remittance address for these payments is Salem Fields Community Association c/o FirstService Residential, PO Box 11983 Newark, NJ 07101-4983.

If you have any questions regarding the enclosed budget or your assessments, please contact the on-site office at 540-548-3487 or email SFCA.Manager@fsresidential.com.

Why an Assessment Increase is IMPORTANT?

It is not news most homeowners want to hear: Your Assessment is being increased. Sometimes a fee increase is the best way to keep the association in good financial health—and, sometimes, increases are unavoidable. Here are some of the reactions homeowners typically have when they hear that their fees are about to increase, followed by the related rationales for an increase:

"I can't afford the increase."-When you live in an association, you need to be willing to share the costs, as described in the governing documents to which you agreed in escrow. Keep in mind that if the association does not maintain its property, real estate values can decline.

"I probably won't be living here in 15 years when the streets need repaving. Why should I have to pay now?"-Senior citizens, as well as young people living in what they consider to be starter/retirement homes, often pose this question. The problem with this "short timer" logic is that these people are themselves benefiting from the use of the streets, pool, and other common assets paid for by the members who lived there before. Members should pay for the incremental use of these items each year they live in the community.

"Why don't we just have a special assessment for a specific project?"-It can be difficult to collect money when you suddenly have a large expense. It is better to collect the money gradually, so the funds are there whenever you need them. Also, a special assessment unfairly penalizes homeowners who happen to live in the association at the time.

Our Monthly Assessment - Our Association Makes Sure You Get Your Money's Worth!

Each month at bill paying time we take out our check books and pay a multitude of monthly bills: credit cards, car payment, mortgage, etc. However, one of the least understood bills that we pay is our association maintenance assessment.

Just where does our money go? Every year the Board approves a budget for the upcoming fiscal year. The budget is then mailed to all homeowners. The budget lists all the anticipated expenditures for our association. Those expenditures include insurance, common utilities, common area maintenance costs, and administration costs such as professional management, postage, etc.

In addition, a portion of our monthly assessment is set aside to fund our *reserves*. Our reserve fund pays for the repair and/or replacement of the capital assets owned by our association. An adequately funded reserve reduces the chance that a special assessment will have to be passed in order to pay for repair or replacement of those assets.

Salem Fields Community Association 2017 Budget

2017 Assessment Fees		
UNITS	Monthly	Annually
Single Family	\$ 65.00	\$ 780.00
Townhomes	\$ 73.00	\$ 876.00
Attached	\$ 111.00	\$ 1,332.00
Detached	\$ 115.00	\$ 1,380.00

INCOME

Assessment Revenue	Number of Units	2017 Fees (Monthly)	2017 (Annually)
General Assessment	1316	\$ 65.00	\$ 1,026,480
Townhouses	286	+ \$ 8.00	\$ 27,456
Attached	276	+ \$ 46.00	\$ 152,352
Detached	74	+ \$ 50.00	\$ 44,400
TOTAL ASSESSMENT REVENUE			\$1,250,688

INTEREST INCOME

Interest Earned on Reserve Accts

Interest Contingency Reserve	\$	1,000
Interest General Reserve	\$	600
Townhome	\$	750
VMH	\$	100
Attached Villa	\$	300
Interest - Operating Emergency Fund	\$	150
TOTAL INTEREST INCOME	\$	2,900

Other Income

Late Fee Income	\$	25,124
Legal Fee Reimbursement	\$	-
Resale Disclosure Income	\$	11,000
Pool/ Recreation Income	\$	1,600
Community Center Rentals	\$	3,000
VMH Rentals	\$	400
Newsletter Advertising	\$	4,600
Total Other Income	\$	45,724

TOTAL INCOME	\$	1,299,312
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EXPENSES**Administrative**

Bad Debts	\$	4,000
Bank Service Charges	\$	500
Committee Expenses (Election/Other)	\$	3,500
Communications/Newsletter	\$	9,000
Miscellaneous Expense	\$	6,000
Depreciation/Amortization	\$	500
Office Maintenance	\$	5,000
Office Equipment	\$	1,200
Recording Secretary/Meeting Minutes	\$	2,400
Website	\$	1,200
Postage	\$	3,000
Returned Check Fees	\$	500
Resale Packet	\$	11,000
Coupon Books	\$	8,000
Collections	\$	10,000
FSR Connect	\$	1,500

TOTAL ADMINISTRATIVE \$ 67,300**Repairs & Maintenance (Facilities & Infrastructure)**

