

# CAI SOUTHWEST VIRGINIA NEWSLETTER

## THE PRESIDENTS REPORT

### Outgoing President's Message

Dear SWVA-CAI Members,

As my term as President comes to a close, I cannot believe it has been 3 years already that I first became involved in this organization. Truthfully, this official designation of office is a symbolic one at best, as all involved in the small core group of board members “pass the hat” of titles and take turns contributing fully in their respective capacities, and in many cases in much greater capacity than myself.

It has truly been an honor to serve as your president and to work alongside so many dedicated, passionate individuals who are committed to advancing the mission and goals of our association; not only that, I feel we truly like and respect each other, and simply have fun being around each other, learning, encouraging, and sharing experiences. I learn something new every single time we are together.

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### Website

[www.caiswva.org](http://www.caiswva.org)

### Email

[caiswva@yahoo.com](mailto:caiswva@yahoo.com)

When I first took office, I was challenged to increase our membership and corporate sponsorships by providing better learning and networking opportunities for our members, and I'm happy to say that, together, we've made significant strides. From our increased collaboration with Central Virginia CAI, and our interim CED Brandi Nuckols, more virtual events, national partnerships, and membership growth, we have been striving to foster greater engagement and collaboration within our professional community.

That being said, even though we are a non-profit organization, we must continue to grow to maintain the privilege of being an independent chapter, which we feel is essential to continue to serve and provide in-person events to our localities, while still seeking increased collaboration opportunities with larger chapters such as the upcoming Strategic Planning event.

None of this would have been possible, nor will continue, without the continued hard work, expertise, and unwavering support of our members, board, volunteers, and staff. I want to extend my deepest thanks to each of you for your dedication and contributions to the success of our association. Your commitment has been the driving force behind our progress, and it's been a privilege to work with such a remarkable group: Ginny Peebles, Kelly Perrow, Michael Sottolano, Joshua Arthur, Dawn Martin, and Michael Short, with much professional guidance and insight from CED Brandi Nuckols, and networking opportunities from the Central VA chapter as well.

As I hand over the leadership to Dawn Martin, incoming President, I am confident that the association will continue to thrive and grow. Dawn brings a wealth of professional experience and fresh ideas, and I am excited to see where the future will take us under her guidance. I know that our association will remain in capable hands and will continue to build on the foundation we've worked so hard to establish.

Looking ahead, there are many exciting opportunities as well as significant challenges and changes in the industry on the horizon, and I encourage each of you to remain engaged, share your ideas, and continue working together to advance our shared mission. Our strength lies in our unity, and I believe the best is yet to come.

Thank you once again for the honor of serving as your president. I look forward to continuing to support our association in new ways and to seeing all that we will achieve together in the years ahead.

Warm regards,

Holly Snead, PCAM, AMS, CMCA  
President, CAI-SWVA

# DON'T MISS A MINUTE

## AUTO RENEWAL IS NOW AVAILABLE!

Sign up for auto renewal today to ensure your membership is never interrupted. Simply log in to your CAI membership account and choose **MY MEMBERSHIPS** to sign up today!



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## NEW AND RENEWING MEMBERS

Catherine Lindstrom - CAVL

Michael Young - Business Partner

Janice Berkley - CAVL

John Comiskey - CAVL

Dara Farrar - CAVL

Theodore Metzger - CAVL

### U.S. Community Association Living



**30**

Percent of U.S. population  
in community associations.



**\$12.2 trillion**

Value of homes in  
community associations.



Community associations contribute

**\$371.2 billion** including volunteer time,  
real estate taxes, home improvements, and  
housing services.

FOUNDATION FOR  
COMMUNITY ASSOCIATION  
**research**  
DATA DRIVEN. INDUSTRY FOCUSED.  
[foundation.caionline.org](http://foundation.caionline.org)



# Celebrating CAI SWVA

We enjoyed good food and company on Wednesday, December 11th at the Hunting Hills County Club. The Board of Directors said it's good-bye to Holly Snead and welcome new Board Members Marsha Bryant, Jessie Coleman, and Debra Kiraly



# Upcoming Events...

2025

January	February	March	April
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○ Board of Directors Monthly Meeting - 2nd Wednesday, 10am Teams

○ Board Leadership Training Session 2

○ Spring and Fall Social TBD

○ Valentines Business Partners Speed Dating Event

○ Virginia Leadership Retreat, Hot Springs, VA

○ December 10, 2025 Annual Meeting and Business Summit

○ CAI National Conference Orlando, FL

○ Did you check out the quarterly newsletter?

○ Save the date for the Spring and Fall Coffee Talks - Thank you Sponsors!



If you are interested in hosting an event or joining the Events Committee, contact [caiswva@yahoo.com](mailto:caiswva@yahoo.com)



# Join us for Session 2



## BOARD LEADERSHIP TRAINING

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### Multiple Sessions:

- **Wednesday, December 18th 4:00-7:00pm**
- **Saturday, January 18th 10:00am-12:00pm**



- Governing Documents and Roles & Responsibilities
- Communications, Meetings & Volunteerism
- Fundamentals of Financial Management
- Professional Advisors & Service Providers
- Association Rules and Conflict Resolution

**Three in-person locations with an instructor at each. Virtual option available as well.**



All five modules covered over both sessions.

