



**BOARD OF DIRECTORS MEETING
HYBRID ZOOM MEETING – Henderson Room / Zoom
DRAFT AGENDA**

Tuesday, June 25, 2024 – 7:00 PM

Until approved at the meeting, this draft agenda is subject to change.

Link: <https://us06web.zoom.us/j/97385179058?pwd=TUg1V1lvM011VStJS2k5b3NELOIRUT09>

Meeting Number (access code): 973 8517 9058

Meeting Password: 319862

Join by phone: 301-715-8592 US (Washington DC)

I.	CALL TO ORDER	7:00 PM
II.	APPROVAL OF AGENDA	7:01 PM
III.	APPROVAL OF MINUTES – BOD Meeting – May 28, 2024,	7:02 PM
IV.	CITY OF ALEXANDRIA POLICE DEPARTMENT – STAFF LIAISON	7:03 PM
V.	CAMERON STATION CIVIC ASSOCIATION – CHARLES MAYNARD	7:13 PM
VI.	HOMEOWNERS’ FORUM	7:23 PM
VII.	TREASURER’S REPORT	7:33 PM
VIII.	COMMITTEE REPORTS (FAC, ARC, A&E, ComCom, CCFC, CAC)	7:43 PM
IX.	MATTERS FOR BOARD DECISION	7:53 PM
	A. Cross-trainer Fitness Equipment	Motion 2024-0601
	B. Matrix Versa Fitness Equipment	Motion 2024-0602
X.	MATTERS FOR BOARD DISCUSSION	8:33 PM
	A. BoD and Annual Meeting Schedule – Remainder of the Year	
XI.	MATTERS FOR BOARD INFORMATION	8:50 PM
	A. Management Report	
	• Action Item list	
	• Project Updates	

Prepared by:

Steve P. Philbin, M ed., CMCA®, ARM®, PCAM® (General Manager)

Angel Robles, CMCA®, AMS® (Assistant General Manager)

**Noted times above are only intended to serve as a guide and may be subject to change without notice depending upon the length of conversation by Board members.*

XII. EXECUTIVE SESSIONS
(Not applicable to this meeting)

8:57 PM

XIII. NEW BUSINESS

8:58 PM

XVI: ADJOURN

9:00 PM

DRAFT

Prepared by:

Steve P. Philbin, M ed., CMCA®, ARM®, PCAM® (General Manager)
Angel Robles, CMCA®, AMS® (Assistant General Manager)

**Noted times above are only intended to serve as a guide and may be subject to change without notice depending upon the length of conversation by Board members.*



MEETING MINUTES
BOARD OF DIRECTORS MEETING
Tuesday, May 28, 2024 7:00 P.M.

NOTICE: This meeting was held in a hybrid format via Zoom and in-person in the Henderson room.

BOARD MEMBERS PRESENT:

Joan Lampe, Vice President
William Blumberg, Treasurer
Chris Mulder, Secretary
Brendan Hanlon, Director
Tom Kopko, Director
Megan Christensen, Director

BOARD MEMBERS ABSENT

Andrew Hill, President

OTHERS PRESENT:

Heather Graham, CMCA®, PCAM®, Executive Vice President of Community Association Management Professionals (CAMP)
Steve Philbin, M ed., CMCA®, ARM® PCAM®, General Manager
Angel Robles, CMCA®, AMS®, Assistant General Manager
Takis Taousakis, Chair, FAC
Trena Raines, Member, ARC
Andrew Yang, Chair, A&E Com
Tricia Hemmal, Chair, CommComm
Ray Celeste, Chair, CCFC

CALL TO ORDER:

Ms. Lampe called the meeting to order at 7:00 pm.

APPROVAL OF AGENDA:

Motion: Mr. Blumberg moved, and Mr. Hanlon seconded the motion to **APPROVE** the agenda as presented. **The motion passed unanimously, 4/0.**

APPROVAL OF MINUTES:

Motion: Mr. Kopko moved, and Mr. Hanlon seconded the motion to **APPROVE** the minutes of the April 30, 2024 Board meeting. **The motion passed unanimously, 4/0.**

Change of Attendance

Ms. Christensen joined the meeting at 7:04 pm.

CITY OF ALEXANDRIA POLICE DEPARTMENT – STAFF LIAISON:

Lt. Lion reported that there were forty-eight (48) calls for service for the month; about 15-20 of those calls were traffic or parking-related; there were no quality-of-life issues and no calls resulted in a report being taken; about 40% of the calls were on Cameron Station Blvd and 20% came from the parking area. There was an issue between residents about cleaning up dog waste and Lt. Lion reminded residents to clean up after their pets because it is a county ordinance.

CAMERON STATION CIVIC ASSOCIATION:

Mr. Charles Maynard was not present for the meeting but did submit a report to the Board.

HOMEOWNER'S FORUM:

Topics discussed were:

- Joy – stated she's discussed with other residents who are interested in forming a Green Committee. Some topics the Committee would like to explore are the benefits of reducing the dependency on fossil fuels, solar panels on the clubhouse roof, reducing water for landscaping, encouraging eco-friendly practices for residents, and once a year conducting an event to raise awareness for eco-friendly practices.

TREASURER'S REPORT:

Mr. Blumberg reported that the Association is in a good financial position; YTD the Association has a surplus of \$104,000 and that is largely due to expenses being under budget; \$240,000 CD is due to mature with Morgan Stanley and they will continue to reinvest while the interest rates remain favorable; receivables are good and are below industry standards; the Financial Committee recommended that \$256,069 be moved to the money market account to meet immediate cash need for the upcoming projects; the auditor gave the Association a clean audit report, they recommended moving \$341,000 in excess equity to the reserves.

COMMITTEE REPORTS:

1. Financial Advisory Committee

Mr. Taousakis stated that the Association's finances are in good shape from an operating standpoint and all Committees are doing an excellent job maintaining their budgets.

2. Architectural Review Committee

Ms. Raines reported that in May the Committee reviewed twenty-three (23) applications and the Chair and Vice Chair of the Committee resigned, and the Committee needs guidance on how to move forward because they may not have a quorum for their June meeting.

3. Activities and Events Committee

Mr. Yang reported that BINGO night and the ice cream social went well and the next event will be the Fourth of July parade.

4. Communications Committee

Ms. Hemmel reported that the Committee approved the expense for ten hours of website updates from L&K, they will create a sign-up feature for blog posts that will be directly emailed to the resident; they also approved Notion which is a project planning platform that the Committee can use; the Welcome Committee welcomed thirteen (13) new residents last month; YTD there have been thirty (30) articles created for the blog.

5. Cameron Club Facilities Committee

Mr. Hanlon reported that the Committee has been working to get a lot of things done, the pool white coating, new carpet for the Clubhouse, extended lap swim time during the week and opened another lane for it; and added a Pilates class.

6. Common Area Committee

Ms. Lampe reported that there are two items in the Board packet for a decision from the Committee and they have started their community inspections.

MATTERS FOR BOARD DECISION:

A. Lancaster Landscape Proposal 31233

Motion: Mr. Hanlon moved, and Mr. Kopko seconded the motion to **APPROVE** the Lancaster Landscape proposal for \$2,970.00 to be expensed from Operating Funds. **The motion passed unanimously, 5/0.**

B. Lancaster Landscape Proposal 31251

Motion: Mr. Hanlon moved, and Mr. Kopko seconded the motion to **APPROVE** the Lancaster Landscape proposal for \$2,661.00 to be expensed from Operating Funds. **The motion passed unanimously, 5/0.**

C. Transferring Owners' Equity to Reserves

Motion: Mr. Blumberg moved, and Mr. Kopko seconded the motion to **APPROVE** to move the excess of Owners Equity in the amount of \$341,000.00 into Reserves. **Following discussion, the motion passed, 5/0.**

D. FY23 Draft Audit

Motion: Ms. Christensen moved, and Mr. Hanlon seconded the motion to **ACCEPT** the FY23 draft audit as presented. **Following discussion, the motion passed, 5/0.**

E. FY24 and FY25 Audit Engagement Letter

Motion: Ms. Christensen moved, and Mr. Kopko seconded the motion to **ACCEPT** the Goldklang Group CPAs, P.C. engagement letter for preparation of FY24 and FY25 audit and tax returns as presented. **Following discussion, the motion passed, 5/0.**

Change of Attendance

Mr. Mulder joined the meeting at 8:05 pm.

F. Parking Enforcement Contract Proposals

Motion: Mr. Hanlon moved, and Ms. Christensen seconded the motion to **APPROVE** Signal 88 company proposal in the amount of \$43,284.00 (\$34.55/ per hour) to provide parking enforcement and safety patrol services to be expensed from Operating Funds. **Following discussion, the motion passed, 6/0.**

MATTERS FOR BOARD DISCUSSION:

A. Black Car Service

Mr. Philbin reported that owner of the service will be creating an app that the residents can book service directly with them, and he will now charge a price per trip for the residents who use the service.

MATTERS FOR BOARD INFORMATION:

1. Management Report

- Action Item list
Included in the Board packet for review.
- Project Updates
Mr. Philbin reported that the City is starting their paving project on June 17th, Cameron Station Blvd and Ferdinand Day Dr currently have stamped concrete crosswalks and the City wants to make them high-visibility crosswalks. Management reached out to the City to ask them to reconsider making them stamped concrete; the community paving project will start in August; getting proposals to replace the rest of the lighting in the Clubhouse with LED lights; the Clubhouse carpet replacement has started.

NEW BUSINESS:

None.

EXECUTIVE SESSION:

(Not applicable for this meeting)

ADJOURNMENT:

Motion: Mr. Blumberg moved, and Mr. Kopko seconded the motion to adjourn the meeting. **The motion passed, 6/0, and the meeting was adjourned at 8:41 PM.**

Respectfully Submitted,
Minutes Services, LLC
Dolly Sharma
dolly@minutesservices.com

X

Joan Lampe
Vice President

Cameron Station Community Association
Financial Advisory Committee Meeting
May 20, 2024
FAC ZOOM Meeting
Meeting ID 929 6235 3196 Passcode 007612

MEETING MINUTES

I. Call to Order

- a. The meeting was called to order at 7:02 pm.
- b. Members Present; Chairman Takis Taousakis, Wendell Anderson, Fred Blum, and Joe Durso.
- c. Others Present: Board Vice President Joan Lampe, Board Treasurer and Board Liaison Bill Blumberg, Bill Boos, and CAMP Community Manager Steve Philbin.
- d. The meeting was conducted via a Zoom.

II. Approval of Agenda

- a. The agenda was approved unanimously.

III. Approval of Previous Month's Minutes

- a. The April 29, 2024, minutes were approved unanimously.

IV. Resident Open Forum

- a. No residents present.

V. Review of Financial Results

- a. March 31, 2024, Financial Variance Report, Balance Sheet, Revenue and Expense Statements.

Discussion was led by the FAC Chair and Steve Philbin. The Chair noted that the actual YTD operating revenue was \$112,147 above expenses and net operating income was \$103,397 better than budget. Steve stated that almost everything is close to budget. TMP expenses will be \$55,000 under budget at the end of the year

The delinquency percentage is now under 1% as we had a large payment on one of the outstanding account.

b. Balance Sheet

Operating and Replacement are the main two funds. We discussed the \$194,803 on fund transfers – should be zeroed out.

c. Revenue and Expenses

Net surplus YTD of \$103,397 compared to budget

d. Cameron Station Committee Spending & Committed Funds

Committees are doing a good job controlling their budgets.

e. Reserve Fund Projects

Club House Roof completed.

The paving project is now scheduled for August.

Re-carpeting for clubhouse slightly over budget because of moisture problem

Pool repair was slightly over also since they had to do some extra work

Looking into EV charging stations four spaces in retail area. May be at no cost to us.

There is no money in the reserves for irrigation upgrade.

The committee discussed moving \$45,390 and \$206,670 from the Morgan Stanley (Preferred Savings) to the Reserved Checking to fund upcoming projects:

VI. Old Business

The committee reviewed and discussed the Auditors report. All seemed in order although there was some concern over the wording on delinquency oversight. A clarification on this issue will be added to the audit presentation. The following motion was made and passed unanimously:

Motion that the board approve the audit as prepared.

The owner's equity is currently at 28.43%, and there will be a significant amount of money to move to the reserves. To bring the owners equity to 15.7% the following motion was made and passed unanimously

Motion that the board transfer \$341,000 from Equity/Operating Reserves to the Repair Replacement fund

VIII. Adjournment

The meeting was adjourned at 7:51 pm.

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
ACTIVITIES AND EVENTS MEETING
June 5, 2024

1 This meeting was held by hybrid electronic communication means of virtual video conference and in the
2 Cameron Station clubhouse Henderson Room.

3
4 **COMMITTEE MEMBERS PRESENT:**

5 Andrew Yang - Chair
6 Sarah Turkaly – Committee Member
7 Monica Stachowski – Committee Member

8
9 **COMMITTEE MEMBERS ABSENT:** Christina Damhuis – Committee Member

10
11 **ALSO PRESENT:** none

12
13 **I. CALL TO ORDER**

14 **Motion:** The meeting is called to order at 8:00 p.m.

15
16 **II. APPROVAL OF MINUTES**

17 **Motion:** Andy _____ **MOVED** and Sarah ___ **SECONDED** to approve the 5/1 meeting minutes as
18 submitted {/or with the following changes}: _____ month/date

19
20 **III. ITEMS FOR RECOMMENDATION:**

- 21 1. Boozy Bingo Night (Friday, May 17)
 - 22 a. Well attended (about 60), recommend additional food
 - 23 b. Recommend buying more bingo sheets
 - 24 c. Suggest holding again on September 6 or 13 or first week of October
- 25 2. Ice Cream Event (Sunday, May 19)
 - 26 a. Event went smoothly, despite single car parked in lot, which was moved later

27
28 **IV. NEW BUSINESS**

- 29 1. Food Truck
 - 30 a. Sarah will look into Flavor Hive Food Truck
 - 31 b. Andy will look into Goodfynd, as necessary
 - 32 c. Consider advertising in club house bulletin boards
 - 33 d. Notify management about parking lot usage day of truck arrival
- 34 2. Patriotic Parade (Thursday, July 4, 11 am)
 - 35 a. Podolsky agreed to sponsor event, still waiting on response on giveaways, otherwise, use
36 cooling towels from last year
 - 37 b. Andy will request similar order from Rocklands: 35 lbs pulled pork, 35 lbs pulled chicken,
38 80 quantity beans, 110 quantity mac and cheese, 60 cole slaw, 12 quantity dozen rolls
 - 39 c. 36 Veggie Burgers, ask about gluten-free, or purchase separate gluten-free rolls
 - 40 d. Sarah will look into repurposing signs (e.g., with posterboard) to redirect parade route
 - 41 e. Include sign to label veggie burger and gluten-free, as applicable
 - 42 f. Bottled water for drinks (e.g. Harris Teeter 40 pack \$5), juice boxes if budget allows

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
ACTIVITIES AND EVENTS MEETING
June 5, 2024

- 43 g. Andy will purchase 300 red, white, and blue popsicles (Aldi, Harris Teeter, etc.)
44 h. Post flyer and signup genius for volunteers by Friday, June 14
45 i. Check closet for fork and other supply (trash bins) inventory
46 3. Pool Party (Saturday, August 10, noon – 3 pm)
47 a. Andy will book Mission BBQ (ask about dietary concerns), glitter tattoo/balloon artist,
48 furniture rental from last year
49 b. Andy will look into Bristol DJ from past years, otherwise, use streaming playlist by pool
50 c. Andy will purchase about 300 cans soft drinks and 300 ice cream, like last year
51 d. Check closet inventory, as necessary after Fourth of July
52 e. Use signup genius to recruit volunteers, to be posted at least after Fourth of July
53

54
55 **V. ADJOURNMENT**

56
57 **Motion:** Andy _____ **MOVED** and Monica _____ **SECONDED** to adjourn the
58 meeting at 8:40 pm. The motion passed unanimously and the meeting was adjourned.
59

60
61
62 Respectfully Submitted,

63
64 Andrew Yang, Committee Chair



MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
COMMUNICATIONS COMMITTEE MEETING
June 12, 2024

The meeting was in person and on zoom.

COMMITTEE MEMBERS PRESENT:

Tricia Hemel - Chair
Emma Watson – *The Compass* Editor
Susan Klejst
Gwen Toops

COMMITTEE MEMBERS ABSENT:

Elizabeth Dubow
Lenore Marema
Linda Taousakis

ALSO PRESENT:

Juana Michel - CAMP
Carmen Mead - Newsletter Subcommittee
Pat Sugrue - Newsletter Subcommittee

CALL TO ORDER

Tricia Hemel called the meeting to order at 7:02pm. A quorum was present.

I. APPROVAL OF AGENDA

On a Motion, Moved and Seconded, the agenda was approved.

II. APPROVAL OF MINUTES

On a Motion, Moved and Seconded, the minutes from the Committee's May 15, 2024, meeting were approved with a minor correction.

III. RESIDENT OPEN FORUM

No residents were present.

IV. MATTERS FOR COMMITTEE RECOMMENDATION/DECISION

None.

V. MATTERS FOR COMMITTEE INFORMATION/DISCUSSION

Management Report:

Management updated the website calendar.

Board Update: The third and final section of paving should begin this August.

Committee Chair Update

Newsletter Subcommittee: Emma Watson showed calendar of *Compass* blog articles going forward and committee discussed which articles need an author. The committee reviewed the Google Analytics for both the website and blog. Tricia Hemel noted that binders for printed copies of blog posts will be ordered. Tricia reported that the vice president of the Tucker PTA will provide information on the school for *The Compass*. Pat Sugrue will meet with Linda Taousakis to create Neighbor in the News blog post for beginning of July. Pat and Emma will update *Compass* Style Guide.

E-blast: Tricia Hemel and Pat Sugrue will meet to discuss improvements to the blast, and then recommendations will be made to management. Input from rest of committee/subcommittee is welcome.