Sign Maintenance	\$	500
Sprinkler Maintenance/Fire Alarms	\$	4,000
General Maintenance / Repair	\$	9,000

TOTAL REPAIRS / MAINTENANCE \$ 13,500**Grounds Maintenance - Common**

Grounds Maintenance - Common Area	\$	182,037
Tree Maintenance - Common Area	\$	3,000
Shrub Replacement - Common Area	\$	1,300
Grass/Lawn Refurb - Common Area	\$	1,300
Grounds Enhancement	\$	12,000
Storm Water Management	\$	10,000

TOTAL GROUNDS MAINTENANCE \$ 209,637**Garbage**

Trash/Recycle Contract	\$	245,348
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TOTAL CONTRACTS \$ 245,348**Utilities**

Electricity (Street & Entrance Lights)	\$	59,000
Water/ Sewer/ Sprinklers	\$	5,000

TOTAL UTILITIES \$ 64,000**Pool Operations**

Pool Management Contract	\$	50,240
Pool Maintenance	\$	5,000
Pool Supplies	\$	-
Pool Telephone	\$	400
Pool Water and Sewer	\$	3,000
Start-up & Pool Passes	\$	2,000
Pool & Recreation Activities	\$	7,600

TOTAL POOL OPERATIONS \$ 68,240**Community Center**

Electricity/Pool	\$	8,000
Gas/Pool	\$	2,000
Supplies	\$	1,200
Water/Sewer	\$	7,500
Cleaning	\$	4,800
Telephone/Fax	\$	5,600
Internet Services	\$	1,200
Security	\$	350
Snow Removal	\$	2,000
Misc Expenses	\$	1,000

TOTAL COMMUNITY CENTER \$ 33,650**Villa Meeting House**

Grounds Maintenance	\$	4,682
Electric	\$	2,700
Gas	\$	1,000
Water	\$	1,000
Supplies / Furniture / Equipment / Miscellaneous	\$	1,200
Cleaning	\$	3,600
Telephone	\$	650
Printing & Copying	\$	500
Maintenance & Repair	\$	500
Sprinkler Maintenance	\$	700
Trash/Recycle Contract	\$	375
Snow & Ice Removal (Steps)	\$	1,300
Social	\$	5,000
Insurance	\$	615

TOTAL VILLA MEETING HOUSE \$ 23,822

Professional Fees

Audit/Accounting/Tax Prep	\$	7,400
Insurance	\$	11,685
Legal/Attorney Fees - General	\$	15,000
Legal - Collection Matters (Rinard)	\$	10,000
Management Contract	\$	216,300
Handyman	\$	26,520
TOTAL PROFESSIONAL FEES	\$	286,905

Taxes & Licenses

Taxes & License Fees	\$	2,100
TOTAL TAXES & LICENSES	\$	2,100

Townhomes

Snow Removal (includes around mailboxes)	\$	14,000
TOTAL TOWNHOMES	\$	14,000

Attached Villas

Grounds Maintenance	\$	80,476
Landscaping	\$	500
Snow Removal (includes around mailboxes)	\$	8,000
TOTAL ATTACHED VILLAS	\$	88,976

Detached Villas

Grounds Maintenance	\$	37,716
TOTAL DETACHED VILLAS	\$	37,716

Reserve Allocation


General Reserves	\$	63,840
Townhouse Reserves	\$	25,278
Villa Meeting House Reserves	\$	9,000
Attached Villa Reserves	\$	46,000
TOTAL RESERVE ALLOCATION	\$	144,118

TOTAL EXPENSE	\$	1,299,312
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COMMUNITY CALENDAR NOVEMBER 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7 ARC App Deadline	8	9	10	11	12
13	14	15 ARC Meeting 7:00 PM	16	17	18	19
20	21	22 BOD Meeting 7:00 PM	23	24 	25 	26
27	28	29	30			

COMMUNITY CALENDAR DECEMBER 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5	6	7	8	9	10
11	12 ARC App Deadline	13	14	15 Pool and Rec 6:30 PM	16	17
18	19	20 ARC Meeting 7:00 PM	21	22	23 	24
25 	26 	27 BOD Meeting 7:00 PM	28	29	30	31 NEW YEAR'S EVE

