



The Crossing Times -- 1st Quarter 2010

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The Crossing Times

is a published means of communicating information of interest to Blooms Crossing residents. It is published by the Blooms Crossing Owners Association. It does not espouse any political belief or endorse any product or service. Articles and letters submitted for publication must be signed and may be edited for length and content. The Blooms Crossing Owners Association does not endorse the products or services advertised herein, nor is it responsible for claims made by advertisers.

Blooms Crossing Calendar

Activities Committee - Vacant
Board Meeting – January 19, 2010
(www.bloomscrossing.org)
Dues Payment Reminder Dates
(www.bloomscrossing.org)
Neighborhood Watch Meeting –
March 11, 2010
Time: 7 p.m. Manassas Park Police Station
(BCOA website for future Meetings)

Blooms Crossing Board Of Directors

Sharon Corbin, President
SCorbin@Bloomscrossing.org

Greg Ferguson, Vice President
GFerguson@Bloomscrossing.org

Tom Reidy, Treasurer
treasure@bloomscrossing.org

Jessica Azzarano, Secretary
secretary@bloomscrossing.org

Robert Paullin, Director-at-Large
atlarge@bloomscrossing.org

ARB Members

Brad Trullinger, Chair
btrullin@bloomscrossing.org

Ray Halverson, Resident
Suhas Naddoni, Resident
Scott Swanson, Resident
Vacant

Activities Committee Vacant

Neighborhood Watch
Heather Gustin, NW Coordinator
hgustin@verizon.net/703-530-6188
Jean Dellinger, NW Spokesperson
frebryd99@aol.com/703-257-1313

Newsletter Committee
Cyndi Wichelt, Chair Newsletter
cwichelt@gmail.com
Tara Cunningham, Website Content
Manager
tecunningham08@gmail.com



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New Management Company

Blooms Crossing Owners Association would like to introduce Cardinal Management Group, Incorporated as our new management company.

Effective November 1, 2009 Cardinal Management Group, Incorporated took over management of the Blooms Crossing Homeowners Association from CMC.

To make a smooth transition we would like to explain why we use a Management Company for our homeowners association.

Mr. Sucher of Cardinal Management Group, Inc. explains that every community is different and in the case of Blooms Crossing duties that is even more so the case. Cardinal Management is in the third month working with residents and looks forward to a long term relationship with the Board of Directors, Committees, owners and residents.

One of the primary tasks is to ensure that the Blooms Crossing Homeowners Association maintains its reputation as the preeminent community of Manassas Park and this portion of Manassas/Prince William County. That entails strict detail to architectural guidelines and harmony while assisting homeowners in navigating the

process that has been put in place by the Developer, Board of Directors and the Architectural Review Board. One of the major reasons that a change was made in managing agent was to bring some change to this aspect of the relationship with the community. We are striving to make this a more responsive, proactive and consistent enforcement mechanism within the community. Part of this is making sure that the guidelines are evenly and reasonably enforced throughout the community.

Ann Marie Cianelli has been assigned as the Administrator for Blooms Crossing, she can be reached at a.cianelli@cmgmt.com or via phone (703)565-5003. She can assist owners with processing of their architectural applications, appeals to the Board of Directors and other tasks. BCOA has extensive processes in place and has diligent volunteers who have been working on behalf of the ownership. There may be some modifications to the process and we will keep owners informed.

Another aspect that we hope to improve is communication with owners and residents. There are several members who have expressed interest in working with the website to keep it updated. Increased use of the website will enable the Board, Committees, and Management to provide more timely



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notice (such as snow related information) of various issues in the community as well as lower the costs related to postage, reproduction and other costs associated with the community mail outs.

Cardinal Management Group administers contracts for the association that include: Palmer Brothers Landscaping, Insurance, the association auditors and counsel.

Another major role of the management company involves working with the association attorney to pursue collections of delinquent association fees or pursue actions related to covenant violations. Given the state of the economy the last few years have seen a serious increase in delinquent assessments, foreclosures, short sales and other issues that affect the community in a negative manner. While some economic problems are unavoidable, some attendant problems can be addressed, even if an owner or tenant is having financial difficulties, in most cases the yard can be maintained and trash cans put away to maintain curb appeal.

Cardinal Management Group has a legal liaison (Katie Phillips) who works with the law firm of Chadwick Washington who performs collection work on behalf of the association. Typically, Jonathan Sucher serves as

liaison with the association attorney, Mercer and Trigiani.

