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eNewsletter | April 2016

Alabama Chapter of the Community Associations Institute | www.cai-al.com | E-mail | 205-547-0733 | [f](#) [in](#) [t](#)

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Thank you to our 2016 CHAPTER SPONSORS:

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Gold Level



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Message from the President

Dear members and friends of the CAI Alabama Chapter!



Our third **Chapter Luncheon** of this year will be on **May 19th** at the **Hoover Country Club!**

Steve Casey from Jones Walker LLP will be the featured speaker giving a presentation about "**Understanding your HOA/Condo Governing Documents**".

If you have never been to one of our Chapter Luncheons, this is a great one to make your first, since we will cover the basics that everyone involved in the HOA/Condo industry should know. For those that have been to our luncheons, please join us again. It is always a good thing to refresh your knowledge and network with others.

Also, we have finalized the plans for this year's Chapter Annual Social event. It will be a **Wine & Food Tasting** that is scheduled for the evening of Thursday **July 21st** from 5:30pm-8:00pm. The event will be held at **The Redmont Hotel**, a newly renovated historic hotel in downtown Birmingham. We hope you will join us for this fun event.



If you ever have a question about our Chapter, please do not hesitate to contact us! You can reach us via phone at 205-547-0733 or you can email our Chapter Executive Director Julia Boehm-McKay at julia@cai-al.com.

As always, thank you for your membership and friendship with the CAI Alabama Chapter!

Yours Sincerely,

Lee Mason
2016 CAI-AL Chapter President
CEO of Community Association Management / Law Offices of Lee Mason



Silver Level



Bronze Level



Click here to find out more about placing advertisements in our newsletter and becoming an event sponsor!

Upcoming Events

May 19, 2016
Chapter Luncheon
Birmingham, AL

[Click here to register!](#)

June 9th - 11th, 2016
M-100 Class
Birmingham, AL

[Click here to register!](#)

July 21, 2016
Chapter Social
Wine and Food Tasting
Save the date!

September 22, 2016
Chapter Luncheon
"Alabama Homeowners Association Bill"
Speaker: Secretary of State
John Merrill

December 1, 2016
Annual Awards / Holiday Party
Save the date



 **I'm a CAI member.**
Click here to find out why you should be one, too.



Restoring the Balance of Your Aquatic Ecosystem
Through Every Changing Season.

The sunshine and warm weather that we love also contributes to nuisance vegetation and algae blooms in our lakes and stormwater ponds. Our team utilizes the most advanced techniques and strategies to provide you with high-quality, environmentally conscious control measures. As part of an annual management plan, our team will not only help restore and maintain balance in your aquatic ecosystem, but also keep your waterbody looking beautiful.

Want to learn more? Download our free guide: *"Your Guide to Sustainable Pond Algae and Aquatic Weed Control"*
www.solitudelakemanagement.com/balance

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This year's Board Leadership Development Workshop

Thank you to all the homeowners attended the Board Leadership Development Workshop on April 9th and learned how to be an even more effective leader in their community.



Congratulations to the following board members for successfully completing the Board Leadership Development Workshop:

- David Dinehart, Avalon Condominium Association, Birmingham
- Cande Hale, Southlake Residential Association, Hoover
- Andy Healy, Old Cahaba Association, Helena
- Karen Swelling, Long Leaf Lake Residential Association, Helena
- Marsha Troy, Southlake Residential Association, Hoover

**WELCOME
New & Rejoined
CAI-AL Members
March 22 – April 22**

Manager Member

**Alfredo Arnando Luthers,
CMCA
Lauderdale, MS**

CAI Membership

Still not a member?



Please consider joining our organization today and enjoy the many benefits that comes with a CAI membership.

For more information on membership and benefits [click here!](#)

Looking for a service provider?

[Click here!](#)

**2016 CAI-AL
Board of Directors**

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Lee Mason, CMCA, AMS, PCAM
Community Association Management

Vice President
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At-Large Member
Jada Hilyer, CMCA, AMS, PCAM
Associa McKay Management

- Bobby Wells, City Federal Condominium Association, Birmingham
- Summer Wells, City Federal Condominium Association, Birmingham

Those of you that couldn't make it to this workshop or were not able to stay for the entire day, please stay tuned for new dates for the next training workshop.

Thank you to our wonderful **workshop speakers**: Elbert Boothby (Boothby Realty), Steve Casey (Jones Walker LLP), Jeff Boyd (Daniel Realty), Lee Mason (Community Association Management / Law Offices of Lee Mason), Jeff Solomon (Associa McKay Management) and Jim Corbin, CPA.



And a big thank you to our generous **workshop sponsors**:

- * BB&T Bank
- * Boothby Realty
- * Community Association Management
- * Law Offices of Lee Mason
- * Daniel Realty
- * The Green Team
- * Spaces Management

Member Testimonial



I had always heard of an HOA, but mostly had always lived in a traditional subdivision before moving into a condominium. Being raised to believe you just get involved in whatever community you live in, I immediately began attending our Condominium Association's monthly meetings. I began to hear terms that sounded GREEK to me as I listened to other homeowners who were on our local board speak of budgets and plans for our property. Being one who wants to understand processes, I began to ask a lot of questions.