VMH CALENDAR NOVEMBER 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2 Sittercise 9:30 AM	3 Canasta 10:00 AM	4 Coffee 9:30 AM Mahjonn 1:00 PM	5
6	7 VMH Meeting 1PM Sittercise 9:30 AM Quilting 7:00 PM	8 Romeo Breakfast 	9 Sittercise 9:30 AM	10 Canasta 10:00 AM	11 Coffee 9:30 AM Mahjonn 1:00 PM	12
13	14 Sittercise 9:30 AM Quilting 7:00 PM	15 Birthday Cake Social 2PM 	16 Sittercise 9:30 AM Dine Around 11:30 AM	17 Canasta 10:00 AM	18 Coffee 9:30 AM Mahjonn 1:00 PM	19 <u>Thanksgiving Dinner at 5:30</u> 
20	21 Sittercise 9:30 AM Quilting 7:00 PM	22	23 Sittercise 9:30 AM Quilting 7:00 PM	24 	25 Coffee 9:30 AM Mahjonn 1:00 PM	26
27	28 Sittercise 9:30 AM Quilting 7:00 PM	29	30 Sittercise 9:30 AM Quilting 7:00 PM			

Please remember those who are not as fortunate as we are and donate assorted food items or dry goods. There are tubs at the Community Center and at the VMH where you may leave your donations! All donations are taken to Spotsylvania Emergency Concerns Association (S.E.C.A.).

Thank You!

VMH CALENDAR DECEMBER 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 Canasta 10:00 AM	2 Coffee 9:30 AM Mahjongg 1:00 PM	3
4	5 VMH Meeting 1PM Sittercise 9:30 AM Quilting 7:00 PM	6	7 Sittercise 9:30 AM	8 Canasta 10:00 AM	9 Coffee 9:30 AM Mahjongg 1:00 PM	10
11	12 Sittercise 9:30 AM Quilting 7:00 PM	13 Romeo Breakfast 	14 Sittercise 9:30 AM	15 Canasta 10:00 AM	16 Coffee 9:30 AM Mahjongg 1:00 PM	17 Christmas Social at 5:30 
18	19 Sittercise 9:30 AM Quilting 7:00 PM	20 Birthday Cake 	21 Sittercise 9:30 AM Dine Around 11:30 AM	22 Canasta 10:00 AM	23 Coffee 9:30 AM Mahjongg 1:00 PM	24
25 	26 Sittercise 9:30 AM Quilting 7:00 PM	27	28 Sittercise 9:30 AM	29 Canasta 10:00 AM	30 Coffee 9:30 AM Mahjongg 1:00 PM	31 New Years Eve 

Volunteers Needed!

The "Give a Lift Program" is in need of volunteers to drive fellow Villa residents to medical related appointments.

Villa Meeting House Upcoming Events

VILLA RESIDENTS

**ON NOVEMBER 19, 2016 AT 5:30P.M. WE WILL CELEBRATE
THANKSGIVING**



**SIGN UP, AT THE VILLA MEETING HOUSE NO LATER THAN
TUESDAY NOVEMBER 15TH**

SEATING LIMITED TO 50 RESIDENTS

COORDINATOR: SANDY ROYSTON



VILLA RESIDENTS

A new monthly activity has been added to the Villa Meeting House Calendar.

Birthday celebrations will be held on the 3rd Tuesday of November and December at 2:00 p.m. at the Villa Meeting House due to the holidays.

Everyone is invited whether its your birthday month or not.

Come on down and have some delicious birthday cake and enjoy spending time with your neighbors.



VILLA RESIDENTS

CHRISTMAS WILL BE THE LAST EVENT ON THE VILLA CALENDAR FOR THE YEAR 2016

DATE: SATURDAY DECEMBER 17TH AT 5:30PM



**SIGN UP AT THE VILLA MEETING HOUSE ASAP
BUT NO LATER THAN TUESDAY, DECEMBER 13**

LIMITED SEATING TO 50 RESIDENTS

COORDINATOR: SILVANNA WOOD

Games Anyone??



Villa Residents are looking for Mahjongg players to join our group on Fridays at 1:00 p.m. at the Villa Meeting House. If you know the game that would be a plus. If not, we will arrange for someone to teach you.

Please contact Fran at iwhitefeather2@aol.com or Jean at jandj155@aol.com.

Community Services

Give a Lift

Should anyone in the Villas need a ride to a doctor or dentist appointment, and/or need to go for a test of some kind, please contact one of the following volunteers.