Mr. Sucher's administrative assistant is Miranda Siebeneck. She is currently out on maternity leave, but anticipates returning to work at the middle to end of February.

Cardinal Management also works with the Board of Directors and the City of Manassas Park on matters including: schools, storm water ponds, public works snow plowing, zoning complaints, animal control enforcement actions, trash matters and many other items.

These are just a few of the many things that a management company does over and above collecting monthly (now quarterly) dues and paying association invoices.

Heather Lopez handles accounting functions for Blooms Crossing (both processing payables for vendors and quarterly dues payment). She can be reached at h.lopez@cmgmt.com or via direct dial at (703)565-5021.

It really does take a small army to manage a community the size of Blooms Crossing. Our front desk office staff Champella Brooks and our back-up manager Victoria Garner are some of the members of the Blooms Crossing Team.



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Should you have any questions or care to discuss any matters further, Jonathan Sucher can be reached at (703) 565-5015 or via email at j.sucher@cmgmt.com.

Our New Community Manager for Blooms Crossing: Jonathan Sucher.

Email: j.sucher@cmgmt.com
Phone: 703-565-5015
Fax: 703-866-3156

Cardinal Management Grp, Inc.
4330 Prince William Pkwy, Ste 201
Woodbridge VA 22192

Cardinal's Management website is:
www.cmgmt.com

Cardinal Management Team:

Jonathan Sucher, Manager
j.sucher@cmgmt.com
(703)565-5015

Victoria Garner, Back-up Manager
v.garner@cmgmt.com
(703) 565-5015

James Hawkins, Assistant Manager
j.hawkins@cmgmt.com
(703) 565-5015

Ann Marie Cianelli, Management Assistant/Architectural Contact
a.cianell@cmgmt.com
(703)565-5003

Heather Lopez, Account Representative
h.lopez@cmgmt.com
(703)565-5021

Champella Brooks, Receptionist
(703) 565-5015

Collections Policy for Blooms Crossing Owners Association

The Blooms Crossing Owners Association is collecting association funds on a quarterly basis in 2010 in accordance with the governing document provisions.

Payments are due on the following schedule:

January 1
April 1
July 1
October 1

There is a 30 day grace period before payment is considered late. Any payment received after the 30 day grace period results in a \$25.00 per month late fee until the balance is cleared.

Accounts are referred for collection action when 90 days past due. Before any account is referred to the Association attorney for collection the owner is mailed a 10 day letter. It is important to take any such letter seriously to avoid legal fees being incurred for late payment(s).



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When the ten day period passes and no arrangement has been made to make payment, the Cardinal Management Group Legal Liaison refers the homeowner's account to the law firm of Chadwick Washington and the association management company is not permitted to make further arrangements directly with the homeowner.

Once the account has been referred to Chadwick Washington's office, they will send a letter to the homeowner advising them that their account is delinquent and provide them an opportunity to pay off the balance or enter into a payment arrangement within ____ number of days. Failure to pay off the balance due or make a mutually satisfactory arrangement will result in a lien being filed on the home.

At this point, the attorney will typically call for the entire year assessments to be due and payable. A lien serves as a cloud on the title and will not allow the home to be sold without settling the amount due. **This does not address short sales.**

The law firm will also pursue a judgment against the homeowner(s) for the amounts owed and once the judgment is obtained, may garnish bank accounts, wages, rent or take other enforcement actions.

With the economy in the shape it is in and the many foreclosures, some homeowners have found themselves in difficult situations.

BCOA hopes that if homeowners are having difficulties they will reach out to the Board of Directors. In limited circumstances the Board of Directors may enter into a payment arrangement.

The Board of Directors is not able to forgive principle monies owed except in limited circumstances related to bankruptcy or other circumstances.

For more details on the collections procedures please see Policy Resolution 97-3 (updated 3/31/08) which is available on the web site.

If you would like to see a copy of your account history, please contact Ms. Heather Lopez at 703 569 5797 x 5021 for a copy of your payment history.

Should you have any questions please do not hesitate to contact community manager Jonathan Sucher at 703 565 5015.

Reminder

The Blooms Crossing Owners Association dues are now paid quarterly.



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These are the quarterly dates for dues: (posted on blooms website):
www.bloomscrossing.org.

