

# the CROSBY CROONER



THE CROSBY ESTATE AT RANCHO SANTA FE

FALL 2014 • ISSUE 7

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Visit your community website at  
[www.CrosbyEstate.org](http://www.CrosbyEstate.org)

## Crosby Enclave Construction Update

The Winter 2013 *Crooner* edition included an article describing the county's approval of 13 homes to be constructed on the former site of the Starwood trailer above the North Gate. At that time, California West Communities was the developer/builder.

Much has happened since that *Crooner* article was published, beginning with the purchase of the Enclave property by Davidson Communities. Davidson is a familiar builder in the Crosby. The company has built dozens of homes here including, most recently, those in the Arista Subassociation. Davidson's Tim O'Grady has kindly provided the information contained in this article.

As most of us know, Enclave construction work has commenced. The grading phase is already complete. Currently, underground utilities (sewer, storm drain and water) are being installed and retaining walls on the east side of the project are being erected. According to the current schedule, the street in the Enclave will be paved in about six weeks.

*Crosby Enclave: Continued on page 2*

# Enclave Update

*Continued from page 1*

Other than sound emanating from the construction effort, the largest impact on Crosby residents will be in the next few weeks. The sewer line installed in the Enclave will be connected to the existing main line in the Crosby. The connection point is in the exit lane of Bing Crosby Boulevard just below the North Gate. Davidson is working with Eron Kaylor, our community manager, and GMI personnel to minimize any inconvenience to residents.

As far as sound emanations are concerned, the noisiest phase is already finished. There will be a period of about 18 days of applying layers of stucco to the houses but that effort should have a limited noise range.

The homes will be constructed in two phases: 12 will be two story and one will be single story. The single story home will be located at the east end of the project. It will be the home most visible from within the Crosby gates. Because of its low profile, it will have limited visual impact.

The Enclave will be a subassociation. Its residents will be both Crosby residents and residents of the subassociation as with The Villas and Arista. Davidson anticipates completion of the project by the end of 2015. The timing of the start of homes sales, whether during construction or after, has not been determined. Price points are not yet set.

## ASSOCIATION UPDATES

*To keep everyone up to date on community happenings, we would like to provide you with a summary of the most recent board meeting.*

**FINANCIAL** This update represents the financial update through August 2014. The operating cash balance is \$755,301.38 with \$1,265,000.00 in investments. The Crosby reserve cash balance is \$164,656.49 as of Aug. 31 with \$2,340,000.00 in investments. Currently the Association is in good financial standing and continues to operate within budget. The Board continues to aggressively pursue collections on owners with past due assessments, via legal firms who specialize in Association debt collection.

**ACCESS CONTROL COMMITTEE** The Board approved the recommendation from the ACC, to pursue obtaining proposals for a traffic calming study. The Committee and the Board realize that speeding in the community is an issue, so this study will provide recommendations to help reduce speed.

**DRC** The solar guidelines that were recently circulated have been tabled for further review, based on feedback received from the membership. Newly proposed guidelines will be issued for another 30 day comment period prior to the end of the year. For solar, or other DRC related questions. Please contact the Management office, or email [spluta@keystonepacific.com](mailto:spluta@keystonepacific.com).

**STREET REPAIRS AT THE TOP O' CROSBY** The Board approved the services of Associated Engineering Consultants, to investigate, report and provide a recommendations to repair the road. AEC firm will also provide oversight when the asphalt work takes place.

# ASSOCIATION UPDATES

**LANDSCAPE COMMITTEE** The Landscape Committee, along with the Board has recently approved the services of Mosaic Landscape Consulting. This consulting firm will assist in identifying troubled areas, slope issues and preventive brush management. They also will be working alongside our current maintenance company, Nissho Landscape, to provide oversight and ensure proper maintenance standards are being met. Mosaic Consulting will also be providing specifications standards for tree maintenance and planting techniques.

**OPERATIONS COMMITTEE** This recently formed committee, comprised of Directors Carole Hogan and Peter Shapiro, along with the On-site Community Manager, Eron Kaylor. This committee will be tasked with consolidating existing policies and procedures into a signal point of reference, and creating an operations manual.