Volunteer Drivers Include:

Sally Moore (540) 786-4606

Ruth Niedomanski (540) 548-2415

Pat Hackley (540) 406-2966

Dennis Williams (540) 548-4067

Lori Hill (703) 314-5995

Steve Downing (540) 735 -4080

Donna Powers (540) 903-7906

Jane Yarborough (859)466-0734

Contacts for VMH Activities

Activity Coordinator:

Jean Purificato (540) 786-1540

Calendar:

Alice Crasco (540) 548-0054

Quilting, Etc.:

Sandy Royston (540) 548-8373

ROMEO Breakfast:

Open

Give A Lift:

Open

Ms. Sunshine:

Lynn Williams (540) 548-4067

VOLUNTEERS NEEDED!

As a member of Salem Fields Community, there are many opportunities to give back to your community as a volunteer! Each committee serves an important role in the community and has great value. These committees include:

- Budget & Finance Committee
- Communications Committee
- Covenants Committee
- Pool & Recreation Committee
- Property Enhancement Committee
- Villa Meeting House Committee
- Main Clubhouse Committee
- Newsletter Deliverers



If you are interested in joining any of these committees, please fill out the Salem Fields Community Volunteer Application Form located in the Salem Fields Community Office or email SFCA.BoardofDirectors@gmail.com for an electronic copy.



Salem Fields Community Holiday Home Decorating Contest

Join your fellow neighbors and participate in the 7th annual Salem Fields Holiday Home Decorating Contest. Decorate your home as festive and as original as possible. Judging will be on the night of December 21st. Make sure your lights are on by 7 p.m.!

Winners will be contacted and included in the January/February 2016 Focus.

Mall gift cards will be awarded in the following categories:

1st place - \$50

2nd place - \$25

3rd place - \$15

For the Single Family, Villa and Townhome sections

We encourage all residents to participate in this fun event and continue to show community spirit. Happy Decorating!

Please drop this entry form off at the Clubhouse no later than December 20th.
As long as we have this completed form, your home will be included in the contest.
Without the form below, you will NOT be included!
Contact Rebecca at rwinn24@gmail.com with any questions.

Name: _____

Address: _____

Phone Number: _____ Email Address: _____



EVENING WITH SANTA

December 11

6-7 p.m.

Community Clubhouse

Join us for an evening with Santa. Santa will arrive at the clubhouse and will read a story to the children.

Cookies, milk and hot cocoa will be served.

Wear your PJ's!

Please RSVP by December 8th

Rebecca Winn: RWinn24@gmail.com



See You Later, Summer!! It's that time of year—you've exchanged your swimsuit for sweaters and scarves just in time to roll up your sleeves and prepare your home for cooler weather. As we watch summer fade into the sunset, consider adding the following items to your winterization checklist, and ensure your home is in tip-top shape for the fall and winter seasons.

Update your window treatments. Summer's venetian blinds and sheer curtain panels won't keep the frigid air from creeping in on a cold night. Consider switching to a denser curtain fabric for the winter months to keep your home feeling cozy and keep heating bills low.

Schedule appliance check-ups. Your HVAC system, air ducts and hot water heater should be checked by a licensed professional to ensure all elements are in good shape for the change in weather—especially if any appliances worked overtime during summer months.

Don't forget the attic. Check for leaks in the roof, possible cracks in attic windows and insufficient insulation. With the help of a licensed professional or advice from your local home improvement store staff, you can shield your attic from harsh weather.

Replace weather stripping. Doors and windows need extra help to hold heat inside your home. Inspect all door and window perimeters for cracks or tears in your current weather stripping. You also can add a second layer of protection with temporary weather stripping applied overtop your existing seals.

Deep clean and declutter. Thoroughly clean your home's nooks and crannies inside and out. Ensure electrical cords, outlets and air vents are dust and clutter-free, tidy up garages and storage areas, and clear any debris from your home's exterior, especially around vents and drains.

It's Diversity That Makes Our Community Special!



During the holidays we are often reminded of the diversity that our world is made up of. People celebrate the holidays according to their separate heritage, traditions, and beliefs. But one of the common denominators that bring people of different race, religion and custom together is a desire to live in peace, harmony and happiness. It is a desire shared by all and it is best achieved through cooperation, compliance and respect.

Our community is sort of like a microcosm of the world. We are made up of people of varying differences, but we are all connected by the fact that we share a community together. And, although we have our differences in opinions, perceptions and desires, we too can benefit through cooperation, compliance and respect for our neighbors. During this holiday season as we celebrate in our own tradition, let's try to hold onto that spirit of unity, harmony and peace that all traditions embrace and apply it to all of our community neighbors.....all year long. If we can, we will all benefit.




