LANDMARK
ON THE LAKE

October 13, 2025

Dear Landmark on the Lake Condominium Association Members:

Pursuant to Article II, Section 2.4 and 2.5 of the Landmark on the Lake Condominium Association By-laws, you are hereby notified that the Annual Meeting of the Association is scheduled as follows:

Thursday, November 13, 2025
6:00 p.m.
2nd Floor Community Room

One purpose of the 2025 Annual Meeting is to hold an election for the three open seats on the Board of Directors. The candidates' statements are attached for review. The Board of Directors is the governing body of the Association and is ultimately responsible for the affairs of the Association.

It is important that owners take time to vote for the new leadership team. There are three candidates running for three open seats, but **a quorum is still required to validate the election.**

There are a few ways to vote:

- **ATTEND** the Annual Meeting **in person** and complete the ballot **provided at the meeting.**
- Do **NOT** attend the Annual Meeting in person and **instead complete the enclosed proxy form** and submit the proxy form in one of three ways:
    1. Scan and email the proxy form to: office@lotlca.com
    2. Mail the proxy form to: LOTL / Attn: Board Secretary / 1660 N. Prospect Ave / 53202
    3. Give the proxy form to the Front Desk Attendant

- **Owners who are attending via Zoom and/or unable to attend in person must submit their proxy form by Noon on November 13.**

Enclosed is a copy of the 2026 Operating and Reserve budgets. **A 7.0% increase in the monthly HOA dues will take effect on January 1, 2026.** Enclosed is a copy of those increases.

In addition, there are some fee changes effective January 1, 2026.

Amenities

Guest Suite Rental:	Increase from $150-$225/night to $175-$275/night
Laundry Room:	Recover credit/debit fees from users

Maintenance

In-Unit Maintenance Requests:	Increase from $70 to $85 per hour
Emergency Maintenance Requests:	Increase from $140 to $170 per hour

Leasing Program

Renewal:	Increase from $250 to $275
Self-Procurement:	Increase from $400 to $450

New Occupant

Move In/Out Fee:	Increase from $350 to $400

Operations

Late HOA Fee:	Increase from $65 to $75

If you have any questions, contact management or visit www.landmarkonthelake.com/annual-meetings.

Sincerely,
Board of Directors
Landmark on the Lake Condominium Association

Thank you to the 2025 Annual Meeting Sponsor



Artom Asriyans, Landmark Owner and Realtor

"As a Landmark on the Lake owner since 2016, I know what makes our community truly special. With over a decade of experience in Southeastern Wisconsin's competitive market, I specialize in helping clients confidently navigate the opportunities in downtown Milwaukee and the neighborhoods along Lake Michigan. My hands-on expertise of Landmark's policies and financials gives my clients a clear advantage in every transaction.

I've earned the trust of many Landmark neighbors, guiding them through smooth and successful sales and purchases. Backed by a team with over 200 years of combined experience, I ensure every detail is handled, so you can focus on what matters most – your next chapter.

Real estate isn't just my profession – it's my passion, and I bring that energy to every client I work with."

For more information, please email Artom at Artom@Alliance-RealtyGroup.com or call (414) 737-3227 or visit https://Alliance-RealtyGroup.com

LANDMARK
ON THE LAKE

A MESSAGE FROM THE BOARD OF DIRECTORS

Dear Homeowners,

As the Landmark's 2025 Annual Meeting approaches, the Board extends our heartfelt gratitude for your support, ideas, and participation. This is also a time to reflect on a busy year marked by significant progress and collective efforts to advance projects large and small that strengthen safety, financial stability, and protect property values. Highlights include:

- **Condo Balcony Improvements:** Work is underway to renovate every balcony. Originally planned as a project to replace all the waterproof balcony floors (structural project), the scope expanded to include painting vertical walls, ceilings, and railings. To maximize efficiency and reduce costs, all balcony work will be completed at the same time.

- **Pool Room Improvements:** Renovations included the structural improvements of replacing the floor plaster and hot tub tile. While the room was closed, additional work was completed that included deep cleaning, drywall repair, painting, polishing hardware and installing new signage.

- **Dehumidification Unit Replacement:** A new *Dectron Unit* was installed to remove excess moisture, maintain stable humidity levels and recover energy to heat the pool. This equipment is specifically designed to meet the demands of indoor pool environments, where high humidity can lead to structural damage and other issues.

- **P4 Sump Pump and Control Panel Replacement:** The new equipment, installed before this year's record-breaking flooding event, aids in protecting the parking garage from excess water.

- **LED Lighting in Parking Garage:** Installation of 170 new parking garage light fixtures has begun, improving brightness while reducing energy costs.

- **Front Desk Transition:** After 34 years of service, the Front Desk Supervisor retired. A long-time staff member was promoted to this role, and several new team members have been welcomed to the Landmark team.

- **Shred Event:** Landmark hosted its first shred event, offering residents secure document disposal for a small fee. This event proved to be a popular service.

- **Financial Planning:** Through careful forecasting and planning, the Association is now positioned to enter a consistent, long-term approach to funding our financial needs. With the 15% HOA due adjustment and the $700,000 Special Assessment this year, we've created a stronger financial foundation that allows us to meet current obligations and plan with greater certainty. Equally important, when we compare our HOA dues to neighboring properties, we remain competitive while ensuring the sustainability and value of our community.