Welcome Subcommittee: Susan Klejst reported 12 new residents/families are to be welcomed. Committee discussed an in-person welcome gathering, for new residents, twice a year at Cameron Club, which met with unanimous approval. First



MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
COMMUNICATIONS COMMITTEE MEETING
June 12, 2024

gathering is proposed for October 19, 2024, for residents who have moved into the community in 2024. Gatherings will not only be "Meet & Greet" but also provide information on the community; e.g., committees and subcommittees will be asked to set up tables. Old canvas welcome bags are in storeroom – may be given out at gatherings.

Social: Elizabeth Dubow provided stats for both Facebook and Instagram. Brand will be sending suggested wording for social media posting policy and code of conduct.

Website: Gwen Toops reported that committee will be working directly with LMK to do updates to the website going forward.

Photography Subcommittee: No report.

Marketing & Public Relations: No report.

Bulletins & Signage: No report.

Action Item: SOP

Budget: Tricia Hemel asked for clarification on the budget line item from LMK for additional website work from January and February since it changed from the May report. Tricia also inquired about the LMK maintenance contract which was missing from the report.

OLD BUSINESS: None

VI. UPCOMING MEETINGS/EVENTS:

Board Meeting: June 25, 2024 – Tricia Hemel will attend.

Next ComCom meeting: July 10, 2024, at 7pm.

ADJOURNMENT:

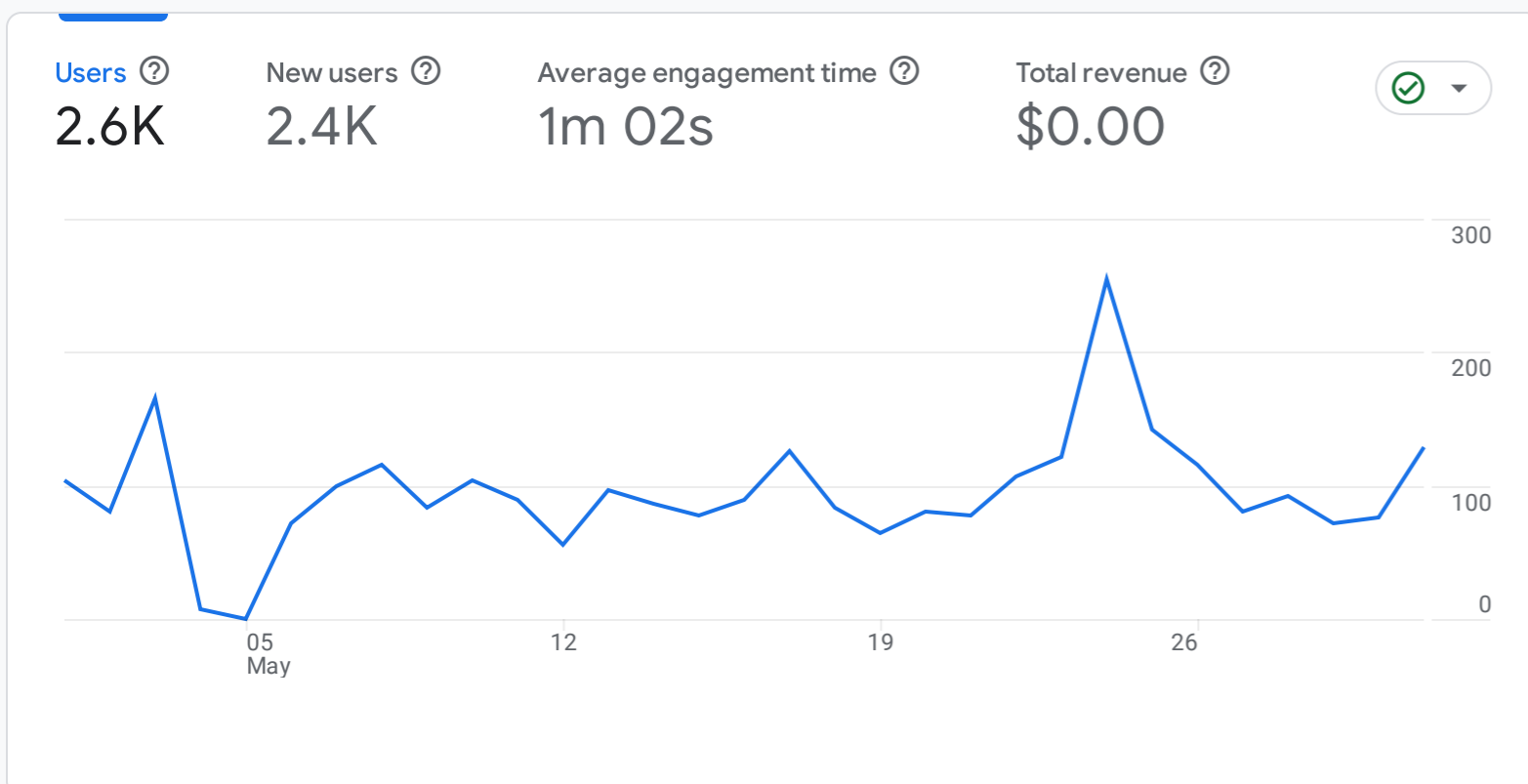
Tricia Hemel adjourned the meeting at 7:52pm.

Respectfully Submitted,
Patricia Sugrue

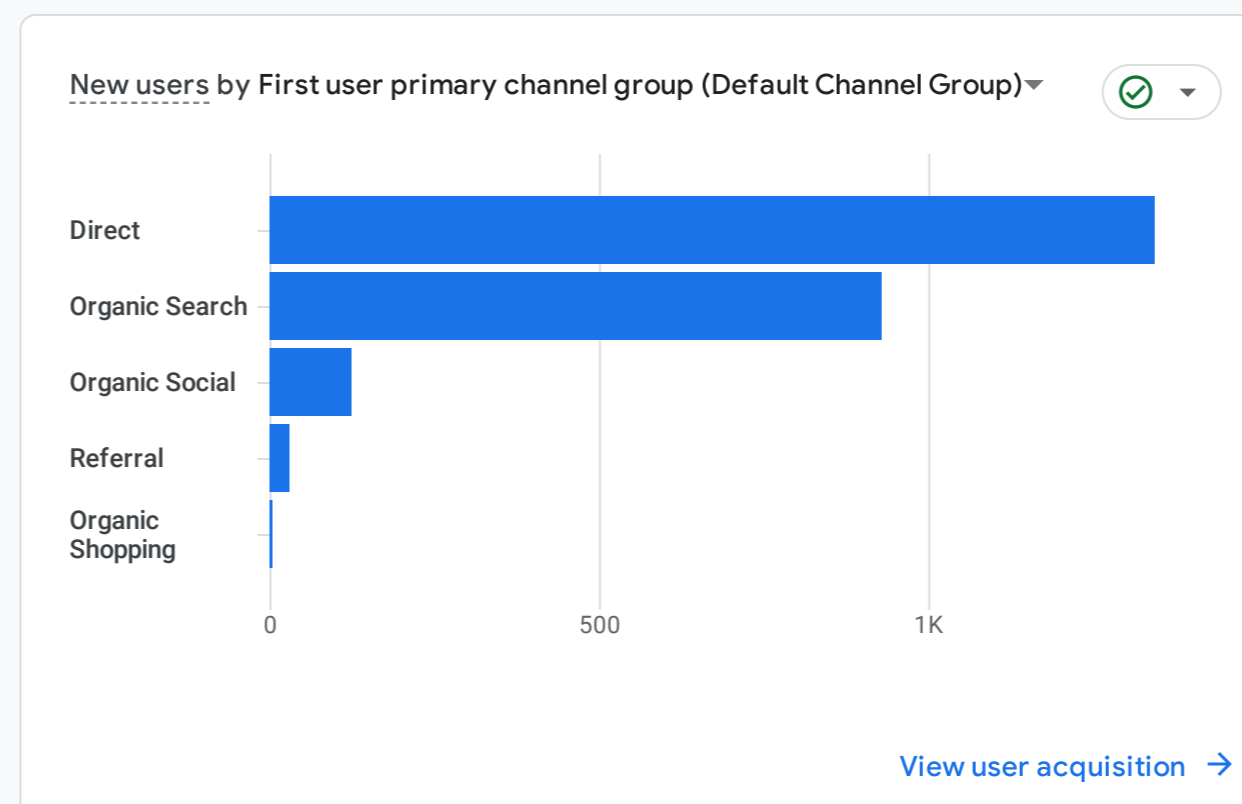
All Users Add comparison +

Custom May 1 - May 31, 2024

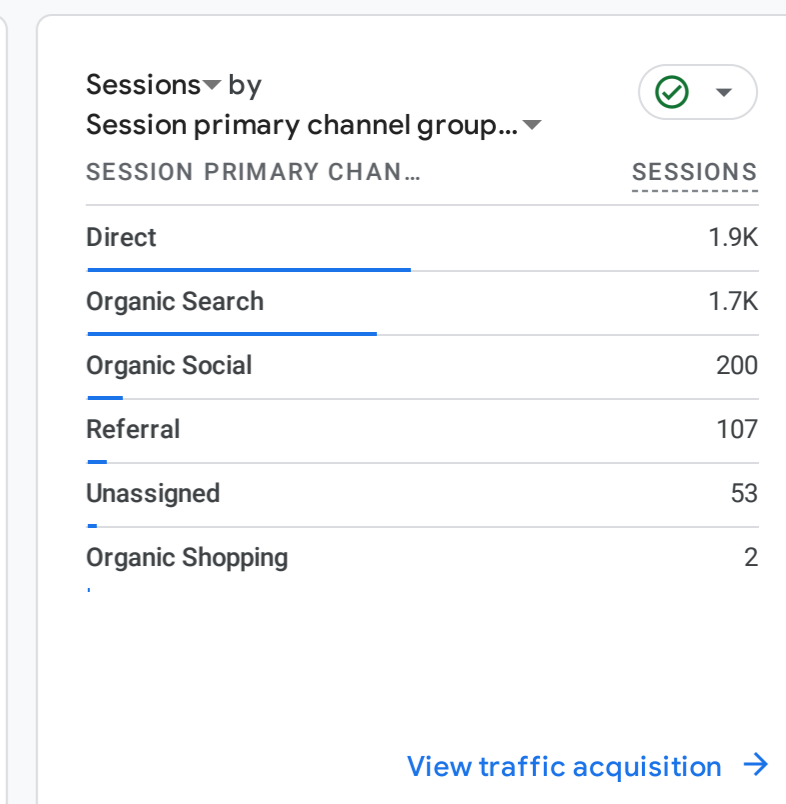
Monthly Cameron Station website snapshot



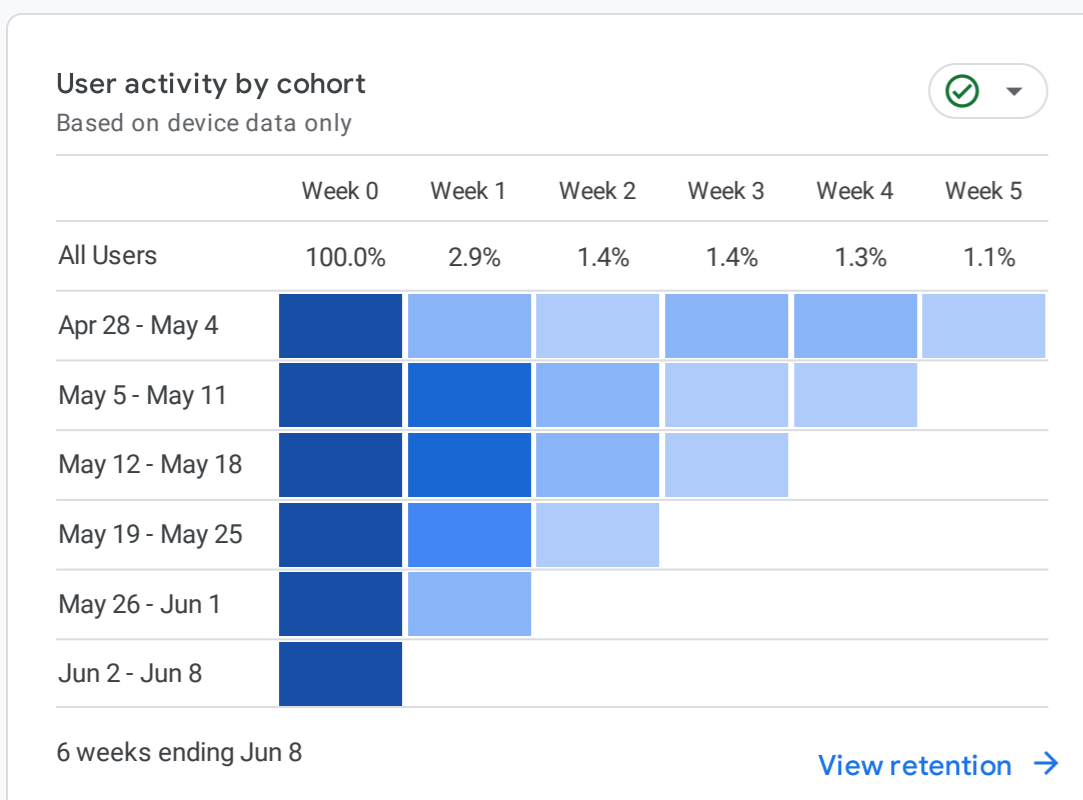
WHERE DO YOUR NEW USERS COME FROM?



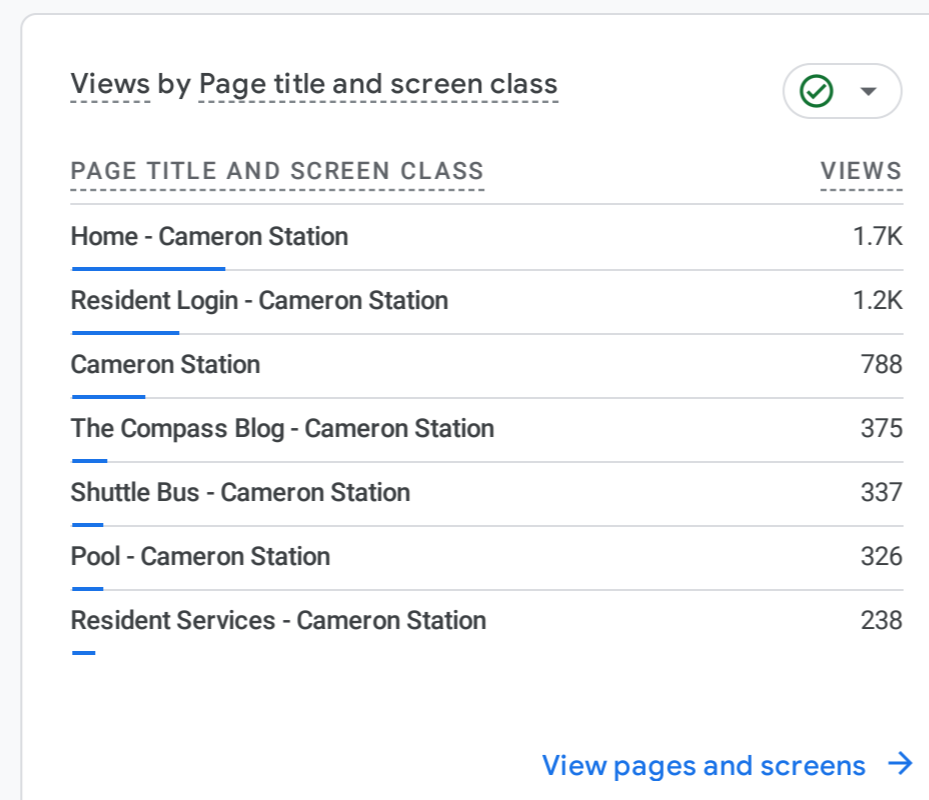
WHAT ARE YOUR TOP CAMPAIGNS?