Fire Knows No Holiday

Important safety tips for a happy and safe holiday season:

- Use only Underwriters Laboratory (UL) approved lights and cords
- Use only approved outdoor lights for outdoor use and make sure they are weatherproof
- Lights should be thoroughly inspected prior to installation
- Miniature or indoor lights generate less heat and will not dry out the tree as much as larger lights
- Always unplug all lights and blow out all candles before leaving the house or going to bed
- Never use candles near trees or windows
- Never dispose of trees, decorations or wrappings in the fireplace
- If you choose to use a natural, cut Christmas tree, select only the freshest
- Needles should bend, not break, when folded
- Keep the stand full of water and check it daily
- Keep the tree away from heat sources and heater vents
- Remove the tree promptly after the holidays or once the needles begin to fall

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Holiday **EGG-NOG**



- 2 Cups Almond Milk
- 1/3 Cup Raw Organic Honey
- 3 Egg Whites
- 1 Tsp Pure Vanilla Extract
- 1/2 Tsp Cinnamon
- 1/2 Tsp Nutmeg
- Pinch of Ground Ginger
and/or Cloves (optional)

Happy Holidays

Putting Up and Removing Holiday Decorations



It is getting that time of year again, where everyone wants to decorate and make their homes look inviting and ready for the holidays. This is just a friendly reminder that your decorations are welcome and we look forward to seeing all of them, but please remember when it is time to take them down until next year.

Per section 7.9 of the Architectural Guidelines of Salem Fields, Single Family, Villas, and the Townhomes, "Holiday decorations cannot be displayed until 30 days prior to the holiday and must be removed no later than 30 days after the holiday.

Community Center Rentals

Planning a party or family gathering? Call the management office to check for availability of the Community Centers. **Only** Salem Fields residents are allowed to rent the Community Centers.

When scheduling your event, the time reserved must include the time for set-up and clean-up. Rentals for both locations require a \$400.00 Security Deposit. Rates for the Community Centers are as follows:

Community Center

Hourly Rate \$40.00

Villa Meeting House

(Villa Members Only)

Hourly Rate \$30.00

Both Clubhouse Rentals, require a 3-hour minimum rental. Your deposit will be returned only after determining that everything was left in a clean and sanitized condition and no damages to premises.

Call the Management Office to make your reservation at 540-548-3487



PARKING INFORMATION

Parking Violations and Towing is an ongoing issue at Salem Fields. If you do not want to get towed or receive a parking violation, remember the following:

- **ALL Vehicles Must Have Updated Tags and Inspection Stickers**
- **No Parking on the Sidewalks, Front Lawn, or on the Sides of Home**
 - **Do Not Park Behind The Fence/Back Side of Home**
- **Any vehicle that is parked on common grounds will be towed**
- **Inoperable Vehicles (flat tires) that are parked in common area spaces will be towed**
- **Do not park in the Villa Parking Lots if you do not live there. Do not park in the Townhomes if you do not live there. You must park within the section you live in.**

If you park on common grounds and damage the property, you will be responsible for the cost of repairs!

If you get towed, contact Dominion Towing at 540-479-1044.

This information pertains mainly to the Townhomes and Attached Villas since the streets are owned and maintained by the Association. State Maintained roads are monitored by the Sheriff's office.



Change Your Clock, Change Your Battery...

A One Minute Habit That Can Save Your Life

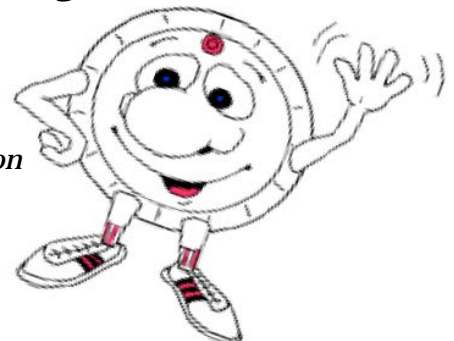
Daylight Saving Time ends **Sunday, November 6th**. As you turn your clocks back now is a good time to change the battery in their smoke alarm. Smoke alarms provide occupants with an early warning allowing them additional time to escape. Smoke alarms save lives! Deadly house fires often occur late at night and early morning when individuals are sleeping, therefore, it is imperative that smoke alarms be properly installed and maintained to protect against injury and the loss of life. You double your chances of surviving a home fire with working smoke alarms compared to homes without working smoke alarms.