COMMITTEE & CLUB ACCOMPLISMENTS

The Board thanks all committee and club members whose volunteer efforts strengthen our community. This year's accomplishments include:

- **Finance Committee:** Researched income generating and cost savings ideas, audited and corrected last year's Tax return and learned some of the Treasurer tasks.

- **Rules and Bylaws Committee:** Recommended and secured approval of approximately 30 changes, most for clarity. Updates include establishing pickleball court hours and raising the allowable dog weight limit from 60 to 75 pounds.

- **Social Committee:** Organized events such as Packers game watch party, International Potluck, March Madness and Pickleball tournaments, Kentucky Derby celebration, Airshow viewing party and an art journaling social.

- **Design Committee:** Guided reserve projects, selecting the new pool floor, waterline tile, balcony railing color and new carpeting for unit #101.

- **Resident Services Committee (Ad Hoc):** Introduced on-site services like car detailing, massage therapy, yoga and meditation; benefiting residents while generating additional income for the Association.

- **Fitness Center Committee (Ad Hoc):** Delivered updates including a new weight bench, improved storage, signage, additional corner protectors, touch-up paint, energy saving light sensors, décor, repositioning of some machines, more open space in the center of the room and matching switch plates.

- **Garden Club:** Maintained and cared for the plantings on the Sundeck, West Plaza planters, lobby and pool plants, and planted the community herb garden, while also adding seasonal flowers.

- **Lending Library Club**: Continued organizing books. While the Book Club continued hosting monthly discussions.

- **Dog Club:** Hosted the first pet photo contest, donated toys and supplies to the Dog Park and created a collage of resident dog photos now displayed in the hallway.

Looking Ahead

Thank you for allowing us to serve and partner with you to build a stronger, more welcoming community. We also extend our gratitude to our dedicated staff and team, who manage daily operations with professionalism and care. Landmark has made great strides in recent years, and together we look forward to continuing to make Landmark on the Lake *the* place to live.

Sincerely,
LOTL Board of Directors
Tony Snell
Jenn Shedd
Jeremy Schwartz
Terri Coughlin
Karen Gritzmacher
Jean Miller
Annette Schott

Landmark on the Lake Condominium Association
Thursday, November 13, 2025 / 6:00 PM / Community Room