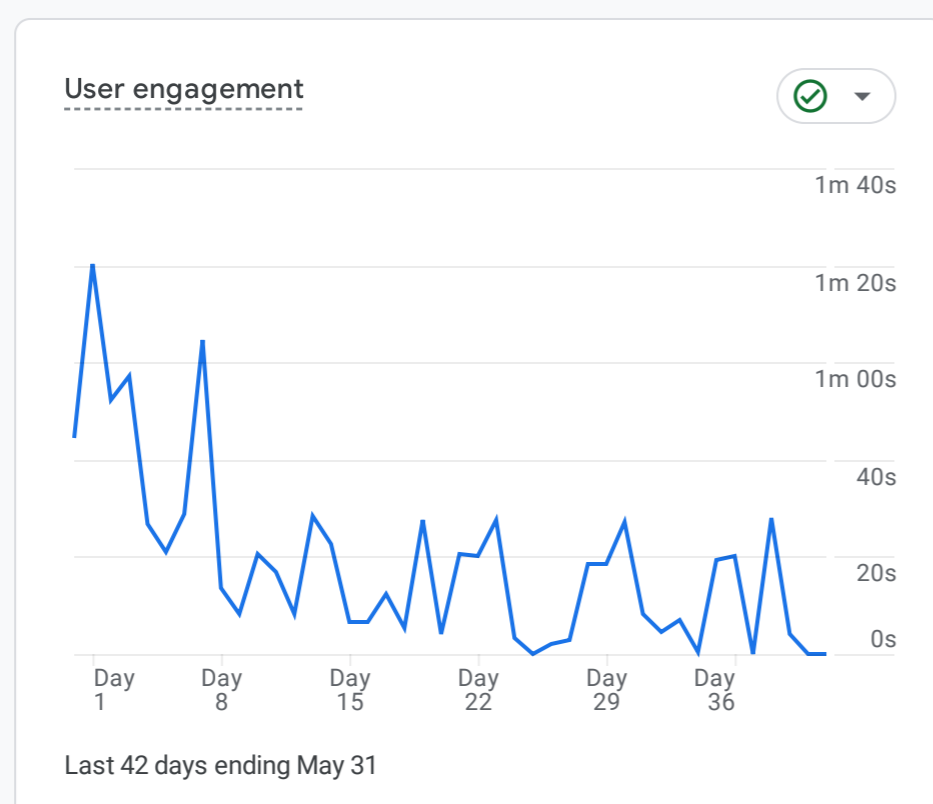
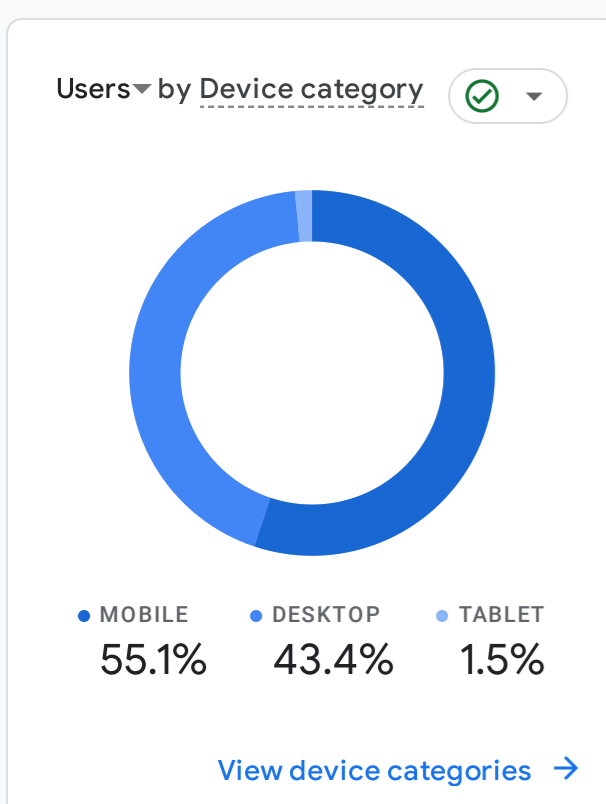
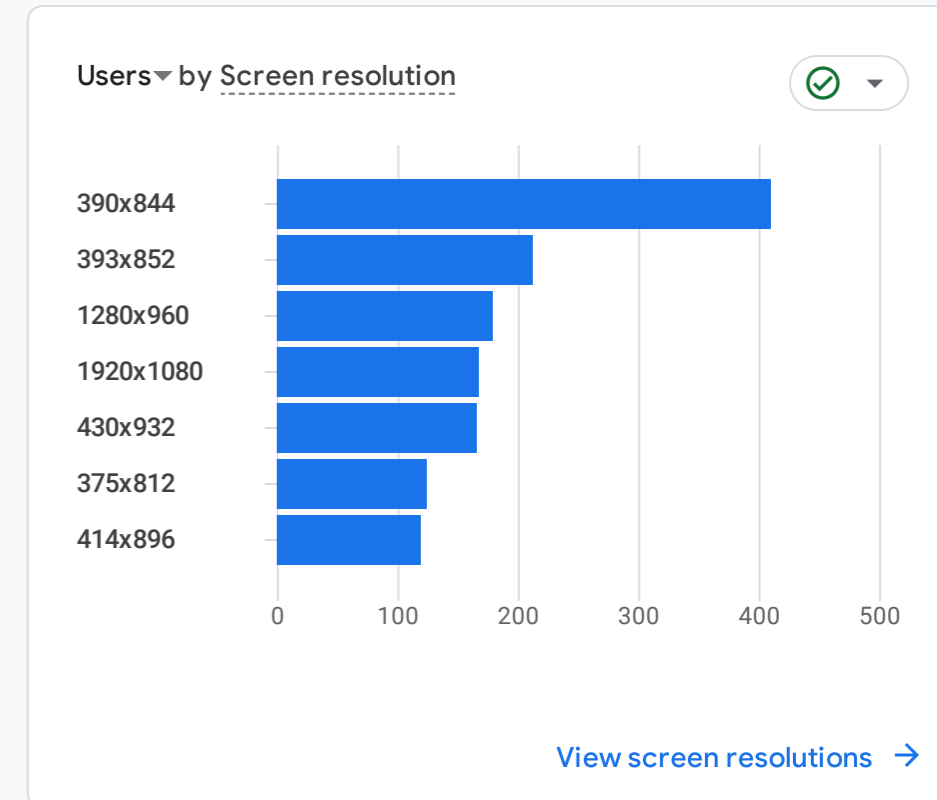
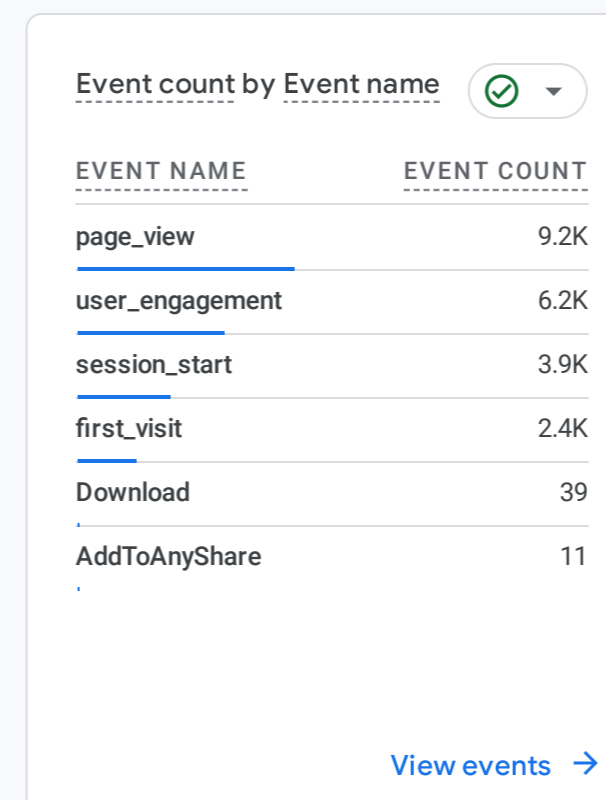
HOW WELL DO YOU RETAIN YOUR USERS?



WHICH PAGES AND SCREENS GET THE MOST VIEWS?



WHAT ARE YOUR TOP EVENTS?



All Users [Add comparison](#) +

Custom May 1 - May 31, 2024 ▾

Top pages [Add filter](#) +

Search...		Rows per page: 50 ▾	Go to: 1	1-50 of 158		
Page title and screen class ▾	+	↓ Views	Users	Views per user	Average engagement time	Event count
		9,173 <small>100% of total</small>	2,599 <small>100% of total</small>	3.53 <small>Avg 0%</small>	1m 02s <small>Avg 0%</small>	21,762 <small>100% of total</small>
1	Home - Cameron Station	1,668	990	1.68	20s	4,841
2	Resident Login - Cameron Station	1,169	409	2.86	37s	2,485
3	Cameron Station	788	261	3.02	55s	1,638
4	The Compass Blog - Cameron Station	375	147	2.55	45s	797
5	Shuttle Bus - Cameron Station	337	215	1.57	12s	852
6	Pool - Cameron Station	326	198	1.65	30s	819
7	Resident Services - Cameron Station	238	143	1.66	21s	448
8	Cameron Station Named "2023 Very Large Community of the Year"! - Cameron Station	229	175	1.31	37s	655
9	Management Contact - Cameron Station	183	148	1.24	39s	409
10	Cameron Club - Cameron Station	181	118	1.53	31s	379
11	About Cameron Station - Cameron Station	175	117	1.50	28s	368
12	Neighbors in the News with Ava Avila - Cameron Station	174	146	1.19	22s	470
13	Civic Association Corner: A Lot's Happening In and Near Ben Brenman Park - Cameron Station	161	132	1.22	54s	414
14	Community Floor Plans - Cameron Station	161	118	1.36	23s	335
15	Here Come Those Little Buggers! - Cameron Station	161	125	1.29	34s	481
16	Fitness Center - Cameron Station	150	101	1.49	29s	417
17	Register - Cameron Station	144	54	2.67	1m 35s	286
18	Welcome! - Cameron Station	131	75	1.75	27s	251
19	Community Map - Cameron Station	126	94	1.34	13s	232
20	Condominium Associations - Cameron Station	114	74	1.54	28s	227
21	Search - Cameron Station	111	46	2.41	29s	213
22	Architectural Review Committee - Cameron Station	105	35	3.00	37s	202
23	HOA Board Brief: April 30, 2024 Meeting Recap - Cameron Station	91	73	1.25	48s	221
24	Condo Associations - Cameron Station	80	55	1.45	43s	249
25	FAQs - Cameron Station	76	61	1.25	26s	161
26	HOA Services/Fees - Cameron Station	75	51	1.47	56s	216
27	Neighbors in the News with Nicole Gauvin - Cameron Station	71	51	1.39	12s	177
28	Our Neighborhood - Cameron Station	70	45	1.56	36s	178
29	Spring Has Sprung at Virginia's Historic Garden Week - Cameron Station	60	46	1.30	11s	147
30	Contact - Cameron Station	56	41	1.37	24s	168
31	Board & Committees - Cameron Station	55	35	1.57	41s	116
32	The Benefits of Leisure Walking - Cameron Station	55	44	1.25	37s	129
33	Trash & Recycling Collection - Cameron Station	48	31	1.55	28s	140
34	Forms & Surveys - Cameron Station	47	36	1.31	29s	93
35	Board of Directors - Cameron Station	46	24	1.92	14s	90
36	Residents Information - Cameron Station	46	34	1.35	55s	125
37	Compass - Cameron Station	41	2	20.50	4m 43s	81
38	Documents & Policies - Cameron Station	38	27	1.41	36s	70
39	6 Tips for Decluttering and Spring Cleaning - Cameron Station	35	21	1.67	0s	90
40	My Blog Posts	34	2	17.00	2m 02s	67
41	Room Reservation Rental - Cameron Station	34	25	1.36	37s	86
42	The Compass Newsletter Archive - Cameron Station	32	26	1.23	26s	86
43	Trash & Recycling - Cameron Station	31	25	1.24	32s	58
44	City of Alexandria - Cameron Station	28	21	1.33	16s	56
45	Assessments & Fees - Cameron Station	27	24	1.13	35s	48
46	Stretch and Core - Cameron Station	25	12	2.08	11s	49
47	Volunteer Opportunities - Cameron Station	25	21	1.19	16s	51
48	HOA Board Brief: March 26, 2024 Meeting Recap - Cameron Station	24	17	1.41	38s	50
49	Community Retailers - Cameron Station	23	18	1.28	17s	46
50	Financial Advisory Committee - Cameron Station	22	6	3.67	23s	48

All Users [Add comparison +](#)

Custom May 1 - May 31, 2024 [▼](#)

Visitors by City [✔](#) [▼](#)

[Add filter +](#)

Search...		Rows per page: 25 ▼		Go to: 1 < 1-25 of 624 >				
City ▼ +	↓ Users	New users	Engaged sessions	Engagement rate	Engaged sessions per user	Average engagement time	Event count	
	2,599 100% of total	2,425 100% of total	1,822 100% of total	45.86% Avg 0%	0.70 Avg 0%	1m 02s Avg 0%	21,762 100% of total	
1	Alexandria	549	445	565	54.02%	1.03	1m 44s	6,592
2	Ashburn	427	345	268	45.5%	0.63	53s	3,459
3	(not set)	306	247	161	39.85%	0.53	46s	1,933
4	Washington	113	104	63	45.99%	0.56	49s	716
5	Baltimore	90	75	63	53.39%	0.70	48s	600
6	New York	86	70	55	49.55%	0.64	49s	567
7	Arlington	61	51	45	54.88%	0.74	1m 34s	589
8	Columbus	47	46	2	4.26%	0.04	0s	150
9	Cheyenne	41	44	9	21.95%	0.22	0s	157
10	Reston	38	30	30	62.5%	0.79	1m 13s	308
11	Moses Lake	37	42	9	24.32%	0.24	4s	151
12	San Antonio	29	29	5	17.24%	0.17	7s	103
13	Chicago	27	25	17	50%	0.63	46s	222
14	Des Moines	22	22	2	9.09%	0.09	1s	71
15	San Jose	22	21	11	45.83%	0.50	19s	98
16	Los Angeles	19	18	9	37.5%	0.47	19s	86
17	Philadelphia	17	14	8	36.36%	0.47	1m 29s	161
18	Coffeyville	16	16	1	6.25%	0.06	0s	65
19	Atlanta	15	11	12	75%	0.80	39s	89
20	Franconia	12	11	7	53.85%	0.58	41s	80
21	Annandale	11	11	8	72.73%	0.73	43s	49
22	Boardman	11	11	2	12.5%	0.18	1s	43
23	Boston	10	8	12	75%	1.20	56s	98
24	Jacksonville	10	6	7	63.64%	0.70	59s	55
25	Charlotte	9	7	5	45.45%	0.56	56s	108



Social Media Performance

(May 2024)



Organic Facebook Performance

May 1 - 31

Performance Overview



22.9% increase
Reach: 1.9K



23% increase
Facebook Profile Visits: 786



61.3% increase
Content Interactions: 250



0% increase
Facebook Profile Follows: 10

May 1 - 31

Top performing content


 Cameron Station Community Association, Inc. Published by CameronStation CA • May 23 at 2:00 PM

🎉 Incredible news! Our very own Ava Avila, a Cameron Station resident, is taking the stage at Carnegie Hall on June 1, 2024! Don't miss this electrifying performance.

Read more and secure your tickets on The Compass. ink.bio/s/cameronstationcommunity/273b6

#CameronStation #AlexandriaVA #LoveWhereYouLive #CarnegieHallBound

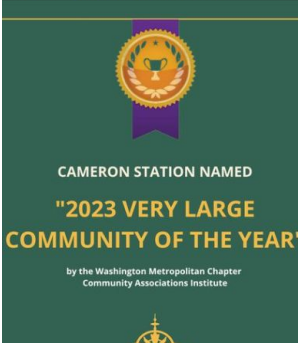


 Cameron Station Community Association, Inc. Published by CameronStation CA • May 11

🏆 Cameron Station has been named the "2023 Very Large Community of the Year!" We're thrilled to receive this prestigious recognition, and it's all thanks to our incredible residents and vibrant community spirit! Let's continue to build on this success and make Cameron Station an even better place to call home.

Read more on The Compass: ink.bio/s/cameronstationcommunity/82ecf

#CameronStation #LoveWhereYouLive #AlexandriaVA #CommunityOfTheYear #ProudResidents




 Cameron Station Community Association, Inc. Published by CameronStation CA • May 6

Calling all art enthusiasts and connoisseurs! We are thrilled to invite you to an exquisite art exhibition hosted by our very own Cameron Station resident, Samer Burjas!

Where: Cameron Club, The Victoria Herbert Great Room
Date: Sunday, May 12th
Time: Noon to 8 pm

Don... See more

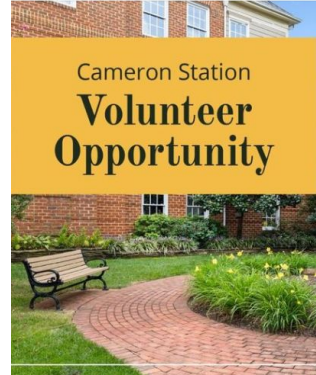


 Cameron Station Community Association, Inc. Published by SocialPost • May 22 at 10:04 AM

Join the Architectural Review Committee! The ARC has two openings! Help maintain our community's design by:

- Attending monthly meetings
- Reviewing property modification applications
- Conducting exterior inspections

Int... See more



May 1 - 31

Low performing content

 Cameron Station Community Association, Inc. Published by SocialPost · May 1

The Activities and Events Committee will meet today at 8:00 pm. Get involved and stay updated on all the exciting plans ahead. Click here for more information: lnk.bio/s/cameronstationcommunity/3edab #CameronStation #LoveWhereYouLive #AlexandriaVA



Meeting Today

Activities & Events Planning Committee Meeting


 Cameron Station Community Association, Inc. Published by SocialPost · May 15 at 10:01 AM

Communications Committee will meet today at 7:00 pm. Click here for more information: lnk.bio/s/cameronstationcommunity/5a41d #CameronStation #AlexandriaVA #LoveWhereYouLive



Meeting Today

Communications Committee Meeting

 Cameron Station Community Association, Inc. Published by SocialPost · May 21 at 11:02 AM

Join us on Wednesday, May 22, at Chipotle to support Samuel Tucker Elementary PTA! Simply use code J82ZBDN at checkout. Every burrito, bowl, and taco makes a difference. Let's make this a deliciously successful event for our kids! Don't forget to share this post! #CameronStation #AlexandriaVA #LoveWhereYouLive


Access the Chipotle app or order on our website.


Choose "Pickup" and select the location of the restaurant which is hosting your fundraiser. Delivery orders or orders placed through other apps will not be counted towards your fundraiser.

Build your order with all your faves.

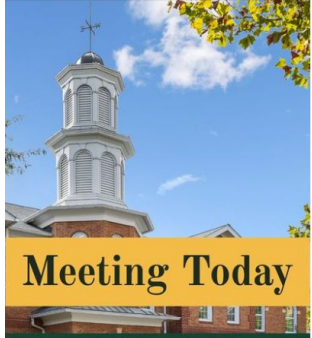
Once you're ready to place your order, input your unique online fundraiser code in the "Enter a Promo Code" section. Don't forget to click "Apply."

Provide payment information and submit your order for pickup (not delivery). Remember, pickup must be within the hours of your scheduled fundraiser.