## **HABITAT MANAGEMENT CONTRACT, RINCON CONSULTING**

The Board reviewed and approved the 2014/15 habitat management contract, at no contract increase over the prior year. Rincon Consulting provides an important service to The Crosby, by protecting the surrounding native plants and animals, along with providing educational site walks and an informative website. Please visit [www.thecrosbyopenspace.com/](http://www.thecrosbyopenspace.com/).

**NEW COMMUNITY WEBSITE** With the recent transition of Management, comes a new and fresh website! Please take a moment to visit the website for update to information, forms, events and many of your community related needs. [www.crosbyestate.org](http://www.crosbyestate.org)

**NEW MARQUEE SIGN, CENTER GATE** If you haven't seen it already, check out the new Crosby marquee sign at the entrance to the center gate. It looks great!



*Sonya Pluta, Executive Assistant to the Community Manager  
and Eron Kaylor, Community Manager*

## **MEET YOUR NEW ON-SITE MANAGEMENT STAFF**

We invite residents to stop by and meet us, or give us a call at (858) 381-5615 or email anytime ([ekaylor@keystonepacific.com](mailto:ekaylor@keystonepacific.com) or [spluta@keystonepacific.com](mailto:spluta@keystonepacific.com)). We're here to assist with any association related needs.





# LANDSCAPE MUSINGS

## COMMON AREA LANDSCAPE

The landscape committee recommended and your board of directors approved contracting the firm of Mosaic Consulting to professionally oversee our landscape. The firm came highly recommended and is in the process of evaluating the landscape and the maintenance being performed.

They will be onsite weekly and will be preparing maintenance specifications that our contractor will follow. Their arborists will inspect our trees, provide pruning procedures, identify disease, and evaluate watering. Their certified irrigation manager will look at our entire irrigation system for ways to improve efficiencies. They will be looking at the brush management and the areas of possible erosion if we have heavy rains this winter. They will implement a landscape maintenance performance scoring system and provide a monthly summary report. This

will be very helpful to the board in evaluating our present contractor. They will provide monthly recommendations for operational and visual improvements to your board. Our landscape is the primary asset of the association. It encompasses almost four million square feet, and we spend about \$300,000 to water the landscape. This is a very big and positive step for all homeowners who love living here and love our landscape.

In addition, the medians that are being renovated will be finished this spring after a landscape architect can coordinate the landscaping of all the medians. The design will be sent out to the community for comment before it is planted. In the meantime, we will be planting grass as a short term solution to maintain a better appearance during the winter.

## GATEHOUSE GREETINGS

The gate staff and I hope you've all had a great summer! We are now looking forward to cooler weather and the holiday season. You may have noticed signs posted on the resident lane barrier arms warning you that the arm goes down after each entry. There is new technology in the transponder system which closes the arm after every resident goes through the gates. This is designed to prevent unwelcome traffic from piggy-backing into the community. So, if you're on your way home, and there is another resident ahead of you, please be patient and wait for the arm to come all the way down before pulling ahead. Before you know it, your transponder will open the gates, and you'll be headed home. ~ *Kenneth Taylor, GMI*



# CROONER YARD OF THE QUARTER



**16865 GOING MY WAY:** *Beautiful multicolored roses and olive trees catch one's eyes when passing this beautiful front yard. This Crosby home is a showcase of what our community is all about. We thank the owner for the TLC it takes to create such a lovely front yard. Congratulations to the proud homeowner.*





## DESIGN REVIEW REPORT

# CONSIDERING GOING SOLAR?

### HERE IS SOME INFORMATION THAT MIGHT HELP YOU TO DECIDE:

California has decided on an initiative to derive a substantial portion of its energy from renewable sources. This is a very expensive route and as electricity prices continue to rise, the homes that use higher amounts of electricity will get the biggest increases. Already, prices for usage above 380kwh is priced at triple what the baseline tier 1 rate is. That will undoubtedly also be the area that gets the majority of the future increases. The costs for installing solar panels has dropped over 60% in the last 2 years. It has made investing in solar one of the best return on investments available. You can have the system paid for with the electricity your system generates in 5-6 years which is a 16-20% return, and then after that you will have continued savings for the life of the system. The idea is to know how much energy you use and get a system that will bring you down to the tier 1 or 2 rate. For example, an 8.28kw system will have a cost of about \$28,000. That system will generate on average about 1400kwh a month. That equates to a savings of about \$450 a month, or just over \$5000 a year. In addition there are lots of plans for paying for solar installs out there. There is the straight out purchase, the prepaid lease, and a \$0 down lease. All in all, it is worth checking out. If you have questions you may email the author of this article, Craig Bernard at [craigbernard1@aol.com](mailto:craigbernard1@aol.com).