To keep you and your family safe follow these life-saving smoke alarm tips:

- ✓ Place a smoke alarm on every level of your home including the basement and inside and outside sleeping areas.
- ✓ Check smoke alarms monthly by pushing the test button. If you cannot reach the button easily, use a broom handle.
- ✓ Change the batteries in your alarms at least once a year or each time you change your clock. (spring forward, fall back).
- ✓ Do not remove the batteries from your smoke alarms to put in other appliances.
- ✓ The life span of a smoke alarm is 8-10 years and the entire alarm should be replaced during this time (consider installing a ten-year lithium battery-powered smoke alarm, which is sealed so it cannot be tampered with or opened).
- ✓ Hard-wired smoke alarms with battery back-ups need to be tested monthly and batteries replaced yearly.
- ✓ Keep smoke alarms clean. Vacuum or dust your smoke alarms according to manufacturer's directions to keep them working properly.
- ✓ Teach children what the smoke alarm sounds like and what to do in the event it sounds.

Smoke alarms can often sound while cooking or taking a shower that emits large amounts of steam. If a smoke alarm sounds during these types of activities, do not remove or disable the battery; creating a minor fix that can lead to a deadly mistake. Instead you should:

- ✓ Open a window or door and press the "hush" button
- ✓ Wave a towel at the alarm to clear the air, or
- ✓ Move the entire alarm several feet away from the location





Fall Tips

Fall fertilization- With a hot summer and cold winter, trees are bound to lose vital nutrients in the soil. To help make sure your trees gain nutrients lost this summer and continue to feed over the winter, apply a slow-release fertilizer to replace nutrients and improve resistance to damage from disease, insects and stressful weather.

Hearty hydration- Fall is the season to give your trees a hearty gulp of water before the winter months strike. To make sure they are well-hydrated throughout the freezing winter, quench your trees' roots.

Subsurface watering is an efficient way to reach the tree's roots. Using an injection probe, water is distributed throughout the top 12 inches of soil— the area your trees need water the most. The subsurface watering method is ideal for trees and shrubs without irrigation systems, newly planted trees and trees that need temporary relief from drought stress.

Timely planting- Some trees shed their leaves in autumn and sprout new life in the spring, but fall is actually the opportune time to plant new trees. Since temperatures are much cooler and there is much less chance of stress from sun scorch, drought or extremely high temperatures, newly planted trees get the chance to build root mass and prepare for winter dormancy this season.

Equip for the cold- You know winter will arrive after fall, so start preparing now for the snow, frost and cold temperatures. Any sort of extreme weather condition may pose a higher risk of stress for your trees, so cable, brace and prune them before the snow and ice hit. If your tree has weakened or has broken or rotting branches, it may not be strong enough to withstand the added weight of a heavy snowfall or ice storm. Pruning in fall can be easier because most trees have little to no leaves, exposing the structure underneath.





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Back Page Ad - \$150.00	Entire Back Page Ad
Full Page Ad - \$125.00	Full Page Ad (7 1/2 x 9 Inches)
Half Page Ad - \$75.00	1/2 Page Ad (7x4 Inches)
Quarter Page Ad - \$60.00	1/4 Page Ad (3x4 Inches)

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JoAnne is a pleasure to work with. She is knowledgeable about the Fredericksburg area. JoAnne knows how to maintain the flow of info regarding homes to see, paperwork to review, and communication with various parties involved. She responded to questions quickly. She's very intuitive and thorough with a great sense of humor and a lot of patience!
Liz & Skip B.

JoAnne was very professional, while warm and friendly. She was always on top of the transaction including overseeing the loan process. JoAnne included us in every step along the way and was very supportive and patient. She was very knowledgeable about the neighborhood and answered all our questions. We would not hesitate to do business with her again!
David & Rebecca H.

JoAnne is a very experienced and knowledgeable agent. I live out of state and needed to sell my parent's home as an estate sale. She came in to the home with a warm, honest, and professional manner and put my fears at ease. JoAnne handled the sale preparation steps and kept me fully informed along the way. The home sold very quickly. I would definitely hire her again!
Katherine D.

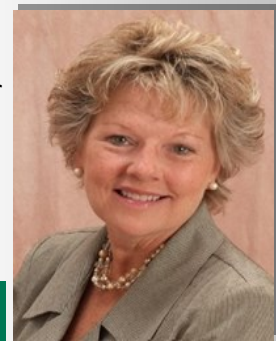
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kmsullivan@mtb.com



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Gary G.



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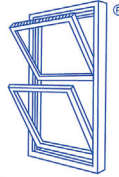
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