



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

Tuesday, April 29, 2025 – 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 – Board Meeting Minutes – March 25, 2025	7:02 PM
IV. CITY OF ALEXANDRIA POLICE DEPARTMENT – Lt Lion	7:03 PM
V. CAMERON STATION CIVIC ASSOCIATION – Sunny Pietrafesa	7:13 PM
VI. HOMEOWNERS FORUM	7:20 PM
VII. TREASURER REPORT	7:30 PM
VIII. COMMITTEE REPORTS (FAC, ARC, A&E, ComCom, CCFC, CAC)	7:35 PM
IX. RESIDENT HEARINGS	n/a
X. RATIFICATION OF ELECTRONIC VOTES	n/a
XI. MATTERS FOR BOARD DECISION	8:10 PM
A. FAC Applicant Approval	Motion 2025 – 0401
B. CCFC – Pool Caulking – Pool Deck	Motion 2025 – 0402
C. CCFC – Pool Caulking -- Perimeter	Motion 2025 – 0403
D. Janitorial Contract	Motion 2025 – 0404
E. Pool Furniture	Motion 2025 - 0405
F. Abductor/Adductor and Rear Delt Proposal	Motion 2025 - 0406
G. Eco-Tek Power Washing Proposal	Motion 2025 – 0407
XII. MATTERS FOR BOARD DISCUSSION/INFORMATION	8:20 PM
A. DMS	

Prepared by:

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

Patrice Johnson (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.*

XIII. MATTERS FOR BOARD INFORMATION	8:50 PM
A. Management Report <ul style="list-style-type: none">• Project Updates	
XIV. EXECUTIVE SESSION – See Executive Session Agenda <i>(For the purpose of consulting with legal counsel)</i>	n/a
XV. NEW BUSINESS	n/a
XVI: ADJOURN	9:00 PM

DRAFT

Prepared by:
Steven P. Philbin, M ed., CMCA®, ARM®, PCAM® (General Manager)
Patrice Johnson (Assistant General Manager)

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**CAMERON STATON
BOARD OF DIRECTORS' MEETING
Tuesday, March 25, 2025 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:

Andrew Hill, President
Megan Christensen, Vice President
William Blumberg, Treasurer
Brendan Hanlon, Director
John Stowe, Director
Sarah Barnes, Director

BOARD MEMBERS ABSENT:

Joan Lampe, Secretary

OTHERS PRESENT:

Heather Graham, CMCA®, PCAM®, Executive Vice President of Community Association Management Professionals (CAMP)
Steve Philbin, M ed., CMCA®, ARM® PCAM®, General Manager
Patrice Johnson, Assistant General Manager
LT. Lion, City of Alexandria Police
Takis Taousakis, Chair, FAC
Trena Raines, Member, ARC
Tricia Hemel, Chair, ComCom
Andrew Yang, Chair, A&E
Martha Romans, Member, CAC

CALL TO ORDER:

Mr. Hill called the meeting to order at 7:00 p.m.

APPROVAL OF AGENDA:

Motion: Mr. Blumberg moved, and Mr. Hanlon seconded the motion to APPROVE the agenda as presented. **The motion passed unanimously, 5/0.**

APPROVAL OF MINUTES:

Motion: Mr. Blumberg moved, and Ms. Barnes seconded the motion to APPROVE the minutes of the February 25, 2025 Board meeting. **The motion passed unanimously, 5/0.**

CITY OF ALEXANDRIA POLICE DEPARTMENT – STAFF LIAISON:

LT. Lion reported that for the month there were 54 calls for service, a “peeping tom” was reported near the community, the suspect was arrested.

CAMERON STATION CIVIC ASSOCIATION:

No report.

HOMEOWNER'S FORUM:

Topics discussed were:

- Trena Raines: Inquired if the Board is planning to post any information to the residents about the recent “peeping tom” that was arrested.

TREASURER REPORT:

Mr. Blumberg reported that the Association continues to be in a good financial position, started the fiscal year with small cumulative surplus; balance sheet remains strong; two CDs that matured at the end of January and February were reinvested at 4.25% interest rate for \$125,000/each with Morgan Stanley bank; the reserve checking is more than adequate to meet immediate needs; and delinquency rate remains under 1%; snow removal is over budget by \$29,000; interest income is slightly under budget; and trash and recycling are also under budget YTD.

Change of Attendance

Mr. Stowe arrived at 7:15 p.m.

COMMITTEE REPORTS:

1. Financial Advisory Committee (FAC)

Mr. Taousakis reported that they started the fiscal year well except for snow removal which was over budget by \$29,000.

2. Architectural Review Committee (ARC)

Ms. Raines reported that the Committee reviewed three applications at their last meeting; they have a new member they would like the Board to approve; the Covenants Administrator has started the inspections of the homes, and two vehicles were towed this month for violating the parking policy.

3. Activities and Events Committee (A&E)

Mr. Yang reported the Committee hosted a Trivia Night on March 14th from 7 p.m.-9 p.m.; the Shred Truck Day will be held on March 29th from 9 a.m.-12 p.m.; for April, the Committee will be hosting the Egg Hunt and Spring Yard Sale event.

4. Communications Committee (ComCom)

Ms. Hemel reported that the Welcome Committee welcomed eight new families this month; the Meet & Greet for new residents is coming up on April 5th; and is working on a report to share with the Board about the analytics of the website.

5. Facilities Committee (CCFC)

Mr. Hanlon reported that there are two decision items in the Board packet recommended by the Committee, purchasing a new treadmill and replacing the outside fountain by the pool. The Committee has received feedback on the pool furniture and is working to find vendors to obtain quotes to replace the furniture.

6. Common Area Committee (CAC)

Ms. Romans reported that in the packet there is one proposal for the flowers at the entrance, gazebo, and planters; met with an arborist from the City about declining trees along the park trails; and a Committee member resigned and there is a vacancy on the Committee.

RESIDENT HEARINGS:

None

MATTERS FOR BOARD DECISION:

A. Spring Flower Rotation

Motion: Mr. Hanlon moved, and Mr. Blumberg seconded the motion to the Lancaster Landscape proposal for \$9,912.50 to be expensed from the Flower Rotation GL in operating expenses. **The motion passed unanimously, 6/0.**

B. Insurance Renewal

Motion: Mr. Hanlon moved, and Mr. Blumberg seconded the motion to APPROVE the Cascade Insurance Renewal Proposal for \$31,996 to be expensed from Operating Expenses. **Following discussion, the motion passed, 6/0.**

C. ARC Applicant Approval

Motion: Ms. Barnes moved, and Ms. Christensen seconded the motion to APPROVE appointing Peter Braun to the Architectural Review Committee (ARC) for a three-year term. **The motion passed, 5/1.**

In favor: Mr. Hill, Mr. Hanlon, Ms. Barnes, Mr. Stowe, Ms. Christensen

Oppose: Mr. Blumberg

Abstention: None

D. Elkay Water Fountain

Motion: Mr. Hanlon moved, and Mr. Blumberg seconded the motion to APPROVE the purchase of ELKAY model #VRCDMWSK and Fountain Kit for \$3,229.00 to be expensed Reserves. **Following discussion, the motion passed, 6/0.**

E. Incline Trainer

Motion: Mr. Hanlon moved, and Mr. Blumberg seconded the motion to the purchase of Health Fitness Free Motion Incline Trainer for \$8,634.03 to be expensed Reserves. **Following discussion, the motion passed, 6/0.**

MATTERS FOR BOARD DISCUSSION:

A. DMS

The Board discussed further revisions to the DMS; Management will edit the document for the Board's final review.

MATTERS FOR BOARD INFORMATION:

Management Report

Action Item list -Included in the Board packet for review.

- Project Updates -Mr. Philbin reported that he had a discussion with the shuttle bus manager, and he requested the Board pay the TMP fee for the shuttle in full through the end of the year or quarterly and he could offer a discount on the fee to the Association. The Board directed Management to request recent financials from the shuttle bus company.

NEW BUSINESS:

None.

EXECUTIVE SESSION:

Motion: Mr. Blumberg moved, and Ms. Christensen seconded the motion to move into an Executive Session for the purpose of reviewing a legal matter. **The motion passed unanimously, 6/0, and the meeting was convened into Executive Session at 8:20 p.m.**

Motion: Ms. Christensen moved, and Mr. Blumberg seconded the motion to exit Executive Session. **The motion passed unanimously, 6/0, and the meeting was reconvened into Open Session at 8:43 p.m.**

Ratify Matters in Executive Session

Motion: Ms. Barnes moved, and Mr. Blumberg seconded the motion to APPROVE to retain Todd Sinkins as CSCA attorney and move all collections and legal matters to Whiteford, Taylor & Preston, LLP. **The motion passed, 6/1/0.**

Motion: Mr. Hanson moved, and Mr. Blumberg seconded the motion to APPROVE filing a foreclosure on the home of a resident with account # XXXXXXXXXXXX509967. **The motion passed, 7/0/0.**

ADJOURNMENT:

Motion: Mr. Blumberg moved, and Ms. Barnes seconded the motion to adjourn the meeting at 8:45 p.m. **The motion passed, 5/1/0.**

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

Cameron Station Community Assoc. 4/29/25 Board Meeting – Key Updates

*Update by Sash Impastato
First Vice President
Cameron Station Civic Association*

Current Matters

- 1. Ben Brenman Bikeshare Station***
- 2. Housing 2040 Master Plan***
- 3. School Redistricting***
- 4. West End High Crash Intersection Safety Audits***

Green font indicates new additions from prior updates to the HOA board.

Ben Brenman Bikeshare Station

Civic Assoc. Position: The Civic Association would like to see the City put a proposed bikeshare station in Ben Brenman Park so long as the station is not in the street.

Implementation Date: 2025.

Current Status: City staff sent an email on April 8, 2025 stating that the updated proposed bikeshare station site will be within the park and adjacent to the intersection of Brenman Park Dr. and Somerville Street.

Next Step: Continue monitoring.

