



## CELEBRATING 50 YEARS!

As we celebrate our 50<sup>th</sup> anniversary, the future of Greenacre Properties is filled with innovation, resilience in a difficult market, and unwavering commitment to our mission and the communities we serve. In this edition of our newsletter, we invite you to journey with us into the exciting developments that lie ahead, while also celebrating our many achievements over the years.

We've always believed in the power of vision, a vision that propels us forward and encourages us to strive to be better. As we look ahead, our vision is clearer and more ambitious than before. We have launched a new website to provide our clients and future customers with an additional platform for communication, educational resources, and convenience. It was recently announced that we are partnering with Vantaca, an industry-leading software company designed to create workflows, automate processes, and provide transparency to owners and Board members. We have also partnered with Alliance Association Bank, a bank that specializes in association financing, technology integrations, and superior customer service.

Innovation is an essential part of progress

and as we navigate the dynamic landscape of the future, it remains our guiding principle. Whether it's through cutting-edge technology, partnering with service providers that share our vision, or increased efforts to provide exemplary customer service, we at Greenacre Properties are committed to pushing the boundaries of the industry.

Partnering with service providers who are industry leaders and share our core values is only part of the equation, as our greatest asset has always been and continues to be our team members. As we look into the future, we are more committed than ever to nurturing a culture of empowerment and continuous learning. We have added additional layers of support to our team with the promotion of Janet MacNealy as Senior Vice President of Management Operations, Deanna Katz, as Vice President of Administrative Services, and Ledian Muhametaj as Vice President of Accounting Services. These roles were created to provide additional oversight, support, and education to our team members. We have also elevated to our Leadership Team, Lizzie Callaway, Director of Training and Education, a role that will prioritize the continuous training,

development, and education of our team members, homeowners, and Boards.

Change is inevitable, but our ability to adapt and thrive amidst change is what sets us apart. In the face of evolving economic trends, shifting customer preferences, and continuous legislative challenges, we remain steadfast in our pursuits. We embrace change not as a hurdle but as an opportunity to grow, evolve, and excel amongst our competitors.

The future of Greenacre Properties is bright, promising, and full of infinite possibilities. As we embark on this journey together, we will remain focused on our commitment to excellence and innovation. We thank you for your continuous dedication and support over the last 50 years and we look forward to continuing to serve our community, Boards, and team members.



Jamie Bryan, CMCA, AMS, PCAM  
Chief Operating Officer  
Greenacre Properties, Inc.

# OUR HISTORY

Greenacre Properties, Inc. (GPI) is proud to be celebrating our 50<sup>th</sup> Anniversary this year. We began business in 1974 and have enjoyed being a family-owned and operated company ever since, first under founder Jeffrey Greenacre and now his son Ryan Greenacre. Many things have changed over the years within the company and the community association management industry, but what has not changed is GPI's commitment to superior service to its clients. We are proud of our close, long-term relationships and partnerships with our communities and the vendors that service them. Incredibly, we still manage the first community that we took on all those years ago. In those early years during the '70s, Carrollwood Village was just being developed and GPI became their management company and has been their only management company since its inception.



**Cindy White**  
Chief Financial Officer  
Director of Human  
Resources  
Greenacre Properties, Inc.

# STABILITY & DEPENDABILITY

Stability and dependability have been hallmarks of GPI throughout the years. We have always been located in the heart of Tampa Bay on Gunn Highway. When the company first began, Gunn Highway was a two-lane road leading to a dairy farm, and the business operated out of a house that had been converted into an office. In 1986, a new office building was constructed on the same property, and the old "house" was torn down. Gunn Highway at that same time became the major thoroughfare it is today. When we moved into the new office building in 1986, our "state of the art" computer mainframe took up an entire room. In 2009, we built an addition to the existing office, this addition is of steel frame and block construction, capable of withstanding hurricane-force winds and the office has two generators on standby in case of power outages. GPI is ready and capable of immediate storm recovery to serve our communities. That room-sized main frame was replaced by servers located on-site for many years, those on-site servers have been replaced by our data being stored in the cloud, and we will never experience a loss of continuity of business. Times have certainly changed!

# DEDICATED STAFF



GPI's dedicated staff has always set GPI apart and put us far ahead of other management companies. We have received awards throughout the years for workplace excellence, which attracts and retains long-term committed team members, our employee distinction and retention are unparalleled. Just one example of our outstanding staff is Dan Ruskiewicz who managed Carrollwood Village for more than 30 years. He was recognized for his service by the Village when they named their community soccer field/park in his honor when he retired. Our employees have grown with the company and the industry over the

decades, many being with the company for 20, 30, or 40 years, which is unheard of in today's business environment. We bring our experience and expertise to the forefront, especially when more new challenges are faced in the industry almost daily.

