

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

**BOARD OF DIRECTORS MEETING**

**May 20, 2019**

A Board of Directors meeting of the Eagle Tree Condominium Association, Inc. was held May 20, 2019.

**Present from the Board of Directors:** David Oestreich, President; Jerry Rokoff, Vice-President, Pete Ciccone; Treasurer, Louise Berkman, Secretary; Earle Yaffa, Member.

**Guests present from Timbers Resorts:** Carrie Bligh, Sarah Smith, Brian Buckley, David Kalnas, Rocky Rosales, Gilles Cote. Chris Goger.

**CALL TO ORDER**

The meeting was called to order by David Oestreich, President, at 9:30am, Eastern Time.

**ESTABLISHMENT OF QUORUM**

With five Board members present at the time of roll a quorum was met.

**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**

Mr. Oestreich appointed Sarah Smith as Recording Secretary.

**APPROVAL OF AGENDA**

- A motion was made by Louise Berkman to approve the agenda as presented. The motion was seconded by Earle Yaffa and unanimously carried.

**APPROVAL OF PREVIOUS BOARD MEETING MINUTES**

- A motion was made by Louise Berkman to approve the meeting minutes from April 23, 2019. The motion was seconded by Earle Yaffa and unanimously carried.

**FINANCIAL REVIEW**

**April 2019 Financials**

- Carrie Bligh gave an overview of the financial performance for the month of April. Overall, there was a surplus in operations of \$35,606. There was a deficit in revenue of \$4,055. In the Common General Expenses there was a surplus of \$16,481. For Vacation Plan Specific Expenses there was a surplus of \$23,180. The current life-to-date fund balance surplus is \$561,582.

### **OPERATIONS UPDATE**

- Brian Buckley, Owner Services Manager, has been working on partnerships with local businesses and attractions in the area. We hope to have some information to share soon.
- Our summer CARE (Clean and Repair Everything) projects are now in progress as our occupancy has dropped.
- We are working with local vendors to offer a Timbers Jupiter line of merchandise. We have received approval from Tony Servideo at TNGC.
- Bill Gadek, Facilities Manager, is no longer employed with Timbers Jupiter. Marco Longinos, one of our long-term employees has been promoted to the position.

### **SALES & MARKETING UPDATE**

- Since the last meeting one four-bedroom has closed and we have other deals in the pipeline.
- We continue to receive interest from the e-blasts and have booked several GVP's as a result.
- We are working on marketing campaigns in New Jersey and Pennsylvania. We hope to expand this campaign to other states in the Northeast.
- We are in the very early stages of working on a partnership with TNGC.

### **NEW BUSINESS**

- The next Board meeting is scheduled for Thursday, June 27 at 9:30am ET.

### **ADJOURNMENT**

- **There being no further business to discuss, a motion was made by Louise Berkman to adjourn the meeting. The motion was seconded by Earle Yaffa and unanimously carried. The meeting adjourned at 9:58am ET.**