

Eagle Tree Condominium Association, Inc.
108 Night Hawk Drive
Jupiter, FL 33477

BOARD OF DIRECTORS MEETING

Tuesday, March 29, 2022

A Board of Directors meeting of the Eagle Tree Condominium Association, Inc. was held March 29, 2022.

Present from the Board of Directors: Louise Berkman, President; Earle Yaffa, Treasurer; Tom Gilpin, Secretary.

Guests present from Timbers Resorts: David Kalnas, Sarah Smith, Jessica Kluth, Katie Herr, Chris Goger, Jesse Geremia, Richie Pittner, Austin Watkins, Paula Kawasjee

CALL TO ORDER

The meeting was called to order by Louise Berkman, President, at 8:34am, Eastern Time.

ESTABLISHMENT OF QUORUM

With three Board members present at the time of roll a quorum was met and Robert's rules will apply.

PROOF OF NOTICE OF BOARD OF DIRECTORS MEETING

Notice of the meeting was posted to ownership 48 hours in advance of the meeting.

APPOINTMENT OF RECORDING SECRETARY

Ms. Berkman appointed Katie Herr as Recording Secretary.

APPROVAL OF AGENDA

- **A motion was made by Earle Yaffa to approve the agenda as presented. It was seconded by Tom Gilpin and motion was unanimously carried.**

APPROVAL OF PREVIOUS BOARD MEETING MINUTES

- **A motion was made by Tom Gilpin to approve the meeting minutes from February 22, 2022. It was seconded by Earle Yaffa and motion was unanimously carried.**

FINANCIAL UPDATE

- Jessica Kluth gave an overview of the financial performance for February 2022. Overall, there was a surplus in operations of \$75,682. There was a deficit in revenue of \$21,705. In the Common General Expenses there was a surplus of \$28,759. For Vacation Plan Specific Expenses there was a surplus of \$46,923. The current life-to-date fund balance surplus is \$1,146,014.
- Austin Watkins stated three unique factors with the rental market over last year, those being inflexible travel dates, resistance to Timbers rates and minimum length of stay.
- Rental program is down from \$56,000 this time last year to \$46,705 in 2022.

APPROVAL OF CHANGE TO RENTAL PROGRAM

- A motion was made by Tom Gilpin to allow a 5-night minimum rental and 7th night free with a 6-night reservation at the going rate. It was seconded by Earle Yaffa and motion was unanimously carried.

OPERATIONS UPDATE

- Our overall occupancy for February 2022 was just under 93% with fifty percent of time being used by owners' assigned times.
- Medallia survey scores were at 91.18% for February, 88.3% YTD.
- Currently an Eero-mesh device (wifi booster) is being tested in several homes, the feedback has been positive. The funds allocated for the Blu-ray players would be used to install Eero-mesh devices.
- The hampers in the bathrooms are unsightly, cost to replace each hamper is \$285. Ms. Berkman suggested to replace the wicker hampers with mesh hampers.
- The soap dishes in the bathrooms are being replaced with ones that are 10% of the cost of the current dishes.
- Golf cart lease is up in December 2022. Lease cost is going up, new golf carts will come with lithium batteries. Currently, we pay \$8400 monthly with a 36-month lease on carts with LED batteries. Two options were presented for the upcoming lease, EZ GO's recommendation is a 48-month lease for lithium golf carts would be \$9550 monthly, a 54-month lease would be \$8900 monthly.
- Pricing for a covered structure with charging stations so the carts can be stored out of the elements and charged daily was recommended.
- The additional cost for the golf cart lease would increase each owner's annual dues in 2023. David will revisit the lease options with EZ GO and confer with Jesse Geremia prior to the next Board meeting.
- We will be experiencing some attrition in the next few weeks with seasonal employees leaving and longtime houseman, Leonce, retiring in May.
- The association was served with an ADA lawsuit last month. It was filed by an individual that identifies as a "tester" that peruses hospitality websites and looks for ADA accommodations. The association has insurance coverage for this type of lawsuit. A local attorney has been assigned and a motion is scheduled to be filed on 4/4/2022. There is a \$10,000 deductible so the association is likely to incur some costs. An update will be provided at the next BOD meeting.

SALES & MARKETING UPDATE

- As of the last Board call, we have had 8 closings (four 2-bedroom and four 4-bedroom).
- There are two sales agreements out for signature and several proposals out for review.
- Timbers Jupiter now has a total of 325 owners and that number is dropping.

NEW BUSINESS

- The next Board meeting is scheduled for Tuesday, April 26, 2022 at 8:30am ET.

ADJOURNMENT

- There being no further business to discuss, a motion was made by Earle Yaffa to adjourn the meeting seconded by Tom Gilpin and motion was unanimously carried. The meeting adjourned at 9:42 am ET.