Project Summary: In May 2024, City staff discussed three proposed locations for a bikeshare station in or near Ben Brenman Park. The preferred option was Option 1 at Brenman Park Drive and Somerville Street. However, Option 1 was in the street (i.e. Ben Brenman Drive) so the Civic Association repeatedly requested that City staff place the bikeshare in the park rather than in the street. Since City staff steadfastly refused to honor the Civic Association's request to place the bikeshare other than in the street, the Civic Association got City Manager, Jim Parajon, involved. The City Manager was successful in getting City staff not to put a bike share in the street. City staff now is proposing to put the proposed bikeshare station site within the park and adjacent to the intersection of Brenman Park Dr. and Somerville Street. For more information on the bikeshare program, in general, go to: <https://www.alexandriava.gov/Bikesharing>.

Housing 2040 Master Plan

Civic Assoc. Position: The Civic Association is monitoring this matter to see when and what will be proposed in the Housing Plan 2040. Of particular concern would be (1) any changes to the application of RMF zoning in locations near Cameron Station, (2) removal or severely cutting back on parking minimums for new development projects, (3) allowing developers to determine

the floor-area ratios (FAR), (4) expanding FAR in exchange for additional affordable housing, or (5) allowing changes to the Cameron Station Coordinated Development District to allow multifamily housing to be built within the community.

Implementation Date: Winter 2025.

Current Status: Pop ups and more community engagement to occur in 2025.

Next Step: Continue monitoring and submit comments as necessary.

Project Summary: Per the City website, the “2013 Housing Master Plan (HMP) established principles, goals, and strategies to address Alexandria’s housing needs through 2025. The City is undertaking an update to the HMP to shape the City’s housing principles, goals and projects through 2040.” Based on a February 4, 2025 memorandum from Planning & Zoning Director Moritz to the City Planning Commission, the Housing 2040 Master Plan will be conducted in two Phases. Per this memorandum, Phase 1 will “track towards a December 2025 public hearing with community engagement planned through the Fall. Key Housing 2040 milestones include the release of draft updated housing principles and goals (Spring) and preliminary recommendations (Summer) for public review and feedback. Several topics have been prioritized in CY25 as part of Phase 1: Homeowner Resources, Tenant Resources and Protections, Housing Preservation, Affordable Housing Financial Tools, and Affordable Housing Contribution Procedure Updates. A workplan for Phase 1 recommendation implementation in CY26 + will be proposed.” Per the same memorandum, Phase 2 will consist of a “limited number of select Housing 2040 topics will continue into and/or be undertaken in CY26 due to their scale and scope. These include studying mixed-income senior housing + care models and identifying strategies to strengthen aging residential condominiums in coordination with local and regional partners and community stakeholders.”

The City issued draft principles and goals on March 18, 2025 and provided an online comment form with comments due April 20. The draft principles are to; 1. Advance Alexandria’s social, economic, cultural, racial and generational diversity by increasing access to housing options affordable at a variety of price points across its neighborhoods. 2. Support housing stability and create opportunities to grow generational wealth across its communities. 3. Ensure housing is built and maintained to support resident health, safety, and wellbeing. 4. Leverage City resources through creative public-private partnerships, collaboration with anchor institutions, innovative financing approaches, and inclusive stakeholder engagement. 5. Contribute to City land use, economic development, transportation, sustainability, climate action and public health goals. 6. Prepare for the City’s current and future housing needs and changing demographics. The draft housing goals are; “1. **EXPAND** housing options that are affordable and accessible to households at all income levels, life stages, and abilities. 2. **PRESERVE** committed affordable and market-rate rental housing where habitability and affordability commitments can be secured. 3. **STRENGTHEN** tenant protections and resources. 4. **CREATE** new committed affordable rental housing, with investment focused on housing affordable to households with incomes at 60% of the area median income and below. 5. **EXPAND** committed affordable homeownership opportunities. 6. **STRENGTHEN** existing common interest/condominium communities. 7. **SUPPORT** more options for seniors and persons with disabilities to live within the city. 8. **ENHANCE** housing quality, safety, and livability to support resident health and wellbeing. 9. **EMPOWER** residents with resources to

attain housing stability and economic mobility. **10. IMPROVE** energy efficiency in existing housing, and **ADVANCE** green building, climate action and other sustainability goals in new residential development.” (Emphasis in original)

The Civic Association believes that the Housing 2040 Master Plan, Vision Plan 2049 and Zoning For Housing are all interrelated with their main focus being adding more density in Alexandria than envisioned or allowed for in current small area plans or under current zoning policies in order to promote affordable housing. For more information, go to: <https://www.alexandriava.gov/HousingPlan>.

School Redistricting

Civic Assoc. Position: The Civic Association believes that the Alexandria Public Schools (ACPS) Board needs to develop a redistricting plan that keeps our community together rather than unnecessarily busing children living in Cameron Station to another school not within walking distance.

Implementation Date: August 2026.

Current Status: Continue monitoring.

Next Step: Submit comments to ACPS Board prior to the ACPS Board meeting on June 12, 2025.

Project Summary: In order to try and address school overcrowding, the ACPS Board, in June 2023, initiated a division-wide redistricting process by conducting a boundary analysis. As a result of that analysis, the ACPS Board issued three redistricting proposals on March 12, 2025 all of which split Cameron Station and would require children in Cameron Station currently going to Tucker Elementary to be bused elsewhere. On April 8, 2025, the ACPS Board issued their latest presentation which consists of seven revised proposals. Six of the proposals deal with Tucker Elementary and only one of them, the “Red Plan”, does not split Cameron Station up and bus children in the community to another school. For more info, go to:

<https://www.acps.k12.va.us/school-board/acps-redistricting>.

West End High-Crash Intersection Safety Audits

Civic Assoc. Position: The Civic Association is monitoring this matter since it is concerned that City staff could make recommendations that will exacerbate traffic congestion, particularly at the intersections of South Van Dorn Street and South Pickett Street and at South Van Dorn Street and Edsall Road.

Implementation Date: Unknown.

Current Status: City staff is conducting community outreach.

Next Step: Continue monitoring.

Project Summary: The City website states that the purpose of this project is to “evaluate safety needs and develop conceptual design options” for seven high-crash intersections in Alexandria: King Street and Dawes Avenue; King Street and 28th Street; King Street and Park Center Drive; Seminary Road and Mark Center Avenue; Seminary Road and Kenmore Avenue/Library Lane; South Van Dorn Street and South Pickett Street; and, South Van Dorn Street and Edsall Road.

The City is conducting a survey through April 28, 2025 and is currently undertaking community engagement. The intersections of South Van Dorn/Edsall Road and South Van Dorn/South Pickett both failed traffic studies in 2021¹ and the City is also proposing road diets on South Pickett Street, Eisenhower Avenue and Edsall Road. Hence, there is ample reason for concern that any City plans for these two intersections could result in gridlock along South Van Dorn. The survey for the safety audits can be found at: <https://www.research.net/r/AlexandriaVA-HighCrashIntersections>. For more info, go to: <https://www.alexandriava.gov/transportation-planning/project/west-end-high-crash-intersection-safety-audits>.

¹ See Traffic Impact Study prepared by Wells + Associates dated October 13, 2021 at pages 364 and 372 of the City staff report prepared for the City Council April 13, 2024 public hearing on the Vulcan Site Redevelopment.

Cameron Station Community Association
Financial Advisory Committee Meeting
March 24, 2025
FAC ZOOM Meeting
Meeting ID 929 6235 3196 Passcode 007612

MEETING MINUTES

I. Call to Order

- a. The meeting was called to order at 7:07 pm.
- b. Members Present; Chairman Takis Taousakis; Fred Blum; Jason Barnes; Matthew Rickert
- c. Others Present: Board Treasurer and Board Liaison Bill Blumberg; and CAMP Community Manager Steve Philbin.
- d. The meeting was conducted via Zoom.

II. Approval of Agenda

- a. The agenda was approved unanimously.

III. Approval of Previous Month's Minutes

- a. The February 24, 2025, minutes were approved unanimously.

IV. Resident Open Forum

- a. No residences were available

V. Review of Financial Results

- a. **February 28, 2025 Financial Variance Report, Balance Sheet, Revenue and Expense Statements.** Takis Taousakis began this past month's review noting we are early in the financial year and close to budget. The actual YTD operating revenue was \$668, slightly worse than budget, the operating expense was \$4,134 better than budget, and net operating income was \$3,466 better than budget.

Large unfavorable variance was the final snow removal expense in February for \$16,560.

The **delinquency percentage** for January 2025 was 0.75% well below the industry standard range of 3% to 5%

Balance Sheet – Operating and Replacement are the two main funds. We discussed the need to transfer \$399,473 from the Operating Fund to the Reserve Fund approved by the auditors several months ago.

- b. Cameron Station Committee Spending & Committed Funds** – Committees are beginning to spend early in the year. Of note, the facilities and common area committees show the most expenditure due to their contract obligations.
- c. Fund Investments** – The committee discussed the latest two CDs purchased for 4.25% that will mature in 2027. Additional CDs will mature over the next month, and it was recommended to move them again to CDs anticipating an interest rate close to 4%.
- d. Review of the CIRA Accounting Database** – 19% of owners are offsite. 76.6% of owners are ACH registered.

VI. Old Business

- a.** Steve Philbin reviewed the Reserve Project Spreadsheet. The Board approved \$50K for repairs to the gazebo, estimated the end of June, which should come out of the reserve funds originally budgeted for flat roof replacement and asphalt expenses. This year the committee will do a Level One Reserve Study to be effective January 2026. The Board asked, and the FAC agreed, to include in the study the cost benefit of solar panels to the club house.

VII. New Business

- a.** The committee discussed the installation of two sets of EV chargers around the neighborhood (each machine can charge two vehicles and uses up 2 parking spots). There was some limited discussion about break-even calculations, ability to charge residence a different rate than non-residents, and possibilities of minimizing the cost to the community for the installation and maintenance. Multiple companies (Blue Whale and Dominion Energy) are currently drafting proposals.

VIII. Adjournment

- a.** The meeting was adjourned at 8:04 pm.

CAMERON STATION COMMUNITY ASSOCIATION, INC.
ARCHITECTURAL REVIEW COMMITTEE
Wednesday, March 19, 2025

The regularly scheduled monthly meeting of the Architectural Review Committee (ARC) was held on Wednesday, March 19, 2025. The meeting was called to order at 19:03 by ARC Vice Chair Brian Sundin with a quorum present. The meeting was conducted via Zoom in accordance with Administrative Resolution No. 2022-15 (Amended): ARC Charter.