Recently you received in the mail proposed solar guidelines that were being considered for adoption by the Master Association. Upon receiving owner comments and feedback, the DRC decided to table approving the guidelines for further review. The DRC is scheduled to meet with a solar expert to assist and provide input on the proposed guidelines. Keep an eye out for the revised solar guidelines that will be mailed out for another 30 day comment period.

### TO SUBMIT PLANS TO THE HOA FOR SOLAR, SIMPLY FOLLOW THESE STEPS:

1. Ask your Solar Contractor to create drawings of the proposed system for architectural review.
2. Ask your Solar Contractor to provide a Certificate of Liability Insurance naming The Crosby Estate as additional insured.
3. Complete the adjacent neighbor awareness process, notifying your neighbors of your intent to install solar and showing them the proposed location.
4. Drop the whole submittal off at The Crosby Estate Master Association offices located at: 18029 Calle Ambiente, Ste. 518, just across Del Dios Hwy, in Cielo Village.

*For more information please contact Sonya Pluta at The Crosby Estate at [spluta@keystonepacific.com](mailto:spluta@keystonepacific.com).*

# REAL ESTATE RUN DOWN



Many of you who follow real estate sales are already aware that home sales in Southern California have slowed this year, and in August slipped to a four year low, with sales volume in San Diego County 18.90 percent below August 2013, according to DataQuick.

Low inventory, and reduced investor purchases account for some of this decline. Despite continuing low mortgage rates, many still have difficulty in qualifying for a loan, or have not been able to mend their credit rating. Cash buyers accounted for 24.4 percent of August home sales.

Median sale prices, however, have increased, particularly in the more expensive coastal areas.

Since January 2014, only 18 properties have sold in the Crosby, of which 2 were foreclosures, and 2 vacant lots. This is in contrast to the 67 homes sold in 2013. Other communities are reflecting similar trends: The Bridges have sold 17 properties in the same period, Fairbanks Ranch has had 18 sales, while only 7 homes sold in Cielo, and 7 in Rancho Santa Fe Farms.

What factors do we expect to change in the coming years? Jed Kolko, an economist suggests that millennials, who represent the largest demographic group in the country, 'will have a huge impact on the housing market.'

Some of the criteria highest on the millennial list when searching for a home are the following: convenience to job reducing commuting time and allowing for a better work-life balance; energy efficiency; open floor plans that provide space for entertaining; technology that allows the home to be run from a cell phone; quality of schools (a recent survey by realtor.com revealed that 45 percent of today's buyers are willing to pay a premium for quality schools); high ceilings promoting greater air circulation and more natural light; and most importantly, overall affordability.

Unfortunately, we may have to wait for this group to surface, since the percentage of Americans under age 35 who owned a home fell to 36 percent last year, the lowest level on record.

## ACCESS CONTROL NEWS

**DRIVE SAFELY!** We Southern Californians have a special appreciation for our cars. We primp and polish them, love to show them off... but more often we drive them way too fast. We all have somewhere to go and don't like spending too much time getting there. So while you are driving through The Crosby Estate, please slow down and appreciate the beautiful surroundings. You are a special group of residents at The Crosby who are allowed to enjoy the privilege of driving into this community so why not slow down and enjoy it?! Speed limits are 25 mph throughout the entire Estate. Please also make sure you are coming to a complete stop, at each stop sign. We're all prone to our California ways, but let's try and avoid those "California stops!"

**GATE TRANSPONDERS** Gate transponders can be processed on the spot at The Crosby Estate Master Association Offices. We are just across Del Dios Hwy in the Cielo Village at 18029 Calle Ambiente, Suite 518. We are located in the Dorazio Law Offices on the third floor. You can get an application for a new transponder on-line at [www.crosbyestate.org](http://www.crosbyestate.org), or by contacting us in the office on (858) 381-5615 or by email at [spluta@keystonepacific.com](mailto:spluta@keystonepacific.com). The fee is \$20 per transponder and we only accept checks. Simply bring your completed application, your check made payable to The Crosby Estate, and a copy of your vehicle's registration and we'll get you set up!