ANNUAL MEETING AGENDA

I. **Call to Order**

II. **Adoption of Agenda**

III. **Approval of Past Meeting Minutes (November 14, 2024)**

IV. **Board Member Elections**

   i. Introduction of Board of Directors Nominees

   ii. Casting of Ballots for Board Member Elections

V. **2026 Budget**

   i. Presentation of 2026 Operational Budget

   ii. Presentation of 2026 Reserve Budget

VI. **Homeowner Questions**

VII. **Board Member Election Results**

VIII. **Adjournment**

2026 Monthly HOA Fees
Landmark on the Lake

Unit	Monthly HOA	Unit	Monthly HOA	Unit	Monthly HOA	Unit	Monthly HOA	Unit	Monthly HOA	Unit	Monthly HOA
301	$449.90	611	$605.90	1009	$763.27	1507	$704.32	1905	$660.07	2306	$475.19
302	$665.19	612	$727.39	1010	$648.62	1508	$383.26	1906	$460.49	2307	$726.36
303	$411.96	701	$460.83	1011	$613.08	1509	$781.55	1907	$711.67	2308	$628.63
304	$414.70	702	$676.30	1012	$734.74	1510	$657.85	1908	$390.44	2309	$1,096.64
305	$627.26	703	$424.61	1101	$470.06	1511	$625.89	1909	$803.43	2310	$432.13
306	$427.68	704	$425.63	1102	$685.35	1512	$747.55	1910	$665.02	2311	$786.00
307	$684.33	705	$638.20	1103	$433.84	1601	$482.88	1911	$635.12	2401	$714.40
308	$357.63	706	$438.62	1104	$436.57	1602	$698.17	1912	$756.61	2402	$740.20
309	$723.12	707	$691.51	1105	$647.42	1603	$442.89	2001	$497.40	2403	$473.99
310	$630.34	708	$368.56	1106	$447.68	1604	$445.63	2002	$712.86	2404	$476.72
311	$596.67	709	$748.58	1107	$698.85	1605	$654.60	2003	$459.47	2405	$693.04
312	$718.33	710	$643.15	1108	$377.62	1606	$455.02	2004	$462.20	2406	$741.74
401	$453.49	711	$607.61	1109	$765.15	1607	$706.20	2005	$669.29	2407	$1,226.50
402	$668.95	712	$729.27	1110	$650.50	1608	$384.97	2006	$469.72	2408	$1,314.32
403	$415.55	801	$462.71	1111	$616.84	1609	$787.02	2007	$720.90	2501	$718.16
404	$418.29	802	$678.01	1112	$738.32	1610	$659.55	2008	$623.16	2502	$743.79
405	$630.85	803	$426.49	1201	$473.65	1611	$629.65	2009	$1,242.90	2503	$477.75
406	$431.27	804	$429.22	1202	$688.94	1612	$751.14	2010	$421.19	2504	$480.48
407	$686.04	805	$640.07	1203	$437.42	1701	$484.58	2011	$774.89	2505	$696.63
408	$361.22	806	$440.33	1204	$440.16	1702	$700.05	2101	$501.16	2506	$744.65
409	$730.29	807	$693.39	1205	$649.13	1703	$446.65	2102	$718.33	2507	$1,153.36
410	$633.92	808	$370.44	1206	$449.56	1704	$449.39	2103	$461.17	2508	$1,241.19
411	$600.43	809	$754.04	1207	$700.73	1705	$656.48	2104	$463.91	2601	$721.75
412	$721.92	810	$645.03	1208	$379.50	1706	$456.90	2105	$671.17	2602	$747.55
501	$457.24	811	$609.49	1209	$770.62	1707	$708.08	2106	$471.43	2603	$481.34
502	$672.54	812	$731.15	1210	$654.09	1708	$386.85	2107	$722.60	2604	$484.07
503	$419.14	901	$464.59	1211	$620.42	1709	$792.49	2108	$625.04	2605	$700.39
504	$421.88	902	$679.89	1212	$742.08	1710	$661.43	2109	$1,060.07	2606	$748.23
505	$634.61	903	$428.37	1401	$475.53	1711	$631.36	2110	$424.78	2607	$1,156.95
506	$434.86	904	$431.10	1402	$690.82	1712	$753.02	2111	$778.65	2608	$1,246.66
507	$687.92	905	$641.78	1403	$439.30	1801	$486.46	2201	$502.87	2701	$725.34
508	$364.98	906	$442.21	1404	$442.04	1802	$701.76	2202	$720.04	2702	$751.14
509	$737.64	907	$695.27	1405	$651.01	1803	$448.36	2203	$464.93	2703	$484.93
510	$637.68	908	$372.15	1406	$451.44	1804	$451.26	2204	$467.67	2704	$487.83
511	$604.02	909	$757.80	1407	$702.61	1805	$658.36	2205	$672.88	2705	$705.86
512	$725.51	910	$646.74	1408	$381.38	1806	$458.61	2206	$473.31	2706	$753.70
601	$459.12	911	$611.37	1409	$776.09	1807	$709.79	2207	$724.48	2707	$1,162.59
602	$674.42	912	$732.86	1410	$655.97	1808	$388.73	2208	$626.92	2708	$1,252.13
603	$421.02	1001	$466.30	1411	$622.30	1809	$797.96	2209	$1,074.76	2800	$1,817.02
604	$423.75	1002	$681.77	1412	$743.79	1810	$663.31	2210	$428.54	2802	$846.31
605	$636.32	1003	$431.96	1501	$479.12	1811	$633.24	2211	$782.24	2803	$503.21
606	$436.74	1004	$434.69	1502	$694.58	1812	$754.90	2301	$504.75	2804	$506.11
607	$689.80	1005	$643.66	1503	$441.18	1901	$488.34	2302	$721.92	2805	$733.20
608	$366.68	1006	$444.09	1504	$443.92	1902	$703.64	2303	$468.52	2806	$771.99
609	$743.11	1007	$697.14	1505	$652.89	1903	$450.24	2304	$471.26	2807	$1,192.32
610	$641.27	1008	$374.03	1506	$453.14	1904	$452.97	2305	$674.76	101	$92.78