ARC MEMBERS IN ATTENDANCE VIA ZOOM

Kevin King (KK) – ARC Member
Trena Raines (TR) – ARC Member
Brian Sundin (BS) – ARC Vice Chair
Sharon Wilkinson (SW) – ARC Member
Holland Stasi (HS) – ARC Member

MEMBERS ABSENT

Tom Linton (TL) – ARC Chair

CHANGE OF ATTENDANCE

Holland Stasi (HS) – ARC Member, joined at 19:06

OTHERS IN ATTENDANCE VIA ZOOM

Cameron Station Residents
Joan Lampe, Board Liaison
Avante Thomas, On-Site Covenants Administrator, Cameron Station Community Association

APPROVE AGENDA

MOTION: “I move to approve the agenda for the March 19, 2025 ARC Meeting.”

Moved By: SW
Seconded By: BS
For: All
Against: None
Absent: TL, HS

MOTION PASSED

HOMEOWNERS OPEN FORUM

This portion of the meeting is set aside for any Cameron Station residents that would like to make a statement to the committee, not associated with any of the exterior modification applications for review this month. No homeowners made any comments.

REVIEW OF EXTERIOR MODIFICATION APPLICATIONS

Address	Homeowner Present?	Proposed Modification	ARC Action/Vote
191 Cameron Station Blvd	X	Awning installation	Approved Moved By: TR

			Seconded By: HS For: All Against: None Absent: TL Abstain: None MOTION PASSED
4917 Waple Ln	X	Landscaping	Approved Moved By: TR Seconded By: BS For: All Against: None Absent: TL Abstain: None MOTION PASSED
4917 Waple Ln	X	Patio Replacement	Approved Moved By: TR Seconded By: KK For: All Against: None Absent: TL Abstain: None MOTION PASSED

APPROVAL OF ARC MEETING MINUTES

MOTION: I move to approve the ARC Meeting Minutes from the February 19, 2025 meeting, with the following edits:

Moved By: HS
Seconded By: SW
For: All
Against: None
Absent: TL
Abstain: None
MOTION PASSED

MATTERS FOR COMMITTEE DISCUSSION

- A. Board Update
 - a. TL participated on behalf of the ARC and provided an update
 - b. Peter Braun’s ARC application will be considered at the board’s March meeting
 - c. *(privacy screening was a topic of discussion at the board meeting; should be considered by ARC)*
- B. ARC Attendee at next board meeting
 - a. TR/KK (3/25)
- C. Covenants Report
 - a. Comp inspections start 3/18 (90 violations vs 137 this time last year); next set starts 3/25
 - i. Window screens
 - ii. Paint touch ups on windows, decks and fences

- iii. Weeding driveway and other pavers on property
- b. Homeowner parking registration should be enforced; ensuring there are enough visitor parking spaces
 - i. Two tows this month (resident & visitor parking)
- c. Violations issued & abatements: only one was issued in March related to a resale; there may be an uptick in violations in the next couple of months as the inspections continue

ADJOURN

MOTION: "I move to adjourn the meeting at 19:37."

Moved By: SW

Seconded By: HS

For: All

Against: None

Absent: TL

Abstain: None

MOTION PASSED

Minutes prepared by TR

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
ACTIVITIES AND EVENTS MEETING
April 2, 2024

1 **COMMITTEE MEMBERS PRESENT:**

2 Andrew Yang- Chair
3 Sarah Turkaly -Committee Member
4 Rely Rodriguez -Committee Member
5

6 **COMMITTEE MEMBERS ABSENT:** Christina Damhuis, Ruby Masood

7 **OTHERS PRESENT:** none
8

9 **I. CALL TO ORDER**

10 **Motion:** The meeting is called to order at 7:35 p.m.
11

12 **II. APPROVAL OF MINUTES (none last month)**
13

14 **III. ITEMS FOR RECOMMENDATION:**

15 {The Committee reviewed the information and raised the following questions:}

- 16 1. Trivia Night (Friday, March 14)
17 a. 30 people attended, lots of left over cupcakes (suggest less next year), some alcohol left over
18 b. Suggest more questions/rounds, up to one minute between rounds to discuss final answer(s)
19 c. Suggest different tier prizes for first, second, third
20 2. Art History Lecture (Thursday, March 6)
21 a. 20 people attended, will schedule another for April 8
22 3. Shred Truck (Saturday, March 29)
23 a. Event went smoothly
24

25 **IV. NEW BUSINESS**

- 26 1. Art History Lecture (Tuesday, April 8, 7:30-8:30 pm)
27 a. Tosca will hold another lecture in similar format
28 b. Continue advertising in email blast leading up to event
29 2. Egg Hunt (Saturday, April 19, 10-11 am)
30 a. Christina waiting to hear back from bunny petting (10-11 am)
31 b. Andy purchased plastic eggs, candy
32 c. Andy will try to reserve the Great Room for egg filling 4/15 or 4/17, 7:30 pm
33 d. Andy will try to reserve the gym 4/19, 10 am as backup for inclement weather
34 e. Andy will submit a flyer this week, calls for volunteers and convertible
35 f. Andy will check Five Below for prizes (ages 0-2, 3-5, 6+, budget \$100 total)
36 g. Ideas for prizes: coloring books, plush, candy, frisbee/kite, puzzles, toys
37 h. Rely will check with Dunkin' for pre-ordering
38 i. Need 400 donut holes, 4 box of joe, 8 hot chocolate
39 3. Spring Yard Sale (Friday, March 14, 7-9 pm)
40 a. Andy will submit flyer this week, advertise in usual sources, facebook, nextdoor, patch
41 b. ComCom checking with other facebook pages
42 4. New Ideas

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
ACTIVITIES AND EVENTS MEETING
April 2, 2024

43 a. Rely suggested talent show

44

45 V. **ADJOURNMENT**

46 **Motion:** Andy_____ **MOVED** and Rely_____ **SECONDED** to adjourn the meeting
47 at 8__pm. The motion passed unanimously and the meeting was adjourned.

48

49 Respectfully Submitted,

50

51 Andrew Yang, Committee Chair

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
COMMUNICATIONS COMMITTEE MEETING
April 9, 2025

The meeting was held in person and on Zoom.

COMMITTEE MEMBERS PRESENT:

Tricia Hemel (Chair)
Susan Klejst
Gwen Toops
Emma Watson

COMMITTEE MEMBERS ABSENT:

Lenore Marema
Linda Taousakis
Carmen Mead

ALSO PRESENT:

Megan Christensen (Board Liaison)
Juana Michel (CAMP Representative)

CALL TO ORDER

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

I. APPROVAL OF AGENDA

Motion: The agenda was approved with no changes.

Result: Motion carried.

II. APPROVAL OF MINUTES

Motion: The minutes from the March 20, 2025 meeting were approved with no changes.

Result: Motion carried.

III. RESIDENT OPEN FORUM

No residents were present.

IV. ITEMS FOR DECISION OR RECOMMENDATION

None.

V. MATTERS FOR COMMITTEE INFORMATION

Management Report: Juana Michel reported that pool cleaning has begun. A soft date for the season opening is forthcoming. Mobile access is going well; residents with issues should contact Management or Juana directly.

Board Update: No updates at this time. The next Board of Directors meeting is scheduled for April 29, 2025.

Committee Chair Report: Tricia Hemel reported that information about the Yard Sale and a call for Eggstravaganza volunteers will appear in this week's edition of *The Connection*.

MINUTES
CAMERON STATION COMMUNITY ASSOCIATION
COMMUNICATIONS COMMITTEE MEETING
April 9, 2025

The Compass Subcommittee: Carmen Mead reported that a new writer contributed and several strong articles were published last month. An article on the Spring Welcome Event is in progress. The team is still seeking additional writers and editors. The Committee also discussed creating a resource to connect residents interested in book clubs. Emma Watson will write an article introducing the idea.

The Connection: The committee discussed removing the pickleball graphic due to overuse and continuing outreach to local retailers for features. Quality control for accuracy and grammar was emphasized.

Welcome Subcommittee: Susan Klejst reported that the Spring Welcome Event had 13 RSVPs and 7 families attended, with 22 responses from about 60 emails sent. The committee discussed removing “New Resident” from the event name to make it clear the Meet & Greet is open to all residents, while still focusing on welcoming new neighbors. A kids’ table with activities was also suggested. The next Meet & Greet will be on October 18, 2025. This date will be included in the Welcome Letter to new residents going forward - 12 new families will be welcomed this month.

Social Media: Tricia Hemel is working with Brand on weekly posts. No monthly analytics reported.

Website: The Shuttle Bus page is ready for publication after approval from Management. The Pool page will be the next focus. Members are encouraged to report broken links to Tricia or Management.

Photography: No report.

Marketing & Public Relations: Nothing to report.

Bulletins & Signage: Nothing to report.

Budget: Tricia Hemel reported that the Committee is in good standing.

VI. OLD BUSINESS

None.

VII. UPCOMING MEETINGS AND EVENTS

Board Meeting: April 29, 2025; Communications Committee Meeting: May 14, 2025

VIII. ADJOURNMENT

Tricia Hemel adjourned the meeting at 8:05 pm.

Respectfully Submitted, Emma Watson

DRAFT MEETING MINUTES
CAMERON CLUB FACILITIES COMMITTEE (CCFC)
Thursday, April 10, 2025

The following individuals attended the meeting:

Ray Celeste, CCFC Chair
Dan Ogg, CCFC Vice Chair (via Zoom)
Tim Regan, CCFC Member (via Zoom)
David Palmer CCFC member (via Zoom)
Paul King, CCFC Member (via Zoom)
Brendan Hanlon, Board Liaison (via Zoom)
Patrice Johnson, CAMP management
Steve Philbin, CAMP management (via Zoom)
Jill Bakner, HealthFitness (via Zoom)
Rich Mandley, HealthFitness (via Zoom)
Gretchen Fahn, HealthFitness (via Zoom)

The following individuals were absent: none.

NOTE: *Motions for the BOD are highlighted in bold italics.*

I. Call to Order/Establish Quorum

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

II. Approval of Agenda

Tim Regan made a motion to approve the agenda as written. Dan Ogg seconded the motion, and it passed unanimously.

III. Approval of Minutes

Tim Regan made a motion to approve the March 2025 CCFC meeting minutes, as written. Dan Ogg seconded the motion, and it passed unanimously.