 Cameron Station Community Association, Inc. Published by SocialPost · May 14 at 10:06 AM

The Architectural Review Committee will meet today at 7:00 pm. Click here for more information: lnk.bio/s/cameronstationcommunity/79017 #CameronStation #LoveWhereYouLive #AlexandriaVA



Meeting Today

Architecture Review Committee Meeting



Organic Instagram Performance

May 1 - 31

Performance Overview



4.6% increase

Reach: 498



23.9% decrease

Instagram Profile Visits: 162



18.7% decrease

Content Interactions: 252



29% decrease

Instagram Profile Follows: 22

May 1 - 31

Top performing content

Instagram

cameronestationcommunity



cameronestationcommunity [Link in Bio] 🗨️ Incredible news! Our very own Ava Avila, a Cameron Stati... more

Instagram

cameronestationcommunity

Instagram

cameronestationcommunity



cameronestationcommunity Calling all art enthusiasts and connoisseurs! 🎨🌟 We are thrilled to invite yo... more

Instagram

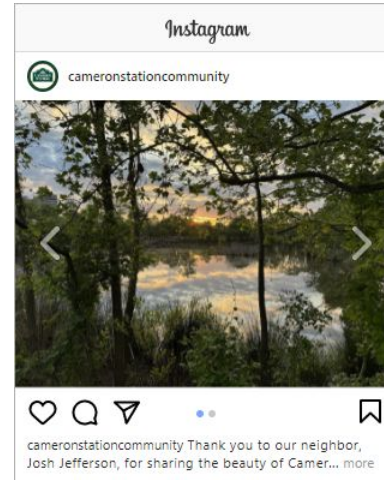
cameronestationcommunity



cameronestationcommunity Appreciation to our Cameron Station neighbor for showcasing the charm of o... more

May 1 - 31

Low performing content



Lnk.Bio Top Links

<https://lnk.bio/cameronstationcommunity>

The Compass Blog

Black Car Service Request Form

Here Come Those Little Buggers

Community Calendar

Cameron Station Named “2023 Very Large Community of the Year”



@cameronstationcommunity

Welcome to Cameron Station, a charming community of single-family homes, townhomes, and condos nestled in Alexandria's West End.



THE COMPASS BLOG

COMMUNITY CALENDAR



ARCHITECTURAL
REVIEW COMMITTEE
APPLICATIONS ARE
DUE APRIL 19TH



TBT: SPRING YARD
SALE

A short horizontal line with a dark green segment on the left and a lighter green segment on the right, positioned above the text.

Thank you.

DRAFT MEETING MINUTES
CAMERON CLUB FACILITIES COMMITTEE (CCFC)
Thursday, June 13, 2024

The following individuals attended the meeting:

Dan Ogg, CCFC Vice Chair
Dan McPhillips, CCFC Member (via Zoom)
David Palmer, CCFC Member
Tim Regan, CCFC Member (via Zoom)
Jill Bakner, ProFIT (via Zoom)
Rich Mandley, ProFIT (via Zoom)
Steve Philbin, CAMP (via Zoom)
Brendan Hanlon, Board Liaison (via Zoom)
Marty Menez, Resident
Meg Sippey, Resident (via Zoom)

The following individuals were absent:
Ray Celeste, CCFC Chair

I. Call to Order/Establish Quorum

The Cameron Club Facilities Committee (CCFC) meeting was called to order by Dan Ogg at 7:00 p.m.

II. Approval of Agenda

Dan McPhillips made a motion to approve the agenda as written. David Palmer seconded the motion and it passed unanimously.

III. Approval of Minutes

Dan McPhillips made a motion to modify the May 2024 CCFC meeting minutes to add the electronic motion regarding the addendum to the pool management contract to approve additional lap swim time during weekday mornings. David Palmer seconded the motion and it passed unanimously.

IV. Homeowners' Open Forum

Marty Menez discussed the need for additional language to be sent to Cameron Station residents regarding monopolizing machines at the Cameron Club gym.

V. Board of Directors (BOD) update

Brendan Hanlon provided the board update. At the last board meeting, the board discussed the pool opening and the carpet project at the Cameron Club. Mr. Hanlon also reminded the CCFC of the upcoming paving of Cameron Station Blvd.

VI. ProFIT Report

- A. **ProFIT Report.** Jill Bakner provided the ProFIT update. Usage numbers in May were greater than April. Attendance numbers for the group exercise classes were also higher for 4 out of 12 classes, Total Body Weights was the most attended class.
- B. **Gym Etiquette language.** Rich Mandley presented ProFIT's draft gym etiquette language to CCFC. The CCFC will review the language and provide a recommendation to CAMP.

VII. Matters for Committee Decision

- A. **Amended P.R. No. 24-02 Cameron Club Operating Rules and Procedures.** CCFC and CAMP discussed the changes to the Cameron Club Operating Rules and Procedures. Additional changes were recommended. CAMP will make all changes and send CCFC an updated finalized document for approval.
- B. **Cross-trainer Fitness Equipment.** ProFIT presented a quote for 3 new cross-trainers to replace the current ageing cross-trainers at the Cameron Club.
*David Palmer made the motion to **APPROVE** the Precor quote #Q-00116150 for \$16,543.27 to purchase three (3) Cross-trainer fitness equipment to be expensed from Reserve Funds. Tim Regan seconded the motion and it passed unanimously.*
- C. **Matrix Versa Fitness Equipment.** ProFIT presented a quote for a Matrix Versa Dual Leg and Lat Row fitness equipment.
*David Palmer made the motion to **APPROVE** the Matrix quote #QUO-168885-B7F0H9 for \$7,078.68 to purchase a Matrix Versa Dual Leg and Lat Row fitness equipment to be expensed from Reserve Funds. Tim Regan seconded the motion and it passed unanimously.*
- D. **High Sierra Safety Rope proposal.** CAMP presented High Sierra's proposal to install a safety rope in the pool. CCFC decided not to move forward with the proposal.

VIII. Matters for Committee Discussion

- A. **Additional table/umbrellas in the wading pool area.** Residents have requested an additional table in the wading pool area. CAMP will purchase an additional table.
- B. **Fitness Center Complaint.** CAMP detailed the complaints received from two different residents. CCFC directed CAMP to send violation notification letters to each resident.
- C. **Fan request / Great Room / Basketball Court.** CAMP presented a resident request to purchase fans for the Great Room and the Basketball Court. CAMP will investigate

installing fans in the Great Room. CCFC will not pursue installing fans in the Basketball Court.

IX. Management Report

A. Action Item List/Pending Tasks.

- a. Paving of Cameron Station Blvd will commence 17 June.
- b. CAMP is addressing an issue with a coping stone at the pool.
- c. The next phase of carpet installation at the Cameron Club will take place in July.

B. Access System Update. CAMP continues to issue access credentials.

C. Financial Committed Funds. The CCFC budget is well positioned.

X. New Business

There was no new business. The next CCFC meeting will be held on July 11th at 7:00pm.

XI. Adjournment

David Palmer made a motion to adjourn the meeting at 8:43 pm. The motion was seconded by Dan McPhillips and passed unanimously.



Cameron Club Monthly Report

May 2024

Attendance and Usage

May – 6,369

Average usage per day- 205

April – 5,060

- Average use per day- 168

Facility & Operations

Group Exercise Class Program

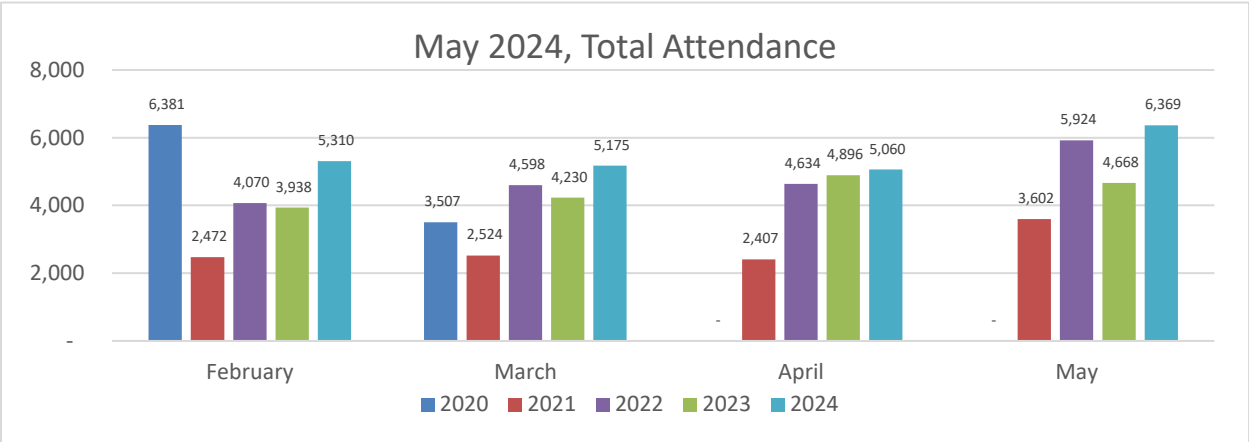
- The most attended class for this month was Stretch & Core. We had an increase in attendance, 4 out of 12 classes.

Exercise and Facilities Equipment

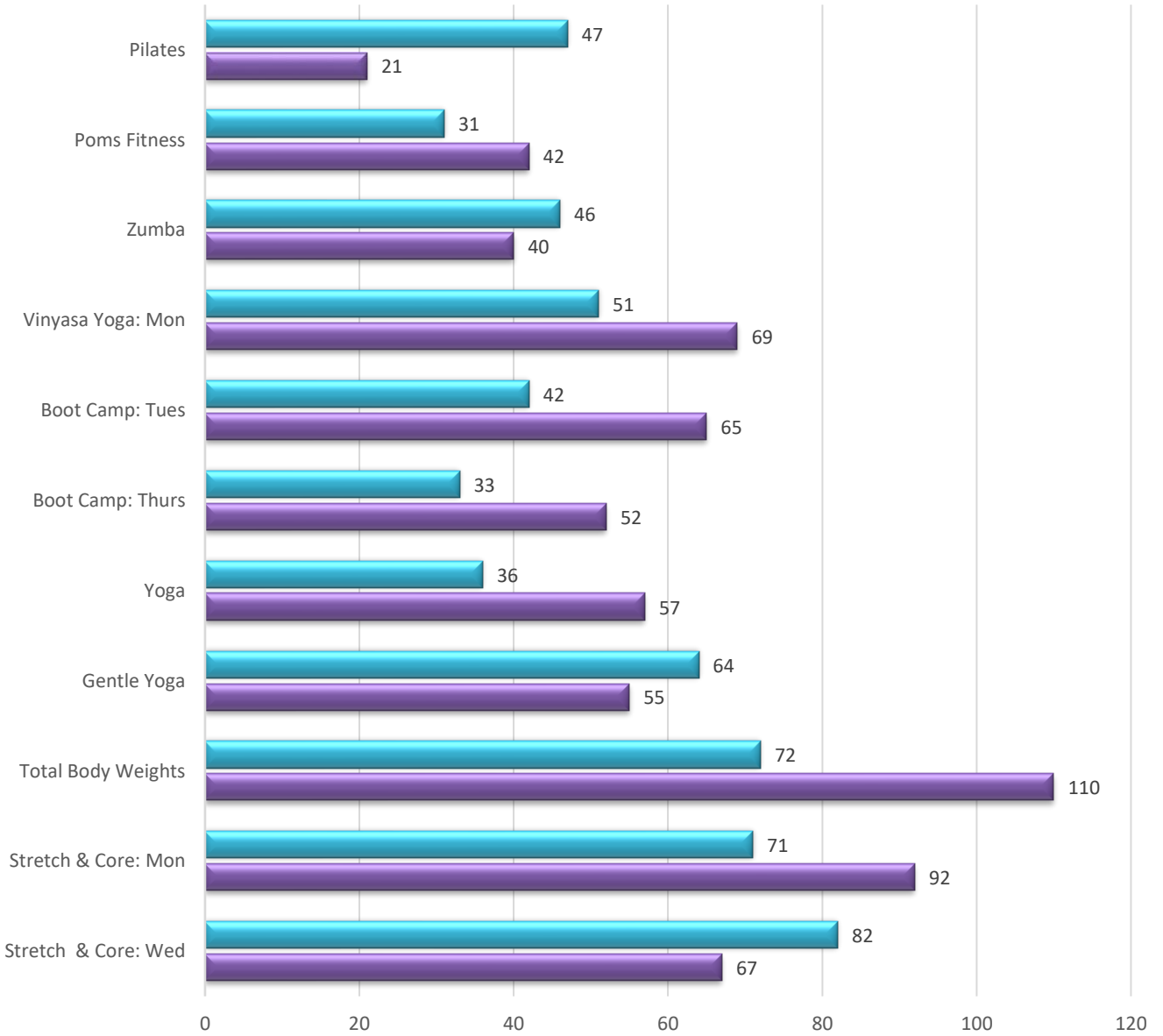
- We have one Precor elliptical that is not operational. There has been a request put into Heartline for quotes for a replacement sleeve for the leg extension and back pad for the Rouge bench. We are looking to possibly replace 2 ellipticals as we are in the process of securing quotes.

Programming

- We were scheduled to have a workshop with Andrew Karr from Miles Massage Inc on Saturday the 25th. That workshop has now been pushed back due to a medical procedure that he has not recovered from. We also had a workshop scheduled with Body Frame for the month of June to do a workshop on pain management. Unfortunately, lightning has struck twice, and they can't do the month of June due to a medical procedure.

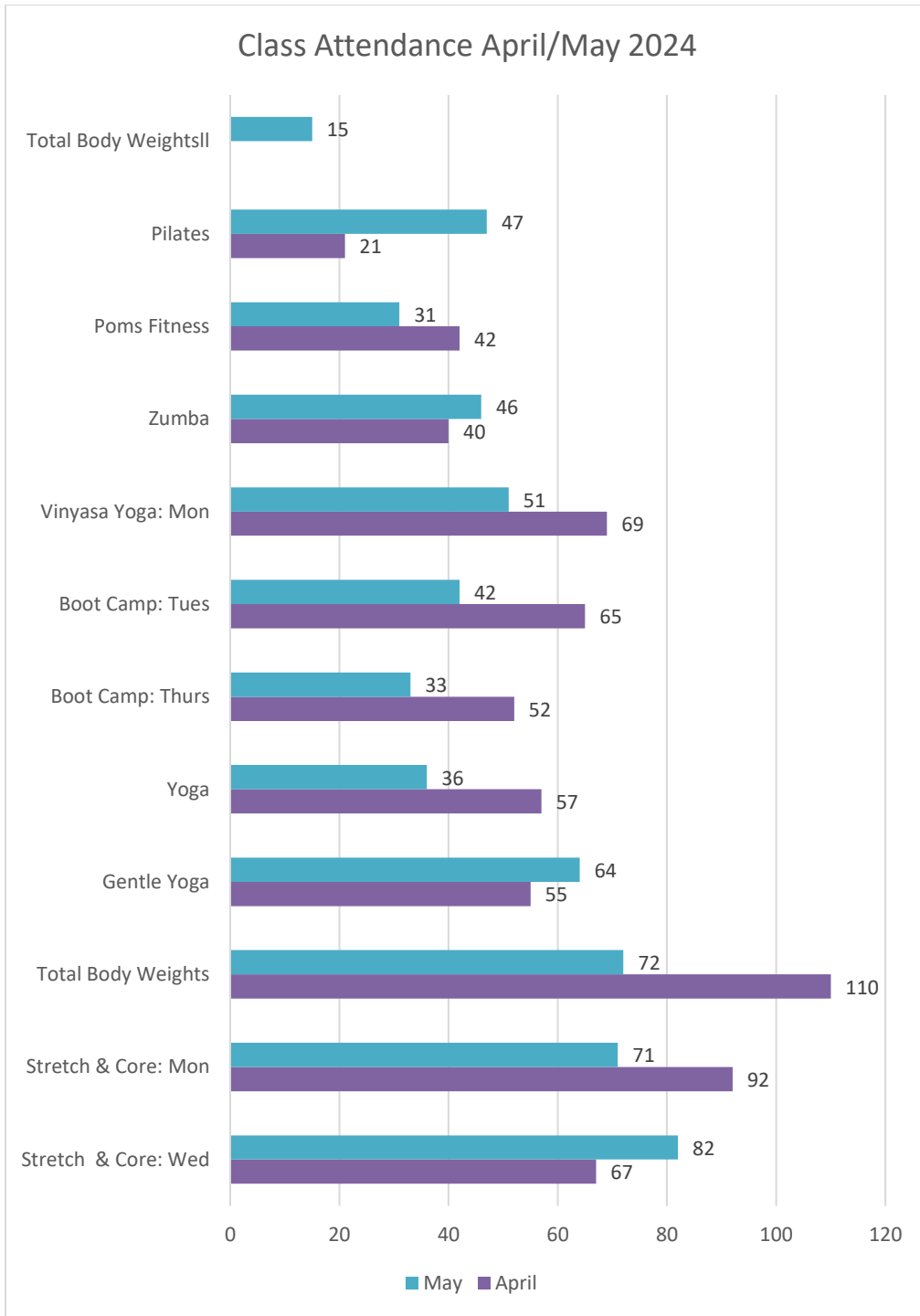


Class Attendance April 2024/May 2024



	Stretch & Core: Wed	Stretch & Core: Mon	Total Body Weights	Gentle Yoga	Yoga	Boot Camp: Thurs	Boot Camp: Tues	Vinyasa Yoga: Mon	Zumba	Poms Fitness	Pilates
■ May	82	71	72	64	36	33	42	51	46	31	47
■ April	67	92	110	55	57	52	65	69	40	42	21

■ May ■ April



*With the addition of the new Total Body Weights Class



Common Area Committee
June 2024 – No Monthly Meeting



**Cameron Station Community Association, Inc.
Board of Directors Decision Request
June 25, 2024**

**TOPIC: Cross-trainer Fitness Equipment
Motion 2024-0601**

Motion:

“I move to **APPROVE** the Precor quote #Q-00116150 for \$16,543.27 to purchase three (3) Cross-trainer fitness equipment to be expensed from Reserve Funds.”