Approved September 8, 2025
Effective January 1, 2026

2026 Operations Budget
Landmark on the Lake

GL CODE	CATEGORY	2025 RE-FORECAST	2026 PROPOSED	2026 DESCRIPTION
	OPERATING INCOME			
40-4011	HOA ASSESSMENTS	1,916,286	2,050,426	This figure represents 7% HOA dues increase, effective 1/1/26 ($1,666,336 x 7%)
40-4021	CAPITAL CONTRIBUTIONS	59,384	63,541	Average of 17 condo sales/year. (Assumes 7% increase in HOA dues.)
SUBTOTAL ASSESSMENT INCOME		**1,975,670**	**2,113,967**	
	AMENITIES INCOME			
44-4152	COMMUNITY ROOM RENTAL	3,150	3,150	Approx. 18 reservations at $175 each.
44-4154	SUNDECK RENTAL	1,100	1,100	Approx. 10 reservations at around $110 each.
44-4155	MULTI-PURPOSE ROOM RENTAL	225	225	Approx 5 reservations at $45 each.
44-4170	GUEST SUITE #304 RENTAL	27,750	33,750	Approx. 150 days reserved at an average rate of $225 per night.
44-4151	LAUNDRY MACHINES	21,120	22,200	Average $1,760 per month + $90/month card usage recovery
44-4156	STORAGE LOCKERS	5,400	5,760	LOTL owns 17 lockers that rent for $30/mo. Budget for 16 being rented. ($30/mo x 16 lockers x 12/mo)
SUBTOTAL AMENITIES INCOME		**58,745**	**66,185**	
	OTHER INCOME			
41-4161	CABLE TV REBATE	2,740	2,740	Commission LOTL receives from AT&T and Spectrum when a resident signs up for services. Average $685 per quarter.
41-4174	HOMEWISE INCOME	1,800	2,040	Average of $120 per sale and 17 sales per year
41-4120	FINES	2,500	2,500	Per rule 12.4.1, violation fines range from $250 - $3,000 based on the class/severity of the offense.
41-4100	LATE FEES	2,520	2,880	Per 2.1 of the Rules and Regulations, Assessments not received by the 10th of the month are considered late and a fee + interest is imposed. Approx three $75 late fees applied/per month + approx. $15 in interest/per month.
41-4171	LEASING PROGRAM	27,500	32,370	20 New Leases and 26 Lease Renewals: 10 LOTL-Procurements, 10 Self-Procurements, and 26 renewals.
41-4106	LOCKS / KEYS / FOBS / REMOTES	2,820	2,820	Income from sale of condo keys, mailbox keys, fobs, windshield tags & locks.
41-4104	MOVE IN - MOVE OUT FEES	12,250	13,500	Average 17 new owners & 17 new unfurnished leases @ $400 each & 3 new furnished leases @ $100 each (also assumes 1 unit is purchased as investments & the first renters do not pay a redundant move-in fee)
41-4199	MISCELLANEOUS INCOME	1,075	1,075	Generated from NSF fees plus other misc. income.
41-4177	NEW OWNER SETUP FEE	850	850	Average of 17 sales per year @ $50 each
41-4110	MAINTENANCE REQUESTS: LABOR / PARTS	22,540	28,550	Income generated from LOTL Maintenance Department performing in-unit service requests. Average 290 hours of labor per year at $85/per hour. Supplies marked up 30%. Supplies are expensed in GL Code #74-7401.
41-4179	PARKING RENTAL	10,800	10,800	Rent four ramp parking spots @ $225/each per month.
41-4185	RESIDENT SERVICE FEES	10,000	15,265	Interior Window Washing ($1075); Heat Pump Maintenance ($5115); Pest Control ($525); Shred Event ($225); Massage Services ($500); Car Detailing Services ($500); Safety Device Replacements ($6875); Yoga Class Room Rental ($450)
41-4181	CONSTRUCTION PACKET REVIEW	1,500	1,000	10 construction packets @ $100/each.
41-4178	VENDOR SPONSOR/RESIDENT ADV	1,800	1,500	4 meetings and 2 social events at $250/each.
SUBTOTAL OTHER INCOME		**100,695**	**117,890**	
TOTAL INCOME		**2,135,110**	**2,298,042**	

Approved September 8, 2025
Effective January 1, 2026

GL CODE	CATEGORY	2025 RE-FORECAST	2026 PROPOSED	2026 DESCRIPTION
		EMPLOYEE EXPENSES		
70-7211	CELL PHONE REIMBURSEMENT	840	840	Maintenance on-call cell phone reimbursement ($35/mo x 2 employees)
70-7090	EMPLOYEE PROCUREMENT	795	795	Holiday party ($300); Summer BBQ ($100); Anniversary gift cards ($25 value x 10 team members = $250); Appreciation gift cards ($95); Box of greeting cards ($50)
70-7020	INSURANCE: MEDICAL	33,680	29,760	Medical Insurance ($35,045) Dental Insurance ($1,027); Vision Insurance ($125); LIFE/STD/LTD Insurance (2,612.88). LOTL pays 75% of medical, dental and vision insurance; and 100% of LIFE/STD/LTD insurance.
70-7040	INSURANCE: WORKERS COMP	4,000	3,500	Based on anticipated wages for the year, history of no claims and history of receiving credits.
70-7030	PAYROLL TAXES: FRONT DESK	5,150	5,085	This includes 6.25% of gross wages for Social Security; 1.45% of gross wages for Medicare; $420 for FUTA/per employee; and $504 for SUTA/per employee.
70-7031	PAYROLL TAXES: MAINTENANCE	10,367	9,655	This includes 6.25% of gross wages for Social Security; 1.45% of gross wages for Medicare; $420 for FUTA/per employee; and $504 for SUTA/per employee.
70-7005	SALARY: FRONT DESK	59,700	54,420	Wages for front desk attendants employeed by LOTL.
70-7006	SALARY: MAINTENANCE	117,302	107,995	Wages for maintenance workers employeed by LOTL.
70-7060	UNIFORMS	500	500	Clothing for front desk attendants and maintenance, as needed.
TOTAL EMPLOYEE OPERATING EXPENSES		**232,334**	**212,550**	
		PROFESSIONAL FEES EXPENSES		
82-8240	ACCOUNTING FEES	24,686	25,275	CPA Bookkeeping Services ($16,800); Process Electronic HOA Statements ($864); Process Paper HOA Statements ($2,460); Postage to Mail HOA Statements ($1,795); Prepare Vendor Invoices ($2040); Postage to Mail Invoices ($475) Prepare Monthly Financial Statements ($600); Online Owner Payment Portal ($240).
82-8210	AUDIT FEES	1,000	1,000	Tax Return Preparation
82-8220	LEGAL FEES	3,600	3,650	Provide legal counsel, as it relates to Association matters. ($365/hr x 10/hrs)
82-8250	PAYROLL SERVICES	3,398	3,235	Payroll Preparation ($240/mo); HR Consulting ($21/mo); W2 Processing ($85); Year End Package Delivery ($20)
82-8230	ON-SITE PROPERTY MANAGEMENT	184,587	189,749	Two full time, on-site property managers. Includes being on-call 24/7/365.
TOTAL PROFESSIONAL FEES EXPENSES		**217,271**	**222,909**	
		CONTRACT SERVICES EXPENSES		
73-7360	CARPET CLEANING	1,375	1,500	Deep clean carpeting on floors 2-28, Business Center and management offices.
73-7270	CITY LICENSES & INSPECTION FEES	5,640	5,630	Elevator #1 Inspection ($505); Elevator #2 Inspection ($490); Elevator #3 Inspection ($490); Elevator #4 Inspection ($490); Elevator #5 Inspection ($250); Chiller Permits ($50); Pool Inspection ($350); Hot Tub Inspection ($350); Sprinkler/Standpipe Inspection ($1,970); Backflow Test ($480); Heating Boiler Permits ($200)
73-7325	ELEVATOR PREVENTATIVE MAINTENANCE	41,210	42,860	Elevator #1 ($9,785); Elevator #2 ($9,785); Elevator #3 ($9,785); Elevator #4 ($9,785); Elevator #5 ($3,710)
73-7315	EXTERMINATING	2,615	2,625	Interior/Exterior Pest Control ($660); Exterior Spray Treatment ($740); Cobweb Removal ($250); Pigeon Preventative ($975)
73-7375	FIRE SECURITY MONITORING	1,030	950	Fire Alarm Monitoring ($475); Panic Button Monitoring ($475)