January 1, 2010
April 1, 2010
July 1, 2010
October 1, 2010

PLEASE REMIT PAYMENTS TO:

Blooms Crossings
c/o Cardinal Management Group
P. O. Box 71209
Philadelphia, PA 19176-6209

If you have any questions regarding your dues, please contact Heather Lopez, Account Representative
h.lopez@cmgmt.com or call
(703)565-5021.

This information is posted on the Blooms Crossing website:
www.bloomscrossing.org

Board Appointments for lack of Quorum at the Blooms Crossing Annual Meeting 2009

Sharon Corbin and Tom Reidy were appointed as Board Members. Please give them your support.

Introduction of Blooms Crossing Board of Directors:

Sharon Corbin, President- I have lived in Blooms Crossing, since 1997 with my family including my two American Eskimo dogs. I have been a Board member since 2002. I am a VCE Master Gardener Volunteer and enjoy helping my friends, neighbors and community with their landscape challenges. One of my goals as a board member is to work to keep Blooms Crossing well maintained and enjoyable place to live.

Greg Ferguson, Vice President – I have lived in Blooms Crossing, since 2002 with my wife and children. I have previously been a member of the Architectural Review Board and I have been on the Board of Directors since 2005. Outside of working and spending time with my family I enjoy golf, reading and cooking. One of my primary goals as a board member is to work to keep Blooms Crossing, a fun and family friendly environment. I also believe in working to ensure that the community is well maintained as well as enhance curb appeal.

Tom Reidy, Treasurer.

Jessica Azzarano, Secretary – I have lived in the Blooms Crossing Community for 4+ years with my family. As a Professional Community Association Manager (PCAM®), I come with extensive knowledge about community associations. Therefore, I am able to help the Board of Directors in many useful



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ways. This is my 3rd year of a 3-year term and I was elected to the Board by the membership at the 2007 Annual Meeting. As a long-time resident of Manassas/ Manassas Park I have helped with the Neighborhood Watch Committee in our community for a few months.

Dr. Robert I. L. Paullin, Director-at Large - Dr. Paullin has been a member of BCOA since January 2007. His 3-year term expires in 2010. He was born and raised in South Dakota and has lived in many states. He is the proud father of four children and has six grandchildren. He has a BS in Mechanical Engineering (SDSM&T), a MS in Civil Engineering (UC Berkeley), a Doctorate in Public Administration (USC Los Angeles), and is a Certified Professional Engineer. He is a member of Tau Beta Pi and Triangle Engineering Fraternities, Centreville Presbyterian Church, The American Legion, serves as a Deacon and Elder, a 32nd Degree Mason and a Shriner. He served in the USAF during at the Korean Conflict as a fighter pilot, flew 100 combat missions, and was awarded two Distinguished Flying Crosses and four Air Medals for his proficiency. He is a licensed commercial pilot, a member of the Senior Executive Service during his government career, and including that time and his military service served our government for 31 years.

He has taught administration and management subjects in the public/private sectors at the secondary, graduate, and post-graduate levels (his most recent at George Washington University). He is and has been the principal of his consulting firm since 1983, and serves as an expert witness on aviation and transportation safety issues. As a hobby, he plays jazz trumpet in local swing/jazz bands/church music groups and plays solos with organ accompaniment for special occasions.

Please remember that the Board Members and the Committee Members are volunteers. Any emails sent should be courteous and respectful. These volunteers are here to help maintain our community and provide activities for everyone to enjoy.

Architectural Review Board

The ARB needs a fifth person on the board. If anyone is interested in volunteering for this position, please contact the Blooms Crossing Board of Directors. The ARB meets the second Tuesday of the month. The next scheduled meeting is February 9th, 6 P.M. at Cougar Elementary School.

www.bloomscrossing.org



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Chairman Activities Committee – Vacant

The Chairman for the activities committee is vacant. Please contact any member of the Board if you are interested in this position at:
www.bloomscrossing.org.

Neighborhood Watch:

My name is Heather Gustin, I am the Coordinator of Neighborhood Watch for Blooms Crossing and Jean Dellinger is the Spokesperson.

We started Neighborhood Watch 6 years ago after an incident that occurred on Halloween. After this incident we contacted our HOA and funding was set-up to establish NW. This was a huge undertaking having over 900 homes in our community.

Neighborhood Watch (NW) has grown in many ways; due to the diligence of our residents crimes have been averted, issues resolved calmly, and unity in the community has been initiated. NW has been an asset in not only diminishing crime and creating a safe environment to live, but encouraging us to get to know our neighbors.