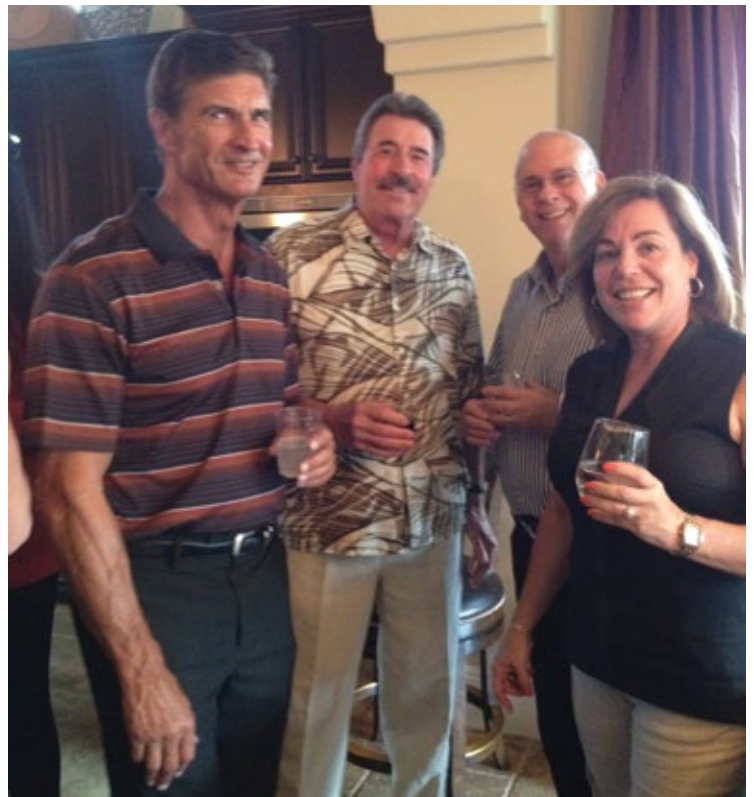


# CROSBY FALL FESTIVAL





# CROSBY COCKTAIL PARTY



*July 26: Themed Cocktail Event at the home of Leslie and Don Myll*



DON'T MISS OUT! CROSBY CLUB DIVOTS



Saturday, October 18th

6:00 p.m. to 10:00 p.m. In The Crosby Ballroom

\$25++ per person

Celebrating the 50th year of the Beatles coming to America  
Come dance your bum off ! Rock to the Rock of the 60's, 70's & 80's  
Heavy Appetizers and Nibbles and Cocktails available for purchase!

Your neighbors and friends are invited too!

**Prizes for Best Costume!**

R.S.V.P to [concierge@thecrosbyclub.com](mailto:concierge@thecrosbyclub.com)



# TRUNK or Treat

Sunday

October 26th

Clubhouse Parking Lot

5:00 p.m. to 8:00 p.m.

Join in the

frighteningly good fun

of Trunk or Treating

from the Trunk of

some of the spookiest

decorated cars in the

Crosby!

The Crosby Community is invited to  
this years Trunk or Treat!!!

»Trunk or Treating

»Live-DJ

»Games

»Costume Contests

»Live Voting and  
Awards for the Best  
Decorated Cars!

»Reserve a  
parking space for  
your decorated  
car today before  
spaces run out!

»Don't miss out  
on this festive  
annual event!

R.S.V.P. to [concierge@thecrosbyclub.com](mailto:concierge@thecrosbyclub.com)!



FUN FOR ALL! CROSBY CLUB DIVOTS

# CROSBY CLUB DIVOTS

Fall is finally here! This is a truly exciting time for the The Crosby Club. In September we welcomed a new Director of Food and Beverage, Brian Green. In addition to his comprehensive training as a skilled executive chef, he has an impressive history of managing food and beverage operations as a whole. Look forward to menu changes, increased staff training and a flawless dining experience.

In September we also finished our Sports Center remodel. We added all new top of the line Technogym Equipment, both cardio and strength, as well as repurposed space to add over 1,000 square feet to our gym facilities.