GL CODE	CATEGORY	2025 RE-FORECAST	2026 PROPOSED	2026 DESCRIPTION
CONTRACT SERVICES EXPENSES (continued)				
73-7411	FLOOR MAT RENTAL	2,130	2,185	Summer Season ($645); Winter Season ($1,540)
73-7350	FRONT DESK ATTENDANTS	184,685	216,690	Regular Coverage ($204,023); Holiday Coverage: ($6,889): PTO Coverage ($5,778)
73-7345	GARAGE PRESSURE WASHING		8,700	Garage pressure washed every even year.
73-7370	HVAC PREVENTATIVE MAINTENANCE	5,667	4,500	Preventative maintenance on chiller and four boilers.
73-7351	HOUSEKEEPING	84,645	87,870	Cleaning services
73-8519	IT SUPPORT	3,700	3,660	Anti-virus/anti-malware preventative maintenance on five operational computers ($30/mo/per computer = $1,800); IT support/troubleshooting, as needed ($155/hr x 12/hrs = $1,860)
73-7320	LANDSCAPING/FLOWERS	13,855	14,720	West Plaza Preventative Maintenance ($4,905); Mulch ($2,480); Plant Installation ($3,835); SOD Installation ($2,600); Planter Flower Installation ($800); Interior Plants ($100)
73-7275	LIFE SAFETY INSPECTIONS	12,975	13,525	Annual Sprinkler Inspection ($2,360); Quarterly Sprinkler Inspections ($2,250); Annual Fire Extinguisher Inspection ($1,000); Annual Fire Alarm Inspection ($4,600); Extinguisher Services ($615); Power Generator Test: ($1,500); Exterior Anchor Inspection ($1,200)
73-7260	PROPERTY INSURANCE	106,750	121,430	Property Insurance ($105,040); Volunteer Accident ($290); Directors & Officers Liability ($4,760); Fidelity/Crime Bond ($1,415); Umbrella ($9,925).
73-7460	SNOW REMOVAL	9,755	13,000	Snow removal and ice management services from November 15 - April 15.
73-7340	TRASH CHUTE CLEANING	-	4,200	Trash chute washed every even year
73-7310	TRASH / RECYCLING REMOVAL	14,902	9,925	Trash: 1 container picked up 3x/week ($705); Compactor: 3 containers picked up 3x/week ($5,560); Recycle: 4 containers picked up 3x/week ($3,660)
73-7207	TELEPHONE / INTERNET	13,240	13,240	Life Safety Phone ($6,000); Business Phone ($4,525); Business Internet ($2,715)
73-7335	WINDOW WASHING	5,340	5,500	Wash exterior windows
73-8521	BUILDING SOFTWARE	4,080	4,355	Maintenance Care Online work orders & facility management ($2,280); ButterflyMX Building security access control ($1,800); Windshield Tag Software ($275)
TOTAL CONTRACT SERVICES EXPENSES		**513,594**	**577,065**	
UTILITY EXPENSES				
72-7201	ELECTRICITY	155,703	179,157	2025 estimate of $165,000 + 8.58% increase
72-7204	NATURAL GAS	61,569	46,170	2025 estimate of 42,500 + 8.64% increase
72-7202	WATER / SEWER	68,930	75,823	2024 actual cost of $67,763.68 + 10% increase
TOTAL UTILITY EXPENSES		**286,202**	**301,150**	
ADMINISTRATIVE EXPENSES				
85-8535	ASSOCIATION MEETINGS	1,545	1,430	Print Annual Meeting Packet ($715); Stuff & Seal Envelopes ($75); Postage to Mail Annual Meeting Packet ($240); Envelopes for Annual Meeting Packet Mailing ($62); Labels for Envelopes ($10); Temp Help for Ballot Counting ($256); Name Plates for New Board Members ($70)
85-8515	BANK FEES	330	330	Analysis Fee ($90); Cash Management Fee ($240)
85-8541	GUEST PARKING TAGS	400	380	Parking Violations ($72.50 for 100/pack x 3 packs = $218); Guest Parking Passes ($40.75 for 250/pack x 4 packs = $163)