Motion: _____

2nd: _____

Summary:

The Cameron Club Facilities Committee members unanimously voted to recommend the Precor quote #Q-00116150 for \$16,543.27 to purchase three (3) Cross-trainer fitness equipment.

CAMP Recommendation:

Management is relying on CCFC and ProFIT for their recommendations based on the fact that we were not in discussion regarding these options.

Budget Considerations:

The purchase of the three (3) Cross-trainer fitness equipment \$16,543.27 is to be expensed from Reserves Funds under Fitness Equipment.



Proposal For: Cameron Station

PRECOR®



Quote #: Q-00116150

Date: 05/20/2024

Expires: 07/04/2024

SOLD TO:
 Cameron Station
 200 Cameron Station Blvd
 Alexandria, VA 22304
 United States


Payment Term: Prepay

SHIP TO/INSTALL AT:
 Cameron Station
 200 Cameron Station Blvd
 Alexandria, VA 22304
 United States

CONTACT:
 Jill Bakner
 E-Mail: jbakner@pro-fitclubs.com
 Phone: 717-360-1327

PRECOR SALES TEAM:
 Brad Paulsrud
 Corporate Sales Manager
 (620) 931-7622
 brad.paulsrud@precor.com

Brian Joyce
 Order Management Coordinator
 brian.joyce@precor.com
 Phone: 425 482 5662

	PRODUCT NUMBER	DESCRIPTION	QTY	LIST PRICE	UNIT PRICE	EXT. PRICE
	PHRCE635GG309030EN	EFX 635 Crosstrainer, Cross Rmp, Mvg Arm, 600 P31 Storm Grey (GG)	3	7,195.00	4,677.00	14,031.00

Images only reflect the unit type, not the color

Freight & Installation	1,616.78
SubTotal	15,647.78
Estimated Sales Tax	895.49
Grand Total (USD)	16,543.27

Date: 5/20/2024

Expires: 7/4/2024

PAYMENT TERMS:

Payment is due in advance. Any other payment terms are subject to a review of a fully completed Precor credit application and at Precor’s sole discretion. Authorized purchase orders required for: Leases, Hospitals, Military, School Systems, Municipalities and Corporate Facilities. Proof of tax-exempt status required if applicable. Estimated sales tax—final tax will be billed at the time of shipment based on the prevailing rates.

LIMITED STANDARD WARRANTY: (as of July 16, 2021)

Cardio Equipment***		Commercial Strength***	
Warranty Coverage	Warranty Period	Warranty Coverage	Warranty Period
Structural Frame	7 years	Structural Frame and weldments: (Discovery series and Vitality series)	10 years
Treadmill drive motor	5 years	Structural moving parts (e.g. weight stack plates and components, bearings, bushings, pulleys, seat adjustments)	5 years
800, 700, 600 Line Cardio: Mechanical and electrical parts	3 years	Surface Finish	1 year
Batteries, non-integrated receivers	1 year	Labor	1 year
Labor	1 year	Limited parts (e.g., handles, end caps, selector pins, shrouds, grips, upholstery pads, roller pads, straps)	See Limited Warranty Statement
Items subject to wear, limited parts	See Limited Warranty Statement		
*Screens, consoles, transmitters, and integrated receivers are included in the "Mechanical and electrical parts" warranty.			
Assault Products *** AirBike Elite, AirRunner Elite, and AirRower Elite			
Warranty Coverage	Warranty Period		
Structural Frame	10 Years		
Parts:	3 years		
Consoles	1 year		
Labor	1 year		

**Extended Limited Warranties may cover an extension on "parts" or "labor" coverage, or both—however they do not cover limited parts or wear items.

***Check your Limited Warranty Statements for each product for further details, including Terms and Conditions of the warranty, and download them from: www.precor.com/warranty

PREVENTATIVE MAINTENANCE:

Preventative Maintenance Services purchased will be provided by Precor, or its authorized sub-contractor, in accordance with the Preventative Maintenance Terms & Conditions which are available by email request to: support@precor.com. Any parts or additional service required to repair any piece of equipment in excess of the Preventative Maintenance Services will be in accordance with the equipment’s entitlement. Any and all additional costs for repair, parts, or services must be approved in advance by the Customer in writing.

TERMS AND CONDITIONS OF SALE:

Customer is responsible for all infrastructure requirements necessary for the proper working of products purchased (media, network, power, structural, etc.). Installation is not included unless specified. When an installation is included on the quote and paid for, any costs incurred due to customer caused delay or non-readiness will be charged additional fees.

Precor shall use commercially reasonable efforts in the ordinary course of business to meet delivery schedules. In no event shall Precor be liable for any damages, consequential or otherwise, arising from Precor’s failure to meet any delivery date. Delays at Buyer’s request or due to Buyer’s failure may result in storage fees.

Customer agrees and acknowledges that all sales of RMS products will require products be bolted to the floor of the workout facility, or in the alternative, require installation of stability arms for some configurations. Precor is not liable for any damages incurred by Customer due to the installation of stability arms or bolted down equipment.

In consideration for the extension of credit, Customer hereby grants a security interest in and assigns to Precor the Collateral (defined below) to secure payment and performance of all debts, liabilities and obligations of Customer of any kind whenever and however incurred to Precor. To secure payment and performance of all obligations Customer hereby grants to Precor a continuing purchase money security interest in all of Customer’s presently owned or hereafter acquired (a) goods described as noted in this attached quote, (b) instruments, (c) promissory notes, (d) chattel paper including electronic chattel paper and tangible chattel paper, (e) documents, (f) books and records, (g) accounts, and (h) accounts receivable, together with all proceeds and all support obligations thereof (collectively, the "Collateral"). Precor’s purchase money security interest is explicitly limited to outstanding obligations between Customer and Precor.

DELIVERY, FREIGHT AND RISK OF LOSS: All prices are Ex Works Precor's dock. Title to products passes to Buyer upon delivery by Precor to a carrier at the point of shipment. Buyer agrees that partial shipments are acceptable. Arrangement for insurance is the responsibility of the Buyer. If shipping instructions are not furnished, Precor will ship via the most practical route considering cost and acknowledged delivery date. Buyer is responsible for all shipping, importation charges, duties, local taxes and transportation costs applicable to the delivery of products ordered to the end destination, unless otherwise agreed to by Precor in writing. Absent special pre-approved arrangements, freight will be shipped prepaid and invoiced.

RETURNS:

All product returns must have written authorization from a qualified representative of Precor. No refunds will be issued for products returned without our prior written consent.

All returns will be charged a 20% product restocking fee. No refunds will be issued for freight charges. No refunds will be issued for installation charges if the product has been assembled and installed or attempted to be installed. Custom orders are non-returnable and non-refundable.

CUSTOMER SIGNATURE

NAME (Please Print)

DATE



**Cameron Station Community Association, Inc.
Board of Directors Decision Request
June 25, 2024**

**TOPIC: Matrix Versa Fitness Equipment
Motion 2024-0602**

Motion:

“I move to **APPROVE** the **Matrix** quote #QUO-168885-B7F0H9 for **\$7,078.68** to purchase a Matrix Versa Dual Leg and Lat Row fitness equipment to be expensed from Reserve Funds.”

Motion: _____

2nd: _____

Summary:

The Cameron Club Facilities Committee members unanimously voted to recommend the Matrix quote # QUO-168885-B7F0H9 for \$7,078.68 to purchase a Matrix Versa Dual Leg and Lat Row fitness equipment.

CAMP Recommendation:

Management is relying on CCFC and ProFIT for their recommendations based on the fact that we were not in discussion regarding these options.

Budget Considerations:

The purchase of the Matrix Versa Dual Leg and Lat Row fitness equipment \$7,078.68 is to be expensed from Reserves Funds under Fitness Equipment.



FITNESS EQUIPMENT PROPOSAL

PREPARED EXCLUSIVELY FOR

Cameron Station
Jill Bakner
June 03, 2024

PREPARED BY

Matrix Fitness
Rick Jeeter
1600 Landmark Dr
Cottage Grove, WI 53527
443-282-5082
rick.jeeter@matrixfitness.com



QUOTE

QUOTE

MATRIX

Date: 06/03/2024
Quote #: QUO-168885-B7F0H9
Expires On: 07/03/2024

Primary Sales Contact

Rick Jeeter
P: 443-282-5082 F: 608-839-8002
rick.jeeter@matrixfitness.com

Alternate Sales Contact

Becki Gamache
P: 703-774-8151 F: 608-839-8002
becki.gamache@matrixfitness.com

Bill To:

Cameron Station
Jill Bakner
200 Cameron Station Rd
Alexandria, VA 22304
US
(717) 360-1327 - jbakner@pro-fitclubs.com

Ship To:

Cameron Station
200 Cameron Station Rd
Alexandria, VA 22304
US

Comments:

Shipping Notes:

- Strength Frame Color: *Iced Silver (STD) - Pad Color: *Black (std) - Cardio Frame Color: *Graphite

Qty	Model Number	Description (Sell sheet hyperlinks in Blue)	List Price	Net Unit Price	Ext. Price
1	VS-S711	Matrix Versa Dual Leg Ext/ Leg Curl Heavy Stack Plus	\$5,700.00	\$3,199.00	\$3,199.00
1	VS-S331	Matrix Versa Dual Lat Row Heavy Stack Plus	\$4,945.00	\$2,899.00	\$2,899.00

List Price Total	\$10,645.00	Equipment Sales Price	\$6,098.00
Customer Savings	\$4,547.00	FRT/ASM/DEL	\$880.00
		Preferred Vendor Discount	(\$300.00)

Customer Subtotal (before tax) \$6,678.00

Tax (Estimated,subject to change) \$400.68

Total Amount Due (USD)(including tax) \$7,078.68

Sign Below to accept this order and acknowledge receipt and acceptance of the JHTNA Terms and Conditions of the sale, and the JHTNA Electrical (treadmill only) & cabling (entertainment only) requirements and the JHTNA Strategic Partner Warranty

PRICES SUBJECT TO CHANGE - PRICES BASED UPON TOTAL PURCHASE - ALL DELIVERY, TRAINING OR CONSULTING SERVICES TO BE BILLED AT PUBLISHED RATES - FREIGHT QUOTES ARE SUBJECT TO CHANGE BASED ON INFORMATION CONTAINED IN THE SITE SURVEY - ADDITIONAL CHARGES MAY APPLY

Payments must be made payable to:
Johnson Health Tech North America Inc

USPS only

**Johnson Health Tech NA Inc
PO Box 88931
Milwaukee, WI 53288-89331**

Courier Services – UPS, FedEx, etc

**Johnson Health Tech North America Inc - 010931
4900 W Brown Deer Rd
Milwaukee, WI 53223**

Quote #: QUO-168885-B7F0H9

Quote Amount: \$7,078.68

Payment Terms: Check

Signature: _____

Print Name: _____

Facility Name: _____

Date of Acceptance: _____

Deposit Amount: _____

NOTWITHSTANDING ANY DIFFERENT OR ADDITIONAL TERMS THAT MAY BE CONTAINED IN PURCHASER'S PURCHASE ORDER, IF ANY, THIS ACCEPTANCE OF PURCHASER'S ORDER IS EXPRESSLY CONDITIONED UPON PURCHASER'S ASSENT TO THE TERMS AND CONDITIONS SET FORTH HEREIN AND TO THE ATTACHED TERMS AND CONDITIONS (COLLECTIVELY, THE "AGREEMENT"). IN THE EVENT THAT ANY OF THE TERMS OR CONDITIONS SET FORTH IN THE AGREEMENT CONFLICT OR ARE INCONSISTENT WITH ANY OF THE TERMS OR CONDITIONS CONTAINED IN PURCHASER'S PURCHASE ORDER, THEN PURCHASER EXPRESSLY ACKNOWLEDGES AND AGREES THAT THE TERMS AND CONDITIONS SET FORTH IN THE AGREEMENT SHALL SUPERSEDE AND CONTROL THIS TRANSACTION.

JHTNA TERMS AND CONDITIONS OF SALE

1. Acceptance and Governing Provisions. This writing constitutes an offer by Johnson Health Tech North America, Inc., a Wisconsin corporation (“JHTNA”), to sell the products and/or services described herein (collectively, the “Goods”) to the purchaser to which it is addressed (the “Purchaser”), subject to the terms and conditions set forth on the face and reverse sides hereof and as set forth in the attached JHTNA Quote and the attached Power Requirements for Matrix Equipment (collectively, the “Agreement”). Acceptance of this Agreement is limited to said terms and conditions; and JHTNA hereby objects to any additional and/or different terms which may be contained in any of Purchaser’s purchase order, acknowledgment or other forms, or in any other correspondence from Purchaser. In the event that any of the terms or conditions set forth in the Agreement conflict or are inconsistent with any of the terms or conditions contained in Purchaser’s purchase order, acknowledgment, other forms, or in any other correspondence from Purchaser, then Purchaser expressly acknowledges and agrees that the terms and conditions set forth in the Agreement shall supersede and control this transaction. This offer expires thirty (30) days from its date or upon JHTNA’s prior written notification thereof to Purchaser, unless Goods are subsequently shipped by JHTNA and accepted by Purchaser. All contracts are subject to acceptance by JHTNA only at Cottage Grove, WI, and sales, however ordered, are understood to be fully made and consummated at Cottage Grove, WI.

2. Payment. The purchase price, including any and all related costs, is due in full and must be received by JHTNA before shipment of the Goods, unless Purchaser has been approved by JHTNA for open credit. To apply for open credit, Purchaser must complete the JHTNA Credit Application and submit to MatrixAR@johnsonfit.com for review and approval. JHTNA will determine credit based the completed Credit Application, and may also rely on reference checking, D&B and Credit Safe Reports and review of complete Financials of Purchaser. Except as otherwise provided for herein, Purchaser shall pay the invoices in full, without deduction or set-off for any reason, in accordance with the payment terms set forth herein and in the invoices. Any amounts not received by JHTNA within thirty (30) days of Purchaser’s receipt of JHTNA’s invoice shall be past due. Interest shall be payable at the rate of eighteen (18%) per year (but not more than the highest rate permitted by applicable law) on all amounts past due. Unless otherwise prohibited by law, if at all, Purchaser agrees to pay JHTNA’s actual attorney’s fees and all costs incurred by JHTNA in connection with enforcing JHTNA’s rights under this Agreement, including without limitation any non-payment of amounts owed and collections costs, whether or not litigation is commenced. If in JHTNA’s sole judgment a Purchaser’s financial condition at any time does not justify selling to Purchaser on open credit, JHTNA may require full payment in advance before proceeding with the order. If Purchaser defaults in any payment when due, then the entire purchase price shall become immediately due and payable in full or JHTNA may at its option, without prejudice to other lawful remedies, defer delivery or cancel the order.

3. Taxes and Other Charges. Any manufacturer’s tax, occupation tax, use tax, sales tax, excise tax, duty, custom, inspection or testing fee, or any other tax, fee or charge of any nature whatsoever imposed by any governmental authority on JHTNA and/or Purchaser, or measured by the transaction between JHTNA and Purchaser shall be invoiced by JHTNA and paid by Purchaser in addition to the Product prices quoted or invoiced. In the event JHTNA is required to pay any such tax, fee or charge, Purchaser shall immediately reimburse JHTNA therefore upon demand by JHTNA.

4. Delivery, Claims and Force Majeure. Purchaser has the right to choose a carrier for delivery of Goods to Purchaser’s facility. If Purchaser chooses a carrier, Purchaser has the obligation to and shall schedule pickup with JHTNA for pickup from one of JHTNA’s facilities, Purchaser shall be solely responsible for all payments, cost and expenses related to scheduling, logistics and delivery. If Purchaser chooses to have JHTNA coordinate delivery of the Goods, JHTNA will do so pursuant to the terms of the Agreement. Delivery of Goods to a carrier at JHTNA’s facility or other loading point designated by Purchaser or JHTNA (as the case may be) shall constitute delivery of title to Purchaser; and regardless of shipping terms or freight payment, all risk of loss or damage in transit shall be borne by Purchaser. JHTNA reserves the right to make delivery in installments; all such installments shall be separately invoiced and paid for by Purchaser when due per invoice, without regard to subsequent deliveries. Delay in delivery of any installment shall not relieve Purchaser of its obligations to accept remaining deliveries.

Claims for shortages or other errors in delivery must be made in writing to JHTNA within five (5) business days after Purchaser’s receipt of shipment of the Goods. Purchaser’s failure to give such written notice to JHTNA shall constitute the unqualified acceptance of the Goods by Purchaser, and Purchaser shall be deemed to have waived all

such claims for shortages or other errors relative to the delivered Goods. JHTNA is not responsible for any loss or damage to Goods during transit or delivery. Claims for loss or damage to Goods in transit shall be made by Purchaser to the carrier and not to JHTNA.

Purchaser's request for delivery reschedules shall be subject to JHTNA's prior written approval and thirty (30) days prior written notice.

All delivery dates of JHTNA are approximate. Further, JHTNA shall not be liable for any damage, loss, liability or expense as a result of any delay or failure to deliver due to any cause that is not reasonably foreseeable and that is outside JHTNA's reasonable control, including, without limitation, any act of God, act of the Purchaser, federal or state declarations, pandemics, embargo or other governmental act, regulation or request, fire, accident, strike, slowdown, war, riot, delay in transportation, unusually severe weather conditions, theft, or inability to obtain necessary labor, materials or manufacturing facilities. In the event of any such delay, the date of delivery shall be extended for a period equal to the time lost because of the delay.

5. Cancellation or Modification. Purchaser may cancel its order, reduce quantities, revise specifications or extend scheduled delivery only upon terms accepted by JHTNA in writing. If cancellation or modification of an order is approved by JHTNA in writing, Purchaser shall compensate JHTNA for all damages resulting therefrom, including, but not limited to, restocking fees and costs, out-of-pocket expenses and loss of profit and allocable overhead. In no event shall Purchaser cancel or modify an order after delivery of the Goods. Minimum order quantities and quantity discounts shall be applied to approved reduced quantities and current pricing shall be applied to revised specifications and rescheduled deliveries.