I can write this with firsthand knowledge of the last 40 years, having been with GPI since the mid 80's. We are all proud to be part of an extraordinary company that has always put employees' well-being and clients first. We strive to go above and beyond for our employees and communities and have always conducted ourselves with integrity and transparency. We look forward to many more years serving our communities and it gives us great pride to now have second-generation and new team members that will continue to maintain the reputation that GPI has built throughout the years.



## TEAM MEMBER SPOTLIGHT

February marks Jeanette Wilsons 12-year anniversary with Greenacre Properties as an Assistant Community Association Manager. She enjoys working with the Community Association Managers and supporting homeowners with their community needs.



**Jeanette Wilson**

Jeanette is originally from Ohio where she attended Bellbrook High School and the Univ of Dayton. She worked as a mortgage underwriter until the housing crash in 2007. She then worked in the Development Department at the Humane Society of Tampa Bay for 5 years before coming to GPI in 2012.

Jeanette volunteers with HSTB and other animal rescue organizations, fostering animals and helping with fundraising events. Hobbies include gardening, writing, quilting, camping, and watching the Tampa Bay Rays. She lives in Tampa with her husband and 4 rescue cats. Jeanette has proven to be an invaluable member of the Greenacre team and we look forward to her continued success.

## ACCOUNTING TEAM MEMBER SPOTLIGHT



**Ixora Horney**

Ixora Horney has been a part of Greenacre's Accounting Department since 2008 and has more than 20 years of progressive experience in providing quality accounting services to clients. Ixora graduated with honors with a B.S. in

Accounting from Devry University and has been dedicated to assisting our accounting department and engaged primarily in the preparation and review of financials as a member of our General Ledger team. Most recently, Ixora was promoted to Accounting Department Operations Manager as of January 2024. She is proficient with software and many other computerized accounting software platforms, which lends itself to her continued success. Her mission is to help our clients accomplish their goals by providing the highest level of accounting and management services. In her free time, Ixora loves the outdoors, riding horses, exercising, and spending time with loved ones.

# 50 YEARS AGO

- A gallon of milk was \$1.57; a dozen eggs were 78 cents; & a loaf of bread was 35 cents.
- The average home price was \$38,000 and the monthly rent was \$150.
- Americans paid an average of \$4,441 for a new car.
- Popular songs were "Dancing Machine" by the Jackson 5 along with the dance hit "The Loco-Motion" by Grand Funk Railroad. Barbra Streisand's "The Way We Were" was a popular tear-jerker and Billboard's #1 song.
- Mel Brooks' film Blazing Saddles was the top-grossing movie of 1974.
- Skittles was first released in 1974.
- Rubik's Cube was invented in 1974.
- Stephen King released his first novel, Carrie.
- President Richard Nixon resigned from office amid the Watergate scandal.
- The Miami Dolphins were the super bowl champs, the Oakland Athletics won the World Series, the Boston Celtics were the National Basketball champs, and the Philadelphia Flyers clinched the Stanley Cup.
- McDonalds hamburger cost 28 cents.

## DICK WOLTMANN RETIREMENT

Congratulations to Board member Dick Woltmann on a well-deserved retirement. Dick has served on the Board of Directors for Carrollwood Village for 37 years with 35 years in a row as President. He was in his early 40's when he joined the Carrollwood Village Homeowners Association Board of Directors, and he will turn 80 this year. On December 31, 2023, Dick retired from his place of employment, Bay Area Legal Services, where he served as CEO/ President for 43 years.



Carrollwood Village's focus on continuous improvements and maintaining assets keeps the community as a great place to live. Under Dick's leadership and the support of a great Board, committees, and residents the community has been able to implement a Safety Program, upgrade the common area landscaping and lighting, maintain the soccer fields, and install pickleball courts, among many other improvements.

He will now pass on the torch at the 2024 Annual Membership Meeting and will open the opportunity for another homeowner to serve as a board member. Dick and his wife look forward to traveling after the transition.

## LEGAL UPDATE

### The Effective Collection of Delinquent Assessments

The timely collection of assessments is critical to the proper functioning of a Community Association. Without the regular cash flow provided by the payment of assessments, a community Association is unable to pay its bills or continue to provide routine services to its residents. The key to maintaining the cash flow is a uniform and consistent policy for payment and collection of assessments.

The primary enforcement tool of the Association is the ability to file a lien in the county public records and to foreclose the lien in the same manner as a mortgage. The lien of the Association is superior in dignity to the homestead rights of the property owner in Florida. Filing of liens and foreclosures may seem harsh, but the threats they pose to delinquent owners make them essential to a good collection policy.