GL CODE	CATEGORY	2025 RE-FORECAST	2026 PROPOSED	2026 DESCRIPTION
ADMINISTRATIVE EXPENSES (continued)				
85-8545	DUES AND SUBSCRIPTIONS	3,518	3,850	Adobe Acrobat Pro ($620); Amazon Business Prime ($195); Basecamp ($420); CAI Membership ($305); Domain Names ($35); Filing Fee for State Domestic Non-Stock Corporation Annual Report ($25); Business Tax Registration Renewal Fee ($10); HOA Leader ($120); MS Office 365 ($1075); Website ($550); Text Messages ($75); Phone Number for Texting ($25); Staples Business Membership ($85); Minutes for Emergency Backup Tracfone ($135); Zoom ($170)
85-8560	HOLIDAY DECORATIONS	270	250	Disposable Christmas tree bags, Halloween candy, Batteries for lights, Christmas/Hanukkah décor, etc.
85-7284	MANAGEMENT OFFICE (#101)	1,580	1,573	Annual HOA Dues ($1,113); Property Taxes ($460)
85-8512	MISC GENERAL & ADMIN	100	100	Administrative expenses that do not have an obvious category.
85-8501	OFFICE SUPPLIES	2,293	2,495	Commercial Printer/Copier Lease ($111.20/mo = $1,335/yr;); Color Copies ($30/mo = $360/yr); Supplies for Front Desk, Management, Maintenance operations including but not limited to: copy paper, toner, label maker tape, planners, sticky notes, packing tape, binders, folders, laminator sheets, business cards, etc. ($8,000)
85-8523	POSTAGE	100	100	Roll of forever stamps (78 cents x 100 = $78); Certified mailings ($25)
85-8540	RENTAL PROGRAM	480	500	Leasing Folders ($45); Renter Credit/Background Checks ($455)
85-8522	SHREDDING	210	220	The shred container is picked up every other month.
85-8555	SIGNAGE	2,500	2,000	Updated signage for amenities without signange or with signage with old logo.
TOTAL ADMINISTRATIVE EXPENSES		**13,326**	**13,228**	
AMENITY EXPENSES				
75-7500	BUSINESS CENTER	1,418	1,455	Lease Commercial Printer-Copier ($1,355); Supplies ($100)
75-7501	CAR WASH	500	500	Soap, towels, brushes, gauge repairs, hose, tools, etc.
75-8529	COFFEE BAR	4,013	4,015	Coffee ($3,600); Condiments ($240); Filters ($172)
75-7502	COMMUNITY ROOM	300	300	Repairs to appliances, cabinets, furniture, as needed.
75-7503	COMPOSTING	752	750	Pick up every other week ($702); One new container ($50)
75-8551	DOG RUN	1,495	300	Supplies, towels, waste bags, toys
75-7407	FITNESS CENTER	1,098	1,100	Preventative maintenance ($700); Repairs ($400)
75-7286	GUEST SUITE	11,461	13,127	HOA Dues ($4,977); Property Taxes ($4,900); WE Energies ($1,200); HVAC Preventative Maintenance ($350); Supplies ($500); Deep Cleaning ($1,200)
75-7504	LAUNDRY ROOM	15,860	15,860	Lease ($14,242); Fees ($517); Maintenance ($100)
75-7505	MULTI-PURPOSE ROOM	300	300	Replacement of balls, bands and other fitness equipment.
75-7473	POOL / HOT TUB	11,700	16,700	Pool repairs, testing kits and chemicals. Replace exhaust ductwork for pool/hot tub heaters, including inducer fan.
75-7446	SUNDECK	15,670	15,670	Propane ($770); Annual plantings ($6,500); Perennial plantings ($2,000); Plant maintenance ($3,500); Repairs/maintenance ($2,900)
75-8528	WATER COOLERS	1,371	1,370	Water in Fitness Center & Mailroom ($1,161); Cups ($209)
TOTAL AMENITY EXPENSES		**65,938**	**71,447**	
COMMITTEE EXPENSES				
8410	COMMITTEE EXPENSES	3,054	3,054	Expenses related to Association Committees and Clubs.
TOTAL COMMITTE EXPENSES		**3,054**	**3,054**	