IV. Homeowners' Open Forum

There were no homeowners present.

V. Board of Directors (BOD) update

Brendan Hanlon provided the BOD update:

- The Board approved the purchase of a new FreeMotion incline trainer.
- The Board approved the purchase of a new outdoor water fountain for the pool area.

VI. HealthFitness (formerly ProFIT) Representative Report

A. Rich Mandley announced that he will be retiring from HealthFitness later in April. Rich introduced the CCFC to Ms. Grethen Fahn, of HealthFitness, who will be taking over Rich's duties. The CCFC thanked Rich for his long service to the community.

March Report. Jill Bakner provided the update and noted that fitness center attendance continues to increase. The new stair-stepper machine was installed. HealthFitness is still working to find a new Pilates instructor.

B. Matrix Bike. The upright Matrix Bike is still out of service. Heartline has been called to repair the bike. The CCFC asked HealthFitness again to update the “out-of-service” sign on the bike to provide more recent updates for the residents.

VII. Matters for Committee Decision

A. Fitness Center Equipment. Dan Ogg noted that the Cybex leg abductor/adductor machine and the Cybex pec fly/rear delt machines need to be replaced.

Justification: The abductor/adductor machine was installed in 2014. The machine is more than 10 years old, beyond its warranty, and has required repairs to replace worn pads. The machine also has noticeable rust on several parts. The Cybex pec fly/rear delt machine was also installed in 2014 and is beyond its warranty. This machine is dated—and newer, more ergonomic machines are available.

Motion: *Dan Ogg made a motion to recommend the BOD approve Health Fitness’ Abductor/Adductor and Rear Delt proposal in the amount of \$7,662.74 to be expensed from Reserves. David Palmer seconded the motion, and it passed unanimously.*

The CCFC asked HealthFitness to see if they can obtain some trade value for the Cybex pec fly/rear delt machine.

B. Body Bar Proposal. The CCFC notes that several residents have asked that the CCFC procure a set of body bars for use in the fitness center. HealthFitness researched the body bars and provided a quote.

Justification: Several residents have requested body bars for the fitness center. HealthFitness representatives noted that body bars are popular in the other fitness centers they manage. The cost is less than \$2,500, so the purchase can be approved directly by the CCFC.

Motion: *Tim Regan made a motion to APPROVE Health Fitness’ Body Bar proposal in the amount of \$508.68 to be expensed from the “Recreation” line item in the Operating budget. As of March 2025, the balance in the Recreation line item was \$2,500. David Palmer seconded the motion, and it passed unanimously.*

C. Janitorial Service Contract. CAMP management discussed a proposal for a new janitorial services contract to replace the existing contract.

Justification: CAMP management provided a lengthy justification in the CCFC meeting packet for obtaining a new janitorial company. The four main reasons are to save money, obtain more dependable cleaners, obtain better quality cleaning service,

and avoid billing errors, which have been recent problems with the current cleaning company. The new proposed contract would save the community approximately \$35,000 over three years.

Motion: *Dan Ogg made a motion to recommend that the BOD approve the three-year janitorial contract proposal from CleanNet USA in the amount of \$115,650.00, to be paid from the “Janitorial Services” line item in the Operating Budget. Tim Regan seconded the motion, and it passed unanimously.*

- D. High Sierra caulking proposal #1.** CAMP management presented the first pool caulking proposal to the CCFC.

Justification: To prepare the community pool for operations and to pass the City of Alexandria inspection, the pool management company, High Sierra, notified CAMP that it will be mandatory to re-caulk the pool perimeter and skimmer pads. This work will need to be done soon to pass the city inspection.

Motion: *David Palmer made a motion to recommend the BOD approve High Sierra’s Proposal EST4844847 to remove and replace the old caulking around pool perimeter and skimmer pads in the amount of \$7,631.00 to be expensed from Reserves.*

- E. High Sierra Caulking proposal #2.** CAMP noted that High Sierra also recommended that the community re-caulk all the concrete joints on the pool deck and High Sierra offered a second proposal to do this work for \$8,385.00. CAMP noted that this work was not mandatory to pass the city inspection but was recommended by High Sierra.

The CCFC asked CAMP to get another quote from a general contractor to do this caulking work—and to ask High Sierra if they will offer a discount for doing both caulking jobs. CAMP management committed to obtain another bid.

- F. Pool Furniture Proposal.** CAMP management obtained two bids for new pool furniture after accounting for the preferences of community residents obtained via a pool furniture survey. The CCFC decided to proceed with the purchase of the pool furniture, but Dan Ogg noted that the furniture colors listed in the preferred bid do not closely match the colors chosen by the community residents. Dan Ogg will collaborate with CAMP management to ensure the color selection is correct before the contract is approved.

Justification: The current pool furniture is old, worn, and falling into disrepair. Pool furniture is listed in the Reserve Study to be replaced in 2025 at an estimated cost of \$57,660. The CCFC conducted two surveys of the community to solicit input on furniture styles and furniture colors. The residents’ preferences are included in the bids obtained from vendors. The quoted prices were higher than the Reserve Study estimate primarily due to higher-than-expected inflation.

Motion: *Dan Ogg made a motion to recommend the BOD approve Hadsell Sun and Shade's Proposal for pool furniture in the amount of \$61,737.00 to be expensed from Reserves. Tim Regan seconded the motion, and it passed unanimously.*

VIII. Matters for Committee Discussion

A. Pool Operating Procedures. Ray Celeste provided written procedures for the pool opening and pool hours. This information will be provided to the community in the Cameron Connection email blast.

IX. Management Report

A. Action Item List/Pending Tasks. Management reviewed the status of items on the Action List.

B. Financial Committed Funds. The CCFC operating budget is well positioned, and on-track to come in under budget for 2025.

X. New Business

Tim Regan, CCFC member, announced that, for family reasons, he will be resigning from the CCFC this month. The CCFC unanimously thanked Tim for his service to the CCFC.

XI. Adjournment

David Palmer made a motion to adjourn the meeting at 8:26 pm. Dan Ogg seconded the motion, and it passed unanimously.



**Common Area Committee
– April 2025
No Meeting Due to
Quorum**



Cameron Club Monthly Report

March 2025

Attendance and Usage

March – 5,384

Average usage per day-173

February – 5,232

- Average use per day-186

Facility & Operations

Group Exercise Class Program

- The most attended class for this month was Stretch & Core. We had an increase in attendance, 5 out of 10 classes.

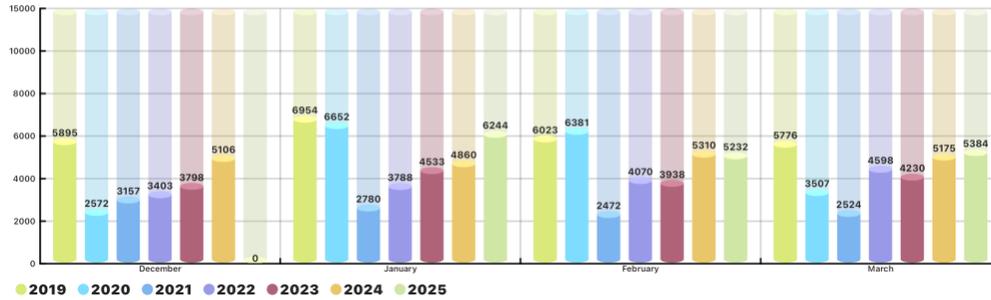
Exercise and Facilities Equipment

- Heartline/Liv has performed our PM. Currently we have the Matrix Stationary bike that is down. A request ticket has been initiated by Heartline/Liv for the Matrix Bike and as soon as it gets approved, they will coordinate with Matrix to get the bike repaired. There will be a sleeve replacement for the left pad of the Cybex abduction/adduction. Measurements have been taken and sent to the technician.

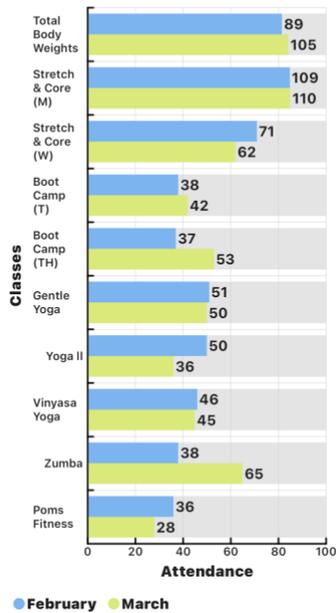
Programming

On March 29th we offered a basic self-defense class. We had 14 participate in this class. The class was focused on street awareness and basic hand to hand combat skills. We also went over concepts in dealing with straight edge weapons. Residents were really happy with this class and wanted this type of class to be offered more often. On the 26th of April we are going to encourage community by doing a dance hour 6pm to 7pm. This will offer a variety of music spanning the 80's, 90's and 2000's music. On April the 19th the winner of the are you fit enough challenge will be announced.

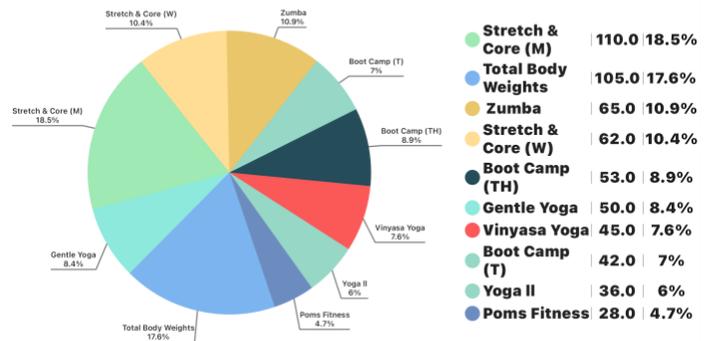
Attendance Numbers March 2025



Class Numbers March 2025



Percentage March 2025





**Cameron Station Community Association, Inc.
Board of Directors Decision Request
April 29, 2025**

**TOPIC: FAC Applicant
Motion 2025-0401**

Motion:

"I move to **APPROVE** the **FAC Applicant** _____ recommended at the FAC Meeting on Monday, April 28, 2025.

Motion: _____

2nd: _____

Summary: The Financial Advisory Committee (FAC) will meet/met on Monday, April 28, 2025, to interview two candidates interested in joining the FAC. The recommended applicant name will be brought to the Board of Directors meeting on Tuesday, April 29, 2025.