The following are important topics for directors and managers to consider:

#### Establish a Policy

The Board of Directors for every Association should decide on the policy that will control the collection of unpaid assessments. More importantly, there should be consistent enforcement of the established policy. If owners know that "10 days to pay" really means 20 days, they won't pay until a later date. The policy should include the initial Notice of Late Assessment, the Notice of Intent to Lien, the Intent to Foreclose and Claim of Lien, and the Association's ability to move forward with a lien foreclosure action. The governing community documents will set forth the obligations of both the Association and the owners in regard to the establishment and collection of assessments.

#### II. Notice

This is the most critical area to effectively collect assessments. Notice is the most common objection to liens. For liens to be enforceable, proper notice to the owner must be provided. Property owners are entitled to notice of their assessments and the collection policy and procedures. If a homeowner fails to pay, then the Florida Statute requires an initial "Notice of Late Assessment" to be sent to the unit/parcel owner. The notice must provide 30 days to remit payment before any additional collection efforts are taken, and needs to be sent first-class mail to the unit/parcel address, and any mailing address on record. The next requirement is a 45-day "intent to lien" letter to be sent by regular and certified mail to the owner at the property and any mailing address.

The question is simply this: Did the owner know the amount and due date for the assessment and were they aware legal action was going to be taken?

#### Referral to Attorney for Lien and Lien Foreclosure

Each Board of Directors, in accordance with its policy, should authorize the

property manager to refer the account to the Association's attorney if payment is not received by the time set by the Board. The filing of a Claim of Lien in the county public records secures the payment of the assessments, fees, and costs against the property itself. It provides public notice for any purchaser or lender/creditor that the association has not been paid legally due assessments, fees, interest, late fees (if applicable), fines (if applicable), and costs that are owed to the association.

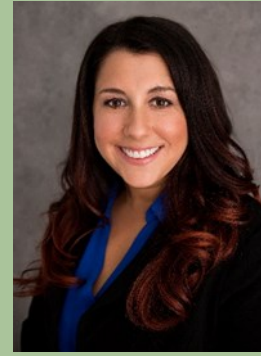
#### IV. Lien Foreclosures

Pursuant to Florida Statutes, both Condominium and Homeowners Associations have the authority to foreclose a Claim of Lien for delinquent assessments. A Lien Foreclosure should be considered on a case-by-case basis. Our office will initiate Lien Foreclosures when requested or if it appears reasonably necessary as a last alternative to force payment.

In the current market, a Lien Foreclosure will generally result in the owner bringing the account current or a third party purchasing the property following the judicial sale.

#### V. Conclusion

The Board of Directors has a fiduciary duty to all owners to ensure that assessments are collected in a timely manner. The key to effective collection of assessments is a firm, consistent, and fair collection policy established by the Board of Directors. Once the owners know that a collection policy is in place and will be enforced, the delinquency rate should decrease significantly, if not disappear entirely.



**Melissa A. Mankin, Esq.**

Mankin Law Group  
Melissa@mankinlawgroup.com  
727-725-0559  
www.mankinlawgroup.com

Welcome  
TO THE TEAM

### Welcome to our New Community Partners!

- ⇒ Terrace Park of Five Towns, NO. 17, Inc.
- ⇒ Hampton Chase Town Homes Association, Inc.
- ⇒ Shore Colony Condominium Association, Inc.
- ⇒ Innovation Townhomes Association, Inc.



## YACHT & TENNIS CLUB ST. PETE BEACH

# COMMUNITY SPOTLIGHT



### Welcome to The Yacht & Tennis Club of St. Pete Beach

We are a welcoming, active, and vibrant community with 353 condo units located among 5 buildings, directly on the Intracoastal Waterway within walking distance to award-winning Gulf beaches, many varied priced local restaurants, unique shops, as well as exciting nightlife.

Our gated property with 24-hour security is situated on 13 park-like acres, with a heated Olympic Style Swimming Pool and a jetted spa located directly on Boca Ciega Bay. We boast an active lifestyle, offering 7 Har-Tru Tennis Courts (5 Tennis & 2 for 4 Pickleball), a state-of-the-art fitness center, barbeque grills, shuffleboard courts, and a newly renovated clubhouse.

We are a short drive to trendy downtown St. Petersburg and the renowned Clearwater beaches, as well as Sarasota, our modern Tampa International Airport, Museums, and the Lowry Zoo. We are only about 90 miles from all the Orlando Theme Parks. For sport enthusiasts how about living within driving distance to the Bucs, the Rays, and the Lightning?

Y&TC residents have the privilege of watching boats and yachts of all sizes on the waterways with a multitude of paddle boarders and kayakers enjoying the Bay. Fireworks displays occur over the Gulf occasionally and a Holiday boat parade sails by our complex. What a life!