About this time, a real estate friend introduced me to the state Chapter of our CAI and I began to attend the luncheons at first. At these luncheons, I began to meet a lot of professional people and volunteers that knew a lot about making a property the best it could be and these people were eager to answer questions and provide positive resources for a person like me to learn about how, their property should be properly managed, both by the local HOA board and through a property management company.

Thanks to the CAI, I was given the tools, resources and education to make positive changes to my community. Both myself and our entire community will always be grateful to the CAI for showing us the way and giving us, the teeth we needed to head our property in the correct direction.

Joe Benintende
President of the Patton Creek Condominium Association in Hoover, AL

CAI Exchange: What You Need to Know About Your Latest Member Benefit



Launching in the next few weeks, the CAI Exchange will offer a **secure social network for you to connect, share ideas and get answers from your association**

CAI Member Tip

Promote your CAI Membership by using one of the three signatures in your professional or personal email to highlight the value of being a member of CAI.

You can find the email signatures [here](#).



I'm a CAI member. Find out why *you* should be one, too at <https://www.caionline.org/LearnMore>

Pictures from this year's Board Leadership Development Workshop



peers. Replacing (and improving upon) CAI's message boards, the members-only online community will give you a new way to access information and engage with colleagues.

Share what you know, get solutions to challenges, access a library of documents and search discussions to help your career and community thrive. Integrated with CAI's database, you'll find your basic member profile loaded and ready to go the first time you sign in with the same e-mail address and password you use to sign in to the CAI website. **Be sure to stay tuned to your e-mail for the launch notification.**

Complaining About Your Cable or Satellite Deal? The Grass Isn't Always Greener!

By Jeff Solomon, Director of Operations, Associa McKay Management



While voicing complaints about stations available in a television package is commonplace, it can reach new levels in a community association at which the said television package (often referred to as a 'bulk agreement') is included within its monthly assessment. Yes, a la carte programming is currently filtering into the mainstream and, there is much talk about "cutting the cord." And true, one of the options for a community association is to drop a bulk agreement, forcing residents to fend for themselves for all forms of their on-screen entertainment and news. Not so fast!

"Cutting the cord" is such a misleading phrase! It is used to describe the dropping of your television provider, and to go the route of streaming and/or downloading most of your entertainment from online. So...how do you expect to stream and download? Sure, you can use your cell phone service (assuming you have some), but this gets costly, speed is suspect and users generally have monthly data limits. Most people will stream and download via an internet service provider, which is often the SAME company that offers your, or a version of, television service! So, are you really 'cutting the cord' from that dreaded company you can't stand?

A Comparison

Bulks aren't necessarily bad. There, I said it. In fact a "forced" portion of your monthly assessment for television can be quite outstanding, actually. Let's examine a particular case, one which involves a community in South Florida. Their monthly assessment for bulk television is about one-third of what a non-bulk customer would pay, including all of the taxes and fees, for the package they voted on. That's one-third! Hypothetically speaking, if the package went for \$120 per month to a non-bulk customer, your monthly bulk charge would be \$40 per month for the same services! Even if you watch only a fraction of the channels available in your bulk package, it's likely you're still receiving quite a deal.

Why It's Quite a Deal

In order to stream/download, and create your own "a la carte" type (not a true a la carte) of service, you'll still need an internet service provider (ISP). Like I mentioned earlier, it is likely to be the same company. Most of these companies will offer internet at a reduced rate, IF you also subscribe to one of their other services (such as television). If you subscribe to internet alone, the rate is likely to be true retail (for that company), usually about \$10 per month higher than their bundled price.

Next, you'll need programming, and there is a plethora of online streaming services available...even live versions of premium services, like HBO. Let's stick with the most popular services for now, such as Netflix (\$9.99 per month plus tax) and HULU (9.99 per month plus tax). I am not even including the one time cost of the necessary hardware (if your television doesn't have the apps built in). Also, keep in mind that these services do not offer live television at this time, nor do they offer DVR functionality. True, they are On-Demand, but if you don't catch up on your shows quickly enough, they may be removed by the network before you do catch up!



[Click here](#) to view more pictures of this and other events!

Connect with us!   

Sure, you can get an antenna for over the air broadcasts of local networks, but there is no guarantee of good reception (it varies by location) and you're still without DVR. Of course, you can purchase a device like Tivo, which offers a device that can record over-the-air, but it also has a \$199 per year fee. Coincidentally, the \$199 monthly breakdown equals about the cost of a DVR receiver and service fee, per month, from many TV providers. And, if the Tivo-type box fails and it's out of warranty, it is yours...you'll have to pay for another one! Here is a reference sampling of what you might pay, as close to apples to apples as possible.

BULK	RETAIL	STREAMING
140 channels	\$49.99 + (1st year then higher)	ISP: \$44.95 +
2 Digital Boxes (With On-Demand)	\$15.00 +	Netflix: \$9.99 +
Premium (HBO)	\$15.00 +	Hulu: \$9.99 +
HD Service	\$10.00 +	HBONow: \$15.00 +
About \$40/mo including taxes/fees	About \$89.99/mo plus taxes/fees	About \$79.93/mo plus taxes/fees

None of this is meant to knock technology and its advances...it is all here to stay and will continue to evolve. Bulk contracts have the potential to offer communities attractive packages at great pricing. There are alternatives, including several not even mentioned in this article. If you are not in a bulk contract, the decisions you make are likely to be influenced by your television viewing habits. The more research you do, the happier you will be in the long run!

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