CAMP Recommendation:

Management supports this recommendation of the FAC.

VIRGINIA
4114 Legato Road, Suite 200
Fairfax, Virginia 22033

MARYLAND
209 West Street, Suite 302
Annapolis, Maryland 21401



CAMERON STATION COMMUNITY ASSOCIATION, INC.
Committee Member Registration Form

Please submit the completed form to the Cameron Station Management office for review by the individual Committee Chairs and the Board of Directors:

Name: Colleen Ayers
Home Address: 5067 Minda Ct. Alexandria VA 22304 United States
Email Address: [REDACTED]
Telephone Number: [REDACTED] (Cell) [REDACTED] (Home)

Condominium Owners please check the appropriate box:

- Carlton Place Condominium
- Condominiums at Cameron Station Blvd.
- Main Street Condominium
- Oakland Hall Condominium
- Residences at Cameron Station
- Woodland Hall Condominium

1) Check the name of the Committee you would like to join (please include a 2nd choice as well):

- Architectural Review Committee
- Activities & Events Planning Committee
- Cameron Club Facilities Committee
- Common Area Committee
- Communications Committee
- X Financial Advisory Committee

2) Provide a brief statement describing your qualifications (you may attach any pertinent information):

13 years working as an inspector for the Department of State, skilled working with data
generally good with numbers.

3) State your reasons why you would like to join this committee:

Participate more directly in the community and help the HOA spend our funds
wisely and prudently.

Thank you for your time and interest.



**Cameron Station Community Association, Inc.
Board of Directors Meeting
April 29, 2025**

**TOPIC: Pool Deck Caulking Proposal - EST4884847
Motion 2025-0402**

Motion:

“I make a motion to **APPROVE** the pool caulking proposal in the amount of **\$7,631/\$6,431 (reduced \$1,200 each proposal with both caulking proposals approved)** to be expensed from Reserves.”

Motion: _____

2nd: _____

Summary:

While not required, the CCFC Committee has recommended this work to be completed because the hot summer in 2024 had significant impact on the deck. The lower amount is the price if you complete the work in both proposals.

CAMP Recommendation:

CAMP recommends you approve this work due to the issues from the hot sun in 2024.



Proposal

"Your Partner in Pool Management and Service"

Client Name: Cameron Station Community
 Project Name: BUDGET 2025 - Replace Caulk for Main Pool and Wading Pool Perimeters and around Skimmer Pads, Replace Caulk in Deck Joints
 Jobsite Address: 200 Cameron Station Blvd Alexandria, VA 22304 Billing Address: 200 Cameron Station Blvd Alexandria, VA 22304
 Estimate ID: EST4844847 Drawing #: REVISED 4/21/25
 Date: Aug 15, 2024

REVISED PROPOSAL - DISCOUNT APPLIED

Main Pool - Replace Caulk for Perimeter and around Skimmer Pads \$3,887.00

251 In ft	Remove Old, Supply and Install New Caulk for Pool Perimeter	\$13/In ft	\$3,263.00
8 Each	Replace Caulk around Skimmer Pad	\$78/each	\$624.00

Wading Pool - Replace Caulk for Perimeter and around Skimmer Pads \$1,144.00

82 In ft	Remove Old, Supply and Install New Caulk for Pool Perimeter	\$13/In ft	\$1,066.00
1 Each	Replace Caulk around Skimmer Pad	\$78/each	\$78.00

Pool Deck - Replace Caulk in Deck Joints \$2,600.00

200 In ft	Remove Old, Supply and Install New Caulk for Deck Joints	\$13/In ft	\$2,600.00
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Customer Discount -\$1,200.00

Discount only applies if this proposal is approved along with EST4844861

1	Customer Discount		-\$1,200.00
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Subtotal \$6,431.00

Taxes \$0.00

Estimate Total \$6,431.00

TERMS AND CONDITIONS: All Unforeseen conditions and work complications will be reported to the management. All Change orders are subject to prior approval. All work to be done in a professional manner and all materials to complete the above work to be included in this agreement. Contractor is not responsible for damage to such items as, but not limited to, curbs, sidewalks, driveways, patios, lawns, shrubs, sprinkler systems and appurtenances. This estimate applies only to the job described above. The invoice will be submitted upon completion of the work. The payment is due upon receipt unless specified otherwise. Please sign below and return to the Sierra offices in order to schedule the above work. Prices are subject to change without notice.

Estimate authorized by: _____
Company Representative

Estimate approved by: _____
Customer Representative

Signature Date: _____

Signature Date: _____



Continental Pools - NOVA
 14120 Parke Long Court, Ste 111,
 Chantilly, VA 20151
 703-321-7040

Cameron Station Community Swimming Pool Repair/Maintenance Specification

Please provide an authorizing signature at each item and fax this page to (301) 498-2709

Repairs

<u>Name</u>	<u>Qty/Units</u>	<u>Price</u>	<u>Ext. Price</u>	<u>Owner Initials</u>
Remove and Replace Pool Perimeter Caulk at Wading pool to include one skimmer pad	88.00 Ft	13.25	1,166.00	_____
Remove and Replace Deck Expansion Caulk	200.00 Ft	17.00	3,400.00	_____
Remove and Replace Pool Perimeter Caulk at Main pool to include 8 skimmer pads	298.00 Ft	13.25	3,948.50	_____
Repairs Subtotal:				8,514.50
Total:				8,514.50

**Sales Tax will be added to the parts invoice upon billing.
 ** If you are a DC customer, sales tax will be added to all parts, construction, and repair invoices upon billing.*

Prices quoted are valid for 30 days from 4/14/2025.

CONTINENTAL POOLS, LLC

STANDARD TERMS, CONDITIONS, & WARRANTIES

The following Terms, Conditions, & Warranties, together with the executed Proposal/Service Repair Letter, constitute a contract (“Agreement”) between Continental Pools, LLC (“Contractor”) and Cameron Station Community (“Owner”) to which materials and/or labor is being supplied (“work”). The parties agree as follows:

OWNER RESPONSIBILITIES

1. **ACCESS TO SITE** - The owner shall provide and designate sufficient and proper access to the job site for the movement of trucks, tools, dumpsters and other equipment and materials. Contractor shall not be responsible for damage to lawns, landscaping, trees, curbs, sidewalks, driveways, roads, sewage systems, or to any real or personal property caused by Contractor's equipment within the access way to and the work area itself. Unless otherwise provided in this Agreement, no sodding, seeding, fine grading and/or landscaping are to be provided by Contractor. Contractor's obligation in that regard consists of returning pool area to rough grade and broom cleaning site so that it is free of all debris and excess materials upon completion. Contractor will not be responsible for clean-up of dust created from wind or sandblasting, unless otherwise agreed.
2. **UTILITIES** - Owner agrees to furnish electric power and water to the construction site for use by Contractor during the repair work. Owner is responsible for the payment, and delivery of fill water, if needed.
3. **DELAY** - Delay of work by Owner will render the completion date indicated in this Agreement inapplicable and Owner shall be responsible for all costs related to such delays.
4. **CHANGE ORDERS** - Some change orders may be necessary due to job conditions, changes required after plans have been submitted for permits, product unavailability, or because, as the work progresses, changes for the benefit of the Owner become obvious. Materials and/or work, in addition to that expressly provided for in this Agreement, will be billed separately by Contractor to Owner. Payment for such additional materials and/or work is due upon delivery and/or completion.

GENERAL PROVISIONS AND WARRANTIES

5. **PLANS** - If plans and specifications are attached, they form part of this Agreement. In case of conflict between such plans and specifications and the agreed conditions of this Agreement, the agreed conditions of this Agreement shall prevail. Contractor shall have the right to make inconsequential adjustments to the procedure, materials, and/or methods when the result is equal to or is greater than the expected work as determined by and at the sole discretion of Contractor.
6. **DELAY** - Contractor shall not be liable for loss or damage of any kind attributable to any delay caused by, but not limited to, weather conditions, labor difficulties, accidents, acts of civil or military authorities, acts of God, acts by Owner or other contractors, or any other conditions, causes or circumstances beyond Contractor's control.

7. **DEMOLITION** - During the demolition phase of the work, concealed/affected areas may need improvement; these items shall be billed at additional cost upon owner approval. These possible exceptions include, but are not limited to, additional delaminated or hollow whitecoat "pops", excessive thickness of mud bed between coping stones and bond beam, existing bond beam damage, excessive thickness of existing concrete (> 4"), electrical or plumbing lines in or below concrete, rebar running in concrete requiring removal, and effects from vibrations during use of demolition equipment. If coping and/or tile are not replaced in conjunction with each other, or only partially replaced, Contractor will use caution during demolition, however, should remaining pieces become damaged, Contractor will replace all such areas at additional cost to Owner upon approval.

8. **ELECTRICAL** - Electrical connections are excluded from this Agreement unless otherwise specified. The existing electrical service is assumed to be adequate for the use of the existing swimming pool equipment and any new equipment which has been provided or requested and approved for installation. If, for any reason, electrical upgrades are needed for the use of said equipment, such upgrades or improvements will be at the Owners expense.

9. **SUBSTITUTIONS** - Contractor reserves the right to substitute materials, equipment or methods of equal or better quality to that specified in this Agreement without notification or any additional cost to Owner.

10. **OWNER BREACH** - In the event Owner breaches any of the terms and conditions of this Agreement, Contractor may, without waiving any rights it may have as a result of said breach, continue to do work pursuant to this Agreement, or it may stop work without further obligation or liability to Owner. If the latter, Owner forfeits all payments previously made to Contractor, and Owner will be liable to Contractor for damages caused by said breach, and all costs incurred by Contractor including reasonable attorney's fees and other costs of collection.

11. **WARRANTY** - Contractor warrants that all materials and/or parts used to complete the work will be made of suitable quality and all work completed in a competent and workmanlike manner in accord with industry standards. Any defect in Contractor's workmanship appearing within twelve months of completion shall be repaired without cost, conditional upon Owner providing written notice of such defect within fifteen (15) days of learning of said defect and taking appropriate and reasonable measures to mitigate further damage, without cost to Contractor without prior approval. Machinery and/or assembly units, parts, motors, fittings, heaters, accessories, and other manufactured items and materials purchased by Contractor for use in completing the work are provided with only the manufacturer's warranty, if such a warranty exists, and Owner agrees and understands that he/she shall rely solely upon the terms of any such warranty if it exists.

