

October 29, 2019
Municipal Building
121 Evergreen Road
New Egypt, NJ 08533

The Special Meeting of the Plumsted Township Committee was called to order by Mayor Trotta at 5:30 pm.

STATEMENT: “This meeting is being held in compliance with the Open Public Meetings Act. It was presented for publication to the Asbury Park Press and the Trenton Times and posted on the bulletin board.

THOSE OFFICIALS PRESENT:

COMMITTEEMAN LOTITO COMMITTEEMAN GRILLETTO COMMITTEEMAN MARINARI
MAYOR TROTTA CDC LEUTWYLER ADMINISTRATOR PRIVETT CLERK WITHAM
ATTORNEY ZABARSKY

Deputy Mayor Sorchik was excused from the meeting.

Mayor Trotta asked everyone to rise for the flag salute, followed by a moment of silence.

Mayor Trotta announced the purpose of this special meeting is Jensen’s Deep Run Mobile Home Park and their transfer or merger to Sun Communities. Attorney Margaret Carmeli with Tyler and Carmeli for Jensen’s spoke. George Tyler, her partner is here. Gerald Jewell, Senior VP of Operations and Sales for Sun Communities is here. Also present is Jim Sondag, Assistant VP of Jensen’s. Sondag will be staying with Jensen’s after the merger and will continue to work at the community. Carmeli thanked the committee and clerk for their time and assistance.

The application concerns Jensen’s Inc and a merger with Sun Communities and the entity will be called Sun Jensen LLC. The application was filed in October; she had a copy to mark for the record. Carmeli said that the transaction is scheduled to occur October 30th. Jensen’s is merging into an entity called Sun Jensen LLC. It is a subsidiary of Sun Communities which is a national company. They are experienced in operating manufactured housing communities as well as RV parks around the country. They are excited to be coming to Plumsted Township. Sun Communities is publicly traded on the exchange as seen in the ownership disclosure page. Carmeli called Jim Sondag to talk about the application.

Attorney Zabarsky swore James W. Sondag in; he is Assistant VP for Jensen’s Inc and will continue on as Regional Manager for Sun Communities. Carmeli asked many questions of Sondag. He said that Jensen’s owned and operates 31 manufactured housing communities in 8 states along the eastern seaboard. Sondag manages NJ and MD for the past 25 years for Jensens. Sondag oversees daily operations, utilities, anything to do with Deep Run and other properties he manages. Carmeli continued to ask questions. Sondag will continue to have same level of involvement. Deep Run is 243 manufactured housing community with well-maintained and beautifully landscaped homes. All 243 homes are occupied. He spoke about the amenities – club house, pavilion, shuffleboard courts, bocce, quoits, exercise room and RV park. He advised that the mobile home park license is current with Plumsted. Sondag went through all of the utility suppliers – JCPL, PSEG, Tristate Carting, and NJ American Water. There is no intention to change any of the utilities.

Roads are routinely inspected to determine any need for repair. If repairs are needed, they use Always Paving, a local paving contractor. They also provide snow removal. Leaves are put curbside in the fall and then vacuumed up by Jensens. There have been no notices of violation to our code ordinances.

Carmeli introduced Jerry Jewell of Sun Communities. Attorney Zabarsky swore Jewell in. Jewell has been with Sun for 25 years. They operate manufactured communities nationwide. They currently have 380 communities; 160 of them are RV resorts. Currently they have 2 manufactured housing communities in NJ. Their focus is the 55+ communities.

Jewell had a handout of a presentation. They have been talking to Jensens for about 5-6 months. Jensen’s was talking to other companies as well and spent a lot of time researching this. Sun got to know senior leadership and understands they are a family run business for over 90 years. They have a total of 31 properties that are involved in this merger. With a family run business for 94 years, it was important that their ideas aligned. Their culture, customer service and striving for excellence is their philosophy. Jewell said that Jensen’s communities are some of the best they’ve seen in over 25 years; they are honored to be in this position.