The group exercise room has also seen significant changes with added TRX mounts as well as eleven brand new group cycle bikes! With these positive changes to the club, it is the perfect time for you to join if you haven't already! The Prospective Member Invitational is still available. It offers four months of full golf level access to the club for \$4,000 and at the conclusion of those four months, if you decide to join in golf or sports categories then that \$4,000 is applied to your initiation fee.

Also, the Crosby Community is and will be invited to our British Invasion Party to be held at the club on Sat., Oct.

18; Thanksgiving Brunch on Thurs., Nov. 27; as well as our New Year's Eve on Wed., Dec. 31.

Please join us at one of these events to get a taste of what the club can do for you! For a tour of the club and a membership packet please contact Rhonda Hill at (858) 759-3846 or rhill@thecrosbyclub.com. ~ Ed Sanabria, General Manager, The Crosby at Rancho Santa Fe • 858-759-7223 • [www.thecrosbyclub.com](http://www.thecrosbyclub.com)

## SAVE THE DATE!

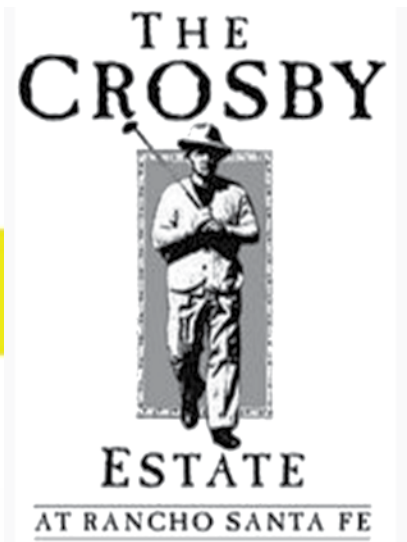
*Please mark your calendars and  
join your friends at the following  
Crosby Community Events...*

OCTOBER 18, 6 TO 10 PM: BRITISH INVASION PARTY

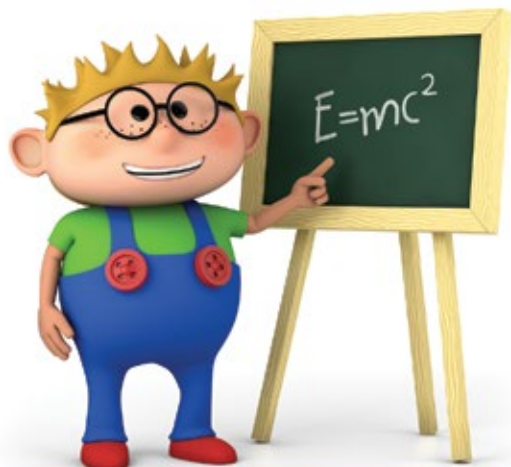
OCTOBER 26, 5 TO 8 PM: TRUNK OR TREAT

NOVEMBER 27, 10 AM TO 2 PM: THANKSGIVING BRUNCH

DECEMBER 31: NEW YEAR'S EVE PARTY







## MENSA QUIZ

*The first person who replies with the correct answers to the Mensa quiz below will win \$20. Send answers to [spluta@keystonepacific.com](mailto:spluta@keystonepacific.com)*

1. Which of the city names is least like the others? The difference has nothing to do with vowels, consonants or syllables.

***London, Washington, Paris, Shanghai***

2. What three six-letter words that are anagrams can be used to complete this sentence?

***The designer made a beautiful collection in \_\_\_\_\_ colors with \_\_\_\_\_ in the \_\_\_\_\_ skirts and the \_\_\_\_\_ possible shades.***

3. There is only one common English word that is an anagram of "directions." What is it?

4. In each row, change the first letter in each of the two words to a different (identical) letter to form two new words. The new letters will form a word reading down.

<b><i>Thump</i></b>	<b>___</b>	<b><i>Sat</i></b>
<b><i>Scorn</i></b>	<b>___</b>	<b><i>Lisle</i></b>
<b><i>Hike</i></b>	<b>___</b>	<b><i>Dove</i></b>
<b><i>Yodel</i></b>	<b>___</b>	<b><i>Feet</i></b>

5. Fill in the blanks to complete the word below.

***T \_ e \_ l \_ g \_ c \_ l \_ y***