12. **DAMAGES** - Contractor's warranty does not include, and Contractor shall not be responsible for any damage resulting from, or caused by, surface drainage, acts of God, or the draining or emptying of the pool.

13. **INSURANCE** - Contractor will maintain Public Liability Insurance to protect against accidents and injuries directly due to the gross negligence of Contractor or our employees. Owner has or will obtain, prior to the start of work, a suitable insurance policy to protect his/her property and interests. It is expressly agreed and understood that Contractor will not be liable or responsible to any person for loss, injury and/or damage sustained as a result of the use of the pool or its facilities, save and excepting that caused by the gross negligence of the Contractor or its employees. Contractor is specifically exempt from liability due to mechanical failure of equipment or damage to the pool due to faulty construction or defective workmanship by others, or hydrostatic conditions. If Contractor is invited to complete pool work or any other type of work

that requires the draining of the pool, Contractor will not be responsible for any damages related to the water level in said pool.

14. **HAZARDOUS MATERIALS** - Contractor specifically reserves the right to halt excavation, demolition, or construction processes, without penalty under this Agreement or incurring financial or legal responsibility for, the discovery or exposure of any and all hazardous materials including, but not limited to lead, asbestos, petroleum products, medical waste and any other hazardous material that has a natural or unnatural origin, and the disposal, abatement, or remediation of such materials. Owner agrees to, at his/her own expense, remedy any such discovered defect and provide a site, free of hazardous materials, prior to the entry or re-entry of Contractor personnel while maintaining the schedule of payments as provided elsewhere in this Agreement or supporting documents.

15. **SUBSURFACE** - Contractor has assumed the excavation site to be free and clear of concealed/unforeseeable subsurface conditions, natural or unnatural, which would impede the progress of normal excavation. There is no provision in this Agreement to allow for expenses associated with the use of mechanical breakers, explosives, or the removal and disposal of unsuitable soils, rock, waste materials or other objects of any kind. Further, there is no allowance for expenses associated with the installation of suitable replacement materials. Owner, at his/her own expense, utilizing Contractor or other qualified personnel, shall remedy any such situation before Contractor proceeds with further excavation. In addition, stone needed for low or washed out areas is Owner's responsibility. The costs of repairing/replacing unmarked, mismarked or unknown underground utility lines, piping or conduits of any nature or any other subsurface item is also excluded.

OTHER TERMS

16. **NOTICE & ACCEPTANCE** - Unless otherwise provided in the Authorization to Perform Work, Owner agrees to pay Contractor within thirty (30) days after work is complete or accepted, whichever comes first. Unless otherwise agreed in writing, Owner agrees that written notice must be made for any deficiency, defect, or warranty claim within fifteen (15) days. Failure to provide timely written notice shall constitute acceptance of the work and payment in full shall be due.

17. **CLAIMS** - It is specifically agreed that no legal claims or actions may be made or commenced against Contractor before Owner has provided proper notice, Contractor has had a reasonable opportunity to complete the work or warranty repairs, and until the contract price, including any change orders, has been paid in full.

18. **PAYMENT & COLLECTION** - In the event that timely payment is not made, Owner shall be obligated to pay 1¹/₂% per month interest on any unpaid balance in addition to any costs of collection including reasonable attorney's fees. It is the express intent of the parties to this Agreement that title to equipment and accessories shall not pass to Owner until the full price in accordance with this Agreement shall have been paid to Contractor. If payment is not made according to this Agreement, Contractor may at its sole discretion, without notice, enter Owner's premises and repossess any equipment and/or accessories provided in this Agreement, and apply the value, less reasonable depreciation, against any unpaid balance. Contractor may also suspend or terminate the performance of additional services until the balance is paid.

This Agreement (Standard Terms, Conditions and Warranties) together with the executed Proposal/Service Repair Letter constitutes the entire understanding between the parties and there are no other agreements, representations, or warranties therewith.

Print Name

Signature

Sign Date



**Cameron Station Community Association, Inc.
Board of Directors Meeting
April 29, 2025**

**TOPIC: Pool Deck Caulking Proposal - EST4844861
Motion 2025-0403**

Motion:

“I make a motion to **APPROVE** the pool caulking proposal in the amount of **\$8,385.00/\$7,185.00 (reduced \$1,200 with both caulking proposals approved)** to be expensed from Reserves.”

Motion: _____

2nd: _____

Summary:

While not required, the CCFC Committee has recommended this work to be completed due to the hot summer we had in 2024 and significant impact on the deck. The lower amount is the price if we complete the work in both proposals. It is a \$1000 discount for approving both proposals.

CAMP Recommendation:

CAMP recommends you approve this work.



Proposal

"Your Partner in Pool Management and Service"

Client Name: Cameron Station Community
 Project Name: BUDGET 2025 - OPTIONAL - Replace Caulk around Building and Underneath Fence
 Jobsite Address: 200 Cameron Station Blvd Alexandria, VA 22304 Billing Address: 200 Cameron Station Blvd Alexandria, VA 22304
 Estimate ID: EST4844861 Drawing #: Revised 4/21
 Date: Aug 15, 2024

REVISED PROPOSAL - DISCOUNT APPLIED

Replace Caulk around Building and Underneath Fence			\$8,385.00
645 In ft	Remove Old, Supply and Install New Caulk for Deck Joints	\$13/ln ft	\$8,385.00
Customer Discount			-\$1,200.00
Discount only applies if this proposal is approved along with EST4844847			
1	Customer Discount		-\$1,200.00
Subtotal			\$7,185.00
Taxes			\$0.00
Estimate Total			\$7,185.00

TERMS AND CONDITIONS: All Unforeseen conditions and work complications will be reported to the management. All Change orders are subject to prior approval. All work to be done in a professional manner and all materials to complete the above work to be included in this agreement. Contractor is not responsible for damage to such items as, but not limited to, curbs, sidewalks, driveways, patios, lawns, shrubs, sprinkler systems and appurtenances. This estimate applies only to the job described above. The invoice will be submitted upon completion of the work. The payment is due upon receipt unless specified otherwise. Please sign below and return to the Sierra offices in order to schedule the above work. Prices are subject to change without notice.

Estimate authorized by: _____
 Company Representative

Estimate approved by: _____
 Customer Representative

Signature Date: _____

Signature Date: _____



Continental Pools - NOVA
 14120 Parke Long Court, Ste 111,
 Chantilly, VA 20151
 703-321-7040

**Cameron Station Community
 Swimming Pool Repair/Maintenance Specification**

Please provide an authorizing signature at each item and fax this page to (301) 498-2709

Repairs

<u>Name</u>	<u>Qty/Units</u>	<u>Price</u>	<u>Ext. Price</u>	<u>Owner Initials</u>
Remove and Replace caulk around building and under wading pool fence	245.00 Ft	13.25	3,246.25	_____
Remove and replace caulk at Control joints	400.00 Ft	13.25	5,300.00	_____
Repairs Subtotal:			8,546.25	
Total:			8,546.25	

**Sales Tax will be added to the parts invoice upon billing.
 ** If you are a DC customer, sales tax will be added to all parts, construction, and repair invoices upon billing.*

Prices quoted are valid for 30 days from 4/14/2025.

CONTINENTAL POOLS, LLC

STANDARD TERMS, CONDITIONS, & WARRANTIES

The following Terms, Conditions, & Warranties, together with the executed Proposal/Service Repair Letter, constitute a contract (“Agreement”) between Continental Pools, LLC (“Contractor”) and Cameron Station Community (“Owner”) to which materials and/or labor is being supplied (“work”). The parties agree as follows:

OWNER RESPONSIBILITIES

1. **ACCESS TO SITE** - The owner shall provide and designate sufficient and proper access to the job site for the movement of trucks, tools, dumpsters and other equipment and materials. Contractor shall not be responsible for damage to lawns, landscaping, trees, curbs, sidewalks, driveways, roads, sewage systems, or to any real or personal property caused by Contractor's equipment within the access way to and the work area itself. Unless otherwise provided in this Agreement, no sodding, seeding, fine grading and/or landscaping are to be provided by Contractor. Contractor's obligation in that regard consists of returning pool area to rough grade and broom cleaning site so that it is free of all debris and excess materials upon completion. Contractor will not be responsible for clean-up of dust created from wind or sandblasting, unless otherwise agreed.
2. **UTILITIES** - Owner agrees to furnish electric power and water to the construction site for use by Contractor during the repair work. Owner is responsible for the payment, and delivery of fill water, if needed.
3. **DELAY** - Delay of work by Owner will render the completion date indicated in this Agreement inapplicable and Owner shall be responsible for all costs related to such delays.
4. **CHANGE ORDERS** - Some change orders may be necessary due to job conditions, changes required after plans have been submitted for permits, product unavailability, or because, as the work progresses, changes for the benefit of the Owner become obvious. Materials and/or work, in addition to that expressly provided for in this Agreement, will be billed separately by Contractor to Owner. Payment for such additional materials and/or work is due upon delivery and/or completion.

GENERAL PROVISIONS AND WARRANTIES

5. **PLANS** - If plans and specifications are attached, they form part of this Agreement. In case of conflict between such plans and specifications and the agreed conditions of this Agreement, the agreed conditions of this Agreement shall prevail. Contractor shall have the right to make inconsequential adjustments to the procedure, materials, and/or methods when the result is equal to or is greater than the expected work as determined by and at the sole discretion of Contractor.
6. **DELAY** - Contractor shall not be liable for loss or damage of any kind attributable to any delay caused by, but not limited to, weather conditions, labor difficulties, accidents, acts of civil or military authorities, acts of God, acts by Owner or other contractors, or any other conditions, causes or circumstances beyond Contractor's control.

7. **DEMOLITION** - During the demolition phase of the work, concealed/affected areas may need improvement; these items shall be billed at additional cost upon owner approval. These possible exceptions include, but are not limited to, additional delaminated or hollow whitecoat "pops", excessive thickness of mud bed between coping stones and bond beam, existing bond beam damage, excessive thickness of existing concrete (> 4"), electrical or plumbing lines in or below concrete, rebar running in concrete requiring removal, and effects from vibrations during use of demolition equipment. If coping and/or tile are not replaced in conjunction with each other, or only partially replaced, Contractor will use caution during demolition, however, should remaining pieces become damaged, Contractor will replace all such areas at additional cost to Owner upon approval.