2026 Operations Budget
Landmark on the Lake

GL CODE	CATEGORY	2025 RE-FORECAST	2026 PROPOSED	2026 DESCRIPTION
MAINTENANCE EXPENSES				
74-7440	BUILDING EXTERIOR	1,900	1,900	Exterior expenses, including but not limited to: fencing, pavers, water features, furniture, exterior light fixtures/bulbs (excludes landscaping).
74-7482	BUILDING EQUIPMENT	4,400	4,400	Repairs to equipment on 29th floor, including but not limited to: water boilers, tube heat exchanger, chiller, system pumps, air handler, air compressor.
74-7433	COOLING TOWER	4,000	4,000	Chemicals, repairs and maintenance to the Cooling Tower.
74-7455	DOORS	5,000	1,500	Repairs to Association-owned man doors, including parking garage overhead doors.
74-7414	ELECTRICAL	1,500	1,500	Replace outdated thermostats, electrical supplies/parts and professional electrician services.
74-7405	ELEVATOR REPAIRS/OVERTIME	7,125	3,000	For overtime calls as it relates to elevators out of service.
74-7431	FIRE EQUIPMENT	600	5,000	Repairs or replacements to emergency exit signs, extinguishers, emergency lights, sprinkler heads, CO detector, etc. Repairs to the sprinkler system.
74-7452	FUEL	725	725	Fuel for Generator ($625); Fuel for Billy Goat ($100).
74-7458	GARBAGE CHUTE	200	200	Parts and supplies for Trash Chute repairs.
74-7417	HVAC / FILTERS	3,000	3,000	Filters and HVAC repairs
74-7401	IN-UNIT WORK ORDER EXPENSE	3,000	3,000	Expenses for supplies to perform in-unit maintenance requests. Off set this expense with Income #4110.
74-7402	JANITORIAL SUPPLIES	4,500	3,500	Expenses for supplies not provided by cleaning company, i.e., paper products, cleaning chemicals and soap.
74-7434	LIGHT BULBS	1,300	1,300	Light bulbs for interior Common Elements + cost to recycle
74-7424	LIGHTING	1,000	1,000	Interior light fixture repairs and replacements, as needed.
74-7415	LOCKS / KEYS / FOBS / REMOTES	500	2,000	Cost of unit keys, mail keys, fobs, locks and windshield tags. Off-set this with income #4106. New key machine
74-7498	MISC REPAIRS & SUPPLIES	900	900	Includes parts and supplies without category.
74-7421	PAINTING	2,300	5,000	Supplies needed for Maintenance to paint Common/Limited Elements. Outsource painting projects.
74-7457	PARKING GARAGE	2,600	2,600	Repairs in parking garage (i.e. drains, drum drips, etc.) excluding doors, fire prevention, car wash or lighting.
74-7412	PLUMBING	8,626	8,500	Professional plumbing services and plumbing parts for use in Common Elements (not for in-unit work orders).
74-7330	ROOF	500	500	Roof repairs, as needed.
74-7451	SECURITY & CAMERA	2,800	2,800	Add cameras to floors of any new Board Members ($750); Service and repairs to property cameras, fob readers, remote buttons ($2,050).
74-7416	SMALL TOOLS / HARDWARE	700	700	Hardware, batteries, tools, and supplies without category.
74-7423	WINDOWS	500	500	Replace windows in Common/Limited Elements that have broken seals; Repairs to screens, as needed.
TOTAL MAINTENANCE EXPENSES		**57,676**	**57,525**	
87-7297	CONTINGENCY	26,500	20,000	
TOTAL CONTINGENCY		**26,500**	**20,000**	
TOTAL OPERATING EXPENSES		**1,415,895**	**1,478,928**	
OPERATING NET INCOME		**719,216**	**819,114**	
FIXED CASH OUTLAYS				
90-9000	TRANSFER TO RESERVE FUND	681,000	818,800	Transfer $68,233/mo. from operations to reserve account.
TOTAL FIXED CASH OUTLAYS		**681,000**	**818,800**	
OPERATING NET INCREASE/LOSS		**38,216**	**314**	

Approved September 8, 2025
Effective January 1, 2026

2026 Reserve Budget

Landmark on the Lake

GL Code	Description	Budget
	Reserve Income	
4650	Interest Income	$28,008
9050	Transfer from Operations	$818,800
	Total Reserve Income	**$846,808**
	Reserve Expenses	
	Fixed/Other Reserve Expenses	
9112	Elevator Loan Interest	$14,714
9145	Contingency	$24,431
	Total Fixed Reserve Expenses	**$39,145**
	2026 Reserve Projects	
9160	Building Structural Improvements	$588,125
9224	Heat Exchanger	$195,000
9180	Pool Mechanical Equipment	$30,000
9225	Garage Exhaust System	$31,050
9119	Cooling Tower Piping	$75,000
9169	Façade Inspection	$1,000
9226	Bluff Clean-up	$15,000
	Total 2025 Reserve Projects	**$935,175**
	Total Reserve Expenses	**$974,320**
	Net Reserve	**-$127,512**

Approved September 8, 2025

Effective January 1, 2026

Terri Coughlin



I am Terri Coughlin and am submitting my confirmation of interest in continuing to serve on the Board of Directors.

Bio

I am a Wisconsin native, have been in Milwaukee over 45 years, and have lived in Landmark on the Lake for over 9 years. I have Bachelors in Information Technology and Accounting and MBA with Financial Management emphasis. I am Green Belt Six Sigma certified.

I am semi-retired, after retiring early from a 35-year corporate career (Johnson Controls, United Health, and Harley-Davidson), retiring from a 7-year consulting gig and now working from home as Office Manager for a Whitefish Bay restaurant. My corporate career covered roles and skills in information technology, project management, process improvement and supplier diversity and contracting. I have a long history of volunteerism and have served on non-profit boards, including Treasurer, Chair and Vice-Chair roles.

Reason(s) for running to serve

I feel strongly in succession planning for leadership positions and it is the responsibility of that leader to help find and mentor their successor. Of the six years of being on the Board of Directors, five of those years have been as Treasurer. This is a key role on the Board and I will continue to serve, should you vote me in, until a successor is in place. I have also been very involved in the Association's Strategic Planning process and I feel it is time to communicate the work thus far and refresh our priorities.

