

# 2023

## GUIDE TO FINANCIAL SERVICES & RESERVES



This annual guide provides a starting point for association boards seeking financial & reserves services.

2023 CAI-NE

# Guide to Financial Services & Reserves

This annual guide provides a starting point for association boards financial & reserve services.

## CAI MEMBER

### PROVIDE SERVICES IN THE FOLLOWING NEW ENGLAND STATES

	ABINGTON BANK	ALLIANCE ASSOCIATION BANK	ALLIED PROPERTY MANAGEMENT	BARRETT & SCIBELLI, LLC	BLOOM COHEN HAYES LLC	BROOKLINE BANK	COZBY & COMPANY LLC, CPAS	THE DARTMOUTH GROUP, AN ASSOCIA COMPANY AAMC	FIRST CITIZENS BANK	FOLEY CPA	KEANE + COMPANY, P.C.	PACIFIC WESTERN BANK	PEMAQUID RESERVES	ROCKLAND TRUST	ROSELLI, CLARK & ASSOCIATES, CPAS	SOUTH SHORE BANK
MAINE																
MASSACHUSETTS																
NEW HAMPSHIRE																
RHODE ISLAND																
VERMONT																

## ACCOUNTING SERVICES

AUDIT & REVIEW SERVICES																
TAX PREPARATION & PLANNING																
ASSOCIATION BORROWING																
OPERATING BUDGETING																
LITIGATION SUPPORT																
RESERVE ANALYSIS																
DEVELOPER TRANSITIONS																
TRANSITIONS IN MANAGEMENT																

## BOOKKEEPING / FINANCIAL REPORTING

MONTHLY FINANCIAL STATEMENTS																
MONTHLY FEE COLLECTION																
BUDGET REPORTS																
COLLECTION & DELINQUENCY STATEMENTS																

## LENDING

ASSOCIATION LENDING																
BANKING SERVICES																
CERTIFICATES OF DEPOSIT																
DIGITAL PAYMENT SOLUTIONS																
FANNIE MAE/FREDDIE MAC PREPARATION																

## RESERVE STUDIES

ON-SITE INSPECTION																
PROPERTY SPECIFIC RECOMMENDATIONS																
RESERVE REPORTING SOFTWARE																

COMPANIES HIGHLIGHTED IN **BLUE** ARE CAI-NE CHAPTER PARTNERS

\* Information provided by advertisers as of 5/1/23



## ABINGTON BANK

CHRIS WALKER  
95 N FRANKLIN ST  
HOLBROOK, MA 02343  
781-878-0045  
FAX: 781-878-9764  
CWALKER@ABINGTONBANK.COM  
WWW.ABINGTONBANK.COM

## ALLIANCE ASSOCIATION BANK

JAMIE KAY REDDEN  
717 MARKET ST, STE 292  
LEMOYNE, PA 17043  
888-734-4567  
JREDDEN@  
ALLIANCEASSOCIATIONBANK.COM  
WWW.WESTERNALLIANCE  
BANCORPORATION.COM/  
ALLIANCE-ASSOCIATION-BANK

Alliance Association Bank, a division of Western Alliance Bank, Member FDIC, brings you the best of both worlds: the strong capacity and sophisticated product offerings of a large bank along with the flexibility, commitment and superior service of a more specialized institution that's dedicated to the community association industry nationwide.

## ALLIED PROPERTY MANAGEMENT

PO BOX 315  
NORTH BILLERICA, MA 01862  
800-436-7348  
FAX: 978-452-7718  
INFO@APMANAGES.COM  
WWW.APMANAGES.COM

Working closely with clients, our company emphasizes prompt collection of monthly fees, and closely monitors any unpaid amounts, administering late fees where necessary. Our clients receive clean, concise financial data. Monthly reports are issued, covering Budget Reports, Bank Reconciliations, Collection and Delinquency Statements, Balance Sheets, Income Statements and Expense Reports.

## BARRETT & SCIBELLI, LLC

8 WINCHESTER PLACE, STE 301  
WINCHESTER, MA 01890  
781-570-2273 X101  
WWW.BARRETTANDSCIBELLI.COM

We specialize in working with condominium boards, property owners, and communities. We are up-to-date on the latest and best practices for proper governance and are well-versed in the tax, accounting and auditing practices required to keep your community financially sound. To learn more, call or click today!

## BLOOM COHEN HAYES LLC

464 HILLSIDE AVE, STE 203  
NEEDHAM, MA 02494  
781-455-0900  
KBLOOM@BCHCPA.COM  
WWW.BCHCPA.COM

A CPA firm providing audit, review and tax services to a variety of clients, including over 400+ community associations. Kenneth A. Bloom, one of the industry's noted experts in working with community association's financial, accounting and tax issues, consults in litigation support, tax planning, association borrowing and financing issues, transitions from developer to unit owners, and general management.

## BROOKLINE BANK

ANDY BEEPATH  
617-937-9436  
ABEEPETH@BRKL.COM  
DAVID GLADSTONE  
617-835-8372  
DGLADSTONE@BRKL.COM  
WWW.BROOKLINEBANK.COM/CONDO

Having served Condominium Associations longer than any other local bank, there is little we haven't seen. From short-and long-term financing, to saving for rainy days, to a full range of collection and deposit services, Brookline Bank can meet most any financial need.