Jewell continued with some background on Sun. One third of their portfolio is over 55 communities.

Jewell further discussed their commitment to customer service and excellence. He said that there are many benefits to being part of the Sun family. One is a 20% discount at 120 of their RV resorts around the nation.

Jewell said that Jim, Amanda and Pat will remain at the community to do the same they have been doing for Jensens. He continued that Sun is dedicated to putting back money into the communities. They average \$150 per site in capital improvements on an annual basis as a whole. Some get more per site, newer may get less. They are proud of the fact that they do that. The residents can be proud to invite people to their home; they will hold value in their home.

Sun has been successful with significant financial growth. They have the funds to take care of things in the community. The value of their homes have steadily increased.

Carmeli reviewed the current way that Deep Run functions. There is no intent to change any utilities in the community. Jewell is excited to be working with the staff and residents at Jensens.

Committeeman Grilletto asked if they planned on any improvements to the community. Jewell said that he has been talking with Sondag. It is customary when they acquire a new community, that they have a capital improvement plan. They allot more funds for the community to do improvements. It is a good sized dollar amount. They are working with Sondag, the staff and input from residents and they will come up with a plan for improvements to the community. Typically the projects are done within 18 months or as soon as possible.

Committeeman Marinari asked how much input they get from residents. Jewell said that in the 55+ communities, they tend to get more input from the seniors since they know what they need for their lifestyle. Grilletto asked about the other types of homes they have in their other communities that are not 55+. Jewell said they are all mobile homes.

Carmeli brought forward a letter regarding the fee that they will pay to transfer the license within 30 days, if that is acceptable to the committee.

Committeeman Lotito asked what the annual renewal fee for the license. \$291 for this years' license per Trotta.

Mayor Trotta opened it up to the public for questions. Tom Sabroe of 10 Mulberry Drive came forward. He said that Jensens has a communications committee. Sometimes good and sometimes not so good. He asked Jewell what their path of communicating with them would be. Jewell said that some New Hampshire communities have the same things. Jewell said that a lot of communities have Homeowner Association. The goal is to meet and discuss issues and take them to Sun. Sabroe said that at one point an HOA was discussed but it didn't go thru. The Jensens communications committee was the way to go. Sabroe asked what he favors. Jewell is familiar with HOA so he is used to that. He is ok with communications committees also. Anyway that he can get suggestions for improvement, he is happy with that. Sondag said that there are no plans to change the communications committee. Sabroe also asked about the use of the clubhouse. There are no plans to change that. Marinari asked how often they met. Sabroe said every three months originally but everyone has different schedules and it's difficult to meet. Sondag said three times per year is what they shoot for. Marinari suggested they formalize a schedule 3-4 times per year meetings.

Resident Rich Brevogel, 19 Tanglewood Dr, came forward. He is new to the community, three months. He said that he understands about business. He has been in the community for over 30 years; he loves this town. He and his wife agonized about selling their home. His son owns a home in New Egypt. He is proud to be from Plumsted. Brevogel moved to Jensens because of the rules and how others have the same lifestyle as him. He doesn't want rules to change from a 55+ community. He has concerns that things will change. He said that Jim and Amanda helped convince him that this is home. He looked at communities in Whiting but they weren't home to him. He is looking forward to the communications committee and will be part of it. Brevogel said that lots of things have changed in the township in the past several years but it has kept the hometown feel. Brevogel shook Jewell's hand and said that he hopes he's a man of his word.

Mayor Trotta said that it is not changing from a senior development. That would have to come before the Land Use Board and that wouldn't pass.

Kay Gora (?) came forward. She has lived in Jensens for 21 years. Before that, she lived in Crosswicks. When she moved to Jensens, she found the same small town feel; they are all friends and neighbors. It is a little heaven in NJ. They all take care of each other and have fun together. She hopes it won't change.