Our complex has undergone a major reconstruction project of waterproofing & stucco and a significant color change. Our four high-rise buildings are stunning coastal white with blue mansards. Our other buildings which include the Club House, Pool area, and the Tennis Facilities are a complimenting pale green/blue with coastal white accents. We have recently milled & paved our parking lots, resurfaced our courts, and replaced the court fencing.

One main reason residents love living at the Yacht & Tennis Club is the neighborly, social environment. We are truly a community. It's always easy to make new friends. Simply say Hi!

Greenacre Properties has been our management company since 2018. Our onsite manager is Allen F Baum, AMS®, PCAM® who is a 25+ year industry veteran. He is supported by Cindy Colbath, community administrator, and Jim Goebel, maintenance supervisor, with over 30 years at the Y&TC.

You are invited to review our beautiful community by visiting [www.ytcs pb.com](http://www.ytcs pb.com).

*"Paradise is waiting!"*

## GREENACRE TEAM EVENTS

### MILES FOR MOFFITT



### VP TEAM



### HOLIDAY PARTY



Pictured first is a few of our team members partaking in the Miles for Moffitt 5k last November. Our team participates in numerous 5k races throughout the year, as it is a great way for us to stay active and benefit great causes within our community.

The second photo shows our VP team's yearly holiday adventure around the office. Every year, we pass out sweet treats and gift cards to each one of our staff members, all while playing music and caroling.

In the last photo, a group of our wonderful staff members is pictured at our annual holiday party. It's always a great time for our staff to celebrate the year's end with dinner and dancing. This year we even had a caricature artist which was a huge hit. Here's to a great 2024!



# the Hedgelines

**LMP** Landscape  
Maintenance  
Professionals, Inc.<sup>SM</sup>

## Preparing your landscaping for spring growth

Gardening isn't usually the thing that springs to mind when the calendar page turns to January. But first with the holidays behind us, there's no better time to start planning and preparing our 2024 gardens. Having a well-maintained lawn is crucial for leaving a positive impression on your property's visitors. However, for commercial properties, the condition of the lawn could directly impact profitability. That's why we're offering some valuable tips to keep your commercial lawn in top shape.

### Irrigation

Don't underestimate the importance of the basics. Your irrigation system is the life force of your lawn. Without proper watering, especially in our Florida heat and sunshine, grass can quickly die. And now, with stricter state and local water restrictions in place, it is more important than ever to have a well-designed and functioning system.

### Prune Ornamentals & Trees

Harder pruning should take place right before the spring to promote new growth. The benefits include 1) reduced risk of disease or pest invasion since it's so cold out and 2) the fact that wounds heal faster and there's less sap in trees during the winter.

### General Clean-Up

A clean slate is the best place to start when preparing for spring. Grab your rake or blower to clean up the debris from fall and winter. Dead leaves and twigs make your lawn look less appealing and can hinder growth and get in the way when it is time to mow.

### Improving Soil

Nutritious soil is the basis for any plant's success. Unfortunately, Florida soils are mostly sandy and have a low organic matter and cation exchange capacity.

The roots of most plants only grow down about six inches, so this layer of the earth should be the focus. When organic matter is added, it slowly decomposes, boosting its nutrient content. This enables the soil to retain more water and keeps a landscape thriving.

Additionally, if your St. Augustine grass has brown blades, it could be telling you it is lacking in macro nutrients and needs nitrogen and potassium to keep growing and supporting its needs. A thorough soil assessment is essential for a healthy start come Spring. A good soil assessment will include checking your soil moisture, testing the soil pH, evaluating soil texture, checking for compaction and assessing nutrient levels.





# DONATE BLOOD

**Greenacre Properties  
Friday, March 1  
9:00 AM - 2:30 PM**

All donors receive\*:

- \$20 eGift Card
- Long-sleeved T-shirt
- Pizza
- **Wellness Checkup** including blood pressure, pulse, temperature, iron count, and cholesterol screening.

*Fact: Approximately 62% of the population is eligible to donate blood.*



Appointments are encouraged, please visit [oneblood.org/donate-now](https://oneblood.org/donate-now) and use **sponsor code 57554**

**ID REQUIRED**

\*One offer per donor, per donation. No cash value. Not-transferable. Gifts may vary. For more information please visit [oneblood.org/details](https://oneblood.org/details).

Donors Receive



- PLUS -



- PLUS -



WINNER OF THE 2023 BUILDING MANAGER INTERNATIONAL (BMI) MANAGER OF THE YEAR



Congratulations to Sola Adewunmi. He received the 2023 BMI Manager of the Year award for his excellence and commitment to striving to be the best community manager.

## GREENACRE PROPERTIES 50th ANNIVERSARY GOLF CLASSIC

April 15, 2024

Carrollwood Country Club