**There is no cost to attend! Join us and learn from expert Managers!**



### Instructors:

Holly Snead, CMCA, AMS, PCAM - Brownstone Properties, Lynchburg area  
Kelly Perrow, CMCA, AMS - Perrow Corp, Smith Mountain Lake area  
Ginny Peebles, CMCA, AMS, PCAM - Townside Community Management, Blacksburg area

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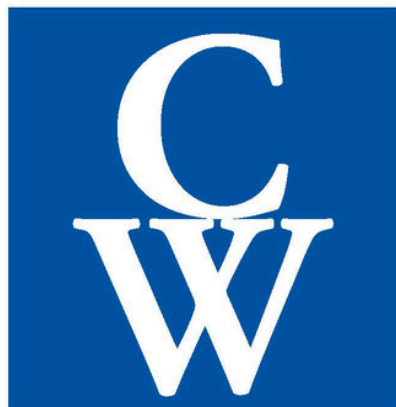
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*Thank  
you!*

To our Chapter Sponsors  
We can't do it without you!



# TAX CORNER

**By Joshua Arthur, CPA**

**SWVA Chapter Treasurer**

In the last issue, we went over the election to file Form 1120-H and be taxed under Section 528, which exempts much of an association's income. But, what happens if you choose not to make the election, or aren't allowed to (either because the association doesn't qualify or did not make the election in time)? In that case, the association would generally file Form 1120 and be subject to Section 277.

Section 277 basically says that the association cannot deduct expenses attributable to membership activities in excess of membership income for the tax year. In other words, net income from membership activities is taxable (a clear difference from Section 528), and net losses from such activities cannot offset nonmembership income.

Membership income is much the same as Exempt Function Income under Section 528. It generally includes dues and assessments from members that are used to operate the association and maintain the common property. Nonmembership income would be everything else, such as interest and investment income. It might also include income such as rents or fees collected for parking passes and pool passes from non-members.

Expenses may be obviously related to membership activities or nonmembership activities, or they may need to be allocated. Examples of allocable expenses are management fees, office supplies, or possibly pool maintenance and payroll costs for a pool that has both member and non-member passholders. What about reserves for major repairs and replacements? How are they treated on Form 1120? We'll cover that in the next issue!

Always keep in mind: Many associations and even their tax preparers may not be familiar with all of the specific rules and regulations related to community association taxation, so make sure you consult a CPA or other qualified advisor who specializes in this area of taxation and can help guide you.



# Advertising and Article Sections Available!

## Sharing is caring: Looking for Article Submissions

"We want YOU, our members and friends, to share your experience and expertise with our readers! We are always seeking new article ideas, submissions, and content for consideration in our quarterly newsletter. We welcome any ideas and input for articles that make our communities stronger, wiser, and equipped with the proper tools for success!"



## Get down to business: Try Advertising

"Are you a business looking to open the doors to prospective customers and contacts in the community association Newsletter Content Policy industry? Do you desire to reach a captive audience that may be looking for services that your company offers? Advertise with us and we will help you get the job done."

For more any questions, interests, inquiries, information on availability, rates, and specifications send an email to [caiswva@yahoo.com](mailto:caiswva@yahoo.com)

### Newsletter Content Policy

All submissions of announcements for publication in the SWVA CAI Chapter *Community Matters* newsletter are subject to the following guidelines:

- All subject matter must be related to industry related news such as education, certification, promotions, employment changes, Chapter related news, other important or unusual event news, member related news or similar.
- Announcements are only accepted by CAI affiliated community association volunteer leaders, managers, business partners and other industry related sources.
- Each announcement should not exceed 60 words.
- Announcements are to be submitted by the deadlines set for article submissions.
- Anonymous, second-hand or forwarded announcements will not be published.
- Publications are subject to space availability.
- SWVA CAI reserves the right to edit announcements.
- Announcements of activities must be within the past 3 months in order to be published.
- The views of authors expressed in articles appearing in the SWVA CAI *Community Matters* newsletter do not necessarily reflect the views of CAI.
- CAI assumes no responsibility for the statements and opinions of the contributors to this publication.
- The publisher is not engaged in rendering legal, accounting or other professional services.
- An acceptance of advertising does not constitute endorsement of the products or services offered.
- We reserve the right to reject any advertising copy.
- Submissions of articles and announcements are welcomed with the understanding that such material is subject to editing for content and for space limitations.
- References to a website, email addresses, telephone numbers, and similar may only be included in advertisements.

# ADVERTISING RATE & SPACE RESERVATION FORM

	Size	Width	Height	SWVA—Member Rate	SWVA—Non- Member Rate
<input type="checkbox"/>	1/16 Page	3 1/4"	3/4"	\$25.00	\$31.25
<input type="checkbox"/>	Business Card	3 1/2"	2"	\$50.00	\$62.50
<input type="checkbox"/>	1/8 Page	2 1/4"	3 1/2"	\$75.00	\$93.75
<input type="checkbox"/>	1/3 Page Square	5"	5"	\$100.00	\$125.00
<input type="checkbox"/>	1/3 Page Verti- cal	2 1/2"	10"	\$100.00	\$125.00
<input type="checkbox"/>	1/4 Page Verti- cal	3 1/2"	4"	\$87.50	\$109.50

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

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Please forward your artwork in JPEG format.

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Please make checks payable to: **CAI SWVA and mail to P.O. Box 21391, Roanoke, VA 24018**

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