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**John Cewe – Silver Pointe Way**

My family has lived in Crosspointe for 25+ years. I was employed with the Federal government for over 35 years. I have served on the Crosspointe Board for 18 years in various capacities: Vice President, Secretary and Treasurer, and as primary Budget Committee liaison. I have also served on or supported various committees: Budget, Pool, Communications, Tennis and Neighborhood Watch. I have worked to keep assessments reasonable, but sufficient to support upkeep of the community. I have strived to ensure the ARB process works effectively for both the community and the individual resident. I have promoted usage and development of our web site, and also good stewardship of our finances. Contracts for: trash collection, pool operations, ground maintenance and community management services comprise ~60% of the annual budget. These contracts were re-competed and or re-negotiated during 2020. I worked diligently to contribute to very successful long-term contract outcomes, positioning Crosspointe's stronger financial position for the next several years.

I will strive to continue our Board's prudent and sound fiscal policies, and ensure provided services meet our community's needs efficiently, and cost-effectively. I remain committed to ensuring the Community is managed under a fair, seamless and transparent process. I will also continue to ensure the community's business is conducted in a manner that enhances our quality of life and property values, while exercising common sense judgment. I respectfully ask for your support.

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**Pat Ciarlo – Crosspointe Drive**

I have been a BOT member since 2005 and would appreciate the opportunity to continue serving the community in this capacity. My family and I moved to Crosspointe in 1987. We were among the first residents and have experienced the community's growth from a developer's vision into the beautiful community it is today. I served on the first resident ARB and then served five years on the BOT as a resident trustee while Crosspointe was still under Developer control. After leaving the BOT, I worked for a Community Management firm for 11 years as Architectural Administrator for over 30 communities. I am very experienced with Crosspointe's founding documents, community management business processes, and the role, rights, responsibilities, and limitations of community management and the BOT.

I look forward to continue working on behalf of the community and contributing my professional experience, BOT experience, and corporate memory. If reelected, I will continue to fairly represent the interests of all community members and work professionally with BOT colleagues and homeowners on all matters. I also commit to support measures that maintain the right balance between our quality of life and property values, while diligently working to manage spending to keep our annual assessments reasonable. Thank you for your consideration.

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**Randy Cotten – Chase Glen Circle**

My family has called Crosspointe home for over four years. In that time, we have met many incredible neighbors, enjoyed the community's abundant amenities, and had our decision to join the neighborhood reaffirmed time and time again. As a Trustee, I will work diligently to preserve the attributes that make Crosspointe one of Northern Virginia's premier communities. As a proud parent of two young children, I look forward to promoting and strengthening community-building activities for our families. Whether it's celebrating end-of-year academic milestones with a parade, inviting Santa to visit during the holidays, or serving as a gathering place for Scouting activities and board game enthusiasts, we can all benefit from getting to know our neighbors through shared experiences.

I also believe that fiscal responsibility and transparency are critical in the decision-making process of any successful community and will work to ensure that the Board continues to uphold the interests of Crosspointe residents with these principles in mind. Further, with the planned police substation on Lorton Road, the ongoing residential and commercial development at the former Lorton Reformatory, and countless other initiatives underway around us, I will ensure that Crosspointe is well-represented as our broader neighborhood continues to grow. I have held several leadership positions in both my professional and personal life, including serving on Crosspointe's Pool Committee for the past four years, and look forward to the opportunity to continue to serve our community as a Trustee.

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### **Ashlie Hightower – Oak Chase Circle**

Ms. Ashlie Hightower and her husband, Brian, have been Crosspointe residents since June 2018 when Brian retired from his 20-year military career. She is a graduate of Norwich University and holds a Master's Degree in Diplomacy (International Relations) as well as a Master's Degree in Military History.

Ms. Hightower has vast experience serving on the board of her homeowners association in West Los Angeles, CA, from 2004-2014 and 2016-2019. Ashlie worked for a very prominent commercial real estate company in Beverly Hills, CA, from 1998 to 2012. She looks forward to serving on the Crosspointe Homeowners Association Board of Trustees (BOT). Thank you.

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### **Howard Kaufer – Silverline Drive**

I have served as the president of the Board of Trustees since 2007, been a Board member since 2003, and ask to be re-elected to the Board. My wife and I have lived in Crosspointe since 1994. My priority is always our 1350 Crosspointe families; you make our community the outstanding place that it is. I am proud of the actions we took this year to balance safety, use of our amenities, and our budget. We responsibly opened our pools, tennis courts and other amenities in compliance with applicable guidance, and after verifying our insurance coverage. We made our meetings virtual, which led to greater homeowner participation. If re-elected, I will continue to support investments that maintain Crosspointe as a premier, family-friendly community, while continuing to keep dues reasonable. For 2021, dues are unchanged, even as our budget continues to fund needed maintenance and improvements, and after we lost a significant amount of pool revenue. Our amenities – pools, tennis courts, trails, ponds, basketball courts – are important and our budget ensures that they will remain in first-class condition. Our tot lots receive an annual safety inspection, and our pools and tennis courts are continuously inspected to ensure quality.

Community social events took on added meaning this year. I fully support those volunteer-driven events, as well as our off-duty police patrols, reasonable architectural standards, and engagement in nearby land use issues. I would appreciate your vote so that I can continue working for you.

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### **Stephen Ketcham – Wood Pointe Way**

Stephen has a background in finance and economics and currently enjoys crunching numbers, and analyzing financials as a consultant for the FAA. He has also served previously on an HOA board as the treasurer for several years. His goal as a director would be to serve the community through the continued maintenance of effective cost management and data-led decision making, looking for opportunities for efficiencies, in order to avoid rapid homeowner dues escalation.

Stephen's family enjoys the recreational opportunities offered by Crosspointe from the basketball court to the pools, trails and fishing ponds, and understands the budgetary balance involved with safety, common area aesthetics, recreation, and cost management.

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### **Larry Rice – Wood Pointe Way**

My family and I have been residents of Crosspointe for over 22 years. My wife and I have enjoyed the great location and amenities of community as we have pursued our careers in the Washington area. My two children have blossomed into responsible young adults having benefited from our local school system, local organizations and activities. This is truly a great place to live. My first involvement in Crosspointe was as a member of the Open Space Committee, then as a Trustee on the Board. I also manage our Neighborhood Watch activities. Most recently I have completed the Fairfax County Community Emergency Response Team (CERT) training and look forward to engaging other CERT members in Crosspointe. My resume includes service in the Marine Corps, over 20 years in procurement as a Procurement Analyst and Contracting Officer in the Department of Defense. I have been a member of a Board of Governors for a non-profit school, a President of a non-profit association, as well as a Cub Scout Leader and coach for various sports teams. I believe I have the experience and ability to contribute to the continued successful management of our prosperous community. I would be honored to be considered for continued membership on the Board of Trustees. I have enjoyed working with members of our community association over the past years and look forward to keeping our community clearly a cut-above all others in Northern Virginia.