6. Changes. JHTNA may at any time make such changes in design and construction of products as shall constitute an improvement in the judgment and sole discretion of JHTNA. JHTNA may furnish suitable substitutes for materials unobtainable or rendered economically or otherwise impractical because of priorities or regulations established by governmental authority, non-availability or shortages of materials from suppliers or price changes.

7. Warranties. JHTNA warrants the Goods manufactured by JHTNA and supplied to Purchaser hereunder to be free from material defects in materials and workmanship, under normal use and service, for a time period in accordance with JHTNA's published warranty for the product then in effect at the time Purchaser's order is placed. If within the applicable warranty period any such product shall be proved to JHTNA's satisfaction to be nonconforming due to a material manufacturer's defect in materials or workmanship, such product shall be repaired or replaced at JHTNA's option and cost. Subject to any other obligations JHTNA may have under this Agreement, such repair or replacement shall be JHTNA's sole obligation and Purchaser's exclusive remedy and shall be conditioned upon JHTNA's receiving written notice of any alleged defect within ten (10) days after its discovery and, at JHTNA's option, return of such product(s) to JHTNA, FOB JHTNA's designated location.

THIS WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER REPRESENTATIONS AND WARRANTIES, EXPRESS OR IMPLIED, STATUTORY OR OTHERWISE; AND JHTNA EXPRESSLY DISCLAIMS AND EXCLUDES ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

Any description of the products, whether in writing or made orally by JHTNA or JHTNA's agents, specifications, samples, models, bulletins, drawings, diagrams, engineering sheets or similar materials used in connection with Purchaser's order are for the sole purpose of identifying the products and shall not be construed as an express warranty. Any suggestions by JHTNA or JHTNA's agents regarding use, application or suitability of the products shall not be construed as an express warranty.

8. Returns. Products may be returned to JHTNA only when JHTNA's written permission shall be obtained by Purchaser in advance and upon JHTNA's issuance of an RMA number. Returned products must be fully insured by Purchaser up to the purchase price and securely packaged to reach JHTNA without damage, and any cost incurred by JHTNA to put products into marketable condition will be charged to Purchaser.

9. Assumption of Risk for Use. Purchaser and each user of the Goods sold by JHTNA pursuant to this Agreement shall be solely responsible for the proper use of such Goods. Purchaser acknowledges and agrees that use of such Goods may result in personal injury or death. The purchase of such Goods by Purchaser shall constitute Purchaser's acknowledgement and acceptance of any and all responsibility and liability that may result from use of the Goods. Purchaser's assumption of risk and liability shall not include liability that results solely from JHTNA's gross negligence,

willful misconduct or breach of this agreement, including any material defect in the manufacturing of the Goods by JHTNA.

10. Limitation of Liability and Other Damages. Except as otherwise provided herein, JHTNA's liability hereunder and with respect to the Goods sold shall be limited to the warranty referred to in section 7 hereof, and, with respect to other performance of this Agreement, unless otherwise set forth herein, shall in no event exceed the total of the amounts paid to JHTNA by Purchaser.

JHTNA SHALL IN NO EVENT BE LIABLE TO PURCHASER FOR ANY INDIRECT, INCIDENTAL, SPECIAL, CONSEQUENTIAL OR PUNITIVE DAMAGES OF ANY KIND, EVEN IF JHTNA HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, ARISING OUT OF OR RELATED IN ANY WAY TO THIS AGREEMENT OR THE PERFORMANCE OR BREACH OF THIS AGREEMENT, NOR SHALL JHTNA BE SUBJECT TO ANY OTHER OBLIGATIONS OR LIABILITIES, WHETHER ARISING OUT OF BREACH OF CONTRACT OR WARRANTY, NEGLIGENCE OR OTHER TORT OR ANY THEORY OF STRICT LIABILITY, WITH RESPECT TO PRODUCTS SOLD OR SERVICES RENDERED BY JHTNA, OR ANY UNDERTAKINGS, ACTS, OR OMISSIONS HEREUNDER OR RELATING THERETO.

Without limiting the generality of the foregoing, JHTNA specifically disclaims any liability for property or personal injury damages, including without limitation, death or disability, penalties, special or punitive damages, damages for lost profits or revenues, loss of use of products or any associated equipment, cost of capital, cost of substitute products, facilities or services, downtime, shutdown or slowdown costs, or for any other types of economic loss, and for claims of Purchaser's customers or any third party for any such property or personal injury damages; provided, however, that if such property or personal injury damages are solely the result of JHTNA's gross negligence, willful misconduct or breach of this Agreement, including a material defect in the manufacture of the Goods, then JHTNA shall defend, hold harmless and indemnify Purchaser from and against such liability resulting from JHTNA's gross negligence, willful misconduct or breach of this Agreement. However, JHTNA's liability shall not extend to any damages, including property or personal injury damages, that are shown to result from, in whole or in part, any alteration of the Goods by Purchaser or any other unauthorized third party, improper placement of the Goods by Purchaser or any other unauthorized third party, improper maintenance of the Goods by Purchaser or any other unauthorized third party or improper use of the Goods.

11. Indemnification. Purchaser shall indemnify JHTNA against any and all losses, liabilities, damages and expenses (including, without limitation, attorneys' fees and other costs of defending any action) which JHTNA may incur as a result of any claim by Purchaser or others arising out of or in any way connected with the Goods sold hereunder, including without limitation Purchaser's or any other third party's use of the Goods, any alteration of the Goods, any improper placement of the Goods or any improper maintenance of the Goods.

12. Security Agreement. This Agreement shall constitute a Security Agreement between Purchaser, as Debtor, and JHTNA, as Secured Party, pursuant to Article 9 of the Uniform Commercial Code ("UCC"). Purchaser hereby grants to JHTNA a security interest, including without limitation, a first priority, purchase-money security interest, in and to all of the Goods manufactured, sold or provided by or on behalf of JHTNA to Purchaser pursuant to this Agreement, including without limitation, all fitness equipment, exercise equipment, replacement parts, accessories, and supplies (collectively, the "Equipment"), wherever located and whenever acquired, and further including without limitation, all proceeds thereof, including without limitation, all insurance proceeds and other proceeds thereof (collectively, the "Proceeds"), as security for Purchaser's obligation to pay for the Equipment and Purchaser's other obligations under this Agreement. Purchaser further authorizes JHTNA to file any UCC financing statements and amendments thereto or other instruments and to do all things deemed by JHTNA in its sole discretion necessary to attach and perfect JHTNA'S security interest in the Equipment and the Proceeds thereof under this Agreement.

Upon the occurrence of an event of default by Purchaser, including without limitation, a payment default under this Agreement, then JHTNA may, without notice or demand, exercise in any jurisdiction in which enforcement is sought, all of its rights and remedies under this Agreement, all rights and remedies of a secured party under the UCC, and all other rights and remedies available to JHTNA under applicable law, with all such rights and remedies cumulative and enforceable alternatively, successively or concurrently, including without limitation: (a) declaring all amounts due JHTNA by Purchaser to be immediately due and payable in full and the same shall thereon become immediately due and payable in full without demand, presentment, protest, or further notice of any kind, all of which are hereby expressly waived by Purchaser; and (b) taking possession of the Equipment, and for that purpose, entering upon any premises on which the Equipment or any part thereof may be situated and removing the same therefrom without

any liability for suit, action, or other proceeding, Purchaser hereby waiving any and all rights to prior notice and to judicial hearing with respect to repossession of collateral, and/or requiring Purchaser, at Purchaser's expense, to assemble and deliver the Equipment to JHTNA or to such place or places as JHTNA may designate.

13. Landlord's Liens. If Purchaser leases any real property upon which the Goods sold hereunder are to be located and applicable law provides for landlord's liens to secure rent obligations, then Purchaser shall notify, and obtain a written lien waiver from, each respective landlord for such locations and provide a copy of each written lien waiver to JHTNA and confirm that the Goods sold hereunder are not subject to any such lien of such landlord(s).

14. Technical Information. Any sketches, models or samples submitted by JHTNA shall remain the property of JHTNA, and shall be treated as confidential information. No use or disclosure of such sketches, models and samples, or any design or production techniques revealed thereby, shall be made without the express prior written consent of JHTNA.

15. Patents, Trademarks and Copyrights. JHTNA will, at its own expense, defend any suits that may be instituted by anyone against Purchaser for alleged infringement of any United States patent, trademark or copyright relating to any products manufactured and furnished by JHTNA hereunder, if such alleged infringement consists of the use of such Goods, or parts thereof, in Purchaser's business for any of the purposes for which the same were sold by JHTNA, and provided Purchaser shall have made all payments then due hereunder and shall give JHTNA immediate notice in writing of any such suit and transmit to JHTNA immediately upon receipt all processes and papers served upon Purchaser and permit JHTNA through its counsel, either in the name of Purchaser or in the name of JHTNA, to defend the same and give all needed information, assistance and authority to enable JHTNA to do so. If such Goods are in such suit held in and of themselves to infringe any valid United States patent, trademark or copyright, then: (a) JHTNA will pay any final award of damages in such suit attributable to such infringement; and (b) if in such suit use of such Goods by Purchaser is permanently enjoined by reason of such infringement, JHTNA shall, at its own expense and at its sole option, either (i) procure for Purchaser the right to continue using the Goods, (ii) modify the Goods to render them non-infringing, (iii) replace the Goods with non-infringing goods, or (iv) refund the purchase price and the transportation costs paid by Purchaser for the Goods.

Notwithstanding the foregoing, JHTNA shall not be responsible for any compromise or settlement made without JHTNA's written consent, or for infringements of combination or process patents covering the use of the Goods in combination with other goods or materials not furnished by JHTNA. The foregoing states the entire liability of JHTNA for infringement, and in no event shall JHTNA be liable for consequential damages attributable to an infringement.

As to any Goods furnished by JHTNA to Purchaser manufactured in accordance with drawings, designs or specifications proposed or furnished by Purchaser or any claim of contributory infringement resulting from the use or resale by Purchaser of Goods sold hereunder, JHTNA shall not be liable, and Purchaser shall indemnify and defend JHTNA against any damages, liability or expenses arising out of any claim made against JHTNA for any and all patent, trademark or copyright infringements.

16. Spacing Behind Treadmills. Per industry safety standards (ASTM F2115 and EN 957-6), JHTNA hereby notifies Purchaser of the need to locate treadmills ensuring that there is a two (2) meter long clear zone in the floor space behind each treadmill. The clear zone shall be at least the width of the treadmill and a minimum of 2 meters (6' 7") past the back end of the treadmill. There shall be no walls, no windows, no steps, and no other equipment placed within this clear zone. This clear zone is intended to ensure that if any user of a treadmill were ever to fall off the back of the treadmill, there will be an open and clear space behind the user so that injury may be minimized or avoided. Purchaser's failure to comply with this standard could result in injury to a treadmill user and potential liability to Purchaser. Although JHTNA is hereby expressly giving Purchaser notice of this requirement, only the Purchaser can ensure that Purchaser complies with this requirement and it is Purchaser's sole responsibility to do so. By purchasing exercise equipment from JHTNA, Purchaser accepts its responsibility to comply with this treadmill spacing requirement and all standards applicable to treadmill spacing and agrees to release JHTNA and its affiliated companies, including Johnson Health Tech Co., Ltd, and all of their officers, shareholders, employees, insurers and representatives (collectively, "the JHTNA Parties") from, and indemnify the JHTNA Parties from and against, any and all suits, claims, actions, legal proceedings, demands, losses, damages, costs and expenses, including attorneys' fees, resulting from claims for bodily injury or property damage arising out of or in any way relating to inadequate treadmill spacing, inadequate clear zones utilized behind treadmills or the failure by Purchaser to comply with industry safety standards concerning treadmill spacing.

17. Strength Training Anchoring Requirements. Purchaser acknowledges that JHTNA has informed Purchaser of JHTNA's requirement that the specific strength equipment, including Connexus strength units, XULT Rigs and other strength equipment where applicable (the "Anchored Strength Equipment") be anchored to the floor, the wall, or both the floor and the wall of Purchaser's facility in order to prevent any tipping, rocking or shifting of the Anchored Strength Equipment during the use or reasonably foreseeable misuse of the Anchored Strength Equipment. Anchoring to both floor and wall is required for XULT Rigs products. Purchaser also acknowledges that the Anchored Strength Equipment was designed for the use of straps, belts, chains, ropes and/or other devices for pulling or pushing on the Anchored Strength Equipment, and the use of those devices will compromise the stability of the Anchored Strength Equipment unless the Anchored Strength Equipment are properly anchored. Therefore, Purchaser acknowledges the need to anchor the Anchored Strength Equipment as described in the owner's manual for the Anchored Strength Equipment.

As a condition to Order fulfillment, Purchaser shall hire, at Purchaser's sole cost, a licensed contractor knowledgeable of Purchaser's facility and site conditions to anchor the Anchored Strength Equipment as described in the Anchored Strength Equipment owner's manual prior to use of the Anchored Strength Equipment.

Purchaser agrees to indemnify, defend and hold harmless JHTNA and its officers, directors, shareholders, employees, representatives and insurers from any claims damages or losses of any type including claims for personal injury or death and property damage, arising out of or relating in any way to the following: (a) the work performed by the licensed contractor hired by Purchaser; (b) the failure to anchor the Anchored Strength Equipment or the insufficient or improper anchoring of the Anchored Strength Equipment; and (c) Purchaser's failure to comply with these Terms.

18. Purchaser's Property. Any property of the Purchaser placed in JHTNA's custody for performance of this Agreement is not covered by insurance, and no risk is assumed by JHTNA in the event of loss or damage to such property by fire, water, burglary, theft, civil disorder or any accident beyond the reasonable control of JHTNA.

19. Governing Law and Choice of Forum. This Agreement shall be governed by, and construed in accordance with, the laws of the State of Wisconsin, without application of principles of conflicts of laws. With respect to any dispute, controversy or claim arising out of or relating to this Agreement, JHTNA and Purchaser agree and consent to personal jurisdiction in Wisconsin and agree that the Circuit Court of Dane County, Wisconsin and the United States District Court for the Western District of Wisconsin shall be the exclusive forums for the resolution of any such disputes, controversies or claims. Purchaser shall not assign this Agreement without JHTNA's express prior written consent. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective personal representatives, successors and permitted assigns.

20. Remedies Cumulative. Any of JHTNA's remedies referred to herein shall be cumulative and in addition to such other rights and remedies as may be available under law or equity.

21. Confidentiality. Purchaser will keep all of the terms and conditions of this Agreement confidential and Purchaser will neither disclose the existence of this Agreement nor the terms of this Agreement to any third party except to those employees of Purchaser who need to know such terms for the purpose of effecting the transaction.

22. Entire Agreement. This Agreement, including JHTNA's Quote and Power Requirement for Matrix Equipment which are incorporated herein by reference, constitutes the entire, full and complete agreement between JHTNA and Purchaser with respect to the subject matter hereof. This Agreement may not be modified except by a writing evidencing such modification which is signed by both JHTNA and Purchaser. The provisions of this Agreement shall be deemed severable and the invalidity or unenforceability of any one or more of the provisions hereof shall not affect the validity and enforceability of the remaining provisions.

Versa Leg Extension / Leg Curl

VS-S711

Help your users tone and refine the muscles of their legs with the smart design of our Versa Leg Extension/ Leg Curl dual station. Clearly indicated, conveniently located adjustment points make use intuitive and provide users with a hard stop to help prevent injury. Dual-action CAM enables a smooth transition between exercises. Back pad ratchets forward for easy adjustment from the seated position. Angled pads and ideal pivot location promote full muscle contraction and alignment.

- Clearly indicated adjustments for ease of use
- Adjustments are easily performed in the seated position
- Dual-action CAM enables a smooth transition between exercises
- Back pad ratchets forward for easy adjustment from the seated position
- Angled pads and ideal pivot location promote full muscle contraction and alignment



ADJUSTMENTS	
USER ADJUSTMENT RANGE	12 user start options
COLOR CODED PIVOTS & POINTS OF ADJUSTMENT	Yes

FRAME & CABLES	
FRAME COLOR	Iced Silver
FRAME FINISH	Proprietary two-coat powder process
CABLE TRANSMISSION	Internally lubricated cables & fittings
MACHINE ANCHORING	Machine anchoring locations

TECH SPECS	
OVERALL DIMENSIONS (L X W X H)	177.6 x 118.3 x 167.1 cm / 69.9" x 46.6" x 65.8"
PRODUCT WEIGHT (HEAVY STACK)	283 kg / 624 lbs.
PRODUCT WEIGHT (STANDARD STACK)	251 kg / 554 lbs.

USER AMENITIES	
CONTOURED SEAT	Yes
PLACARD COLOR CODING	Blue (lower body)
REP COUNTER	Electronic counter displays reps, exercise time and rest time & provides towel holder hook
REAR PLACARDS	Color-coded machine identification & machine specific stretching
FRONT PLACARDS	Muscle call outs, machine specific stretching, start & finish exercise illustrations, proper machine movements
PERSONAL STORAGE	Bottle holder, storage area and towel holder (towel holder on rep counter only)

WEIGHT STACK	
CONSISTENT STACK HEIGHT	Yes
INCREMENTAL WEIGHT SYSTEM	5 lbs (2.3 kg)
WEIGHT STACK GUARDING	Full front and rear shields
HEAVY STACK	104 kg / 230 lbs.
STANDARD STACK	72 kg / 160 lbs.