8. **ELECTRICAL** - Electrical connections are excluded from this Agreement unless otherwise specified. The existing electrical service is assumed to be adequate for the use of the existing swimming pool equipment and any new equipment which has been provided or requested and approved for installation. If, for any reason, electrical upgrades are needed for the use of said equipment, such upgrades or improvements will be at the Owners expense.

9. **SUBSTITUTIONS** - Contractor reserves the right to substitute materials, equipment or methods of equal or better quality to that specified in this Agreement without notification or any additional cost to Owner.

10. **OWNER BREACH** - In the event Owner breaches any of the terms and conditions of this Agreement, Contractor may, without waiving any rights it may have as a result of said breach, continue to do work pursuant to this Agreement, or it may stop work without further obligation or liability to Owner. If the latter, Owner forfeits all payments previously made to Contractor, and Owner will be liable to Contractor for damages caused by said breach, and all costs incurred by Contractor including reasonable attorney's fees and other costs of collection.

11. **WARRANTY** - Contractor warrants that all materials and/or parts used to complete the work will be made of suitable quality and all work completed in a competent and workmanlike manner in accord with industry standards. Any defect in Contractor's workmanship appearing within twelve months of completion shall be repaired without cost, conditional upon Owner providing written notice of such defect within fifteen (15) days of learning of said defect and taking appropriate and reasonable measures to mitigate further damage, without cost to Contractor without prior approval. Machinery and/or assembly units, parts, motors, fittings, heaters, accessories, and other manufactured items and materials purchased by Contractor for use in completing the work are provided with only the manufacturer's warranty, if such a warranty exists, and Owner agrees and understands that he/she shall rely solely upon the terms of any such warranty if it exists.

12. **DAMAGES** - Contractor's warranty does not include, and Contractor shall not be responsible for any damage resulting from, or caused by, surface drainage, acts of God, or the draining or emptying of the pool.

13. **INSURANCE** - Contractor will maintain Public Liability Insurance to protect against accidents and injuries directly due to the gross negligence of Contractor or our employees. Owner has or will obtain, prior to the start of work, a suitable insurance policy to protect his/her property and interests. It is expressly agreed and understood that Contractor will not be liable or responsible to any person for loss, injury and/or damage sustained as a result of the use of the pool or its facilities, save and excepting that caused by the gross negligence of the Contractor or its employees. Contractor is specifically exempt from liability due to mechanical failure of equipment or damage to the pool due to faulty construction or defective workmanship by others, or hydrostatic conditions. If Contractor is invited to complete pool work or any other type of work

that requires the draining of the pool, Contractor will not be responsible for any damages related to the water level in said pool.

14. **HAZARDOUS MATERIALS** - Contractor specifically reserves the right to halt excavation, demolition, or construction processes, without penalty under this Agreement or incurring financial or legal responsibility for, the discovery or exposure of any and all hazardous materials including, but not limited to lead, asbestos, petroleum products, medical waste and any other hazardous material that has a natural or unnatural origin, and the disposal, abatement, or remediation of such materials. Owner agrees to, at his/her own expense, remedy any such discovered defect and provide a site, free of hazardous materials, prior to the entry or re-entry of Contractor personnel while maintaining the schedule of payments as provided elsewhere in this Agreement or supporting documents.

15. **SUBSURFACE** - Contractor has assumed the excavation site to be free and clear of concealed/unforeseeable subsurface conditions, natural or unnatural, which would impede the progress of normal excavation. There is no provision in this Agreement to allow for expenses associated with the use of mechanical breakers, explosives, or the removal and disposal of unsuitable soils, rock, waste materials or other objects of any kind. Further, there is no allowance for expenses associated with the installation of suitable replacement materials. Owner, at his/her own expense, utilizing Contractor or other qualified personnel, shall remedy any such situation before Contractor proceeds with further excavation. In addition, stone needed for low or washed out areas is Owner's responsibility. The costs of repairing/replacing unmarked, mismarked or unknown underground utility lines, piping or conduits of any nature or any other subsurface item is also excluded.

OTHER TERMS

16. **NOTICE & ACCEPTANCE** - Unless otherwise provided in the Authorization to Perform Work, Owner agrees to pay Contractor within thirty (30) days after work is complete or accepted, whichever comes first. Unless otherwise agreed in writing, Owner agrees that written notice must be made for any deficiency, defect, or warranty claim within fifteen (15) days. Failure to provide timely written notice shall constitute acceptance of the work and payment in full shall be due.

17. **CLAIMS** - It is specifically agreed that no legal claims or actions may be made or commenced against Contractor before Owner has provided proper notice, Contractor has had a reasonable opportunity to complete the work or warranty repairs, and until the contract price, including any change orders, has been paid in full.

18. **PAYMENT & COLLECTION** - In the event that timely payment is not made, Owner shall be obligated to pay 1¹/₂% per month interest on any unpaid balance in addition to any costs of collection including reasonable attorney's fees. It is the express intent of the parties to this Agreement that title to equipment and accessories shall not pass to Owner until the full price in accordance with this Agreement shall have been paid to Contractor. If payment is not made according to this Agreement, Contractor may at its sole discretion, without notice, enter Owner's premises and repossess any equipment and/or accessories provided in this Agreement, and apply the value, less reasonable depreciation, against any unpaid balance. Contractor may also suspend or terminate the performance of additional services until the balance is paid.

This Agreement (Standard Terms, Conditions and Warranties) together with the executed Proposal/Service Repair Letter constitutes the entire understanding between the parties and there are no other agreements, representations, or warranties therewith.

Print Name

Signature

Sign Date



**Cameron Station Community Association, Inc.
Cameron Club Facilities Committee
April 10, 2025**

**TOPIC: Janitorial Contract for the *Cameron Club*
Motion 2025-0404**

Motion:

“I move to recommend to the Board of Directors the three-year *janitorial contract proposal from CleanNet USA in the amount of \$115,650* “

Motion: _____

2nd: _____

Summary:

NSC has been cleaning the clubhouse for approximately six (6) years. The contract became month-to-month on April 1, 2025. Management does not like to recommend a change in contractors because it brings substantial work on management to ensure the new contractor is following the contract and meeting the expectation of work being performed listed in the Request For Proposal. However, management is recommending a change in cleaning companies to **CleanNet USA** for the following reasons:

- Price. There is three-year savings of \$35,231 (less than NSC) during the length of the contract
- Personnel. Since Rae has moved to the front desk full-time, management does not know who the cleaning person is that cleans the Cameron Club. We have not been introduced. The supervisor, Jhonny, only comes in on occasion. There was a regional employee, Donald Bryant, who visited twice when we had cleaning issues in the fitness center. He is no longer with the company, and we have not met his replacement.
- Cleanliness. The overall cleanliness of the building is ok but there were some complaints. Management needed to request a supervisor to walk the Cameron Club building to indicate some cleanliness issues. This is NOT a major concern.
- Billing. The last two plus years has been difficult keeping the CSCA financials accurate. CSCA was double billed October 2024. This year, NSC did not bill January, February, and March until management sent a strong email indicating concerns that we need to pay for the service in the month it is provided. In April 2024, contract amount increased, and management had to communicate that their invoices were incorrect. They disagreed and realized their mistake 2-3 months after we informed them of their error. They added the increase amount on a future monthly invoice.

CAMP Recommendation:

Management supports the recommendation to the Board to change contractors.

VIRGINIA
4114 Legato Road, Suite 200
Fairfax, Virginia 22033

MARYLAND
209 West Street, Suite 302
Annapolis, Maryland 21401



Janitorial and Special Cleaning Comparison Matrix				
PREMIUM SUMMARY	NSC -- Current Lance Breidor	NSC -- FY25 Lance Breidor	CIA Cleaning Melvin Escobar	CleanNet USA Heather Maggio
Cameron Club Cleaning -- June 1, 2025	\$3,756.66 x 12 = \$45,079.92	\$3,756.66 x 12 = \$45,079.92	\$3,550. x 12 = \$42,600	\$2,066 x 12 + cleaning products = \$24,792
Supplies per month	Included	Included	Included	\$500 x 12 = \$6,000
Fitness Center Deep Clean - twice per year	485 (1x)	485 x 4 = \$1,940	Included	\$350 x 4 = \$1,400
Machine Scrub Restrooms x Qtrly	Included	Included	Included	\$415 x 4 = \$1,660/year Grout
Fitness Center Mats x Qtrly	Included	Included	Included	\$325 x 4 = \$1,300/year Fitness Mats
Carpet Clean/Shampoo x 2 per year	Included	Included	Included	\$375 x 2 = \$750 year Carpet Shampoo
Upholstery Cleaning - 7 chairs + 1 sofa - 2x per year	Included	Included	Included	\$145 x 2 = \$290 Upholstery Cleaning
Exterior Window (up high) x 2 per year	Included	Included	Included	\$325 x 2 = \$650 High exterior windows
Locker Rooms -- Deep Clean - 2 times per year	Included	Included	Included	\$250 x 2 = \$500 Locker rooms Deep Clean
114 Chairs Cleaned 2x per year	\$1,908	\$1,908	Included	\$768
Great Room, Henderson Room, Board Room and Management Office				
Total Cleaning:	\$48,928	\$48,928	\$42,600	\$37,342
Special Rental Cleaning \$150/event	\$150 x 54 est events per year: \$8,100 (Paid by Residents)	See Below for Price Increase (Increase to Residents)	\$150/event x 54 events for 2025 \$8,100	\$150/event x 54 estimated events for 2025 (Paid by residents) \$8,100
\$175 per event Saturdays	n/a (currently \$150 per rental)	\$175 x 32 Rentals = \$5,600 (increased)	Same as above	Same as above
\$185 per event Sundays	n/a (currently \$150/per rental)	\$185 x 22 Rentals = \$4,070 (increased)	Same as above	Same as above
Year #1	Incumbent	\$3,756.66 x 12 = \$45,079.92 + \$1,940 + \$1908 = \$48,928	\$ 3,550 x 12 = \$42,600	\$38,110
Year #2	Incumbent	\$3,869.36 x 12 = \$46,432.32 + \$1,940 + \$1,908 = \$50,280	\$3,650 x 12 = \$43,800	n/a - only minimum wage increases
Year #3	Incumbent	\$3,985.44 x 12 = \$47,825.28 + \$1,940 + \$1,908 = \$51,673	\$3,700 x 12 = \$44,400	n/a - only minimum wage increases
		\$48,928	\$42,600	\$38,110
		\$50,280	\$43,800	\$38,494
		\$51,673	\$44,400	\$39,046
Total of 3-Year Contract:		\$150,881	\$130,800	\$115,650