Since NW has started up we have created a P.O. Box so that residents can contact us with their concerns, and can be anonymous, if desired.

We started up McGruff House for the City knowing that this National program would enhance our quality of life, and the safety of our children. We just became incorporated and now have Non-Profit status which is huge. Our thanks to Dennis Dyer for making this happen. We have a website in the works and will share that site once it is finalized.

NW would like to encourage more residents to get involved. We realize everyone is busy, but there are several ways you can help:

1. Become a Block Captain.
2. Apply to become a Mc Gruff House.
3. Attend NW Meeting (4 times a year, 1 hour).
4. Support our events:
 - National Night Out
 - Cougar Elementary 5K
 - Manassas Park's Light Parade

These are just a few ways to help out. The next meeting for NW is on March 11, 2010 at 7:00 p.m. at the Manassas Park Police Station located at 329 Manassas Drive.

Please take the time to attend this meeting, "Be a part of making your community a better place to live." If you have any questions, or concerns please feel free to contact either myself or Jean Dellinger. Our contact information:



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Heather Gustin, NW Coordinator
hgustin@verizon.net/703-530-6188

Jean Dellinger, NW Spokesperson
frebryd99@aol.com/703-257-1313

Manassas Park Neighborhood Watch
P. O. Box 765
Manassas Park, VA 20113

Neighborhood Watch Meetings:

Manassas Park Police Station
329 Manassas Dr
Manassas Park, VA 20111

March 11, 2010	7 p.m.
June 10, 2010	7 p.m.
September 2010	7 p.m.
(TBA- once we see the back to school calendar)	
November 11, 2010	7 p.m.

For Our Seniors in the Blooms Crossing Community

Every Wednesday the seniors meet at the Costello Community Center from 10 a.m. to 12:00 p.m. for activities. For more information contact Theresa Polk at (703) 335-8874.

**Blooms Crossing Owners Association
Commercial Advertising Policy**

Rates and dimensions for commercial ads are as follows. These

prices apply per newsletter and online:

Full page:
(7.5"W x 9.75"H) – \$200
A maximum of two full page ad slots are available per issue.

Half page:
(7.5"W x 4.75"H) – \$100

Quarter page:
(3.75"W x 4.75"H) – \$40

Business card:
(3.5"W x 2"H) – \$3

Commercial ads are available on a first-come, first-served basis. Advertisements submitted must conform to these dimensions or fit reasonably within them. These may be submitted electronically (PDF,

EPS, JPG, TIFF, etc.) or in camera-ready format.





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If you wish to place an advertisement in The Crossing Times online, please submit a check (reference Blooms Crossings in the memo) to:

Bloom Crossing Owners Assoc.
clo Cardinal Management Group, Inc.
4330 Prince William Parkway
Suite 201
Woodbridge VA 22192

Electronic ad files should be emailed to www.cmgmt.com.

The newsletter is published online quarterly in May, August, November.

Ads are due by the 10th day of the month prior to publication.

LAST PRINTED NEWSLETTER

This will be the last printed newsletter for THE CROSSING TIMES. The newsletter will be posted and available online quarterly on the Blooms Crossing Website.

Please contact Cyndi Wichelt at cwichelt@gmail.com for any articles that homeowners would like to submit for the online newsletter. The Blooms Crossing Website: www.bloomscrossing.org will contain a calendar on our home page.

HERE ARE THE DEADLINES FOR ARTICLES TO BE SUBMITTED FOR THE ONLINE NEWSLETTER.

APRIL 20, 2010
(May Online Newsletter – 2nd Quarter)

JULY 20, 2010
(August Online Newsletter – 3rd Quarter)

OCTOBER 20, 2010
(November Online Newsletter – 4th Quarter)

If you have any questions, please contact me at the above email.

PLEASE VISIT THE BLOOMS CROSSING WEBSITE AND LET US KNOW WHAT YOU THINK ABOUT OUR WEBSITE:
www.bloomscrossing.org.

WE APOLOGIZE FOR ANY INFORMATION PRINTED IN THE CROSSING TIMES THAT IS INCORRECT. PLEASE BRING THIS TO OUR ATTENTION, SO WE CAN PROVIDE THE CORRECT INFORMATION IN THE NEXT ONLINE QUARTERLY NEWSLETTER.

THANK YOU.