



Industry *insider*

4th Quarter 2008 • Volume VI • Issue IV

A MESSAGE FROM OUR PRESIDENT



AMANDA SHAW
President of AAM

Banking Update

As many of you know, AAM has enjoyed a long relationship with Community Association Banc, whose parent company was 1st National Bank of Arizona. In July, 1st National Bank of Arizona was closed by the banking regulators and all deposits, including those held by Community Association Banc, were purchased by Mutual of Omaha Bank. Please note that all of the services offered at no charge by Community Association Banc are still in place under the Mutual of Omaha name and the processes through which AAM provides services to our community associations will remain the same. It has been a smooth transition with no interruption in services. Mutual of Omaha Bank is well capitalized and will provide the strength and security our community associations need.

Additionally, AAM has recently partnered with US Bank so that our associations will have an alternative

for banking services. US Bank is the 6th largest commercial bank in the country and has had an HOA division for 23 years. Having been a part of our industry for so long, US Bank clearly understands the needs of community associations and offers all the services our associations require – lockbox processing, direct debit (Surepay), and multiple investment options. US Bank also has a bond with Travelers Insurance to insure all deposits in excess of the FDIC limit of \$100,000.

If you have any questions or concerns regarding Mutual of Omaha Bank or if you would like more information regarding the banking options we can provide for our associations, please contact **Kevin DeBolske, AAM CFO**, at kdebolske@AAMAZ.com or (602) 288-2604.

Did You Know: **LANDSCAPE SUSTAINABILITY**

Did you know that a landscape's design should have as much to do with beauty as it does with efficiency and timelessness? Though it's a concept that's been around a while, the design principles that promote sustainability are garnering a fair amount of renewed attention lately.

DESIGN FOCUS

The most obvious feature of sustainable landscape design is the choice of plant material. Advocates of native, or at least drought-tolerant, plant material have utilized the concept of sustainability for some time. Desert plant material is available for use in landscape designs that allow for a wide variety of textures and colors. These vary from austere to lush in appearance and feel. Creative use of small water features, specimen plants, boulders and other hardscape items brings such landscapes to life!

Designing landscapes with the concept of "right plant – right place" is just as important when using desert plant material as it is in any design. Plants placed in the right location can modify the local climate and have an impact on the "heat island" effect.

The same concept applies to including turf into the landscape design. Turf placed in the right location reduces heat and provides an inviting environment for outdoor activity. It can help define the lifestyle of a community. However, there are places where turf does not belong. Planting turf in narrow strips in front of houses is costly to maintain. These are often the first

place where turf begins to fail, especially if there are trees planted nearby. Planting desert plants, instead of turf, require far less water.

IRRIGATION SYSTEM DESIGN

Drip irrigation systems have been used and refined for decades. Recent advances in irrigation control technology allows for increased efficiency in irrigation water use. Although it is possible to utilize overly complicated control systems, several Internet-based systems have achieved a balance of sophistication and simplicity.

Some states are starting to implement irrigation regulations. Newly installed irrigation systems in Arizona will someday require certified designers, installers and maintainers. Everyone involved in the green industry and home building will have to adjust.

MAINTENANCE CONSIDERATIONS

Selection of proper Sonoran desert plants will require minimal, low impact maintenance practices (less material to transport to landfills) and the plants will live longer. It is the landscape maintenance vendor's responsibility to renovate shrubs seasonally, not continuously shear them. And, trees need to be responsibly maintained. All of this translates to lower maintenance costs, reduced irrigation water costs and lower plant replacement costs.

Source: DLC Resources Inc.

LYNN
RIVERS



Cornerstones of the Business

Whether you're a developer, a home builder or a homeowner, chances are, if you deal with HOA operating budgets, you may have had the pleasure of working with AAM's Lynn Rivers.

Rivers is a senior budget analyst, responsible for preparing operating and, cash flow budgets for AAM's new communities while working closely with our developer clients. She also uses her skill and experience assisting AAM's managers that work in homeowner controlled communities understand and prepare budgets for the associations they oversee.

"I really enjoy working with our community managers and clients to create cash flow scenarios for their communities. It is so important to be able to properly anticipate the cash flow needs of all communities, especially in this economic market," Rivers said.

Rivers, who joined AAM roughly three years ago, attended University of Texas at El Paso and has worked in accounting management for about a decade. She also has several years experience serving as treasurer for her own community association.

In Rivers' spare time, she enjoys gardening, watching movies and plays and traveling to new places. In fact, she looks forward to an annual trip to Rockport, Texas, for the Oysterfest, where she visits her parents and sisters, and eats as many raw oysters as she can.

Rivers lives in Peoria with her husband of 24 years, a 17-year-old daughter and an 11-year-old son. The family also includes a dog named Chewy and a cat named Salado, both former strays.



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News You Can Use: 2009 DEVELOPER TRAINING

Mark your calendars now and plan to attend our upcoming Developer Training sessions in 2009. It's never too soon to plan for success, and you won't believe the tremendous amount of valuable industry information we manage to pack into each and every meeting!

- Feb. 11, 2009 – Current Market Impact
- May 13, 2009 – Enforcement, Architecturals and Self-Help
- Aug. 12, 2009 – Legislative Update
- Nov. 11, 2009 – Start-Up Through Transition Tips and The Importance of Communication

All courses will be held from 9-11 a.m. at AAM Corporate, 7740 N. 16th St., Ste. 300, Phoenix, and include coffee and Continental breakfast.

Please RSVP to **Gina Jerome** at gjerome@AAMAZ.com or (602) 288-2675

Industry Insider
An invaluable HOA information resource
for residential builders and developers