Resident Royce Pullen came forward. He asked a little about the merger. Jewell explained that it is a family business but there was no one to take over the business from those that would be leaving their

positions at the top. Jensens initiated it. Pullen then asked about lot rental fees. What will happen now? Jewell said they go through the same process with all of their communities. It takes them a week to do it. They look at all factors, the surrounding market, the community, the occupancy of the community, the comps nearby and then they decide on rents. Some communities have had no rent increases and the largest increase he has ever seen was \$23. Pullen asked what they were brainstorming about doing in the community. Jewell wants to get feedback from residents. He said that some of the original ideas were improvements to the clubhouse, specifically the kitchen and maybe some others, money for road upgrades although the roads look pretty good and then to look at the amenities package. Pullen said that the roads are ok. But he said that tree trimming is something that needs doing. The whole neighborhood needs discretionary pruning.

Resident Jeanie Amico came forward. She has lived in Jensens for 5 years. She asked about the rent. She asked why the rent varies so much from the old and new side. You can go from \$502/month compared to \$588/month. She asked about rent controlled. She asked how the rent is decided when there is so much discrepancy. She also asked about pad fees. Jewell said that she cannot speak to the current rent but he said that it is unusual to have such a discrepancy. Pad fees are set by ordinance. Soday said that there were four rents in the development due to the cost to develop those four phases. It is nothing to do with the roads.

Amico asked what is going to happen with the rents. They are all on fixed incomes and cannot afford a big jump in rents. She praised Jim and Amanda and said that everyone takes care of one another. Jewell said that it is important to maintain occupancy. He further stated word of mouth is the best way to advertise. Their goal is to have happy residents.

Amico finally said that the kitchen definitely needs updating. It is used several times a month. Also, the trees definitely need pruning so they don't start falling on trees in storms. She thanked everyone.

Mayor Trotta said that yearly there is a meeting with the county about the roads. One subject that comes up year after year is the entrance on Rt 539. There is a need for a deceleration lane. Trotta needs Sun's commitment to work with the county to make that happen. The safety of residents is a priority; Jewell agreed.

Committeeman Lotito asked about the transfer fee and the requirement for a deed change. Attorney Zabarsky said that there is a transfer of stock. Carmeli said the transfer is a sale of stock and the companies will merge. The purchaser has determined that they don't need to file a deed because it is a merger. It is a stock purchase. Committeeman Lotito asked about the license transfer and thought it was a real estate transaction. Zabarsky read the ordinance clause and said that there was no specific sales price because 31 communities were acquired. So Sun came up with an allocation for Jensens with this entire merger.

ON MOTION OF COMMITTEEMAN MARINARI, SECONDED BY COMMITTEEMAN GRILLETTO, RESOLUTION NO. 2019-296 – AUTHORIZING THE TRANSFER OF A MOBILE HOME PARK LICENSE FROM JENSENS, INC TO SUN JENSEN LLC WAS APPROVED. ROLL CALL VOTE: ALL AYES.

Mayor Trotta read Resolution 2019-297 for Executive session. The following will be discussed – personnel matters.

ON MOTION OF COMMITTEEMAN MARINARI, SECONDED BY COMMITTEEMAN LOTITO, RESOLUTION NO. 2019-297 - RESOLUTION OF THE TOWNSHIP OF PLUMSTED, COUNTY OF OCEAN, STATE OF NEW JERSEY, AUTHORIZING THE CONVENING OF AN EXECUTIVE SESSION IN ACCORDANCE WITH THE OPEN PUBLIC MEETINGS ACT WAS ADOPTED. ROLL CALL VOTE: ALL AYES.

The committee returned from executive session. Mayor Trotta stated there was no public in attendance.

ON MOTION OF COMMITTEEMAN GRILLETTO, SECONDED BY COMMITTEEMAN LOTITO, THE MEETING WAS ADJOURNED. ROLL CALL VOTE: ALL AYES.

Respectfully submitted,

Jennifer Witham, RMC
Municipal Clerk