## COZBY & COMPANY LLC, CPAS

124 LONG POND ROAD, STE 12  
PLYMOUTH, MA 02360  
508-830-0007  
HEATHER@COZBYCPA.COM  
WWW.COZBYCPA.COM

Providing comprehensive review, tax and management advisory services to community associations throughout Massachusetts. Community associations are the cornerstone of our practice and we are dedicated to providing first-class service to this unique industry. Member of: American Institute of Certified Public Accountants, Massachusetts Society of Certified Public Accountants, Community Associations Institute.

## THE DARTMOUTH GROUP, AN ASSOCIA COMPANY AAMC

LAURA SCHMITT, CMCA  
4 PRESTON COURT, STE 101  
BEDFORD, MA 01730  
781-533-7200  
LSCHMITT@THEDARTMOUTHGROUP.COM  
WWW.THEDARTMOUTHGROUP.COM

We provide local expertise backed by international resources. Our staff receives training to become experts in Massachusetts management practices and state law, giving you the security of being worry-free. We offer Full-Service Management, Comprehensive Project and Construction Management Services, Signature Lifestyle Services, Developer Services, and Transitions for new communities.

## FIRST CITIZENS BANK

ERIN KREMSER  
PO BOX 105  
WEST CHATHAM, MA 02669  
860-459-4713  
ERIN.KREMSER@FRISTCITIZENS.COM

We help personal, business, commercial and wealth clients build financial strength that lasts. Headquartered in Raleigh, we've built a unique legacy of strength, stability and long-term thinking that has spanned generations offering an array of general banking services including a network of more than 550 branches in 23 states and commercial banking expertise delivering best-in-class lending, leasing and other financial services.

\* Information provided by advertisers as of 5/1/23

**FOLEY CPA**

THOMAS P. FOLEY II, P.C.  
82 SHADOWBROOK ESTATES  
SOUTH HADLEY, MA 01075  
413-529-0030  
TOMFOLEYII@GMAIL.COM

Having well over 25 years of experience in the Condominium/ Homeowner's Association industry, our team assists both self-managed and professionally managed associations throughout New England. Foley CPA is the trusted source your association needs. Services Include: Audits, Reviews, Compilations, Income Tax Preparation, Assistance in Obtaining Short & Long Term Financing, Capital Budgeting, Forensic Accounting.

**KEANE + COMPANY, P.C.**

KAREN M. MERICANTANTE, CPA  
BONNIE L. WHITEMORE, CPA  
40 SALEM ST, BLDG 1, STE 13  
LYNNFIELD, MA 01940  
781-996-3700  
FAX: 780-996-3711  
WWW.KEANECPA.COM

Servicing over 200 condominium associations throughout New England, we offer a variety of services including compilations, reviews, tax preparation and planning, as well as consulting on various matters facing homeowner associations such as financing, supplemental assessments, reserve analysis, transition to new management, and developer issues. We work closely with association boards and management teams to provide the best service possible.

**PACIFIC WESTERN BANK**

SALLY MCCRAY  
3320 HOLCOMB BRIDGE RD  
NORCROSS, GA 30092  
603-210-5215  
FAX: 770-242-8035  
SMCCRAY@PACWEST.COM  
WWW.HOABANKERS.COM

**PEMAQUID RESERVES**

PO BOX 892  
KENNEBUNK, ME 04043  
207-232-8859  
INFO@PEMAQUIDRESERVES.COM  
WWW.PEMAQUIDRESERVES.COM

Pemaquid™ Reserves Planner is a portal application dedicated to Reserves Planning available 7x24x365. It was designed to provide calculations based on cost per door or cost per square foot. See your finance dashboard, your baseline plus three different "what if" scenarios. All three options calculate Cash Flow and Percent Funded with charts and graphs. Reports and graphs are PDFs for immediate downloading and sharing.

**ROCKLAND TRUST**

58 MAIN ST, FRANKLIN, MA 02038  
TIMOTHY MURPHY  
774-454-9918  
TIMOTHY.MURPHY@  
ROCKLANDTRUST.COM  
WWW.ROCKLANDTRUST.COM/CAB

Whether your condominium association has simple or complex banking needs, we can help. From our array of accounts and lending options, we can create a suite of products that meet your specific needs, with guidance from our team of experts.

**ROSELLI, CLARK & ASSOCIATES, CPAS**

CHAD CLARK, CPA  
500 WEST CUMMINGS PARK, STE 4900  
WOBURN, MA 01801  
781-933-0073 X1012  
CCLARK@ROSELLICLARK.COM  
WWW.ROSELLICLARK.COM

Over 30 years of experience in performing audit, review, and tax services for over 275 community associations. This extensive experience has allowed us to develop a knowledgeable approach for achieving the specialized financial reporting required by our clients. We successfully meet the needs of our clients in a timely and professional manner.

**SOUTH SHORE BANK**

DAN PICHA  
1530 MAIN ST  
SOUTH WEYMOUTH, MA 02190  
781-682-3243  
DPICHA@SOUTHSHOREBANK.COM  
WWW.SOUTHSHOREBANK.COM

See a banking program specifically for condominiums! Get competitive interest rates and lending solutions with amortization time-frames up to and beyond 15 years. Loans customized to meet your association's needs. Loan sizes from \$10,000 to \$30 million – we specialize in building envelope lending. A team of experts with over 15 years of condominium lending experience.