Versa Lat Pulldown / Seated Row

VS-S331

Maximize the functionality of your space with the smart, versatile design of our the Versa Lat Pulldown / Seated Row dual station. The thigh pad easily adjusts to provide stability and comfort when building and toning major back muscles, and clearly indicated adjustment points make it easy for virtually anyone to get started. Elevated footrests provide added stability during heavy lifts, and stainless-steel cables offer lasting durability in hard-use environments.

- Elevated foot rests provide stability and comfort during heavy lifts
- Stainless-steel cable guides provide added protection for lasting durability
- Thigh pad easily adjusts to provide stability and comfort
- Clearly indicated adjustments for ease of use



ADJUSTMENTS	
COLOR CODED PIVOTS & POINTS OF ADJUSTMENT	Yes

FRAME & CABLES	
MACHINE ANCHORING	Machine anchoring locations
CABLE TRANSMISSION	Internally lubricated cables & fittings
FRAME FINISH	Proprietary two-coat powder process
FRAME COLOR	Iced Silver

TECH SPECS	
OVERALL DIMENSIONS (L X W X H)	180.5 x 157.9 x 226.3 cm / 71.1" x 62.2" x 89.1"
PRODUCT WEIGHT (HEAVY STACK)	278 kg / 613 lbs.
PRODUCT WEIGHT (STANDARD STACK)	246 kg / 543 lbs.

USER AMENITIES	
FRONT PLACARDS	Muscle call outs, machine specific stretching, start & finish exercise illustrations, proper machine movements
REAR PLACARDS	Color-coded machine identification & machine specific stretching
FOOT SUPPORT	Foot support accommodates users of all sizes for additional lower body support
REP COUNTER	Electronic counter displays reps, exercise time and rest time & provides towel holder hook
PERSONAL STORAGE	Bottle holder, storage area and towel holder (towel holder on rep counter only)
CONTOURED SEAT	Yes
PLACARD COLOR CODING	Yellow (upper body)

WEIGHT STACK	
HEAVY STACK	104 kg / 230 lbs.
STANDARD STACK	72 kg / 160 lbs.
INCREMENTAL WEIGHT SYSTEM	5 lbs (2.3 kg)
WEIGHT STACK GUARDING	Full front and rear shields



THANK YOU

MATRIX

MATRIX FITNESS
1600 LANDMARK DRIVE
COTTAGE GROVE, WI 53527
MATRIXFITNESS.COM

CONFIDENTIAL



2024 Board of Directors / Annual Meeting Schedule

The Board of Directors Meetings are held on the last Tuesday of the month.

1. July 30th
2. August 27th
3. September 24th
4. October 29th
5. Annual Meeting Monday, November 4th
6. November 26th
Note: (last year 2023 there was no meeting due to the Annual Meeting)
7. December 3rd
Note: (last year 2023 the meeting was held on the first Tuesday of the month due to the holidays)



2024 Annual Meeting Schedule

- **1st Notice:** Wednesday, **September 4th**
 - GAM to do the mailing, including the candidate nomination form to all 1,769 units. The information will be included in the weekly email blast.
- **Nominations Due:** Monday, **September 23rd** at 5:00 PM
 - Responses are to be sent to managers@cameronstation.org or delivered to the site office (200 Cameron Station Blvd, 2nd floor).
- **2nd Notice:** Wednesday, **October 9th** (**Send materials to Survey and Ballot by no later than Monday, Sept 30th**)
 - Survey and Ballot to do the mailing including 2nd notice, candidate statements, double-sided ballot/proxy, and the links to “Meet the Candidates” and Annual meetings to all 1,769 units. The information will be included in the weekly email blast.
 - Virtual registration for both (“Meet the Candidates” and Annual Meeting) meetings is required.
- **Ballot/Proxy Window Opens Up for Residents to Vote:** Wednesday, **October 9th**
 - The ballot has candidates listed (with check marks) and has a username and password for online voting and instructions for mail-in/drop-off voting (**received** by noon day of the meeting).
 - Proxy used for quorum only (mail-in only). The ballot has check boxes next to the candidates listed and this should be mailed or dropped off at the office *along with the proxy* (no later than noon the day before the meeting).
- **Meet the Candidates:** Wednesday, **October 23rd** at 7:00 PM
 - If anyone has any questions for the candidates, please email managers@cameronstation.org no later than 4:00 PM, Monday, **October 21st**.
 - Each candidate will have two minutes (display timer) to voice their candidacy remarks.
 - Management announces residents’ questions; two candidates will be randomly chosen to answer the questions.
 - Management will open the floor for additional questions and call upon those who raise their hand via the Zoom function or from selected written questions (One minute limit per candidate to answer). The last question will be accepted at 8:00 PM so that the candidates can state their closing remarks (two-minute limit per candidate) – strict 8:30 PM closing for the meeting.
 - The meeting will be held in a hybrid format (Zoom and Cameron Club Great Room).
- **Annual Meeting:** Monday, **November 4th** at 7:00 PM
 - Ballots/Proxies must be in by no later than noon on Monday, November 4th.
 - The meeting will be held in a hybrid format (Zoom and Cameron Club Great Room).



2024 Mark Pillow and Volunteer of the Year Awards Schedule

- **1st Announcement via weekly eblast:** *changed to* Friday, **August 16th** (3rd Friday of the month)
 - Announcement to be posted for a month.
- **Nominations due:** *changed to* Monday, **October 14th**
- **Winners:** At the Tuesday, **October 29th** Board meeting, the nominees will be presented to the Board for their review and approval.
- **Winner Awards Announcement:** At the Monday, **November 4th** Annual Meeting, the Mark Pillow and Volunteer of the Year awards will be announced.



2024 Action Item List

Date	Committee or Mgmt	Item	Status	Comments
2024	mgmt	follow up with City DTOP when Cameron Station Blvd is scheduled to be paved and the other 3 city streets.	Informational	2/17/23 - Update from the City - Staff inspected Cameron Station Boulevard and performed a pothole operation today. Next, Crews will shift over to Ben Brenman Park Drive next week to perform additional patching. We are proposing to mill and resurface Cameron Station Boulevard in the city's fiscal year 2024 plan (July 1, 2023 – June 30, 2024), which will be published in July. We appreciate your patience and support concerning this matter. As we plan, we will continue to keep our constituents updated through the city's webpage below. 3/3 - I located Mayor Wilson's newsletter indicating all of the City of Alexandria streets that are scheduled to be paved through FY2026. Cameron Station Blvd is on the list for FY2024. The remaining three City streets are not on the lists through FY2026. I am working with the Dept of Transportation (Mary Winston) to try to add Somerville Street and Brenman Park Dr because these streets are utilized by Brenman Park fields and the farmers' market traffic is in rough condition.
2024	mgmt	Trash along fence line	continuous - monitoring event every Friday	City of Alexandria inspected the West End Village as did management on Friday, February 10 th . Management sent multiple pictures of trash along the common area fence behind Woodland Hall and the side of Home Depot. The City spoke to Home Depot and Home Depot indicated they would assess the trash along the property line daily. The City also indicated that they would initiate fines for future trash issues. We will closely monitor this to keep the property line clear of the trash. 2/28 Inspected the CSCA property fence line for trash today. Home Depot area is clean but areas behind business address 378-386 continue to have trash along the fence line.
2024	mgmt	Trash Fuel Surcharge	as of 3/17 waiting on Bates response	While we did receive some suggested "floor to ceiling" language for the trash cost increase, we are now setting up communications with Bates Trucking. Our preference, as we have with Fleet Transportation, is a flat amount until the price of gas goes below \$4.00/gallon. In assessing the current amount on the Bates invoices, management believes that the recommended amount of increased costs should be at least half of what they are currently charging. We are not attempting to commit the Association to anything but to determine a reasonable amount to protect the Association from future increases. 3/24 Bates Trucking. Heather spoke to Bruce Bates regarding fuel surcharges and increase trash costs above the 3% permitted in year #3 of the contract. Bruce informed her that he would respond in writing with his thoughts. We are waiting on a response. Currently, when I receive each invoice, I back out the fuel surcharge and anything over the approved 3% increase permitted for year #3 of the trash contract. The fuel surcharge balance (April 2022 – March 2023 = \$24,787.76) and the trash hauling increase amount January – March above the approved 3% = \$388.35 (Total = \$25,176.11)
2024	CAC	Brick Repair RFP	completed	Mgmt emailed Lancaster an RFP for brick repair; waiting on proposal. 12/2023 - proposals signed; pending for work schedule.
2024	CAC	Loose railing	completed	loose railing on the steps on the side of 122 CSB
2024	CCFC	Clubhouse maintenance	completed	Exterior inspection of the Cameron Club painting and caulking façade. 11.20.23 the Cameron Club was inspected by Katchmark and prepared an inspection report of the building. Report and proposal are forthcoming to the CCFC members and the Board.
2024	CCFC	Cameron Club entrance mats	completed	replace all Cameron Club entrance mats with new CSCA logo 9.26.23 - Juana to upload new CSCA logo into GAMs Dropbox folder. Steve working with GAM and SBT. 5.8.24 Management approved GAMs matt sample and order is now under production.
2024	mgmt	Mgmt door logo	in progress	Replace mgmt door logo with new CSCA logo
2024	CAC	CSB gazebo	bid process	inspect and replace rotten wood at CSB gazebo and concrete. 12/2023 - waiting on proposals. 5.8.24 management is bidding out the gazebo wood replacement, etc. bidders are (Dreamwork, Haus Custom, and TYL)
2024	mgmt	LED proposals	placed on hold	replace remainder of clubhouse lights to LED. Proposals to be presented to CCFC members first, then to the Board. 10.10.23 two proposals in the desk, waiting on rebates. Goal is to complete work this year. 5.8.24 Management plans to present the bidders proposals to the Board at their May meeting.

2024	mgmt	QR code at front door, adding Great room camera, adding and relocating a camera in the pool area	pending	schedule a call with Travis from Force Security to go over the scanner. 1.9.24 emailed Travis regarding adding a camera to Great Room, QR for the front entrance door, relocating, and adding pool camera. 1.22.24 followed up with Travis, pending on response. 2.15.24 emailed Force requesting a status of the times.
2024	mgmt	FLAGS	completed	flags for NO MOW and NO TREATMENT 10.3.23 - Steve to follow up with Andrew regarding yellow flags VS. reflectors. 10.30.23 - email all NO MOW and NO FERTILIZE list including picture of the flag.
2024	CAC	Linear Park trees replacement	311 ticket submitted	12.5.23 - 311 Service Request 23-00044892
2024	CCFC	Elevator inspection	completed	inspection scheduled for February 29th
2024	CCFC	Clock fixing	completed	Mark working on getting numbers to fixing the outside Cameron Club clock
1.9.24	ARC	106 Cameron Station Blvd	denied	staircase railing modification disapproved as submitted
1.9.24	ARC	223 Medlock Ln	retroactive approved application	railing installation return for more information (regarding exact proposed placement of the railing)
1.9.24	ARC	236 Medlock Ln	retroactive approved application	landscaping retroactively approved as submitted
1.9.24	ARC	4912 John Ticer Dr	approved w/ stipulation	solar installation approved with the stipulation that the conduit trunk will be painted to match the color of the home's siding.
1.9.24	ARC	4924 Kilburn St	approved	landscaping approved with the clarification that approved project will replace the white granite chips with mulch and dichondra.
1.9.24	ARC	5061 Donovan Dr	retroactive approved application	landscaping return for more information. (selection of replacement tree appropriate for the west site of Donovan)
1.9.24	ARC	5098 English Ter #103	approved	window replacement approved as submitted
1.9.24	ARC	Electronic approvals	approved	262 Medlock Ln - Roof Replacement and 150 Cameron Station Blvd - Roof Replacement (approved with stipulations)
1.12.14	ARC	Resale inspection	completed	Resale inspection complete for 5052 Minda Ct
1.12.14	ARC	Resale inspection	completed	Resale inspection complete for 111 Somerville St
1.26.24	ARC	165 Cameron Station Blvd	retroactive approved application	roof replacement application received, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response. Application missing information, pending on residents response. 2.16.24 residents returned completed information and ARC members reviewed and approved via email. 2.22.24 mgmt emailed and mailed letter response. 2.27.24 ARC email decision to be ratified at March meeting.
1.26.24	ARC	5000 John Ticer Dr	approved	roof replacement application received, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5002 John Ticer Dr	approved w/stipulation	dormer repair application received, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5002 John Ticer Dr	approved	roof replacement application received, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5007 Waple Ln	denied	shutters removal, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5014 Grimm Dr	approved	patio improvement, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5015 Waple Ln	approved w/ stipulation	fence replacement, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5017 Waple Ln	approved w/ stipulation	fence replacement, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5019 Waple Ln	approved w/ stipulation	fence replacement, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5021 Waple Ln	approved w/ stipulation	fence replacement, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	5237 Brawner Pl	approved w/ stipulation	fence and deck repaint, to be reviewed at the ARC February meeting. 2.7.24 mgmt emailed and mailed letter response.
1.26.24	ARC	Electronic approvals	ratified	5061 Donovan Dr - Landscaping (retroactive application) and 112 Martin Ln - Roof Repair (emergency application)
1.30.2024	CAC	Donovan Dr Pocket Park Reno	approved	the Board approved Lancaster Landscape proposal #30610 to renovate the Donovan Dr Pocket Park located in the 4900. 4.4.23 Lancaster Landscape began to remove trees and grinding stumps.
2.1.24	CCFC	Lap lane replacement	completed	lap lane replacement proposal approved waiting on delivery. 2.15.24 per supplier the lap lane will be delivered first week of March at the latest.
February	ARC	ARC newsletter piece	informational	Seasonal Comprehensive Architectural summary (ARC provides info for newsletter issue). 2.14.24 Trena is the new ARC liaison to provide ARC articles to ComCom for publishing in the community newsletter/blog.
2.2.24	CCFC	Quarterly cleaning service	completed	In depth cleaning of Fitness Center and bathrooms scheduled for Saturday, February 10th after clubhouse hours.
2.2.24	ARC	Resale inspection	completed	5001 Donovan Dr resale inspection complete
2.20.24	ARC	Board appeal letter response	completed	213 Somerville St case was viewed at the January 2024 BoD meeting in which the Board made a final decision. 2.20.24 mgmt emailed and mailed the appeal letter response to 213 Somerville resident.

2.23.24	ARC	Resale inspection	completed	5016 Waple Ln - dormers in good condition. No major violations visible during inspection.
2.23.24	ARC	5257 Bessley Pl	emergency application approved	2.6.24 roof replacement emergency application received, to be reviewed via email by ARC members. 2.13.24 mgmt emailed and mailed letter response. 2.27.24 ARC email decision to be ratified at March meeting.
2.23.24	ARC	111 Somerville St	pending/Shelved until April 2nd meeting	Window repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: Resubmitted Application; Pending ARC Decision. 3/28/24: Will be presented in the April 2nd, 2024 ARC Meeting. 4/5/24: Application was returned during ARC meeting. Owners will resubmit for electronic review.
2.23.24	ARC	121 Cameron Station Blvd	approved	Window repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: check with mgmt for instruction on sending this application. 3/13/24: Shelved until April ARC Meeting. 4/5/24: Application was approved.
2.23.24	ARC	196 Martin Ln	approved	Roof replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved with stipulation: To Install "CertainTeed" shingle color "Charcoal Black" per DMS standards; mgmt emailed/mailed letter response
2.23.24	ARC	237 Medlock Ln	approved	Landscaping modifications application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted; mgmt emailed/mailed letter response
2.23.24	ARC	239 Somerville St	approved	Landscaping replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted; mgmt emailed/mailed letter response
2.23.24	ARC	248 Medlock Ln	approved	Deck repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: Returned Application; No response from homeowner; a follow-up was done 3/8; mgmt emailed/mailed letter response. 3/27/24: Approved with stipulation; mgmt emailed/mailed letter response
2.23.24	ARC	260 Murtha St	approved	Slope roof/floor replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted; mgmt emailed/mailed letter response
2.23.24	ARC	321 Cameron Station Blvd	approved	Roof replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted; mgmt emailed/mailed letter response
2.23.24	ARC	4903 Waple Ln	approved	Roof replacement application to be reviewed at the ARC March meeting. 3/12/24: Approved as Resubmitted. 3/13/24: Mgmt emailed/mailed letter response.
2.23.24	ARC	4920 Donovan Dr	approved - Retroactive	Roof replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved Retroactively; mgmt emailed/mailed letter response.
2.23.24	ARC	5010 Waple Ln	approved	Window repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: ARC committee electronically approved application with stipulation: Grid pattern/Trim color must match existing. 3/13/24: Mgmt emailed/mailed letter response.
2.23.24	ARC	5054 Donovan Dr	removed from March agenda, pending on Sub-Association deeded parking confirmation	Installation of Wall connector charger application to be reviewed at the ARC March meeting. 2.26.24 item removed from the ARC agenda, pending Sub-Association approval of EV charging.
2.23.24	ARC	5120 Donovan Dr #407	pending	Window repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: Waiting for homeowner to return updated sketch of mullion door and scope of work from contractor doing project. 3/28/2024: Will be presented at the April 2nd, 2024 ARC meeting.
2.23.24	ARC	5135 Gardner Dr	approved - Emergency	Roof replacement application received to be reviewed at the March ARC meeting. 3/12/24: Resubmitted; was escalated to Emergency application per Stephen Pearson. Pending ARC committee review; 3/18/24: Emergency Application approved with stip- Shingles replaced must be "Charcoal Black"; Mgmt emailed/mailed letter response.
2.23.24	ARC	5182 Brawner Pl	approved	Installation of new vent application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted; mgmt emailed/mailed letter response
2.23.24	ARC	5193 Brawner Pl	approved	Trim repair and replacement application to be reviewed at the ARC March meeting. 3/12/24: ARC committee electronically approved application with stipulation- Color/Design like for like. 3/13/24: Mgmt emailed/mailed letter response.
2.23.24	ARC	5233 Brawner Pl	approved	Roof and gutter replacement application to be reviewed at the ARC March meeting. 3/6/24: Approved as submitted
2.23.24	CCFC	Clubhouse heating inspection	completed	Cameron Club heating inspection is scheduled for March 13th with JHood
2.26.24	CCFC	Rower machine OOO	back online	2/26 - issue #1 rower machine chain broke. ProFIT was made aware and is working with Heartline to come by. Issue #2 Error message in rower machine.
2.26.24	CCFC	functional trainer	completed	resistance bands that used to be attached to the functional trainer are gone
2.26.24	CCFC	electrical switches	completed	electrical switches next to the water fountain in the basketball court needs to be covered
2.26.24	CCFC	wall needs repair	completed	water fountain located next to the elevator
2.27.24	CCFC	Carpet samples	approved	verify carpet samples
2.27.24	CCFC	New CCFC applicant	approve by Board	CCFC new applicant David Palmer
2.27.24	mgmt	Insurance Bids	approved by the Board	Insurance bids (2): Risk Strategies and Erie
2.27.24	mgmt	Elevator PM contract	signed	Elevator PM contract
2.29.24	ARC	Resale Inspection	completed	4931 Kilburn St resale notes: fence door was different color and did not match the rest of the fence and deck.
3.1.24	ARC	Resale Inspection	completed	5235 Bessley Pl
3.7.24	CCFC	Add "Do Not Drop Weights" sign	completed	place order for additional "Do Not Drop Weights" signs. Sign installed.
March	ARC	Comprehensive inspections	scheduled	March 18-22 week (Cameron Station Blvd & Tull)