2021	Actual	\$9.50		n/a	n/a	n/a
VA	Minimum	Wage	Increase:	Monthly	Yearly	Total Incr
2022	Actual	\$11.00	\$1.50	n/a	n/a	n/a
2023	Actual	\$12.00	\$1.00	n/a	n/a	n/a
2024	Actual	\$12.00	0	n/a	n/a	n/a
2025	Actual	\$12.41	0.41	\$2,066	\$24,792	Increase:
2026	est	\$13.50	\$1.09	\$2,098	\$25,176	\$384
2027	est	\$15.00	\$1.50	\$2,144	\$25,728	\$552



**Cameron Station Community Association, Inc.
Board of Directors Decision
April 29, 2025**

**TOPIC: Pool Furniture
Motion 2025-0405**

Motion:

"I move to **APPROVE** the Hadsell Sun and Shade Proposal for \$61,737.00 to be expensed from Reserves

Motion: _____

2nd: _____

Summary:

The CCFC worked diligently since October 2024 in order to assess the pool furniture options, community needs, and also allow residents to provide feedback on the options available during the assessment process.

CAMP Recommendation:

Management supports this recommendation/motion.



Cameron Station Community Association, Inc.

Board of Directors Meeting

April 29, 2025

TOPIC: HealthFitness -- Adductor Abductor Proposal

Motion:

Motion 2025-0406

“I make a motion to **APPROVE** HealthFitness Adductor Abductor and Rear Delt proposal in the amount of \$7662.74 to be expensed from Reserves.”

Motion: _____

2nd: _____

Summary:

The Committee has requested equipment recommendations for this year and a Matrix Adductor Abductor has been proposed.

Justification: The abductor/adductor machine was installed in 2014. The machine is more than 10 years old, beyond its warranty, and has required repairs to replace worn pads. The machine also has noticeable rust on several parts. The Cybex pec fly/rear delt machine was also installed in 2014 and is beyond its warranty. This machine is dated—and newer, more ergonomic machines are available.

CAMP Recommendation:

CAMP supports the recommendation to approve the HealthFitness proposal

VIRGINIA
4114 Legato Road, Suite 200
Fairfax, Virginia 22033

MARYLAND
209 West Street, Suite 302
Annapolis, Maryland 21401



FITNESS EQUIPMENT PROPOSAL

PREPARED EXCLUSIVELY FOR

Cameron Station
Jill Bakner
March 06, 2025

PREPARED BY

Matrix Fitness
Dwayne Wilkerson
1600 Landmark Dr
Cottage Grove, WI 53527
(703) 395-1002
dwayne.wilkerson@matrixfitness.com



QUOTE

QUOTE

MATRIX

Date: 03/06/2025
Quote #: QUO-187124-L9C2V5
Expires On: 04/05/2025

Primary Sales Contact
Dwayne Wilkerson
P: (703) 395-1002 F:
dwayne.wilkerson@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-S74	Versa - S74 - Dual Hip Adductor/Abductor - Heavy Stack, Plus	\$4,940.00	\$2,850.00	\$2,850.00
1	VS-S22	Versa - S22 - Dual Pec Fly/Rear Delt - Heavy Stack, Plus	\$4,945.00	\$2,999.00	\$2,999.00
2	ZMT4000383	Equipment Extraction Per Unit	\$250.00	\$250.00	\$500.00

List Price Total	\$10,385.00	Equipment Sales Price	\$6,349.00
Customer Savings	\$4,036.00	FRT/ASM/DEL	\$880.00

Customer Subtotal (before tax)	\$7,229.00
Tax (Estimated,subject to change)	\$433.74
Total Amount Due (USD)(including tax)	\$7,662.74

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 53288-8931

Courier Services – UPS, FedEx, etc
Johnson Health Tech North America Inc - 010931
4900 W Brown Deer Rd
Milwaukee, WI 53223

Quote #: QUO-187124-L9C2V5

Quote Amount: \$7,662.74

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 Hip Abductor / Adductor

Offer your people more functionality in less space with our Versa Hip Abductor / Adductor dual station. It transitions smoothly from one exercise to the other, and clearly indicated adjustment points make it easy for virtually anyone to get comfortable and get started. It even includes a reclined position to maximize lumbar support during workouts.

- Dual function machine saves space and increases functionality
- Clearly indicated adjustments for ease of use
- Reclined position for greater lumbar support
- Incremental weight



ADJUSTMENTS	
RANGE OF MOTION ADJUSTMENT	Range of Motion adjustment
COLOR CODED PIVOTS & POINTS OF ADJUSTMENT	Yes

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

TECH SPECS	
PRODUCT WEIGHT (STANDARD STACK)	235 kg / 516 lbs.
PRODUCT WEIGHT (HEAVY STACK)	266 kg / 586 lbs.
OVERALL DIMENSIONS (L X W X H)	169.6 x 159.1 x 167.1 cm / 66.8" x 62.6" x 65.8"
REP COUNTER MACHINE USAGE TRACKING	Service mode tracks total machine reps and hours of use
REP COUNTER BATTERY LIFE	Approximately 3 years
REP COUNTER POWER SUPPLY	2 AA batteries

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

WEIGHT STACK	
WEIGHT STACK GUARDING	Full front and rear shields
CONSISTENT STACK HEIGHT	Yes
TOTAL STACK WEIGHT	Heavy: 230 lbs (104 kg), Standard: 160 lbs (72 kg)
INCREMENTAL WEIGHT SYSTEM	5 lbs (2.3 kg)
WEIGHT PLATE INCREMENTS	Heavy: 15 lbs (6.8 kg) & 10 lbs (4.5 kg), Standard: 10 lbs (4.5 kg)

Versa Pec Fly / Rear Delt

Make the most of your space with the smart design of our Versa Pec Fly / Rear Delt dual station. Designed to focus on major upper-body muscles, it features oversized grips to accommodate users of all sizes. Additionally, the forward-facing user position makes every rep more comfortable and natural.

- Large oversized grips accommodate users of all sizes
- Forward-facing user position for both movements provides greater comfort and ease of use
- Wide motion for improved bio-mechanics and dual-function
- Incremental weight



ADJUSTMENTS	
COLOR CODED PIVOTS & POINTS OF ADJUSTMENT	Yes
USER ADJUSTMENT RANGE	Adjustable Start Position from Front to Rear

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

TECH SPECS	
REP COUNTER POWER SUPPLY	2 AA batteries
REP COUNTER BATTERY LIFE	Approximately 3 years
REP COUNTER MACHINE USAGE TRACKING	Service mode tracks total machine reps and hours of use
OVERALL DIMENSIONS (L X W X H)	150.5 x 169.0 x 167.1 cm / 59.2" x 66.5" x 65.8"
PRODUCT WEIGHT (HEAVY STACK)	256 kg / 542 lbs.
PRODUCT WEIGHT (STANDARD STACK)	224 kg / 492 lbs.

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

WEIGHT STACK	
INCREMENTAL WEIGHT SYSTEM	5 lbs (2.3 kg)
WEIGHT STACK GUARDING	Full front and rear shields
CONSISTENT STACK HEIGHT	Yes
TOTAL STACK WEIGHT	Heavy: 200 lbs (90 kg), Standard: 150 lbs (68 kg)
WEIGHT PLATE INCREMENTS	Heavy: 15 lbs (6.8 kg) & 10 lbs (4.5 kg), Standard: 10 lbs (4.5 kg)



THANK YOU

MATRIX

MATRIX FITNESS
1800 LANDMARK DRIVE
COTTAGE GROVE, WI 53527
MATRIXFITNESS.COM

CONFIDENTIAL



**Cameron Station Community Association, Inc.
Board of Directors Decision Request
April 29, 2025**

**TOPIC: Ecko-Tec Power Washing
Motion 2025-0407**

Motion:

“I move to **APPROVE** the EcoTek Power Washing Proposal for \$9,063 to be expensed from Operating Expenses.

Motion: _____

2nd: _____

Summary:

The annual power washing project will include the exterior of clubhouse, sidewalk around the clubhouse, pool deck, pool furniture, main entrance sign, Bessley Park pergola, Donovan Park pergola (Carlton Place),

CAMP Recommendation:

Management supports this recommendation/motion. Reasonable price and they have been completing this process for their third year now.

Hey Mark, Your Quote is Just Below!

Quote: 4/10/25

Cameron Station

Building Wash **\$2,323**

Professional exterior cleaning utilizing the Soft Wash method for your building located at 200 Cameron Station BLVD. Our comprehensive service covers soffits, fascia, facade, trim, and exterior gutters, eliminating mildew and algae for a pristine appearance.

SoftWashing **\$1,330**

Gentle Low-Pressure Cleaning Solution for Concrete Pool Deck: Please be aware that the cleaning process is specifically designed to address organic staining.

SoftWashing **\$1,215**

Gentle Low-Pressure Cleaning Solution for brick patio and furniture at Donovan and Kilburn: Please be aware that the cleaning process is specifically designed to address organic staining.

SoftWashing **\$450**

Gentle Low-Pressure Cleaning Solution for brick walkways and pergola at Bessely place:: Please be aware that the cleaning process is specifically designed to address organic staining.

Specialty Stain **\$1,800**

Effloresce staining on walkway around Cameron Station Club house. Includes soft wash of walkway after stains have been cleaned. Brick may lighten in color after cleaning.

SoftWashing **\$350**

Gentle Low-Pressure Cleaning Solution for Cameron Station Entrance Sign: Please be aware that the cleaning process is specifically designed to address organic

staining.

SoftWashing

\$1,595

Gentle Low-Pressure Cleaning Solution for brick walkway and benches along Brenman Park Dr : Please be aware that the cleaning process is specifically designed to address organic staining.

One-off Total \$9,063