Relevant background

As Treasurer, I have helped implement several improvements in our financial processes: developing and maintaining a 6-Year Financial Forecasting model, earlier review of financials, earlier/appropriately timed audits, mid-year reforecasting, monthly budget planning and matching invoice payments to due dates. My financial messages have not always been easy to deliver, but important for the maintenance of our valued home.

Beyond the Treasurer duties and leading the Finance Committee, I am a member of the Rules and Bylaws Committee and Personnel Committee.

I look forward to your consideration and support of my nomination for another term.

Cheryl Reed



I am honored to submit my nomination to serve on the Landmark on the Lake Homeowners Association Board. As a lifelong Milwaukee resident who recently relocated back to the city, and seasoned professional in the banking and financial services industry, I bring a wealth of experience, leadership, and a deep commitment to community engagement.

My career began at First Wisconsin Bank and evolved through various leadership roles at Associated Bank, culminating in my position as District Manager, VP. I was proud to lead a high-performing district recognized for excellence in service and results. Later, I transitioned into compliance and financial crime prevention, where I earned multiple certifications including Compliance, Certified Regulatory Compliance Manager (CRCM), Certified AML and Fraud Professional (CAFP), Certified BSA/AML Professional (CBAP) and Association of Certified Financial Crime Specialist (ACFCS), where I leverage these skills at U.S. Bank. These roles sharpened my skills in **budgeting, customer service, underwriting, regulatory compliance, and training**—all of which are directly applicable to the responsibilities of HOA board service.

I am known for my collaborative spirit, attention to detail, and ability to inspire teams toward shared goals. I believe in fostering transparency, fiscal responsibility, and inclusive decision-making. My experience in regulatory environments ensures I approach governance with integrity and accountability.

Beyond my professional life, I am deeply committed to giving back. I've volunteered with organizations such as the Cleveland Clinic Angel Project, Southern Valley Alliance, and the Milwaukee Election Commission. I also value personal growth and well-being through activities like hiking, snowshoeing, pickleball, and travel—experiences that help me stay grounded and bring fresh perspectives to leadership.

I am passionate about maintaining and improving the quality of life in our neighborhood. I listen actively, analyze issues objectively, and work constructively with others. I would be honored to bring this mindset and skill set to the Landmark on the Lake HOA board to help ensure our community remains safe, welcoming, and well-managed.

Thank you for your consideration.

Warm regards,
Cheryl Reed

Annette Schott



Dear Fellow Residents,

I am writing to express my interest in continuing to serve on the Landmark on the Lake Board of Directors. Since July, I've had the privilege of filling a vacancy on the Board through November 2025. During this time, I've actively worked to deepen my understanding of our building's operations, listened to resident concerns, and volunteered to help organize and collate resident feedback in preparation for Board meetings. This experience has only strengthened my commitment to supporting the long-term health and success of our community.

My husband and I have called Landmark on the Lake home since 2017 and became owners in 2018. Over the years, I've welcomed opportunities to get involved, including participating in the 2023 strategic planning process. These experiences, along with my recent service on the Board, have given me a well-rounded view of both the challenges and the opportunities we face as a community.

Professionally, I serve as Director of Education for an international physician association based in Milwaukee. I work closely with a global board of directors to improve patient outcomes and address health disparities. My background in hospital administration and supply chain management has equipped me with skills in strategic planning, organizational leadership, and resource management; all of which I bring to my role on the Board.

If elected to a full term, I will continue to prioritize:

- Financial Stewardship: Ensuring our financial resources are managed responsibly and transparently
- Investment in Infrastructure: Supporting timely maintenance, thoughtful long-term planning, and improvements that preserve and enhance our building.
- Security and Safety: Promoting measures that help protect residents and property while supporting peace of mind.

I believe strong communities are built through collaboration, transparency, and a shared commitment to the future. It would be an honor to continue serving and representing our community on the Board of Directors.

Thank you for your consideration.
Kind regards,
Annette M. Schott

PROXY

Landmark On the Lake Condominium Association, Ltd.

The undersigned owner(s) (or its voting member) in Landmark On The Lake Condominium Association, Ltd. hereby constitutes and appoints **the Secretary of the Association** (or in the event the Secretary is unable to attend, any other director) or _____ (strike out Secretary and add name as desired) as nominee, as my true and lawful attorney and proxy, with full powers of substitution for and in the names, place and stead of the undersigned, to appear, represent and cast votes upon any matters on behalf of the undersigned at the Annual Meeting of Landmark on the Lake Condominium Association, Ltd.to be held on November 13, 2025, except to the extent limited below.

Election of Directors

Listed below are the names of the Association members who have submitted their written notice of their intent to run for election to fill **three** available seats on the Board of Directors. I instruct my proxy to vote for the following candidates for Board of Directors:

_____ Terri Coughlin

_____ Cheryl Reed

_____ Annette Schott

Except as provided above, I authorize and instruct my proxy to use his or her best judgment on all other matters which properly come before the meeting and for which a general power may be used.

The undersigned hereby ratifies and confirms any and all acts and things that said proxy may do or cause to be done in the premises, whether at said meeting or at any change, adjournment or continuation thereof, and hereby revokes all prior proxies heretofore executed.

Unit # _____Owner(s) Printed Name _____

Date _____Owner(s) Signature _____