March	ARC	Comprehensive inspections	completed	March 25-29 week (Minda & Comay)
3.12.24	ARC	218 Cameron Station Blvd	approved	Roof replacement application received to be reviewed at the April ARC meeting.
3.12.24	ARC	328 Helmuth Ln	approved	Deck repair and replacement application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: chip and dale pattern is like for like and deck matches fence stain " lava rock "
3.12.24	ARC	472 Ferdinand Day Dr	Disapproved	Window replacement application to be reviewed at the ARC April meeting. 4/5/24: was disapproved, waiting for word back from property owner. 4/11/24: submitted to ARC for electronic approval. 4/15/24: Returned for more information, to be presented at the May 7th ARC meeting.
3.12.24	ARC	4913 John Ticer Dr	approved	Tree replacement/removal application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: Crape Myrtle planted to be 6ft in height
3.12.24	ARC	5005 Waple Ln	approved	Tree replacement/removal application to be reviewed at the ARC April meeting. 4/5/24: approved and changed to Landscaping application
3.15.24	ARC	5067 Minda Ct	pending/Returned	Ground repair (Driveway/Sidewalk) application to be reviewed at the ARC April meeting. 4/5/24: application was returned for my info
3.15.24	ARC	120 Martin Ln	approved	Window replacement application to be reviewed at the ARC April meeting.
3.15.24	ARC	5170 Brawner Pl	approved	HVAC Replacement application to be reviewed at the ARC April meeting.
3.15.24	ARC	5010 Waple Ln	approved	Fence and deck stain application to be reviewed at the ARC April meeting.
3.18.24	ARC	5136 Grimm Dr	Disapproved	Fence Modification application to be reviewed at the ARC April meeting. 4/5/24: application was disapproved, waiting for owner response
3.18.24	ARC	5109 Gardner Dr	approved	Solar panel installation application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: conduit same color as home and installed 2 inches or less
3.21.24	ARC	166 Barrett Pl	approved	Garage door replacement application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: Doorlock/handle installed in same position
3.21.24	CAC	247 Somerville St	approved	Common are tree roots cut back heading towards the unit. The unit's backyard bricks were lifting due to the tree roots.
3.22.24	ARC	5247 Brawner Pl	approved	Tree replacement/removal application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: Japenese Bloodwood Maple is 6ft in height when planted
3.22.24	ARC	5116 Knapp Pl	pending/Returned	Window replacement application to be reviewed at the ARC April meeting. 4/5/24: application was returned for more information 4.23.24: Submitted updated application for review at the May ARC meeting.
3.22.24	ARC	4919 Kilburn St	Disapproved	Door Replacement application to be reviewed at the ARC April meeting. 4/5/24: disapproved, waiting for property owner response
3.26.24	CAC	Lancaster Proposal	approved	Board approved Lancaster proposal 31568 for drainage control behind units at Tull, John Ticer, and Waple
3.26.24	CAC	Power Washing proposal	approved	The Board approved EcoTek's power washing proposal to power wash the CSB gazebo, Duke St fence brick walls, Brick patio & furniture at Donovan and Kilburn pocket parks, and walkways and pergola at Bessley Pl.
3.26.24	CAC	Duke St fence maintenance	approved	The Board approved Dream Works proposal to scrape and repaint the black fence pickets.
3.27.24	ARC	5106 Grimm Dr	pending/Returned	Garden Wall Replacement application to be reviewed at the ARC April meeting. 4/5/24: application was returned for more info
3.27.24	ARC	121 Cameron Station Blvd	approved	Shelved Window Application to be reviewed at the ARC April meeting.
3.27.24	ARC	111 Somerville St	approved	Shelved Roof + Window Replacement Applications to be reviewed at the ARC April meeting. 4/5/24: Roof Application was approved. Will submit separate application for Trim and will have electronic vote. Will Resubmit Window application for electronic vote. 4/12/24: Submitted Window application for ARC electronic review. Still awaiting Trim application updated scope of work w/contractor signature. 4/15/24: Window application was approved as presented electronically. still waiting for Trim Application. 4/29/24: Trim application electronically approved as presented. Approval letter emailed/mailed by mgmt.
3.27.24	ARC	4905 Waple Ln	approved	Roof Replacement Applications to be reviewed at the ARC April meeting.
3.27.24	ARC	5120 Donovan Dr #407	approved	Door Replacement application to be reviewed at the ARC April meeting. 4/5/24: approved with stip: sliding glass door is like for like with mullions and with 3x5 panels per door
3.27.24	CCFC	Cameron Club Resolution redline	waiting for review	Cameron Club Policy Resolution redline version. 3.26.24 Board provided feedback and adopted the resolution. 5.9.24 resolution is back to the committee for review of the Board feedback. 5.23.24 - CCFC members requested for the policy to be included in their June meeting packet.
3.27.24	CAC	Dedication Plaque new policy	approved by the Board - waiting on signatures	Dedication plaque new policy resolution. 4.5.24; 4.30.24
4.5.24	ARC	137 Cameron Station Blvd	approved	Window Replacement application to be reviewed at the ARC May meeting. 5.15.24: application approved as presented
4.5.24	ARC	247 Somerville St	approved	Fence Replacement application to be reviewed at the ARC May meeting. 5.15.24: Retroactive application approved
4.5.24	ARC	301 Lannon Ct	approved/Emergency	Roof Replacement application to be reviewed at the ARC May meeting. 4/11/24: Emergency Application submitted to ARC for electronic approval. 4/15/24: Application was electronically approved w/ stip: shingle replacement are to be CertainTeed Charcoal Black.

4.8.24	ARC	233 Medlock Ln	approved	Landscape Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.8.24	ARC	243 Somerville St	approved	Fence Replacement application to be reviewed at the ARC May meeting. 5.15.24: Retroactive application approved
4.8.24	ARC	4922 Kilburn St	approved w/stipulation	Tree replacement application to be reviewed at the ARC May meeting. 5.15.24: approved with stipulation - signed application returned, tree planted at 6ft
4.9.24	ARC	245 Somerville St	approved	Fence Replacement application to be reviewed at the ARC May meeting. 5.15.24: Retroactive application approved
4.9.24	CAC	Lancaster Proposal	approved	Work approved by the CAC members at their April meeting to remove declining tree in the rear side of unit 232 Medlock Ln. The proposal no. #31232 totaled \$950.
4.10.24	ARC	241 Somerville st	approved	Fence Replacement application to be reviewed at the ARC May meeting. 5.15.24: Retroactive application approved
4.12.24	ARC	5257 Col Johnson Ln	approved	Tree replacement application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.12.24	ARC	187 Cameron Station Blvd	approved	Deck Restrain application to be reviewed at the ARC May meeting. 5.15.24: application approved as presented
4.15.24	CCFC	Backflow preventer	completed	backflow preventer annual inspection schedule for 4/22 between 10 AM - noon
4.18.24	ARC	4921 Donovan Dr	Disapproved	Landscaping Application to be reviewed at the ARC May meeting. 5.15.24: Retro Application was denied
4.18.24	ARC	5123 Knapp Pl	approved	Roof Replacement Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.18.24	ARC	256 Cameron Station Blvd	approved	Roof Replacement Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.18.24	ARC	472 Ferdinand Day Dr	approved	window replace application that was initially denied to be reviewed again at the ARC May meeting. 5.15.24: approved as presented
4.18.24	CAC	piece of land/area	common area	next 5014 Gardner Dr resident wants to know who is responsible for the area where the fire hydrant is. The area is bare and would like it to be seeded. 4.23.24 resident provided a copy of their plat and the area is a common area.
4.19.24	ARC	5121 Knapp Pl	approved	Roof Replacement Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.19.24	ARC	198 Martin Ln	approved w/stip & approved	(2 applications) Window Replacement/Siding Replacement Application to be reviewed at the ARC May meeting. 5.15.24: Siding application approved w/stip: siding replacement is like for like... Window application approved as presented.
4.19.24	ARC	122 Cameron Station Blvd	approved	Roof Replacement Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.19.24	ARC	254 Medlock Ln	approved	Light Fixture Replacement Application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.19.24	ARC	5116 Knapp Pl	approved	Updated Returned Window Replacement application to be reviewed at the ARC May meeting. 5.15.24: approved as presented
4.22.24	ARC	5002 Gardner Dr	Disapproved	Tree replacement application to be reviewed at the ARC May meeting. 5.15.24: application was denied; owner made comment mentioning they're still gonna remove the tree
4.23.24	ARC	301 Lannon Ct	Returned	Door/Shutter Repainting application to be reviewed at the ARC May meeting. 5.15.24: Returned for more information; owner has to pick colors for shutter/door from approved DMS listing; Will be electronically voted on
4.25.24	CCFC	pool plug	pending	the pool plug in the NE side of the bottom of the pool does not remain secure
4.25.24	CCFC	Pec Fly machine	completed	the pec fly machine is not working properly and needs to be serviced by Heartline. 4.25.24 The pec fly machine has been serviced, along with the lat pull-down/row machine. The leg extension machine needs a 12ft belt. Heartline came with and 10ft belt. They told me they should have it in stock and as soon as they give me the quote on it which should be today. 4.25.24 Correction with the rear! Pec deck combo piece. It is still squeaking and I'm having Heartline come back out to take another look at it. 5.1.24 - per ProFit Everything has been fixed including the electrical socket #9.
4.26.24	CAC	Drainage project	scheduled	the drainage located at Waple -john Ticer is schedule for Tuesday 4/30 and will be completed in 2 days, weather permitting rain days will delay start and or completion
4.25.24	ARC	223 Medlock Ln	Returned	Rail Installation application to be reviewed at the ARC May meeting. 5.15.24: Application returned for more information; will vote electronically
4.29.24	ARC	381 Cameron Station Blvd	approved	Landscaping application to be reviewed at the ARC June meeting. 6.4.24: Application approved as presented.
4.30.24	CCFC	Men's bathroom	completed	paint stall metal in the men's bathroom across the elevator. Assess the men locker room bathroom as well.
4.30.24	CAC	Irrigation leak	approved repair	There is a small leak in the irrigation control near 5190 Brawner. 5.8.24 the landscaping company submitted a proposal to repair the backflow on this location. Proposal LI24-008 was within management expenditure limit and was signed and sent back to Lancaster.
4.30.24	CCFC	basketball court sign	completed	In the basketball court there is a sign near the water fountain that needs to be properly posted
4.30.24	CCFC	pool white coat	completed	High Sierra started the white coat process the week of April 15-19 and completed the work on 4/29/24. The pool is being filled.
4.30.24	CCFC	Power Washing	completed	power washing of the clubhouse, and pool deck will take place on 5/1. Pool furniture is scheduled to be power washed on 5/6.
4.30.24	CCFC	Lap lane divider testing	completed	after pool furniture is staged High Sierra will move to test the new lap lane divider.
4.30.24	CCFC	pool camera	completed	pool camera raised to prevent being blocked by furniture
5.3.24	ARC	5234 Brawner Pl	approved	Roof Replacement application to be reviewed at the ARC June meeting. 6.4.24: Application approved as presented
5.3.24	ARC	330 Helmuth Ln	Withdrawn	Landscape Application to be reviewed at the ARC June meeting. 6.4.24: Resident withdrew application during June ARC meeting

5.3.24	ARC	5003 Waple Ln	Returned	Tree replacement application to be reviewed at the ARC June meeting. 6.4.24: Application was returned for more info (Arborist report, Tree type, Location of replacement tree)
5.6.24	ARC	5000 Grimm Dr	approved w/ stipulation	Roof Replacement application to be reviewed at the ARC June meeting. 6.4.24: Application approved w/stip: shingles are like for like and exterior window trim is repaired like for like
5.7.24	ARC	401 Cameron Station Blvd	Returned	Landscaping application to be reviewed at the ARC June meeting. 6.4.24: Application was returned for more info (Plat)
5.8.24	CCFC	High Sierra proposal	approved	High Sierra provided a proposal to replace broken and worn-out pool equipment/supplies. Proposal was within management expenditure limit and was signed and sent back to High Sierra.
5.8.24	CAC	Lancaster proposal	approved	John Ticer flower installation proposal was submitted to install (90) sunpatiens. The proposal no. 31252 was within management expenditure limit and was signed and sent back to Lancaster.
5.8.24	CAC	Lancaster Proposal	approved	Pool deck flower installation proposal was submitted to install (7) mandevilla and (28) sweet potato vine green and purple. The proposal no. 31253 was within management expenditure limit and was signed and sent back to Lancaster.
5.8.24	CAC	Lancaster Proposal	approved	Cameron Station gazebo timer replacement proposal submitted. The proposal no. LI24-007 was within management expenditure limit and was signed and sent back to Lancaster.
5.9.24	ARC	4909 John Ticer Dr	Returned	Irrigation Installation application to be reviewed at the ARC June meeting. 6.4.24: Application returned for more info (rock pictures, light positioning/Volume, type of sprinkler head) 6.14.24: ARC requested that the owner separate the irrigation application into 3 seperate applications (Irrigation,Landscaping,Exterior Light Installation).
5.15.24	ARC	322 Cameron Station	approved w/ stipulation	Roof Replacement application to be reviewed at the ARC June meeting. 6.4.24: Application approved w/stip: shingles same color as existing
5.15.24	ARC	254 Medlock Ln	Returned/Pending	Window Replacement application to be reviewed at the ARC June meeting. 6.6.24: Application was returned during ARC meeting for more info; Resubmitted electronically 6/5/24 to ARC for review.
5.17.24	ARC	301 Lannon Ct	Disapproved	Shutter/Front door repaint application to be reviewed electronically. 5/22/24: Application was electronically disapproved
5.20.24	ARC	5116 O'Neill	approved	Window Replacement application to be reviewed at the ARC June meeting. 6.4.24: Approved as presented
5.21.24	ARC	223 Medlock Ln	Returned/Pending	Rail Installation application to be reviewed electronically at the ARC June meeting.
5.22.24	ARC	334 Cameron Station	approved	Roof Replacement application to be reviewed electronically at the ARC June meeting. 5/28/24: Emergency roof application was approved electronically with stipulation of new roof and aluminum - wrapped wood trim are replaced like-for-like (approved) colors.
5.24.24	ARC	375 Cameron Station	Disapproved	Gutter Replacement application to be reviewed at the ARC June meeting. 6.4.24: Application was denied
5.24.24	ARC	4913 Waple Ln	Disapproved	Tree Replacement application to be reviewed at the ARC June meeting. 6.4.24: Application was denied (more info from arborist needed > Condition of tree, recommended course of action)
5.28.24	CAC	signed proposals	signed	proposals signed and sent to Lancaster 31271A and B
5.28.24	CAC	Tree pruning	completed	most recent tree pruning completed on may 28th
5.29.24	ARC	5021 Murtha	pending	Tree Replacement application to be reviewed at the ARC July meeting.
5.29.24	ARC	5057 Donovan Dr	pending	Roof Replacement application to be reviewed at the ARC July meeting.
5.31.24	CAC	Tree pruning	completed	tree pruning services completed on the rear of 5070-5076 Pocosin Ln
6.7.24	CAC	Mowing services	completed	mowing services completed on June 5th and June 6th
6.10.24	ARC	266 Cameron Station	pending	(2 Applications) Roof Replacement / Gutter Replacement application to be reviewed at the ARC July meeting.
6.10.24	CAC	Tree installation	completed	Installation of the Trees along Cameron Station and the shopping center were completed today, Friday, June 7th. (These trees were under warranty).
6.10.24	CAC	Gator Bags	completed	filled all the gator bags at Cameron Station today, Monday, June 10th.
6.13.24	CAC	Mowing services	completed	Mowing service was successfully completed Wednesday, June 12th
6.17.24	CAC	Proposals	work completed	Proposals #31233, 31251, 31266, 3127 A, 31271 B
6.17.24	CAC	Lancaster	completed	Our team completed filling the gator bags and watering trees in various locations of Cameron Station.
6.19.24	CAC	Lancaster	completed	tree pruning at various location on Cameron Station completed on 6.18.24
6.19.24	CAC	Gate broken	pending	Ferdinand Day Dr pocket park gate lock broken
6.19.24	ARC	5233 Tancreti	pending	Roof replacement application to be reviewed at the ARC July meeting.
6.20.24	ARC	4923 Donovan Dr	Pending	Patio Replacement application to be reviewed at the ARC July meeting.